



Host Contract Management Ltd

FOR IMMEDIATE RELEASE

25 March 2010

Host announces impressive profit rise in one of the hospitality sector's toughest years ever

Tighter cost controls, strong sales, the shedding of unprofitable contracts and improved purchasing have helped Host Contract Management beat the downturn to achieve the biggest profit rise since its launch in 2004, with pre-tax profits rising from £41,000 to £209,000 for the year to 31 December 2009, despite turnover falling 21% to £14.5m.

"Last year was one of the toughest years of trading I can remember in my 27 years in the business, but we have come through without having to make any redundancies in our core business," commented Host managing director and company founder Jerry Brand. "Companies are re-tendering their contracts more often and expecting better quality for less money – sometimes making the contracts unprofitable. We are now taking a much firmer line on marginal business.

"During 2009 we have matured as a company. We have kept a tight rein on our own expenditure, negotiated a new purchasing deal with two key suppliers, and our clients, and prospective clients, have responded positively to our ethos on cost transparency which gives them access to real-time spending on catering supplies on a daily basis and the ability to control costs more easily," added Brand.

"Our business model is robust and competitive and contracts we are now winning have increased in average size and profitability. We continue to make strong inroads to our chosen market sectors of business & industry, education and healthcare as well as strengthening our geographical areas."

Host has also unveiled a new corporate image, giving it a modern, vibrant feel based around five icons that represent the company's philosophy: honest food, bright ideas, passionate people, careful spending and an ethical approach.

PHOTOGRAPHY: High resolution pics of Jerry Brand, a Host contract in action, and the new-look Host branding can be downloaded by clicking onto

<http://tilburstowmedia.co.uk/host-results> and using the password 'HOST'.





For further information, interviews or comment please contact Linda Pettit at Tilburstow Media Partners on 01737 823721/07973 789853 or email linda@tilburstowmedia.co.uk. Alternatively call Host managing director Jerry Brand on 01730 897095/07836 754441.

EDITOR'S NOTE

ABOUT HOST

Host is an independent, nationally based, environmentally friendly contract catering company, partly owned by the company management through an EMI share option scheme. The company was founded in 2004 and is directed by award winning contractor and former restaurateur Jerry Brand.

Host has contracts in England, Scotland and Wales including business & industry, directors and partners dining rooms, conference facilities, independent (prep, senior and 6th form) schools, Beacon state schools, further and higher education, and the healthcare industry in care homes, hospices and hospitals. The Host organisation looks after over 75 contracts and employs over 550 staff.

In 1988 Jerry Brand established the successful contract catering company Russell & Brand (R&B), which in 1994/95 became the 2nd fastest-growing private company in the UK. In 1996 R&B was sold to US-based Marriott to spearhead its launch into the UK contract catering market.

Jerry Brand founded Host with the same business principles he used at R&B: to offer clients a fair deal by following a code of business ethics; to develop a good working relationship with both client and employee; and to allow staff and management sufficient empowerment to run their areas of responsibility as if they were running their own business.

(ends)