

12

consecutive
years' growth

1,376

million Euros
growth achieved

5.5%

in turnover
against 2014



The business

IN 2015

H1020
ENERGY

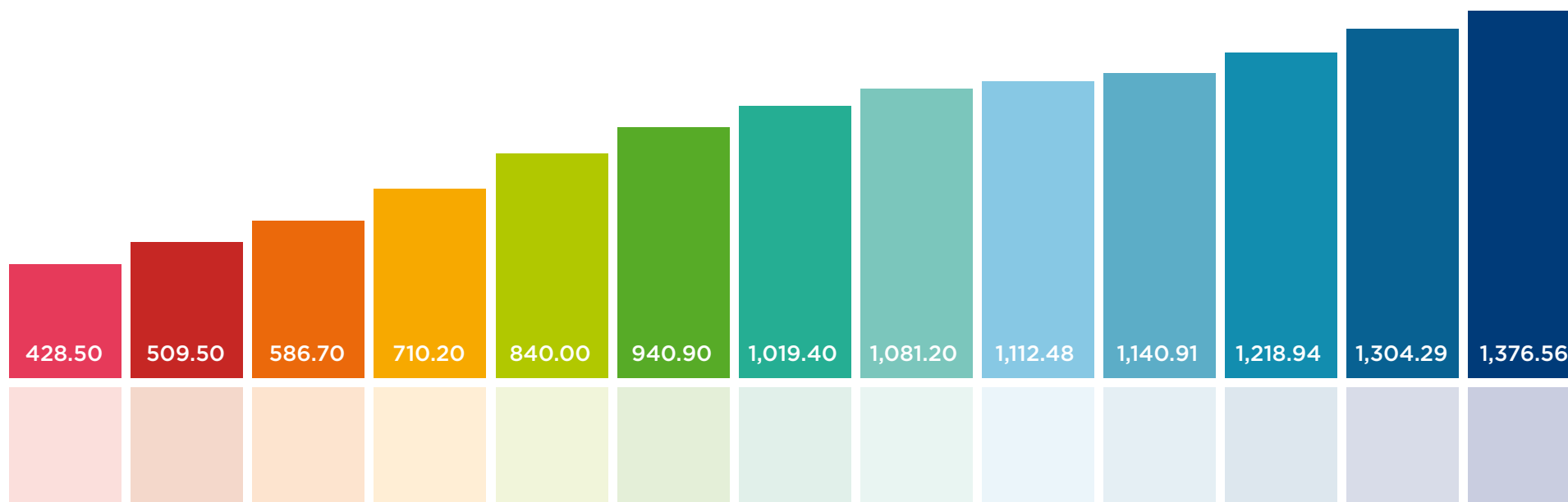


THE BUSINESS
IN 2015

In a complex market for a very diverse range of services which depend to a great extent on public investment, Clece has achieved growth for 12 consecutive years, despite a crisis which notably reduced public and private outsourcing, and has achieved a CAGR of 10% since 2003.

CAGR
+10%

Evolution of Clece Group
business from 2003 to 2015.
Sales in millions of Euros



The Social and Educational Services Division has once again improved its results, achieving a turnover of 418 million Euros, thanks, amongst others, to the strong performance of its services for the elderly, which grew by 10%. The consolidation of CCS, Clece's British affiliate in the English market for home help for the elderly is worth highlighting.

The performance of our Educational Services was very positive. We now manage 113 nursery schools at national level and have a global education plan. Integration Services, the activities delivered through our Special Employment Centre, Integra CEE, saw the biggest growth. This was 22% against 2014, in line with the company's focus on the inclusion of vulnerable collectives.

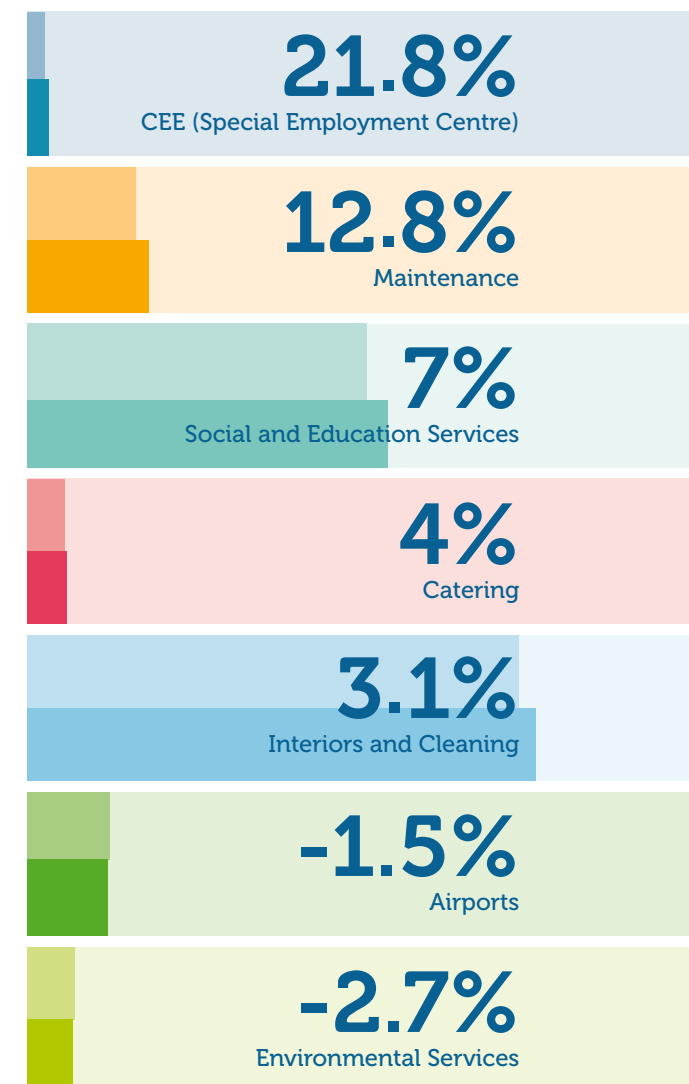
Two of the company's more traditional areas also registered growth: Cleaning and Maintenance. The former achieved a turnover of 585 million Euros, which represents an increase of almost 3%, despite a reduction in the scope of public contracts. Meanwhile, the Maintenance

division improved turnover by 12.8%, thanks above all to the inclusion of Facility Management projects, growing at 45% and Energy Efficiency projects, growing at 23%.

Adjustments in the green market in 2015, principally in the Municipal Gardening sector, explains why Talher, the company's specialist affiliate, produced flat results. Airport Services, which experienced a slight downturn in the Spanish market, compensated for this due to growth in activity in the United Kingdom and Portugal.

The evolution of the Catering division, which has now delivered five consecutive years of growth after reorganisation, improved its turnover in 2015 by 4%. Logistical Services also showed signs of recovery after period of stagnation lasting several years, delivering 10% growth. Finally, the performance of new activities such as Security Services and Road Cleaning are worth highlighting. While today they contribute little in terms of volume, they are showing double or triple digit growth.

Business growth between 2014 and 2015. By activity sector



INTEGRA SPECIAL EMPLOYMENT CENTRE

Clece works for the integration of people with functional differences into the workforce, principally through its Special Employment Centres, Integra CEE. This area has experienced notable growth in the last few years, a trend which was particularly significant in 2015 when it achieved a 22% increase against 2014.

Currently it has more than 2,441 people in its workforce, of whom, 90% have some form of functional difference, which is well above the 70% required by law. Every day, a team of professionals provides a quality service to 269 companies and institutions, including the professional cleaning of buildings and premises, maintenance, integrated management and services, through to logistics and auxiliary services.

To make this possible, Integra CEE has the assistance of the Support Unit, which comprises a team of 58 people. This team provides integrated and individual services, which encourages the creation of a positive environment for inclusion, identifying needs and resolving any issues which may arise, from the selection of employees to their induction, training and job performance. During 2015, this Unit generated a total of 9,532 activities aimed at social and occupational inclusion within our workforce.



2,441

PROFESSIONALS WITHIN
OUR WORKFORCE

269

COMPANIES PROVIDED
WITH SERVICES

9,532

SOCIAL AND OCCUPATIONAL
INCLUSION ACTIVITIES

