

## Press Release

# Oni Communications appoints Joaquim Santos as Chief Commercial Officer

**Lisbon, 16th October 2007** - Oni Communications announces that Joaquim Santos was appointed to the position of Chief Commercial Officer in the current corporate Administration, and will formally take up office on Monday, 22nd October. Joaquim Santos moves from SAP AG, where he had held the position of Deputy Chairman of Field Services Sales for the EMEA News region (Europe, Middle East and Africa) since April 2006.

With vast knowledge on the telecommunications and technology market, resulting from over 19 years of experience in the sector, at a national and international level, Joaquim Jesus Santos shall be responsible for the operational development of the Oni Communications business with the objective of continuing the performance and operational excellence of the operator in the business and operator sectors.

On this contracting, Xavier Rodriguez Martin, CEO of Oni Communications states that **"it is with great satisfaction that we receive Joaquim Santos into our team. We believe that his experience will be an important asset in the pursuit of the objectives which we announced last February, and will also contribute to strengthening a strategy which has increasingly proved to be the right one, as is confirmed by our current cycle of growth"**.

On his part, Joaquim Santos considers that this represents **"an excellent personal and professional opportunity since I identify with the present Oni Communications team and with the strategy defined by the current Administration. I accepted this challenge because I believe in the project and in the competences of Oni Communications to offer differentiated services based on technologically advanced solutions and which integrate not only telecommunications, but also value-added services"**.

A graduate of Electrical and Telecommunications Engineering from Instituto Superior Técnico, Joaquim Santos, was Director-General of SAP Portugal from January 2003 to March 2006, a position where he was responsible for the growth and development of the business of the Portuguese subsidiary. At SAP AG since 1998, he also held the positions of Director of Indirect Sales and Deputy Director-General. Before entering SAP, he was Director of Indirect Sales of Informix Software Ibérica, as well as Sales Director of the Industry and Public Administration Unit.

### **About Oni Communications**

Oni Communications is an operator of communication solutions focused on the business and operator markets. In 2006, turnover was over 150 million euros in telecommunications services, with over two thirds of which referring to complex data and integrated solutions services.

Oni Communications has a market share greater than 20% in the corporate and operator markets (CGC), which positions it as the European alternative operator with the largest market share in these segments.

The company is held by The Riverside Group (62.5%) and Gestmin SGPS (37.5%), through WinReason.