

## Key figures

(in € millions)	Q4 '11	Q4 '10	change	FY '11	FY '10	change
Revenue	357	516	-31%	1,273	1,521	-16%
Gross result	166	237	-30%	640	744	-14%
EBITDA	47	95		206	295	
EBITDA (normalised)	61	96	-37%	221	299	-26%
Operating result	10	65		-425	186	
Operating result (normalised)	24	66	-64%	102	190	-46%
Net result	12	52		-438	108	
Net result (normalised)	17	50	-67%	68	107	-36%
EPS, € diluted	0.05	0.23		-1.97	0.49	
EPS, € diluted (normalised)	0.07	0.22	-66%	0.31	0.48	-35%
Adjusted EPS, € diluted	0.16	0.29	-43%	0.55	0.70	-22%

<sup>1</sup> Normalised results exclude restructuring and impairment charges to match the basis on which we provided our guidance for 2011. Normalised results exclude restructuring charges of €13.6 million in Q4 '11 (€1.3 million in Q4 '10), €14.8 million in FY '11 (€3.3 million in FY '10), a non-cash impairment charge of €512 million in FY '11 and the tax charge has been adjusted for impairment, restructuring and one-off gains (Q4 '11: €5.9 million, Q4 '10: €3.0 million, FY '11: €6.3 million, FY '10: €3.0 million)

<sup>2</sup> Earnings per share adjusted for impairment, acquisition-related amortisation and restructuring charges on a post-tax basis

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