

Date of admission: March 2006 Type of business: Converged networking solutions provider Market capitalisation on flotation: £20.5m

Internet firm targets world-wide market

Salford-based internet business NetServices experienced a bumpy ride after listing on AIM – but is now looking forward to a prosperous future as a quoted company.

After floating in March 2006, the company's share price tumbled when it became embroiled in a ferocious broadband price war.

Now, after a year of delivering strong operational improvements and refining the business' strategic focus, NetServices has an increasingly strong investment case in 2008.

"On the whole, we've kept our story quite quiet over the past 12 months as we were focusing on running the business," says chief executive Mark Vickers. "It has been completely transformed and we've now got an exciting story to tell the City in the coming year."

Named one of the fastest growing technology

companies in the UK in Deloitte's Technology Fast50 Awards in 2007, NetServices provides converged network solutions for businesses across the country. Clients include the Navy, Army and Air Force Institute (NAAFI), Telefonica International Wholesale, Spicerhaart, Printing.com and Acorn Capital Partners.

"We have seen a number of business benefits as a result of floating on AIM," says Vickers. "Going public has given us the funds we needed to invest in new product development and improved the company's profile both in the North West and across the UK, giving us access to bigger and more lucrative contracts.

"Floating has sent a clear message that we are a national player, not just a small regional business based in Salford. We've won several major contracts and established partnerships with national and even international companies.



"In more practical terms, the money we raised has been hugely beneficial to ongoing product development. Recently we've developed an offering that has great value to the market, the ability to deliver QoS services over IPStream, and we are now having to choose which technology providers we partner with."

"We now have a comprehensive but focused product portfolio which, combined with our network infrastructure, ensures we are ideally positioned to take advantage of the converging marketplace."