



## West Corporation to Acquire Flowroute

June 29, 2018

OMAHA, Neb., June 29, 2018 (GLOBE NEWSWIRE) -- [West Corporation](#) ("West" or the "Company"), a global leader in technology-enabled services, announced today it has entered into an agreement to acquire Seattle-based [Flowroute](#), a leading software-centric service provider that supplies communication services and technology for cloud-based products.

Flowroute's patented HyperNetwork™ helps businesses replace multiple vendors and interfaces with a single telecom network, managed through an intuitive portal. Flowroute offers a communication platform that enables independent software vendors, value-added resellers and enterprises of all sizes to quickly and easily migrate premise-based communication systems to voice over internet protocol ("VoIP"), as well as customize and automate services with application programming interfaces ("APIs").

"By providing businesses with innovative programmatic access to communications infrastructure services, Flowroute removes the complexity of bringing new communications solutions to market. The nationwide HyperNetwork delivers leading carrier-quality calling, messaging, and SIP trunking services with unparalleled reliability, reach, and simplicity," said John Shlonsky, CEO of West Corporation. "This acquisition adds to West's network by bringing a cloud-based communication platform with core technical tools and APIs. The combination will create an exciting software-centric telecommunications and networking solution that West can offer to both existing and new clients."

The acquired technology also enhances West's delivery of many existing service offerings. The addition of Flowroute allows West clients to gain an even more reliable, high-quality user experience for their cloud communication solutions.

"Flowroute is the sixth complementary acquisition made by West in the past year," stated Rob Wechsler, President of West Corporation. "We are excited to continue to enhance West's cloud-based offerings through both innovation and acquisition, providing customers with a broad product set of West solutions."

The closing of this transaction, which is subject to regulatory approvals and customary closing conditions, is expected to occur in the third quarter of 2018.

### About West Corporation:

West Corporation is a leading technology enablement company that connects people around the world, making companies more efficient and improving lives. West helps its client more effectively communicate, collaborate and connect with their audiences through a diverse portfolio of innovative solutions.

For over 30 years, West has provided reliable, high-quality voice and data services. West has sales and/or operations in the United States, Canada, Europe, the Middle East, Asia Pacific, Latin America and South America. West is controlled by affiliates of certain funds managed by Apollo Global Management, LLC (NYSE:APO). For more information, please call 1-800-841-9000 or visit [www.west.com](http://www.west.com).

### Forward-Looking Statements:

This press release contains forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be generally identified by the use of words such as "may," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "intends," "continue" or similar terminology. These statements reflect only West's current expectations and are not guarantees of future performance or results. These statements are subject to various risks and uncertainties that could cause actual results to differ materially from those contained in the forward-looking statements. These risks and uncertainties include, but are not limited to, competition in West's highly competitive markets; increases in the cost of voice and data services or significant interruptions in these services; West's ability to keep pace with its clients' needs for rapid technological change and systems availability; the continued deployment and adoption of emerging technologies; the loss, financial difficulties or bankruptcy of any key clients; security and privacy breaches of the systems West uses to protect personal data; the effects of global economic trends on the businesses of West's clients; the non-exclusive nature of West's client contracts and the absence of revenue commitments; the cost of pending and future litigation; the cost of defending against intellectual property infringement claims; the effects of extensive regulation affecting many of West's businesses; West's ability to protect its proprietary information or technology; service interruptions to West's data and operation centers; West's ability to retain key personnel and attract a sufficient number of qualified employees; increases in labor costs and turnover rates; the political, economic and other conditions in the countries where West operates; changes in foreign exchange rates; West's ability to complete future acquisitions, integrate or achieve the objectives of its recent and future acquisitions, including West's ability to satisfy the closing conditions for the Flowroute acquisition; and future impairments of its substantial goodwill, intangible assets, or other long-lived assets. In addition, West is subject to risks related to its level of indebtedness. Such risks include West's ability to generate sufficient cash to service its indebtedness and fund its other liquidity needs; West's ability to comply with covenants contained in its debt instruments; West's ability to obtain additional financing; the incurrence of significant additional indebtedness by West and its subsidiaries; and the ability of West's lenders to fulfill their lending commitments. West is also subject to other risk factors described in documents filed by West with the United States Securities and Exchange Commission and in its offering memorandum for its unsecured notes.

These forward-looking statements speak only as of the date on which the statements were made. West undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent required by applicable

law.

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