

## Press release

# SPIE demonstrates its development in Germany and Central Europe at Expo Real 2018

- Exhibiting at Expo Real, in Munich, from October 8<sup>th</sup> to 10<sup>th</sup>, demonstrates the successful trajectory of the company, as well as its broad technical expertise.
- At Expo Real 2018, SPIE will present services for the future including e-mobility and digital solutions, as well as offers for office and logistics real estate, data centres and locations for industry.
- The multi-technical services provider wishes to work closer with customers to design smart solutions for a digital and successful future.

**Munich, October 1<sup>st</sup>, 2018** – *SPIE Deutschland & Zentraleuropa will present the company's wide range of services at Expo Real 2018, the largest B2B trade fair for real estate and investment in Europe. The exhibition focuses on comprehensive services for office and logistics real estate, data centres, and industrial sites, as well as digital solutions and e-mobility, both topics for the future.*

SPIE Deutschland & Zentraleuropa is growing. Exhibiting at Expo Real demonstrates its successful trajectory, as well as its technical expertise. *"SPIE has gained considerable strength. With ten acquisitions in Germany and Central Europe since 2014, we have substantially expanded the scope of our expertise as a leading technical services provider for buildings, facilities and infrastructure, and significantly strengthened our local presence,"* says Markus Holzke, Managing Director of SPIE Deutschland & Zentraleuropa. *"With our comprehensive technical expertise, we offer a wide range of single-source services and are a reliable partner for our customers. Regarding topics for the future such as e-mobility and digital solutions for buildings, facilities and infrastructures, we are still gaining*

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*momentum and would like to work even more closely with our customers to create smart solutions and shape the future together,"* adds Dr André Schimmel, Strategy & Business Development Director at SPIE Deutschland & Zentraleuropa.

### **Digital solutions**

One of the major topics highlighted at the exhibition will be the implementation of digital solutions for specific target groups throughout the life cycle of buildings, facilities and infrastructure. For instance, SPIE has implemented a digital twin for the management of the Elbphilharmonie concert hall. The basis for using and implementing a digital twin is the method Building Information Modeling (BIM). A digital twin is the digital representation of physical objects or processes, supplemented by relevant information, such as safety instructions, real-time data, circuit diagrams, etc. It ensures comprehensive data exchange. *"Digital twins represent objects throughout their life cycle. As early as the planning stage, our colleagues can use simulation models in order to optimise various processes. If the facility is operational, the data of the digital twin provides comprehensive information for work preparation as well as in the execution of work on site. For example, moving on site to identify the works to realise can be avoided thanks to the Digital Twin,"* highlights Clarissa Hack, Head of Digital Transformation at SPIE Deutschland & Zentraleuropa. *"These digital solutions will play an increasing role in further enhancing the customer experience and continuously optimizing processes."*

### **E-mobility**

E-mobility is rapidly gaining momentum in Germany and other European countries. In order to successfully turn away from the combustion engine, a well-structured public charging infrastructure is needed, and the power networks must also be upgraded for the new requirements. As a multi-technical services provider, SPIE provides planning, creation and maintenance for the charging infrastructure as well as the expertise for handling updated grid requirements. When more and more electrical vehicles are charged using high power, this has an impact on low and medium-voltage networks. SPIE has worked with academic and business partners to develop the intelligent automation solution iNES, which can be incorporated into existing low-voltage grids. *"With our forward-looking research collaborations and our comprehensive range of services, we are helping to shape the path to electric mobility,"* says Rüdiger Graf, Head of Business Development and Sales at SPIE Deutschland & Zentraleuropa.

For current and new customers, business partners, job applicants and journalists, Expo Real is a good platform to learn about SPIE's extended range of services and connect with SPIE experts. At Expo

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Real, SPIE will be showcasing its references at stand B2.134. The trade fair will be held in Munich from 8 October to 10 October 2018.

*Note:*

If you have any interview requests, we are happy to put you in touch with the relevant people – both in advance and during the trade fair.

### **About SPIE Deutschland & Zentraleuropa**

SPIE Deutschland & Zentraleuropa, a subsidiary of the SPIE group, the independent European leader in multi-technical services in the areas of energy and communications, is the leading multi-technical service provider for buildings, facilities and infrastructure in Germany, Austria, Poland, Czech Republic, Slovakia and Hungary. Its service range encompasses technical facility management, energy-efficiency solutions, technical services for the transmission and distribution of energy and for industrial clients as well as in the areas of electrical and security technology, HVAC technology and information and communications technology. SPIE Deutschland & Zentraleuropa has more than 14,500 employees in over 200 locations.

With more than 46,500 employees and a strong local presence, SPIE achieved in 2017 consolidated revenues of €6.1 billion and consolidated EBITA of €388 million.

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