

### South Africa's Business Connexion Communications Goes Global

**London/Johannesburg, 27 November 2006** – Vanco, the pioneering global Virtual Network Operator (VNO), has signed an agreement with Business Connexion (BCX), South Africa's leading systems integrator (SI), to sell Vanco's VNO services.

The agreement is part of the investment by Business Connexion's Communications arm in its Next Generation Network (NGN) and gives the company access to the largest amount of global network infrastructure available from a single source. Business Connexion will be using Vanco's global VNO services to provide network reach outside of Africa.

Vanco is contracted to supply Business Connexion with these services for an initial term of seven years. Through Vanco's VNO model, Business Connexion brings more competitive solutions to South African companies for network bids where the requirements extend globally.

The contract with Business Connexion follows similar deals with Bell Canada Enterprises and Swisscom with the intention to provide international network capabilities to Asset Based Carriers (ABCs) thus leveraging Vanco's VNO model and increasing its sales force.

"To stay ahead in this competitive market you need to be able to offer your clients international network capability combined with world-class management of global end-to-end communications solutions," said Willem van Rensburg, group executive for strategy and telecommunications at Business Connexion.

"Vanco's VNO services give us a truly global network infrastructure to expand the reach of Business Connexion Communication's own African IP network. We can overlay our network management services, allowing us to expand our revenue stream with our own client base and providing us with an attractive new proposition to prospective clients."

Allen Timpany, Vanco's chief executive, commented, "Business Connexion represents another excellent channel relationship for Vanco. We believe that there are companies all over the world that can benefit from incorporating our VNO portfolio into their business offering, and selling global solutions to their increasingly international customers."

#### About Business Connexion

Business Connexion (Pty) Ltd is a leading black empowered integrator of innovative business solutions based on Information and Communications Technology (ICT). With over 4500 employees and a track record spanning 27 years, Business Connexion runs mission-critical ICT systems and manages products, services and solutions for JSE listed and key public sector organisations, parastatals and medium sized companies. Business Connexion has a unique Solutions Integration Model that illustrates how clients are placed at the centre of all activities surrounded by expertise in four principal business areas: Communications, Technology Infrastructure, Outsourcing and Business Applications. In order to deliver a world class service Business Connexion has developed strong relationships and attained top-level certification with many of the world's leading ICT suppliers.

#### About Vanco

Established in 1988, Vanco plc (FTSE: VAN) is the pioneering and leading global Virtual Network Operator. Vanco does not own telecoms assets and therefore has the freedom to source infrastructure from the most suitable Asset Based Carriers (ABCs) on a global basis. It provides enterprise clients, directly or through partners, with cost-effective, optimized and fully managed network solutions. Carriers can also extend their off-net reach by accessing, through Vanco, other carrier networks around the world.

With solutions available in 230 countries and territories, Vanco is selected by the world's largest organizations to provide strategic network solutions. Its clients include Accor Hotels, Avis Europe, British Airways, Ford Motor Company, IBM/Lloyds TSB, Siemens, Pilkington and Virgin Retail.

Through the Vanco network solution clients get access to the greatest geographic coverage available through a single provider. Vanco offers incomparable flexibility to customize and adapt the solution in line with market changes and business priorities.

Vanco is recognized by the industry for its financial success and world class customer service delivery. A significant proportion of its investment capital goes into customer care which is reflected by the awards won, independent market research and client retention.

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