



thyssenkrupp to supply mobility solutions to up-and-coming Nairobi

- Elevators and escalators supplied at the Greenhill Hotel and Village Market
- Key project in one of the most commercially-promising regions for innovative transportation solutions
- thyssenkrupp's Global Distributor Management team opens up access to new markets across the world

thyssenkrupp Elevator aims to play an important role in the development of Kenya's capital city, Nairobi, currently supplying its mobility solutions in the Greenhill Hotel. Located in the affluent Gigiri suburb, the Greenhill Hotel is a central part of the popular Village Market shopping and leisure complex and has been built to meet growing demand from local diplomats and business institutions. The elevators and escalators provided by thyssenkrupp Elevator will ensure smooth and comfortable passenger transportation within the complex.

The Greenhill Hotel is a key project to have benefitted from thyssenkrupp Elevator's innovative distribution partner approach. While the company is present in more than 70 countries it has set up a network of strategic distribution partners to help reach other markets where relevant business is identified but is not mature or large enough to establish a direct presence. While certain areas of Africa are lower in development tables, Nairobi has been listed among the top 10 most dynamic cities in the world¹ and represents a significant business opportunity for thyssenkrupp Elevator's technology innovations.

Dr. Sushanthan Somasundaram, Head of the Global Distributor Business of thyssenkrupp Elevator commented: "We are very proud to have contributed to this important project in what is a really promising part of the world. Our collaboration partners in the location opened and managed the opportunity, which allowed us to provide cutting-edge technology and vital infrastructure to make a real difference, even though we have no field presence of our own there."

¹ http://www.jll.com/cities-research/City-Momentum?utm_source=LinkedIn&utm_medium=Social&utm_content=800246350&utm_campaign=GlobalGlobal%20-%20Cities

thyssenkrupp Elevator's partner approach comprises four Distributor Management Centers (DMC) it has built in key global locations. These DMCs take care of the company's strategic partners throughout the whole process, from sales to execution, to ensure that the right mobility solutions are provided. This DMC structure covers more than 40 additional markets and 32 strong partners.

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Somasundaram adds: "It is essential to find new solutions for people transportation that save time and reduce consumption of energy and environmental resources. As a business we support cities all over the world with innovative solutions that meet the requirements of urbanization, and we are pleased that through our distributor network our reach and urban footprint can continue to grow."

Africa: Rising up!

Since the dawn of the new millennium, the continent of Africa has posted above-average economic growth, as well as continuing high rates of urbanization. It is estimated that half of Africa's people will live in cities or towns by 2030. At one time the tallest building in the entire Southern hemisphere, the Carlton Centre retains the title of tallest buildings in Africa. At 223 meters (732 feet) tall, the building is crowned with a popular observation deck offering majestic panoramic views. Built in 1973, this 50-floor Johannesburg (South Africa) landmark combines office space with a large shopping mall. All across the African continent, ambitious projects are underway. Hope City, near Accra (Ghana) is an architecturally stunning, USD 10-billion high-tech tower cluster aimed at making Ghana a go-to destination for the information and communication technology industry. The highest tower there is planned to be 270-meter (886 feet) high. Meanwhile, the Al Noor Tower in Casablanca (Morocco) is due to be completed in 2018 and is designed to represent the 54 countries of Africa by measuring exactly 540 meters (1,800 feet). In Addis Ababa (Ethiopia), the Commercial Bank of Ethiopia has launched the construction of its new 198-meter headquarters. South Africa is still in the game, as well. If built, Centurion Symbio-City will soar to a height more than double that of the Carlton Centre – 447 meters (1467 feet) – and feature a rooftop garden and embedded wind turbines.

About us:

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thyssenkrupp Elevator

thyssenkrupp Elevator brings together the Group's global activities in passenger transportation systems. With sales of €7.5 billion in fiscal 2015/2016 and customers in 150 countries, thyssenkrupp Elevator built its position as one of the world's leading elevator companies from scratch in a mere 40 years' time applying thyssenkrupp unique engineering capabilities. With more than 50,000 highly skilled employees, the company offers smart and innovative products and services designed to meet customers' individual requirements. The portfolio includes passenger and freight elevators, escalators and moving walks, passenger boarding bridges, stair and platform lifts as well as tailored service solutions for all products. Over 900 locations around the world provide an extensive sales and service network to guarantee closeness to customers.

thyssenkrupp

thyssenkrupp is a diversified industrial group with traditional strengths in materials and a growing share of capital goods and service businesses. Over 156,000 employees in nearly 80 countries work with passion and technological know-how to develop high-quality products and intelligent industrial processes and services for sustainable progress. Their skills and commitment are the basis of our success. In fiscal year 2015/2016 thyssenkrupp generated sales of around €39 billion.

Together with our customers we develop competitive solutions for current and future challenges in their respective industries. With our engineering expertise we enable our customers to gain an edge in the global market and manufacture innovative products in a cost- and resource-friendly way. Our technologies and innovations are the key to meeting diverse customer and market requirements around the world, growing on the markets of the future, and generating strong and stable earnings, cash flows and value growth.

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