

# Geo and ESB Telecom announce intended UK-Dublin subsea route and welcomes first customer Cogent Communications

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London, United Kingdom, 5 November 2010 – Geo has today announced its intention to collaborate with ESB Telecoms Ltd, to build and operate a new subsea fibre optic cable connecting Anglesey, Wales to Clonsaugh, Dublin, which will go live in 2011.

The subsea connection, on which multinational tier-1 Internet Service Provider, Cogent Communications will be the debut customer, will provide the most advanced, reliable and high performance solution ever to connect the UK and Ireland.

Both Geo's and ESB Telecoms Ltd's customers will have access to extensive UK and Irish fibre networks and virtually unlimited, low latency bandwidth. Targeting users with heavy data requirements, the project will provide hundreds of high quality, dedicated fibre networks between Ireland and the UK, with no restrictions on what customers do with it or how much capacity they use.

"We're delighted to be working with ESB Telecoms Ltd. This collaboration will result in an unprecedented fibre based offering to customers of both organisations", said Chris Smedley, Chief Executive, Geo. "The combination of network reach in both the UK and Ireland, our commercial model and the design of this subsea connection will provide what we believe will be the only choice for organisations looking to prioritise low latency, unlimited bandwidth and reducing their total cost of ownership."

The subsea cable will benefit from the most modern fibre technologies providing virtually limitless capacity, future-proofed for even the most demanding requirements. The route eliminates the need for subsea repeaters or amplification technology, ensuring that customers can use standard transmission equipment with the lowest latency. "We are delighted to be part of this venture," said Tom Bambury, General Manager, ESB Telecoms Ltd. "The combination of this initiative with both of our extensive terrestrial fibre optic assets means that we can now offer our clients an unrivalled network footprint on both sides of the Irish Sea."

Geo is also delighted to announce that Cogent Communications will use this new dedicated fibre network, allowing it to offer its UK and European customers continuous connectivity to Ireland. "By purchasing dark fibre from Geo to Ireland, we can continue to expand our services in Dublin", said Ricardo Orcero, Director of Global Fibre Acquisition at Cogent. "Cogent and Geo have many synergies; we both continue to challenge the traditional telco model and have highly respected customers for whom exceptional service is required for them to execute their business plans. This procurement further cements our relationship with Geo, now entering its 4th year."

Cogent established its initial Dublin presence in 2007 and, at the same time, began using Geo's dark fibre network to serve new UK markets. Slough was connected - to serve locations in the Heathrow area, and to offer backbone redundancy from London's Docklands area by linking Slough directly with the continent in France. Also, the Manchester market was lit to serve local data centres, and ultimately to

provide backbone redundancy for transatlantic links through Liverpool / Southport, as well as for links to the continent by connecting Manchester to the Netherlands through Leeds and Cambridge. Glasgow and Edinburgh, which Cogent recently linked back to Leeds through Newcastle, were connected as well, to serve Scottish businesses. This extensive and successful use of Geo's dark fibre network, now combined with the announced subsea route to Ireland, significantly contributes to positioning Cogent's network as one of the most ubiquitous and resilient fibre optic networks in the UK and Ireland among global tier-1 IP carriers.

"To have secured Cogent Communications as our first customer on this project further strengthens the relationship that we have with them", said Geo's Chris Smedley. "With demand for high capacity data networks growing all the time, we fully expect this important new network to benefit a number of other large organisations and to be of huge value to the Irish, Welsh and English economies for many years to come."

Geo owns the highest quality and most reliable fibre optic network in the UK, connecting all the major cities and data centres, as well as the most resilient fibre optic network in London, buried deep in the city's sewer system. FibreSpeed, the North Wales network operated by Geo (on behalf of the Welsh Assembly Government), will provide the connectivity from the subsea cable landing point in Anglesey across North Wales.

As well as offering scalable bandwidth with simple and rapid upgrades as requirements dictate, customers will also benefit from Geo's commercial pricing model which consistently demonstrates a far lower total cost of ownership over time than traditional telecom offerings.

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About Geo

Geo is the only company in the UK solely focused on the designing and building of bespoke dedicated fibre network solutions. Geo's revolutionary and flexible approach means that for the first time, organisations can own and control their networks, ensuring that security, high bandwidth and resilience are guaranteed. By allowing its customers to directly own and control the underlying optical fibre that is at the heart of their data network, Geo is the only truly open access network provider in the UK. It provides an extensive range of solutions including fully managed networks, dark fibre and co-location services. Geo enables network solutions throughout the UK and in the London area. Customers include mobile operators, service providers, major banks and the public sector. Geo is listed as the 7th fastest

growing technology company in the UK in the Sunday Times Tech Track 100 list for 2009. Visit [www.geo-uk.net](http://www.geo-uk.net) <<http://www.geo-uk.net/>> for more information.

#### About ESB Telecoms Ltd

ESB Telecoms Ltd is a wholly-owned, unregulated subsidiary of ESB and Ireland's leading independent telecoms infrastructure and bandwidth solutions provider. ESB Telecoms Ltd built and owns an extensive fibre network throughout Dublin and Ireland which is wrapped on ESB High Voltage Network. ESB Telecoms Ltd also manages over 300 telecommunications towers and sites on which all major Irish telecommunications companies have substantial installations. ESB Telecoms Ltd operates managed bandwidth services over its network. The fibre network has 16 points of presence (PoPs) around Ireland. The network is managed 24x7 from a Telecoms Operations Centre in ESB Head Office, Dublin.

#### About Cogent

Cogent Communications is a multinational, Tier 1 facilities-based ISP. Cogent specialises in providing businesses with high speed Internet access and point-to-point transport services. Cogent's all-optical IP network backbone provides IP services to more than 28 countries in over 145 markets located in North America and Europe.

Since its inception, Cogent has unleashed the benefits of IP technology, building one of the largest and highest capacity IP networks in existence. This network enables Cogent to offer large bandwidth connections at highly competitive prices. Cogent also offers superior customer support by virtue of its end-to-end control of service delivery and network monitoring.

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