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Vanco Asia Pacific named Most Promising Service Provider of the Year by Frost & Sullivan

Sydney, 18 June, 2007 – Global growth consulting company, Frost & Sullivan, has named Vanco Asia Pacific, the pioneering Virtual Network Operator, as the 2007 Most Promising Service Provider of the Year in Asia Pacific. The award was presented to Vanco Asia Pacific CEO Diarmid Massey at the 2007 Frost & Sullivan Asia Pacific ICT Awards, held in Singapore. The Awards 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 2006.

The award for the Most Promising Service Provider of the Year is presented to the service provider that has been judged by Frost & Sullivan and a panel of independent judges to have made the most outstanding contribution to the telecommunications industry in Asia Pacific, and is likely to continue enhancing its position/dominance in the short term. The contenders were evaluated based on the following key criteria for base year 2006:

- 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

Associated with 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.

Sin Siew Teyew, director of telecoms at Frost & Sullivan, says, "Vanco has managed to turn the disadvantage of not owning an infrastructure into an opportunity to focus its energy and resources on serving its customers better by delivering cost-effective solutions in a flexible and adaptable virtual network operator (VNO) environment."

The panel of judges includes some of the most important influencers in the Asia Pacific ICT industry including Joseph Waring, group editor of Telecom Asia, Wireless Asia and Telecoms Europe; as well as senior representatives from Alcatel-Lucent Asia Pacific; Nokia Siemens Networks; Juniper Networks; SAS Asia Pacific; and Motorola, Inc., amongst others.

"We are delighted to have received this prestigious award from Frost & Sullivan," said Diarmid Massey, Vanco Asia Pacific CEO. "The award recognises our success in the Asia-Pacific region, complementing our achievements in Europe and the USA. Companies all over the world are clearly realising the benefits of our Virtual Network Model over the more 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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