

APENDIX 1: CONSOLIDATED INCOME STATEMENT

	2012 €M	2011 €M	Variation €M	%
Revenue	2,941.0	2,688.5	252.5	9
Other income	83.2	83.8	(0.6)	(1)
Materials consumed and other operating expenses	(1,335.0)	(1,282.4)	(52.5)	4
Personnel expenses	(1,397.9)	(1,194.0)	(203.9)	17
Results on non-current assets	8.6	17.6	(8.9)	NA
Gross operating profit (EBITDA) recurrent	299.9	313.4	(13.4)	(4)
Depreciations	(51.2)	(45.6)	(5.6)	12
Net operating profit (EBIT) recurrent	248.8	267.8	(19.0)	(7)
EBIT margin (recurrent)	8.5%	10.0%	(1.5)	--
Extraordinary costs	(31.6)	0.0	NA	NA
Net operating profit (EBIT)	217.2	267.8	(50.6)	(19)
EBIT margin	7.4%	10.0%	(2.6)	--
Financial result	(53.8)	(37.7)	(16.0)	42
Share of profits / (losses) of associates and other investees	(0.2)	3.2	(3.4)	NA
Earnings before tax	163.3	233.3	(70.0)	(30)
Income tax expenses	(35.7)	(52.2)	16.5	(32)
Profit for the period	127.6	181.1	(53.5)	(30)
Attributable to minority interests	5.1	(0.1)	5.2	NA
Net Profit attributable to the parent company (reported)	132.7	181.0	(48.3)	(27)
Net Profit attributable to the parent company (recurrent)	157.3	181.0	(23.7)	(13)

Figures not audited.

APENDIX 2: INCOME STATEMENTS BY SEGMENTS

1. Solutions

	2012 €M	2011 €M	Variation €M	%
Net sales	1,881.1	1,810.8	70.4	4
Contribution margin	331.3	337.9	(6.6)	(2)
Contribution margin / Net revenues	17.6%	18.7%	(1.1) pp	
Results from associates	(0.6)	0.0	(0.6)	--
Segment result	330.7	337.9	(7.2)	(2)

2. Services

	2012 €M	2011 €M	Variation €M	%
Net sales	1,059.8	877.7	182.1	21
Contribution margin	135.8	126.5	9.3	7
Contribution margin / Net revenues	12.8%	14.4%	(1.6) pp	
Results from associates	0.0	0.0	0.0	--
Segment result	135.8	126.5	9.3	7

3. Consolidated Total

	2012 €M	2011 €M	Variation €M	%
Revenue	2,941.0	2,688.5	252.5	9
Consolidated contribution margin	467.1	464.4	2.7	1
Contribution margin / Revenues	15.9%	17.3%	(1.4) pp	
Other non-distributable corporate expenses	(218.3)	(196.7)	(21.6)	11
Net operating profit (EBIT) recurrent	248.8	267.8	(19.0)	(7)
Extraordinary costs	(31.6)	0.0	(31.6)	-
Net operating profit (EBIT)	217.2	267.8	(50.5)	(19)

Figures not audited.