

Interxion poised for further expansion in 2005 as it becomes structurally cash flow positive in October 2004

Amsterdam, Netherlands 19th November, 2004 - Interxion, the largest carrier neutral data centre and managed services provider in Europe, announces that it became structurally cash flow positive in October 2004 and is poised for double digit revenue growth in 2005.

Its enviable position is even more remarkable given the turmoil the industry has suffered after the 'dot com' era with high levels of bankruptcies, cost cuttings, shrinking IT budgets and falling prices, that all contributed to the poor financial results and disappearance of many companies in the industry. Instead of following the high volume/low pricing strategy adopted among some of its competitors, Interxion has uniquely managed to buck the trend and turn the company from burning more than Euro 10 Million a month three years ago to cash flow positive now.

In terms of scalability Interxion has the largest footprint in Europe, with over 32,000 sqm of colocation space spread across 20 data centres in 11 countries. It has over 700 customers and now has plans to expand its footprint in 2005 to meet growing market demand.

Interxion's success is due to operational excellence, customer focus, and aggressive cost cutting implemented over the last three years; its ability to attract and retain highly professional and motivated staff and its sales team, which consistently deliver high levels of sales making it the most productive in the industry. The company has consistently achieved an increase in sales productivity, supported by cross-border sales to multi-site customers, corporate customers and government agencies.

"Unlike our competitors, we were able to demonstrate consistent performance in all countries, attract and retain broad portfolio of customers and successfully introduce new services," says Michel Boussard, CEO and President, Interxion. "Customer focus together with managed services offerings, such as disaster recovery and business continuity, has enabled us to attract more corporate customers. Their number grew from almost non-existent three years ago to over 15 per cent now and is continuing to rise.

"Interxion is expanding in at least three European markets in 2005 where we are nearing full data centre capacity. The expansion strategy is demand driven and will include further build out of the existing facilities as well as other options," he adds.

Commenting further, Michel Boussard says: "We have adopted focused business strategies, reduced costs, spread risk and built new partnerships with key Systems Integrators and Value Added Resellers (VARs) which has enabled us to offer our services to new markets and reach customers beyond our own physical footprint. Interxion is a market leader uniquely positioned in Europe having structure and capabilities for rapid growth in 2005 and beyond," he concludes.

About Interxion

Interxion is Europe's leading provider of carrier-neutral data centre and managed services. With 20 data centres across Europe, it has the largest footprint and currently supports 700 customers including enterprises, Systems Integrators, Internet Service Providers, hosting and telecommunications companies.

More information www.interxion.com

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