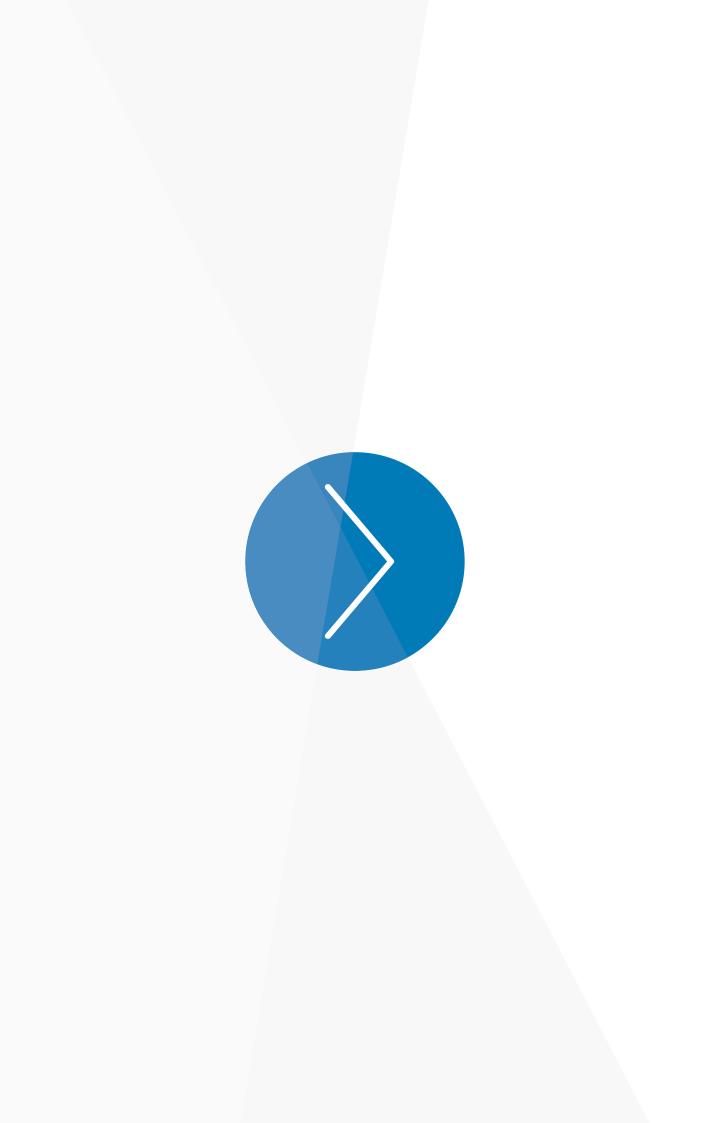
# BUSINESS EXCELLENCE IN A CONNECTED WORLD

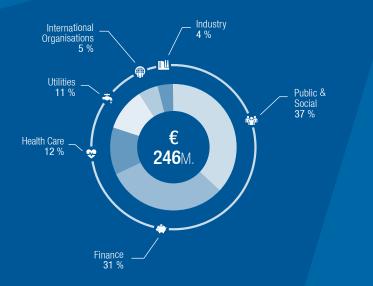
**ANNUAL REPORT 2015** 





# THE NRB GROUP IN 2015





+2,000 collaborators

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We are at the beginning of a new industrial revolution that finds its roots in the recent advent of technologies such as cloud, social media, mobile, the Internet of Things ... These so called digital technologies have a deep impact on the behaviour of every individual and disrupt the way our companies and organisations work.

In this annual report 2015, we are exposing our vision of the future of this hyper connected world. We focus, in this respect, on each industry the NRB Group addresses. We also have asked leading personalities within these industries to testify and we thank them for their kind collaboration.

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# INTRODUCTION



### THE NRB GROUP

**Ulrich Penzkofer** Chief Executive Officer

# ICT, A LEVER FOR GROWTH IN A CONNECTED WORLD

More than ever before, while relying on tried and true know-how, NRB intends to co-create with its clients and partners innovative and reliable solutions, enabling companies and organisations to offer their stakeholders the products and services of the world of tomorrow.

#### A REVOLUTION ON A WHOLE **NEW SCALE**

The digital revolution is progressing at ever greater speed. Organisations and companies - regardless of their sector of activity - are forced to apply all of their creativity to innovate on their respective markets and to offer products and services that are appropriate to the challenges their clients are already experiencing on a daily basis in the new economy. In order to do this, they need to be able to rely on an advanced technological infrastructure.

#### NRB, YOUR PARTNER IN DEVELOPING THE SOLUTIONS OF THE FUTURE

Our mission is to create value, with the help of infor-

mation technology, for our clients and their clients or users. In order to do this, the NRB Group makes use of two types of expertise that have been built up over a long period of time: IT expertise, on the one hand, and business expertise in a given domain on the other hand, whether this be health care, the public sector, financial services, industry, or public utilities. Indeed, we know both how these organisations operate and the challenges they face.

Thanks to the combination of these two types of expertise, IT and specific business know-how, NRB can advise its clients, design a road map and put in place an efficient, reliable technological infrastructure that fits their needs and that will enable them to meet the challenges of the digital revolution in their sector of activity. This approach, when combined with the advantages of proximity of delivery to the decision-making centres, helped us to conclude major contracts with prestigious clients.

#### 2015, A KEY YEAR FOR NRB

The year 2015 was a key year for NRB in a number of ways.

- The acquisition of Trasys in the fourth quarter helped us to considerably strengthen our portfolio of solutions in software development, including in sector specific solutions, such as SCADA and SAP, for example. With Trasys, the NRB Group will have an annual consolidated sales turnover of more than 300 million euro\*, thus enhancing its first rank position as a Belgian end-to-end supplier of IT services and solutions.
- Moreover, the relationship with our strategic client Ethias has evolved. We have renegotiated a new five-year collaboration plan for a vast range of services with significant business volume.
- Finally, we have made technological investments to build a solid hybrid cloud infrastructure. These new investments have enabled us to pick up new clients and will serve as a leverage for future commercial deployments in this area.

The consolidated turnover for 2015 came to 246 million euro, which constitutes an 11% growth compared to the preceding year, while consolidated EBIT represented 7.2% of turnover. The year 2015 was thus a good year for the NRB Group.

An ever-growing number of clients are giving us their trust, enabling us to continue to grow our turnover over the course of 2015. They place us in the number one position in outsourcing – data center and data hosting – of which we are very proud. Among the new clients who joined us in 2015 are such organisations as Actiris, D'leteren, Seco, Sonaca, and many others.

#### ENCOURAGING PROSPECTS FOR 2016

Thanks to the recent investments and training programmes for our teams, we are determined to meet the challenges of tomorrow and to continue our growth at a pace that is two times faster than that of the market. In the context of continuous improvement and in parallel to the integration of the activities of Trasys, we are actively continuing our campaign for operational excellence linked to sound management of costs. We are making progress in preparation for ISO 27001 certification, following a well-defined programme, and we hope to receive this certification during the year 2016.

My thanks to all our clients who renew their trust in us every day. We are determined to do our utmost to earn this trust further on, to build with our clients better solutions, and to offer them the service and quality they expect.

I use this opportunity to thank our partners with whom we are developing business within a rich, innovative, and constructive relationship.

And it is a fact that we only have been able to achieve the results of 2015 thanks to the dedication and motivation of all the employees of the Group. Without their daily involvement, we would not have been able to meet these challenges and we could never imagine the solutions of today and tomorrow. We warmly thank them all.

> Ulrich Penzkofer, Chief Executive Officer

11 imptisfo





Pascal Fiévez Director – Public Sector & Social

# THE PUBLIC SECTOR: TRANSFORMATION AT EVERY LEVEL

## DIGITISATION OF PUBLIC SERVICES

The public sector is very aware of its need to digitise its services at every level. This is why we can speak of a complete transformation. And the citizen is playing a central role in this.

This digitisation of public services through various channels – particularly the internet and mobile – requires a lot of change. NRB can and wants to play a leading role in this, as a catalyst and advisor. We help governmental organisations from start to finish – from consultancy right through to the commissioning of new technologies – providing advice at business level in terms of digital transformation, defining roadmaps and supervising migrations.

## FROM MAINFRAME TO CLOUD

The government still has a lot of customised mainframe systems and applications, which makes it more complex to evolve, but NRB can certainly help make these systems more flexible over the coming years. We can for example start by migrating them to standard software and then ultimately supervise the switch over to the cloud.

NRB can make all its services available via the cloud: Platform as a Service (PaaS) or Infrastructure as a Service (laaS). We provide these outsourcing services from our state of the art data centres in Belgium. These data centres are redundant providing disaster recovery plans (DRP) as well as numerous embedded security features.

We also position ourselves as an integrator – which is in our DNA – by offering customers the possibility of using their own applications securely and transparently in a Software as a Service model (SaaS). This means our customers can operate in a public, private or hybrid cloud.

#### EFFICIENT AND PROACTIVE

As do commercial organisations, governments also aspire to satisfy the same – high – requirements set by the customers. The latter do after all expect public services to be available 'anywhere, anyhow and anytime', similar to what they expect at work and in their private lives. Public administrations can only provide better services by fulfilling the citizens" expectations in terms of availability and flexibility.

Governments and social organisations can make their administration much more efficient by working with standard software and mobile and cloud applications. This enables them to satisfy the requirement of doing more on a smaller budget, to make decisions faster and work more proactively with regard to customers. NRB is able to support them on this front too, including through business consultancy and with the use of BI applications in an integrated software environment. We have developed applications for mobile and online use and are committed to CRM projects – Citizen Relationship Management. We also make communications platforms available to governments in order to communicate more efficiently and directly with the citizen.

#### NRB AND THE PUBLIC SECTOR

The public sector has, historically speaking, been NRB's most significant market in Brussels and Wallonia. NRB has clients at federal, regional, provincial and municipal level.

Contracts generally run for several years. A few good references here are with the Wallonia Public Services (SPW), Wallonia-Brussels Federation (FW-B), the province of Liège, Forem (Wallonia public employment service), Actiris (employment service), the National Railway Company of Belgium (NMBS) and the Ministry of Finance. At NRB, 'social institutions' are also served by our public sector team. Various social service organisations and national health insurance services are amongst our clients, including Partena, SD Worx, FMSB, Socialistische Mutualiteit and Neutrale Ziekenfonds.

Our figures show a solid picture. The public sector has an IT budget of about €1.6bn, of which over 5% is entrusted to NRB. We expect that these figures will continue to grow at an average rate of 1.5% per year.

The acquisition of Trasys has made us stronger in a number of ways; we signed framework contracts with various government organisations and we dispose of even broader expertise in the field of security and identity access management (IAM). We want to keep developing capacities in the domain of project management for integrated Human Resources, the hybrid cloud and SAP software. This will enable us to meet and exceed our clients' expectations in the public and social sector.







# THE NRB GROUP



### THE NRB GROUP

With total revenues of €300 million\* and more than 2,000 employees, the NRB Group is among the top 3 of the ICT sector in Belgium.

NRB helps its customers to fully capitalize on the ICT assets to optimise and accelerate their processes, to innovate and grow their business and to transform in order to better match the new digital reality.

In this context, we offer a complete range of services in four areas: consultancy, software, infrastructure and managed staffing.

Consultancy covers business, IT and cyber-security services. Our "software" services include custom development solutions (COBOL, PL1, Java, .net ...) implemented by our teams located in Belgium or in our near shore center in Athens. NRB also takes care of the integration, the maintenance of applications and the implementation of packages (ERP, ECM, SCADA...) of major vendors (SAP, Microsoft, IBM, Cisco, Software AG).

Our infrastructure and managed operations services encompass housing and hosting of both mainframe and distributed systems, purpose built and converged systems, services that can also be delivered in a cloud mode (laaS and PaaS). We operate according to the best practices to ensure efficiency, security and quality. NRB relies on an excellent Tier3+ infrastructure spread over two geo-resilient sites. Equipped with redundant state of the art mainframe and distributed system environments, our data centers are among the most performing in Belgium.

Finally, our Managed Staffing services strives to provide our clients with the best talents, in the most cost-effective way, according to their needs.

NRB, the parent company, was founded in 1987 as a shared IT department and data center by Ethias, a leading Belgian insurer and some public utility companies. Over time, the company has grown - in part through strategic acquisitions - into the major player it is today. In 2015, NRB acquired Trasys, whose activities are being integrated.

NRB and Trasys focus on the main activity sectors in the country: public and social sector, the industry, utilities, financial organisations, insurance companies and European and international organisations.

\* The consolidated turnover of €246 million in 2015 only includes 3 months of the results of Trays Group and its subsidiaries.

The other entities, of which NRB is the controlling shareholder, mainly focus on specific sectors, while relying on the scale and the ICT infrastructure of NRB.

The Xperthis Group (Xperthis, Mims and Ciges) is specialized in IT-solutions for the health care sector: Back Office Management, Care Management (Electronic Patient Records) and Care Administration.

Cevi and Logins in Flanders and Civadis in Brussels and Wallonia offer IT products and services dedicated to the local public sector, such as the provinces, cities and municipalities, public social service centers (CPAS) and police administrations.

Afelio, founded in 2013 as a subsidiary of the NRB Group, is a digital specialist: strategy, UX design, con-

ception, implementation, development and integration of web and mobile applications, marketing technologies...

Proximity to our customers is a key factor for NRB, both physically and with respect to communication. Firstly, we offer our services from our headquarters and data centers in Belgium and from our operational units located in Luxemburg, United Kingdom, Spain and Switzerland. Secondly, our customers always have a direct access to NRB's top management.

The NRB Group is the ideal partner for any organisation looking for a reliable and autonomous actor nearby, able to respond in a swift and agile way to its particular needs.





### MISSION, VISION AND VALUES

#### **OUR MISSION**

The mission of the NRB Group is to ensure that ICT technologies contribute to improving everybody's life. For that purpose, we commit to provide high quality, reliable and secured IT services and solutions to the key sectors on which society relies.

To carry out this mission, our organizations relies on the competences, the creativity, the flexibility, the effectiveness and the commitment of its collaborators.

#### OUR VISION

We want to be the preferred partner of the principal players in the key sectors of society, recognized for the quality, reliability and security of our solutions.

#### OUR VALUES

#### TRUST

We are committed to offering our customers solutions that are future proof and that bring a real added value to their activities. The quality and effectiveness of our solutions are the foundations of our long-lasting relationships of trust with our clients.

#### RESPECT

We respect the ethics, integrity and values of our employees, our clients and our partners. This is the basis of a **constructive attitude** that promotes listening and dialogue, guaranteeing a personalised service.

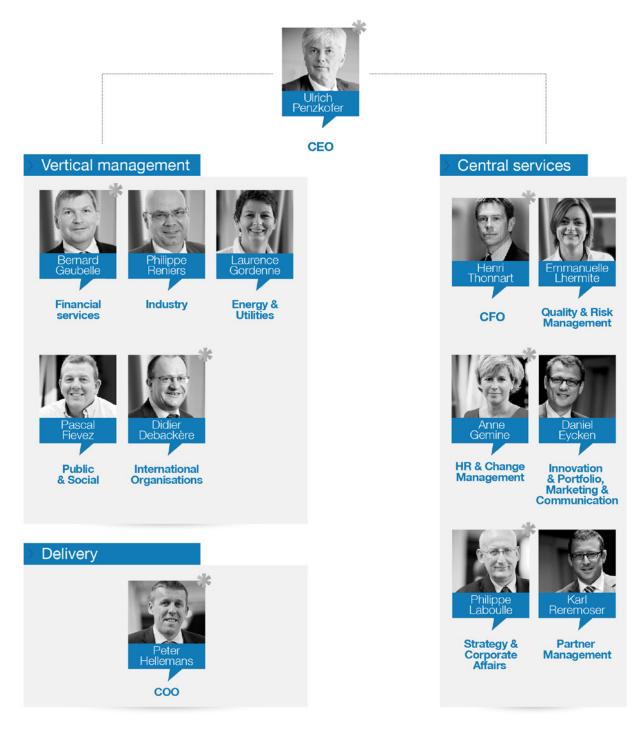
#### **TEAM SPIRIT**

We are constantly investing in the **development of our employees**, in our technological resources and in the promotion of best practices.

#### COMPOSITION OF THE BOARD OF DIRECTORS

	Mandate begins	Mandate ends
Chairman		
Bernard Thiry	22/04/2010	28/04/2016
Vice-Chairman		
Pol Heyse	22/04/2010	30/06/2015
HERES COMMUNICATIONS	30/06/2015	28/04/2016
Administrators		
Alain Palmans	22/04/2010	28/04/2016
BELCOM sprl represented by Erik De Lembre	22/04/2010	23/04/2015
Carine Hougardy	22/04/2010	28/04/2016
Cécile Bolette	22/04/2010	28/04/2016
Luc Hujoel	22/04/2010	28/04/2016
Philippe Boury	22/04/2010	28/04/2016
SPARAXIS S.A. represented by Eric Bauche	22/04/2010	28/04/2016
Steve Stevaert <sup>+</sup>	22/04/2010	02/04/2015
VENTURE COACHING scrl represented by Pierre Wolper	22/04/2010	28/04/2016
Philippe Naelten	28/04/2011	28/04/2016
UJP Consulting sprl represented by Ulrich Penzkofer	01/01/2013	28/04/2016
Erik De Lembre	23/04/2015	28/04/2016
DESSEILLE sca represented by Claude Desseille	23/04/2015	28/04/2016
Statutory Auditor		
PWC scrl represented by Mélanie Adorante	24/04/2014	27/04/2017

## NRB'S MANAGEMENT TEAM



Members of the Commitee of Directors

## STATEMENT OF EQUITY CAPITAL AT 31/12/2015

Shareholders	Amount paid	d up as at 31/12/2015	Number of units
ETHIAS S.A.	10.632.500,00	68,39 %	42.530
TECTEO	1.924.000,00	12,38 %	7.696
C.I.L.E.	702.000,00	4,52 %	2.808
GESVAL S.A.	250,00	0,00 %	1
S.W.D.E.	757 250,00	4,87 %	3.029
S.R.I.W.	625.000,00	4,02 %	2.500
INTERFIN	625.000,00	4,02 %	2.500
BRUTELE	281.250,00	1,81 %	1.125
Total liabilities	15.547.250,00	100 %	62.189





Bernard Geubelle Director Financial Services

# FINANCE: DIGITAL TRANSFORMATION AND CROSS-SELLING

#### STRICTER REGULATIONS

Banks and insurance companies are organisations that need to protect their data and infrastructure more than any other. They work with very sensitive information and have to satisfy very strict legal requirements. This means they have to ensure absolute integrity of their data and watertight data transfers. The increasing use of online and mobile applications has made it more complex than ever before for banks and insurance companies to satisfy the many rules and regulations. Consequently there is a need for more efficient data protection, strict and coherent security procedures, and better tools to control this compliance.

NRB supports them in this by providing reporting services, amongst other things, for example in the context of the European Solvency II guideline. We also offer various solutions for encrypting data throughout their entire life cycle. We manage the risks and design the security to match our customers' business processes, as well as protecting critical infrastructure from cyber attacks.

#### NEW BUSINESS MODELS

Organisations in the world of banking and insurance want to communicate with customers through multiple, mainly digital, channels. In order to make this possible, they have to replace or modify certain essential applications to fit in with the new context. They are therefore looking for the most suitable software to support this new approach. Financial organisations also need to review their processes, systems and approach to cope with new forms of competition and business models.

NRB helps organisations in the financial sector implement the most suitable technology. With the help of Afelio, we ensure existing software environments to be accessible mobile and online. We can also make applications available via the cloud. The new Ethias website is a good example of this. This modern platform means customers can agree, renew and manage their insurance contracts themselves. What's important for our customers is that our service isn't limited to just implementing the technology, but also that we can help them throughout their entire digital transformation process. We therefore have an important internal consultancy department that is specialised in this domain.

#### CUSTOMER INSIGHT

Banks and insurance companies often already have a wealth of customer information they're not making full use of. The more they know their customer, the more possibilities they have for cross-selling. And this in turn has a positive impact on customer recruitment and retention. That's why there's so much growing interest in data analysis from internal and external sources. Organisations can use this information to gain a better understanding of their customers, and thus offer them more attractive, personalised, commercial proposals.

NRB helps banks and insurance companies develop their strategies for customer relations during workshops in which we involve as many people from the business and IT as possible. We help our customers design new business models which take customer behaviour analysis into account. NRB also offers the possibility of creating a secure, mobile sales environment to increase customer fidelity even more.

# NRB AND THE FINANCIAL SECTOR

NRB has always been strong in the financial institutions, banking and insurance sector, and our acquisition of Trasys in July 2015 strengthened our market position even further. One of our most important customers is Ethias, the third biggest insurer in our country. We continue to have a strong focus on mainframe, custom software development and operational management. Since the acquisition of Trasys we can now benefit from nearshore software development in Athens too, which will help us respond to requests from our clients even faster. We can also provide even more services with added value such as the implementation of data governance (quality-oriented data management) or security technologies, and Trasys Luxembourg's status of 'PSF' (Financial Sector Professional) gives us access to customers there too, such as KBL and Credit Suisse.

THE DIGITAL TRANSFORMATION OF ETHIAS? A STRONGLY GROWING ONLINE PRESENCE IN ORDER TO REINFORCE THE INTERACTIVITY OF THE DIRECT CONTACT WITH OUR B2C CUSTOMERS AND TO IMPROVE THE EFFICIENCY OF THE COLLABO-RATION WITH OUR B2B CUSTOMERS BASED ON AN OPEN, AGILE AND INTEGRATED MANAGEMENT SYSTEM AND AN IMPROVED CYBER-SECURITY.

Jean-Pierre Delvaux Chief Information Officer









#### PREAMBLE

In 2015, two major events considerably influenced the operations of the NRB Group – the acquisition of Trasys and a reframing of our partnership with Ethias.

In order to continue with its expansion strategy, in October 2015, NRB acquired all shares in Trasys Group S.A., which enables us to be stronger in the area of consulting services and the development of applications, and it also provides us with access to new markets such as the European institutions.

Integration operations of NRB and Trasys have commenced, which enable us to operate, as and from 1 January 2016, as one operating entity, managed by a single management team. The legal merger of the two entities is scheduled to take place in 2017.

The Xperthis Group has also strengthened its position in the healthcare sector through its acquisition of MIMS. The acquisition is part of the Group's growth strategy – it intends to become the number one provider of ICT (Information & Communication Technologies) services in Belgium.

Despite a background in which some of our largest clients are exerting downward pressure on prices, the

growth we experienced in several sectors – in particular arising out of acquisitions – enables us to finish the financial year with a turnover figure in excess of that for 2014.

In 2015, Ethias wanted to reframe its partnership with NRB. This reorientation is going to necessitate, in the coming years, a large redeployment of expertise to other lines of business and other technologies.

In tandem, both to improve the quality of service provided to our clients and to fight off ever-tougher competition on the market, we have continued with the activities we had planned in terms of improving productivity, we have continued with investments, training courses and programmes are ongoing and we have started to implement significant saving programmes, both in respect of NRB and in respect of its subsidiaries.

The programmes that were set out in the area of risk management – including those relating to security, to continuity and to quality improvement – have been successfully completed and they should enable us to obtain ISO 27001 (Information Security Management) certification as regards NRB and Trasys in 2016.

#### FINANCIAL ASPECTS

To recap: in December 2014, the companies Xperthis Group and Xperthis S.A. (one share) acquired a 100% stake in the company Ciges, a company which specialises in designing, developing and bringing to market IT solutions which are used by health professionals. The 2015 consolidated accounts set out all of Ciges' P&L Account.

On 29 January 2015, the companies Xperthis Group and Xperthis S.A. (one share) acquired a 100% stake in Mims S.A., a company which also specialises in designing, developing and bringing to market IT solutions which are used by health professionals. The 2015 consolidated accounts set out 11 months' trading on the part of MIMS.

Lastly, on 29 October NRB acquired all of the shares in Trasys Group S.A. The latter Group, either directly or indirectly, wholly owns the Belgian operating entities Trasys S.A. and Trasys Technology S.A., and also the Luxembourgish company Trasys Luxembourg PSF S.A. The operating company Trasys S.A. also has offices in Greece, France, Switzerland, Spain and the United Kingdom. The above companies have been part of NRB's scope of consolidation since 1 October 2015.

Following the transactions set out above, NRB's scope of consolidation as of 31 December 2015 was made up of:

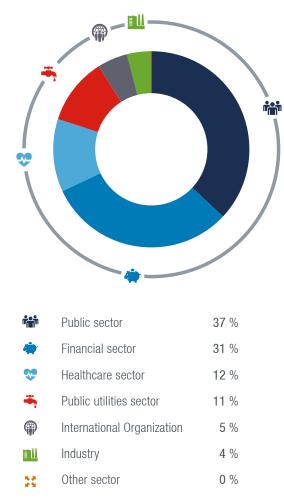
- NRB : the consolidating company
- Adinfo
- Civadis
- Cevi
- Logins
- Xperthis
- Xperthis group

- Ciges
- Mims
- Afelio
- Trasys Group
- Trasys
- Trasys Technology
- Trasys Luxembourg PSF

#### All entities are integrated within NRB using full consolidation method.

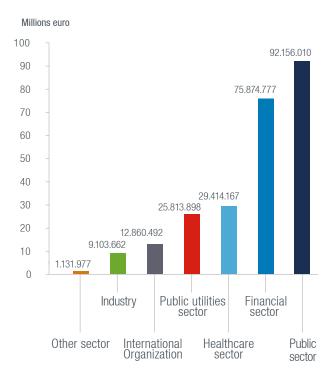
NRB's consolidated turnover amounts to €246 million, versus €222 million in 2014, i.e. up 11%. The increase is mainly due to the turnover generated by the companies acquired during the year.

## THE PIE CHART AND THE BAR CHART BELOW ILLUSTRATE THE BREAKDOWN OF THE CONSOLIDATED TURNOVER OF THE NRB GROUP BY MARKET SEGMENT.



As a %

#### In absolute values



Consolidated operating income was 7.2% of turnover. Financial result amounted to  $\in$ 4.4 million following the posting of consolidation goodwill to financial expenses.

In the Balance Sheet, the following items are of note:

- Fixed assets amounts to €107.5 million, which are composed of tangible assets for €42.7 million and positive consolidation difference for €49.9 million.
- Accounts receivable within less than one year up to €69.3 million.
- Current investments and available cash amount to €53.6 million.

- After appropriation of NRB's result of the year, consolidated shareholder's equity comes to €89.4 million.
- Third party interests amount to €24.5 million.
- Accounts payable within less than one year total €121.1 million.

Activities during the 2015 financial year generates a consolidation profit of **€6.2 million**, of which €5.6 million is allocated to the Group and €0.5 million is allocated to minority interests.

#### OPERATIONAL AND TECHNICAL MATTERS

#### STRATEGY

In 2012, a new vision and a new strategy were put in place, as follows:

"We are a model for the Belgian economy, recognised as no. 1 in terms of quality and of innovation in our line of business – information technology.

Our clients are based right across Belgium, in Wallonia, in Brussels and in Flanders, and also in Europe as regards some specific business sectors.

Thanks to our recognised technological and functional

#### DELIVERY

During the course of 2015, NRB continued to apply this strategy, which consisted of:

- The implementation of a hybrid cloud approach;
- Continual development as regards the most recent mainframe technologies, an area in which we had won new large clients;
- The development of business analytics/big data solutions, an area in which we had signed a partnership agreement with the Wallonia Regional Council, within the framework of the latter's digital and competitiveness clusters plan;
- The integration of back office and multi-channel web solutions, by means of our expertise in the areas of architecture and integration;
- The continuation of web and mobile development through a collaboration between NRB and Afelio;
- The development of electronic patient health records within our subsidiaries Xperthis, Ciges and MIMS and thought as to the integration pathway of the specific solutions developed by each of these entities;

expertise, to our efficient delivery model and our motivated staff members, we are a high-performing company in all respects.

Our staff members are proud of their success and naturally they receive reward and recognition from NRB in return.'

This strategy continued to be implemented in 2015 as regards the Marketing & Sales (see point 4 below), Delivery Model and Staff prongs of it.

- The start of a pilot project in relation to a new welfare administration software program at Adinfo;
- The determination of the NRB Group and Adinfo's collective vision for smart cities, materialised through the electronic service points (e-guichets) project.

In tandem, we have continued to recruit people with key profiles, to strengthen the expertise of our staff.

Ethias decision to evolve towards a package solution in place of and instead of a solution based on made-tomeasure developments is going to necessitate, in the coming years, a significant redeployment of expertise to other professions and other technologies.

Finally, the acquisition of Trasys enables us to strengthen NRB significantly in terms of resources and expertise in the area of consulting services and application development, and it also allows us to gain access to new markets, such as European institutions.

#### THE TEAMS

During the course of the year, we have continued to carry out significant work in terms of developing the human potential which exists within the NRB Group, as follows:

 The gradual introduction and the daily use of a performance appraisal system based on interviews between staff members and their managers;

#### members, and in particular the leadership and coaching skills of team managers;Change management on a HR level, in terms of

• We have developed the expertise of staff

 Change management on a HR level, in terms of providing assistance to staff members;

In addition, Senior Management has made sure that it has maintained good relationships with union organisations.

#### COMMERCIAL ELEMENTS

Growth has been maintained in the majority of our business sectors, namely:

- Our long-standing business in Wallonia and in Brussels has been strengthened, in the public & social, healthcare and public utilities sectors;
- Our business in the manufacturing/industrial sector has increased, by means of significant successes, especially in the area of outsourcing.

In order to strengthen its presence in the market, NRB has continued to modernise the image of the Group, through several marketing campaigns.

#### KEY SUBSEQUENT EVENTS

At the same time, our marketing and sales Teams have continued to evolve, in order to better meet the requirements of the market. The acquisition of Trasys enables us to strengthen our marketing and sales teams in the fields we currently cover (i.e. finance, energy and utilities, industry/manufacturing, public and social) but also to open up new markets such as Luxembourg and European institutions.

During the year, NRB and its subsidiaries obtained several new contracts, won new clients and got existing contracts renewed. The sales pipeline (converting leads into prospects and prospects into clients) is operating well and augurs well for strong growth in the coming years.

No notable events have taken place since the 2015 financial year-end.

## ISSUES THAT MAY AFFECT THE DEVELOPMENT OF THE COMPANY

The expansion of the Group continued in 2015, with the acquisition, on 29 October, of the company Trasys Group S.A. and of its various subsidiaries (Trasys Technology S.A., Trasys S.A., Trasys Luxembourg PSF S.A.).

This acquisition is completely consistent in relation to the NRB Group's overall strategy, which is to create the leading IT Group in the Belgian market. This significant acquisition enables us to envisage a large increase in consolidated turnover and a rise in resources, bringing them up to 2,000 FTEs. Integration operations commenced in Autumn 2015, steered by an "Integration Program Office" made up of the senior managers of NRB and Trasys, which has enabled us to operate, since 1 January 2016, as a single operational entity headed up by a single management team. The legal merger of the two entities is scheduled to take place in January 2017.

#### RESEARCH AND DEVELOPMENT

Research and development work is encouraged and supported by means of new products and services, with a view to meeting the requirements of our clients. Several innovative projects, furthermore, have been identified, which has enabled us to submit an application to the State tax agency in order to obtain a partial exemption from the *précompte professionnel* (withholding tax on professional income) pertaining to staff working on these projects. Another large-scale R&D project is under way. The project is a technological innovation partnership in relation to the development of a big data platform.

Research and development work surrounding the completeness of electronic health records remains the driver of business at the Xperthis Group.

#### STATUS OF THE REGISTERED CAPITAL ON 31.12.2015

The company's share capital amounts to €15,547,250. The company's share capital is made up of 62,189 shares.

#### CAPITAL INCREASE

No increases of share capital referred to in Article 608 of the Belgian Company Code took place during the year 2015.

#### ACQUISITION OF OWN SHARES

No shares, ownership interests or certificates issued by the company were acquired, neither by the company itself, nor by any direct subsidiary or individual acting in his or her own name or on behalf of the company or of such a direct subsidiary.

### ONFLICTING INTERESTS OF ADMINISTRATORS AND EXECUTIVES (SECTION 523 - 524<sup>TER</sup> OF THE BELGIAN CODE OF COMPANIES)

The administrators hereby let it be known that no decisions were taken and no transactions were decided which fall under the scope of application of articles 523 and 524 part 3 of the Belgian Company Code.

#### SPECIAL ASSIGNMENTS OF THE STATUTORY AUDITOR AND PERFORMANCES DELIVERED BY THE COMPANIES WITH WHICH THE STATUTORY AUDITOR HAS DEVELOPED A PROFESSIONAL PARTNERSHIP

(SECTION 134 OF THE CODE OF COMPANIES)

Some assignments were undertaken in various areas (strategy relating to internal IT, an audit relating to security in subsidiaries, an overhaul of SAP permissions, etc.). Analysis was also done regarding certain taxation matters.

#### SUBSIDIARIES

As mentioned above, the company Trasys S.A. has offices abroad (in Spain, France, Greece, the United Kingdom and Switzerland), the operations of which are integrated into said company.

#### USE OF FINANCIAL INSTRUMENTS

NRB did not employ financial instruments which could be deemed to be significant vis-à-vis the valuation of its assets, of its liabilities or of its financial situation.

#### DESCRIPTION OF THE KEY RISKS

In accordance with the provisions of Article 96 of the Belgian Company Code, the Board of Directors has examined the potential uncertainties and risks which may affect the operations of NRB.

Strategy was amended in order to bring it into line with developments in the IT sector and the current economic context. The new strategy allows NRB to control operational risks and risks as regards the structure of the company. A risk analysis was undertaken based on the following points:

- Workload to achieve aims;
- Complexity of systems;
- Degree of change;
- Prior problems and events;
- Standard of the monitoring environment;
- Financial impact;
- Commercial impact;
- Human impact;
- Reputational risk;
- Compliance impact;
- Continuity of the firm.

Secondly; following the risk analysis, in accordance with Article 96 of the Belgian Company Code, the significant risks and uncertainties noted, which had been insufficiently taken into account and which could affect the operation and the continuity of the company in terms of structure and could do so in a fundamental manner, shall be the subject of corrective actions.

The conclusions of the risk analysis led senior management to continue its improvement efforts in this area in 2016, by means of the identification and the implementation of additional initiatives in relation to risk management.





Laurence Gordenne Director Energy & Utilities

### ENERGY: BALANCING SUPPLY AND DEMAND AND RETAINING CUSTOMERS IN A VOLATILE SECTOR

#### THE RISE OF SMART GRIDS

The EU wants to generate 20% of its energy from renewable sources by 2020 in the interests of halting climate change. These renewable sources are by nature irregular and distributed. The increased amount of green power in the energy mix makes therefor managing the balance between production and consumption even harder. Until recently, energy generation has mainly been centralised and constant in our country. Today the process has become much more variable, depending on weather conditions, and more disparate, with a multitude of production plants generating at lower capacities. In order to safeguard a balance on the grid, we will have to start adapting our consumption to the level of energy available. And grid operators will have to collect and manage bidirectional information in real time through a 'smart grid', in order to monitor the balance between consumption and production, while still providing the right level of service at all times.

Our consultants help energy companies through their transformation projects. We implement and maintain SCADA/DMS systems, platforms for the exchange and management of data and analytics software (big data), among other things. We define and develop roadmaps and strategies, and provide the installation, configuration, support and maintenance of systems. We can even host these systems in our data centres, which are among the best in Belgium.

#### APPROPRIATE DATA SECURITY

The more intelligent an electricity grid becomes, the more valuable the information it captures, stores and uses. And the greater the risk of sabotage, digital theft or breaches. In order to tackle these threats efficiently, we propose a global security approach with the necessary governance (who? what roles? responsibilities? processes? risks? vulnerabilities?) and active protection of applications and information networks. Our

consultants and the security software they implement, ensure that energy and utility companies comply with regulations imposed in Belgium and Europe.

#### STOP CUSTOMER CHURN

Customers are much less hesitant these days when it comes to changing gas or electricity supplier. They can easily use websites to find and compare rates and special deals from other suppliers and easily switch to a competitor.

This is the case for all gas and electricity suppliers.

Capturing information about customers can help suppliers understand buying habits better, and work on better retaining their customers.

Our experts in this sector – consultants and data scientists – help clients determine what data they need, and then design analytical data models to extract valuable information from these data in real time. We can set up such big data environments, either locally on premise or in the cloud of NRB.

Our experts can also help with the development of marketing and communication tools (personalised websites, mobile apps for customers, etc.), to improve customer retention further

## NRB AND PUBLIC UTILITY COMPANIES

At NRB we have a strong track record in the public utilities sector. We've been active in this market ever since we started in the '80s, with customer including CILE, Eandis, EDF Luminus, Eneco, Engie (formerly GDF Suez), Fluxys, Nethys, Ores, Sibelga and SWDE.

NRB's Energy & Utilities department employs around thirty advisors specialists in the sector.

We also rely on our group's vast expertise in SAP, industrial IT, mobile and web applications and data analytics. Moreover, our customers can use our data centres as a secure home for their IT systems and data.

Based upon this wide range of services and competences, the NRB Group can indeed claim to be a onestop shop for energy and public utility companies.

We strongly believe that our experience, expertise and scalability make us the outstanding partner for energy and utility companies who want to become more flexible and tackle their challenges faster and more efficiently.

THE CREATION OF VALUE FOR OUR SHAREHOLDERS, THE WALLOON COMMUNITY AND OUR COLLABORATORS IS THE ULTIMATE OBJECTIVE OF OUR CORPORATE PRO-JECTS AND OF THE NECESSARY TRANSFORMATION OF OUR SYSTEMS TOWARDS THE ENERGY SHIFT AND THE NEW BUSINESS MODELS.

Eric Van den Rul









# CONSOLIDATED BALANCE SHEET, CONSOLIDATED INCOME STATEMENT, AND NOTES TO THE FINANCIAL STATEMENTS ON 31/12/2015

### CONSOLIDATED BALANCE SHEET AFTER APPROPRIATION OF EARNINGS

	Codes	Period	Previous period
01. ASSETS			
Fixed assets	20/28	107.523.975	88.724.459
- Formation expenses (NOTE 4.7)	20	242.231	447.987
- Intangible fixed assets (NOTE 4.8)	21	12.413.683	11.034.318
- Positive consolidation differences (NOTE 4.12)	9920	49.882.719	33.428.960
- Tangible fixed assets (NOTE 4.9)	22/27	42.690.487	41.491.867
Land and buildings	22	24.890.749	26.016.978
Plant, machinery and equipment	23	8.559.767	6.277.069
Furniture and vehicles	24	1.053.415	902.997
Leasing and other similar rights	25	3.250.718	2.182.876
Other tangible fixed assets	26	2.036.652	2.866.197
Assets under construction and advance payments	27	2.899.186	3.245.750
- Financial fixed assets (NOTE 4.1 to 4.4 and 4.10)	28	2.294.855	2.321.327
Companies accounted for using the equity method (NOTE 4.10)	9921		
Participating interests	99211		
Amounts receivable	99212		
Other investments (NOTE 4.10)	284/8	2.294.855	2.321.327
Participating interests and shares	284	27.109	64.824
Amounts receivable	285/8	2.267.746	2.256.503

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Current assets	29/58	146.384.730	133.463.840
Amounts receivable after more than one year	29	163.348	227.132
Trade debtors	290	135.052	170.540
Other amounts receivable	291	28.296	56.592
Deferred taxation	292		
Stocks and contracts in progress	3	16.401.375	5.654.461
Stocks	30/36	735.091	714.834
Raw materials and consumables	30/31	17.398	17.398
Work in progress	32		
Finished goods	33		
Goods purchased for resale	34	717.693	697.436
Immovable property intended for sale	35		
Advance payments	36		
Contracts in progress	37	15.666.284	4.939.627
Amounts receivable within one year	40/41	69.292.338	52.571.445
Trade debtors	40	63.376.404	50.823.912
Other amounts receivable	41	5.915.934	1.747.533
Current investments	50/53	29.874.658	37.744.961
Own shares	50		
Other investments and deposits	51/53	29.874.658	37.744.961
Cash at bank and in hand	54/58	23.687.661	28.018.320
Deferred charges and accrued income	490/1	6.965.350	9.247.521

Codes

Period

Previous period

Total assets	20/58	253.908.705	222.188.299

Codes

Period

Previous period

### 02. EQUITY AND LIABILITIES

Equity	10/15	89.403.026	94.014.017
- Capital	10	15.547.250	15.547.250
Issued capital	100	15.547.250	15.547.250
Uncalled capital	101		
- Share premium	11	1.289.255	1.289.255
- Revaluation surplus	12		
- Consolidated reserves (NOTE 4.11) (+) (-)	9910	69.589.288	73.956.020
- Negative consolidation differences (NOTE 4.12)	9911		
- To charge positive consolidation differences	99201		
- Translation differences (+) (-)	9912		
- Investment grants	15	2.977.233	3.221.492
Minority interests			
- Minority interests	9913	24.501.845	25.532.094
Provisions and deferred tax liabilities	16	3.691.690	6.238.424
- Provisions for liabilities and charges	160/5	3.065.553	5.519.407
Pensions and similar obligations	160	2.132.905	2.720.534
Taxation	161		
Major repairs and maintenance	162		
Other liabilities and charges	163/5	932.648	2.798.873
- Deferred tax liabilities (NOTE 4.6)	168	626.137	719.017

mounts payable	17/49	136.312.144	96.403.764
Amounts payable after more than one year (NOTE 4.13)	17	5.555.667	3.690.13
Financial debts	170/4	3.047.142	2.402.53
Subordinated loans	170		
Unsubordinated debentures	171		
Leasing and other similar obligations	172	239.697	85.73
Credit institutions	173	2.807.445	2.316.79
Other loans	174		
Trade debts	175	2.439.635	1.287.59
Suppliers	1750	2.439.635	1.287.59
Bills of exchange payable	1751		
Advances received on contracts in progress	176		
Other amounts payable	178/9	68.890	
Amounts payable within one year (NOTE 4.13)	42/48	121.088.823	85.434.62
Current portion of amounts payable after more than one			
year falling due within one year	42	11.395.088	3.773.70
Financial debts	43	26.072.102	18.079.41
Credit institutions	430/8	24.315.748	17.971.00
Other loans	439	1.756.354	108.41
Trade debts	44	33.918.828	24.558.13
Suppliers	440/4	33.918.828	24.558.13
Bills of exchange payable	441		
Advances received on contracts in progress	46	4.228.257	2.119.23
Taxes, remuneration and social security	45	34.951.059	26.818.18
Taxes	450/3	12.388.831	9.336.34
Remuneration and social security	454/9	22.562.228	17.481.84
Other amounts payable	47/48	10.523.489	10.085.94
Deferred charges and accrued income	492/3	9.667.654	7.279.01

Codes

02. EQUITY AND LIABILITIES (CONT'D)

Period

Previous period

# CONSOLIDATED INCOME STATEMENT

	Codes	Period	Previous period
· Operating income	70/74	265.651.354	244.226.652
Turnover (NOTE 4.14.)	70	246.354.982	222.271.808
Increase (decrease) in stocks of finished goods, work and			
contracts in progress (+) (-)	71	754.938	2.383.102
Own construction capitalised	72	4.225.060	4.668.933
Other operating income	74	14.316.374	14.902.809
Operating charges	60/64	247.916.545	227.265.777
Raw materials, consumables	60	39.020.594	42.315.410
Purchases	600/8	39.040.852	42.047.167
Increase (Decrease) in stocks (+) (-)	609	-20.258	268.243
Services and other goods	61	82.734.898	62.466.812
Remuneration, social security costs and pensions (NOTE 4.14)	62	106.699.364	97.774.219
Depreciation of and amounts written off formation			
expenses, intangible and tangible fixed assets	630	13.246.825	13.696.205
Amounts written down stocks, contracts in progress and			
trade debtors - Appropriations (write-backs) (+) (-)	631/4	419.649	1.144.583
Provisions for liabilities and charges - Appropriations			
(uses and write-backs) (+) (-)	635/7	-2.469.325	1.259.974
Other operating charges	640/8	8.264.540	8.608.574
Operation charges carried to assets as restructuring			
costs (-)	649		
Amounts written down on positive consolidation differences	9960		
Operating profit (Operating loss) (+) (-)	9901	17.734.809	16.960.875
Financial income	75	4.273.588	2.241.305
Income from financial fixed assets	750	2.445	8.137
Income from current assets	751	1.222.218	1.327.108
Other financial income	752/9	3.048.925	906.060
Financial charges	65	8.667.961	5.385.007
Debt charges	650	333.227	314.892
Amounts written down on positive consolidation differences	9961	6.030.681	4.901.619
Amounts written down on current assets except stocks, contracts			
in progress and trade debtors $\qquad (+) (-)$	651	974.003	-655.546
Other financial charges	652/9	1.330.050	824.042
Profit (loss) on ordinary activities before taxes (+) (-)	9902	13.340.436	13.817.173

	Codes	Period	Previous period
Extraordinary income	76	40.845	77.333
Write-back of depreciation and of amounts written down			
intangible and tangible fixed assets	760		
Adjustments to amounts written off consolidation differences	9970		
Write-back of amounts written down financial fixed assets	761		
Write-back of provisions for extraordinary liabilities and			
charges	762		
Gain on disposal of fixed assets	763	25.721	61.651
Other extraordinary income (NOTE 4.14)	764/9	15.124	15.682
Extraordinary charges	66	1.592.373	344.567
Extraordinary depreciation of and extraordinary amounts			
written off formation expenses, intangible and tangible			
fixed assets	660		325.977
Extraordinary amounts written down on positive consolidation			
differences	9962		
Amounts written down financial fixed assets	661	64.515	
Provisions for extraordinary liabilities and charges			
Appropriations (uses) (+) (-)	662		
Loss on disposal of fixed assets	663	40.000	3.369
Other extraordinary charges (NOTE 4.14)	664/8	1.487.704	97
Extraordinary charges carried to assets as restructuring			
costs (-)	669	154	15.124
Profit (loss) for the period before taxes (+) (-)	9903	11.788.908	13.549.939
Transfer from deferred taxes and latent tax liabilities	780	71.437	71.437
Transfer to deferred taxes and latent tax liabilities	680		12.292
Income taxes (NOTE 4.14) (+) (-)	67/77	5.689.227	6.116.985
Income taxes	670/3	6.047.802	6.308.368
Adjustment of income taxes and write-back of tax provisions	77	358.575	191.383
Profit (loss) for the period (+) (-)	9904	6.171.118	7.492.099
Share in the result of the companies accounted			
for using the equity method (+) (-)	9975		
Profits	99751		
Losses	99651		
Consolidated profit (loss) (+) (-)	9976	6.171.118	7.492.099
Of which:			
Minority interests (+) (-)	99761	537.826	797.332

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### LIST OF CONSOLIDATED SUBSIDIARIES AND THE COMPANIES TO WHICH THE EQUITY METHOD IS APPLIED (NOTE 4.1)

Name, full address of the registered office and, if it concerns a company governed by Belgian law, the enterprise number of the > ADINFO BELGIUM PLC 0414.914.926 51,00 0,00 F Rue d'Arlon 53 - B-1040 Brussels 4  $\mathbf{\Sigma}$ CIVADIS PLC 50,99 0861.023.666 F 0,00 Rue de Néverlée 12 - B-5020 Champion 50,99  $\geq$ Centrum voor Informatica PLC 0860.972.295 F 0,00 Bisdomplein 3 - B-9000 Ghent > LOGINS PLC 0458.715.671 F 50,84 0,00 Generaal De Wittelaan 17, bus 32 - B-2800 Mechelen **XPERTHIS GROUP PLC**  $\geq$ 0840.582.796 F 54,99 0,00 Rue d'Arlon 53 - B-1040 Brussels 4 > **XPERTHIS PLC** 0419.920.423 F 54,99 0,00 Rue d'Arlon 53 - B-1040 Brussels 4 > AFELIO PLC 0536.963.393 F 75,10 0,00 Quai Mativa, 62 - B-4020 Liège Σ CIGES PLC 0437.780.893 F 54,99 0,00 Rue Clément Ader 15 - B-6041 Gosselies Σ MIMS PLC 0462.218.658 F 54,99 54,99 Rue de Montys 65 - 4557 Tinlot

	T OF CONSOLIDATED SUBSIDIARIE	es and th	IE COMPANIES	TO WHICH TH	e equity
ME	THOD IS APPLIED				(NOTE 4.1)
	me, full address of the registered office and, if it company governed by Belgian law, the enterprise		Method applied (F/E/V1/V2/V3/ V4) <sup>1 2</sup>	Retained portion of the capital <sup>3</sup> (as a %)	Change to the percent- age of the capital retained (compared with the past financial year) <sup>4</sup>
>	Trasys Group PLC00P.I. des Hauts Sarts - 2° Avenue 65- 4040 He	881.214.910 rstal	F	100,00	100,00
>	Trasys PLC04P.I. des Hauts Sarts - 2° Avenue 65- 4040 He	429.117.706 rstal	F	100,00	100,00
>	Trasys Technology PLC08P.I. des Hauts Sarts - 2° Avenue 65- 4040 He	830.715.918 rstal	F	100,00	100,00
>	Trasys Luxembourg PSF PLC Route d'Arlon 283 - 8011 Strassen Luxembourg	24900168	F	100,00	100,00

<sup>1</sup> F. Full consolidation

E. Proportional consolidation (with a statement of the details indicating joint management in the first column)

VI. Equity method applied to an associated company (Section 134, paragraph 1, sub 3 of the Royal Decree of 30 January 2001 for the execution of the Belgian Code of Companies)

V2. Equity method applied to a subsidiary over which the consolidating entity has actual control if the consolidation were to conflict with the principle of a fair representation (Section 108 in conjunction with 110 of the above-mentioned Royal Decree)

V3. Equity method applied to a subsidiary in liquidation, or that decided to terminate its operations rendering it impossible to assume continued operations of this subsidiary (Section 109 in conjunction with 110 of the above-mentioned Royal Decree)

V4. Equity method applied to a joint subsidiary with operations that are not closely integrated into the company's operations, that is subject to joint control (Section 134, second paragraph of the above-mentioned Royal Decree).

- <sup>2</sup> If a change to the percentage of the retained portion of the capital involves a change to the applied method, the particulars of the new method are marked with an asterisk.
- <sup>3</sup> Part of the capital in such companies retained by the companies included in the consolidation and by persons acting under their own name but for the account of such companies.
- <sup>4</sup> If the composition of the consolidated system as a whole was subject to a significant change in the course of the financial year due to changes to this percentage, supplementary information is disclosed in the CONSO 4.5 section (Section 112 of the above-mentioned Royal Decree).

Information and the criteria governing the application of full consolidation, proportional consolidation and the equity method as well as those cases in which these criteria are departed from, and justification for such departures (Pursuant to Article 165, I. of the Royal Decree of 30 january 2001 in implementation of Company Law).

Full consolidation has been applied to the Financial Statements as of December 31st, 2015 of Adinfo Belgium as NRB holds a direct control over its subsidiary.

Full consolidation has been applied to the Financial Statements as of December 31st, 2015 of Cevi, Logins and Civadis as NRB holds an indirect control over its subsidiary.

Full consolidation has been applied to the Financial Statements as of December 31st, 2015 of Xperthis Group as NRB holds a direct control over its subsidiary.

Full consolidation has been applied to the Financial Statements as of December 31st, 2015 of Xperthis S.A., Ciges and Mims as NRB holds an indirect control over its subsidiary.

Full consolidation has been applied to the Financial Statements as of December 31st, 2015 of Afelio as NRB holds a direct control over its subsidiary.

Full consolidation has been applied to the Financial Statements as of December 31st, 2015 of Trasys Group as NRB holds a direct control over its subsidiary.

Full consolidation has been applied to the Financial Statements as of December 31st, 2015 of Trasys S.A., Trasys Technology S.A. and Trasys Luxembourg PSF S.A. as NRB holds an indirect control over its subsidiary. Information which makes a comparison meaningfull with the consolidated annual accounts of the previous financial period in case the composition of the consolidated aggregate in the course of the current financial period has changed significantly (Pursuant to Article 112 of aforementioned Royal Decree).

On January 29th, 2015, Xperthis Group (1.024 shares) and Xperthis S.A. (1 share) have acquired 100% of the shares of MIMS. Profit and Loss accounts of Mims have been integrated in the 2015 consolidated figures of NRB Group as from february 1st, 2015.

On October 29th, 2015, NRB has acquired 100% of the shares of Trasys Group S.A. (9.000.000 shares). Profit and Loss accounts of Trasys Group and subsidiaries have been integrated in the 2015 consolidated figures of NRB Group as from october 1st, 2015.

According to article 107 §1 from Royal Decree of 30/01/2001, Ciges SAS and Care4Health were not incorporated in the consolidation scope due to their negligible size.

#### VALUATION PRINCIPLES AND METHODS FOR THE CALCULATION OF DEFERRED TAX ASSETS AND LIABILITIES (NOTE 4.6)

Statement of the criteria applied in the valuation of the various items in the consolidated financial statements, in particular:

- the application and adjustments of depreciation, amounts written down and provisions for liabilities and charges, and revaluations (pursuant to article 165, VI.a. of the Royal Decree of 30 january 2001 in implementation of Company Law)
- the bases of translation applied to express in the consolidated accounts items which are, or originally were, expressed in a currency other than the currency in which the consolidated accounts are stated, and the translation in the consolidated accounts of the accounting statements of subsidiaries and associated enterprises governed by foreign law

(pursuant to Article 165, VI.b. of the aforementioned Royal Decree).

Specific rule to the consolidated accounts: Positive consolidation difference relates to the customer base of the operational entities. They are depreciated over a ten-year period. This depreciation rate corresponds to the most commonly applied rate by entities operating within the same sector.

	Codes	Period
Deferred tax assets and liabilities		
- Breakdown of item 168 of the liability	168	626.136
Deferred tax (application of Section 76 of the Royal Decree of 30		
January 2001 for the execution of the Belgian Code of Companies)	1681	626.136
Deferred tax assets and liabilities (application of 129 of the		
above-mentioned Royal Decree)	1682	

	Codes	Period	Previous period
STATEMENT OF THE FORMATION EXPENSES			(NOTE 4.7)
- Net book value as at the end of the financial year	20P	*****	447.987
- Movements during the financial year			
New costs of the financial year	8002		
Depreciation and amortisation	8003	205.756	
Foreign currency conversion differences (+) (-)	9980		
Other (+) (-)	8004		
- Net book value as at the end of the financial year	(20)	242.232	
- Of which:			
Costs of formation or capital increase, cost of issuing loans, dis-			
counts and other formation expenses	200/2	242.231	
Restructuring costs	204		

				Previous period
STATEMENT OF INTANGIBLE FIXED A	ASSETS			(NOTE 4.8
. Research and development costs				
Acquisition value at the end of the period		8051P	*****	27.236.94
Movements during the period				
Acquisitions, including own construction capitalised	b	8021	2.917.391	
Sales and disposals		8031	8.487	
Transfers from one heading to another	(+) (-)	8041	1.208.574	
Translation differences	(+) (-)	99811		
Other movements	(+) (-)	99821	921.716	
Acquisition value at the end of the period		8051	32.276.138	
Depreciation and amounts written down at the en	d of the period	8121P	*****	19.222.18
	d of the period	8121P		19.222.18
•	d of the period	8121P 8071	3.385.783	19.222.18
Movements during the period:	d of the period			19.222.18
Movements during the period: Recorded	d of the period	8071		19.222.18
Movements during the period: Recorded Written back	d of the period	8071 8081	3.385.783	19.222.18
Movements during the period: Recorded Written back Acquisitions from third parties	d of the period (+) (-)	8071 8081 8091	3.385.783	19.222.18
Movements during the period: Recorded Written back Acquisitions from third parties Cancelled	`	8071 8081 8091 8101	3.385.783 496.498	19.222.18
Movements during the period: Recorded Written back Acquisitions from third parties Cancelled Transfers from one heading to another	(+) (-)	8071 8081 8091 8101 8111	3.385.783 496.498	19.222.18

Net book value at the end of the period

TATEMENT OF INTANGIBLE FIXED AS	SETS (CO	NT'D)		(NOTE 4.8
. Concessions, patents, licences, knowhow,	, brands ar	nd similar rights		
Acquisition value at the end of the period		8052P	****	21.673.94
Movements during the period				
Acquisitions, including own construction capitalised		8022	1.382.185	
Sales and disposals		8032	1.163.096	
Transfers from one heading to another	(+) (-)	8042	429.390	
Translation differences	(+) (-)	99812		
110101001 0116161063				
Other movements	(+) (-)	99822	1.440.495	
	(+) (-)	99822 <b>8052</b>	1.440.495 <b>23.762.914</b>	
Other movements	(+) (-)			
Other movements Acquisition value at the end of the period		8052		18.654.38
Other movements		8052	23.762.914	18.654.38
Other movements Acquisition value at the end of the period Depreciation and amounts written down at the end o		8052	23.762.914	18.654.38
Other movements Acquisition value at the end of the period Depreciation and amounts written down at the end of Movements during the period		8052 8122P	23.762.914 xxxxxxxxxxxx	18.654.38
Other movements Acquisition value at the end of the period Depreciation and amounts written down at the end of Movements during the period Recorded		8052 8122P 8072	23.762.914 xxxxxxxxxxxx	18.654.38
Other movements Acquisition value at the end of the period Depreciation and amounts written down at the end of Movements during the period Recorded Written back		8052 8122P 8072 8082	23.762.914 xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx	18.654.38
Other movements Acquisition value at the end of the period Depreciation and amounts written down at the end of Movements during the period Recorded Written back Acquisitions from third parties		8052 8122P 8072 8082 8092	23.762.914 xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx	18.654.38
Other movements Acquisition value at the end of the period Depreciation and amounts written down at the end of Movements during the period Recorded Written back Acquisitions from third parties Cancelled	of the period	8052 8122P 8072 8082 8092 8102	23.762.914 xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx	18.654.38
Other movements Acquisition value at the end of the period  Depreciation and amounts written down at the end of Movements during the period  Recorded  Written back  Acquisitions from third parties  Cancelled  Transfers from one heading to another	of the period (+) (-)	8052 8122P 8072 8082 8082 8092 8102 8112	23.762.914 xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx	18.654.38

Net book value at the end of the period2113.212.614

		Codes	Period	Previous period
STATEMENT OF INTANGIBLE FIXED A	ASSETS (COI	NT'D)		(NOTE 4.8)
3. Goodwill				
Acquisition value at the end of the period		8053P	*****	437.850
Movements during the period				
Acquisitions, including own construction capitalise	d	8023		
Sales and disposals		8033		
Transfers from one heading to another	(+) (-)	8043		
Translation differences	(+) (-)	99813		
Other movements	(+) (-)	99823		
Acquisition value at the end of the period		8053	437.850	
Depreciation and amounts written down at the en	nd of the period		437.850 xxxxxxxxxxxxx	437.850
Depreciation and amounts written down at the en Movements during the period	nd of the period	8123P		437.850
Depreciation and amounts written down at the en	nd of the period			437.850
Depreciation and amounts written down at the en Movements during the period Recorded	nd of the period	<b>8123P</b> 8073		437.850
Depreciation and amounts written down at the en Movements during the period Recorded Written back	nd of the period	8123P 8073 8083		437.850
Depreciation and amounts written down at the en Movements during the period Recorded Written back Acquisitions from third parties	nd of the period (+) (-)	<b>8123P</b> 8073 8083 8093		437.850
Depreciation and amounts written down at the en Movements during the period Recorded Written back Acquisitions from third parties Cancelled		8123P 8073 8083 8093 8103		437.850
Depreciation and amounts written down at the en Movements during the period Recorded Written back Acquisitions from third parties Cancelled Transfers from one heading to another	(+) (-)	<b>8123P</b> 8073 8083 8093 8103 8113		437.850

Net book value at the end of the period

52

		Codes	Period	Previous period
STATEMENT OF TANGIBLE FIXED ASSETS				(NOTE 4.9)
1. Land and buildings				
- Acquisition value at the end of the period		8191P	xxxxxxxxxxxxxx	61.695.926
- Movements during the period				
Acquisitions, including own construction capitalised		8161	594.066	
Sales and disposals		8171		
Transfers from one heading to another	(+) (-)	8181	107.648	
Translation differences	(+) (-)	99851		
Other movements	(+) (-)	99861	824.034	
- Acquisition value at the end of the period		8191	63.221.674	
- Revaluation surpluses at the end of the period		8251P	*****	
- Movements during the period				
Recorded		8211		
Acquisitions from third parties		8221		
Cancelled		8231		
Transfers from one heading to another	(+) (-)	8241		
Translation differences	(+) (-)	99871		
Other movements	(+) (-)	99881		
- Revaluation surpluses at the end of the period		8251		

3271	2.158.228	
3281		
3291	426.214	
3301		
3311	67.535	
99891		
99901		
3321	38.330.925	
32 32 30 30 30	281 291 301 311 9891 9901	281 291 426.214 301 311 67.535 9891 9901

	8191P	xxxxxxxxxxxxxx	61.695.926
	8161	594.066	
	8171		
(+) (-)	8181	107.648	
(+) (-)	99851		
(+) (-)	99861	824.034	
	(+) (-) (+) (-)	8161 8171 (+) (-) 8181 (+) (-) 99851	8161         594.066           8171         107.648           (+) (-)         99851

	Codes	Period	Previous period
STATEMENT OF TANGIBLE FIXED ASSETS (CONT	·'D)		(NOTE 4.9
2. Plant, machinery and equipment			
Acquisition value at the end of the period	8192P	XXXXXXXXXXXXXXXXXX	59.095.713
Movements during the period			
Acquisitions, including own construction capitalised	8162	4.721.083	
Sales and disposals	8172	70.603	
Transfers from one heading to another $(+)$ (-)	8182	33.738	
Translation differences (+) (-)	99852		
Other movements (+) (-)	99862	10.799.760	
Acquisition value at the end of the period	8192	74.579.691	
Revaluation surpluses at the end of the period	8252P	*****	
Movements during the period			
Recorded	8212		
Acquisitions from third parties	8222		
Cancelled	8232		
Transfers from one heading to another $\qquad (+) \ (-)$	8242		
Translation differences (+) (-)	99872		
Other movements (+) (-)	99882		
Revaluation surpluses at the end of the period	8252		
Depreciation and amounts written down at the end of the period	8322P		52.818.64
Movements during the period Recorded	8272	3.625.167	
Necolueu Written back	8282	0.020.107	
Acquisitions from third parties	8292	9,605,420	
Cancelled	8302	9.005.420	
	8312	1.297	
Transfers from one heading to another(+) (-)Translation differences(+) (-)	99892	1.291	
(+) (-) Other movements $(+) (-)$	99902 99902		
Depreciation and amounts written down at the end of the period		66 010 024	
Depreciation and amounts written down at the end of the period	0322	66.019.924	

	Codes	Period	Previous period
TATEMENT OF TANGIBLE FIXED ASSETS (CON	⁻'D)		(NOTE 4.9
. Furniture and vehicles			
Acquisition value at the end of the period	8193P	*****	5.576.94
Movements during the period			
Acquisitions, including own construction capitalised	8163	247.756	
Sales and disposals	8173	825.687	
Transfers from one heading to another (+) (-)	8183	-163.567	
Translation differences (+) (-)	99853		
Other movements (+) (-)	99863	2.079.692	
Acquisition value at the end of the period	8193	6.915.141	
Revaluation surpluses at the end of the period	8253P	****	
Movements during the period			
Recorded	8213		
Acquisitions from third parties	8223		
Cancelled	8233		
Transfers from one heading to another (+) (-)	8243		
Translation differences (+) (-)	99873		
Other movements (+) (-)	99883		
Revaluation surpluses at the end of the period	8253		
Depreciation and amounts written down at the end of the period	8323P	****	4.673.95
Movements during the period			
Recorded	8273	249.419	
Written back	8283		
Acquisitions from third parties	8293	1.885.606	
Cancelled	8303	829.864	
Transfers from one heading to another (+) (-)	8313	-117.385	
Translation differences (+) (-)	99893		
Other movements (+) (-)	99903		
Depreciation and amounts written down at the end of the period	8323	5.861.726	

Net book value at the end of the period

(24) 1.053.415

	Codes	Period	Previous period
TATEMENT OF TANGIBLE FIXED ASSETS (CONT'	וח		(NOTE 4.9
	נט		(NOTE 4.3
. Leasing and other similar rights			
Acquisition value at the end of the period	8194P	XXXXXXXXXXXXXXX	2.719.96
Movements during the period			
Acquisitions, including own construction capitalised	8164	1.809.661	
Sales and disposals	8174		
Transfers from one heading to another $(+)$ $(-)$	8184	-99.608	
Translation differences (+) (-)	99854		
Other movements (+) (-)	99864		
Acquisition value at the end of the period	8194	4.430.022	
Revaluation surpluses at the end of the period	8254P	****	
Movements during the period			
Recorded	8214		
Acquisitions from third parties	8224		
Cancelled	8234		
Transfers from one heading to another $(+)$ (-)	8244		
Translation differences (+) (-)	99874		
Other movements (+) (-)	99884		
Revaluation surpluses at the end of the period	8254		
Depreciation and amounts written down at the end of the period	8324P		537.0
Movements during the period	0074		
Recorded	8274	656.441	
Written back	8284		
Acquisitions from third parties	8294		
	8304		
Transfers from one heading to another $(+)(-)$	8314	-14.230	
Translation differences $(+)$ $(-)$	99894		
Other movements $(+)(-)$	99904	1.179.304	
Depreciation and amounts written down at the end of the period	8324	1.179.304	
let book value at the end of the period	(25)	3.250.718	
Of wich:			
Land and buildings	250		

Plant, machinery and equipment	251	1.203.464
Furniture and vehicles	252	2.047.254

TATEMENT OF TANGIBLE FIXED ASSETS (CONT	Г'D)		(NOTE 4.9
Other tangible fixed assets			
Acquisition value at the end of the period	8195P	xxxxxxxxxxxxxxx	9.938.15
Movements during the period			
Acquisitions, including own construction capitalised	8165	279.517	
Sales and disposals	8175	123.428	
Transfers from one heading to another (+) (-)	8185	93.126	
Translation differences (+) (-)	99855		
Other movements (+) (-)	99865	842.295	
Acquisition value at the end of the period	8195	11.029.664	
Revaluation surpluses at the end of the period	8255P	*****	
Movements during the period			
Recorded	8215		
Acquisitions from third parties	8225		
Cancelled	8235		
Transfers from one heading to another $(+)$ (-)	8245		
Translation differences (+) (-)	99875		
Other movements (+) (-)	99885		
Revaluation surpluses at the end of the period	8255		
Depreciation and amounts written down at the end of the period	8325P	****	7.071.95
Movements during the period			
Recorded	8275	1.229.847	
Written back	8285		
Acquisitions from third parties	8295	721.509	
Cancelled	8305	123.428	
Transfers from one heading to another (+) (-)	8315	93.126	
Translation differences (+) (-)			
Other movements (+) (-)	99905		
Depreciation and amounts written down at the end of the period	8325	8.993.011	

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	Codes	Period	Previous period
STATEMENT OF TANGIBLE FIXED ASSETS (CONT	'D)		(NOTE 4.9
3. Assets under construction and advanced payments			
Acquisition value at the end of the period	8196P	****	3.245.75
Movements during the period			
Acquisitions, including own construction capitalised	8166	1.262.647	
Sales and disposals	8176		
Transfers from one heading to another $(+)$ $(-)$	8186	-1.609.211	
Translation differences (+) (-)	99856		
Other movements (+) (-)	99866		
Acquisition value at the end of the period	8196	2.899.186	
Revaluation surpluses at the end of the period	8256P	****	
Movements during the period			
Recorded	8216		
Acquisitions from third parties	8226		
Cancelled	8236		
Transfers from one heading to another $(+)$ $(-)$	8246		
Translation differences (+) (-)	99876		
Other movements (+) (-)	99886		
Revaluation surpluses at the end of the period	8256		
Depreciation and amounts written down at the end of the period	8326P	*****	
Movements during the period			
Recorded	8276		
Written back	8286		
Acquisitions from third parties	8296		
Cancelled	8306		
Transfers from one heading to another $(+)$ (-)	8316		
Translation differences (+) (-)	99896		
Other movements (+) (-)	99906		
Depreciation and amounts written down at the end of the period	8326		

	Codes	Period	Previous period
STATEMENT OF FINANCIAL FIXED ASSETS			(NOTE 4.1
Other investments - participating interests			
Acquisition value at the end of the period	8392P	*****	410.30
Movements during the period			
Acquisitions	8362	26.800	
Sales and disposals	8372	85.000	
Transfers from one heading to another (+) (-	) 8382		
Translation differences (+) (-	) 99912		
Acquisition value at the end of the period	8392	352.109	
Revaluation surplus at the end of the period	8452P	****	
Movements during the period			
Recorded	8412		
Acquisitions from third parties	8422		
Cancelled	8432		
Translation differences (+) (-	) 99922		
Transfers from one heading to another (+) (-	) 8442		
Revaluation surplus at the end of the period	8452		
Amounts written down at the end of the period	8522P	****	345.4
Movements during the period			
Recorded	8472	64.515	
Written back	8482		
Acquisitions from third parties	8492		
Cancelled	8502	85.000	
Translation differences (+) (-	) 99932		
Transfers from one heading to another (+) (-	) 8512		
Amounts written down at the end of the period	8522	325.000	
Uncalled amounts at the end of the period	8552P	****	
Movements during the period	8542		
Uncalled amounts at the end of the period	8552		
Net book value at the end of the period	(284)		

		Codes	Period	Previous period
STATEMENT OF FINANCIAL FIXED ASSET	S (CONT	-'D)		(NOTE 4.10)
Other investments - amounts receivable				
Net book value at the end of the period		285/8P	*****	2.256.503
- Movements during the period				
Additions		8582	513.640	
Repayments		8592	658.677	
Amounts written down		8602		
Amounts written back		8612		
Translation differences		99952		
Other	(+) (-)	8632	156.280	
Net book value at the end of the period		(285/8)	2.267.746	
accumulated amounts written off on amounts				
receivable at the end of the period		(8652)		

	Codes	Period	Previous period
STATEMENT OF CONSOLIDATED RESERVES			(NOTE 4.11)
- Consolidated reserves at the end of the period	9910P	****	73.956.020
- Movements during the period			
Shares of the group in the consolidated income (+) (-)	99002	5.633.292	
Other movements (+) (-)	99003	-10.000.024	
- Other movements			
(breakdown of the meaningfull amounts not approportioned to the			
share of the group in the consolidated result)			
NRB dividends		-10.000.000	
Other		-24	
- Consolidated reserves at the end of the period	(9910)	69.589.288	

	Codes	Period	Previous period
STATEMENT OF CONSOLIDATION DIFFERE	ENCES AND DIFFEF	RENCES RESULTING	G FROM THE
APPLICATION OF THE EQUITY METHOD			(NOTE 4.12
Positive differences consolidation			· · · · ·
- Net book value at the end of the period	99071P		33.428.960
- Movements during the period			
Arising from an increase of the percentage held	99021	20.972.068	
Arising from an decrease of the percentage held	99031		
Write-downs	99041	-6.030.681	
Differences transferred to the income statements	99051		
Other movements	99061	1.512.372	
Net book value at the end of the period	99071	49.882.719	
Equity method			
Net book value at the end of the period	99073P	****	
Movements during the period			
Arising from an increase of the percentage held	99023		
Arising from an decrease of the percentage held	99033		
Write-downs	99043		
Differences transferred to the income statements	99053		
Other movements	99063		
Net book value at the end of the period	99073		
Negative differences consolidation			
Net book value at the end of the period	99072P	 XXXXXXXXXXXXXXXXX	
Movements during the period			
Arising from an increase of the percentage held	99022		
Arising from an decrease of the percentage held	99032		
Write-downs	99042		
Differences transferred to the income statements	99052		
Other movements	99062		
Net book value at the end of the period	99072		
Equity method			
Net book value at the end of the period	99074P		
Movements during the period			

- Movements during the period		
Arising from an increase of the percentage held	99024	
Arising from an decrease of the percentage held	99034	
Write-downs	99044	
Differences transferred to the income statements	99054	
Other movements	99064	
- Net book value at the end of the period	99074	

	Codes	Period	
TATEMENT OF AMOUNTS PAYABLE			(NOTE 4.1
alysis of the amounts originally payable after one	year according to th	eir residual term	
Amounts payable after more than one year falling due withi	n one year		
Financial debts	8801	8.670.150	
Subordinated loans	8811		
Unsubordinated debentures	8821		
Leasing and other similar obligations	8831	392.336	
Credit institutions	8841	8.159.235	
Other loans	8851	118.579	
Trade debts	8861	2.347.438	
Suppliers	8871	2.347.438	
Bills of exchange payable	8881		
Advance payments received on contracts in progress	8891		
Other amounts payable	8901	377.500	
tal amounts payable after more than one year falling	due		
tal amounts payable after more than one year falling thin one year	due (42)	11.395.088	
		11.395.088	
	(42)	11.395.088	
thin one year	(42)	<b>11.395.088</b> 2.294.986	
thin one year Amounts payable after more than one year, between one a	(42) nd five years		
thin one year Amounts payable after more than one year, between one ar Financial debts	(42) nd five years 8802		
thin one year Amounts payable after more than one year, between one an Financial debts Subordinated loans	(42) nd five years 8802 8812		
thin one year Amounts payable after more than one year, between one an Financial debts Subordinated loans Unsubordinated debentures	(42) nd five years 8802 8812 8822	2.294.986	
thin one year Amounts payable after more than one year, between one an Financial debts Subordinated loans Unsubordinated debentures Leasing and other similar obligations	(42) nd five years 8802 8812 8822 8832	2.294.986 239.697	
thin one year Amounts payable after more than one year, between one an Financial debts Subordinated loans Unsubordinated debentures Leasing and other similar obligations Credit institutions	(42) nd five years 8802 8812 8822 8832 8832 8832	2.294.986 239.697	
thin one year Amounts payable after more than one year, between one an Financial debts Subordinated loans Unsubordinated debentures Leasing and other similar obligations Credit institutions Other loans	(42) nd five years 8802 8812 8822 8832 8832 8842 8842 8852	2.294.986 239.697 2.055.289	
Amounts payable after more than one year, between one an         Financial debts         Subordinated loans         Unsubordinated debentures         Leasing and other similar obligations         Credit institutions         Other loans         Trade debts	(42) nd five years 8802 8812 8822 8832 8832 8842 8852 8852 8862	2.294.986 239.697 2.055.289 2.439.635	
Amounts payable after more than one year, between one and         Financial debts         Subordinated loans         Unsubordinated debentures         Leasing and other similar obligations         Oredit institutions         Other loans         Trade debts         Suppliers	(42) nd five years 8802 8812 8822 8832 8832 8842 8852 8862 8862 8862 8872	2.294.986 239.697 2.055.289 2.439.635	

and five years

#### STATEMENT OF AMOUNTS PAYABLE (CONT'D)

Financial debts	8803	752.156
Subordinated loans	8813	
Unsubordinated debentures	8823	
Leasing and other similar obligations	8833	
Credit institutions	8843	752.156
Other loans	8853	
Frade debts	8863	
Suppliers	8873	
Bills of exchange payable	8883	
Advance payments received on contracts in progress	8893	
Other amounts payable	8903	

Codes

Period

	Codes	Period
STATEMENT OF AMOUNTS PAYABLE (CONT'D)		(NOTE 4.13)
Amount payable, or the portion thereof, secured by real g	guarantees give	n or irrevocably promised on the assets of
the enterprises included in the consolidation		
(headings 17 and 42/48 of the liabilities)		
Financial debts	8922	22.324.007
Subordinated loans	8932	
Unsubordinated debentures	8942	
Leasing and other similar obligations	8952	
Credit institutions	8962	22.324.007
Other loans	8972	
Trade debts	8982	
Suppliers	8992	
Bills of exchange payable	9002	
Advance payments received on contracts in progress	9012	
Taxes, remuneration and social security payable	9022	
Taxes	9032	
Remuneration and social security	9042	
Other amounts payable	9052	
Total amount payable, or the portion thereof, secured by real		
guarantees given or irrevocably promised on the assets of the		
enterprises included in the consolidation	9062	22.324.007

	Codes	Period	Previous period
RESULTS			(NOTE 4.14
Dperating income			
Net turnover			
Broken down by categories of activity			
Allocation into geographical markets			
Aggregate turnover of the group in Belgium	99083	238.834.440	220.555.86
Average number of persons employed and personnel c	harges		
Consolidating entreprise and fully consolidated subsidiaries			
Average number of persons employed	90901	1.277	1.13
Workers	90911	2	
Employees	90921	1.258	1.11
Management	90931	17	1
Other persons	90941		
Personnel costs			
Remuneration, social security costs	99621	106.699.364	97.774.21
Pensions	99622		
Average number of persons employed in Belgium by the enterpris-			
es concerned	99081	1.277	1.13
Proportionally consolidated subsidiaries			
Average number of persons employed	90902		
Workers	90912		
Employees	90922		
Management personnel	90932		
Other persons	90942		
Personnel costs			
Remuneration, social security costs	99623		
Pensions	99624		
Average number of persons employed in Belgium by the enterpris-			
es concerned	99082		
Extraordinary results			
Analysis of the other extraordinary income			
Analysis of the other extraordinary costs			
		1.472.966	
Restructuring costs			

	Codes	Period	
RIGHTS AND COMMITMENTS NOT REFLECTED	IN THE BAL	ANCE SHEET	(NOTE 4.15)
- Personal guarantees given or irrevocably promised			
by the enterprises included in the consolidation as security for			
debts and commiments of third parties	9149		
- Amount of real guarantees, given or irrevocably promised by the	e enterprises inclu	ded in the consolidation on	their own assets,
as security for debts and commitments			
of enterprises included in the consolidation	99086	49.867.830	
of third parties	99087	24.721	
- Amounts of goods and values, held by third parties in their			
own name but at risk to and for the benefit of the enterprises			
included in the consolidation not reflected in the balance sheet	9217		
- Substancial commitments to acquire fixed assets	9218		
- Substancial commitments to dispose fixed assets	9219		
- Rights from transactions:			
to interest rates	99088		
to exchange rates	99089		
to prices of raw materials or goods purchased for resale	99090		
to other similar transactions	99091		
- Commitments from transactions:			
to interest rates	99092		
to exchange rates	99093		
to prices of raw materials or goods purchased for resale	99094		
to other similar transactions	99095		

#### LIABILITIES ENSUING FROM TECHNICAL GUARANTEES RELATED TO SALES OR SERVICES DELIVERED

#### Significant disputes pending and other important obligations

For XPERTHIS GROUP:

- Share purchase agreement of POLYMEDIS S.A. (merged on 01/04/2013 with XPERTHIS S.A.) in favor of XPERTHIS GROUP states in Article 3.3 that an earn-out that cannot exceed 500.000€ will be paid out by XPERTHIS GROUP based on defined objectives.
- A SWAP of 8.000.000€ has been concluded with CBC Banque.
   For NRB :
- Bank guarantees constitued for performance guarantee of customers contracts for 3.715.950€.

RETIREMENT AND SURVIVORS' PENSION COMMITMENTS FOR EMPLOYEES OR COMPANY MANAGEMENT, CHARGED TO THE COMPANIES INCLUDED IN THE CONSOLIDATION

	Codes	Period	
RIGHTS AND COMMITMENTS NOT REFLECTED	IN THE BAL	ANCE SHEET (CONT'D)	(NOTE 4.15)
Nature and commercial nurnose of the off-halance shee	arrangements	2	

Provided the risks or benefits arising from such arrangements are material and where the disclosure of such risks or benefits is

necessary for assessing the financial position of the companies included in the consolidation as a whole; if required, the financial

impact of these arrangements for the companies included in the consolidation as a whole have to be mentioned too:

	Codes	Period	Previous period
RELATIONSHIPS WITH AFFILIATED ENTERPRISES	S AND ENTER	RPRISES LINKED BY	PARTICIPATING
INTERESTS BUT NOT INCLUDED IN THE CONSOL	IDATION		(NOTE 4.16
Affiliated enterprises			(
- Financial fixed assets			
Participating interests and shares	9261		
- Amounts receivable	9291	8.258.519	11.160.36
After one year	9301		
Within one year	9311	8.258.519	11.160.36
- Current investments	9321	2.876.300	3.370.85
Shares	9331		
Amounts receivable	9341	2.876.300	3.370.85
- Amounts payable	9351	605.310	24
After one year	9361		
Within one year	9371	605.310	24
- Personal and real guarantees			
Provided or irrevocably promised by the enterprise, as security for			
debts or commitments of affiliated enterprises	9381		
- Other significant financial commitments	9401		
- Financial results			
Income from financial fixed assets	9421		
Income from current assets	9431	175.000	166.14
Other financial income	9441		
Debt charges	9461		
Other financial charges	9471		

#### Enterprises linked with participating interests

- Financial fixed assets	
Participating interests and shares	9262
- Amounts receivable.	9292
After one year	9302
Within one year	9312
- Amounts payable	9352
After one year	9362
Within one year	9372

Transactions with related parties outside normal market conditions

- Mention of such operations, with the exception of transactions

within the group, if they are material stating the amount of

these transactions, the nature of the relationship with the

related party and other information about the transactions

necessary for the understanding of the financial position of the

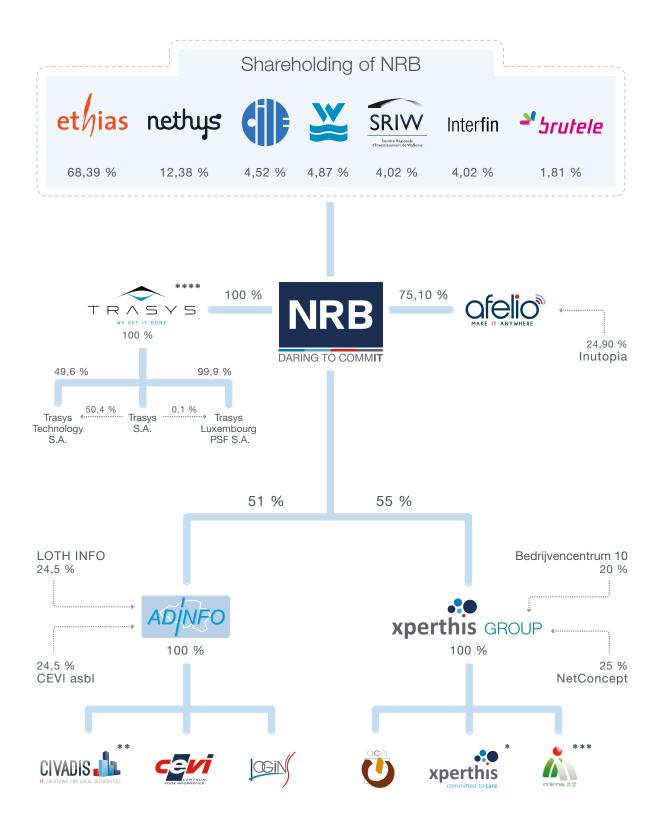
companies included in the consolidation as a whole.

	Codes	Period	
FINANCIAL RELATIONSHIPS		(N	IOTE 4.17)
With directors or managers of the consolidation enterpris	e		
Total amount of remuneration granted in respect of their			
responsibilities in the consolidation enterprise, its subsid-			
iary companies and its affiliated companies, including the			
amounts in respect of retirement pensions granted to former			
directors or managers	99097		
Total amount of advances and credits granted by the consoli-			
dating enterprise, by a subsidiary company or by an associated			
company	99098		
With auditors or people they are linked to			
- Auditor's fees			
Fees for auditor's mandate	9505	191.667	
- Fees for exceptional services or special missions executed in the group by the auditor			
Other attestation missions	95061	2.000	
Tax consultancy	95062		
Other missions external to the audit	95063		
- Fees for people linked to the auditor			
Fees for auditor's mandate	9507		
- Fees for exceptional services or special missions executed in t	the group by the	people linked to the auditor	
Other attestation missions	95081		
Tax consultancy	95082	5.360	
Other missions external to the audit	95083	366.978	

#### Mention related to article 133 paragraph 6 form the compagnies law

The One-to-One rule is respected and was analyzed at the level of the parent company of the group that includes the NRB subgroup (Vitrufin).

### STRUCTURE OF THE NRB GROUP



\* Result of the merger of Polymedis, Partezis and Xtenso - March 28, 2013

- \*\* Result of the merger of Civadis and Stesud July 31, 2014
- \*\*\* MIMS joined the group in January 2015

\* \* \* \* Trasys joined the group in January 2015

### **REGISTERED OFFICES**

























Parc Industriel des Hauts Sarts 2º Avenue 65 | 4040 Herstal

Rue d'Arlon 53 1040 Brussels

Rue d'Arlon 53 1040 Brussels

Rue de Néverlée 12 5020 Namur

Bisdomplein 3 9000 Gent

Generaal De Wittelaan 17, bus 32 2800 Mechelen

Quai Mativa, 62 4020 Liège

Aéropole Rue Clément Ader, 15 | 6041 Gosselies

Rue du Montys, 63 4557 Tinlot

Parc Industriel des Hauts Sarts 2º Avenue 65 | 4040 Herstal

Parc Industriel des Hauts Sarts 2<sup>e</sup> Avenue 65 | 4040 Herstal

Route d'Arlon, 283 8011 Strassen





# THE HOSPITAL COMES TO THE PATIENT

The healthcare sector is under pressure: the combination of the need to save costs while improving efficiency and delivering the high quality of service required, means the industry has to reinvent itself. ICT can play a major role in satisfying all these demands for hospitals, both in their day-to-day operational activities and management, and in helping them to streamline their procedures.

# THE BEST CARE AT ANY LOCATION

Various trends in the healthcare sector are having a major impact on the way care institutions are run. There is the issue of mobility, for example, as admission times become shorter and the number of patients with chronic illnesses needing regular monitoring increases.

This creates a demand for more 'mobile' care, in which the patient no longer has to go to the hospital, instead the hospital – the care – will come to the patient. The patient needs to be able to rely on good treatment wherever he is, but this requires improved collaboration and a new level of efficient and secure patient data transfer between various organisations. Xperthis provides a solution for this with its Electronic Patient Record (EPR), which we have integrated, amongst other, with the CPS GP and Patient Portal.

### FOCUS ON THE PATIENT

Even though patients are increasingly getting treatment at various locations by a variety of healthcare providers, they still expect a personal approach that does not force them to explain things over and over again. The integrated patient record system from Xperthis puts the patient at the centre, so care providers all have access to the same up-to-date information, whenever and wherever they need it. Following the acquisitions of MIMS and CIGES in 2015, we can now continue to integrate this technology in our other products, and provide hospitals with a powerful and reliable Belgian EPR.

### BACK-OFFICE AUTOMATION

The internal administration at hospitals also needs to become more automated and cost-efficient. Xperthis has developed ERP for HealthCare to streamline all the financial and logistical processes. This helps hospitals work faster and more accurately, and means there's never any need to enter the same data more than once. Our Oazis package for pricing, invoicing and patient administration is already helping many hospitals in Flanders, Brussels and Wallonia managing their budgets more efficiently.

Hospitals can also use Business Intelligence (BI) software to make strategic decisions and diagnoses, to create even more added value. And thanks to Big Data technologies, Belgian care institutions will soon be able to benefit from global knowledge databases for the supervision and treatment of their patients.

# NRB GROUP AND THE HEALTHCARE SECTOR

Xperthis, a subsidiary of NRB, is the market leader in ICT for Belgian hospitals: over 80% of all hospitals in

Belgium use our products and services. Xperthis Group has offices throughout the country, employing over 220 people. We offer a wide range of specific solutions for the healthcare sector, complemented by infrastructure services and business expertise. This enables us to provide support at a strategic level to organisations in the healthcare sector.

We are now fulfilling the role we put forward when we created Xperthis: we're large enough to compete with international IT companies and follow general trends, while at the same time we are still dynamic enough to respond to the specific needs of the Belgian market. We want our applications to automate all the essential processes for running a hospital: the logistics and financial back-office processes, healthcare processes, administrative healthcare processes, and support with policy-making. And we will keep developing and expanding our expertise.

Xperthis certainly has the knowledge in house to provide a solution for the challenges of today's healthcare sector. And the fact that we are a part of the NRB Group means we have even more than ever opportunities to strengthen our position in the healthcare sector.

E-HEALTH HAS STARTED AS A HIGH SPEED TRAIN. WE WILL NEVER STOP THE USE OF DIGITAL TECHNOLOGIES IN HEALTH CARE.

Maggie De Block

Federal Minister for Social Affairs and Public Health









# EVALUATION PRINCIPLES



### THE FORMATION EXPENSES

The formation expenses are depreciated appropriately with annual depreciations of at least 20% of the actual cost.

### TANGIBLE AND INTANGIBLE ASSETS

The tangible and intangible assets for which the use is limited in time are valued at their acquisition value and are included in the balance sheet at that value, subject to depreciations and impairment.

Intangible fixed assets not acquired from third parties are valued as assets at their cost price, insofar this does not exceed the conservative estimate of the economic life or the future yield of these assets.

The expenses that the company incurs on fixed assets at its own expense are activated at cost.

The following straight-line depreciation rates are applied:

#### Intangible assets

- Software licences purchased from third parties 33 1/3 %
   Software licences used in the context of services to customers (proportional to the project period) 20% to 50%
   Software developed in beyon for
- Software developed in-house for internal use 33 1/3 %

- The software developed for commercial purposes (depending on the type of contract, over a fixed period or proportionally based on sales)
   2 % tot 33 1/3 %
- Positive consolidation differences
   10%

#### Tangible assets

Constructions	5%
Upgrading buildings	20 %
• Installation, machinery and equipment	20%
Informatics materials	25%
<ul> <li>Informatics materials used in the context</li> </ul>	
of services to customers (proportional to	
the project period)	20% to 50%
Office furniture and equipment	10 %
• Motor vehicles	20 %
Leasing and similar rights, contract period	

#### Other tangible assets 33 1/3 %

The furniture, informatics materials, office equipment and licences for which the purchasing cost is less than 1,000 euros are fully charged to the financial year.

#### FINANCIAL ASSETS

#### Participation, shares and interests

The participations, shares and interests are included in the balance sheet as assets at their acquisition value, with the exception of associated expenses, and less any amounts still due.

At the end of each financial year, each security is subject to an individual assessment, in most cases based on the net asset's value.

If such a valuation reveals that the value has decreased compared with the value as stated, the securities will be reduced by an amount equal to the portion of the impairment value determined. If an increase in value is determined on the securities that have previously been the subject of an impairment, the reduction is reversed.

Additionally, a new assessment may be performed if the assessment of the securities justifies this.

In addition, revaluations may take place if justified by the valuation of the securities.

#### Receivables

The receivables included in the financial assets are valued at their nominal value.

#### CURRENT AND NON-CURRENT RECEIVABLES

The receivables are valued at their nominal value. These may be subject to impairment if full or partial repayment on the due date is uncertain or blocked. In the event of bankruptcy or suspended payment, the unpaid receivables are subject to impairment.

Other receivables evaluated, as the case may be, also may be subject to impairment.

Receivables recorded at their nominal value on the balance sheet are combined with pro rata temporis accruals and deferrals related to:

- a. interests conventionally included in the nominal value of the receivables;
- **b.** of the difference between the acquisition value and the nominal value of the receivable;
- c. of the discount of repayable receivables at a date more than one year onwards that are not interest bearing or subject to an abnormally low interest rate. This discount is calculated at market price applicable to such receivables on the date at which they are included in the company's balance sheet.

#### INVENTORIES AND PRODUCTS IN PROCESS

The inventories are valued at acquisition value at the closing date. The method applied is the FIFO method.

The orders in progress are stated at cost, plus the contractual margin above the cost if this margin has become reasonably certain based on the progress of the works, manufacturing or performance. The percentage of completion method is applied insofar the profit can be considered as obtained with sufficient certainty. The progress percentage is calculated based on cost per project and based on the cost budget. The cost price is determined based on both direct and indirect expenses. Orders in progress are subject to impairment if their cost, plus the estimated amount of associated cost still to be incurred and determined, is above the contractual price. Additional impairments are recorded to take into account either the evolution of their market value, either their specific nature or business activity.

The risks and expenses relating to following up on order execution are subject to provisions to the extent that these risks are not covered by impairments.

## INVESTMENT CASH AND CASH EQUIVALENTS AND FUNDS AVAILABLE

Investment securities and fixed-income securities are recognised in the balance sheet under assets at their acquisition value, inclusive of associated fees. The investments of cash and cash equivalents and funds available are subject to impairment if their market value on the closing date is below their acquisition value. If a higher value is determined on the investment securities or fixed-income securities that were previously impaired, the impairment will be reversed or transferred accordingly.

The available funds in foreign currencies are recognised based on the exchange rate on the closing date of the financial year.

#### ACCRUALS AND DEFERRALS

#### These consist of:

- the expenses incurred during the financial year that should fully or partially be recognised in a later financial year;
- income or partial income items that should be associated with the current financial year, but for which collection is not expected until the following financial year.

## LIABILITIES

## PROVISIONS FOR LIABILITIES AND CHARGES

The provisions for for liabilities and charges created to cover losses or possible expenses are defined on a net basis in accordance with their nature, but that have become either possible or certain at the closure of the financial year and for which the amount has not been determined.

### CURRENT AND NON-CURRENT DEBT

These debts are recorded at their nominal value.

## ACCRUALS AND DEFERRALS

#### These consist of:

- expenses or parts of expenses relating to the financial year that will not be paid until the following financial year;
- income collected during the financial year that fully or partially relates to a following financial year.





Didier Debackère Director International Organisations

## INTERNATIONAL ORGANISATIONS: SUPPORTING THE IMPLEMENTATION OF EUROPEAN DIRECTIVES

In order to build a stronger, international Europe, the European Union needs to optimise its legislation, implementation and administration. Every year it introduces a number of directives that want to improve European operations and collaboration. Powerful information systems play a crucial role in this.

All directives normally involve the development and implementation of IT systems, to support the new legislation and help industry and member states comply with standards set by the EU.

A directive such as REACH aims to protect people and the environment against risks from chemical products, but at the same time also wants to stimulate growth in the sector. Similarly, the pharmacovigilance directive considers both patient safety and competition in the pharmaceuticals sector.

European control agencies such as ECHA (chemicals industry) and EMA (pharmaceuticals industry) have worked out detailed procedures for submitting files for substance registration, evaluation, approval and authorisation. As consultant and software partner, NRB/ TRASYS has guided these two agencies through the full implementation of REA information systems (registration, evaluation, authorisation). They use these systems to supervise the control of chemical and pharmaceutical products marketed in Europe.

Next to these REA applications, NRB/TRASYS has also developed workflow management systems and business intelligence software to help simplify the complexity and monitoring of type-approval files, so the agencies can harmonise the approach throughout Europe and centralise related information. Commercialisation is accelerated as procedures are aligned in every country.

#### EPARTICIPATION: BUILDING BLOCK OF DEMOCRACY

Another challenge the European Commission is facing is citizen participation in decision-making processes. This would allow Brussels to write directives based on information received straight from the people. European institutions want to make decision-making more transparent, personalise communication and improve access to information.

NRB/TRASYS provides advisory and monitoring services to enable this. We analyse social media to establish trends, for example. We have plenty of expertise in content and sentiment analysis.

We have set up and moderated online discussion forums, amongst others about interoperability. We can draft best practices and write reports and whitepapers based upon concrete information. These best practices can then be applied in other cities, regions and countries of the EU.

#### TOWARDS MORE INTEROPERABILITY

Institutions are also working on their operational excellence and on the interoperability between the member states, the industry and the individuals. The first projects of this nature were started as long as ten years ago, for example for sharing VAT details between European member states. But processes like these are more complex nowadays, because of the wide variety of information sources, file formats, and the number of languages. It is key to introduce governance standards that simplify the sharing of information within the EU.

NRB/TRASYS helps its customers optimise these procedures. We have already completed various software projects to automate content, knowledge and file management for institutions, either in open source or Java. We have also participated to the development of data transfer formats based upon international standards.

## NRB AND INTERNATIONAL ORGANISATIONS

Due to the acquisition of TRASYS, NRB can rely on 25 years' experience of servicing international organisations. We continue to strengthen our knowledge of European institutions and relevant IT applications in order to retain our competence and competitiveness. We are doing everything we can to stay smart, agile and profitable. Our customers are facing these same challenges.

Our nearshore development centre in Athens plays a key role in our software strategy. In contrast to other centres, ours isn't limited to just software development; our colleagues in Greece also perform business analysis for institutions. Their English-speaking and highly qualified project managers perform their own requirements analysis and then launch the relevant software project in Athens. This autonomy is clearly a distinguishing feature.

Over the years TRASYS has expanded its services portfolio to include consulting services, software development and the outsourcing of qualified personnel throughout Europe. Now NRB is adding infrastructure services such as cloud, application management and end user services to this portfolio. This will undoubtedly lead to significant growth in the sector. NRB and Trasys are at the end much stronger together!







REPORT OF THE STATUTORY AUDITOR TO THE GENERAL MEETING OF SHAREHOLDERS ON THE CONSOLIDATED ANNUAL FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR CLOSED ON 31/12/2015 REPORT OF THE STATUTORY AUDITOR TO THE GENERAL MEETING OF SHAREHOLDERS ON THE CONSOLIDATED ANNUAL FINANCIAL STATEMENTS: FOR THE FINANCIAL YEAR CLOSED ON 31/12/2015

In accordance with the legal requirements, we report to you on the performance of our mandate of statutory auditor. This report includes our opinion on the consolidated accounts, as well as the required additional statement. The consolidated accounts comprise the consolidated balance sheet as at 31 December 2015, the consolidated profit or loss for the year then ended and notes.

## REPORT ON THE CONSOLIDATED ACCOUNTS – UNQUALIFIED OPINION

We have audited the consolidated accounts of Network Research Belgium S.A. ("the Company") and its subsidiaries (jointly "the group"), prepared in accordance with the financial reporting framework applicable in Belgium, and which show a consolidated balance sheet total of EUR 253.908.705,29 and a consolidated profit for the year of EUR 6.171.117,74.

#### Board of directors' Responsibility for the preparation of the consolidated accounts

The board of directors is responsible for the preparation and fair presentation of these consolidated accounts in accordance with the financial reporting framework applicable in Belgium, and for such internal control as the board of directors determine, is necessary to enable the preparation of consolidated accounts that are free from material misstatement, whether due to fraud or error.

#### Statutory auditor's responsibility

Our responsibility is to express an opinion on these consolidated accounts based on our audit. We conducted our audit in accordance with International Standards on Auditing (ISAs). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated accounts are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated accounts. The procedures selected depend on the statutory auditor's judgment, including the assessment of the risks of material misstatement of the consolidated accounts, whether due to fraud or error. In making those risk assessments, the statutory auditor considers internal control relevant to the group's preparation and fair presentation of the consolidated accounts in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the board of directors, as well as evaluating the overall presentation of the consolidated accounts.

We have obtained from the board of directors and the company's officials the explanations and information necessary for performing our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Unqualified Opinion**

In our opinion, the consolidated accounts give a true and fair view of the group's net worth and financial position as of 31 December 2015 and of its results for the year then ended in accordance with the financial reporting framework applicable in Belgium.

#### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

The board of directors is responsible for the preparation and the content of the directors' report on the consolidated accounts.

In the context of our mandate and in accordance with the Belgian standard which is complementary to the International Standards on Auditing (ISAs) as applicable in Belgium, our responsibility is to verify, in all material respects, compliance with certain legal and regulatory requirements. On this basis, we provide the following additional statement which does not impact our opinion on the consolidated financial statements:

The directors' report on the consolidated accounts includes the information required by law, is consistent with the consolidated accounts and does not present any material inconsistencies with the information that we became aware of during the performance of our mandate.

Liège, the 17th of March 2016

The Statutory Auditor

PWC Company Auditors

Mélanie Adorante Corporate Auditor

Represented by

Kurt Cappoen Corporate Auditor





Philippe Reniers Director Industry

## INDUSTRY: THE WAY TO THE SMART FACTORY

Industry 4.0 is the latest trend in the industrial sector. Whereas production has always been the main focus in the past, today the customer is increasingly getting the central role. Companies are realising they have to make their supply chains more intelligent in order to give customers what they want in a cost-efficient and flexible way. Data collection from various sources, such as manufacturing, logistics and market research (on customers and suppliers), and the analysis of this data, form the basis of the 'Smart Factory' concept. The IoT (Internet of Things) is also an important driver – as industry continues to develop and become more automated with improved performance – making it possible to connect machines, equipment, vehicles and people through the internet.

### OUTSOURCING

Intelligent maintenance processes and an automated supply chain do not provide you with a 'Smart Factory'; it also demands streamlined procedures to improve operational efficiency. This is why industrial firms are increasingly choosing to outsource everything that isn't part of their core activities to specialist service providers. Outsourcing gives them the opportunity to focus on their core business and thus work more efficiently.

Indeed, a growing number of large and medium-sized companies are outsourcing their entire IT infrastructure. Outsourcing therefore remains one of NRB's core offerings. We work in a very flexible way according to customer requirements letting them choose from a wide variety of options: a 'dedicated' or shared environment, and access to software and systems through a private, public or hybrid cloud.

### PREDICTIVE ANALYTICS

Another way of increasing efficiency is by enabling predictive analytics. Organisations can use specific software to analyse data from various sources – internal systems, social media, internet, etc. – and derive the relevant trends from it. They can use these trends for example to predict customer behaviour, to schedule preventive maintenance tasks or to prevent fraud. We also think that Workforce & Field Force Automation should be part of a Smart Factory. This means companies can plan interventions by employees much more efficiently, being flexible in terms of changes that need to be made and monitoring all this in real time.

Today, employees of manufacturing companies are working much more mobile, online and in different locations, which makes security much more complex. Organisations in the industrial sector therefore need software that ensures compliance with all the various regulations and keeps company data secure. This is only possible with automated procedures for IT and data governance, and with the right technology for protecting data and infrastructure.

## NRB AND THE INDUSTRIAL SECTOR

NRB has a full range of services available to help customers develop their Smart Factory strategy. Our business consultants are the right people for exposing problem areas and defining requirements together with customers. We have experts for implementing systems such as SCADA (Supervisory Control And Data Acquisition) and MES (Manufacturing Execution Systems). Our software specialists design and implement customised mobile applications, and our security experts ensure secure data transfer. Assuring seamless integration with ERP and other systems is NRBs' trade since very long. We can take care of every stage in the SAP systems life cycle: implementation, migration, support, hosting. And we're also certified as a provider of SAP Hosting Services, as SAP Partner Center of Expertise and for our SAP HANA Operations Services.

2015 was a good year for our IT project business within industry. We signed significant outsourcing contracts with Sonaca and SECCO, and added Univeg, Arcelor Mittal and Techspace Aero to our reference list. We also enhanced our relationships with GSK, 3B Fibreglass, Total, Thales and Mecar, among others.

These references form the basis for consolidating our growth and expanding our activities throughout Belgium.

THE OBJECTIVE OF INDUSTRY 4.0 IS TO SET UP A 'SMART FACTORY'. THIS 'IN-TELLIGENT' FACTORY WILL ALLOW HIGHER PRODUCTION FLEXIBILITY, BETTER CONTROL OF PROCESSES AND MORE EFFICIENT RESOURCE ALLOCATION. THANKS TO THIS TECHNOLOGY WE WILL ACHIEVE HIGHER PRODUCTIVITY AND BETTER COST CONTROL.

Bernard Delvaux







## DISCOVER THE DIGITAL VERSION OF OUR ANNUAL REPORT!

Download the 'NRB Annual Report' App for tablet on the App Store or Google Play.











Olivier Lefèvre Mister #SmartCities

# LOCAL GOVERNMENT'S NEW ROLE IN THE GLOBAL ECONOMY

Our local authorities are being forced to do more and more with fewer resources. And people are increasingly using digital technologies in both their private and professional lives, and expecting the government to do the same. They want more efficient, easier, faster administration, and a more modern, greener and smarter city. So they're actually inciting the government to work on its digital transformation. In other words: they're demanding #SmartCities.

### THE CITY AS A CENTRAL HUB

It may seem paradoxical, but the role played by authorities at local level – towns and cities – is becoming increasingly important in the new global and digital economy. Individuals as well as small and large organisations are all communicating with each other on a global scale, and are all being served by the local authorities where they're located. So a local council with good availability of all of its networks, data, infrastructure, and communications facilities is actually the most important factor for the success of our knowledge economy.

Thanks to the use of social networks, portals and (mobile) interactive applications local communities can regain more of a social dimension. Not only will citizens be stimulated to work together again; they can also play a leading role in the management, image and evolution of their own city.

The city of tomorrow isn't just a passive host for its people and businesses; it becomes a hub – an active link that connects various ecosystems together – enabling members of the public, schools, universities, hospitals and governing bodies to share ideas and initiatives. An intelligent, smart and socially-conscientious city turns its complexity and diversity into an added value for the benefit of all.

### A BOTTOM-UP APPROACH

The NRB Group has been providing ICT services and support to local authorities at every level for 25 years, so

we're the ideal partner to act as a regional catalyst to help towns and cities with their new #SmartCities strategy. We want to be a facilitator of the digital economy, connecting and uniting people and organisations.

We use a bottom-up approach based upon a solid IT foundation of infrastructure, applications, data and existing tools, which we optimise and expand with new digital technologies: web, mobile, social, cloud, Big Data, IoT, Open Data...

#### EXPERTISE AND INFRASTRUCTURE

Our subsidiaries Civadis, Cevi and Logins are very familiar with the workings of local authorities, and have for example already developed entire process management systems for councils, police forces and social welfare centres. We can build on these existing applications to prepare them for use in #smartcities – it's not always necessary to develop completely new applications from scratch. The NRB Group already communicated its projet to set up and host a secure cloud platform to support and stimulate the development of new applications by and for all actors of the new digital economy. NRB is able to do this thanks to its history of investments in the building of its own data centers and a geo-redundant ICT infrastructure that is amongst the most important of the country today.

## AN ECOSYSTEM OF MANY PARTNERS

NRB has built up a dynamic and open network of partners from the financial, public and technology sectors. We enter into partnerships with both global and local organisations such as start-ups, SMEs, universities and research centres.

In order to build the smart city of the future, we need passionate people – polical leaders and citizens – to get involved and drive the modernisation forward.

NRB is therefore calling all stakeholders – individuals, companies and local authorities – to get together and work out the best plan of approach for their city or region, and then help put this plan into action.

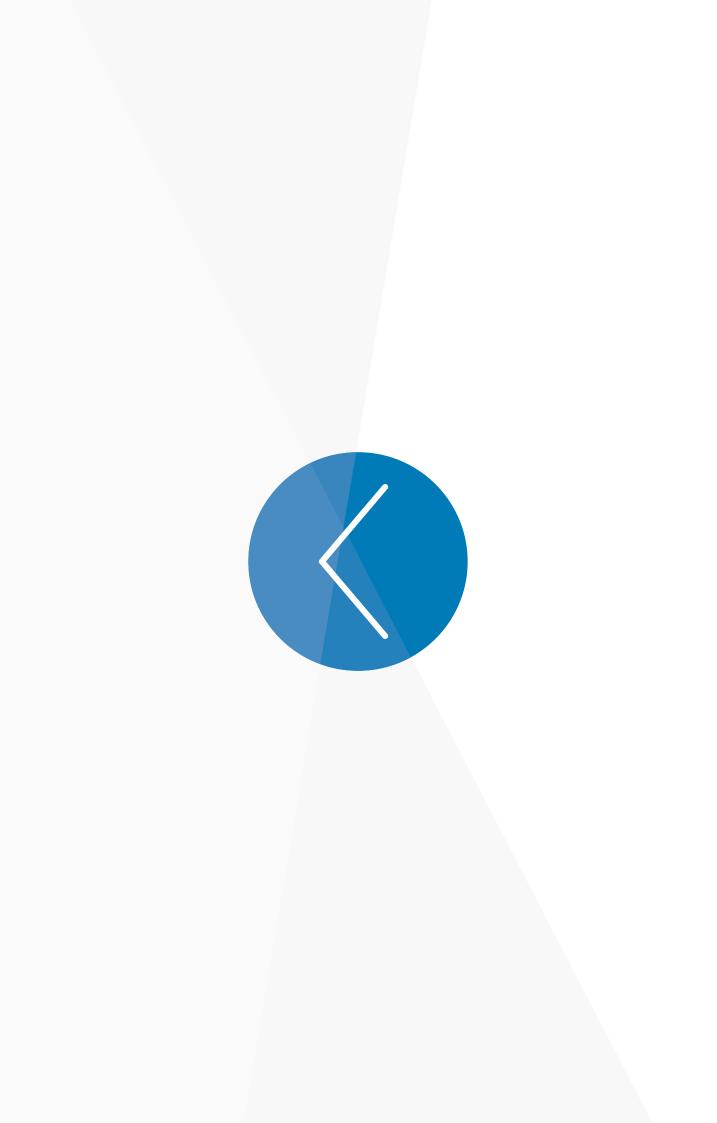
THE SMART CITY WE WISH TO IMPLEMENT IS THE ONE THAT INCREASES THE QUAL-ITY OF LIFE OF CITIZENS THANKS TO NEW TECHNOLOGIES AND THAT OPENS NEW PROSPECTS: INTERACTIVITY, COST REDUCTION, MOBILITY ... THE CHALLENGE IS TO USE NEW TECHNOLOGIES TO MAKE THE CITY EVEN MORE HUMAN.

#### Jean-Christophe Peterkenne

Director Strategy & Development















info@nrb.be 🔇 +32 (0)4 249 72 11

Parc Industriel des Hauts-Sarts - 2° Avenue 65 4040 Herstal | Rue d'Arlon 53 1040 Brussels



