

**Appendix to the press release 1 November 2013  
Q3 2013**

**Highlights for the period ended 30 September**

**Brunel International N.V.**  
(unaudited)

P&L amounts in € million

	Q3 2013	Q3 2012 (restated)	Change %	YtD 2013	YtD 2012 (restated)	Change %
Revenue	343.0	322.3	* 6%	943.7	910.4	** 4%
Gross Profit	62.6	58.1	8%	167.1	165.0	1%
Gross margin	18.3%	18.0%		17.7%	18.1%	
Ebit	22.5	19.6	15%	49.5	54.4	-9%
Ebit %	6.6%	6.1%		5.2%	6.0%	
Average directs	11,587	10,139	14%	11,131	9,709	15%
Average indirects	1,489	1,341	11%	1,499	1,331	13%
Ratio direct / indirect	7.8	7.6		7.4	7.3	

\* 10% at constant currencies

\*\* 7% at constant currencies

**Brunel Oil & Gas**  
 (unaudited)

P&amp;L amounts in € million

	Q3 2013	Q3 2012 (restated)	Change %	YtD 2013	YtD 2012 (restated)	Change %
Revenue	244.2	226.6	8%	655.0	628.6	4%
Gross Profit	28.2	24.5	15%	71.8	67.9	6%
Gross margin	11.5%	10.8%		11.0%	10.8%	
Ebit	12.9	11.2	15%	27.0	28.9	-7%
Ebit %	5.3%	4.9%		4.1%	4.6%	
Average directs	7,215	5,830	24%	6,810	5,545	23%
Average indirects	684	532	29%	695	524	33%
Ratio direct / indirect	10.5	11.0		9.8	10.6	

**Brunel Energy**  
 (unaudited)

P&amp;L amounts in € million

	Q3 2013	Q3 2012 (restated)	Change %	YtD 2013	YtD 2012 (restated)	Change %
Revenue	204.4	155.0	32%	552.7	426.1	30%
Gross Profit	24.1	18.1	33%	62.3	49.3	26%
Gross margin	11.8%	11.7%		11.3%	11.6%	
Ebit	10.0	6.2	61%	21.3	14.7	45%
Ebit %	4.9%	4.0%		3.9%	3.4%	
Average directs	6,695	5,068	32%	6,354	4,763	33%
Average indirects	646	490	32%	657	483	36%
Ratio direct / indirect	10.4	10.4		9.7	9.9	

**Brunel Projects**  
 (unaudited)

P&amp;L amounts in € million

	Q3 2013	Q3 2012 (restated)	Change %	YtD 2013	YtD 2012 (restated)	Change %
Revenue	39.8	71.6	-44%	102.3	202.5	-49%
Gross Profit	4.1	6.4	-36%	9.5	18.6	-49%
Gross margin	10.3%	8.9%		9.3%	9.2%	
Ebit	2.9	5.0	-42%	5.7	14.2	-60%
Ebit %	7.3%	7.0%		5.6%	7.0%	
Average directs	521	763	-32%	456	782	-42%
Average indirects	32	30	7%	32	28	16%
Ratio direct / indirect	16.3	25.4		14.1	27.9	

**Brunel Europe**  
 (unaudited)

P&amp;L amounts in € million

	Q3 2013	Q3 2012	Change %	YtD 2013	YtD 2012	Change %
Revenue	98.8	95.8	3%	289.0	282.1	2%
Gross Profit	34.4	33.6	2%	95.2	97.1	-2%
Gross margin	34.8%	35.1%		32.9%	34.4%	
Ebit	12.0	11.7	3%	29.9	32.3	-7%
Ebit %	12.1%	12.2%		10.3%	11.4%	
Average directs	4,372	4,309	1%	4,321	4,163	4%
Average indirects	788	782	1%	791	780	1%
Ratio direct / indirect	5.5	5.5		5.5	5.3	

**Brunel Germany**  
 (unaudited)

P&amp;L amounts in € million

	Q3 2013	Q3 2012	Change %	YtD 2013	YtD 2012	Change %
Revenue	53.3	48.7	9%	152.0	136.2	12%
Gross Profit	20.6	18.8	10%	55.5	50.9	9%
Gross margin	38.6%	38.6%		36.5%	37.4%	
Ebit	8.6	7.2	19%	21.0	17.9	17%
Ebit %	16.1%	14.8%		13.8%	13.1%	
Average directs	2,215	2,086	6%	2,180	1,979	10%
Average indirects	406	391	4%	409	378	8%
Ratio direct / indirect	5.5	5.3		5.3	5.2	

**Brunel Netherlands**  
 (unaudited)

P&amp;L amounts in € million

	Q3 2013	Q3 2012	Change %	YtD 2013	YtD 2012	Change %
Revenue	39.1	38.7	1%	116.2	121.3	-4%
Gross Profit	12.2	12.9	-5%	34.9	40.5	-14%
Gross margin	31.2%	33.3%		30.0%	33.4%	
Ebit	3.6	4.6	-22%	9.4	14.5	-35%
Ebit %	9.2%	11.9%		8.1%	12.0%	
Average directs	1,830	1,824	0%	1,794	1,803	0%
Average indirects	319	321	-1%	317	329	-4%
Ratio direct / indirect	5.7	5.7		5.7	5.5	