

Company Fact Sheet

Market Environment

The market for IP-based multimedia communications is expanding rapidly with analysts estimating that over 130 million people will be regularly using VoIP (Voice over Internet Protocol) by 2009. This migration is driven by the huge cost advantages that IP networks deliver in comparison to the existing systems deployed today.

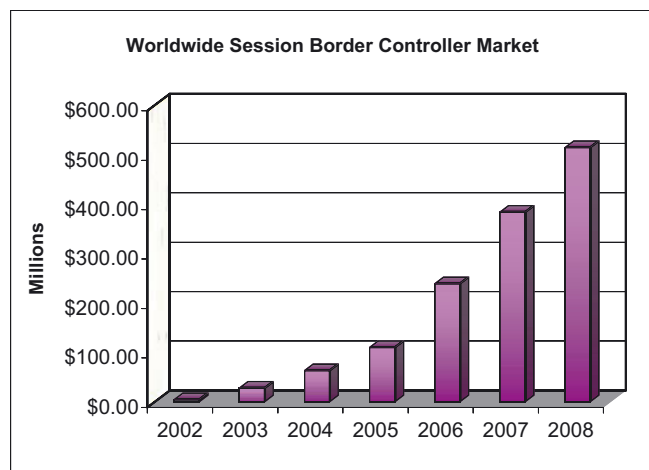
Those cost advantages enable service providers using all IP-based networks to deliver new services such as: enterprise conferencing, video telephony and rich presence, extremely quickly and cost effectively. IP-based networks are also providing the convergence point for fixed and mobile services to enhance the communications experience for the end-user.

Newport Networks

Newport Networks Limited provides a vital element in these new networks by ensuring that end-users can seamlessly connect together via IP multimedia communications, provide important regulated services such as emergency calls over IP, maintain end-user application quality and secure a carrier's network borders from attack. Newport Networks Limited (a wholly owned subsidiary of Newport Networks Group PLC) was founded in September 2000 by Terry Matthews, Chairman, and John Everard, CEO both of whom have a proven record for building successful companies in the telecommunications market.

Market Opportunity

According to the industry analyst firm Infonetics the market for VoIP equipment will total approximately \$5.7B by 2008. The session controller segment of the market will total approximately \$514M up from \$111M in 2005



Key to the growth of the VoIP market are three major market trends.

1. The explosive growth of voice over broadband residential services.
2. The move by large incumbent operators to swap out their core telephone networks to an all IP based solution.
3. The delivery of converged fixed and mobile services which rely upon VoIP equipment.

As these trends develop so does the market for VoIP – replacing today's existing telephone network with an all-new IP multimedia network which will span both fixed and mobile domains.

Products: The 1460 and 310

Newport's range of border controllers and gateways deliver vital aspects of security, quality of service, regulatory compliance whilst attaining the industry's highest performance for an integrated SBC. Newport's products have also been designed with the future in mind by supporting important new standards such as IMS (IP Multimedia Subsystem). The 1460 and 310 border gateways provide the flexibility needed when distributing media handling function at the edge of the network, whilst the 1460 border controller has the signalling capacity to meet the most aggressive growth expectations of the service provider market (up to 1,000,000 end-users per 1460) making it the industry's only future proof product range on the market today.

History

Newport was incorporated in September 2000 and has offices in Europe, North America and Asia. Newport Networks draws upon a heritage of widely renowned industry leaders with proven track records in establishing new performance standards and growing companies into global leaders.

Management team

John Everard – Chief Executive Officer
John Ackroyd – Chief Financial Officer
Laurence Dixon – Head of Engineering
Mark Purdom – Vice President, Sales & Marketing
Belal Ali - Director of Product Management

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