



Toronto Hydro Telecom president addressing Canadian Utility Telecom conference

TORONTO, March 4, 2004 – Ian Miles, President of Toronto Hydro Telecom, will address the Canadian Utility Telecom Conference tomorrow, where he will speak on the growth and importance of disaster recovery planning and why utility-affiliated telcos are ideal providers of this service.

Mr. Miles will be taking part in the annual conference’s “New Sources of Revenue for Utility-Based Telecom Companies” discussion. In his remarks, he will specifically talk about Toronto Hydro Telecom’s experience in the disaster recovery planning market. The conference, which attracts IT professionals with utility telecom companies, is sponsored by the international trade group United Telecom Council and runs from March 3rd to 5th in Calgary.

“Network stability is becoming increasingly critical to businesses. With their consistently reliable networks, the flexibility to deliver a range of telecom solutions, and backed by the stability of a parent utility, u-telcos are well positioned to provide disaster recovery planning services to those that recognize its importance,” says Miles.

Disaster recovery planning is a multi-billion dollar industry today. As business and organizations have become more reliant on information technology and their networks, the cost of network downtime can be high. Disaster recovery planning reduces the risk to the business of network outages due to unpredictable circumstances such as fire and blackouts — even the outbreak of a disease such as SARS. Solutions can range from completely replicating IT and network operations off-site to overnight back up of data to a remote location depending on the business’ need for uninterrupted network operation.

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Toronto Hydro Telecom has carved out a niche within the disaster recovery market, supplying reliable, high bandwidth data circuits to facilitate the transport of data between two



or more data storage centres and providing redundant network capacity. “Our network footprint in Toronto, particularly within the downtown core, directly connects us with the types of businesses – banks, brokerages, insurers, broadcasters and media companies – that are most interested in disaster recovery today,” explains Miles. Toronto Hydro Telecom has been active in structuring arrangements with utility-based telecom companies bordering the GTA to further expand its network reach.

During his presentation, Miles will be sharing the Toronto Hydro Telecom experience with his audience, explaining why he believes utility-based telecom companies have a distinct advantage in this market. Miles states, “Our entrepreneurial approach, ability to customize networks and suggest multiple solutions quickly, the involvement of senior level people with every proposal and our lower cost structure has made us an attractive alternative to larger, incumbent carriers.”

In addition, he will also talk about what it takes to be successful in the disaster recovery market and the lessons his firm has learned working in this market over the past few years.

“From our vantage point, disaster recovery is a market that is only going to continue to grow. As technology advances and computing costs continue to decline, more and more businesses, particularly medium and smaller-sized companies, are going to make networks an integral part of their operations. These companies will need disaster recovery planning and the innovative network solutions that utility-based telecoms are well positioned to deliver,” concludes Miles.

Established in 2000 as a subsidiary of Toronto Hydro Corporation, Toronto Hydro Telecom Inc. has quickly grown to become a highly specialized and innovative provider of telecom services to businesses in Toronto. The company is the sole owner of its vast fibre optic network, which spans 450 kilometres and connects 400 commercial buildings in Toronto. Today, Toronto Hydro

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Telecom counts many of Canada’s leading businesses and institutions among its clients, including financial institutions, mutual fund companies, broadcasters, hospitals, colleges and universities.



The United Telecom Council is a global trade association for those who own, manage, or provide critical telecom and IT systems in support of their core businesses. Its purpose is to create a business, regulatory and technological environment in which its members will succeed.

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