

## APENDIX 1: CONSOLIDATED INCOME STATEMENT

	1S12 €M	1S11 €M	Variation €M	%
<b>Revenue</b>	<b>1,468.7</b>	<b>1,353.6</b>	<b>115.1</b>	<b>9</b>
Other income	43.5	31.6	11.9	38
Materials consumed and other operating expenses	(672.9)	(620.1)	(52.9)	9
Personnel expenses	(706.3)	(602.5)	(103.9)	17
Results on non-current assets	12.2	(0.2)	12.4	NA
<b>Gross operating profit (EBITDA) recurrent</b>	<b>145.1</b>	<b>162.4</b>	<b>(17.3)</b>	<b>(11)</b>
Depreciations	(22.2)	(20.7)	(1.5)	7
<b>Net operating profit (EBIT) recurrent</b>	<b>122.9</b>	<b>141.7</b>	<b>(18.8)</b>	<b>(13)</b>
<b>EBIT margin (recurrent)</b>	<b>8.4%</b>	<b>10.5%</b>	<b>(2.1)</b>	<b>--</b>
Extraordinary costs	(20.1)	0.0	NA	NA
<b>Net operating profit (EBIT)</b>	<b>102.8</b>	<b>141.7</b>	<b>(38.9)</b>	<b>(27)</b>
<b>EBIT margin</b>	<b>7.0%</b>	<b>10.5%</b>	<b>(3.5)</b>	<b>--</b>
Financial result	(26.2)	(10.2)	(16.0)	156
Share of profits / (losses) of associates and other investees	(1.6)	1.0	(2.6)	NA
<b>Earnings before tax</b>	<b>75.0</b>	<b>132.5</b>	<b>(57.5)</b>	<b>(43)</b>
Income tax expenses	(15.6)	(27.8)	12.2	(44)
<b>Profit for the period</b>	<b>59.4</b>	<b>104.7</b>	<b>(45.3)</b>	<b>(43)</b>
Attributable to minority interests	2.0	0.6	1.4	NA
Net Profit attributable to the parent company (reported)	61.4	105.3	(43.9)	(42)
<b>Net Profit attributable to the parent company (recurrent)</b>	<b>77.3</b>	<b>105.3</b>	<b>(28.0)</b>	<b>(27)</b>

Figures not audited.

## APENDIX 2: INCOME STATEMENTS BY SEGMENTS

### 1. Solutions

	1S12 €M	1S11 €M	Variation €M	%
<b>Net sales</b>	<b>905.6</b>	<b>902.0</b>	<b>3.6</b>	<b>0</b>
Contribution margin	163.1	169.6	(6.5)	(4)
<b>Contribution margin / Net revenues</b>	<b>18.0%</b>	<b>18.8%</b>	<b>(0.8) pp</b>	
Results from associates	(0.7)	(0.2)	(0.5)	--
<b>Segment result</b>	<b>162.4</b>	<b>169.4</b>	<b>(7.0)</b>	<b>(4)</b>

### 2. Services

	1S12 €M	1S11 €M	Variation €M	%
<b>Net sales</b>	<b>563.1</b>	<b>451.7</b>	<b>111.4</b>	<b>25</b>
Contribution margin	69.1	63.4	5.6	9
<b>Contribution margin / Net revenues</b>	<b>12.3%</b>	<b>14.0%</b>	<b>(1.8) pp</b>	
Results from associates	0.0	0.0	0.0	--
<b>Segment result</b>	<b>69.1</b>	<b>63.4</b>	<b>5.6</b>	<b>9</b>

### 3. Consolidated Total

	1S12 €M	1S11 €M	Variation €M	%
<b>Revenue</b>	<b>1,468.7</b>	<b>1,353.6</b>	<b>115.1</b>	<b>8</b>
Consolidated contribution margin	232.2	233.0	(0.8)	(0)
<b>Contribution margin / Revenues</b>	<b>15.8%</b>	<b>17.2%</b>	<b>(1.4) pp</b>	
Other non-distributable corporate expenses	(109.2)	(91.3)	(18.0)	20
<b>Net operating profit (EBIT) recurrent</b>	<b>122.9</b>	<b>141.7</b>	<b>(18.8)</b>	<b>(13)</b>
Extraordinary costs	(20.1)	0.0	(20.1)	-
<b>Net operating profit (EBIT)</b>	<b>102.8</b>	<b>141.7</b>	<b>(38.9)</b>	<b>(27)</b>

Figures not audited.