



Vonage Continues International Expansion with New Tokyo Location

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Names New Country Director to Focus on Growing Japanese Customer Base

HOLMDEL, N.J., Dec. 12, 2017 /PRNewswire/ -- Vonage (NYSE: VG), a leading provider of business cloud communications, has announced the opening of its first location in Japan. The new Tokyo office is located at [Business Airport Marunouchi](#), near Tokyo Station.

Vonage has named Hiroshige Kusumoto as Country Director. Mr. Kusumoto will report to [Sunny Rao, VP and General Manager](#) for Vonage in the Asia-Pacific (APAC) region. With a meaningful portion of Vonage's Nexmo revenues coming from APAC, expansion into Japan reinforces the Company's plan for continued growth in the region.

"We are thrilled to welcome Hiro to Vonage to grow our business in Japan," said Alan Masarek, Vonage CEO. "We are focused on expanding our offers globally to deliver a full suite of cloud communications solutions to help businesses increase collaboration and productivity among employees and enhance connections with customers for deeper relationships that drive better business outcomes."

With more than 25 years of experience in technology, Mr. Kusumoto most recently served as Country Manager of Japan for video and collaboration software provider Vido, where he worked for eight years and spearheaded the company's entry into the region. Mr. Kusumoto has also held various sales, operations, and product management positions at global businesses that serve the Japanese market, including US export company Fresco, electronics manufacturer Tandberg, and Japanese telecommunications provider KDDI.

"Vonage's continued investment in growing its APAC business demonstrates the company's position as a global leader in business cloud communications," said Mr. Kusumoto. "APAC is a rapidly growing market for business communications, and I am excited to join Vonage at such a pivotal time in its growth, to strengthen the Company's foothold in Japan."

Existing Vonage customers in Japan include companies in the e-commerce, talent acquisition, and online ticketing platform industries, as well as the country's largest real-time payment network, [Paidy](#), an Exchange Corporation company.

Lee Smith, CTO and Head of Product for Exchange Corporation K.K. commented, "Vonage's reliable SMS and text-to-speech technology plays a critical role in making Paidy secure and convenient for our customers."

Vonage also has APAC offices in Singapore, Hong Kong, Seoul and Shenzhen, with plans to open two additional offices in mainland China by the end of the year.

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.

Vonage Holdings Corp. is headquartered in Holmdel, New Jersey. Vonage® is a registered trademark of Vonage Marketing LLC, owned by Vonage America Inc.

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