

STRABAG PFS 2018 with business remaining stable at previous record level

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- **Revenue stable at €1.1 billion in 2018**
- **New market segments entered and customer portfolio expanded**
- **Non-organic growth in Germany and abroad**

Frankfurt, 28 May 2019 STRABAG Property and Facility Services GmbH (STRABAG PFS), together with its subsidiaries and international companies, closed the 2018 financial year with total revenue of €1.12 billion and unchanged from the record level of the previous year.

€1.00 billion of this was generated in Germany (2017: €994 million). Technical facility management and building management accounted for €625 million of this (2017: €596 million), infrastructural facility services and industrial services for €303 million (2017: €309 million) and real estate management/property management for €75 million (2017: €84 million). Outside Germany, STRABAG PFS increased its revenue to €115 million (2017: €112 million). A total of 12,781 people/headcounts (2017: 13,748) worked for the industrial and property service provider in Germany and abroad as at 31 December 2018. In Germany alone, there were 10,298 employees as at the end of the reporting period (2017: 11,704).

Stable business with new and existing customers

With the UniCredit deal, STRABAG PFS obtained the biggest property portfolio tendered on the German market in 2018. The property and industrial service provider also expanded contracts with existing customers (e.g. DFS Deutsche Flugsicherung, Airbus) and gained new customers (e.g. DEMIRE, IMMOFINANZ, Nordex Energy) in 2018. With additional assignments from companies such as Vodafone and Telefónica, STRABAG PFS enhanced its expertise as a multi-service provider for large telecommunications companies. With new customers in the retail sector such as ORSAY, the real estate service provider is focusing on expanding chain store business, benefiting from its widespread presence.

International business was expanded further in 2018. Having acquired a Facility Management company and entered the healthcare sector, STRABAG PFS ranked among the top 5 FM providers in Poland. In Austria, contracts were extended (e.g. BMW, Westbahn)

and new customers were acquired (e.g. voestalpine Edelstahl, Outlet-Center Parndorf).

2019: consolidation and digital transformation

The decline in real estate management revenue in 2018 is countered by an expansion in that very business area in the first quarter of 2019 as a result of the acquisition of CORPUS SIREO's property management business. With more than 340 Swiss Life properties held in Germany with a total value of more than €3 billion, STRABAG PFS is also expanding its services in the residential sector.

In the second half of the year, the service agreement with Deutsche Telekom AG and its subsidiaries in Germany will expire. This will entail a transfer of around 3,000 employees as at 1 July 2019. The full IT changeover to Microsoft Dynamics is due to take place in early 2020. This platform, which is already being used successfully with certain customers, will be gradually expanded in the second half of the year and in the future be able to map everything in one IT system, from initial contact with the customer to the ticket system and scheduling through to invoicing.

“The current financial year 2019 is a year of consolidation. We are taking advantage of this phase and doing all we can to ensure that the revenue decline expected for this year will be offset in the medium term, with acquisitions in Poland, for example – provided these acquisitions fit with our portfolio. I am confident that we will succeed in doing so, not least thanks to our high quality standards and technical expertise,” says Martin Schenk, Chairman of the Management Board of STRABAG PFS, who is responsible for the Services division of the STRABAG Group together with Marion Henschel.

About STRABAG Property and Facility Services

STRABAG Property and Facility Services (STRABAG PFS) is a leading real estate service provider that supports its customers along the entire value chain and offers intelligent services for all types of real estate and property – from offices, industrial sites and plants, technology buildings and data centres to residential properties. Its service portfolio comprises real estate management, commercial, technical and infrastructural facility management, construction in existing buildings and specialist industrial services. The Group performs all services with a high level of vertical integration, individually tailored to the customer, sector and location. Besides Germany, it also operates in Austria, Poland, Slovakia and the Czech Republic.

Photos: Martin Schenk, Chairman of the Management Board of STRABAG Property and Facility Services GmbH, and Dr. Marion Henschel, Vice Chair of the Management Board of STRABAG Property and Facility Services GmbH
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