

PRESS RELEASE

Southern Communications - Secures Megabyte50 Listing for Second Consecutive Year

Basingstoke, Hampshire, November 2016 Southern Communications Ltd is placed in the prestigious inaugural Megabyte50 Awards for the second year running. The Awards identify the 50 best financially performing, privately owned tech companies in the UK mid-market.

Southern Communications were placed in 6th in their category in the awards announced in November 2016.

This is a great accolade for Southern Communications who provide Voice, Data and Cloud based solutions to SME's. The business has seen turnover increase by 50% over the past three years and has a clear strategy to continue to grow. Megabyte reported Southern Communications to have a good solid growth and achievable ambition to double revenues over the next three years.

Paul Bradford, CEO Southern Communications says *“Winning this award for the second consecutive year is a great accolade for our business. We are on a strategic path of growth and being recognised by Megabyte is fantastic confirmation that we are making the right business decisions.”*

These awards are a reflection of excellence in financial performance and have no comparators in the technology awards sphere. This, combined with the authoritative standing of Megabyte as a technology sector research house and commentator, makes the awards one of the most powerful third-party accolades a company can have. The financial rigour of the awards selection process also means that they are an unparalleled

source of competitive benchmarking for both CXOs and the investor and advisor communities.

About Megabyte

Megabyte is an independent research provider, tracking the corporate and financial affairs of some 1,500 of Europe's key public and private companies in the ICT Services and Software sectors. Megabyte's founder and CEO, Ian Spence, is one of the technology sector's most established and respected financial analysts.

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About Southern Communications Ltd

Southern Communications Ltd is registered in England. Based in Dummer, Basingstoke, Southern Communications has been delivering communication solutions to businesses in the UK since 1965. The company employs 140 staff and is one of the oldest telecoms companies in the UK and today offers fixed line, data and mobile services to businesses and non-profit organisations across the UK. www.southern-comms.co.uk

About the Megabyte50 awards

The Megabyte50 awards identify the 50 best financially performing, privately owned companies in the UK mid-market. The awards differ from other 'growth' awards in the superior rigour of their financial analysis and their specific focus on pure-breed technology companies, rather than companies with a peripheral involvement with technology.



As such they provide a highly sophisticated and influential benchmarking reference for companies or the investor and advisory communities seeking to understand relative peer performance. Companies' rankings are calculated using 'The Megabyte Scorecard', a proprietary benchmarking methodology developed by the research team at Megabyte, pooling over 50 years of combined experience assessing the performance of software, IT and telecoms services companies. The methodology uses seven key measures: two each for growth, margins and cash flow, as well as overall size. These measures are then weighted to provide the optimum balance for mid-market and later-stage companies. www.megabyte.com

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