



## BT to Acquire INS Group S.A.

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BT announced today that it agreed to acquire INS Group S.A. ("INS"), a Belgium-based network and systems integrator. The acquisition will strengthen BT's operations in the Benelux and enhance BT's position in the global LAN and IP telephony services market.

INS is headquartered in Brussels and employs over 225 professionals across Benelux, France, Germany, US, India and Australia. INS provides its clients with a range of IT services centered around corporate communication solutions. Services range from the design and implementation of complete data/voice/video infrastructures to the automated roll-out of user workstations and the management of the customer's collaboration platforms. For the year to 31 December 2006 the company generated revenues of €27.9 million.

Francois Barrault, CEO, BT Global Services, said: "Today's announcement marks the next step in our strategy to grow our global capability and market coverage in key convergence technologies, and extends BT's leadership position in the LAN and IP telephony services market. INS is valued by its customers and recognised by the industry as a supplier of world class solutions".

Dominic de la Pea, CEO, INS said: "BT's capabilities and experience in delivering networked IT services to corporations around the world are second to none. By contributing INS capabilities, we will be creating tremendous opportunities for our customers, employees and partners."

The proposed acquisition is contingent upon obtaining the necessary regulatory clearances. As at the last audited balance sheet on 31 December 2006, the gross assets of INS were €13.5 million.

INS Group S.A. is entirely unrelated to Californian based International Network Services Inc. ("INS"), a leading global provider of IT consulting and software solutions which was acquired by BT earlier in 2007.

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About BT

BT is one of the world's leading providers of communications solutions and services operating in 170 countries. Its principal activities include networked IT services; local, national and international telecommunications services; higher-value broadband and internet products and services and converged fixed/mobile products and services. BT consists principally of four lines of business: BT Global Services, Openreach, BT Retail and BT Wholesale.

In the year ended 31 March 2007, BT Group plc's revenue was 20,223 million with profit before taxation of 2,484 million.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York. For more information, visit [www.bt.com/aboutbt](http://www.bt.com/aboutbt)

About INS

For more information visit, [www.inseurop.com/](http://www.inseurop.com/)

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