



Windsor Telecom goes from strength to strength in 2005

*****FOR IMMEDIATE RELEASE*****

8th March 2006

2005 was another remarkable year for Windsor Telecom. Turnover was up by 44% to £2.3m and gross profit increased by an incredible 74% to £1.2m. Early predictions for 2006 suggest that turnover will increase to £2.7m and gross profit will climb once more to £1.4m.

Windsor Telecom's existing client base for 2005 reached the impressive 7000 mark with new clients including Barclays, Thomson Directories Ltd, The Samaritans and a branch of the Conservative party to name but a few.

New initiatives for 2005 included a dedicated Account Manager for every customer and a newly devised 'Windsor Welcome Pack' to compliment and reinforce the company's strapline, 'numbers you can count on'. An invasion on the business awards market took place, with Windsor Telecom becoming finalists at the Channel Network Awards in October 2005. Windsor Telecom is also planning to enter the National Business Awards 2006 in the 'The Customer Focus' and 'The Credit Suisse Entrepreneur' awards categories. The latter is going to focus on Windsor Telecom Marketing Director, Neil Sherring and his other business interests including an arts website.

2005 also saw the launch of the 'Windsor Telecom Staff Share scheme' whereby any staff members that have been with the company for 3 years or more are automatically eligible to benefit from shares should Windsor Telecom be sold or acquired in the future.

Perhaps one of the most impressive stats from 2005 is that 97% of all clients were retained, with 99% of non-geographic numbers also being actively used. These extraordinary figures look set to continue for 2006.

The key strategy for growth over the next few years revolves around capitalising on the 0845 number market, of which Windsor Telecom are now the 'second largest provider in the UK' (just a whisker away from BT).

-END-

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APPENDIX

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Notes for Editor:

Background on Windsor Telecom plc:

URL: <http://www.windsor-telecom.co.uk> and <http://www.0845.co.uk>

-Windsor Telecom is the second largest provider of 0845 numbers in the UK (18%) after BT (22%). Source: Ofcom Research 2004.

-18 strong firm, offices split between Poole, Dorset (Account Management, Customer Services, Marketing) and Farnham, Surrey (Accounts & New Sales).

-Entered the non-geographic number market in 1997 following a new partnership between Directors, Neil Sherring & David Bennett.

-Wealth of experience in providing memorable telephone numbers and call plan solutions to SME, Corporate & Public Sector businesses.

-Windsor Telecom offers five core non-geographic number solutions:

0845 Local
0800/0808 Freephone
0870 National
070 Personal
0871 Special

-Existing client base of over 7000 businesses.

-In December 2004, Business XL magazine an award winning magazine for growing companies, voted Windsor Telecom a '21st Century Business Star' and 'One of the best 50 companies in the UK today'.

-In October 2005, Windsor Telecom became a finalist at the Channel Network Awards for the unique Call Queue solution which they provided to Paul McKenna Training.

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