

Figures in million euros	2007	2008	2009	2009 ⁽¹⁾⁽²⁾	2010 ⁽²⁾	2011 ⁽²⁾
Segment reporting: reconciliation with EBITDA						
Revenue excluding Opodo	2,393	2,431	2,384	2,347	2,594	2,707
% change		1.6%	(1.9%)	n.a.	10.5%	4.4%
Distribution revenue	1,937	1,931	1,836	1,836	1,992	2,079
% change		(0.3%)	(4.9%)	n.a.	8.5%	4.4%
IT Solutions revenue	456	500	548	511	601	628
% change		9.6%	9.6%	n.a.	17.7%	4.4%
Contribution	1,245	1,242	1,222	1,209	1,336	1,406
% change		(0.2%)	(1.6%)	n.a.	10.5%	5.3%
Distribution - contribution	935	907	873	873	926	950
% change		(2.9%)	(3.8%)	n.a.	6.1%	2.6%
Contribution margin (%)	48.2%	47.0%	47.5%	47.5%	46.5%	45.7%
IT Solutions - contribution	310	335	350	336	410	456
% change		7.9%	4.5%	n.a.	21.8%	11.3%
Contribution margin (%)	68.0%	66.9%	63.8%	65.8%	68.1%	72.6%
Net indirect costs	(380)	(371)	(351)	(346)	(359)	(367)
% change		(2.3%)	(5.3%)	n.a.	3.8%	2.2%
EBITDA excluding Opodo	865	871	871	863	976	1,039
% change		0.7%	0.0%	n.a.	13.2%	6.4%
EBITDA margin (%)	36.1%	35.8%	36.5%	36.8%	37.6%	38.4%

(1) 2009 figures estimated assuming the application of IFRIC 18 during the year.

(2) 2010 and 2011 figures do not include Opodo, which is presented as a discontinued operation. Opodo has been presented as a discontinued operation in 2009 to allow for comparison between 2009 and 2010.