

Detailed quarterly sales 2011 - 2012

| (€ millions) | 2012 | 2011 published 2012 | Change | Change at constant scope and exchange rates |
|----------------------------------|----------------|------------------------|---------------|---|
| Environmental Services | | | | |
| 1st quarter | 516.4 | 561.5 | (8.0%) | (8.0%) |
| 2nd quarter | 655.1 | 728.8 | (10.1%) | (10.8%) |
| 3rd quarter | 590.1 | 634.7 | (7.0%) | (8.9%) |
| 4th quarter | 544.7 | 606.0 | (10.1%) | (12.0%) |
| Total | 2,306.3 | 2,530.9 | (8.9%) | (10.0%) |
| Airport Services (1) | | | | |
| 1st quarter | 157.5 | 176.9 | (11.0%) | (11.3%) |
| 2nd quarter | 166.2 | 168.5 | (1.4%) | (3.7%) |
| 3rd quarter | 174.0 | 161.1 | 8.0% | (1.1%) |
| 4th quarter | 189.5 | 167.6 | 13.1% | (2.1%) |
| Total | 687.2 | 674.1 | 1.9% | (4.7%) |
| Business Services (1) (2) | | | | |
| 1st quarter | 131.5 | 125.0 | 5.2% | 5.4% |
| 2nd quarter | 127.8 | 119.0 | 7.4% | 7.2% |
| 3rd quarter | 132.5 | 126.7 | 4.5% | 4.6% |
| 4th quarter | 134.2 | 122.2 | 9.8% | 9.6% |
| Total | 525.9 | 493.0 | 6.7% | 6.7% |
| Holding companies | | | | |
| 1st quarter | 0.5 | 0.3 | 76.4% | na |
| 2nd quarter | 0.6 | 1.2 | (48.4%) | na |
| 3rd quarter | 0.8 | 0.6 | 24.1% | na |
| 4th quarter | 0.5 | 0.5 | 17.0% | na |
| Total | 2.4 | 2.5 | (4.7%) | na |
| Total sales | 3,521.8 | 3,700.6 | (4.8%) | (6.8%) |
| Total first half | 1,755.6 | 1,881.1 | (6.7%) | (7.1%) |
| Total second half | 1,766.3 | 1,819.4 | (2.9%) | (7.4%) |
| Total sales | 3,521.8 | 3,700.6 | (4.8%) | (6.8%) |

(1) The following subsidiaries have been reclassified from the Business Services segment to the Airport Services segment:

- Derichebourg Multiservices Ltd (Uk)
- Derichebourg Multiservices Ltd (Ireland)
- Knights cleaning services
- Heraclès SAS

The impact on the quarterly sales figures in 2011 is shown below

| Segment reclassification from Business Services to Airport Services | Derichebourg Multiservices Ltd (Uk) | Derichebourg Multiservices Ltd (Ireland) | Heraclès SAS | Knights cleaning services | TOTAL |
|---|-------------------------------------|--|--------------|---------------------------|-------------|
| 1st quarter | 5.3 | 0.4 | 0.6 | 1.0 | 7.1 |
| 2nd quarter | 5.0 | 0.1 | 0.5 | 1.0 | 6.6 |
| 3rd quarter | 7.7 | 0.7 | 0.8 | 0.9 | 10.1 |
| 4th quarter | 5.1 | 0.0 | 0.9 | 0.8 | 6.8 |
| Total | 23.1 | 1.1 | 2.7 | 3.7 | 30.6 |

The impact on the quarterly sales figures in 2012 is shown below

| Segment reclassification from Business Services to Airport Services | Derichebourg Multiservices Ltd (Uk) | Derichebourg Multiservices Ltd (Ireland) | Heraclès SAS | Knights cleaning services | TOTAL |
|---|-------------------------------------|--|--------------|---------------------------|-------------|
| 1st quarter | 5.3 | 0.2 | 0.7 | 0.9 | 7.0 |
| 2nd quarter | 6.0 | 0.2 | 1.2 | 0.8 | 8.2 |
| 3rd quarter | 6.9 | 0.5 | 1.4 | 0.6 | 9.4 |
| 4th quarter | 5.5 | 0.2 | 1.4 | 0.5 | 7.6 |
| Total | 23.6 | 1.1 | 4.8 | 2.7 | 32.2 |

(2) The aeronautics maintenance business has been classified as a discontinued activity.

The impact on the quarterly sales figures is shown below

| Classification of the aeronautics maintenance business as a discontinued activity | 2011 | 2012 |
|---|---------------|---------------|
| 1st quarter | (4.1) | (4.7) |
| 2nd quarter | (4.6) | (4.7) |
| 3rd quarter | (5.3) | (5.4) |
| 4th quarter | (5.3) | (5.3) |
| Total | (19.3) | (20.1) |