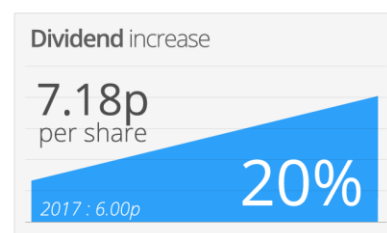
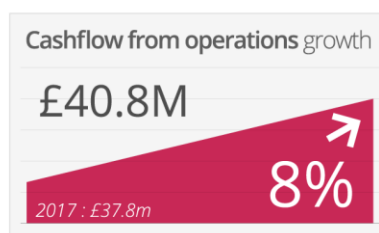
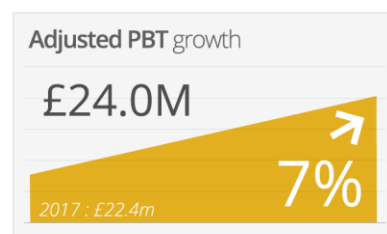
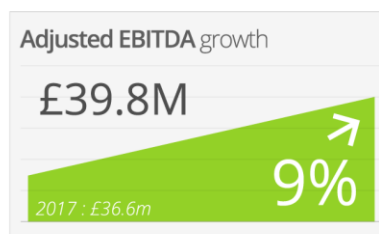
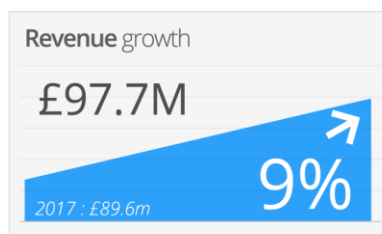
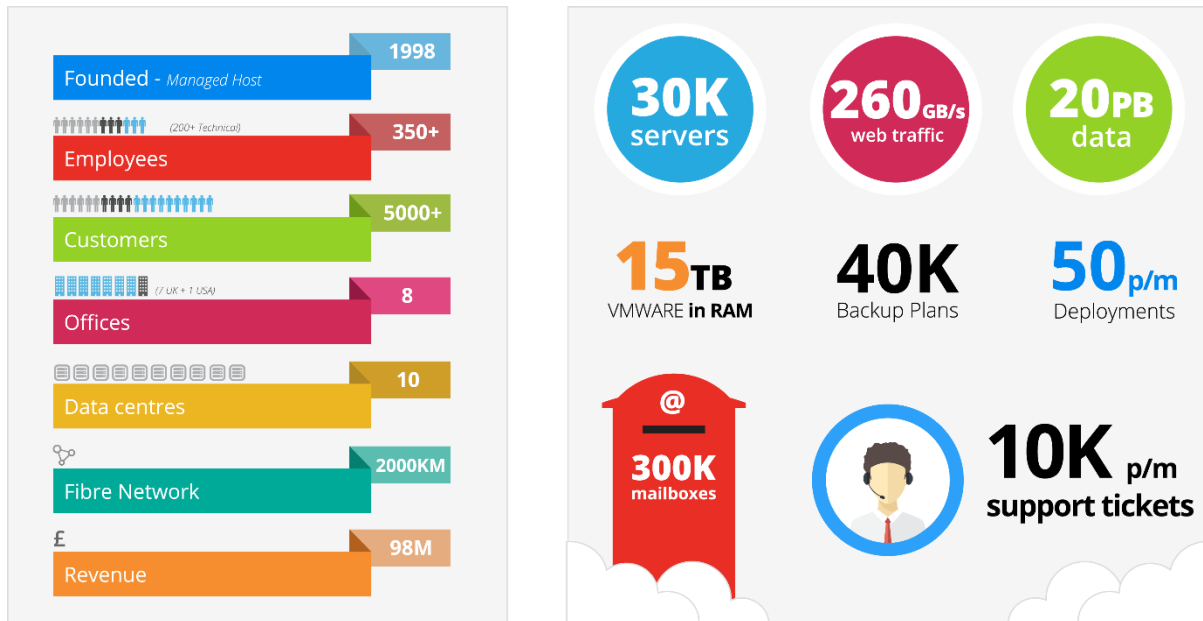


Appendix E – About iomart

iomart is one of the United Kingdom’s leading providers of secure managed hosting and cloud services. Established in 1998 and headquartered in Glasgow, Scotland, we have a strong track-record helping organisations across the private and public sector, from government departments to enterprise business, to take full advantage of what the cloud has to offer. As an AIM listed organisation, iomart has posted year on year profitable growth for over a decade and anticipates revenues in excess of £100m for its FY19 year-end results.

The following illustrations provide an overview of the key business metrics and financial highlights from iomart’s FY18 year end results.



Adjusted EBITDA is earnings before interest, tax, depreciation and amortisation (EBITDA) before share based payment charges, acquisition costs, gain on revaluation of contingent consideration and non-recurring costs. Throughout these financial statements acquisition costs are defined as acquisition related costs and non-recurring acquisition integration costs.
Adjusted profit before tax is profit before tax, amortisation charges on acquired intangible assets, share based payment charges, mark to market adjustments in respect of interest rate swaps, acquisition costs, interest on contingent consideration due, gain on revaluation of contingent consideration and non-recurring costs.
Adjusted diluted earnings per share is earnings per share before amortisation charges on acquired intangible assets, share based payment charges, mark to market adjustments in respect of interest rate swaps, acquisition costs, interest on contingent consideration due, gain on revaluation of contingent consideration and non-recurring costs, including the taxation effect of these.

Our Capability

The services and solutions we provide include: Cloud Strategy and Transformation Consultancy; Cloud Compute (public, private and hybrid); Cloud Storage; Backup; Disaster Recovery; Colocation; Connectivity and Security

iomart delivers these services from wholly owned data centres at eleven locations across the United Kingdom, as well as from 21 international points of presence. Our UK data centres are connected via a private fibre network which provides high capacity, secure, reliable and compliant cloud services for thousands of businesses and organisations.

We employ over 400 people, more than 275 of whom are skilled technicians who deliver services and solutions from our 24/7 customer support centre and data centres. iomart delivers everything from cloud compute to full IT transformation and ongoing management.

Security is at the heart of everything we do. We are the most ISO-accredited hosting company in the UK and are certified to provide our cloud and backup services to the UK public sector. We pride ourselves on our levels of service and continue to invest in our infrastructure, our people and our certifications in order to provide the most comprehensive range of cloud technologies to our customers.

Unleashing the Power of the Cloud

iomart helps you maximise the flexibility, cost effectiveness and security of the cloud. Our 300+ UK-based, expert consultants and solution architects provide the insight, guidance and technology to keep your organisation ahead of the competition.

From our eight state of the art data centres, connected to our own dark fibre network, to the hyper clouds of AWS and Azure, our completely agnostic approach means we deliver bespoke solutions tailored to your exact requirements.

We are premier partners with the world's leading technology vendors including Microsoft, Amazon, Dell/EMC, VMware and Intel. As the most certified and ISO-accredited hosting company in the UK, iomart operates to the highest industry standards.

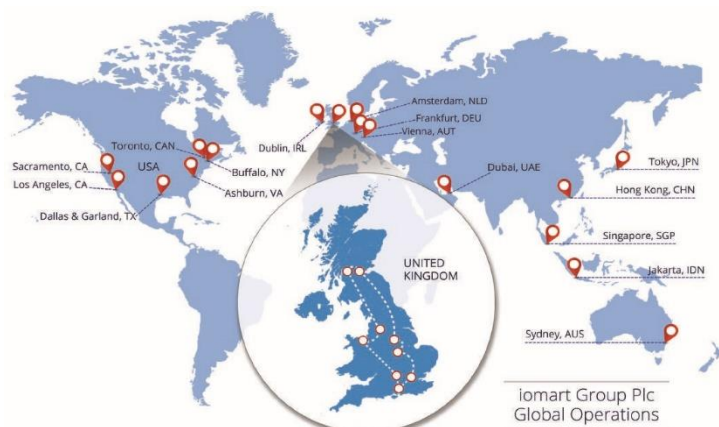
Whether you are taking your first steps in the cloud, or looking to expand your presence, working with iomart means you can be confident you are getting the best possible advice, solution and support.

Our Infrastructure – The Engines Powering the Cloud

We own and manage eight data centres across the UK, connected via our lightning fast dark fibre network. With tier 1 hardware and 24/7 support, we offer flexible, scalable and secure private, public and hybrid cloud solutions.

For our international customers, we've built a secure, resilient and flexible global infrastructure with enterprise grade data centres in the major US, European, Middle East and Asian hubs, all managed by our technical experts.

Security is at the heart of everything we do. We are the most ISO-accredited hosting company in the UK and are certified to provide our cloud and backup services to the UK public sector.



We pride ourselves on our levels of service and we continue to invest in our infrastructure, our people and our certifications in order to provide the most comprehensive range of cloud technologies to our customers.

Iomart's Technical Accreditations

The range of skills available across the iomart Group covers System Management, Virtualisation, Automation, Business Continuity, Storage, Network and Security. By holding many of the industry's top level accreditations our Consultants, Architects and Engineers have demonstrated significant real world experience covering a vast array of different technologies in traditional Data Centre infrastructure and offer demonstrable experience of migration between these and cloud environments.



We are able to provide our clients access to hundreds of years of combined technical expertise and over 1,000 accreditations in cloud and infrastructure technologies. iomart are Cohesity's only Global Managed Service Provider within EMEA, an Asigra Global Partner, a Microsoft Gold Partner for Cloud Platforms, Datacentre and Management and Virtualization; a VMware Partner Cloud Provider and Specialised Consulting and Integration Partner and is a Supplier to the Government Procurement Service.

Connectivity Partners

Iomart is also one of the UK's leading Internet Service Providers (ISP's), holding connectivity partnerships with BT Open Reach, Talk Talk Business, Century Link, Virgin Media Business, Zayo and The Loop.



Customer Success Stories

Our cloud services and solutions help support a huge variety of organisations. To highlight the diversity of our customer base, we have listed a selection of organisations that we are proud to call clients.



The UK's Most Accredited Cloud Company

iomart is proud to be the UK's most accredited Cloud Company. Our integrated management system, developed over 10 years as a service provider, incorporates international, industry and public sector standards and accreditations to ensure we deliver best practice solutions for all our customers.

International Standards



Accredited
ISO 9001:2015
Quality
Management System



Accredited
ISO 27001:2013
Information Security
Management System



Accredited
ISO 20000:2011
IT Service
Management System



Accredited
ISO 22301:2012
Business Continuity
Management System



Accredited
ISO 50001:2011
Energy
Management System



Accredited
ISO 14001:2015
Environmental
Management System

Industry and Government Standards



Incorporated Best Practice



ISO 27017:2015 Information security controls on cloud service | Code of practice

ISO 27018:2014 Protection of Personal Identifiable Information | Code of practice

ISO 27032:2012 Cybersecurity | Guidelines

ISO 27040:2015 Storage Security | Guideline

ISO 17789:2014 Cloud Computing | Reference Architecture

ISO 19086-1:2016 Cloud Computing SLA Framework | Guidelines

OHSAS 18001:2007 Occupational Health & Safety Management System

GDPR Committed to Meeting the Requirements

iomart

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