

Equant to offer flexible leasing program for Asia Pacific enterprise managed services business

Equant Initiative with Cisco Systems Capital to help customers stay in front of rapidly changing technology

Equant (NYSE: ENT) (Euronext Paris: EQU), a recognised industry leader in data and IP services for multinational businesses, today announced a new leasing program in conjunction with Cisco Systems Capital that will provide a comprehensive plan for multinational enterprises to completely finance their Cisco network infrastructure. The leasing program is designed to help enterprise customers invest in the latest Cisco networking solutions they need today, while enjoying a reduction in the overall cost of their networks with attractive financing rates and payment flexibility. It provides customers with the ease of financing the various components required for a network project - software, services, maintenance, and all types of Cisco hardware - under one financing package. With an increasing demand for technical talent, companies are also looking to outsource the deployment of infrastructure requirements, as well as equipment support and maintenance to companies like Equant. This package provides an ideal way to step up technology implementation while managing costs. In addition, Equant customers will be able to seek leasing support from Cisco Systems Capital or its funding partners in key Asia Pacific markets including Australia, China, Hong Kong, Japan, Korea, Malaysia, New Zealand, Singapore, Taiwan and Thailand. "This agreement comes at a time when companies are forced to maximise their investments and reduce total cost of usage," said David Nishball, Equant's senior vice president, Markets and Sales, Asia Pacific. "Leasing is a smart way for customers to purchase technology and stay competitive, without the risk of obsolescence. We believe that helping our customers preserve capital to invest in other key areas of their business makes good business sense in today's business environment." Customers who want the latest Cisco technology, yet enjoy the lowest cost of usage can choose the operating lease. At the end of the lease, customers can decide to return the equipment, continue renting, or purchase the asset at a fair market value. Equant will also offer the choice of a finance lease to customers who place a high value of ownership of their IT assets, and are less concerned with technology obsolescence.

About Equant Equant (NYSE: ENT) (Euronext Paris: EQU) is a recognised industry leader in global data and IP network and integration services for multinational businesses. The Equant network has unmatched seamless reach, connecting key business centres in 220 countries and territories, with local support in more than 165 countries. Building on more than 50 years of experience in data communications, Equant serves thousands of the world's top companies with the industry's most extensive portfolio of managed network services, including the market-leading IP VPN used by 900 global businesses as of June 30, 2003. Equant, a subsidiary of France Telecom, was named Best Global Carrier 2002 at the World Communication Awards and consistently leads industry surveys in corporate user satisfaction.