



**Dussmann Group**  
*Annual Report 2007*

# A leader in two growth markets



*Ladies and Gentlemen,*

With more than 51,000 employees in 26 countries, the Dussmann Group (DUSSMANN AG & Co. KGaA, Berlin) offers all Facility Management services from one source under the brand name of Dussmann Service: technical services, catering, security, reception, cleaning services, commercial and energy management. The division Kursana provides assistance and care for seniors. In addition, we operate the KulturKaufhaus in Berlin.

We concluded the financial year 2007 with additional sales of 47 million Euros, in total 1,331 million Euros. This is an increase of 3.7 percent over the previous year, achieved exclusively through organic growth. This success consolidates our position as a leading international Facility Management provider. EBITDA for 2007 were 6 percent and annual earnings increased by 13 percent. Our international sales showed an increase for the fourth year in a row while annual earnings increased for the third time. Investments totaled 30.6 million Euros which were concentrated on a number of production kitchens in and outside Germany and included the establishment of an industrial laundry in Luxembourg.

The number of our employees across the globe increased from 49,227 to 51,136. In 2008, we will create around 1,000 new jobs in Germany alone. While the number of employees in Germany increased by 583 to 24,655, figures for international subsidiaries increased by 1,326 to 26,481.

Our sales in Germany, with the core businesses Facility Management and services for seniors, rose by 3.3 percent, to a total of 853 million Euros in 2007. In 2006, sales totaled 826 million Euros.

An increasing number of clients are following the trend towards integrated services and benefit from our wide experience in management and processes. Among other things, this is reflected in the service company, Charité Facility Management (CFM) which provides all of the non-medical services to the largest university clinic in Europe, the Charité, in the Fridericus Service Company together with the Foundation for Prussian Palaces and Gardens Berlin-Brandenburg (SPSG) and the Facility Management services provided to Infineon across Europe. In 2007 we won the contract with Rolls-Royce Germany, another premium technological client for complex FM.

The company division Kursana is the leading private provider of seniors' services and provides care and nursing in 108 facilities in Germany, Austria, Switzerland, Estonia and, most recently, in Italy. Around 12,600 seniors are cared for by 5,730 staff. The turnover of this division rose by 8.3 percent, from 217 million Euros in 2006 to 235 million Euros in 2007. Kursana expanded to Italy and established a total of

16 facilities, mainly in the regions of Piemonte, Lombardia and Liguria. Seven new seniors' facilities were opened in Germany, in Lingen, Barsinghausen, Donzdorf, Leinfelden-Echterdingen, Vaihingen/Enz, Kaiserslautern and Bruchköbel. Kursana facilities are under construction in Buchholz/Nordheide, Aurich, Hösbach, and Oststeinbek which will open by the fall of 2008. In 2009, six further facilities will be opened.

Dussmann das KulturKaufhaus showed an increase in sales of 3 percent to 34 million Euros for the past financial year. It is a reflection of the continuing success of the KulturKaufhaus in its tenth year. Since November 2006, the store has been able to take advantage of the liberalization of the laws on retail trading hours and opens from Monday to Saturday 10 a.m. to midnight. On the ten Sundays when trading is allowed, the store is open from 1 p.m. to 8 p.m.

Dussmann Group sales outside Germany reached 478 million Euros in the past year, an increase of 4.4 percent over the previous year's sales of 458 million Euros. The three international subsidiaries with the highest turnover are Italy, Austria and Luxembourg. New contracts include school catering in Rome, Facility Management for Oracle, catering for hospitals in Estonia and Bulgaria, catering for a detention

### ***The Group's Employees***

	<b>2007</b>	<b>2006</b>	<b>Change %</b>
<b>Employees total:</b>	<b>51,136</b>	<b>49,227</b>	<b>3.9</b>
of this Germany	24,655	24,072	2.4
of this Abroad	26,481	25,155	5.3

center in Szombathely, Hungary, comprehensive FM services for the European Business Center in Dubai, and security services for the US embassy in London, the consulate in Edinburgh, and for the Brilliance Automotive Ltd. in Shenyang, China.

We will be investing even more in personnel development because we know that to provide highly qualified services, we need well trained, motivated staff. In addition to our activities in the business & industry sector, we will shape Dussmann Service as the leading ser-

vice provider for the health care sector. At the same time, we intend to hone the profile of Kursana and provide services both within and outside our facilities to become a provider of the whole range of seniors' services. With respect to the international activities of Dussmann Service, we see the fastest growth market in the Near East, where we are establishing a new branch office in Qatar. For the current financial year, we expect an increase in sales of around four percent in our core business activities and a growth in annual earnings of 20 percent.

### *The Dussmann Group in Figures*

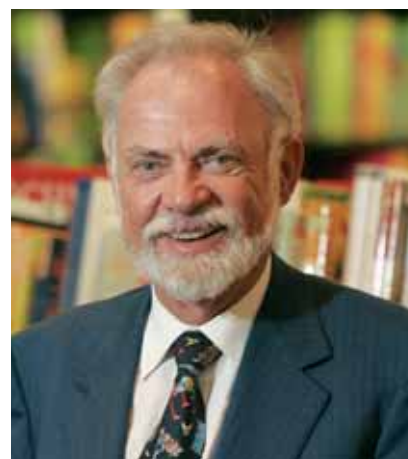
	2007		2006		Change
	Mill. €	%	Mill. €	%	%
<b>Total sales</b>	<b>1,331</b>	<b>100.0</b>	<b>1,284</b>	<b>100.0</b>	<b>3.7</b>
Germany	853	64.1	826	64.3	3.3
Abroad	478	35.9	458	35.7	4.4
<b>Dussmann Service total:</b>	<b>1,062</b>	<b>79.7</b>	<b>1,034</b>	<b>80.5</b>	<b>2.7</b>
of this Facility Management	702	52.7	677	52.7	3.7
of this Catering	360	27.0	357	27.8	0.8
Kursana	235	17.7	217	16.9	8.3
KulturKaufhaus	34	2.6	33	2.6	3.0

### *The Group's Assets and Liabilities*

	2007		2006	
	T €	%	T €	%
<b>ASSETS</b>				
Fixed Assets	140,238	28.9	146,322	31.3
Accounts Receivable	201,906	41.6	194,136	41.5
Other Assets	120,099	24.8	106,466	22.7
Cash, Bank	22,959	4.7	21,005	4.5
<b>Total Assets</b>	<b>485,202</b>	<b>100.0</b>	<b>467,929</b>	<b>100.0</b>
<b>LIABILITIES</b>				
Equity Capital	91,206	18.8	90,275	19.3
Reserves	62,498	12.9	60,660	13.0
Bank Loans	107,856	22.2	122,710	26.2
Other Liabilities	223,642	46.1	194,284	41.5
<b>Total Liabilities</b>	<b>485,202</b>	<b>100.0</b>	<b>448,463</b>	<b>100.0</b>

### *Investments (Mill. €)*

	2007	2006	Change %
<b>Investments</b>	<b>30.6</b>	<b>26.4</b>	<b>16.0</b>



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Owner and Chairman of the  
Supervisory Board



Thomas Greiner  
Chief Executive Officer

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