

Consolidated income statement

| <i>(in millions of euros)</i> | First-half 2017 Amount | First-half 2016 Amount |
|---|---------------------------|---------------------------|
| Revenue | 1 903,2 | 1 878,8 |
| Staff costs | -1 176,4 | -1 150,8 |
| Purchases and external expenses | -571,1 | -560,2 |
| Taxes and duties | -19,5 | -19,2 |
| Depreciation, amortisation, provisions and impairment | -2,2 | -20,9 |
| Other current operating income and expenses | 8,1 | 6,5 |
| Operating profit on business activity | 142,1 | 134,2 |
| <i>as % of revenue</i> | 7,5% | 7,1% |
| Expenses related to stock options and related items | -17,0 | -10,2 |
| Amortisation of allocated intangible assets | -10,9 | -10,1 |
| Profit from recurring operations | 114,2 | 114,0 |
| <i>as % of revenue</i> | 6,0% | 6,1% |
| Other operating income and expenses | -11,4 | -10,7 |
| Operating profit | 102,7 | 103,2 |
| <i>as % of revenue</i> | 5,4% | 5,5% |
| Cost of net financial debt | -3,5 | -3,8 |
| Other financial income and expenses | -2,5 | -4,6 |
| Tax expense | -30,8 | -44,4 |
| Net profit from associates | 1,0 | 3,8 |
| Net profit from continuing operations | 66,9 | 54,2 |
| Net profit from discontinued operations | - | - |
| CONSOLIDATED NET PROFIT | 66,9 | 54,2 |
| <i>as % of revenue</i> | 3,5% | 2,9% |
| Non-controlling interests | 0,9 | 0,2 |
| Net profit attributable to the Group | 66,0 | 54,0 |
| <i>as % of revenue</i> | 3,5% | 2,9% |
| EARNINGS PER SHARE <i>(in euros)</i> | First-half 2017 | First-half 2016 |
| Basic earnings per share | 3,27 | 2,70 |
| Diluted earnings per share | 3,26 | 2,69 |

Consolidated cash flow statement

| | First-half 2017 | First-half 2016 |
|--|-----------------|-----------------|
| <i>(in millions of euros)</i> | Amount | Amount |
| Consolidated net profit (including non-controlling interests) | 66,9 | 54,2 |
| Net increase in depreciation, amortisation and provisions | 19,1 | 31,6 |
| Unrealised gains and losses related to changes in fair value | 2,5 | -0,0 |
| Share-based payment expense | 17,0 | 10,2 |
| Gains and losses on disposal | -6,8 | 0,1 |
| Share of net profit/(loss) of equity-accounted companies | -1,0 | -3,8 |
| Cash from operations after cost of net debt and tax | 97,8 | 92,2 |
| Cost of net financial debt | 3,5 | 3,8 |
| Dividends from non-consolidated securities | 0,0 | -0,2 |
| Tax expense | 30,8 | 44,4 |
| Cash from operations before cost of net financial debt and tax (A) | 132,1 | 140,2 |
| Tax paid (B) | -23,7 | -33,0 |
| Change in operating working capital requirement (C) | -184,0 | -172,9 |
| Net cash from/(used in) operating activities (D) = (A+B+C) | -75,7 | -65,7 |
| Purchase of tangible and intangible fixed assets | -22,8 | -20,2 |
| Proceeds from sale of tangible and intangible fixed assets | 2,0 | 0,1 |
| Purchase of financial assets | -0,1 | -0,0 |
| Proceeds from sale of financial assets | 0,1 | - |
| Cash impact of changes in scope | -26,6 | -91,2 |
| Dividends received (equity-accounted companies, non-consolidated securities) | 2,8 | 0,2 |
| Proceeds from/(Payments on) loans and advances granted | -2,1 | -0,1 |
| Net interest received | -0,0 | 0,5 |
| Net cash from/(used in) investing activities (E) | -46,7 | -110,6 |
| Proceeds on the exercise of stock options | 0,2 | 2,0 |
| Purchase and sale of treasury shares | -1,0 | 9,3 |
| Proceeds from/(Payments on) borrowings | 96,5 | 85,6 |
| Net interest paid | 1,0 | -1,4 |
| Additional contributions related to defined-benefit pension plans | -8,8 | -10,8 |
| Other cash flows relating to financing activities | 1,2 | 0,3 |
| Net cash from/(used in) financing activities (F) | 89,1 | 84,9 |
| Impact of changes in foreign exchange rates (G) | -7,7 | -17,0 |
| NET CHANGE IN CASH AND CASH EQUIVALENTS (D+E+F+G) | -41,0 | -108,5 |
| Opening cash position | 261,7 | 217,5 |
| Closing cash position | 220,8 | 109,0 |