

Kelway Exceeds Expectations with Revenues in Excess of £350 Million for 2011/2012 Financial Year

Submitted by: Catalysis Communications

Tuesday, 28 August 2012

Growth Sees Revenue up 35% on 2010/2011 Financial Year

London, 28th August 2012 - Kelway, the IT solutions and services provider, today announced revenues in excess of £350million for the 2011/2012 Financial Year. This represents the eighth consecutive year of double digit revenue growth for the company, and confirms Kelway's position as one of the industry's resounding success stories. Kelway achieved top line revenue increase of more than £90m reporting growth of 35%.

Through aggressive growth in its managed services portfolio, reinforced by the recent launch of its ServiceWorks suite of cloud services, Kelway has increased its market share and diversified its revenue streams. The 2011/2012 financial year also saw Kelway achieve a 17% increase in EBITDA, from £12.1M in FY11 to £14.2M in FY12.

"Kelway has delivered on, and exceeded, our expectations for the last financial year" comments Phil Doye, CEO of Kelway. "Our determination to fulfil the very highest standards of service delivery, supported by expert technical knowledge and an independent approach to consultancy, have made us a stand-out services and solutions provider. The close relationships forged with both customers and vendors are testament to our ongoing commitment to deliver the highest quality solutions in the industry."

"Kelway has focussed on key areas which allow us to aggressively grow our market share," adds Dan Laws, Managing Director of Kelway. "As well as extending the coverage of our service to new regions, we have made significant progress in developing our core offering in the UK and recently gained Microsoft Large Account Reseller status."

The 2011/2012 financial year has seen Kelway introduce or enhance a number of important additional revenue streams. In support of ServiceWorks, the company has expanded its data centre presence in the Greater London area. This helps position Kelway as a leading provider of hosting and cloud services in the region.

The company has also pursued growth internationally, consolidating its operations in the Middle East and Africa, and has opened a new service delivery centre in Singapore, exposing the company to considerable opportunities in the Asia Pacific region. The recent acquisition of Business and Scientific Services Limited (BSS) has further strengthened Kelway's position in the Irish market.

About Kelway

Kelway is the UK's fastest-growing IT services and solutions provider, delivering industry-leading consultancy, procurement, deployment and infrastructure solutions to customers across public and private sectors. With a rapidly expanding international presence, Kelway has dedicated operations in Africa, the Middle East and Asia-Pacific regions.

Kelway has a turnover exceeding £350 million and a network of 800+ staff worldwide. The company has achieved double digit revenue growth every year since 2003, and achieved growth in excess of £90 million for the 2011 – 2012 Financial Year. Over one third of FTSE 100 companies are Kelway clients.

For further information, please contact kelway@catalysis.co.uk or call 020 7759 2007.