

ANNEX 1: CONSOLIDATED INCOME STATEMENT

	1H11	1H10	Variation	
	€M	€M	€M	%
Revenue	1.353,6	1.328,6	25,1	2
Other income	31,6	33,3	(1,7)	(5)
Materials consumed and other operating expenses	(620,1)	(652,5)	32,4	(5)
Personnel expenses	(602,5)	(543,6)	(58,9)	11
Results on non-current assets	(0,2)	(0,4)	0,2	NA
Gross operating profit (recurrent EBITDA)	162,4	165,4	(2,9)	(2)
Depreciations	(20,7)	(19,7)	(1,0)	5
Net operating profit (recurrent EBIT)	141,7	145,7	(4,0)	(3)
EBIT margin (recurrent)	10,5%	11,0%	(0,5) pp	--
Extraordinary costs	0,0	(11,8)	NA	NA
Net operating profit (EBIT)	141,7	133,9	7,8	6
EBIT margin	10,5%	10,1%	0,4 pp	--
Financial result	(10,2)	(7,1)	(3,1)	43
Share of profits / (losses) of associates and other investees	1,0	(0,2)	1,2	NA
Earnings before tax	132,5	126,6	5,9	5
Income tax expenses	(27,8)	(25,3)	(2,5)	10
Profit for the period	104,7	101,3	3,4	3
Attributable to minority interests	0,6	(0,2)	0,8	NA
Net Profit attributable to the parent company (reported)	105,3	101,1	4,2	4
Net Profit attributable to the parent company (recurrent)	105,3	110,5	(5,2)	(5)

Figures not audited.

ANNEX 2: INCOME STATEMENTS BY SEGMENTS

1. Solutions

	1H11 €M	1H10 €M	Variation €M	%
Net sales	902,0	954,0	(52,1)	(5)
Contribution margin	169,6	181,2	(11,6)	(6)
Contribution margin / Net revenues	18,8%	19,0%	(0,2) pp	
Results from associates	(0,2)	(0,2)	(0,0)	--
Segment result	169,4	181,0	(11,6)	(6)

2. Services

	1H11 €M	1H10 €M	Variation €M	%
Net sales	451,7	374,5	77,2	21
Contribution margin	63,4	53,8	9,7	18
Contribution margin / Net revenues	14,0%	14,4%	(0,3) pp	
Results from associates	0,0	0,0	0,0	--
Segment result	63,4	53,8	9,7	18

3. Consolidated Total

	1H11 €M	1H10 €M	Variation €M	%
Revenue	1.353,6	1.328,6	25,1	2
Consolidated contribution margin	233,0	235,0	(2,0)	(1)
Contribution margin / Revenues	17,2%	17,7%	(0,5) pp	
Other non-distributable corporate expenses	(91,3)	(89,3)	(2,0)	2
Consolidated recurrent net operating profit (recurrent EBIT)	141,7	145,7	(4,0)	(3)
Extraordinary costs	0,0	(11,8)	11,8	-
Consolidated net operating profit (EBIT)	141,7	133,9	7,8	6

Figures not audited.