

APENDIX 1: CONSOLIDATED INCOME STATEMENT

	9M12	9M11	Variation	
	€M	€M	€M	%
Revenue	2,120.8	1,929.6	191.2	10
Other income	66.4	48.7	17.7	36
Materials consumed and other operating expenses	(960.0)	(873.6)	(86.4)	10
Personnel expenses	(1,025.5)	(869.9)	(155.6)	18
Results on non-current assets	11.8	0.8	11.0	NA
Gross operating profit (EBITDA) recurrent	213.4	235.6	(22.2)	(9)
Depreciations	(34.2)	(33.1)	(1.0)	3
Net operating profit (EBIT) recurrent	179.3	202.5	(23.2)	(11)
EBIT margin (recurrent)	8.5%	10.5%	(2.0)	--
Extraordinary costs	(27.2)	0.0	NA	NA
Net operating profit (EBIT)	152.1	202.5	(50.4)	(25)
EBIT margin	7.2%	10.5%	(3.3)	--
Financial result	(39.1)	(22.3)	(16.8)	75
Share of profits / (losses) of associates and other investees	1.0	2.3	(1.3)	NA
Earnings before tax	113.9	182.4	(68.4)	(38)
Income tax expenses	(23.8)	(38.5)	14.7	(38)
Profit for the period	90.1	143.8	(53.7)	(37)
Attributable to minority interests	3.1	0.9	2.2	NA
Net Profit attributable to the parent company (reported)	93.3	144.8	(51.5)	(36)
Net Profit attributable to the parent company (recurrent)	114.8	144.8	(30.0)	(21)

Figures not audited.

APENDIX 2: INCOME STATEMENTS BY SEGMENTS

1. Solutions

	9M12 €M	9M11 €M	Variation €M	%
Net sales	1,313.9	1,303.0	10.8	1
Contribution margin	238.6	250.5	(11.9)	(5)
Contribution margin / Net revenues	18.2%	19.2%	(1.1) pp	
Results from associates	(1.1)	0.0	(1.1)	--
Segment result	237.5	250.5	(13.0)	(5)

2. Services

	9M12 €M	9M11 €M	Variation €M	%
Net sales	807.0	626.6	180.4	29
Contribution margin	98.3	90.3	8.0	9
Contribution margin / Net revenues	12.2%	14.4%	(2.2) pp	
Results from associates	0.0	0.0	0.0	--
Segment result	98.3	90.3	8.0	9

3. Consolidated Total

	9M12 €M	9M11 €M	Variation €M	%
Revenue	2,120.8	1,929.6	191.2	10
Consolidated contribution margin	336.9	340.8	(3.9)	(1)
Contribution margin / Revenues	15.9%	17.7%	(1.8) pp	
Other non-distributable corporate expenses	(157.6)	(138.3)	(19.3)	14
Net operating profit (EBIT) recurrent	179.3	202.5	(23.2)	(11)
Extraordinary costs	(27.2)	0.0	(27.2)	-
Net operating profit (EBIT)	152.1	202.5	(50.4)	(25)

Figures not audited.