



Vonage Expands International Presence with Investments in Asia Pacific Region

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Names New VP and General Manager, and Opens New China Locations as the Company Expands Globally

HOLMDEL, N.J., Aug. 1, 2017 /PRNewswire/ -- Vonage (NYSE: VG), a leading provider of cloud communications for business, announced that the Company is expanding its international footprint with new investments in the Asia Pacific region (APAC) to support growing demand for cloud communications services.

The Company has named Sunny Rao as its new Vice President and General Manager for APAC to lead Vonage's APAC expansion. With more than 20 years of experience as a global information technology leader, Mr. Rao brings vast experience and deep expertise in the global expansion of emerging technologies to Vonage and will oversee the Company's strategic efforts in all of APAC. This includes expansion in existing markets and opening new offices in China -- Beijing, Shanghai and Shenzhen.

Strategic Direction for Global Growth

"Through Nexmo, the Vonage API platform, Vonage already has strong leadership in EMEA and APAC with offices in Singapore, Hong Kong and Seoul, and we are thrilled to welcome Sunny to this growing team," said Vonage CEO Alan Masarek. "As we continue to see strong growth in adoption of programmable communications throughout these regions, Sunny's leadership will allow us to leverage the ease of use of our platform with our strong carrier connections to expand our current footprint in Asia and to take advantage of the market opportunity with the full suite of Vonage cloud communications offerings."

Prior to joining the Company, Mr. Rao served as Vice President for India & the Middle East at Vidyio, Inc. He has also held senior executive positions at software companies Nuance Communications and Genesys Telecommunications, as well as Avaya, a global business technology provider.

"I am excited to join the Vonage team at such a pivotal moment in its global expansion," said Mr. Rao. "Vonage is uniquely positioned to expand the penetration of its existing presence in the Asian marketplace by leveraging its leadership position across the business communications space."

Expanding Reach into Mainland China

The first of the three new China offices will be located in SSC Tower, Nanshan District in Shenzhen, followed by offices in Shanghai and Beijing. Business Development Director, Chong (David) Deng (邓冲) will lead the Shenzhen office. Prior to joining Vonage, Mr. Deng led the South and West China sales team for Akamai Technologies. He has deep knowledge of the Chinese market and 10 years of experience in emerging technologies, including online gaming and e-commerce, as well as finance and phone/tablet manufacturing. Mr. Deng also held various sales leadership roles at IBM, including oversight of IBM's solution in cloud and data analytics for both government and public service.

With more than 25 percent of revenues for Nexmo, the Vonage API platform, from APAC, the addition of these new locations in China underscores the Company's plans for growth in this region, where it already has many large enterprise customers. These include global telecommunications leader, Huawei (华为); China's leading selfie app, Meitu (美图); Asia's largest live broadcasting app, Bigo; and two of China's largest e-commerce and online marketplaces, JD.com (京东) and Alibaba.

Huawei recently awarded Vonage its annual "Huawei Best Service Award 最佳合作支持奖." This award recognizes the Company's best-quality service delivery, localized customer support, and leadership of product and technology among thousands of Huawei's suppliers.

Additional existing Vonage API platform customers in the APAC region include popular Korean mobile messaging app, KakaoTalk, and leading Korean selfie app, SNOW.

Vonage's end-to-end business communications offering includes both Unified Communications as-a-Service (UCaaS) and Communications Platform as-a-Service (CPaaS) technology for a full range of cloud communications capabilities. The fusion of UCaaS and CPaaS is the future of business communications, enabling greater mobility and productivity among an enterprise's employees while allowing companies to stay more closely connected to their customers, and helping businesses to be more productive and more competitive than ever before.

About Vonage

Vonage (NYSE: VG) is a leading provider of cloud communications services for business. Vonage transforms the way people work and businesses operate through a portfolio of cloud-based communications solutions that enable internal collaboration among employees, while also keeping companies closely connected with their customers, across any mode of communication, on any device.

Nexmo, the Vonage API Platform, provides tools for voice, messaging and phone verification services, allowing developers to embed contextual, programmable communications into mobile apps, websites and business systems. Nexmo enables enterprises to easily communicate relevant information to their customers in real time, anywhere in the world, through text messaging, chat, social media and voice.

The Company also provides a robust suite of feature-rich residential communication solutions. Vonage has earned Frost & Sullivan's 2015 Growth Excellence Leadership Award for Hosted IP and Unified Communications and Collaboration (UCC) Services and the 2016 North American Cloud Communications Product Line Strategy Leadership Award. For more information, visit [Vonage Business](#).

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