



# Figures 2017



## Financial figures for 2017

In 2017, we continued to invest in new knowledge software, models, facilities, alliances and people in order to strengthen our position. Revenue in 2017 was € 109 million, € 16 million of which was outsourced to other research institutions and market parties. The operating result was € 0.4 million, € 0.2 million less than in 2016. As in 2016, the gross margin rose. The increase of the gross margin in 2017 amounted to € 2 million.



The downward trend in recent years in revenue from the Dutch government continued in 2017 and led to a decrease of € 2 million by comparison with 2016. Revenue from the private sector rose in 2017 by € 7.6 million to € 41.4 million (38% of our revenue). The share of revenue from countries outside the Netherlands continued the increasing trend of the past few years and now accounts for € 29.2 million (27% of revenue).

The balance of financial income and expenses fell to € 1.1 million negative in 2017, mainly due to a decrease in the exchange rate result of € 0.7 million by comparison with 2016. The net result was € 0.4 million, € 0.2 million less than in 2016.