

## PRESS RELEASE

### Financial year 2017 successfully concluded

### **Klüh Service Management strong thanks to continuous growth**

Düsseldorf, 27. March 2018 – with the successful conclusion of the financial year, the Düsseldorf-based family business Klüh Service Management GmbH was able to maintain and expand its good position on the market. For 2017, Klüh reports total sales of 803 million Euros – once again a positive sales development with an increase of 4.3 % compared to the previous year (2016: 770 million Euros).

“In 2017 too, we managed to go on shaping the development and future viability of the company”, says Frank Theobald, Chairman of the Management Board. “If we look at the company’s sales development over the last four years, we see growth of more than 27 %. This is primarily thanks to our four core areas: Cleaning, Catering, Security and our international business are the pillars on which our company stands stable and secure”, Frank Theobald goes on.

### **Continued positive development both on the core German market and internationally**

On the German market, sales increased organically in comparison to the previous year from 589 million Euros to 619 million Euros. At over 26%, the building cleaning division accounted for the highest share of sales, followed by Security (23.4 %) and Catering (20.8 %). On the international market, an increase to 184 million Euros was recorded. Thus, the sales share of the international business is around 23 %. The United Arab Emirates and China are the strongest selling countries, followed by Turkey. The Netherlands, Poland and Russia recorded significant growth in sales.

### **Investments for sustainable growth**

For the quality provider of infrastructural services, the employees are the most important asset – with great commitment and numerous benefits, the company manages to be an attractive employer for every age and task group. Around 50,000 employees in eight countries provide professional and smooth processes for customers and contracting authorities. Alongside investments in the further development of the employees and in the customer-oriented implementation of digital processes, investments were also carried out in the structure of the company. Six new branches or regional offices were opened in Germany in 2017 so as to significantly increase the coverage and the proximity to the customer.

### **Commitment for people and the environment**

Social responsibility is an integral part of the value system of the traditional family business Klüh. Correspondingly, the current business report has been supplemented by a sustainability report. This separate issue represents the special commitment with regard to the future viability of the company. **Here** you can download the CSR report directly as an online version.

“Together to success” - under this title, this year’s business report summarises the most important economic results of 2017 as well as the objectives for the current year. This is also available online **here** straight away.



*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. The divisions Cleaning, Catering, Clinic Service, Security, Personnel Service, Airport and Facility Service offer both individual services and integrated service concepts. With around 50,000 employees across eight nations, the company achieves sales of more than 803 million Euros (2017).*

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