

## After strong third quarter, CHG-MERIDIAN continues on growth track

- European markets expanding significantly
- Gross profit in Germany at record levels
- More and more customers drawn to business model

Weingarten, October 30, 2015

Good European business continued to drive Weingarten (Baden-Wuerttemberg, Germany)-based technology managers CHG-MERIDIAN's success throughout the third quarter of 2015. The group, which has 40 branch offices representing it in 23 countries, posted strong gains in every European market apart from Eastern Europe; by the end of the third quarter, its new investment volumes had climbed to €718 million, a 6.0% increase on the same period last year (end of September 2014: €679 million). Growth in Northern Europe (from €9 million to €29 million) is largely attributable to their incorporation of the Acento group, which took place during the middle of last year.

The American market was weaker in terms of new business, but in gross profit it was stronger than ever before. Whereas new investments in the Americas region totaled €92 million as of September 30, 2015 (down from €113 million Jan-Sep 2014), gross profit in the same region increased by 52%, from €12 million in September 2014 to €19 million this year. Domestic business proved to be another strong growth driver. Though new investment volumes were around €12 million higher abroad than inland during the first three quarters of 2015 (€365 million vs. €353 million), Germany maintained first place in terms of gross profit (€69 million). Gross profit from the rest of the world totaled €53 million, a more than 43% increase compared to a year ago (September 30, 2014: €37 million).

As the close of the year approaches, CEO Jürgen Mossakowski is optimistic that the company will finish ahead of 2014 in terms of the most important key figures. "Our customers' investment volumes remain high, and our services are clearly resonating with many customers, including more and more new ones. In times of low interest rates, it's important to offer more than just financing solutions." To underscore this, Mossakowski mentions that more than one fourth of the company's new investment volumes are still coming from new customers. "That shows me," he says, "that our business model remains an attractive one."

CHG-MERIDIAN also reached record levels in terms of remarketing used IT equipment, successfully remarketing around 363,000 used devices (end of September 2014: 320,000 units). Of these, 84,000 underwent eraSURE certified data deletion (compared to 75,000

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Your contact:  
Matthias Steybe  
Head of Communications  
and Marketing

Franz-Beer-Straße 111  
D-88250 Weingarten

Tel. +49 751 503-248  
Fax. +49 751 503-7248  
Cell phone: +49 172 667-1341  
matthias.steybe@chg-  
meridian.de

[www.chg-meridian.com](http://www.chg-meridian.com)

during the first nine months of 2014) at the company's own Technology and Service Centers in Groß-Gerau (Germany) and Skien (Norway) - also the highest number yet.

Employees at the main office in Weingarten can also look forward to their big move into the company's new headquarters. "Everything's going according to plan," says Jürgen Mossakowski. "The new building will be finished in time for our scheduled move in the spring of 2016."

## CHG-MERIDIAN GROUP KEY FINANCIAL FIGURES – AS OF 9/30/2015

in TEUR	9/30/2015	9/30/2014	2014
New investment volumes (group)	718,414	678,597	1,004,494
by region:			
Central Europe	379,789	361,698	517,689
Western Europe	120,528	99,754	155,714
Southern Europe	81,054	77,072	115,785
Eastern Europe	15,777	18,006	21,177
Northern Europe	28,985	8,576	22,711
Americas	92,281	113,491	171,418
National (Germany)	353,074	341,583	491,149
International	365,340	337,014	513,345
Group gross profit* / contribution margin	122,299	99,848	151,928

\*Gross profit refers to the cash value of all new contracts and after-market sales, less direct acquisition and financing costs.

**For more information and photos, please visit: [www.chg-meridian.com](http://www.chg-meridian.com)**

### CHG-MERIDIAN: The company

CHG-MERIDIAN is one of the world's leading manufacturer- and bank-independent providers of technology management services to the IT, industry and healthcare sectors. With some 850 employees, CHG-MERIDIAN provides its customers with comprehensive support for their technology infrastructures – from consulting to financial and operational services to used-equipment re-marketing services through its two technology and service centers in Germany and Norway. CHG-MERIDIAN offers efficient technology management for large- and medium-sized companies and government agencies. It now serves over 10,000 customers worldwide, managing technology investments worth a total of more than €4.2 billion. More than 2,700 of its customers also use TESMA® Online, its technology and service management system, for their internal technology controlling needs. The company has offices in 40 locations in 23 countries across the globe; its headquarters are in the South German city of Weingarten.

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