

## **Vanco Appoints New CEO for its Asia-Pacific Business**

**Sydney, 1<sup>st</sup> April 2008** – Vanco, the pioneering global Virtual Network Operator, today announced that Tim Sullivan has been appointed as new CEO Vanco Asia-Pacific. He will be responsible for all of Vanco's Asia-Pacific markets.

Tim will be based in Sydney, and will work with the established Vanco Asia teams in Hong Kong, Tokyo, Delhi and Shanghai to further increase sales throughout the whole region. Singapore general manager, Hong Meng Lee, will also report directly to Tim.

A Brisbane native, the appointment represents a return home for Tim, who has been working for Vanco for over 10 years in senior sales and management roles across the world. Tim has been consistently associated with securing Vanco's largest customer deals and responsible for the account management of flagship global clients in Europe, Asia and US. During Tim's four year tenure with Vanco US he oversaw triple digit sales growth and considerable operational expansion, leaving the US as one of the most successful regions within Vanco. Prior to Vanco Tim spent several years working for Telstra in Sydney.

"Tim brings an internationally proven track record in delivering global networking solutions, individually tailored to the exact needs of the world's largest enterprises and his appointment reflects our commitment to continued growth in the region" said Allen Timpany, founder and CEO Vanco.

"The Asia-Pacific region is a heterogeneous market with a vast diversity in technological developments, requirements and culture. Only with the detailed understanding of these distinctions that comes with over 10 years of established relationships with all of the major service providers in the region can we help multinational Asian enterprises turn these factors to business advantage and mutual benefit," commented Tim Sullivan, CEO Vanco Asia-Pacific. "For exactly these reasons Vanco's proven VNO model has huge potential in the region and I am looking forward to expand our recent successes and strengthen our position across all of these markets."

### **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, optimised 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 organisations 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 customise and adapt the solution in line with market changes and business priorities.

Vanco is recognised 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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