

Vanco Shortlisted for Frost & Sullivan's 'Most Promising Service Provider of the Year' Award

Singapore, 26th April 2006 – Global growth consulting company, Frost & Sullivan, has shortlisted Vanco Asia Pacific, the pioneering Virtual Network Operator, for the "Most Promising Service Provider of the Year Award" category to be contested at the 2006 Frost & Sullivan Asia Pacific ICT Awards (the Awards), www.ict-awards.com, to be held in June of this year. The Awards is set to recognise outstanding performance and leadership by companies within the Information and Communications Technology (ICT) industry in Asia Pacific that have had the most significant market impact in the year 2005.

The award for the Most Promising Service Provider of the Year is one of the 25 prestigious titles offered, and will be conferred to the service provider that has made the most outstanding contribution to the telecommunications industry within the market in which it operates, and is most likely to continue enhancing its position/dominance in the short term. The contenders of this award will be evaluated based on the following key criteria for base year 2005:

- Market performance - revenue and profit growth, market share and growth in market share
- Creating a disruption in the industry
- Breadth of products and solutions
- Major customer acquisitions
- Strong innovation in services resulting in expanding the market or creating a new market
- Undertaken considerable initiative to make it a force to be reckoned with within the industry
- Business/market strategy

The Frost & Sullivan Awards are presented to companies that demonstrate best practices in their industry, commending the diligence, commitment, and innovative business strategies required to advance in the global marketplace. Associated to some of the biggest names in ICT, the Frost & Sullivan Asia Pacific ICT Awards is held annually to recognise companies and individuals that have pushed the boundaries of excellence - rising above the competition and demonstrating outstanding performance across Asia Pacific.

The award recipients are chosen based on the recommendations made by an experienced team of Frost & Sullivan analysts, before being presented to an independent panel of judges. The panel of judges brings to the table some of Asia Pacific's most influential decision makers, captains of industry, commentators and leaders of corporations, including Joseph Waring, group editor of Telecom Asia, Wireless Asia and Telecoms Europe; Nick Hutton, chief marketing officer at Alcatel Asia Pacific; Rudi Frey, president and CEO, Siemens Com FN, Asia Pacific; Andy Miller, director of marketing at Juniper Networks Asia Pacific; Phillip Beniac, vice president, SAS Asia Pacific; and Hu Yong, vice president, Global Corporate Marketing, Huawei Technologies, amongst others.

"We are delighted to be shortlisted for this prestigious award by Frost & Sullivan," says Allen Timpany, founder and CEO of Vanco. "The nomination recognises our success in the Asia-Pacific region, complementing our achievements in Europe and the USA. Companies all over the world start to realise the benefits of our Virtual Network Model to the limited offerings of Asset Based Carriers."

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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