

## Appendix to the press release 5 May 2017 Q1 2017

### Highlights for the period ended 31 March

#### Brunel International (unaudited)

P&L amounts in EUR million

	Q1 2017	Q1 2016	Change %	
Revenue	196.4	238.4	-18%	<sup>a</sup>
Gross Profit	47.2	47.9	-1%	
Gross margin	24.0%	20.1%		
Operating costs	41.5	38.8	7%	<sup>b</sup>
EBIT	5.7	9.1	-37%	
EBIT %	2.9%	3.8%		
Average direct	8,984	9,771	-8%	
Average indirect	1,460	1,503	-3%	
Ratio direct / Indirect	6.2	6.5		

<sup>a</sup> -19 % at constant currencies

<sup>b</sup> 6 % at constant currencies

#### Brunel Global Business (unaudited)

P&L amounts in EUR million

	Q1 2017	Q1 2016	Change %	
Revenue	82.1	128.8	-36%	<sup>a</sup>
Gross Profit	9.5	14.0	-32%	
Gross margin	11.6%	10.9%		
Operating costs	11.4	12.3	-7%	<sup>b</sup>
EBIT	-1.9	1.7	-212%	
EBIT %	-2.3%	1.3%		
Average direct	4,284	5,005	-14%	
Average indirect	504	626	-19%	
Ratio direct / Indirect	8.5	8.0		

<sup>a</sup> -39 % at constant currencies

<sup>b</sup> -10 % at constant currencies

To reflect the diversification in our global infrastructure the division “Energy” has been renamed “Global Business”.

## Brunel Europe (unaudited)

P&L amounts in EUR million

	<b>Q1 2017</b>	<b>Q1 2016</b>	<b>Change %</b>
Revenue	114.3	109.6	4%
Gross Profit	37.8	34.0	11%
Gross margin	33.1%	31.0%	
Operating costs	27.7	24.5	13%
EBIT	10.1	9.5	6%
EBIT %	8.8%	8.7%	
Average direct	4,700	4,766	-1%
Average indirect	890	862	3%
Ratio direct / Indirect	5.2	5.5	

## Brunel Netherlands (unaudited)

P&L amounts in EUR million

	<b>Q1 2017</b>	<b>Q1 2016</b>	<b>Change %</b>
Revenue	47.9	51.7	-7%
Gross Profit	14.4	15.0	-4%
Gross margin	30.1%	29.0%	
Operating costs	11.9	10.5	13%
EBIT	2.5	4.5	-44%
EBIT %	5.2%	8.6%	
Average direct	2,126	2,270	-6%
Average indirect	437	382	14%
Ratio direct / Indirect	4.9	5.9	

## Brunel Germany (unaudited)

P&L amounts in EUR million

	<b>Q1 2017</b>	<b>Q1 2016</b>	<b>Change %</b>
Revenue	56.3	49.6	14%
Gross Profit	20.9	16.9	24%
Gross margin	37.1%	34.2%	
Operating costs	13.7	11.9	15%
EBIT	7.2	5.0	44%
EBIT %	12.8%	10.1%	
Average direct	2,255	2,167	4%
Average indirect	402	408	-1%
Ratio direct / Indirect	5.6	5.3	