

**Appendix to the press release 4 May 2018  
Q1 2018**

**Highlights for the period ended 31 March**

(x EUR 1,000)

**Brunel International (unaudited)**

P&L amounts in EUR million

	<b>Q1 2018</b>	<b>Q1 2017</b>	<b>Change %</b>
Revenue	213.8	196.4	<b>9%</b> <sup>a</sup>
Gross Profit	50.0	47.2	<b>6%</b>
Gross margin	23.4%	24.0%	
Operating costs	42.8	41.5	<b>3%</b> <sup>b</sup>
EBIT	7.2	5.7	<b>26%</b>
EBIT %	3.4%	2.9%	
Average directs	11,228	8,984	<b>25%</b>
Average indirects	1,527	1,460	<b>5%</b>
Ratio direct / Indirect	7.4	6.2	

*a 11 % like-for-like*

*b 5 % like-for-like*

*Like-for-like is measured excluding the impact of currencies and acquisitions*

**DACH region (unaudited)**

P&L amounts in EUR million

	<b>Q1 2018</b>	<b>Q1 2017</b>	<b>Change %</b>
Revenue	64.1	61.3	<b>5%</b>
Gross Profit	20.6	22.0	<b>-6%</b>
Gross margin	32.1%	35.9%	
Operating costs	14.9	14.6	<b>2%</b>
EBIT	5.7	7.4	<b>-23%</b>
EBIT %	8.9%	12.1%	
Average directs	2,524	2,377	<b>6%</b>
Average indirects	472	431	<b>10%</b>
Ratio direct / Indirect	5.3	5.5	

### The Netherlands (unaudited)

P&L amounts in EUR million

	Q1 2018	Q1 2017	Change %
Revenue	56.2	47.9	17%
Gross Profit	16.9	14.4	17%
Gross margin	30.1%	30.1%	
Operating costs	12.7	11.9	7%
EBIT	4.2	2.5	68%
EBIT %	7.5%	5.2%	
Average direct	2,419	2,126	14%
Average indirect	422	437	-3%
Ratio direct / Indirect	5.7	4.9	

### Australasia (unaudited)

P&L amounts in EUR million

	Q1 2018	Q1 2017	Change %
Revenue	27.7	24.0	15% <sup>a</sup>
Gross Profit	2.4	1.8	33%
Gross margin	8.7%	7.5%	
Operating costs	2.4	2.0	20% <sup>b</sup>
EBIT	0	-0.2	-100%
EBIT %	0.0%	-0.8%	
Average direct	925	442	109%
Average indirect	77	76	2%
Ratio direct / Indirect	12.0	5.8	

<sup>a</sup> 1 % like-for-like

<sup>b</sup> 12 % like-for-like

Like-for-like is measured excluding the impact of currencies and acquisitions

### Middle East & India (unaudited)

P&L amounts in EUR million

	Q1 2018	Q1 2017	Change %
Revenue	19.2	16.0	20% <sup>a</sup>
Gross Profit	3.3	2.2	50%
Gross margin	17.2%	13.8%	
Operating costs	1.6	1.8	-11% <sup>b</sup>
EBIT	1.7	0.4	325%
EBIT %	8.9%	2.5%	
Average direct	2,392	1,085	120%
Average indirect	112	101	11%
Ratio direct / Indirect	21.3	10.7	

<sup>a</sup> 38 % like-for-like

<sup>b</sup> 0 % like-for-like

Like-for-like is measured excluding the impact of currencies and acquisitions

**Rest of world (unaudited)**

P&amp;L amounts in EUR million

	<b>Q1 2018</b>	<b>Q1 2017</b>	<b>Change %</b>	
Revenue	46.6	47.2	-1%	<sup>a</sup>
Gross Profit	6.8	6.8	0%	
Gross margin	14.6%	14.4%		
Operating costs	8.7	8.7	0%	<sup>b</sup>
EBIT	-1.9	-1.9	0%	
EBIT %	-4.1%	-4.0%		
Average directs	2,968	2,955	0%	
Average indirects	388	368	5%	
Ratio direct / Indirect	7.7	8.0		

*a 8 % like-for-like**b 5 % like-for-like**Like-for-like is measured excluding the impact of currencies and acquisitions***Unallocated (unaudited)**

P&amp;L amounts in EUR million

	<b>Q1 2018</b>	<b>Q1 2017</b>	<b>Change %</b>	
Revenue	-	-		
Gross Profit	-	-		
Gross margin				
Operating costs	2.5	2.5	0%	
EBIT	-2.5	-2.5	0%	
EBIT %				
Average directs	-	-		
Average indirects	55	48	16%	
Ratio direct / Indirect	-	-		