

#### De Bilt, 18 May 2010

# - Grontmij First Quarter 2010 trading update -

# Weak start 2010 as expected; early signs of forward order improvement

- Total Revenue € 185 million (2009: € 208 million)
- No contribution of divestments of EAI (2009: € 5.2 million)
- Underlying EBITA € 8 million (2009: € 10 million)
- EBITA margin at 4.3% (2009: 4.8%)
- Profit after tax € 3.7 million (2009: € 3.7 million plus profit on divestment € 5.2 million)
- New cross border business line strategy rolled out
- Group credit facilities re-financed for growth, and implementation of cross border cash pooling
- Early signs of stabilisation markets: forward order book improvement
- Progress with divestments of non-core assets

First Quarter - Highlights		
Consolidated Group Profit & Loss and Balance Sheet extract		
€ m	<u>2010</u>	<u>2009</u>
Total revenue	185	208
Gross Margin*	33	38
EBITDA*	11	13
EBITA*	8	10
% total revenue	4.3%	4.8%
Divestment	-	5.2
Profit after Tax	3.7	8.9
Working Capital	184	189
Net Debt	-107	-91
*Before non-recurring restructuring costs of € -1.0 million (2009: nil), profits from EAI € 0.6 million (2009: € 0.4 million) & profit from divestment of EAI € nil (2009: € 5.2 million).		

Sylvo Thijsen, CEO Grontmij N.V.: "The lower production in the first quarter of 2010 was as expected, after market demand weakened as announced in the third quarter of 2009. In addition, the unusual long winter had a negative effect on the productivity. Moreover

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Press Release

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#### Grontmij N.V.



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there was no comparable profit from divestments which significantly boosted the net result in the first quarter of 2009.

We made good progress with the new business line strategy in operation and the implementation of new funding both to support future growth. Demand for Transportation & Mobility remained strong in all regions, and there were early signs of some stabilisation in the Planning & Design and Water & Energy markets. Compared with the start of 2010, the forward looking order book has improved in the last month.

The Benelux region showed a small improvement on 2009, while there was a slow start in the Nordic region due to a significant decline in construction output in Denmark in particular. Despite considerable project wins, the regulated water market in the UK remained slow in advance of the start of the new asset management cycle (AMP5).

Our strategy for 2010 – 2015 and the new introduced business lines structure were well received by our stakeholders and continues to be rolled out in our organisation. Top management to lead the three business lines in all regions have been appointed whereby the cooperation in each business line in Europe is further strengthened.

The actions that we have taken in 2009 and continue to take in 2010 will ensure that we re-position the Group to grow in markets and regions in Europe where demand for our services can be sustained and can be expanded. The repositioning and the cost reduction programme as announced in the third quarter of 2009 are on schedule. In the second half of 2010 we expect to see the first results. We also had some progress with divestments of non core assets in April (cash in  $\in$  7 million)."



# Financial commentary

First Quarter - Profit & Loss account		
€m	<u>2010</u>	<u>2009</u>
Total revenue	185	208
Net revenue	154	167
Gross Margin*	33	38
	17.8%	18.4%
EBITDA*	10.7	13.3
EBITA*	8.0	10.0
% TR	4.3%	4.8%
EAI	0.6	0.4
Divestment	-	5.2
Adjusted EBITA	8.6	15.6
Amortisation	-1.7	-1.9
EBIT	6.9	13.7
Restructuring	-1.0	-
Interest	-0.8	-1.5
Taxation	-1.4	-3.3
Effective rate	-27%	-27%
Profit after Tax	3.7	8.9

\*Before non-recurring restructuring costs of € -1.0 million(09:€nil), profits from EAI € 0.6 million (2009: € 0.4 million) & profit from divestment € nil (2009: € 5.2 million)

Although there was a decline in total revenue compared to the first quarter 2009 when many markets were still relatively buoyant, underlying gross margin and EBITA margins showed a smaller decline due to actions taken as a result of the cost reduction plan. Contribution from equity accounted investees was slightly ahead of last year, but there was no comparable profit on sale of  $\in$  5.2 million. Profit after tax was  $\in$  3.7 million which was equal to the profit after tax in the first quarter of 2009 when excluding the profit on sale of  $\in$  5.2 million. The tax rate was maintained at 27%, and there were reduced interest costs and amortization.

Total working capital of  $\in$  184 million was  $\in$  5 million lower than last year due to a combination of lower activity in the first quarter of 2010 and the strong cash collection at the 2009 year end. This resulted in a lower operating cash contribution in the first quarter of 2010 due to which the net debt temporarily increased by  $\in$  16 million.

New funding for future growth has been implemented whereby the  $\in$  60 million working capital facility and the acquisition loans of  $\in$  30 million and £19 million are replaced by a



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revolving credit facility of € 140 million with flexible features for future growth, and linked to the implementation of a new cross border cash pooling and treasury management system.

#### **Business Lines**

The first three months of operation under the new business lines saw early signs of stabilisation in Planning & Design and Water & Energy, and continued strong demand in Transportation & Mobility.

## Planning & Design

There were early signs of some stabilisation and pick up in pipeline activity in the Benelux Region and in the UK & Central and Eastern Europe region. However demand did not pick up in the Nordic region where there was a slow start to the year, with reduced demand in particular from local authority customers.

## Transportation & Mobility

Demand remained strong in parts of Central and Eastern Europe, in particular in Germany and Poland. In the Benelux & Nordic regions, there were further encouraging pipeline developments and continued underlying strong demand, albeit with a slow start in the Nordic region in particular.

#### Water & Energy

There was continued good progress with the pipeline in UK & Central and Eastern Europe, with promising market development in the UK AMP5 cycle in particular, albeit with some delays. There was a slow start in the Benelux and Nordic regions, not helped by a particularly harsh winter.

#### Outlook 2010

We reiterate the outlook as stated during the presentation of our 2009 full year results and we will, as announced, give our outlook for 2010 in more detail when we announce our interim results.

Note: the figures in this press release are unaudited

#### <ENDS>

Invitation to attend audio webcast of the Annual General Meeting of Shareholders 2010 (including presentation of 2010 first quarter figures)



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We are pleased to invite you to listen to the audio webcast of the Annual General Meeting of Shareholders of Grontmij N.V. today, 18 May 2010, at 10:00 hrs CET (www.grontmij.com or via www.companywebcast.nl). The audio webcast will be available in Dutch and English.

#### **Financial calendar**

18 May 2010	Annual General Meeting of Shareholders
19 August 2010	Publication of interim results for 2010
11 November 2010	Publication of third quarter figures for 2010

Dates for 2011 will be published on our website: www.grontmij.com/investorrelations/financialcalendar

#### Notes to the editor

Grontmij is a leading sustainable design, engineering and management consultancy active in the growth markets of water, energy, transportation and sustainable planning and design. At the core of our business is the principle of sustainability by design which is a leading value proposition for our customers. Grontmij is the fourth largest design and management consultancy in Europe with over 150 offices across Europe and a further 20 offices globally. We employ over 8,000 professionals across the world.

Our value chain of services stretches from major renewable water and energy infrastructure through designing efficient and environmentally-sensitive mobility and transportation networks to shaping our urban and green living spaces.

Although we can build on nearly a century of experience, we prefer to look to the future to enhance the world we live in. By applying sustainability considerations to all our design, consultancy and management services right across the value chain, our highlyskilled, expert people are able to create lasting solutions that plan for, connect and respect the future.

#### For further information, please contact:

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