

# AdEPT Telecom plc

## Company Profile

### **The Company**

AdEPT Telecom plc is listed on the AIM market of the London Stock Exchange and is one of the UK's largest independent non-network based suppliers of telecommunication and data products in the UK with sales in excess of £20 million per annum and 20,000 customers.

AdEPT is widely recognised as one of the leading independent multi-site multi-product specialists in fixed line telecoms with over 700 multi-site customers. AdEPT has around 20,000 fixed line telecoms customers taking a full range of telecoms products including calls, line rental, mobile, broadband, data connectivity and VoIP.

As at December 2013, AdEPT has completed the acquisition and integration of 18 telecom businesses, all of which have been successfully integrated and now trade under the AdEPT Telecom brand.

### **The Business**

We deliver award winning customer service to around 20,000 customers all over the UK. Our carefully selected Carrier partners provide tier-1 services through a variety of access products. Our business is built on a strong financial footing and continues to innovate through our fresh approach to solving communication problems.

AdEPT combines the carrier independence and cost effectiveness of a Virtual Network Operator with all of the innate technical and business benefits gained from access to a fully resilient MPLS core platform.

AdEPT employs 45 members of staff at its office in Tunbridge Wells, Kent.

### **Growth strategy and opportunities**

The Directors intend to continue to grow the Company primarily by way of acquisition. The Directors believe the UK fixed line sector is ripe for consolidation; the market for supplying fixed line calls and line rental to business customers is fragmented, with over 700 fixed line resellers (most of which report turnover of less than £2 million per annum).

Therefore, the Directors believe that the opportunity exists for a well-financed trade buyer such as AdEPT to act as the leading consolidator in the sector by offering an exit strategy to small operators.

The Directors additionally intend to grow the business organically through continued development of the Company's direct sales operation and partner channel.