



€  
Clece  
SERIOUS  
WEIßHAUS



THE CLECE  
GROUP  
IN 2014

## TURNOVER

Growth is due mainly to the company's capacity for securing new contracts and providing clients with solutions that are tailored to optimise resources.

+ 7%

For another year, and despite the continuing limitations in public investment, the Clece Group grew by more than 7 percent compared with 2013, with a turnover of €1.3 billion. This improved turnover is due mainly to the company's capacity for securing new contracts and providing clients with solutions that are tailored to optimise resources.

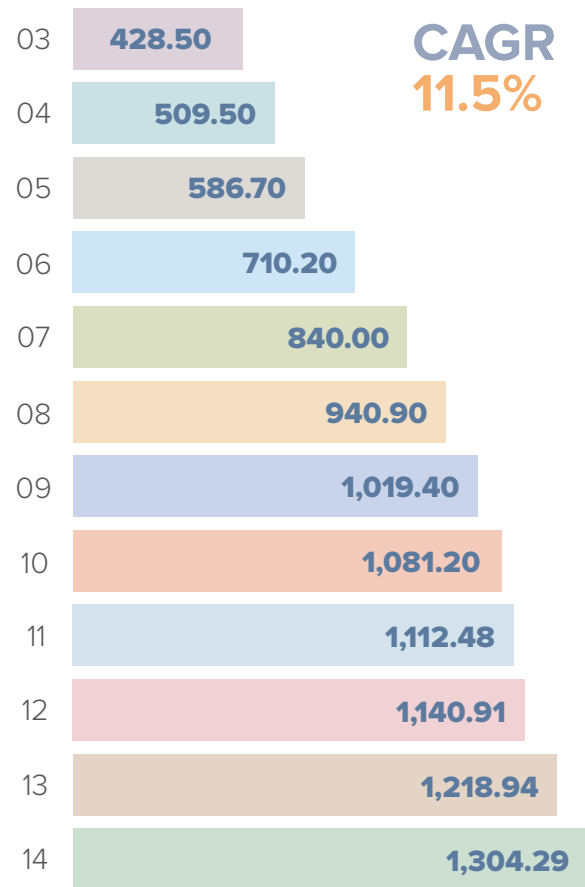
For the second year in a row, all of the company's various activities experienced a positive evolution, an achievement that consolidates a diversified business model based on quality, innovation and intensive people management. These are all factors that have helped us maintain our leading position in areas such as Cleaning, and Social and Education Services, and experience strong growth in other areas, such as Airport Services and Energy Efficiency.

The Group's two main activities, Cleaning, and Social and Education Services, which make up almost 75 percent of all business and which are both leaders in their particular sectors, both enjoyed moderate growth. In the case of the Cleaning division, turnover was €568 million, a 3 percent increase on the figure for 2013. The Social and Education Services division achieved a turnover of €391 million, 1 percent more than in 2012, making for an average growth of 10 percent in the past three years.

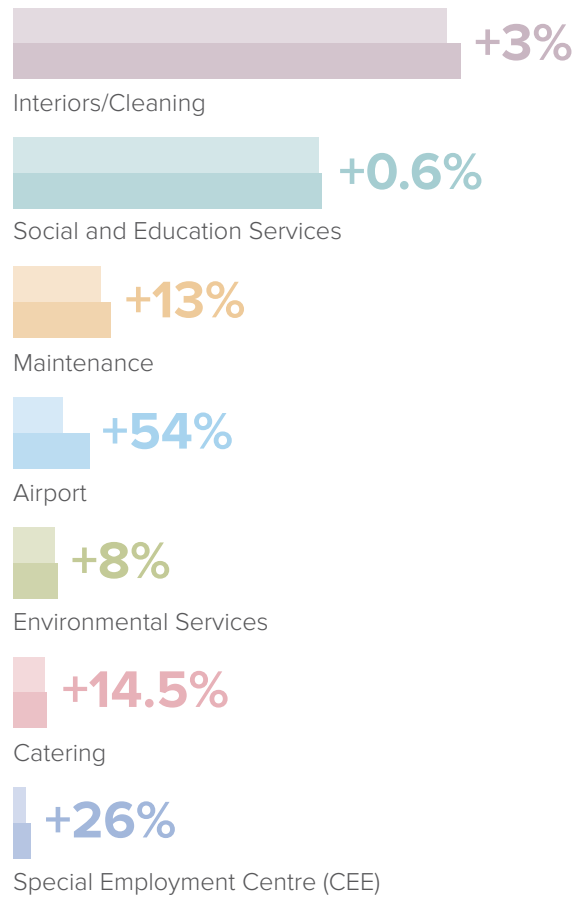
Various activities experienced particularly positive behaviour in 2014. The Airport Services division, for example, continued its positive evolution from the previous year, with improved turnover in 2014, growing by 54 percent to almost €100 million. The annual balance sheet of the Special Employment Centre is also worth highlighting, having continued to experience sharp growth, which this year reached 26 percent. The Catering division also continues to grow, following the reordering process of 2012 and 2013, and this year increased turnover by 15 percent.

In Maintenance and Integrated Services, which recorded a turnover of €125 million, 13 percent more than in 2013, including increases of 77 percent for Facility Management and 24 percent for Energy Services, consolidating both areas as future foundations for the business to develop, with a high degree of specialisation and as a proposal of value to evolve towards more sustainable and economically efficient towns and buildings.

Finally, despite the strong growth of the previous year, the Environmental Services division Talher continued its upward trend in 2014 with 8 percent growth. And the recently created Security division doubled its turnover in 2014, with growth of 120 percent.



Evolution of turnover  
2003 to 2014. Sales in € million



Comparison of turnover figures  
2013 and 2014. Sales in € million

“Various activities experienced particularly positive behaviour in 2014, with growth reaching double figures: Airport Services, Special Employment Centre, Catering and Maintenance.”