

APENDIX 1: CONSOLIDATED INCOME STATEMENT

	2011 €M	2010 €M	Variation €M	%
Revenue	2,688.5	2,557.0	131.5	5
Other income	83.8	74.4	9.4	13
Materials consumed and other operating expenses	(1,282.4)	(1,255.5)	(27.0)	2
Personnel expenses	(1,194.0)	(1,047.5)	(146.5)	14
Results on non-current assets	17.6	(1.0)	18.6	NA
Gross operating profit (EBITDA) recurrent	313.4	327.4	(14.0)	(4)
Depreciations	(45.6)	(42.1)	(3.5)	8
Net operating profit (EBIT) recurrent	267.8	285.3	(17.5)	(6)
EBIT margin (recurrent)	10.0%	11.2%	(1.2) pp	--
Extraordinary costs	0.0	(33.4)	NA	NA
Net operating profit (EBIT)	267.8	251.9	15.9	6
EBIT margin	10.0%	9.9%	0.1 pp	--
Financial result	(37.7)	(19.1)	(18.6)	97
Share of profits / (losses) of associates and other investees	3.2	0.9	2.4	NA
Earnings before tax	233.3	233.6	(0.3)	(0)
Income tax expenses	(52.2)	(45.7)	(6.5)	14
Profit for the period	181.1	187.9	(6.9)	(4)
Attributable to minority interests	(0.1)	0.6	(0.7)	NA
Net Profit attributable to the parent company (recurrent)	181.0	215.4	(34.4)	(16)
Net Profit attributable to the parent company (reported)	181.0	188.5	(7.5)	(4)

Figures not audited.

APENDIX 2: INCOME STATEMENTS BY SEGMENTS

1. Solutions

	2011 €M	2010 €M	Variation €M	%
Net sales	1,810.8	1,827.2	(16.5)	(1)
Contribution margin	337.9	354.9	(17.0)	(5)
Contribution margin / Net revenues	18.7%	19.4%	(0.8) pp	
Results from associates	1.0	0.7	0.3	--
Segment result	339.0	355.6	(16.7)	(5)

2. Services

	2011 €M	2010 €M	Variation €M	%
Net sales	877.7	729.8	147.9	20
Contribution margin	126.5	112.1	14.4	13
Contribution margin / Net revenues	14.4%	15.4%	(0.9) pp	
Results from associates	0.0	(0.0)	0.0	--
Segment result	126.5	112.1	14.4	13

3. Consolidated Total

	2011 €M	2010 €M	Variation €M	%
Revenue	2,688.5	2,557.0	131.5	5
Consolidated contribution margin	464.5	467.0	(2.6)	(1)
Contribution margin / Revenues	17.3%	18.3%	(1.0) pp	
Other non-distributable corporate expenses	(196.7)	(181.7)	(15.0)	8
Net operating profit (EBIT) recurrent	267.8	285.3	(17.5)	(6)
Extraordinary costs	0.0	(33.4)	33.4	-
Net operating profit (EBIT)	267.8	251.9	15.9	6

Figures not audited.