

## ANNEX 1: CONSOLIDATED INCOME STATEMENT

	9M11	9M10	Variation	
	€M	€M	€M	%
<b>Revenue</b>	<b>1,929.6</b>	<b>1,878.6</b>	<b>51.0</b>	<b>3</b>
Other income	48.7	47.5	1.2	3
Materials consumed and other operating expenses	(873.6)	(913.3)	39.7	(4)
Personnel expenses	(869.9)	(777.1)	(92.9)	12
Results on non-current assets	0.8	(0.4)	1.2	NA
<b>Gross operating profit (EBITDA) recurrent</b>	<b>235.6</b>	<b>235.3</b>	<b>0.3</b>	<b>0</b>
Depreciations	(33.1)	(29.2)	(3.9)	13
<b>Net operating profit (EBIT) recurrent</b>	<b>202.5</b>	<b>206.1</b>	<b>(3.6)</b>	<b>(2)</b>
<b>EBIT margin (recurrent)</b>	<b>10.5%</b>	<b>11.0%</b>	<b>(0.5) pp</b>	<b>--</b>
Extraordinary costs	0.0	(15.3)	NA	NA
<b>Net operating profit (EBIT)</b>	<b>202.5</b>	<b>190.8</b>	<b>11.6</b>	<b>6</b>
<b>EBIT margin</b>	<b>10.5%</b>	<b>10.2%</b>	<b>0.3 pp</b>	<b>--</b>
Financial result	(22.3)	(12.0)	(10.4)	86
Share of profits / (losses) of associates and other investees	2.3	(0.0)	2.3	NA
<b>Earnings before tax</b>	<b>182.4</b>	<b>178.8</b>	<b>3.6</b>	<b>2</b>
Income tax expenses	(38.5)	(35.8)	(2.8)	8
<b>Profit for the period</b>	<b>143.8</b>	<b>143.0</b>	<b>0.8</b>	<b>1</b>
Attributable to minority interests	0.9	0.4	0.6	NA
Net Profit attributable to the parent company (recurrent)	144.8	155.6	(10.8)	(7)
<b>Net Profit attributable to the parent company (reported)</b>	<b>144.8</b>	<b>143.4</b>	<b>1.4</b>	<b>1</b>

Figures not audited.

## ANNEX 2: INCOME STATEMENTS BY SEGMENTS

### 1. Solutions

	9M11 €M	9M10 €M	Variation €M	%
<b>Net sales</b>	<b>1,303.0</b>	<b>1,338.8</b>	<b>(35.8)</b>	<b>(3)</b>
Contribution margin	250.5	256.4	(5.9)	(2)
<b>Contribution margin / Net revenues</b>	<b>19.2%</b>	<b>19.1%</b>	<b>0.1 pp</b>	
Results from associates	0.0	(0.0)	0.0	--
<b>Segment result</b>	<b>250.5</b>	<b>256.4</b>	<b>(5.9)</b>	<b>(2)</b>

### 2. Services

	9M11 €M	9M10 €M	Variation €M	%
<b>Net sales</b>	<b>626.6</b>	<b>539.8</b>	<b>86.8</b>	<b>16</b>
Contribution margin	90.3	79.6	10.7	13
<b>Contribution margin / Net revenues</b>	<b>14.4%</b>	<b>14.7%</b>	<b>(0.3) pp</b>	
Results from associates	0.0	0.0	0.0	--
<b>Segment result</b>	<b>90.3</b>	<b>79.6</b>	<b>10.7</b>	<b>13</b>

### 3. Consolidated Total

	9M11 €M	9M10 €M	Variation €M	%
<b>Revenue</b>	<b>1,929.6</b>	<b>1,878.6</b>	<b>51.0</b>	<b>3</b>
Consolidated contribution margin	340.8	336.0	4.8	1
<b>Contribution margin / Revenues</b>	<b>17.7%</b>	<b>17.9%</b>	<b>(0.2) pp</b>	
Other non-distributable corporate expenses	(138.3)	(129.9)	(8.5)	7
<b>Net operating profit (EBIT) recurrent</b>	<b>202.5</b>	<b>206.1</b>	<b>(3.6)</b>	<b>(2)</b>
Extraordinary costs	0.0	(15.3)	15.3	-
<b>Net operating profit (EBIT)</b>	<b>202.5</b>	<b>190.8</b>	<b>11.6</b>	<b>6</b>

Figures not audited.