



Transaction Network Services

## **TNS Boosts Japanese Operation With Senior Sales Appointment**

**15 August 2006** – Transaction Network Services (TNS) is stepping up its targeting of Japan’s securities market with the appointment of Ricky DeBritto as sales manager at its financial markets office in Tokyo.

Mr DeBritto, 47, will be responsible for raising brand awareness and developing relationships with potential and existing customers. He will play an active role in extending the company’s dedicated financial sector technology – the Secure Trading Extranet.

Tokyo-born Mr DeBritto said: “I’m delighted to be joining TNS at this exciting time. TNS’ extensive global financial community of interest offers real value to Japan’s market participants, as they increasingly switch over to electronic trading from more traditional methods.

“As the volume of trade inevitably rises, there will be a huge impact on demand for low-latency FIX connectivity, and TNS is undoubtedly one of the leading providers.”

With 13 years financial sector experience, Mr DeBritto joins TNS from Tokyo-based Reuters Japan, where he was sales manager. He has also previously worked for fellow city firms Knight-Ridder Financial, Kyodo-Tsushi Dow Jones, Bridge Information Systems and Quick Moneyline Telerate.

He said: “My experience working for information service providers has given me a valuable insight and understanding of the benefits of fast, secure and

reliable connectivity. My aim is to build on TNS' great track record in the region and firmly establish us as Japan's preferred connectivity provider."

Mr DeBritto has a degree in business administration, majoring in finance and marketing, from California State University, Fresno.

Welcoming the new recruit, Alex Walker, vice-president of TNS Financial Markets, said: "We're pleased Ricky has chosen to join TNS. He brings with him substantial sales experience and sector knowledge, which will benefit our aggressive expansion plans in the region.

"Online trading has become very popular in Japan over the past year and connectivity networks, such as the Secure Trading Extranet, offer extensive benefits. These systems have been designed specifically to accommodate large transaction volumes quickly and easily, in a secure and fully managed format."

Mr DeBritto is married to Hiromi and has one grown up daughter, Nina. He enjoys water sports and golf, and jogs five miles every morning to get ready for the day.

TNS' Secure Trading Extranet connects over 1,000 financial community end-points, representing more than 450 buy and sell-side institutions, market data and software vendors, exchanges and alternative trading venues. It boasts 96 points of presence, covering 28 countries globally.

For further information about TNS call +44 (0) 207 264 0820 or log onto [www.tnsfinancial.com](http://www.tnsfinancial.com).

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**About Transaction Network Services**

Transaction Network Services is one of the leading providers of business-critical, cost-effective data communications services for transaction-oriented applications. TNS provides rapid, reliable and secure transaction delivery platforms to enable transaction authorisation and processing across several vertical markets and trading communities.

Since its inception in 1990, TNS has designed and implemented multiple data networks, each designed specifically for the transport of transaction-oriented data. TNS' networks support a variety of widely accepted communications protocols and are designed to be scalable and accessible by multiple methods. TNS' network technologies have been deployed in the United States and internationally, and TNS' networks have become preferred networks servicing the trading community, wireless and wireline carriers, and the card processing and dial-up automated teller machine markets. For further information about TNS' transaction solutions, please refer to [www.tns-international.com](http://www.tns-international.com)

The statements and information contained in this press release that are not descriptions of historical fact may contain forward-looking statements. Forward-looking statements involve a number of risks, uncertainties or other factors beyond TNS' control, which could cause actual results to differ materially from historical results or performance and from any opinions or statements expressed with respect to future periods. TNS disclaims any obligation to update or correct any forward-looking statements made herein due to the occurrence of events after the issuance of this press release.

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