

Host lands two of its biggest contract wins worth £30m combined

Host Management has announced two contract wins worth a total of £30m, including the staff catering for energy company SSE and the visitor and staff dining, hospitality and vending at Salford Royal NHS Foundation Trust.

The SSE contract represents Host's largest contract to date, covering 14 sites in the UK and Ireland. The five-year deal has a £20m turnover.

The £10m, five-year joint venture with Salford Royal NHS Foundation Trust will see Host providing an improved catering service for both hospital staff and visitors including a 60-seat public restaurant and coffee shop, new staff restaurant and the development of a central production kitchen.

The Trust's hospitality and client entertaining will be rebranded under Host's Couture brand, offering top-end hospitality

Said Host chief executive Bill Toner: 'We are delighted to have been awarded these two prestigious contracts and very much look forward to working with SSE and Salford Royal NHS Foundation Trust.

'Host is now competing successfully against the biggest names in the business. We have invested heavily in our systems and infrastructure over the past 12 months which has given us the ability to operate across the UK and, for the first time, in Ireland. But our focus is still very much on working closely with our clients to offer a quality catering service based on freshly cooked, locally sourced food.'

The Salford Royal NHS Foundation Trust represents Host's second NHS contract. Earlier this year the company won a £5m deal with NHS Blood and Transplant.

Host recently delivered its 2012 annual results with turnover up 35% to nearly £21m. The company is on target to achieve a £30m turnover by the end of 2013.

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EDITOR'S NOTE

Host Management is an independent, nationally based, contract catering company founded in 2004. The company, headed up by former Aramark UK CEO Bill Toner, has contracts in Scotland, Wales and mainland England including business & industry, directors and partners dining rooms, conference facilities, independent (prep, senior and 6th form) schools, state schools, further and higher education, and the healthcare industry in care homes, hospices and hospitals.

In July and September 2012 Host acquired Couture and Juice for Life, trading as OJ's. The acquisitions, part of the company's stated strategy for growth, have taken Host into new areas of business including leisure and heritage sites.

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