



Company announcement

Copenhagen, 8 May 2019

No. 08/2019

Strong organic growth of 6.1% in Q1 2019

TRADING UPDATE FOR THE PERIOD 1 JANUARY – 31 MARCH 2019

ISS (ISS.CO, ISS DC, ISSDY), a leading global provider of facility services, announces its trading update for the first three months of 2019.

Highlights

- Revenue increased by 4.9% in Q1 (Q4 2018: 0.5%), mainly driven by organic growth, and a marginally positive currency effect, partly offset by negative net impact from acquisitions and divestments of 1.8%.
- Organic revenue growth of 6.1% in Q1 2019 (Q4 2018: 4.1%) driven by continued strong commercial momentum with key account contract wins and expansions as well as continued solid non-portfolio demand.
- Revenue from key accounts increased organically by 8.7% in Q1 2019 and represents 60% of Group revenue (2018: 59%).
- The 2019 outlook for organic revenue growth, operating margin and free cash flow remains unchanged.

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

"We had a strong commercial start to the year. Our focus on key accounts continues to bear fruit. We signed a significant new contract with the Danish Building and Property Agency in Denmark. In addition, we successfully extended and expanded large key account contracts such as Santander in the UK, Singapore General Hospital and an international Food and Beverage customer. The divestments of our remaining non-core assets are progressing well. We will gradually reinvest divestment proceeds in strengthening our delivery capabilities and platform. With this, ISS will continue to grow stronger".

Lord Allen of Kensington Kt CBE

Chairman

Jeff Gravenhorst

Group CEO

Conference call details

A conference call will be held on 8 May 2019 at 9:00 CEST.
Presentation material will be available online prior to the conference call.

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