



COMPANY INFORMATION DISCLOSURE

Last updated:
29/03/2012

This document is available from the company website at: www.pinn.uk.com

In conjunction with the website, this document contains all of the information which is necessary to comply with the requirements of Rule 26 of the AIM Rules for Companies – “**Company information disclosure**”.

Business Description / Investment Strategy

Pinnacle Telecom Group plc focuses on the business market across the UK. Driven by leveraging organic opportunities as well as through targeted acquisitions, we provide a wide range of converged managed solutions including Managed Support Services, Unified Communications and Collaboration, Communications and Mobility, Software as a Service (SaaS) and Infrastructure services.

Pinnacle's strategy is predicated on cross-selling the five elements of our converged managed services offering. The objective is to cross-sell all of the group's services into our existing customer base, which strengthens our customer's reliance on the company, increases our profit per customer and dramatically decreases the likelihood of our customer's switching to a competitor.

GOVERNANCE

Directors' Names and Biographies

[William Allan](#), Non-Executive Chairman. Aged 58

Prior to joining Pinnacle, William (Bill) Allan was Chief Executive of THUS Group plc from February 1999 until December 2008. Bill has more than 25 years' experience in the telecommunications industry. In previous years he has also been Chief Executive of Cable & Wireless Regional Businesses, and a director on the boards of Telecommunications of Jamaica, Entel Panama, the Barbados Telephone Company, and the Barbados External Telecommunications Company.

Between 1995 and 1997, Bill was Regional Director for Cable & Wireless North East Asia Region, President and Representative Director of Cable & Wireless Japan, and Chairman of Cable & Wireless Communication Services Limited (Japan). He was also a Director on the boards of International Digital Communications (IDC Japan), Sakhalin Electrosvyaz, Sakhalin Telecom, Sakhalin Telecom Mobile and Nakhodka Telecom.

[Alan John Bonner](#), Chief Executive Officer. Aged 43

Alan Bonner founded Pinnacle Telecom PLC in 1998. The business, including Pinnacle Mobile Ltd and Sports Club Telecom Ltd, was brought into Glen Group plc in June 2007 (Glen Group plc was renamed Pinnacle Telecom Group plc on 10th March 2009). Alan Bonner was appointed Group CEO in May 2008.

Pinnacle, based in Scotland, grew very rapidly as a provider of solutions based telecommunications services to the SME market and the company received numerous awards for its growth profile, and the entrepreneurial nature of the way it helped businesses by taking a solutions based approach to their telecommunications requirements.

[John Crawford Anderson](#), Non-Executive Director. Aged 49

John Anderson is a founding director of Rock Ventures Limited, a company providing practical support to high growth ventures. John is also Chief Executive and a founder member of The Entrepreneurial Exchange. A Chartered Accountant and a former partner at Grant Thornton, he has worked with many of Scotland's most exciting growth companies. John is also an Honorary Senior Lecturer at the Hunter Centre for Entrepreneurship at the University of Strathclyde, a founding Global Scot member and sits on the boards of The Prince's Scottish Youth Business Trust and Stirling University Innovation Park.

Board of Directors' Responsibilities

The board directs the group's activities in an effective manner through regular monthly board meetings and monitors performance through timely and relevant reporting procedures. Where it deems it necessary the board requests reports on specific areas out with the normal reporting regime. All directors have access to advice from the company secretary and, if required, independent professionals at the company's expense. Training is available for new and other directors as necessary.

The board at present comprises one executive and two non-executive directors. The non-executive directors are regarded as independent of management and any business or other relationships, which could interfere with the exercise of their independent judgement. The roles of chairman and chief executive are separate appointments and it is board policy that this will continue.

The board has established two committees, the audit committee and the remuneration committee. It will also set up a nominations committee when the need arises. Membership of both the audit committee and the remuneration committee is made up of the two non-executive directors. William Allan is chairman of the remuneration committee and John Anderson of the audit committee.

Under the company's articles of association, the nearest number to one third of the board shall retire each year by rotation.

Committees' Responsibilities

The board is committed to ensuring that proper standards of corporate governance operate and, having regard to the provisions of the Combined Code, insofar as is appropriate, has established governance procedures and policies that are considered appropriate to the nature and size of the group.

SHARE INFORMATION

Other exchanges or trading platforms where Pinnacle Telecom Group plc securities are admitted or traded:

Pinnacle Telecom Group plc is traded on the AIM market of the London Stock Exchange under symbol PINN.

The number of securities in issue:

As at 29/03/2012 the number of shares in issue was 2,211,474,397 ordinary shares of £0.001

The number of securities held as treasury shares:

As at 29/03/2012 the number of securities held in treasury shares was 0.

Percentage of AIM securities not in public hands:

As at 29/03/2012, the percentage of AIM securities not in public hands was 748,813,738 Ordinary shares of £0.001 nominal: representing 35.83% of the issued share capital.

Identity and percentage holdings of Directors & significant shareholders:

As at 29/03/2012, the identity and percentage holdings of significant shareholders was

	Number of ordinary shares	Percentage held
D Giddens	190,273,709	8.60
A J Bonner	221,389,150	10.01
Huntingtower Limited	184,046,491	8.41
P Goodland	178,273,709	8.06
S Dronfield	84,136,855	3.80
S Patel - <i>Includes the interests of his</i>	74,556,571	3.37
Dr Tom Black	71,542,857	3.24
Others		
William Allan (Non-Exec Chairman)	5,714,286	0.27
John Anderson (Non-Exec Director)	1,428,571	0.07

Details of any restrictions on the transfer of AIM Securities:

There are no restrictions on the transfer of Pinnacle Telecom Group plc securities.

CONTACTS & ADVISORS

Country of Incorporation:

Pinnacle Telecom Group plc is incorporated in England and Wales.

Main Country of Operation:

Its main country of operation is the United Kingdom.

Registered Address:

Pinnacle Telecom Group plc
5 Fleet Place
London
EC4M 7RD

Registration Number: 5259846

Directors, Secretary and Advisors:

William Allan, Non-Executive Chairman
Alan J Bonner, Chief Executive Officer
John C Anderson, Non-Executive Director

WJM Secretaries Limited
302 St Vincent Street
Glasgow
G2 5RZ

Registered Office	5 Fleet Place London EC4 MRD
Nominated Advisor	Zeus Capital Limited 3 Ralli Courts West Riverside Manchester M3 5FT
Broker	Rivington Street Corporate Finance Ltd 3 rd Floor Henry Thomas House 5-11 Worship Street London EC2A 2BH
Solicitors	Wright, Johnston & Mackenzie LLP Solicitors 18 Charlotte Square Edinburgh EH2 4DF Charles Russell LLP 5 Fleet Place London EC4 MRD

Other Key Advisors:

Auditors and Reporting Accountants	Grant Thornton UK LLP 1-4 Atholl Crescent Edinburgh EH3 8LQ
Bankers	The Royal Bank of Scotland Commercial Centre 100 West George Street Glasgow G2 1 PP Bank of Scotland 47 High Street Dalkeith Midlothian EH22 1 JA
Registrars	Computershare Investor Services plc The Pavilions Bridgwater Road Bristol BS13 8AE

The following information can be viewed at <http://www.pinn.uk.com/>

- Constitutional documents e.g. articles of association
- Most recent admissions documents or prospectus
- Most recent annual report
- Most recent half, yearly, quarterly or similar reports
- Circulars / similar publications sent to shareholders

The following information can be viewed <http://www.pinn.uk.com/>

- All notifications made in the last 12 months