

## Press Release

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### Apleona

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## ABB Commissions Apleona in Another Four Countries

- **Integrated FM for locations in Egypt, the United Arab Emirates, Portugal, and Bulgaria**
- **Framework agreement on energy services for existing locations also agreed**

ABB has additionally commissioned Apleona with integrated facility management for production locations, workshops, and logistics and office buildings in Egypt, the United Arab Emirates (UAE), Portugal, and Bulgaria. In total, this portfolio comprises approx. 250,000 m<sup>2</sup> of usable floor space at 25 locations. The process of taking on the individual properties has been underway since the start of the year and will be completed by the end of 2019. The total portfolio managed by Apleona for ABB will then cover 15 countries and consist of 180 properties.

### **Significant energy savings and CO<sub>2</sub> reduction**

In addition, Apleona is offering extensive energy services for ABB in the overall portfolio that it was already managing – which comprises 155 properties with total space of more than 2.3 million m<sup>2</sup>. To this end, a framework agreement has been concluded with ABB that governs optional commissioning of such services by the individual ABB locations. The energy services include continuous on-site support with regard to analyzing technical building facilities, increasing data transparency, and identifying and implementing savings measures with the aim of significantly reducing energy consumption and CO<sub>2</sub> emissions in the medium term.

### **Same quality for all locations across all national borders**

As with its other FM services, Apleona guarantees uniform processes for its energy services, allowing consistently high quality across all of the locations it supports and all national borders.

“With our International Corporate Clients (ICC) unit, we have completely geared our organization to the needs and requirements of large customers with transnational portfolios. Together with the international subsidiaries of our Apleona platform, we can serve the growing demand for central advice and management and decentralized service provision in an optimum manner. The fact that we were awarded these contracts by ABB in the face of strong competition shows that we are internationally competitive with this business model,” comments Dr. Gert Riegel, the member of the Apleona Management Board responsible for Apleona’s ICC and international FM business.

ABB is among the customers of Apleona whose portfolios are managed by the International Corporate Client (ICC) organization with central key account management. Almost 900 Apleona employees currently work for the global automation and electrical engineering group.

## **About Apleona**

Apleona is a leading European real-estate services provider based in Neu-Isenburg near Frankfurt. Approximately 20,000 employees in more than 30 countries operate, manage, expand and equip real estate in all asset classes, operate and maintain plant and assist customers in a whole host of industries with production and secondary processes. The Group's range of services extends from integrated facility management, building technology and interior fittings to real-estate management with all commercial services, letting, leasing and marketing of real estate. All services are provided on a modular basis or in an integrated package. In a regional or supra-regional account structure according to customer requirements, country-specific and service-specific operating companies ensure optimum performance and a uniformly high standard of quality across national borders. Apleona's customers include leading industrial companies, investment funds, insurance companies, banks, the public sector, developers, owners and users.