### Randstad Holding nv

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Staffing | Professionals | Search & Selection | HR Solutions | Inhouse Services

**Press release** Third quarter results 2009

**Date** 

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For more information

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Revenue trend gradually turning; increased gross margin pressure largely offset by continued strong cost management

# Key points third quarter 2009

- Revenue of € 3,178 million; organic growth¹ per working day -28% (from -30% in July to -26% in September)
- Gross profit reached € 596 million (-35%) with the gross margin coming down from 20.6% to 18.8%
- Operating expenses reduced by 25% to € 503 million, backed by natural attrition, synergies and restructuring
- EBITA<sup>2</sup> amounted to € 93 million (-61%), with the underlying EBITA margin reaching 2.9% (vs. 5.5% in Q3 2008)
- Net debt reduced by € 355 million to € 1.167 million; leverage ratio stable at 2.4
- Adjusted net income³ attributable to holders of ordinary shares € 72.5 million; diluted EPS⁴ € 0.42 (-54%)

"It is encouraging", says Ben Noteboom, CEO of Randstad, "that the revenue trend has become a little better through the quarter on average, a trend which has continued in October. The pattern is classic, with professionals businesses stabilizing, while staffing and inhouse services are gradually picking up in several geographies. Stringent cost control has paid off. We will certainly need to keep a close eye on costs the coming quarters, especially in view of increased pressure on gross margin. However, as our renewed marketing campaigns show, for instance in France, we are also carefully rebalancing our investments. We have welcomed many new clients this quarter. I want to give a special thanks to our people for their dedication and perseverance. We look forward to keep improving our business wherever we can."

In € million (unaudited)	Pro forma			Pro forma Pro forma			
	Q3 2009	Q3 2008	change	YTD 2009	YTD 2008	change	
Revenue <sup>5</sup>	3,177.9	4,424.5	-28%	9,220.2	13,086.0	-30%	
Underlying EBITA	93.4	242.4	-61%	209.6	656.5	-68%	

In € million (unaudited)	Actual			€ million (unaudited) Actual Ac			Actual	
	Q3 2009	Q3 2008	change	YTD 2009	YTD 2008	change		
Revenue	3,177.9	4,468.1	-29%	9,220.2	10,079.4	-9%		
EBITA after integration costs and/or one-offs	107.7	243.2	-56%	156.3	517.7	-70%		
Net income	60.9	78.5	-22%	19.9	249.8	-92%		
<b>Adjusted</b> <sup>3</sup> <b>net income</b> attr. to ord. shareholders	72.5	154.6	-53%	127.3	356.1	-64%		
Diluted EPS <sup>4</sup>	0.42	0.91	-54%	0.74	2.51	-71%		

<sup>&</sup>lt;sup>1)</sup> organic growth is measured excluding the impact of currency effects, acquisitions and disposals.

<sup>&</sup>lt;sup>2)</sup> operating profit before amortization/impairment acquisition-related intangible assets and goodwill, integration costs and one-offs.

<sup>3)</sup> before amortization and impairment acquisition-related intangible assets and goodwill, integration costs and one-offs.

<sup>&</sup>lt;sup>4)</sup> diluted EPS before amortization and impairment acquisition-related intangible assets and goodwill, integration costs and one-offs.

<sup>&</sup>lt;sup>5)</sup> As of 2009 we report our Chinese payrolling business on a net basis (fee only) rather than on a gross basis. The pro forma adjustments for all quarters of 2008 have been disclosed in Q1 2009 results and can also be found on page 22 of the current release.

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### **Summary of Group financial performance**

Vedior has been consolidated since May 16, 2008. For the 9-month period until September 30<sup>th</sup>, to best reflect underlying performance, we focus our analysis of revenue, gross profit, operating expenses and EBITA on the pro forma comparison, adjusted for one-offs, as if both companies have been combined as of Q1 2008. Below EBITA, and regarding the balance sheet and cash flow, we compare versus the actual Q3 2008 and 9-month 2008 results, to reflect the impact of the merger.

### Revenue

In Q3 2009, organic revenue per working day decreased by 28%. During the quarter the trend gradually improved, with the rate of decline moving from -30% in July to -26% in September. The comparison base is getting somewhat easier as Q3 2008 was the quarter when revenue turned negative. Like in Q2 2009, our combined US staffing and inhouse businesses, as well as our Spanish operations, continued to improve during the quarter. Germany now also showed a clear improvement throughout the whole quarter. In main markets such as the Netherlands, France, and Belgium the year-on-year revenue decline softened somewhat compared to the previous quarter but progression is less pronounced and a bit more volatile. The Indian, Australian and Latin American businesses, which trended down in Q2 2009, started to trend up again during the quarter. The professionals businesses show signs of stabilization.

Permanent placement fees declined by 55% organically, similar to the rate of decline in the previous quarter. Perm fees made up 1.4% of revenue and 7.3% of gross profit (11.2% in Q3 2008).

(unaudited)	Actual	Actual	Pro forma			Actual	Pro forma
In € million	Q3 2009	Q3 2009	Q3 2008	change	organic	9m 2009	9m 2008
	reported	underlying	underlying		change	underlying	underlying
Revenue	3,177.9	3,177.9	4,424.5	-28%	-28%	9,220.2	13,086.0
Gross profit	603.4	596.3	913.3	-35%	-34%	1,808.3	2,721.2
Operating expenses	495.7	502.9	670.9	-25%	-24%	1,598.7	2,064.7
EBITDA	132.6	117.2	265.4	-56%		277.3	732.1
EBITA	107.7	93.4	242.4	-61%	-61%	209.6	656.5
Gross margin	19.0%	18.8%	20.6%			19.6%	20.8%
Operating expenses as % of revenue	15.6%	15.8%	15.2%			17.3%	15.8%
EBITA margin	3.4%	2.9%	5.5%			2.3%	5.0%

# Gross profit

In Q3 2009, gross profit amounted to  $\in$  603.4 million, or  $\in$  596.3 million when corrected for some wage cost related one-offs. The underlying gross margin amounted to 18.8% compared to 20.6% in Q3 2008. The underlying temp margin declined by 1.1%, caused by increased commercial pressure across many geographical areas. This effect was only partly offset by positive temp mix effects (0.1%) based on changes in the segmental and geographical mix. The reduction in perm fees had a negative effect of about 0.9% on the total gross margin. Currency and other mix effects (relatively stable HR Solutions fees) together had a positive impact of 0.1%. In recent months many client contracts have been renewed in regular or early tender processes. Whilst we believe that in several larger countries a large part of the contract renewals is now behind us, the full effect of recent renewals and potential mix shifts will become visible the coming quarters.

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## Operating expenses

As the pace and consistency of recovery are hard to predict, we maintained our strong focus on cost containment. With pressure on gross margins increasing, we executed some cost reductions faster than initially planned. As a result, underlying operating expenses amounted to € 502.9 million compared to guidance of around € 520 million. The underlying operating expenses were 25% lower than in Q3 2008 and 5% below the level of the previous quarter. Total operating expenses amounted to € 495.7 million. The reported operating expenses have been adjusted for a total of € 7.2 million. On the one hand we corrected for restructuring charges of € 3.2 million, primarily related to the professionals segment, and the final integration costs of € 2.7 million. On the other hand we corrected for an amount of € 13.1 million, related to book profits on the sale of subsidiaries (see paragraph M&A).

At the end of the quarter we operated a network of 4,181 outlets, 151 less (-3%) than in the previous quarter, and 24% less (organic) than at the end of Q3 2008. The reduction in Q3 2009 included a reclassification of 80 branches in Australia, which used to be registered as separate entities, with different brands, at the same address. After the rebranding operation earlier this year these branches are now combined. Average headcount (measured by FTE) amounted to 26,470. This was 25% lower organically than in Q3 2008 and 5% below the level of the previous quarter. The commercial strength and future growth potential remain in place. Natural attrition remains one of the drivers of the headcount reductions.

(unaudited)	Actual		
In € million	Q3 2009	Q3 2008	change
ЕВІТА	93.4	242.4	-61%
-/- Integration costs	2.7	17.6	
-/- Restructuring charges	3.2		
+/+ Book profit asset sales/other	13.1	-4.3	
+/+ One-off in gross profit	7.1	22.7	
EBITA after integration costs and one-offs	107.7	243.2	-56%
-/- Amortization acq. related intangibles	39.8	40.5	
-/- Impairment		50.0	
Operating profit	67.9	152.7	-56%
-/- Net finance costs	7.2	33.6	
+/+ Share of profit of associates	-0.1	0.2	
+/+ Tax	0.3	-40.8	
Effective tax rate	0%	34%	
Net income	60.9	78.5	-22%
Adjusted net income <sup>1)2)</sup>	72.5	154.6	-53%
<b>Diluted EPS</b> ¹ before one-offs (in €)	0.42	0.91	-54%

- 1) before amortization and impairment acquisition-related intangible assets and goodwill, integration costs and one-offs.
- 2) attributable to ordinary shareholders

# **EBITA**

Underlying pro forma combined EBITA decreased by 61% to € 93.4 million, with the EBITA margin reaching 2.9% compared to 5.5% pro forma in Q3 2008. EBITA after one-offs amounted to € 107.7 million.

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### Net finance costs

In Q3 2009, net finance costs amounted to  $\in$  7.2 million, compared to  $\in$  33.6 million in Q3 2008. This improvement is largely based on the significant net debt reduction over the past few quarters and a sharp reduction in short-term interest rates, as our debt is financed using floating interest rates.

### Tax

The effective tax rate amounted to roughly nil. The underlying rates of the various components have not materially changed. For the full year the tax rate on amortization, which shows as a benefit on the tax line, is expected to be constant at 31.4%. The tax rate on the underlying profit before tax (before amortization) is expected to be around 20-22% for the full year. The expected full year rate after one-offs has come down to 13-15% instead of 15-17% due to this quarter's book profit on divestments.

### Net income & EPS

In Q3 2009, adjusted net income attributable to holders of ordinary shares amounted to  $\in$  72.5 million (-53%). Diluted EPS decreased by 54% to  $\in$  0.42 (Q3 2008  $\in$  0.91). The net result including integration costs and one-offs amounted to  $\in$  60.9 million.

### Cash flow

In Q3 2009, the free cash flow amounted to € 359.0 million, compared to 303.9 million in Q3 2008. Operating cash flow was supported by a 2-day DSO improvement to 57 days. Our clients' increasing pursuit to hold on to their cash is mitigated by additional focus on the internal processes and a positive effect from regulation changes in France. Therefore, the net investment in receivables was limited, despite the sequential rise in revenue.

The Dutch fiscal stimulus measure, allowing VAT payments on a quarterly rather than a monthly basis, contributed around  $\in$  80 million to cash flow, which is visible in the cash flow statement on the payables line. Furthermore, we had a tax refund of  $\in$  152 million, as announced with the Q2 2009 results.

# Balance sheet

At the end of Q3 2009 net debt amounted to  $\in$  1,166.8 million compared to  $\in$  1,889.0 million at the end of Q3 2008. The net debt position was some  $\in$  355 million lower than at the end of the previous quarter. The leverage ratio (net debt end of period divided by the EBITDA of the past 12 months) remained stable at 2.4. The covenants of the syndicated facility allow a leverage ratio of up to 3.5.

Following the sharp net debt reduction we have reduced the term facility by an additional amount of  $\in$  270 million. The mandatory repayments of May and November 2010 of  $\in$  135 million each have been brought forward. After the early repayment of  $\in$  135 million in June, the term facility now amounts to  $\in$  675 million, while the revolving part still amounts to  $\in$  1,620 million, with the whole facility now totaling  $\in$  2,295 million. With no mandatory repayment until May 2011, and the revolving facility available until May 2013, financial flexibility is high.

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# Third quarter 2009 by geography<sup>1</sup>

### **France**

Revenue decreased organically by 31%, compared to -36% in the previous quarter. In staffing and inhouse services, light industry and automotive improved somewhat, whereas construction and logistics still worsened. The latter was also the case in professionals. We underperformed the market, based on mix and negative effects of the delayed social plan. In Q3 2009 we executed the first part of the plan (the voluntary leaves) and we expect to finalize execution of the plan in Q4 2009. In combination with a substantially increased marketing effort, including a national TV campaign in Q4 2009, market focus should improve. We opened 4 inhouse locations for new clients, while we added another 3 in transferring clients out of the previous Vediorbis-network. Gross margin pressure started to build in Q3 2009. The EBITA margin fell from 4.2% in Q3 2008 to 0.9% in Q3 2009.

### The Netherlands

In Q3 2009 revenue decreased by 23% organically, which is similar to the rate of decline in Q2 2009. Tempo-Team and Randstad performed in line with the market. Yacht, which is active in the more late-cyclical professionals segment, was slightly below the market average. The Dutch gross margin is under pressure, especially in the large account segment. Due to the full realization of synergies and additional cost measures, EBITA was maintained at a good level, with the EBITA margin reaching 7.1%, compared to 8.8% in Q3 2008.

# Germany

German revenue contracted by 33% organically, a clear improvement versus the -38% of Q2 2009. The revenue trend improved throughout the quarter due to some recovery in the chemicals, automotive, capital goods and other industrial sectors. In professionals, the engineering segment showed signs of stabilization, whereas the IT business continued to grow. On average, idle time has improved versus Q2 2009 and was comparable to the level of Q3 2008, a well acceptable level. With good cost containment the EBITA margin improved to 5.4 % compared to 2.2% in the previous quarter (8.9% in Q3 2008).

# UK

On an organic basis revenue declined 29% in the UK, similar to the rate of the previous quarter. Revenue declines in our combined staffing and inhouse services businesses eased somewhat during the quarter, based on higher volume with existing clients, and more so in September, based on client gains. At the same time, the contraction in the professionals segment continued, most visibly in engineering/construction. Education was somewhat weaker in September, partly caused by a later start (1 week) of the school year. The healthcare market remains relatively stable. Permanent placement fees were down 59% organically and seem to stabilize. The EBITA margin amounted to -0.1%, similar to the level of the previous quarter (3.9% in Q3 2008).

### **Belgium/Luxembourg**

Revenue came down by 25% organically, slightly better than the -27% of Q2 2009. Tempo-Team was ahead of market while Randstad stayed somewhat behind. The roll-out of a new front office system has been completed at Randstad. Tempo-Team will implement the system and the related back office systems in Q4 2009. The new shared service

<sup>&</sup>lt;sup>1</sup> in the third quarter description of geographies and segments the organic percentages are measured per working day

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center for Randstad and Tempo-Team is fully up and running. Gross margin held up relatively well. The EBITA margin reached 3.9%, compared to 5.3% in Q3 2008.

### **Iberia**

Organic revenue growth amounted to -28%. Our Portugese businesses continued to do well, with the rate of decline recovering to a low single digit figure. The improvement was partly based on the launch of a new call center site at a large telecom client. In Spain, the rate of decline eased as well during the quarter. Gross margin was under pressure due to mix effects and pricing. Costs continued to be managed well. The integration has been completed successfully. The EBITA margin was positive again at 2.8%, compared to -0.6% in Q2 2009 (Q3 2009 4.3%).

### **Other European countries**

Growth was maintained in markets such as Turkey, Hungary and Greece. Our Danish and Norwegian businesses were relatively flat. In Italy the revenue decline stabilized. Poland showed a good recovery. The rate of decline in Poland halved, when compared to the start of the year, whilst inhouse services returned to growth. Sweden also showed positive signs, with the rate of decline reducing sharply and demand coming back at the larger clients.

### **North America**

Revenue declined by 26% on an organic basis, compared to -33% in the previous quarter. The rate of decline in our combined US staffing and inhouse services businesses improved from -30% in July to -21% in September. The rate of decline in Canada improved slightly while the professionals businesses seemed to stabilize. Our IT and healthcare businesses performed well compared to market, whilst also showing good profitability. Perm fees came down 64% organically, similar to the decline in the previous quarter. Costs were managed tightly. The EBITA margin amounted to 2.5% compared to 1.2% in Q2 2009 (4.1% in Q3 2008).

# Rest of the world

The Australian business improved. We posted a revenue decline of 16% in temping (-24% in the previous quarter) whilst the drop in perm fees stabilized at -53%. Good growth was maintained in Mexico and Chile. India started the quarter with a decline, but turned in a flat quarter overall.

# Third quarter 2009 by segment

# Staffing

Staffing revenue declined 28% organically, compared to -31% in the previous quarter. Financial services, contact centers and government related segments continued to do relatively well, just as in the previous quarter. In addition, revenue trends recovered in various countries, especially in the industrial segments.

# **Inhouse**

Inhouse services showed the relatively strongest improvement with the organic revenue decline moving from -36% in Q2 2009 to -30%. Recovery was visible across a broad range of industrial segments, whilst logistics picked up as well in most countries.

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### **Professionals**

The more late-cyclical professionals segment stabilized with an organic revenue decline of 26%, about equal to the rate of decline of 25% in the previous quarter. Healthcare continued to be the best performing sector across the board. IT was above average in most countries, with the UK being an exception.

# **M&A**

We sold our 75% stake in UK-based MOT Models in August 2009. We sold our 50% stake in Vedior Contec (Japan) and signed an agreement to sell our stake in Frontier Construction (Japan) as well. The impact on revenue and operating results of these transactions is deemed non-material.

In the summer of 2009 we announced the sale of Gamma Dienstverlening, active in salary administration and payroll services in the Dutch Healthcare sector and the sale of similar operations active in the Dutch Education sector to Raet. These transactions have been completed now and they are the main drivers behind the book profit on divestments. In October 2009 we signed an agreement with NorthgateArinso about the planned sale of CIAN, which provides salary administration and payroll services to Philips in the Netherlands and former Philips companies. This implies that we have largely exited this segment whilst we are considering the options for the remaining 10-15%.

### **Other**

In September 2009, the British Office of Fair Trading (OFT) has issued a decision in relation to its investigation of an alleged infringement of British Competition Laws. This matter was brought to the attention of the OFT in November 2005 through a subsidiary of Vedior. As a result of this approach and for their full cooperation with the OFT throughout the course of its investigation, our operating companies concerned have been awarded full immunity from any fine.

In August 2009, we launched a standby facility which offers us the opportunity to sell accounts receivable of our Belgian entities to Fortis Commercial Finance with a maximum of  $\in$  125 million. We consider the facility as an insurance policy to be able to strengthen the balance sheet if needed. We are entitled to activate the facility, which runs for at least 18 months from launch, at any time. Currently, we do not use the facility.

# **Outlook**

In Q3 2009, organic revenue per working day decreased by 28%. During the quarter the trend gradually improved, with the rate of decline moving from -30% in July to -26% in September. Staffing and inhouse services are trending upwards across the board, but in many markets recovery is still fragile. The professionals businesses show signs of stabilization. In addition, pressure on gross margin has increased. We therefore will continue to align our cost base where necessary. However, the pace of cost reduction will be more limited in Q4 2009. Some cost reduction plans have been executed faster than initially planned. In addition, due to the timing of media campaigns, marketing expenses will be higher than in the previous quarter. As a result we expect operating expenses to be a little below € 500 million, reflecting a 22% reduction versus Q4 2008 and an improvement of 1% versus Q3 2009. In view of planned cost reductions, which will be visible as of Q1 2010, we expect restructuring charges of around € 10 million in Q4 2009.

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# Financial calendar

Analyst & investor days

Publication fourth quarter and annual results 2009

Annual General Meeting of Shareholders

December 3 and 4, 2009

February 18, 2010

March 25, 2010

### **Analyst conference call**

Today, at 11.00 CET Randstad Holding will host an analyst conference call. The dial in number is +31 20 707 55 08 or +44 207 7806 19 59 for international participants. The pass code is: 7228834. You can access the analyst conference through a real-time audio webcast as well. A replay of the presentation and the Q&A will be available on our website as of today 18.00 CET. The link is: http://www.ir.randstad.com/presentations.cfm

Certain statements in this document concern prognoses about the future financial condition and the results of operations of Randstad Holding as well as certain plans and objectives. Obviously, such prognoses involve risks and a degree of uncertainty since they concern future events and depend on circumstances that will apply then. Many factors may contribute to the actual results and developments differing from the prognoses made in this document. These factors include general economic conditions, a shortage on the job market, changes in the demand for (flexible) personnel, changes in employment legislation, future currency and interest fluctuations, future takeovers, acquisitions and disposals and the rate of technological developments. These prognoses therefore apply only on the date on which the document was compiled.

Randstad specializes in solutions in the field of flexible work and human resources services. Our services range from regular temporary staffing and permanent placement to inhouse, professionals, search & selection, and HR Solutions. Since acquiring Vedior in 2008, the Randstad Group is the second largest HR services provider in the world with top three positions in Argentina, Belgium & Luxembourg, Canada, Chile, France, Germany, Greece & Cyprus, India, Mexico, the Netherlands, Poland, Portugal, Spain, Switzerland and the UK, d&ds&s as well as major positions in Australia and the United States. End September 2009, Randstad had approximately 26,000 employees working from over 4,100 branches and inhouse locations in 46 countries around the world.

Randstad and Vedior generated a combined revenue of € 17.2 billion in 2008. Randstad was founded in 1960 and is headquartered in Diemen, the Netherlands. Randstad Holding nv is listed on the NYSE Euronext Amsterdam, where options for stocks in Randstad are also traded. For more information see <a href="www.randstad.com">www.randstad.com</a>



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# **Interim financial statements**

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<sup>\*)</sup> The pro forma quarterly statement for the three months' period and the nine months' period ended September 30, 2009 include the figures for the combination of Randstad and Vedior over the relevant periods in respect of the income statement (until EBITA) and information for operating segments. The pro forma figures for the period Q1 2007 - Q1 2008 have been published on August 22, 2008, and can be found at the corporate website: www.randstad.com in the investor relations section. The actual figures include the figures of Randstad with Vedior consolidated as of the acquisition date of May 16, 2008.

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# **Consolidated income statement**

# **PRO FORMA**

(unaudited)

(unaddice)	Three months ended September 30		Nine months ended September 30			
In millions of €	2009	2008 *	Change 2009/2008	2009	2008 *_	Change 2009/2008
Revenue Cost of services Gross profit	3,177.9 2,581.6 596.3	4,424.5 3,511.2 913.3	-28% -35%	9,220.2 7,411.9 1,808.3	13,086.0 10,364.8 2,721.2	-30% -34%
Selling expenses General and administrative expenses Operating expenses	344.2 158.7 502.9	466.8 204.1 670.9	-25%	1,095.6 503.1 1,598.7	1,433.1 631.6 2,064.7	-23%
EBITA**	93.4	242.4	-61%	209.6	656.5	-68%
Margins						
Gross margin EBITDA margin EBITA margin	18.8% 3.7% 2.9%	20.6% 6.0% 5.5%		19.6% 3.0% 2.3%	20.8% 5.6% 5.0%	

<sup>\*</sup> As of 2009 we report our Chinese payrolling business on a net basis (fee only) rather than on a gross basis. The adjustments for all quarters have been disclosed in the Q1 2009 results and can be found on page 22 of the current release.

<sup>\*\*</sup> EBITA: operating profit before amortization and impairment acquisition-related intangible assets and goodwill, integration costs and one-offs.



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# Information by geographical area

# **PRO FORMA**

(unaudited)

		Three months ended September 30							
				-	EBITA	EBITA			
In millions of €	2009	2008	change	organic *	margins	margins			
			2009/2008	change	2009	2008			
Revenue									
France	714.1	1,030.2	-31%	-31%					
Netherlands	714.1 740.3	961.1	-23%	-23%					
	740.3 341.8	510.1	-23% -33%	-33%					
Germany		420.1							
Belgium/Luxembourg	316.5		-25%	-25%					
United Kingdom	182.1	285.8	-36%	-29%					
Iberia	215.4	304.3	-29%	-28%					
Other European counties	146.7	250.9	-42%	-38%					
North America	357.9	462.6	-23%	-26%					
Rest of the world	163.1	199.4	-18%	-14%					
Total revenue	3,177.9	4,424.5	-28%	-28%					
EBITA**									
France	6.5	42.8	-85%	-85%	0.9%	4.2%			
Netherlands	52.6	84.4	-38%	-38%	7.1%	8.8%			
Germany	18.5	45.6	-59%	-59%	5.4%	8.9%			
Belgium/Luxembourg	12.5	22.2	-44%	-44%	3.9%	5.3%			
United Kingdom	-0.2	11.1	-102%	-103%	-0.1%	3.9%			
Iberia	6.0	13.1	-54%	-54%	2.8%	4.3%			
Other European countries	-1.9	8.6	-122%	-122%	-1.3%	3.4%			
North America	9.1	19.0	-52%	-56%	2.5%	4.1%			
Rest of the world	-1.1	6.9	-116%	-119%	-0.7%	3.5%			
Corporate	-8.6	-11.3							
Total EBITA	93.4	242.4	-61%	-61%	2.9%	5.5%			

	Nine months ended September 30					
					EBITA	EBITA
In millions of €	2009	2008	change	organic *	margins	margins
	·		2009/2008	change	2009	2008
_						
Revenue						
France	2,010.0	3,043.0	-34%	-34%		
Netherlands	2,237.2	2,842.0	-21%	-21%		
Germany	958.6	1,454.5	-34%	-34%		
Belgium/Luxembourg	884.6	1,197.6	-26%	-26%		
United Kingdom	571.4	902.9	-37%	-28%		
Iberia	583.3	907.2	-36%	-33%		
Other European counties	439.5	752.8	-42%	-39%		
North America	1,075.3	1,415.0	-24%	-30%		
Rest of the world	460.3	571.0	-19%	-13%		
Total revenue	9,220.2	13,086.0	-30%	-29%		
				<u> </u>		
EBITA**						
France	11.1	116.3	-90%	-90%	0.6%	3.8%
Netherlands	149.1	240.0	-38%	-38%	6.7%	8.4%
Germany	29.4	104.7	-72%	-72%	3.1%	7.2%
Belgium/Luxembourg	37.0	68.9	-46%	-46%	4.2%	5.8%
United Kingdom	4.3	38.6	-89%	-87%	0.8%	4.3%
Iberia	5.4	32.8	-84%	-83%	0.9%	3.6%
Other European countries	-4.2	25.0	-117%	-118%	-1.0%	3.3%
North America	12.4	52.9	-77%	-78%	1.2%	3.7%
Rest of the world	-3.8	20.3	-119%	-121%	-0.8%	3.6%
Corporate	-31.1	-43.0				
Total EBITA	209.6	656.5	-68%	-68%	2.3%	5.0%

<sup>\*</sup> Organic change is measured excluding the impact of currency effects, acquisitions, disposals and transfers between segments.
\*\* EBITA: operating profit before amortization and impairment acquisition-related intangible assets and goodwill, integration costs and one-offs.



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Information by revenue category (unaudited)		PRO FO	RMA	
(undulted)	Thre	ee months ende	ed Septembe	r 30
In millions of €	2009	2008 *	change 2009/2008	organic ** change
Revenue				
Staffing	2,222.0	3,091.6	-28%	-28%
Inhouse services	342.4	487.3	-30%	-30%
Professionals	613.5	845.6	-27%	-26%
Total revenue	3,177.9	4,424.5	-28%	-28%

	Nine months ended September 3				
In millions of €	2009	2008 *	change 2009/2008	organic ** change	
Revenue					
Staffing	6,342.8	9,097.6	-30%	-30%	
Inhouse services	936.7	1,424.7	-34%	-35%	
Professionals	1,940.7	2,563.7	-24%	-23%	
Total revenue	9,220.2	13,086.0	-30%	-29%	

<sup>\*</sup> The figures 2008 have been adjusted for comparison purposes for intercompany revenue (Q3: € 13.5 million; YTD Q3: € 37.9 million). The revenue per revenue category is now stated excluding intercompany revenue.

<sup>\*\*</sup> Organic change is measured excluding the impact of currency effects, acquisitions, disposals and transfers between segments.



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# **Consolidated income statement** (unaudited)

(unaudited)	Three months ended September 30		Nine monti Septemi	
- W. 6-				
In millions of €	2009	2008	2009	2008
Revenue Cost of services	3,177.9	4,468.1	9,220.2	10,079.4
Gross profit	<u>2,574.5</u> 603.4	3,532.1 936.0	7,404.8 1,815.4	7,941.9 2,137.5
Selling expenses	338.4	479.3	1,145.2	1,122.9
General and administrative expenses	157.3	213.5	513.9	496.9
<b>Operating expenses</b> Amortization and impairment acquisition-related	495.7	692.8	1,659.1	1,619.8
intangible assets and goodwill	39.8	90.5	119.2	117.1
Total operating expenses	535.5	783.3	1,778.3	1,736.9
Operating profit	67.9	152.7	37.1	400.6
Net finance cost	-7.2	-33.6	-39.1	-52.7
Share of profit of associates	-0.1	0.2	-0.5	4.0
Income before taxes	60.6	119.3	-2.5	351.9
Taxes on income	0.3	-40.8	22.4	-102.1
Net income	60.9	78.5	19.9	249.8
Attributable to: Ordinary equity holders of Randstad Holding nv Preferred equity holders of Randstad Holding nv	59.3 1.8	76.7 1.8	15.1 	244.0 5.4
Equity holders	61.1	78.5	20.5	249.4
Minority interests Net income	-0.2 60.9	<u>0.0</u> 78.5	-0.6 19.9	0.4 249.8
Earnings per share Earnings per share attributable to the equity holders of Randstad Holding nv (expressed in € per ordinary share):	00.9	76.5	19.9	245.0
<ul><li>basic earnings per ordinary share</li><li>diluted earnings per ordinary share</li></ul>	0.35 0.35	0.45 0.45	0.09 0.09	1.72 1.72
<ul> <li>diluted earnings per ordinary share before amortization and impairment acquisition-related intangible assets and goodwill, integration costs and one-offs</li> </ul>	0.42	0.91	0.74	2.51
Margins Gross margin EBITDA margin EBITA margin Operating margin Net margin	19.0% 4.2% 3.4% 2.1% 1.9%	20.9% 6.0% 5.4% 3.4% 1.8%	19.7% 2.5% 1.7% 0.4% 0.2%	21.2% 5.7% 5.1% 4.0% 2.5%



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# Information by geographical area

(unaudited)

	Three mont	
In millions of €	2009	2008
Revenue		
France	714.1	1,030.2
Netherlands	740.3	961.1
Germany	341.8	510.1
Belgium/Luxembourg	316.5	420.1
United Kingdom	182.1	285.8
Iberia	215.4	304.3
Other European counties	146.7	250.9
North America	357.9	462.6
Rest of the world	163.1	243.0
Total revenue	3,177.9	4,468.1
FBITA* France Netherlands Germany Belgium/Luxembourg United Kingdom Iberia Other European countries	6.5 65.4 24.8 12.5 0.4 6.0 0.4	71.3 84.4 37.3 22.2 5.9 13.1 8.6
North America	7.3	19.0
Rest of the world	-3.8	6.9
Corporate	-9.1	-7.9
	110.4	260.8
Integration costs	-2.7	-17.6
Total EBITA	107.7	243.2

Nine months ended
September 30

In millions of €	2009	2008
Revenue		
France	2,010.0	1,805.4
Netherlands	2,237.2	2,620.9
Germany	958.6	1,391.4
Belgium/Luxembourg	884.6	1,006.5
United Kingdom	571.4	520.5
Iberia	583.3	637.8
Other European counties	439.5	610.0
North America	1,075.3	1,043.3
Rest of the world	460.3	443.6
Total revenue	9,220.2	10,079.4
EBITA* France Netherlands Germany	-14.3 144.8 34.7	104.4 228.8 94.1
Belgium/Luxembourg	38.3	60.1
United Kingdom	2.1	12.6
Iberia	3.1	23.5
Other European countries	-6.9	20.0
North America	7.0	33.4
Rest of the world	-10.6	9.2
Corporate	-26.0	-29.5
·	172.2	556.6
Integration costs	-15.9	-38.9
Total EBITA	156.3	517.7

<sup>\*</sup> EBITA for geographical areas: operating profit before amortization and impairment acquisition-related intangible assets and goodwill and before integration costs.



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# **Information by revenue category** (unaudited)

,	Three months September	
In millions of €	2009	2008 *
<b>Revenue</b> Staffing	2,222.0	3,135.2
Inhouse services Professionals	342.4 613.5	487.3 845.6
Total revenue	3,177.9	4,468.1

	Nine months September	
In millions of €	2009	2008_*
Revenue Staffing Inhouse services Professionals Total revenue	6,342.8 936.7 1,940.7 9,220.2	7,076.2 1,424.7 1,578.5 10,079.4

<sup>\*</sup> The figures 2008 have been adjusted for comparison purposes for intercompany revenue (Q3: € 13.5 million and YTD Q3: € 37.9 million). The revenue per revenue category is now stated excluding intercompany revenue.



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# **Consolidated balance sheet** (unaudited)

In millions of €	September 30, 2009	September 30, 2008	December 31, 2008
Assets			
Property, plant and equipment	158.7	199.0	190.5
Intangible assets	3,245.6	3,940.0	3,315.2
Deferred income tax assets	459.7	372.6	422.0
Financial assets and associates	76.1	62.5	76.0
Non-current assets	3.940.1	4,574.1	4,003.7
Trade and other receivables	2,394.7	3,428.0	2,820.4
Income tax receivables	79.5	83.4	67.7
Cash and cash equivalents	567.3	876.6	831.0
Current assets	3,041.5	4,388.0	3,719.1
Total assets	6,981.6	8,962.1	7,722.8
Equity and liabilities			
Issued capital	19.5	19.5	19.5
Share premium	2014.2	2,013.9	2,013.9
Reserves	445.8	662.2	383.5
Shareholders' equity	2,479.5	2,695.6	2,416.9
Minority interest	1.5	4.2	4.0
Group equity	2,481.0	2,699.8	2,420.9
Borrowings	1,604.3	2,552.2	2,401.9
Deferred income tax liabilities	481.2	585.1	341.9
Provisions	62.3	102.7	69.4
Deferred consideration business combinations and other	78.2	170.8	124.1
Non-current liabilities	2,226.0	3,410.8	2,937.3
Trade and other payables	1,935.6	2,497.2	2,107.2
Income tax liabilities	24.2	53.6	41.6
Borrowings	129.8	213.4	70.1
Provisions and deferred considerations business combinations	185.0	87.3	145.7
Current liabilities	2,274.6	2,851.5	2,364.6
Total equity and liabilities	6,981.6	8.962.1	7,722.8



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# Consolidated statement of cash flows

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(unaudited)	Three months September		Nine months ended September 30		
In millions of €	2009	2008	2009	2008	
Net income	60.9	78.5	19.9	249.8	
Taxes on income	-0.3	40.8	-22.4	102.1	
Share of profit of associates  Net finance cost	0.1 7.2	-0.2 33.6	0.5 39.1	-4.0 52.7	
Operating profit	67.9	152.7	37.1	400.6	
Depreciation property, plant and equipment	16.5	17.2	50.3	43.7	
Amortization software Amortization and impairment acquisition related intangible	8.4	5.8	19.5	14.9	
assets and goodwill	39.8	90.5	119.2	117.1	
Gain disposal subsidiaries	-13.2	-3.4	-20.1	-3.4	
Share-based payments	3.4	3.0	10.6	10.6	
Provisions Income taxes received/(naid)	-31.8	1.9	6.7 80.8	0.6	
Income taxes received/(paid)	123.2	-69.7	80.8	-162.4	
Cash flow from operations before operating working capital	214.2	198.0	304.1	421.7	
Trade and other receivables	-58.9 216.1	48.1	427.1 -170.3	-67.4	
Trade and other payables Operating working capital	157.2	79.0 127.1	<u>-170.3</u>	77.7 10.3	
_					
Net cash flow from operating activities	371.4	325.1	560.9	432.0	
Additions of property, plant and equipment Additions of software	-10.5 -4.1	-19.0 -7.8	-23.6 -14.2	-40.7 -23.3	
Acquisition of subsidiaries and associates	-2.2	-7.8 -14.0	-14.2	-1,921.9	
Financial receivables	0.0	0.0	1.6	0.3	
Dividend received/(paid) minority interests/associates	0.1	0.0	-0.1	9.4	
Disposals of property, plant and equipment	2.1	5.6	5.8	14.7	
Disposal of subsidiaries and associates	-1.4	12.2	7.7	15.3	
Net cash flow from investing activities	-16.0	-23.0	-41.8	-1,946.2	
Issue of ordinary shares	0.1	0.0	0.1	0.2	
(Repayments of)/proceeds from non-current borrowings	-321.1	-244.9	-806.1	2,065.7	
Financing	-321.0	-244.9	-806.0	2,065.9	
Net finance costs paid	-8.3	-37.3	-34.8	-54.4	
Dividend on ordinary shares Dividend on preferred shares B	-	-	- -7.2	-146.9 -7.2	
·					
Reimbursement to financiers	-8.3	-37.3	-42.0	-208.5	
Net cash flow from financing activities	-329.3	-282.2	-848.0	1,857.4	
Net increase/(decrease) in cash, cash equivalents and current borrowings	26.1	19.9	-328.9	343.2	
Cash, cash equivalents and current borrowings at					
begin of period  Net increase/(decrease) in cash, cash equivalents and	410.3	638.4	760.9	315.8	
current borrowings	26.1	19.9	-328.9	343.2	
Translation gains	1.1	4.9	5.5	4.2	
Cash, cash equivalents and current borrowings at					
end of period	437.5	663.2	437.5	663.2	
Free cash flow	359.0	303.9	530.4	392.4	



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# Consolidated statement of comprehensive income

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In millions of €	Three months ended September 30, 2009	Three months ended September 30, 2008
Net income for the period	60.9	78.5
Other items of recognized income and expense - translation differences Total recognized income and expense	-32. <u>1</u> 28.8	9.6 88.1
	20.0	00.1
Attributable to: - equity holders of the company - minority interests	29.0 -0.2	88.2 -0.1
		Nico a secretar and ad
In millions of €	Nine months ended September 30, 2009	Nine months ended September 30, 2008
In millions of €  Net income for the period		
Net income for the period  Other items of recognized income and expense	September 30, 2009 19.9	September 30, 2008 249.8
Net income for the period  Other items of recognized income and	September 30, 2009	September 30, 2008

# **Consolidated statement of changes in Group equity** (unaudited)

Three months ended September 30, 2009				Three months ended September 30, 2008			
In millions of €	Shareholders' equity	Minority interests	Group equity	Shareholders' equity	Minority interests	Group equity	
Value at July 1	2,447.0	1.7	2,448.7	2,440.9	4.2	2,445.1	
Total recognized income and expense Share-based payments Issue of ordinary shares Acquisition/disposal of minorities	29.0 3.4 0.1	-0.2 - - -	28.8 3.4 0.1	88.2 3.0 163.5	-0.1 - - 0.1	88.1 3.0 163.5 0.1	
Value at September 30	2,479.5	1.5	2,481.0	2,695.6	4.2	2,699.8	

	Nine months ended September 30, 2009				months ende	
In millions of €	Shareholders' equity	Minority interests	Group equity	Shareholders' equity	Minority interests	Group equity
Value at January 1	2,416.9	4.0	2,420.9	1,021.6	0.8	1,022.4
Total recognized income and expense	59.1	-0.5	58.6	226.9	0.3	227.2
Reclass preferred shares to equity	-	-	-	165.8	-	165.8
Dividend ordinary shares	-	-	-	-146.9	-	-146.9
Dividend preferred shares	-7.2	-	-7.2	-	-	=
Share-based payments	10.6	-	10.6	10.6	-	10.6
Issue of ordinary shares	0.1	-	0.1	1,417.6	-	1,417.6
Acquisition/disposal of minorities	-	-1.8	-1.8	-	3.1	3.1
Dividend minorities	-	-0.2	-0.2	-	-	-
Value at September 30	2,479.5	1.5	2,481.0	2,695.6	4.2	2,699.8



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# Core data

(unaudited)
In millions of €

Balance sheet	September 30, 2009	September 30, 2008
Operating working capital *	435.8	930.7
Borrowings	1,734.1	2,765.6
Net debt	1,166.8	1,889.0

<sup>\*</sup> Operating working capital is defined as trade and other receivables minus short term part financial fixed assets, minus trade and other payables and minus deferred receipts disposal of subsidiaries.

Break down operating expenses	Three months ended September 30		Nine months ended September 30	
_	2009	2008	2009	2008
Personnel expenses Other operating expenses	347.3 148.4	475.1 217.7	1.121.8 537.3	1,115.6 504.2
Operating expenses	495.7	692.8	1,659.1	1,619.8
Depreciation and amortization software				
Depreciation property, plant and equipment Amortization software	16.5 8.4	17.2 5.8	50.3 19.5	43.7 14.9
Total depreciation and amortization software	24.9	23.0	69.8	58.6
EPS calculation				
Net income for ordinary shareholders	59.3	76.7	15.1	244.0
Amortization and impairment acquisition-related intangible assets and goodwill Integration costs One-offs	39.8 2.7 -17.0	90.5 17.6 -18.4	119.2 15.9 37.4	117.1 38.9 -18.4
Tax-effect on amortization and impairment acquisition- related intangible assets and goodwill, integration costs and one-offs	-12.3	-11.8	-60.3	-25.5
Net income before amortization and impairment acquisition- related intangible assets and goodwill, integration costs and				
one-offs	72.5	154.6	127.3	356.1
Basic EPS (in €)	0.35	0.45	0.09	1.72
Diluted EPS (in €)	0.35	0.45	0.09	1.72
Diluted EPS before amortization and impairment acquisition- related intangible assets and goodwill, integration costs and one-offs (in €)	0.42	0.91	0.74	2.51
Average number of ordinary shares outstanding (mln) Average number of diluted ordinary shares outstanding (mln)	169.6 171.2	169.4 169.6	169.6 170.9	141.6 142.0

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### Notes to the consolidated interim financial statements

### Reporting entity

Randstad Holding nv is a public limited liability company incorporated and domiciled in the Netherlands and listed on Euronext Amsterdam.

The consolidated interim financial statements of Randstad Holding nv as at and for the three and nine months' period ended September 30, 2009 include the company and its subsidiaries (together called the 'Group').

### Significant accounting policies

These consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards and its interpretations issued by the International Accounting Standards Board (IASB), as adopted by the European Union (hereafter: IFRS).

The accounting polices applied by the Group in these consolidated interim financial statements are unchanged compared to those applied by the Group in its consolidated financial statements as at and for the year ended December 31, 2008.

## **Basis of presentation**

These consolidated interim financial statements are condensed and prepared in accordance with (IFRS) IAS 34 'Interim Financial Reporting'; they do not include all of the information required for full (annual) financial statements, and should be read in conjunction with the consolidated financial statements of the Group as at and for the year ended December 31, 2008.

The consolidated financial statements of the Group as at and for the year ended December 31, 2008 are available upon request at the Company's office or at <a href="https://www.ir.randstad.com">www.ir.randstad.com</a>.

### **Estimates**

The preparation of consolidated interim financial statements, requires the Group to make certain judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

In preparing these consolidated interim financial statements, the significant judgments, estimates and assumptions, were the same as those applied to the consolidated financial statements as at and for the year ended December 31, 2008.

## Seasonality

The Group's activities are impacted by seasonal patterns. The volume of transactions throughout the year fluctuates per quarter, dependent upon demand as well as variations in items such as the number of working days, public holidays and holiday periods. Historically, the Group usually generates its strongest revenue and profits in the second half of the year. Historically, in the second quarter cash flow is usually negative due to the timing of the payments of holiday allowances and dividend; cash flow tends to be the strongest in the second half of the year.

# Effective tax rate/income tax expense

For the full year the tax rate on amortization, which shows as a benefit on the tax line, is expected to be constant at 31.4%. The effective tax rate on profit before tax (before amortization) is expected to be around 13-15% for the full year and is applied for YTD Q3.

### **Acquisitions of Group companies**

The total cash out for acquisitions YTD Q3 2009 is € 19.0 million (YTD Q2: € 16.8 million), mainly related to arrangements with regard to acquired companies in preceding years. As these companies are already consolidated in full in 2009, no additional contribution to revenue and operating profit resulted from these acquisitions.

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# **Disposal of Group companies**

In Q3 the Group disposed of all shares of both MOT Models Ltd in the UK (revenue 2008 approximately  $\in$  2.0 million); with respect to our Japanese activities we sold Vedior Contec Inc. (revenue 2008 approximately  $\in$  4 million) while we signed an agreement to sell our shares in Frontier Construction and Partners CO Ltd. (revenue 2008 approximately  $\in$  11 million).

Furthermore the Group disposed of the payroll services of Randstad HR & Salarisdiensten by in the Netherlands as from October 1, 2009. Together with the sale in the first half year 2009 of Gamma Dienstverlening BV in the Netherlands, Consulteam group in Eastern Europe, Supernurse Co. Ltd in Japan and a small part of activities in Belgium, the total gain on disposals as per YTD Q3 2009 amounted to € 20.1 million.

### Share of profit of associates

The share of profit of associates in YTD Q3 2008 related for € 3,8 million to the 15,03% shareholding in Vedior N.V. up to May 16, 2008 when Vedior N.V was consolidated.

### Shareholders' equity

The issued number of ordinary shares increased as follows:

Number of issued shares as at December 31, 2008	169,543,025
Share-based payments arrangements	15,377
Number of issued shares as at September 30, 2009	169,558,402

### Net debt position

The net debt position as of September 30, 2009 ( $\in$  1,166.8 million) is  $\in$  474.2 million lower compared to December 31, 2008 ( $\in$  1,641 million) mainly due to a positive free cash flow.

### **Deferred tax liability**

As announced with the Q2 2009 results we had a tax refund of €152 million in Q3. This amount which is to be repaid is included as deferred tax liability.

### **Related-party transactions**

There are no material changes in the nature, scope and (relative) scale in this reporting period compared to the disclosures in note 41 of the consolidated financial statements as at and for the year ended December 31, 2008.

### Commitments

There are no material changes in the nature and scope compared to the disclosures in note 35 of the consolidated financial statements as at and for the year ended December 31, 2008.



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# Reconciliation between actual and pro forma figures (in millions of €)

	Three months ended September 30, 2009	Nine months ended September 30, 2009
EBITA reported quarterly figures Integration costs One-offs	107.7 2.7 -17.0	156.3 15.9 37.4
EBITA pro forma figures	93.4	209.6

Integration costs and one-offs have been excluded from the pro forma figures.

# **APPENDIX**

# Restatement of pro forma figures

As of Q1 2009 our Chinese payrolling business is reported on a net basis (fee only) rather than on a gross basis. Please find below the restatement of the pro forma figures 2008 per quarter.

# PRO FORMA AS PUBLISHED

(unaudited)

	2008				
In millions of €	Q1	Q2	Q3	Q4	FY
Revenue (A)	4,272.8	4,477.5	4,468.1	3,959.0	17,177.4
Gross profit	874.0	933.9	913.3	818.8	3,540.0
EBITA	180.3	233.8	242.4	177.9	834.4
Gross margin	20.5%	20.9%	20.4%	20.7%	20.6%
EBITDA margin	4.8%	5.9%	5.9%	5.1%	5.4%
EBITA margin	4.2%	5.2%	5.4%	4.5%	4.9%

# **PRO FORMA ADJUSTED**

(unaudited)

	2008				
In millions of €	Q1	Q2	Q3	Q4	FY
Revenue (B)	4,221.1	4,440.4	4,424.5	3,905.6	16,991.6
Gross profit	874.0	933.9	913.3	818.8	3,540.0
EBITA	180.3	233.8	242.4	177.9	834,4
Gross margin	20.7%	21.0%	20.6%	21.0%	20.8%
EBITA margin	4.3%	5.3%	5.5%	4.6%	4.9%
EBITDA margin	4.8%	5.9%	6.0%	5.2%	5.5%
Revenue adjustment = A -/- B	51.7	37.1	43.6	53.4	185.8