

Interoute Press Pack

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Leadership



James Kinsella
Chairman

James Kinsella led the restructuring of the business in 2002. Prior to that, as Chairman of World Online, James helped drive the consolidation of the European Internet industry, merging the company with Tiscali to create Europe's largest independent Internet service provider. Before joining World Online, James was the President and Chief Executive Officer of MSNBC.com, a joint venture between Microsoft and NBC. Along with building MSNBC.com into an international news brand, he also helped drive the development of the advertising and e-commerce marketplace as the Microsoft executive in charge of sales for MSN.

Kinsella worked as a journalist and media executive before starting his first information services company, which consolidated its market and launched one of the first commercial websites before being sold, in 1996. Considered a pioneer in digital media, he launched Time, Inc.'s first web portal business, helping to establish the company as a leader in online services. He is the author of a book on the media, and has contributed to several others.



Robert McNeal
Vice Chairman

Robert McNeal oversees Corporate Strategy and Development for the company, and in this role is also responsible for M&A activity. He previously headed Corporate Strategy and Development at World Online, where he helped architect and execute the consolidation of the industry to form Europe's largest independent ISP, Tiscali. Before joining World Online, he founded and sold two information services companies and had successfully turned around a third. He had also served as a political appointee to the White House before leading Time Warner's early Web-based business efforts. He has nearly 30 years of experience in high technology fields including leading optical engineering projects, and served as a jet pilot in the U.S. Air Force.

He earned an MS in Electrical Engineering while flying for the Air Force and later received an MBA from The Wharton School, the University of Pennsylvania



Leadership



Gareth Williams
CEO

Gareth Williams became CEO of Interoute in August 2007. Prior to that he served as President Global Markets building the sales and marketing unit of Interoute across the 22 countries in which Interoute now operates. He joined Interoute to aid James Kinsella with the restructuring of the company in 2002 and has overseen the growth of Interoute from zero revenues Jan-03 to €190m in Dec-07. On taking over as CEO he has managed the transition of Interoute from a loss making start-up into an operationally profitable business.

Before joining Interoute Gareth held senior positions in the telecoms and IT services sector, ranging from high-tech start-up to major telco joint ventures. Gareth spent the first 13 years of his career in BT and was privileged to play a part in the globalisation of telecommunications. He has lived in the USA & Europe managing national, regional and global business units with operations in every continent of the world.



Matthew Finnie
CTO

Matthew Finnie drives the company's advanced services strategy, including developing the platform that has allowed the company to launch its industry-leading VOIP, Ethernet and Media products. Trained as an electrical engineer, he helped develop early IP-product innovations, including one of the first commercial applications of VOIP a decade ago. As head of the Enterprise Service Development Group at Vocaltec, he worked with European/US carriers and multi-national corporations to launch converged communication services. Matthew was also the co-founder of US-based Internet start-up Insitu, which developed real-time IP collaboration tools.

Matthew has degrees in electrical and electronic engineering and marketing.



Catherine Birkett
CFO

Catherine Birkett leads the company's Finance Department. In her previous role as Director of Financial Planning and Analysis, she was part of the team that restructured the company in 2002. She subsequently helped drive a company-wide cost-savings program. She has been a key member of the acquisitions team, which has closed five transactions in the last two and a half years, including the assets of Ebone and Cecom.

Prior to Interoute, Catherine gained extensive experience of financial & commercial due diligence with KPMG Transaction Services. She is a Chartered Accountant and holds a BA Joint Honours Degree in Mathematics and Economics from the University of Durham.



History

In Interoute's short history, the Company has also made history.

Since the launch of the Interoute network, customers have trusted us with mission-critical projects such as providing the backbone network for Europe's major mobile operators and digitally broadcasting major events such as the Olympics, elections and prime-time TV shows. We have come to the rescue of some of the world's leading financial institutions, guaranteeing a 24/7 connection with the Middle East during subsea outages. E-commerce companies entrust their entire business to Interoute when we host their web-servers and customer data in our data centres. Large enterprise customers depend on Interoute for secure connectivity between their offices worldwide.

Completed at the end of 2002, Interoute was expanded through the acquisition of GTS/Ebone's metropolitan fibre assets that same year, media services assets in 2003, an Eastern European fibre network in 2004, PSINet Europe/Via's managed hosting services in 2005, a managed services company in Bulgaria in 2006, 51 Degrees a London Metro business and a Swedish hosting company in 2007.

Spanning the Continent from Dublin to Moscow, from Sweden to Sicily, Interoute is the only Next Generation Network to cover the majority of the European Union, and beyond into Turkey. In less than a decade of operation, Interoute's network has become key to Europe's digital supply chain, and is now recognized as a leader in providing services to both Carriers and Enterprises.

The network footprint runs more than 55,000 kilometres with backbone/long-haul connectivity to 99 cities and metropolitan area networks (MANs) in 21 of those cities. The building assets comprise over 100,000m² of space ranging from carrier specification up to world class Data Centre grade. With operations in 28 countries, and with over 200 points of presence (PoPs), Interoute has both the extensive reach and the depth to meet customer requirements at minimal cost. The combined assets represent a total investment in excess of €2.7 billion.

Interoute's infrastructure uniquely supports the rapid deployment of new software-based products and services with high bandwidth demands, such as VOIP, digital media, virtual hosting, managed applications, and secure private networks (VPNs).

For our enterprise customers we have developed a unique approach to meeting their fast-changing needs: Unified ICT™, which offers all enterprise ICT infrastructure as a service delivered from a secure networking platform. The goal is to simplify delivery and management, making it easy and cost effective for customers to adapt their infrastructure to the changing needs of their business. Supporting the concept of Unified ICT™ are three related ideas: Unified Connectivity, Unified Communications and Unified Computing.



History

Every major European, Asian and U.S. operator links their networks to Interoute, in order to take advantage of our infrastructure. Many operators use Interoute to help them become full partners in the global telecoms marketplace. Examples include: SEACOM, the subsea cable system running the length of East Africa, Tunisie Telecom and GO and Gibtel, the incumbent operators of Malta and Gibraltar respectively.

Our Company serves not just the physical network needs of Europe; increasingly, it provides the platform for innovation across the communications field. For example, Interoute is the only European network to be certified by Microsoft to support the software giant's desktop-integrated VoIP products. And Interoute's dedication to communications technology development has won it recognition as a leading cloud-computing providing. As Interoute has grown, the telecommunications market has changed. A converged network for all services is not just a vision anymore, but it is the reality that Interoute provides. As the demand has increased for network services requiring large bandwidth, Interoute has filled that need.

Interoute is a successful financial story.

Originally the vision of the Sandoz Family Foundation, that investor was joined later by the Kingdom of Dubai to privately fund this massive civil works project for Europe.

Interoute's unparalleled asset allowed the Company to expand rapidly while maintaining tight cost controls, including a centralized operation in the heart of the European continent, Prague. Today, Interoute is an operationally profitable, self-funded business.



2009 Financial results

London, 12 November 2009 – Interoute Communications Ltd, owner operator of Europe’s largest next-generation network, today announced EBITDA of €22.7m for the first six months of 2009, a 155% increase over 2008. Despite the deep recession that has seen a decline in growth for many operators in the telecommunications industry, Interoute has increased its revenues by eleven per cent during January to June 2009 to report €129m. By accelerating at this rate, Interoute has become operationally cash-flow positive and is now a self-funding enterprise.

Commenting on the results Gareth Williams, Interoute CEO, said, “We are particularly proud to have taken Interoute to operational profitability during this global recession at a time when other operators are seeing their growth rate stagnate or decline. More broadly, to have built a successful communications company following the collapse of the telecoms boom at the beginning of this decade, proves that our unique approach to building a pan-European fibre backbone has paid off.”

Interoute is the only next generation network covering the European Union, from London to Warsaw, Stockholm to Sicily and beyond into the emerging economies of Southeastern Europe as well as linking to North America's major telecoms hub through its transatlantic capacity. The network serves as a global bridge between the North and South and East and West. With seven subsea landing stations ringing the edge of Europe, Interoute acts as the European link for operators from the Middle East, Africa and North America.

Interoute’s network also reaches deep into the heart of Europe’s metropolitan networks, with a presence in 21 urban hubs, as well as being connected to the Arab world's most dynamic international hub, Dubai, via a fully operational Point of Presence. And with the Company’s 59 data centres located across the European footprint, Interoute is a leader in the deployment and hosting of Cloud computing applications for industry.

