

## CHG-MERIDIAN has profitable growth in the first half of the year

- Gross profits grow by almost 30 percent compared to previous year
- Europe remains a growth guarantor for new business and earnings
- Remarketing of IT devices achieves record values

Weingarten, 22. July 2015

For new business and earnings Europe remains a growth guarantor for the technology manager and finance expert CHG-MERIDIAN, headquartered in Weingarten (Germany, Baden-Württemberg). The company, which has 40 branches in 23 countries around the world, reached the end of the second quarter with €468 million of new investment volumes, which is about 4.5 percent above the previous year (1st half of 2014: €448 million). In particular the markets in Central, Western and Southern Europe pulled in new business, while Eastern Europe and North America fell short of expectations. On the other hand the earnings developed extremely positively in all countries over the first half of the year.

Since January 2015 CHG-MERIDIAN has succeeded in concluding more new contracts with customers than at the same time last year. As well as this, the number of remarketed used IT equipment units achieved new record values in the first half of 2015. Around 247,000 units of used equipment (1st half of 2014: 208,000 units) were successfully remarketed. 60,000 underwent the certified data deletion solution eraSURE (1st half of 2014: 40,000 units), these are also the highest levels yet in the company-own technology and service centers in Groß-Gerau (Germany) and Skien (Norway).

### **Mossakowski: Remarketing contributes to sustainability**

"Remarketing not only makes an enormously important contribution to our results. From an ecological and social point of view it also makes an important contribution to more sustainability in the IT world", says Jürgen Mossakowski, CEO of CHG-MERIDIAN. He takes it as a good sign: "Every day we are convincing new customers with our services. This shows me that we are on the right path. International expansion is an opportunity for us to succeed in global growth markets with an innovative service quality and with our down-to-earth business model."

In terms of earnings the first half of the year was very positive for CHG-MERIDIAN: The total gross earnings of the group, i.e. the cash value of all new contracts and remarketing less direct purchasing and financing costs, climbed by 29.4 percent to €78 million in the first half of the year when compared to the same period in the previous year (1st half of

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2014: €60 million). The large earnings contributions came primarily from the core European markets and - for the first time since market entry in 2009 - from the America/USA region.

**Forecast for 2015: Ambitious targets will be achieved**

Mossakowski is confident that for the whole year the "sound barrier" of one million euros new investment volumes, which was cracked for the first time two years ago, will not only be achieved this year but also be supplemented by a possible "earnings record": "Our team is highly motivated and well positioned globally. I'm confident that we will continue our path to profitable growth", says Mossakowski.

Employees at the main office in Weingarten can look forward to new premises. Construction work is planned at the headquarters in Franz Beer Straße. CHG-MERIDIAN expects the completion of the modern extension in the first quarter of 2016, with staff being able to move in soon after.

**CHG-MERIDIAN GROUP FINANCIAL FIGURES – AS OF 30.06.2015**

in TEUR	30.06.2015	30.06.2014	2014
New investment volumes (group)	468,246	448,195	1,004,494
by region:			
Central Europe (D, A, CH, SLO)	243,189	242,823	517,689
Western Europe	79,623	68,077	155,714
Southern Europe	54,916	51,425	115,785
Eastern Europe	10,752	11,022	21,177
Northern Europe	20,229	- -	22,711
Americas	59,537	74,848	171,418
National (Germany)	226,964	228,963	491,149
International	241,282	219,232	513,345
New investment volumes with new customers	96,786	111,742	299,243
Group gross profit* / contribution margin	77,942	60,227	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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