

Press Release

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Apleona

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Apleona acquires FM Solutions Sp z o.o., a technical facilities management services provider in Poland

- **Apleona acquires FM Solutions Sp z o.o., a leading independent technical facilities management company, headquartered in Krakow, and with a strong presence in the South of Poland**
- **With this acquisition, Apleona becomes a leading national integrated facilities management specialist with presence across all major economic centers in Poland**

Apleona, a European market leader in integrated facility management based in Neu-Isenburg near Frankfurt am Main, signed an agreement at the end of August for the acquisition of FM Solutions Sp z o.o. ("FM Solutions"). The closing date was September 30, 2022.

Founded in 2014, FM Solutions has grown into the dominant provider of technical maintenance, repairs and installation services across key southern regions of Poland - with presence in Krakow, Katowice and Wroclaw. FM Solutions offers its customers an extensive portfolio of technical services including HVAC, Fire & Security and BMS. The company employs over 300 staff including 200 qualified technical specialists and 40 specialist service mobile engineers.

With its proven technical expertise and strong customer reputation, FM Solutions manages commercial properties with a total area of more than 1.8 million sqm. Its diversified customer base includes large international corporates from a range of sectors including technology, aviation and telecommunications, as well as real estate portfolio operators.

With approximately 700 employees in Poland, Apleona has been one of the established technical FM services providers in the country for more than 20 years. They serve industrial, manufacturing, financial and blue-chip technology customers and real estate portfolio holders. Together, FM Solutions and Apleona Poland will become one of the market leading providers of integrated management, with a nationwide presence.

As a result of this business combination, Apleona CEO Dr. Jochen Keysberg expects a significant acceleration of the Group's organic growth in its Polish operations, driven by its local and international client base. Apleona will be further equipped to deliver the same quality of services to their international accounts as they already deliver for the properties and real estate portfolios under Apleona management elsewhere in the EMEA region (Europe, Middle East, Africa). Apleona specialises in partnership-based contract models with innovative products and digital solutions, as well as the development and implementation of ESG, workplace and portfolio optimisation strategies.

Apleona CEO Dr. Jochen Keysberg: "FM Solutions optimally rounds out our regional coverage and thus strengthens our market position as an integrated FM services provider throughout Poland. With its focus on technical services and its experience in managing properties of large international clients, FM Solutions fits seamlessly into our core business and ideally complements the Apleona business model. In

particular, we can now better serve customers who demand integrated FM services from a single source and especially technical services provided in-house throughout Poland."

CEO Apleona Poland Lech Wodecki: "The acquisition of FM Solutions enables Apleona to develop faster in the Polish market. FM Solutions and its teams are professionally positioned to serve customers who have high expectations of the quality of FM services. This coincides with our high standards in terms of the quality of our service provision."

CEO FM Solutions Grzegorz Galka: "We are delighted to have found a new ideal owner for FMS with Apleona. We are convinced that the combination of the two companies in Poland will create added value for both our employees and our customers. This will translate into an improved service offering, greater depth of service and even higher quality, and broader regional coverage."

Terms of the transaction were not disclosed.

About Apleona

Apleona is a leading European real-estate services provider and facility manager based in Neu-Isenburg near Frankfurt am Main. Over 20,000 employees in more than 30 countries manage and operate real estate from all asset classes, production facilities, and cross-regional and country portfolios. Its customers include market-leading companies from a wide range of industries, including technology, finance, healthcare, chemicals, automotive, and information and communications technology companies. The range of services it provides extends from integrated facility management, building services engineering and interior fit-outs to commercial services and real estate management. Apleona's business model focuses on technical services, most of which the company provides itself. The company's regional focus is on the area covered by Germany, Austria and Switzerland. With its partnership-based contracting models, innovative products and digital solutions, Apleona helps its customers develop and implement ESG, workplace and portfolio optimization strategies.