

## Flying start to 2017 for CHG-MERIDIAN

- **Successful: volume of leases originated rises by 13 percent year on year; above-average growth in Germany**
- **Robust: international business continues to perform well**
- **Buoyant: high demand for data erasure and mobility solutions**

Weingarten, April 28, 2017

CHG-MERIDIAN, a non-captive specialist in technology management and finance headquartered in Weingarten, southern Germany, has had a flying start to 2017: The volume of leases originated with customers for IT, healthcare, and industrial technologies increased by 13 percent to just over €278 million (Q1 2016: €246 million).

Business in Germany grew at an even faster rate, rising by 17 percent to €133 million and thus accounting for a bigger share of total lease originations (Q1 2016: €114 million). The overall volume of leases originated with new customers was in excess of €51 million (Q1 2016: €41 million).

"The good start to the year makes us optimistic about the rest of 2017 and we are confident of achieving our ambitious targets," said Dr. Mathias Wagner, who became CHG-MERIDIAN's new Chairman of the Board of Management in January.

### **International business continues to perform well**

At Group level, the gross margin held steady at €40 million (Q1 2016: €40 million). CHG-MERIDIAN's international business made a particularly strong contribution to the gross margin with an increase of 14 percent compared with the first quarter of last year.

"Our international business is performing well and the subsidiaries outside Germany contributed even more to the Group's overall results. We provide customers with added value by offering them a fully integrated, reliable international service. We see proximity to customers as a key factor for our success at local level," explained Dr. Wagner.

### **Data erasure and mobility solutions go from strength to strength**

CHG-MERIDIAN's data erasure solutions certified by TÜV or DEKRA are precisely tailored to the needs of different target groups and continue to enjoy high demand: In the first quarter, 32,000 devices underwent certified erasure – almost 8,000 more than in the first three months of last year (Q1 2016: 24,000 devices). The remarketing of assets at the end of the technology's useful life also grew to a record level, climbing by 37 percent to just under 138,000 assets (Q1 2016: 100,000 assets).

"Not only is this encouraging from a financial perspective, but it also shows that our remarketing activities are increasingly making a difference in terms of sustainability and conservation of resources," reported Dr. Wagner.

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CHG-MERIDIAN is receiving increased demand for its Enterprise Mobility Solutions: The Company launched its financing and service concept for mobile devices – smartphones, tablets, laptops – for the first time in the German market last year. Since then, customers in other European countries have also been given comprehensive access to the world of mobile workstations. The concept includes advice, equipment finance, commissioning, configuration, insurance cover, repairs, returns, certified data erasure.

**Updated brand image: new digital presence**

CHG-MERIDIAN is also strengthening its brand image with a revamped digital presence: The Group's new corporate website <http://www.chg-meridian.com/> was launched in the first quarter featuring new, interactive functionality and a fresh corporate design.

In the coming weeks, the foreign subsidiaries will gradually receive localized websites. As part of this process, an applicant management function has been built in at both international and local level: With a global HR site <http://www.chg-meridian.com/start-career.html> and individual local HR pages, we can now accurately target vacancies at potential candidates as required.

**Further information can be found at:**

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

## KEY PERFORMANCE INDICATORS OF THE CHG-MERIDIAN GROUP FOR THE THREE MONTHS TO MARCH 31, 2017

€000's	Q1 2017	Q1 2016
Group lease originations	<b>278,459</b>	246,438
By region:		
Germany	<b>133,512</b>	114,146
Western Europe	<b>69,665</b>	57,646
Southern Europe	<b>26,951</b>	25,875
North-Eastern Europe	<b>17,048</b>	15,523
Americas	<b>31,283</b>	33,248
International	<b>144,947</b>	132,292
New customer lease originations	<b>50,627</b>	41,327
Group gross margin	<b>39,974</b>	39,819
Number of remarketed assets	<b>137,945</b>	100,965
Number of assets undergoing certified data erasure	<b>32,104</b>	24,126

### CHG-MERIDIAN: The Company

CHG-MERIDIAN is one of the world's leading non-captive providers of technology management services to the IT, industrial, and healthcare sectors. With some 900 employees, CHG-MERIDIAN offers its customers comprehensive support for their technology infrastructure – from consulting, financial, and operational services to used-equipment remarketing services through its two technology and service centers in Germany and Norway. CHG-MERIDIAN provides efficient technology management to large, medium-sized, and small companies as well as government agencies. It now serves more than 10,000 customers worldwide, managing technology investments worth a total of over €4.6 billion. The online-based TESMA<sup>®</sup> Technology and Service Management System provides more than 12,000 users with maximum transparency in technology management. The Company has offices in 37 locations in 23 countries across the globe; its headquarters are in the southern German town of Weingarten.

Efficient Technology Management<sup>®</sup>