



## Company announcement

Copenhagen, 21 May 2015

No. 12/2015

**Interim report for the period 1 January – 31 March 2015:**

### **Robust profitable growth**

ISS (ISS.CO, ISS DC), one of the world's leading facility services companies, announces its interim financial report for the first three months of 2015:

#### **Highlights**

- Robust organic revenue growth of 3.1% (Q4 2014: 2.7%).
- Improved operating margin of 4.4% (Q1 2014: 4.3%).
- Strong cash conversion over the last twelve months of 97% (Q4 2014: 98%).
- Profit before goodwill impairment and amortisation/impairment of brands and customer contracts increased to DKK 426 million (Q1 2014: DKK 73 million).
- Financial expenses, net, decreased to DKK 216 million (Q1 2014: DKK 557 million) and included a DKK 54 million, non-cash, net loss on foreign exchange.
- Net profit increased to DKK 297 million compared to a loss of DKK 33 million in Q1 2014.
- Revenue generated from IFS increased 9% in local currency, and represent 32% of Group revenue (FY 2014: 31%). Significant IFS contract wins in Q1 included UBS in the United Kingdom, Huawei in China and a retender and expansion with RWE in the Czech Republic.
- Revenue from Global Corporate Clients represented 10% of Group revenue (FY 2014: 9%), an increase of 6% in local currencies.
- The strategic initiatives including customer segmentation, organisational structure and excellence projects such as our procurement programme are progressing according to plans and supporting margin improvement.
- The 2015 outlook for organic growth, operating margin and cash conversion remains unchanged.

**Jeff Gravenhorst, Group CEO, ISS A/S, said:**

*"We have had a good start to the year with continued positive momentum on all key parameters. Organic growth increased, driven in particular by strong customer demand for our integrated solutions. New integrated contract wins include UBS (the United Kingdom), Huawei (China), and an expansion with RWE (the Czech Republic). Thanks to our strategic initiatives, our operating margins continue to improve, and cash conversion remains high. We maintain our outlook for the full year result."*

**Lord Allen of Kensington Kt CBE**

Chairman

**Jeff Gravenhorst**

Group CEO

### **Conference call details**

A conference call will be held on 21 May 2015 at 10:00 CET. Presentation material will be available online prior to the conference call.

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#### **About ISS**

The ISS Group was founded in Copenhagen in 1901 and has grown to become one of the world's leading Facility Services companies. ISS offers a wide range of services such as: Cleaning, Catering, Security, Property and Support Services as well as Facility Management. Global revenue amounted to DKK 74.1 billion in 2014 and ISS has approximately 510,000 employees and activities in more than 75 countries across Europe, Asia, North America, Latin America and Pacific, serving thousands of both public and private sector customers. For more information on the ISS Group, visit [www.issworld.com](http://www.issworld.com).