



## PRESS RELEASE

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### **AGIP KCO IN £8 MILLION OUTSOURCING DEAL WITH REGUS**

In a deal worth more than £8 million over five years, Dutch-based oil company Agip KCO will relocate more than 300 people to a new Regus business centre in The Hague.

"Agip KCO needs a flexible office solution to accommodate its constantly changing requirements and working with Regus has provided such a solution," comments John Fenton, property manager of Agip KCO. "We looked at a number of options. The Regus solution provided us with greater flexibility and assurances of a facility managed to the highest professional standard. Cost calculations demonstrated that it was also the most cost-effective.

"Our employees are our greatest asset and we recognise the need to provide them with a high quality working environment. It is also essential that we find accommodation that offers a high level of technical capability to provide us with a secure transfer of data between our worldwide locations. Regus has handled our requirements expertly."

Mark Dixon, Regus' chief executive, comments, "The deal with Agip KCO is further evidence that the global trend in structured office outsourcing is rapidly gaining momentum. Businesses of all sizes now appreciate how easily we can accommodate their needs, how flexible our proposition is and just how much we can save them on their total occupancy costs.

"We now have a large portfolio of global clients, including Compaq, Nokia, Fujitsu-Siemens and France Telecom, which recognise the common sense solutions that we provide."

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### **Note to editors**

#### **About AGIP/KCO**

Agip KCO is the operator of the Kashagan field that lies in the northern sector of the Caspian Sea. It operates the field on behalf of a consortium of seven international oil companies (Eni's Agip Caspian Sea, BG Group, ExxonMobil, Inpex, Phillips, Shell, and TotalFinaElf).

#### **About Regus**

Represented in 240 cities in more than 50 countries, Regus is the global leader in supplying fully serviced office workspaces. Offering more than 96,000 workspaces in more than 420 prestigious locations, it is also the market leader in providing meeting rooms, training facilities and public access videoconferencing studios.

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