

Radiant Communications Announces 2011 Year-End Results

Vancouver, Canada, March 27, 2012 - Radiant Communications Corp. ("Radiant") (TSX-V:RCN), a leading provider of managed network and cloud hosting solutions for medium-size enterprises today announced its financial results for the fourth quarter and year ended December 31, 2011.

HIGHLIGHTS:

- Record revenue of \$32.3 million for the year ended December 31, 2011 increased by 3.2% compared to revenue of \$31.3 million for the year ended December 31, 2010. Fourth quarter revenue of \$8.2 million increased by 2.9% compared to the fourth quarter of 2010.
- Gross margin was 39.1% for the year and 38.1% in the fourth quarter.
- EBITDA for the year ended December 31, 2011 was \$1.3 million and EBITDA in the fourth quarter was \$419,625. (see EBITDA section for the reconciliation of EBITDA to Net Income).
- The Net Loss for the year was \$663,233 or \$0.04 per share with a net profit of \$20,392 or \$0.00 per share in the fourth quarter.
- The Company ended the year with cash and short-term investments of \$4.0 million and generated \$689,376 of cash from operating activities during the year.
- During 2011 Radiant re-signed several existing customer relationships, continued to add new services with existing customers and sold new services to many small and medium businesses.
- In August of 2011 a decision was made to reorganize the company in order to better focus on strategic long term shareholder return with costs of restructuring activities of \$523,377 expensed during the period.
- In September of 2011 Paul Healey was appointed Interim President and CEO
- On March 5, 2012, subsequent to the end of fiscal 2011, Paul Healey was appointed President and CEO by the Board of Directors.

"Radiant continues to benefit from a strong customer base with recurring revenue and a compelling value proposition," said Paul Healey, President and CEO. "2011 was a transitional year where we made adjustments to our tactical sales model and improved our suite of solutions for medium-sized enterprises. I am very pleased with our progress and our 2011 results provide evidence of the resilience and loyalty of our valued customers. We achieved record revenue and generated positive cash flow and EBITDA even as we made significant adjustments to our business processes. I look forward to continuing improvement in our results as our team delivers reliable, secure and scalable IT infrastructure services to our growing list of Canada's leading medium sized enterprises."

EBITDA

Earnings before Interest, Taxes, Depreciation and Amortization, is calculated as follows:

(\$000s)	Year ended December 31, 2011	Year ended December 31, 2010
Operating Income (loss)	\$ (684)	\$ 73
Amortization	1,445	1,205
Stock-based compensation expense	60	129
Restructuring costs	523	-
EBITDA	\$ 1,344	\$ 1,407

In the twelve months ended December 31, 2011 Radiant achieved positive EBITDA of \$1.3 million compared to positive EBITDA of \$1.4 million in the comparable period of 2010.

About Radiant

Radiant Communications is a leading provider of managed network and cloud hosting solutions for medium-size enterprises. Leveraging one of the largest Internet footprints across Canada, Radiant offers a comprehensive portfolio of reliable, secure and scalable IT infrastructure services, simplified under a single point of contact. For over 15 years, many of Canada's most recognized brand names have been relying on Radiant to support their mission-critical business operations.

For More Information

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