

Press information

Drees & Sommer International Strategy
4 February 2004

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Drees & Sommer increasingly concentrates on international business

In order to balance the weaknesses of the domestic construction market, the Drees & Sommer Group have increasingly and successfully been concentrating on an international market positioning. During this time, turnover has favourably increased to 8 million Euro in 2002. With new establishments in economically flourishing and strongly growing countries such as Luxembourg, Dubai and Qatar in the Middle East as well as China, the company group targets an increase of international turnover of roughly 10 per cent to 25 per cent of the overall turnover in 2002.

In order to accelerate international business, Drees & Sommer follow a strategy including two approaches:

On the one hand, as a consequence of important and major construction contracts commissioned to Drees & Sommer, subsidiaries are established in respective countries. These are systematically developed by the managing directors on location, as is the case in Italy and Luxembourg: the successful development of the auditorium in Rome led to further contracts and the foundation of two branch offices in Italy. In Luxembourg, the realisation of the Hôpital Kirchberg on schedule was followed by further contracts resulting in the expansion of the Luxembourg team as well as the establishment of a new branch office.

A second approach of Drees & Sommer is to establish new locations in selected countries and regions showing a promising market potential and high acceptance for the Drees & Sommer service profile. Examples are China, Dubai and Qatar. In Shanghai, the team currently supports the German Centre with a seven-storey office complex and the construction project of the chemical factory Wanhua Chemicals in Ningbo, where the internet-based project communication system PKM by Drees & Sommer is used.

Since early 2004, Drees & Sommer are represented in Qatar's capital, Doha. Qatar is one of the world's ten richest countries. Until 2010, investments of 60 billion US Dollars are provided for the country's gas industry alone. In the rapid upsurge, Drees & Sommer will represent constructor interests with holistic project management services including cost assurance and milestone monitoring as well as extensive technical consultation, thus contributing quality assurance already in the planning phase of a construction project.

Essential factor of success is the Drees & Sommer professional know-how from 34 years of experience in the sector, which is reconciled on location with country-specific requirements.

Please send us a specimen copy with publication of this contribution. Many thanks.

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These are advantages guaranteeing the client German quality abroad as well as security and relief in terms of the realisation of building projects of any type and size.

The two approaches for successful international business cannot be compared but reach the same goal: the presence on all relevant international markets. In the years to come, this will contribute to the ongoing company success of the Drees & Sommer Group abroad.

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