

## CHG-MERIDIAN AG steps up the pace of growth in the third quarter of 2016

- Moving up a gear: accelerated growth in lease originations
- Security-conscious: strong demand for data erasure services
- Innovative: Enterprise Mobility Solutions demonstrate their potential

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CHG-MERIDIAN AG, headquartered in Weingarten, southern Germany, saw its growth accelerate in the third quarter of 2016. The non-captive provider of efficient technology management and customized financing solutions saw the volume of lease originations rise to almost €815 million in the first nine months of 2016, a year-on-year increase of 13.4 percent (Q1–Q3 2015: €718 million). "In view of this encouraging growth, we are confident about achieving our ambitious targets," says Jürgen Mossakowski, Chief Executive Officer of the CHG-MERIDIAN Group.

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### **Buoyant growth in the main markets**

CHG-MERIDIAN's growth was very positive in most European regions. In the Southern Europe region, the volume of leases originated was up by 31.6 percent compared with the prior-year period to €107 million (Q1–Q3 2015: €81 million). The growth rate in the Western Europe region was 7.9 percent, with lease originations rising to €130 million (Q1–Q3 2015: €121 million). Central Europe was the largest region by volume, with lease originations advancing by 12.3 percent to €427 million (Q1–Q3 2015: €380 million). However, the volume of leases originated in the Northeastern Europe region fell slightly.

There was also brisk growth in the Americas, where the volume of lease originations climbed by 24.8 percent to €115 million (Q1–Q3 2015: €92 million). By contrast, gross profit for the business as a whole went down slightly, decreasing by 5.2 percent to just under €116 million (Q1–Q3 2015: €122 million).

### **Robust demand for eraSURE certified data erasure**

CHG-MERIDIAN experienced a strong upturn in demand for certified data erasure at the end of the technology lifecycle. Developed by the Company and certified by independent inspection bodies, eraSURE is an automated, monitored process for reliably erasing data from all kinds of technological devices, from laptops to cellphones. Customers can select the security level that is appropriate for them, depending on the sensitivity of the information held on the data storage medium. More than 107,000 devices underwent the certified erasure process in the first nine months of 2016, equating to a year-on-year increase of 28.7 percent (Q1–Q3 2015: 84,000 devices).

### **Confident start for Enterprise Mobility Solutions**

It was clear from the high level of customer interest soon after the market launch in June 2016 of the new Enterprise Mobility Solutions (EMS) in the Central Europe region that this all-round package for mobile working has great potential for success: The IT solutions enable companies to follow a consistent strategy when equipping their mobile workplaces without having to compromise on flexibility or security. "Thanks to the free choice of equipment and individual tariff settings, the mobile infrastructure can be designed to be cost-effective and fully tailored to the company's needs," explains Frank Kottmann, member of the Management Board of CHG-MERIDIAN, who is responsible for sales in Central Europe.

CHG-MERIDIAN offers a one-stop solution encompassing the entire lifecycle of a mobile workplace: from the initial financing and delivery of the equipment to configuration, a repair service and certified data erasure at the end of the equipment's useful life. This significantly reduces the burden on users' internal resources, a concept that has been extremely well received by the market from the outset, as Kottmann reports: "With Enterprise Mobility Solutions, we have added another innovative product for managing mobile technologies to our portfolio. Even at this early stage, the product has the potential to develop into another key pillar of revenue and earnings."

Further information and photos can be found at [www.chg-meridian.com](http://www.chg-meridian.com)

**Key performance indicators of the CHG-MERIDIAN Group for the nine months to September 30, 2016**

€000's	Q1–Q3 2016	Q1–Q3 2015	2015
Group lease originations	814,954	718,414	1,056,511
By region:			
Central Europe (Germany, Austria, Switzerland, Slovenia)	426,575	379,789	540,573
Western Europe	130,060	120,528	185,967
Americas	115,181	92,281	142,515
Southern Europe	106,707	81,054	127,219
Northeastern Europe	36,431	44,762	60,237
of which: Germany	402,300	353,074	499,770
of which: international	412,654	365,340	556,741
New customer lease originations (%)	26%	27.0%	28.0%
Group gross profit	115,887	122,299	183,059

**About CHG-MERIDIAN**

CHG-MERIDIAN is one of the world's leading non-captive providers of technology management in the fields of IT, industry, and healthcare. The Company has a workforce of approximately 850 professionals and offers one-stop management of customers' technology infrastructure. Its product range includes consulting, financial and operational services, as well as remarketing services for used equipment at its two proprietary Technology and Service Centers in Germany and Norway. CHG-MERIDIAN offers efficient technology management for large corporations, small and medium-sized enterprises, and public-sector clients. It provides services for over 11,000 customers around the world and manages technology investments in excess of €4.4 billion. TESMA<sup>®</sup>, an online technology and service management system, ensures maximum transparency in managing technology portfolios and has more than 10,000 users. The Company has a global presence with 36 sites in 23 countries and is headquartered in Weingarten, southern Germany.

Efficient Technology Management<sup>®</sup>