

## Press Release

6 February 2013



## 2012 Sales: €1,490 million International sales: + 53.4%

In M€ <sup>(1)</sup>	2012	2011	Variation
Temp. business <sup>(2)</sup>	1,238.4	1,275.8	- 2.9%
of which, international	199.1	124.9	59.4%
Multiservices business <sup>(2)</sup>	269.0	254.4	+ 5.7%
of which, international	35.3	27.9	+ 26.3%
<b>Group total <sup>(3)</sup></b>	<b>1,490.0</b>	<b>1,512.4</b>	<b>- 1.5%</b>
of which, international	234.4	152.8	53.4%

(1) Unaudited data

(2) before intercompany eliminations

(3) after intercompany eliminations

Despite a challenging environment in Europe, Groupe CRIT posted 2012 sales of €1,490 million, down slightly by 1.5% (-6.3% like for like). This sound performance reflects the benefits of the Group's strong growth in the international market in both segments (temporary employment and multiservices) with sales surging 53.4% to €234.4 million (+5.7% like for like). International revenues now account for almost 16% of sales.

Group CRIT posted sales of €365.8 million in the fourth quarter, compared with €391.6 million in the same period in 2011, as weak demand continued to dampen business overall. In contrast international sales rose 12.2% to €63.6 million in the period.

### Temporary employment and recruitment

#### Business proves resilient in France

#### International sales up 59.4%

At €1,238.4 million, sales for the temporary employment and recruitment segment were down slightly (-2.9%) in FY 2012. The Group recorded robust growth of almost 60% to €199.1 million in international sales. This buoyant growth was driven by North America, where Group CRIT trebled sales to €112.2 million. This strong performance confirms the merits of the Group's growth strategy and the successful integration of its four acquisitions in the United States in the past 18 months.

Sales in France amounted to €1,039.3 million, down 9.7% (with sales of €250 million in the fourth quarter, compared with €281.7 million for the same period in 2011). Despite the tough environment, the Group defended its margins by maintaining pricing discipline throughout the year.

### Multiservices business: + 5.7% in 2012

#### + 26.3% in the international market

Sales for the multiservices business grew 5.7% to €269 million in 2012. Despite the slowdown at the end of the year, sales for the fourth quarter remained stable at €65.2 million, vs. €65.9 million in Q4 2011. International sales for the multiservices segment were up 26.3% to €35.3 million in a very good annual performance, similar to that recorded for the temp business.

In Airport services (73% of the segment's business), sales rose 6.5% to €197.3 million in the period. The increase was 7.4% for Engineering and Maintenance.

In light of these developments and despite the caution called for by the general economic environment, Groupe CRIT remains confident of its ability to continue to consolidate its positions in France in 2013. The Group will continue its strategy of selective acquisitions internationally, and the outlook for the coming year is good given the resilience of the North American market.

**Next key date: 2 April, after market close**  
**Publication of 2012 annual results**

Group CRIT is one the leaders in Human Resources services in France. Parallel to its core business, the group profits from a strong positioning in the sector of Airport Assistance. Listed on NYSE Euronext Paris (compartment C FR0000036675), Group Crit is part of indices CAC All-tradable, CAC All-shares and CAC Mid&Small.

#### CONTACTS

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