

Imtech acquires Swedish energy specialist Ventkontroll

Gouda - Imtech (technical services provider in Europe) announces that it has acquired the Swedish energy and climate specialist Ventkontroll. This acquisition allows Imtech to strengthen its position in the Swedish energy market. The acquisition will be paid in cash and will directly contribute to the earnings per share. With a workforce of 55 employees, Ventkontroll realises annual revenue of around 7 million euro. This is the sixth of Imtech's acquisitions in the Nordic region this year, which have already added close to 160 million euro to the company's revenue and 880 employees – including 350 technical energy specialists – to its workforce.

Imtech CEO René van der Bruggen: 'We have decided in the context of our 2015 growth strategy to strengthen our position in Sweden with the regional energy and climate specialist Ventkontroll, which is primarily active in the Östergötland growth region. As we still have a modest position in this area, the current acquisition will strengthen our competitive position. At the same time, we will once again be expanding our position in the growing Swedish energy market. We already acquired energy specialist Sydtotal in July of this year. Collaboration between these two companies and our other subsidiaries in Sweden, Norway and Finland offers good prospects for further growth.'

Ventkontroll profile

Ventkontroll is a strong regional player in the Swedish market for energy and climate technology. Established in 1973, the firm is active in the Östergötland region and has locations in both Linköping and Norrköping. Numerous major Swedish companies have set up local offices in this region, which is currently enjoying strong economic growth. In addition, Östergötland is home to universities, high schools and various regional hospitals. Ventkontroll is specialised in the design, installation and maintenance of high-tech air conditioning and climate control solutions. The company has a strong, well-spread portfolio of customers and is mainly active in public-sector segments like government buildings, hospitals, retirement homes and education. Ventkontroll enjoys a strong reputation within its sector as an expert provider of total solutions in the area of energy technology, one that relies on high-quality technical core competencies. Over 25% of the firm's revenue is realised on the basis of long-term maintenance contracts. Its key customer is the regional government (Regi Council), which acts as client in projects aimed at improving energy management and energy infrastructures at hospitals in Linköping and Motala, for example. Recently, Ventkontroll obtained a three-year framework contract with this customer – with an optional extension of one year – for the realisation of substantial energy improvements at a large number of government buildings. The company was also awarded a comparable long-term contract by the major property manager Norrporten. Ventkontroll also works for various educational institutions – realising, for example, the energy improvements for the Erlaskolan University Norrköping, which has a student body of some 500.

Fifth acquisition in the Nordic region this year

Besides acquiring the Swedish energy specialist Sydtotal, Imtech in Norway already acquired two other companies earlier this year, namely Unireg (software for building automation and energy management technology) and Elajo Installasjon (electrical specialist in the area of security, energy and technical automation). In Sweden, Imtech acquired the small provider of technical services Comfortgruppen. Besides this, Imtech acquired the Swedish ICT company Qbranch. Through these acquisitions, Imtech has added close to 160 million euro to its annual revenue, as well as welcoming 880 new employees – including 350 technical energy specialists – to its workforce.

Strong position in the Nordic region

With some 4,600 employees and pro-forma revenue of over 600 million euro in 2010, Imtech Nordic is one of the strongest technical players in the Nordic region (Sweden, Norway and Finland). It has gained this position by acquiring NVS (mechanical solutions) and NEA



(electrical solutions), together with ten smaller complementary acquisitions. In line with its 2015 growth strategy, Imtech aims to realise substantial growth in the Nordic region. This will be achieved by integrating NVS and NEA into a strong multidisciplinary provider of total technical solutions, under the name Imtech Nordic. Imtech's strategic growth policy also outlines further strengthening of the company by means of acquisitions. In this context, the acquisition of Ventkontroll adds new high-quality specialisms in the field of energy technology and energy savings to Imtech's strengths. Ventkontroll will be starting an intensive collaboration with Imtech's energy specialist Sydtotal, which was acquired in July of this year. This will lead to extra growth opportunities. In total and according to the successful Imtech approach, Imtech is building a strong multidisciplinary base of companies in the Nordic region making it possible to deliver total technical solutions by combining electrical services with ICT - information and communication technology - and mechanical services.

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More information

Media:

Pieter Koenders

Director Corporate Communications

T: +31 655 74 65 85

E: pieter.koenders@imtech.eu

www.imtech.eu

Analysts & investors:

Jeroen Leenaers

Manager Investor Relations

T: +31 182 54 35 04

E: jeroen.leenaers@imtech.eu

www.imtech.eu

Imtech profile

Imtech N.V. is a European technical services provider in the fields of electrical solutions, ICT (information and communication technology) and mechanical solutions. With more than 27,000 employees, Imtech achieves annual revenue of around 4.5 billion euro. Imtech holds strong positions in the buildings and industry markets in the Netherlands, Belgium, Luxembourg, Germany, Austria, Eastern Europe, Sweden, Norway, Finland, the UK, Ireland and Spain, the European markets of ICT and Traffic as well as in the global marine market. In total Imtech serves 21,000 customers. Imtech offers added value with integrated and multidisciplinary total solutions that lead to better business processes and more efficiency for customers and the customers they, in their turn, serve. Imtech also offers solutions that contribute towards a sustainable society, for example in the areas of energy, the environment, water and mobility. Imtech shares are listed on the NYSE Euronext Amsterdam, where Imtech is included in the Midkap Index. Imtech shares are also included in the Dow Jones STOXX 600 index. Per February 2011 Imtech has granted the designation Royal.