

## hSo - Preferred Provider

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22nd January 2001

A consortium of leading UK landlords, comprising The British Land Company plc, Canary Wharf Group plc, Legal & General Property Limited, Morley Fund Management, and Prudential Property Investment Managers Limited, has selected hSo, as their preferred broadband service provider, to offer high-speed telecommunications services to the tenants within their office buildings.

Additionally, the Consortium is in advanced discussions with 15 other UK property owners to join in this new opportunity. In aggregate, this would represent approximately 85 million square feet of office space in over 2,000 buildings in the UK.

hSo is backed by ARC Associates and Marconi plc. Marconi is a strategic partner and minority equity investor in hSo and will provide systems design, equipment procurement, network rollout, project management, installation and commissioning services.

hSo will work with the landlords to offer best-of-class telecommunications infrastructure and affordable high speed services to tenants' desktops. Services on offer include voice, secure Internet access, data, and video capabilities and would be accompanied by high quality support to tenants. Furthermore, a range of software applications and e-commerce services from leading suppliers would also be available. Chris Butchers, Chief Executive Officer of hSo, said: "We are delighted to be working with some of the largest commercial property owners in the UK in this ground-breaking initiative. Forming a partnership with the Consortium enables hSo to deliver broadband communications services to the desktops of more than an estimated one million business users throughout the UK. We will continue to seek alliances with property owners who recognise the benefits of providing broadband services to their tenants."

Nick Ritblat, a Director of The British Land Company plc, speaking on behalf of the Consortium, said: "The Consortium is very excited by the opportunity to join forces with hSo to provide broadband services to our tenants. By aggregating our real estate portfolios with their telecommunications expertise, we will be able to address efficiently our tenants' growing requirements for access to electronically delivered information and services."

The Consortium is advised by Morgan Stanley Dean Witter. hSo is advised by ARC Associates.

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***About hSo***

hSo offers a complete range of IT and telecoms solutions for business. Powered by best-of-breed technology, we deliver affordable high-speed solutions that immediately increase productivity, mobility and security for business users.

<http://www.hso.uk.com>

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