



## COMPANY INFORMATION DISCLOSURE

Last updated:  
07/10/2010

This document is available from the company website at: [www.pinnacletelecomgroup.co.uk](http://www.pinnacletelecomgroup.co.uk)

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 (formerly “Glen Group plc”) is a value added, solutions based provider of telecommunications services including IP solutions. It focuses on the SME market where it provides a wide range of customer solutions including telecommunications calls, access and consultancy, IT support, mobile solutions both voice and data and hosted broadband voice services. Pinnacle's strategy is to be a SME focused, value added, solutions based provider of Internet protocol (IP) converged communications services driven by leveraging organic opportunities across the group as well as through targeted acquisitions.

The activities of the Group are undertaken by the Pinnacle Group of companies, which includes Pinnacle Telecom, Sports Club Telecom, Solwise Telephony, Sipswitch, Pinnacle Mobile, Explore IT, Glen Communications, Colloquium and Accent Telecom UK.

## GOVERNANCE

### Directors' Names and Biographies

**William Allan**, Non-Executive Chairman. Aged 57

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 10<sup>th</sup> 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 48

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**

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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**

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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:**

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Pinnacle Telecom Group plc is traded on the AIM market of the London Stock Exchange under symbol PINN. It is also traded on the PLUS Markets platform under symbol PINN.

### **The number of securities in issue:**

As at 07/10/2010 the number of shares in issue was 1,867,429,059 ordinary shares of £0.001

### **The number of securities held as treasury shares:**

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As at 07/10/2010 the number of securities held in treasury shares was 0.

## Percentage of AIM securities not in public hands:

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As at 07/10/2010, the percentage of AIM securities not in public hands was  
Ordinary shares of £0.001 nominal: 577,052,961 representing 30.9% of the issued share capital.

## Identity and percentage holdings of Directors & significant shareholders:

As at 30/04/2010, the identity and percentage holdings of significant shareholders was

A Bonner – Chief Executive Officer	187,076,972	(10.02%)
D Giddens	190,273,709	(10.19%)
P Goodland	178,273,709	(9.55%)
S Dronfield	84,163,855	(4.51%)
S and N Patel	75,356,571	(4.04%)
J and R Alexander	75,356,571	(4.04%)
Dr Tom Black	57,142,857	(3.06%)
William Allan - Non Exec Chairman	5,714,286	(0.31%)
John Anderson - Non Exec Director	1,428,571	(0.08%)

## Details of any restrictions on the transfer of AIM Securities:

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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

### Directors, Secretary and Advisors:

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

### Company Secretary

WJM Secretaries Limited  
302 St Vincent Street  
Glasgow  
G2 5RZ

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

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#### Other Key Advisors:

<b>Auditors and Reporting Accountants</b>	Grant Thornton UK LLP 1-4 Atholl Crescent Edinburgh EH3 8LQ
<b>Bankers</b>	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
<b>Registrars</b>	Computershare Investor Services plc The Pavilions Bridgwater Road Bristol BS13 8AE

The following information can be viewed at <http://www.pinnacletelecomgroup.co.uk/>

- 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.pinnacletelecomgroup.co.uk/>

- All notifications made in the last 12 months