

Quarterly figures by segments

Customer sales by service line, EUR million

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	188.5	185.6	171.8	189.5	735.4	189.5
Business Consulting and Implementation	51.2	48.9	42.3	53.5	195.9	62.1
Industry Solutions	121.6	119.8	112.1	132.5	486.0	120.7
Product Development Services	31.8	31.3	28.8	34.2	126.1	34.0
Group total	393.1	385.6	355.0	409.6	1 543.4	406.3

Customer sales by industry group, EUR million

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Financial Services	95.9	96.4	92.2	99.9	384.4	96.4
Public, Healthcare and Welfare	127.4	126.5	112.3	135.4	501.7	132.9
Industrial and Consumer Services	137.9	131.5	121.7	140.1	531.2	143.0
Product Development Services	31.8	31.3	28.8	34.2	126.1	34.0
Group total	393.1	385.6	355.0	409.6	1 543.4	406.3

Operating profit (EBIT) by service line, EUR million

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	13.8	19.1	23.0	22.7	78.5	20.7
Business Consulting and Implementation	2.9	4.8	3.6	4.8	16.1	5.3
Industry Solutions	6.2	9.6	15.8	22.7	54.4	10.9
Product Development Services	4.1	2.3	2.1	3.5	12.0	4.3
Support Functions and Global Management	-5.0	-7.6	-3.5	-5.8	-21.9	-3.8
Operating profit (EBIT)	22.0	28.1	41.1	47.9	139.1	37.3

Operating margin (EBIT) by service line, %

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	7.3	10.3	13.4	12.0	10.7	10.9
Business Consulting and Implementation	5.7	9.9	8.4	9.0	8.2	8.5
Industry Solutions	5.1	8.0	14.1	17.1	11.2	9.0
Product Development Services	12.9	7.3	7.3	10.1	9.5	12.7
Operating margin (EBIT)	5.6	7.3	11.6	11.7	9.0	9.2

Adjusted operating profit (EBIT) by service line, EUR million

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	19.6	21.6	23.1	24.3	88.6	20.8
Business Consulting and Implementation	4.7	3.8	3.5	4.3	16.3	5.4
Industry Solutions	9.9	11.2	15.8	20.8	57.7	9.0
Product Development Services	4.3	2.5	2.1	3.5	12.3	4.3
Support Functions and Global Management	-2.9	-3.6	-3.3	-3.6	-13.4	-3.0
Adjusted operating profit (EBIT)	35.6	35.5	41.1	49.2	161.4	36.6

Adjusted operating margin (EBIT) by service line, %

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	10.4	11.7	13.5	12.8	12.1	11.0
Business Consulting and Implementation	9.2	7.7	8.2	8.1	8.3	8.7
Industry Solutions	8.1	9.4	14.1	15.7	11.9	7.5
Product Development Services	13.4	8.0	7.2	10.1	9.7	12.7
Adjusted operating margin (EBIT)	9.0	9.2	11.6	12.0	10.5	9.0

Depreciation by service line, EUR million

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	8.3	8.1	8.0	8.1	32.5	7.8
Business Consulting and Implementation	0.1	0.1	0.1	0.1	0.2	0.0
Industry Solutions	0.3	0.2	0.2	0.2	0.9	0.2
Product Development Services	0.0	0.0	0.0	0.0	0.1	0.0
Support Functions and Global Management	1.3	1.4	1.4	1.6	5.7	1.7
Group total	10.0	9.7	9.7	10.0	39.5	9.8

Amortization on allocated intangible assets from acquisitions by service line, EUR million

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	-	-	-	-	-	-
Business Consulting and Implementation	0.1	0.1	0.1	0.2	0.5	0.4
Industry Solutions	1.0	0.9	0.9	1.0	3.7	0.9
Product Development Services	-	-	-	-	-	-
Support Functions and Global Management	-	-	-	-	-	-
Group total	1.1	1.0	1.0	1.2	4.3	1.3

Amortization on other intangible assets by service line, EUR million

	2017 1-3	2017 4-6	2017 7-9	2017 10-12	2017 1-12	2018 1-3
Technology Services and Modernization	2.1	2.0	2.2	2.1	8.5	1.9
Business Consulting and Implementation	0.1	0.1	0.1	0.1	0.3	0.1
Industry Solutions	0.2	0.1	0.2	0.1	0.6	0.1
Product Development Services	-	-	-	-	-	-
Support Functions and Global Management	0.3	0.5	0.4	0.2	1.5	0.5
Group total	2.6	2.8	2.9	2.6	10.9	2.7

Personnel by service line, end of period

	2017 1-3	2017 1-6	2017 1-9	2017 1-12	2018 1-3
Technology Services and Modernization	5 858	5 743	5 721	5 757	5 836
Business Consulting and Implementation	1 901	1 881	1 871	2 224	2 245
Industry Solutions	3 860	3 874	3 900	3 925	4 021
Product Development Services	1 328	1 388	1 485	1 532	1 530
Service lines total	12 948	12 886	12 978	13 438	13 632
Industry groups	253	253	258	279	331
Support Functions and Global Management	622	614	615	612	618
Group total	13 822	13 754	13 851	14 329	14 581