

RESULTS 2006

Key figures

in millions of Euro unless stated otherwise

	2006	2005
Income statement		
Sales	7,660	6,851
Gross profit	1,429	1,227
Operating income	294	232
Operating income excluding special items ¹⁾	289	232
Net income ⁴⁾	186	158
Net income excluding special items ^{1) 4)}	181	143
Statistics		
Organic increase in sales over previous year	8%	7%
Organic increase in operating income excluding special items ¹⁾ over previous year	17%	11%
Gross margin	18.7%	17.9%
Operating margin excluding special items ¹⁾	3.8%	3.4%
Balance sheet		
Total equity ⁴⁾	1,159	1,030
Net interest-bearing assets and liabilities	- 558	- 536
Key figures per ordinary share (in €)		
Earnings per share ^{2) 4)}	1.09	0.93
Earnings per share excluding special items ^{1) 2) 4)}	1.06	0.84
(Proposed) dividend on ordinary shares ³⁾	0.30	0.25
Other information		
Average number of employees (FTEs)	14,366	12,779
Number of offices	2,433	2,276

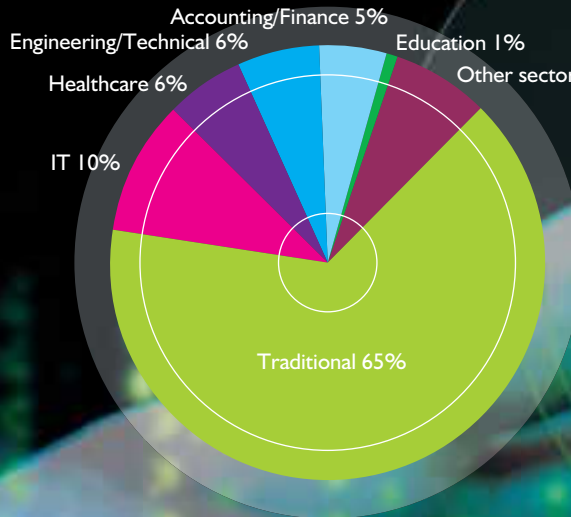
¹⁾ Special items comprise the profit from disposal of investments.

²⁾ After preference dividend.

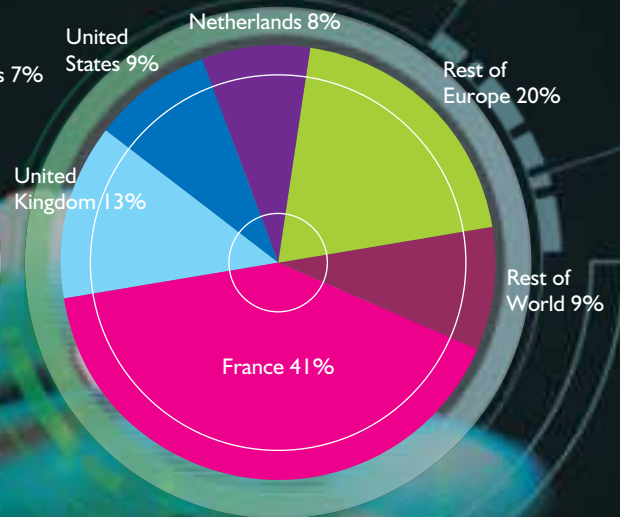
³⁾ See paragraph on dividends, page 89.

⁴⁾ We have changed our policy for accounting for minority interests. Prior year results have been restated accordingly. Please refer to page 56 for further details.

Sales segmentation



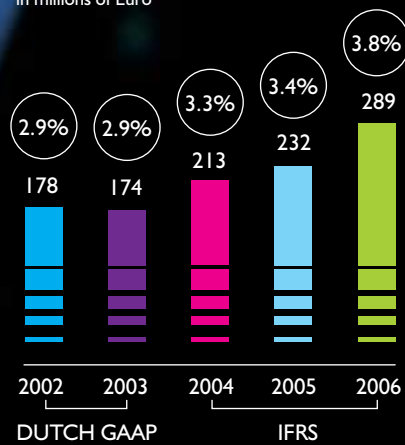
by sector



by geography

Operating income/Operating margin

in millions of Euro



Sales

in millions of Euro

