

ANNEX 1: CONSOLIDATED INCOME STATEMENT

	1Q11	1Q10	Variation	
	€M	€M	€M	%
Revenue	657.5	643.1	14.4	2
Other income	17.8	12.3	5.5	45
Materials consumed and other operating expenses	(301.7)	(313.5)	11.7	(4)
Personnel expenses	(294.6)	(263.3)	(31.3)	12
Results on non-current assets	(0.1)	(0.2)	0.1	NM
Gross operating profit (recurrent EBITDA)	78.9	78.5	0.4	1
Depreciations	(10.0)	(8.9)	(1.1)	12
Net operating profit (recurrent EBIT)	68.9	69.5	(0.6)	(1)
EBIT margin (recurrent)	10.5%	10.8%	(0.3) pp	--
Extraordinary costs	0.0	(5.4)	NM	NM
Net operating profit (EBIT)	68.9	64.1	4.8	7
EBIT margin	10.5%	10.0%	0.5	--
Financial result	(4.3)	(3.5)	(0.8)	24
Share of profits / (losses) of associates and other investees	(0.0)	0.1	(0.1)	NM
Earnings before tax	64.6	60.7	3.8	6
Income tax expenses	(14.5)	(13.5)	(1.0)	7
Profit for the period	50.1	47.2	2.9	6
Attributable to minority interests	(0.4)	(0.6)	0.2	(35)
Net Profit attributable to the parent company (reported)	49.7	46.6	3.1	7
Net Profit attributable to the parent company (recurrent)	49.7	50.8	(1.1)	(2)

Figures not audited.

ANNEX 2: INCOME STATEMENTS BY SEGMENTS

1. Solutions

	1Q11 €M	1Q10 €M	Variation €M	%
Net sales	458.1	452.8	5.3	1
Contribution margin	84.7	84.1	0.6	1
Contribution margin / Net revenues	18.5%	18.6%	(0.1) pp	
Results from associates	(0.0)	0.1	(0.1)	--
Segment result	84.7	84.2	0.5	1

2. Services

	1Q11 €M	1Q10 €M	Variation €M	%
Net sales	199.4	190.3	9.1	5
Contribution margin	31.0	32.2	(1.2)	(4)
Contribution margin / Net revenues	15.5%	16.9%	(1.4) pp	
Results from associates	0.0	0.0	0.0	--
Segment result	31.0	32.2	(1.2)	(4)

3. Consolidated Total

	1Q11 €M	1Q10 €M	Variation €M	%
Revenue	657.5	643.1	14.4	2
Consolidated contribution margin	115.7	116.3	(0.6)	(1)
Contribution margin / Revenues	17.6%	18.1%	(0.5) pp	
Other non-distributable corporate expenses	(46.8)	(46.8)	(0.0)	0
Consolidated recurrent net operating profit (recurrent EBIT)	68.9	69.5	(0.6)	(1)
Extraordinary costs	0.0	(5.4)	5.4	-
Consolidated net operating profit (EBIT)	68.9	64.1	4.8	7

Figures not audited.