



ZONAL RINGS UP RECORD SALES AND PROFIT

Highlights

- Record EBITDA
- Sixth year of successive sales growth
- Significant R&D investment
- Strong cash reserves and balance sheet

Financials (FY15)

- EBITDA £3.4m
- Turnover in financial year £59.6M

The UK's leading provider of hospitality solutions, Zonal Retail Data Systems has announced record sales and profit growth for year to 30 June 2015, its sixth year of consecutive sales growth.

The Edinburgh-based company, which employs 432 people, delivered an EBITDA of £3.4m.

Commenting on the results, Zonal's chief executive Stuart McLean said: "Our continued investment in our people and technology has delivered another year of strong growth for the business. The acquisition of liveRES in April has further cemented our position as the market leader in end to end hospitality solutions. It's been an amazing journey over the last 36 years; we have transitioned into true innovators, adopting new technology at pace for the benefit of our customers.

I am also delighted to welcome Olivia FitzGerald as a key addition to our team; she brings a real breadth of knowledge and experience to our fast moving company."

Zonal's continued investment in R&D, with circa £4m spent in the last financial year and continued high levels for FY16, enables the company to provide a wide breadth of products and services. Recent innovations, including the launch of Kitchen iQ, Zonal's sophisticated kitchen management solution, has enabled the company to continue its path of fully integrated enterprise quality products.

"This is an incredibly fast paced market and we recognise that we have to continue to invest and innovate to deliver the best solutions for our customers. We're incredibly proud of our track record in this area and have exciting plans in place for the future," added McLean.

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During the last 18 months, Zonal has been recognised with a number of industry awards including Family Business of the Year and Business Innovation of the Year at the Scottish Business Awards and Best Software in Hospitality at the Business Excellence Awards.

Looking forward, the company remains on track with many significant contracts in place for FY15/16. "It's been a really successful year that has seen the incorporation of liveRES into the Zonal family and continued growth across the board. We are confident that we have the right plans in place to build on this in FY16 as we continue to maintain our position as the leading supplier of hospitality solutions in the UK," concluded McLean.

Zonal Retail Data Systems is the leading provider of integrated hospitality management solutions to over 8,000 leisure and hospitality businesses across the UK. For over 36 years, the company has been working closely with clients to enhance the customer experience through market leading technology, experienced people and a partnership approach to business.

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Issued by Limegreen Communications Limited.

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