

**Appendix to the press release 30 April 2015**  
**Q1 2015**

**Highlights for the period ended 31 March**

**Brunel International (unaudited)**

P&L amounts in EUR million

|                         | <b>Q1 2015</b> | <b>Q1 2014</b> | <b>Change %</b> |
|-------------------------|----------------|----------------|-----------------|
| Revenue                 | 333.7          | 340.7          | <b>-2%*</b>     |
| Gross Profit            | 59.3           | 62.1           | <b>-4%</b>      |
| Gross margin            | 17.8%          | 18.2%          |                 |
| Operating costs         | 45.0           | 41.0           | <b>10%**</b>    |
| EBIT                    | 14.3           | 21.1           | <b>-32%</b>     |
| EBIT %                  | 4.3%           | 6.2%           |                 |
| Average directs         | 11,400         | 12,358         | <b>-8%</b>      |
| Average indirects       | 1,683          | 1,584          | <b>6%</b>       |
| Ratio direct / Indirect | 6.8            | 7.8            |                 |

\* -11 % at constant currencies

\*\* 5 % at constant currencies

## Brunel Oil & Gas (unaudited)

P&L amounts in EUR million

|                         | Q1 2015 | Q1 2014 | Change % |
|-------------------------|---------|---------|----------|
| Revenue                 | 231.6   | 238.2   | -3% *    |
| Gross Profit            | 26.3    | 28.0    | -6%      |
| Gross margin            | 11.4%   | 11.7%   |          |
| Operating costs         | 18.4    | 15.7    | 17% **   |
| EBIT                    | 7.9     | 12.3    | -35%     |
| EBIT %                  | 3.4%    | 5.2%    |          |
| Average directs         | 6,886   | 7,941   | -13%     |
| Average indirects       | 788     | 757     | 4%       |
| Ratio direct / Indirect | 8.7     | 10.5    |          |

\* -14% at constant currencies

\*\* 5% at constant currencies

## Brunel Energy (unaudited)

P&L amounts in EUR million

|                         | Q1 2015 | Q1 2014 | Change % |
|-------------------------|---------|---------|----------|
| Revenue                 | 198.4   | 193.3   | 3%*      |
| Gross Profit            | 22.9    | 23.3    | -2%      |
| Gross margin            | 11.6%   | 12.0%   |          |
| Operating costs         | 17.3    | 14.6    | 18% **   |
| EBIT                    | 5.6     | 8.7     | -35%     |
| EBIT %                  | 2.8%    | 4.5%    |          |
| Average directs         | 6,383   | 7,280   | -12%     |
| Average indirects       | 762     | 727     | 5%       |
| Ratio direct / Indirect | 8.4     | 10.0    |          |

\*-11% at constant currencies

\*\* 5% at constant currencies

## Brunel Projects (unaudited)

P&L amounts in EUR million

|                         | Q1 2015 | Q1 2014 | Change % |
|-------------------------|---------|---------|----------|
| Revenue                 | 33.2    | 44.9    | -26%*    |
| Gross Profit            | 3.4     | 4.7     | -27%     |
| Gross margin            | 10.3%   | 10.4%   |          |
| Operating costs         | 1.1     | 1.1     | 3% **    |
| EBIT                    | 2.3     | 3.6     | -36%     |
| EBIT %                  | 6.9%    | 8.0%    |          |
| Average directs         | 503     | 661     | -24%     |
| Average indirects       | 26      | 30      | -13%     |
| Ratio direct / Indirect | 19.3    | 22.0    |          |

\* -31% at constant currencies

\*\* -4% at constant currencies

## **Brunel Europe (unaudited)**

P&L amounts in EUR million

|                         | <b>Q1 2015</b> | <b>Q1 2014</b> | <b>Change %</b> |
|-------------------------|----------------|----------------|-----------------|
| Revenue                 | 102.1          | 102.5          | <b>0%</b>       |
| Gross Profit            | 33.0           | 34.1           | <b>-3%</b>      |
| Gross margin            | 32.3%          | 33.2%          |                 |
| Operating costs         | 24.4           | 23.2           | <b>5%</b>       |
| EBIT                    | 8.6            | 10.9           | <b>-22%</b>     |
| EBIT %                  | 8.4%           | 10.6%          |                 |
| Average directs         | 4,514          | 4,415          | <b>2%</b>       |
| Average indirects       | 895            | 827            | <b>8%</b>       |
| Ratio direct / Indirect | 5.0            | 5.3            |                 |

## **Brunel Germany (unaudited)**

P&L amounts in EUR million

|                         | <b>Q1 2015</b> | <b>Q1 2014</b> | <b>Change %</b> |
|-------------------------|----------------|----------------|-----------------|
| Revenue                 | 48.6           | 51.4           | <b>-5%</b>      |
| Gross Profit            | 16.9           | 18.9           | <b>-10%</b>     |
| Gross margin            | 34.8%          | 36.7%          |                 |
| Operating costs         | 12.5           | 11.9           | <b>5%</b>       |
| EBIT                    | 4.4            | 7.0            | <b>-37%</b>     |
| EBIT %                  | 9.1%           | 13.6%          |                 |
| Average directs         | 2,131          | 2,161          | <b>-1%</b>      |
| Average indirects       | 452            | 415            | <b>9%</b>       |
| Ratio direct / Indirect | 4.7            | 5.2            |                 |

## **Brunel The Netherlands (unaudited)**

P&L amounts in EUR million

|                         | <b>Q1 2015</b> | <b>Q1 2014</b> | <b>Change %</b> |
|-------------------------|----------------|----------------|-----------------|
| Revenue                 | 45.2           | 44.3           | <b>2%</b>       |
| Gross Profit            | 13.8           | 13.6           | <b>2%</b>       |
| Gross margin            | 30.5%          | 30.6%          |                 |
| Operating costs         | 9.8            | 9.5            | <b>3%</b>       |
| EBIT                    | 4.0            | 4.1            | <b>-1%</b>      |
| EBIT %                  | 8.9%           | 9.2%           |                 |
| Average directs         | 2,034          | 1,932          | <b>5%</b>       |
| Average indirects       | 358            | 333            | <b>8%</b>       |
| Ratio direct / Indirect | 5.7            | 5.8            |                 |