

CHG-MERIDIAN: positive business development in the first nine months

- **Growth: lease originations and profitability increase**
- **Continuity: remarketing uptrend continues**
- **Potential: Enterprise Mobility Solutions offer excellent prospects and win an award**

Weingarten, October 27, 2017

CHG-MERIDIAN, a non-captive provider of technology management and financial services, delivered a positive business performance for the period ending September 30, 2017. CHG-MERIDIAN again increased its lease originations and continued to grow profitably in the first nine months of the year.

The volume of leases originated in the first three quarters of 2017 amounted to €851 million (Q1–Q3 2016: €815 million), which represents growth of 4 percent. CHG-MERIDIAN's profitability increased in the first nine months disproportionately.

As expected, growth declined slightly in the third quarter of 2017, firstly because the corresponding quarter of 2016 had been very strong. Secondly because of the winding down of business in Russia, and thirdly because of negative currency effects. The project-oriented nature of the business was also reflected in the results for the quarter.

Remarketing at the end of the technology lifecycle remains buoyant

CHG-MERIDIAN continues to be successful with the remarketing of used equipment at the end of the technology lifecycle. In the first nine months of 2017, the Company's own Technology and Service Centres in Frankfurt (Germany) and Skien (Norway) reconditioned 383,463 pieces of used equipment for the secondary market. This equates to a year-on-year rise of almost 14 percent (Q1–Q3 2016: 336,703 items of equipment).

Accolade for Enterprise Mobility Solutions

CHG-MERIDIAN is experiencing buoyant growth with its IT solutions in the Enterprise Mobility Solutions range. At the 2017 Enterprise Mobility Summit, which was held in Frankfurt/Main in October, the Company's innovative solutions earned it third place in the Workforce Mobility/Digital Workspace category of the Enterprise Mobility Awards. CHG-MERIDIAN offers companies highly flexible usage models with which to manage the IT equipment used for their mobile workplaces.

Further information can be found at:
www.chg-meridian.co.uk

CHG-MERIDIAN: The Company

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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 centres 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[®] 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[®]