

## ASX/MEDIA RELEASE

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### United Group's North American business secures significant new work

Sydney: Diversified services business United Group Limited (ASX:UGL) today announced UGL Unicco the North American facilities services business it bought in September 2007, was performing strongly and had secured new work worth \$US169.5 million since acquisition.

Boston-based UGL Unicco has secured a range of new projects in the first quarter of calendar 2008 in the corporate, education and government sectors as the business continues to benefit from the trend towards increased outsourcing from both existing and new clients.

On an annualised basis, new sales stood at \$US24 million for the first quarter of calendar 2008 and \$US52.4 million since acquisition. Most of UGL Unicco's engagements are under multi-year contracts, typically ranging from three to five years.

Examples of recent wins include:

- \$US20 million contract with Rolls Royce to provide integrated facility services at several North American plants
- \$US13 million multi-state contract with Nationwide Insurance for janitorial services
- Significant additional operations and maintenance and landscape services work for healthcare group Wyeth in Puerto Rico.

United Group chief operating officer, Americas & Europe, Lou Lanzillo, said: "Of the new contracts UGL Unicco has sold this year, more than two-thirds are in integrated facilities services, operations and maintenance and other higher-value services. Our margins reflect this, remaining strong.

"Our strong showing in the first calendar quarter follows strong trading for the period to 31 December, 2007, the first full quarter under United Group's ownership."

UGL Equis, United Group's Chicago-based corporate real estate business, also continues to win new projects despite the challenging operating environment created by weakening conditions in the US finance and property sectors, which is affecting the timing of some transactions.

Recent UGL Equis transactions include:

- Pacific Gas & Electric Company, California's leading utility, leased 135,960 square feet of office space in San Ramon, California
- Sterling Bank will occupy more than 200,000 square feet in Brookhollow Central II and Brookhollow Central III, in Houston, Texas.

"We are pleased with our performance in what can be characterised as a dynamic market," United Group Managing Director and CEO Richard Leupen said. "We continue to diversify our portfolio both in terms of new markets as well as the range of services we offer our customers.

"What is particularly pleasing is that in addition to our wins, our pipeline remains at record levels, a key indicator of our future prospects in the United States property services market."

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**United Group** is a diversified services company consisting of four businesses providing specific complementary services: UGL Infrastructure, UGL Rail, UGL Resources and UGL Services. UGL Unicco and UGL Equis are part of UGL Services, which provides corporate real estate and facility solutions around the world. [www.unitedgrouppltd.com](http://www.unitedgrouppltd.com)