

PRESS RELEASE

Financial year 2016 brought to an extremely successful close

Klüh Service Management achieves new record sales of 770 million Euros

Düsseldorf, 22 March 2017 – Last year, for the first time, the Düsseldorf-based family business Klüh Service Management clearly exceeded the sales limit of 700 million Euros. For the financial year 2016, the specialist for infrastructure services has announced an organic sales increase of more than 12% compared to the previous year, taking it to 770 million Euros (2015: 685 million Euros). With sustainable corporate management, decades of sectoral expertise and maximum customer orientation, the international multi-service provider was able to significantly strengthen its market position and remains on course for growth.

Frank Theobald, Chairman of the Board, is delighted with the on-going positive development: "2016 was a very successful year for us. For the first time in the company's 105-year history we have recorded sales of over 700 million Euros. That's something we're very proud of. The target remains sustainable and long-term growth so that we can meet our special responsibility for our employees as a family business. The foundation for this is the company's economic stability and future viability. We are very well positioned for this on all levels."

Overproportional growth in the core market Germany

Compared to the previous year, sales in Germany rose organically by 19% to 589 million Euros (2015: 495 million Euros). The more than 93 million Euro growth in sales is primarily further due to the core segments cleaning, catering, security and facility services. With a sales share of a good 25 %, the segment of building cleaning remains the company's largest division. Catering and security are close on its heels, each with a 22 % share. All of the company's core segments also recorded a clear plus in 2016: the catering sales increased by 17 %, the security segment grew by more than 15 % and the cleaning sales role by 14 %.

Klüh services also in high demand internationally

At 24 % of total sales, the international companies of the Klüh Group remain an important pillar in the company's positive development. The sales drivers include the core markets of the United Arab Emirates and China. However, Turkey also generated strong sales growth of 10 % in 2016 compared to the previous year. In total, the foreign companies contributed almost 200 million Euros to the sales of the Klüh Group in 2016.



More than 2,000 new jobs

Due to the positive development of the family business, we managed to create more than 2,000 new jobs last year. Thus, the Klüh Group currently has more than 19,000 employees in Germany, and around 49,000 worldwide.

Motivated and qualified employees are a decisive factor for the Düsseldorf-based multi-service provider when it comes to sustainable company success. The further development of the employees and their long-term commitment to the company remain a central component of the growth strategy. The training and further education of the employees are provided by Klüh's own academy, which received TÜV certification in 2016, and our own security school. With a modern web and computer-based learning management system (e-learning), an innovative supplement is offered to traditional classroom teaching – independent of platform, time and location.

About Klüh:

Klüh Service Management GmbH is a global multi-service provider. Founded in 1911, the company has decades of experience in the area of infrastructural services and offers service packages with a high level of vertical integration. Alongside cleaning, its fields of activity cover hospital services, catering, building management, security and personnel services and airport services. With around 49,000 employees across eight nations, the company achieves sales of over 770 million Euro (2016).

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