

Clients Turnover by Amount Intervals

Cod. Template: Turnover - Company(s): *11 - KP Spain
Result - (January to December) - 2011, 2012

| | 2011 | 2012 | Difference | % |
|--|--------------|--------------|-------------|----------|
| Clients | | | | |
| Domestic Clients | | | | |
| Clients with Turnover in excess of 20.000 € | | | | |
| . 4300004734 - Client 4734 | 829.767,51 | 700.313,91 | -129.453,60 | -15,60 % |
| . 4300002088 - Client 2088 | 212.525,98 | 174.260,45 | -38.265,53 | -18,01 % |
| . 4300002543 - Client 2543 | 150.083,02 | 161.754,45 | 11.671,43 | 7,78 % |
| . 4300006965 - Client 6965 | 87.723,46 | 120.088,87 | 32.365,41 | 36,89 % |
| . 4300002981 - Client 2981 | 60.460,14 | 59.321,62 | -1.138,52 | -1,88 % |
| . 4300005645 - Client 5645 | 34.539,24 | 56.208,68 | 21.669,44 | 62,74 % |
| . 4300002229 - Client 2229 | 45.678,86 | 41.487,59 | -4.191,27 | -9,18 % |
| . 4300002690 - Client 2690 | 38.464,39 | 39.659,92 | 1.195,53 | 3,11 % |
| . 4300004177 - Client 4177 | | 36.425,10 | 36.425,10 | |
| . 4300001949 - Client 1949 | 41.378,96 | 34.518,12 | -6.860,84 | -16,58 % |
| . 4300004230 - Client 4230 | | 22.868,40 | 22.868,40 | |
| . 4300002700 - Client 2700 | | 21.638,36 | 21.638,36 | |
| . 4300001515 - Client 1515 | 29.220,05 | 21.467,78 | -7.752,27 | -26,53 % |
| . 4300003288 - Client 3288 | | 20.490,53 | 20.490,53 | |
| . 4300006069 - Client 6069 | | 20.225,80 | 20.225,80 | |
| . 4300001633 - Client 1633 | 25.035,86 | | -25.035,86 | |
| . 4300002910 - Client 2910 | 20.678,92 | | -20.678,92 | |
| . 4300003203 - Client 3203 | 22.444,81 | | -22.444,81 | |
| . 4300004028 - Client 4028 | 29.161,37 | | -29.161,37 | |
| . 4300001190 - Client 1190 | 68.101,67 | | -68.101,67 | |
| . 4300007117 - Client 7117 | 24.684,30 | | -24.684,30 | |
| Number of Clients | 16,00 | 15,00 | -1,00 | -6,25 % |
| % of domestic clients number | 2,62 % | 2,39 % | -0,23 | -8,78 % |
| Average Turnover per client | 107.496,78 | 102.048,64 | -5.448,14 | -5,07 % |
| Total Turnover | 1.719.948,54 | 1.530.729,58 | -189.218,96 | -11,00 % |
| % of Domestic Turnover | 69,08 % | 64,47 % | -4,61 | -6,67 % |
| Clients with Turnover between 10,000 € and 20,000 € | | | | |
| Number of Clients | 13,00 | 15,00 | 2,00 | 15,38 % |
| % of domestic clients number | 2,13 % | 2,39 % | 0,26 | 12,21 % |
| Average Turnover per client | 14.861,92 | 13.778,27 | -1.083,65 | -7,29 % |
| Total Turnover | 193.204,97 | 206.674,06 | 13.469,09 | 6,97 % |
| % of Domestic Turnover | 7,76 % | 8,70 % | 0,94 | 12,11 % |
| Clients with Turnover between 5,000 € and 10,000 € | | | | |
| Number of Clients | 55,00 | 52,00 | -3,00 | -5,45 % |
| % of domestic clients number | 9,00 % | 8,29 % | -0,71 | -7,89 % |
| Average Turnover per client | 3.145,18 | 2.810,16 | -335,02 | -10,65 % |
| Total Turnover | 172.984,93 | 146.128,12 | -26.856,81 | -15,53 % |
| % of Domestic Turnover | 6,95 % | 6,15 % | -0,80 | -11,51 % |
| Clients with Turnover of less than 5,000 € | | | | |
| Number of Clients | 527,00 | 545,00 | 18,00 | 3,42 % |
| % of domestic clients number | 86,25 % | 86,92 % | 0,67 | 0,78 % |
| Average Turnover per client | 765,64 | 900,43 | 134,79 | 17,60 % |
| Total Turnover | 403.492,37 | 490.736,29 | 87.243,92 | 21,62 % |
| % of Domestic Turnover | 16,21 % | 20,67 % | 4,46 | 27,51 % |
| Total Domestic Clients | | | | |
| Number of Clients | 611,00 | 627,00 | 16,00 | 2,62 % |
| % of total clients number | 92,86 % | 91,94 % | -0,92 | -0,99 % |
| Average Turnover per client | 4.074,68 | 3.786,71 | -287,97 | -7,07 % |
| Total Turnover | 2.489.630,81 | 2.374.268,05 | -115.362,76 | -4,63 % |
| % of Total Turnover | 97,71 % | 96,73 % | -0,98 | -1,00 % |

Clients Turnover by Amount Intervals

Cod. Template: Turnover - Company(s): *11 - KP Spain

Result - (January to December) - 2011, 2012

| | 2011 | 2012 | Difference | % |
|-----------------------------------|--------------|--------------|------------|---------|
| Foreign Clients | | | | |
| Total Foreign Clients | | | | |
| Number of Clients | 47,00 | 55,00 | 8,00 | 17,02 % |
| % of total clients number | 7,14 % | 8,06 % | 0,92 | 12,89 % |
| Average Turnover per client | 1.240,73 | 1.459,02 | 218,29 | 17,59 % |
| Total Turnover | 58.314,44 | 80.245,92 | 21.931,48 | 37,61 % |
| % of Total Turnover | 2,29 % | 3,27 % | 0,98 | 42,79 % |
| Total Clients | | | | |
| Number of Clients | 658,00 | 682,00 | 24,00 | 3,65 % |
| Average Turnover per client | 3.872,26 | 3.598,99 | -273,27 | -7,06 % |
| Total Turnover | 2.547.945,25 | 2.454.513,97 | -93.431,28 | -3,67 % |

(c) KeyPress Software