

PRESS RELEASE

20 January 2004

Broadreach and PointShot Wireless partner to provide on-train wireless Internet access

LONDON – Broadreach Networks Limited, the fast-growing provider of broadband Internet access for people on the move, and PointShot Wireless, a developer of mobile Wi-Fi solutions, today announced a strategic partnership to deliver high-quality Wi-Fi services to the UK rail industry. Together the companies will provide rail operators with a comprehensive and proven Wi-Fi platform to ensure the seamless rollout, management and support of onboard wireless Internet services.

According to industry analyst firm BWCS, by 2008, rail passengers will spend \$420 million (£230 million) per year on in-transit Wi-Fi services, and within five years, rail passengers will use the service on almost one billion journeys each year. PointShot Wireless and Broadreach will address this sizeable market opportunity by combining PointShot's knowledge of train operator requirements for mobile Wi-Fi for passenger and back office applications with Broadreach's market leading expertise in broadband internet access and ISP/Mobile service provider roaming. This partnership will see the two companies engage in joint development of products and services for the UK rail market, as well as collaboration on marketing, business development, and customer support.

Broadreach Networks is one of the UK's public Internet access pioneers, forging relationships with mobile operators, ISPs and other service providers to ensure that people can access the Internet in a place of their choice, with a device of their choice and pay with the method of their choice. Initially Broadreach will focus on the UK rail industry where it already has a number of customers. This builds on its success to date with station installations. Broadreach has recently signed deals that will give it access to over 370 stations across the UK including the major London terminals.

"Our commitment to Internet access on the move is supported by commercial backing from leading names in the technology and travel businesses in the UK such as Virgin, BT and Intel Capital," said Magnus McEwen-King, Broadreach CEO. "Having scoured the globe for a suitable technology partner, it quickly became clear that no other supplier could match PointShot's achievements in terms of real deployment of on-train Wi-Fi. Broadreach's partnership with PointShot is a winning combination and means that rail operators need only deal with one company to install hotspots on trains and in stations."

PointShot Wireless is the world leader in deployed rail Wi-Fi hotspots. Its technology is deployed on both inter-city and commuter trains in partnership with large service providers in North America. PointShot Wireless' RailPoint™ is a mobile wireless solution that lets rail operators better attract loyal travellers, increase yield and generate new revenue streams by offering differentiated on-board connectivity, communication and content services to passengers. In addition, RailPoint enables new business applications for operators, including onboard communication, real-time ticketing and advanced security features.

PointShot Wireless President and CEO Shawn Griffin said: "We've been watching the development of Wi-Fi in the UK and throughout Europe very closely. Our success in North America has proved that profitable Wi-Fi services can be realized when targeted at the business traveller and mobile consumer. We chose to partner with Broadreach because of the company's commitment to the rail market, its extensive customer base and its experience and innovation in wireless Internet services."

-ends-

For more information, please visit www.broadreachnet.com, www.readytosurf.com and www.pointshotwireless.com

NOTES TO EDITORS

Broadreach Networks Limited. <http://www.broadreachnet.com>

Broadreach is a provider of broadband Internet access for users on the move, through both fixed-point terminals and wireless local area network access zones in high footfall public locations. It operates one of the largest networks of managed public Internet access locations in the UK, under the ReadytoSurf™ brand name.

Broadreach's investors include BT, the Intel Communications Fund, Virgin and VCF Partners. Broadreach has access to the largest user base in the UK with approximately 25% of the UK Internet subscriber market (equivalent to around 5 million users), putting Broadreach at the forefront of the public Internet access market. Broadreach is approaching the public Internet access market through four key channels – Transport, Hotels/Leisure, Retail and Special Events. Currently it is rolling out 4,000 locations for blue-chip partners such as Virgin Megastores (Retail), LA Fitness, Holmes Place Health Clubs and Tourist Information Centres (Leisure) and Virgin Trains (Transport).

Formed in May 2000 as a spin-out from Arthur D Little, the international management consultancy firm, Broadreach is the only fully funded, independent provider of public Internet access services in the UK, working with the ISPs and mobile phone operators to provide their subscribers access outside the home or office via the ReadytoSurf™ network.

PointShot Wireless Limited <http://www.pointshotwireless.com>

Working closely with wireless Internet service providers, PointShot Wireless provides mobile wireless solutions creating environments that enable people to work, communicate and be entertained – no matter where they are located or how they travel. The company's family of products, based on the SolutionPoint platform, represents a unique architecture that bridges 802.11 networks to next-generation wireless, cellular and satellite networks, delivering a host of business and user applications. The company is the North American market leader in mobile Wi-Fi on trains, with three customer trials deployed on: VIA Rail in Canada, Altamont Commuter Express in California, and Capitol Corridor in California. The company is headquartered in Ottawa, Canada. For more information visit: www.pointshotwireless.com.

For further information, please contact

Lisa O'Connor/Hannah Bailey
Nelson Bostock Communications
Tel: 020 7229 4400
Fax: 020 7792 7411
Email: hannah.bailey@nelsonbostock.com

Press Office
Broadreach Networks Ltd
Tel: 020 7917 2793

pressoffice@broadreachnet.com

Rosie Watson
TKO Marketing Consultants Ltd.
Tel: +44(0)1444 473 555
Fax: +44(0) 1444 473 666
Email: rosie@tko.co.uk