

>>> press release



Good business developments in Eastern Europe Especially the Polish and Russian markets are clearly on the rise – OMV as customer

Munich, 11.08.2010. Foreign involvement of the conject Group has increased significantly in the past months, especially in Eastern Europe. The markets in Central and Eastern Europe (CEE) are looked after from Munich, Warsaw and Vienna. And what is evident: Especially Poland and Russia, followed by Turkey and Romania, are very open when it comes to Infrastructure Lifecycle management (ILM).

“Poland is one of Europe’s regions with the strongest growth”, says Polish-born Dr. Marta Tatiana Lang. She has analysed the markets carefully and welcomes customers such as Inter IKEA Center Polska S.A., considered one of the most active property developers in Poland, or Knight Frank Sp. z o.o., the Polish branch of the renowned international real estate consulting company, which is managing approx. 50 properties together with conject. Warsaw’s North Bridge “Most Północny”, with an investment totalling € 250 million, or the MPL Katowice-Pyrzowice project for the Polish railways, are examples of prestigious conject projects in Poland. Contracts have also been concluded on other large projects. The “Kaskada” (Szczecin) shopping centre, developed by ECE Projektmanagement Polska, is built by Strabag Polska, using the conject platform.

“Moreover, we are also very satisfied with business developments in Russia, Turkey and Romania”, says Frank Weiß, one of the conject co-founders and in charge of the conject location Vienna. From the Austrian capital, his team is working over 20 countries. From a global point of view, the demand is high – public services, private developers as well as hospitals or universities currently have a need for ILM technology. Supported by its customer OMV, one of Austria’s largest listed industrial companies and the leading energy corporation in the European growth belt, conject’s presence is consistently on the increase in many other CEE countries.

Both colleagues agree that the following is true for all of Europe: German technology and professional support are accepted as hallmarks of German quality. “But”, adds Dr. Lang, “without proper networking, this is only one side of the coin”. She is very optimistic about the future development, especially for her native country: “The interim slow-down of real estate activities in Poland was palpable especially in 2009, but it was associated with the necessity of increasing the efficiency of organisations and companies, especially in terms of documentation and reporting. The economy is therefore well prepared”, says the expert.

conject supports the construction and real estate industry worldwide through software and services for Infrastructure Lifecycle Management (ILM). This comprehensive, Internet-based solution covers every phase in the lifecycle of a property – from planning and building to operating and marketing real estate – and provides everyone involved across companies with more transparency, organizational excellence and sustainability. Today more than 65,000 users and over 3,500 companies worldwide rely on conject, including over 65% of German blue-chip (DAX) companies.

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