#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-K

#### x ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934:

#### For the fiscal year ended December 31, 2012

OR

### □ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission File No. 1-10686

MANPOWERGROUP INC.

(Exact name of registrant as specified in its charter)

WISCONSIN (State or other jurisdiction of incorporation or organization)

39-1672779 (I.R.S. Employer **Identification No.)** 

**100 MANPOWER PLACE** MILWAUKEE, WISCONSIN (Address of principal executive offices)

53212 (Zip Code)

Registrant's telephone number, including area code: (414) 961-1000 Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Name of Exchange on which registered
Common Stock, \$.01 par value	New York Stock Exchange
Securities registered pursuant to S	Section 12(g) of the Act: None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes x No Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes 🗆 No x Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No  $\Box$ 

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (Section 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No  $\Box$ 

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. x

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one): Large accelerated filer x Accele

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  $\Box$  No x The aggregate market value of the voting stock held by nonaffiliates of the registrant was \$2,907,045,895 as of June 30, 2012. As of February 19, 2013, there were 76,862,883 of the registrant's shares of common stock outstanding.

#### DOCUMENTS INCORPORATED BY REFERENCE

Parts I and II incorporate information by reference from the Annual Report to Shareholders for the fiscal year ended December 31, 2012. Part III is incorporated by reference from the Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013.

#### PART I

The terms "we," "our," "us," or "the Company" refer to ManpowerGroup Inc. or ManpowerGroup Inc. and its consolidated subsidiaries, as appropriate in the context.

#### Item 1. Business

#### Introduction and History

ManpowerGroup Inc. is a world leader in innovative workforce solutions and services. Our global network of nearly 3,500 offices in 80 countries allows us to meet the needs of our clients in all industry segments, whether they are global, multinational or local companies. We create power that drives organizations forward, accelerates personal success and builds more sustainable communities. We power the world of work.

By offering a complete range of workforce solutions and services, we can help any company – no matter where they are in their business evolution – raise productivity, improve strategy, quality, efficiency and cost reduction across their total workforce to achieve their business goals. ManpowerGroup provides a comprehensive suite of high-impact innovative workforce solutions and services for the entire business cycle including:

• **Recruitment and Assessment** – By leveraging our trusted brand, vertical knowledge and expertise, we know what talent looks like and where to find it; and we have built a deeper talent pool to provide our clients access to the people they need faster. Through our world-leading assessments, we gain a deeper understanding of the people we serve, allowing us to truly identify a candidate's potential, resulting in a better cultural match.

• **Training and Development** – We effectively and efficiently assess and develop skills, keeping our associates ahead of the curve so they can get the job done each time every time. We offer extensive training courses and leadership development solutions for clients to maximize talent and optimize performance.

• **Career Management** – We engage consultants that value and understand the human side of business, making meaningful impact on both the people and organizations we serve. The countercyclical nature of the career transition industry helps strengthen our portfolio during economic downturns.

• **Outsourcing** – We provide clients with outsourcing services related to human resources functions primarily in the areas of large-scale recruiting and workforce-intensive initiatives that are outcome-based, thereby sharing in the risk and reward with our clients.

• Workforce Consulting – We are a global leader in innovative workforce solutions. We help clients create and align their workforce strategy to achieve their business strategy, increasing business agility and personal flexibility and accelerating personal and business success.

This comprehensive and diverse business mix helps us to partially mitigate the cyclical effects of the national economies in which we operate. Our family of brands includes:

• **ManpowerGroup** – We are a world leader in innovative workforce solutions. We leverage our global reach and local expertise of tens of thousands of people across 80 countries, making it possible for businesses to access the talent they need when they need it.

• **Manpower** – We are a global leader in contingent and permanent recruitment workforce solutions. We provide the personal flexibility and agility businesses need with a continuum of staffing solutions.

• **Experis** – We are a global leader in professional resourcing and project-based workforce solutions. With operations in over 50 countries, we deliver 51 million hours of professional talent specializing in IT, Finance and Engineering to accelerate clients' businesses each year.

• **Right Management** – We are a global leader in talent and career management workforce solutions. Through our innovative and proprietary process, we leverage our expertise to successfully increase productivity and optimize business performance.

• **ManpowerGroup Solutions** – We provide clients with human resources outsourcing services primarily in the areas of large-scale recruiting and outcomebased workforce-intensive initiatives, thereby sharing in the risk and reward with our clients. ManpowerGroup Solutions includes Talent Based Outsourcing (TBO), TAPFIN - Managed Service Provider (MSP), Recruitment Process Outsourcing (RPO), Borderless Talent Solutions (BTS) and Strategic Workforce Consulting (SWC). We are one of the largest providers of MSP and RPO services in the world.



Our leadership position also allows us to be a center for quality employment opportunities for people at all points in their career paths. In 2012, we connected 3.4 million people to opportunities and purpose, who worked to help our more than 400,000 clients meet their business objectives. Seasoned professionals, temporary to permanent, skilled laborers, mothers returning to work, elderly persons wanting to supplement pensions and disabled individuals – all turn to the ManpowerGroup companies for employment possibilities. Similarly, governments of the nations in which we operate look to us to help reduce unemployment and train the unemployed with the skills they need to enter the workforce. We provide a bridge to experience and employment, building more sustainable communities. We have a unique ability to connect our deep understanding of human potential to the ambition of business so that organizations and individuals can capitalize on unseen opportunities and achieve more than they imagined.

We, and our predecessors, have been in business since 1948, with shares listed on the New York Stock Exchange since 1967.

Our Internet address is www.manpowergroup.com. We make available through our Internet website our annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K, and amendments to those reports filed or furnished pursuant to Section 13(a) of the Securities Exchange Act of 1934 as soon as reasonably practicable after we electronically file such material with, or furnish it to, the Securities and Exchange Commission. In addition, we also make available through our Internet website:

- our articles of incorporation and bylaws;
- our ManpowerGroup Code of Business Conduct and Ethics;
- our Corporate Governance Guidelines;
- the charters of the Audit, Executive Compensation and Human Resources and Nominating and Governance Committees of the Board of Directors;
- our guidelines for selecting board candidates;
- our categorical standards for relationships deemed not to impair independence of non-employee directors;
- our policy on services provided by independent auditors; and
- our regular update on corporate social responsibility.

Documents available on the website are also available in print for any shareholder who requests them. Requests may be made by writing to Mr. Richard Buchband, Secretary, ManpowerGroup, 100 Manpower Place, Milwaukee, Wisconsin 53212. We are not including the information contained on or available through our website as a part of, or incorporating such information by reference into, this Annual Report on Form 10-K.

#### **Our Operations**

Client demand for workforce solutions and services is dependent on the overall strength of the labor market and secular trends toward greater workforce flexibility within each of the countries in which we operate. Improving economic growth typically results in increasing demand for labor, resulting in greater demand for our staffing services. Correspondingly, during periods of weak economic growth or economic contraction, the demand for our staffing services typically declines, while demand for our outplacement services typically accelerates.

During the last several years, secular trends toward greater workforce flexibility have had a favorable impact on demand for our innovative workforce solutions and services around the world. As companies attempt to increase the variability of their cost base, the contemporary work solutions we provide help them to effectively address the fluctuating demand for their products or services. As the economy recovers, we will play an increasing role, as the need for a robust workforce strategy and talent acquisition plan is critical due to the deep staff cuts many companies have made during the recession, particularly at large organizations.

Our portfolio of recruitment services includes permanent, temporary and contract recruitment of professionals, as well as administrative and industrial positions. All of these services are provided under our Manpower and Experis brands. We have provided services under our core Manpower brand for over 60 years with a primary focus on the areas of office, call center and industrial services and solutions. We are continuing the global expansion and acceleration of our Experis brand, particularly in the areas of Information Technology (IT), Engineering, Finance and Healthcare, providing high-impact solutions, accelerating organizations' growth by intensely attracting, assessing and placing specialized expertise to deliver in-demand talent for mission-critical positions. We have a deep understanding of vertical knowledge that allows us to truly assess a candidate's human potential and technical skills, matching them to the visions of our clients. Experis will be a critical revenue stream for us in the future, as we continue to build our brand and attract the talent our clients need as skills shortages rise.

ManpowerGroup Solutions, a dedicated business unit within ManpowerGroup, specializes in the delivery of customized workforce strategies and outcome-based solutions. Within this business unit, our recruitment solutions and services also include our RPO offering, where we take on the management of customized, large-scale recruiting and workforce productivity initiatives for clients in an exclusive outsourcing contract. Through our RPO offering, we manage any part or all of a client's permanent recruiting and hiring processes, from job profiling to on-boarding, globally or in a single location. MSP services include overall program management, reporting and tracking, supplier selection and management and order distribution. The MSP and RPO offerings both provide specialty expertise in contingent workforce management and broader administrative functions. TBO services include management of financial and administrative processes, including call center and customer service activities and accounting and payroll. BTS provides our clients with access to the world's labor market and the expertise of ManpowerGroup's global network. BTS services include the placement of candidates from one country to another country who best meet the qualifications sought by our clients. Our proven experience, process and digital and physical network allow us to drive the per hire cost savings down through an end-to-end recruitment process. Our SWC offering provides our clients with guidance on a workforce strategy that is aligned with and accelerates the execution of their business strategy. SWC uses the consulting methodology that leverages ManpowerGroup's capability, expertise and our unique perspective on the changing world of work.

#### Americas

In the Americas, we provide services as Manpower, Experis and ManpowerGroup Solutions through both branch and franchise offices. The total Americas segment had 794 branch and 175 franchise offices. In the United States, where we realized 66% of the Americas' revenue, we had 558 branch and 166 franchise offices as of December 31, 2012, as well as on-site locations at clients with significant permanent, temporary and contract recruitment requirements. In Mexico and Central America, we had 98 branch offices and in the South American Region, we had 138 branch and 9 franchise offices. We provide a number of central support services to our branches and franchises, which enable us to maintain consistent service quality throughout the region regardless of whether an office is a branch or franchise. In the United States, we provide client invoicing and payroll processing of our contingent workers for all branch offices and some of our franchise offices through administrative centers managed by our Milwaukee headquarters.

Our franchise agreements provide the franchisee with the right to use the Manpower® service mark in a specifically defined exclusive territory. In the United States, franchise fees generally range from 2-3% of franchise sales. Our franchise agreements provide that in the event of a proposed sale of a franchise to a third party, we have the right to acquire the franchise at the same price and on the same terms as proposed by the third party. We exercise this right and intend to continue to do so in the future if opportunities arise with appropriate prices and terms.

In the Americas, our Manpower and Experis operations provide a variety of workforce solutions and services, including permanent, temporary and contract recruitment, assessment and selection and training. During 2012 in this segment, approximately 33% of temporary and contract recruitment revenues were derived from placing office staff, 38% from placing industrial staff and 29% from placing professional and technical staff. For our United States operations in 2012, approximately 21% of the temporary and contract recruitment revenues were derived from placing office staff, 46% from placing industrial staff and 33% from placing professional and technical staff.

Our ManpowerGroup Solutions operations provide a variety of talent based solutions including RPO, MSP and TBO.

We also conduct business in the Americas under our Right Management brand as discussed further at the end of this section.

#### Southern Europe

We are a leading provider of permanent, temporary and contract recruitment, assessment and selection, training and outsourcing services throughout Europe. Our largest operations in Southern Europe are in France (75% of the segment revenue) and Italy (15% of the segment revenue).

We conduct our operations in France and the surrounding region as a leading workforce solutions and service provider through 806 branch offices under the name of Manpower, Experis or ManpowerGroup Solutions, and 105 branch offices under the name Supplay. The employment services market in France calls for a wide range of our services including permanent, temporary and contract recruitment, assessment and selection, and training. The temporary recruitment market is predominately focused on recruitment for industrial positions. In 2012, we derived approximately 79% of our temporary recruitment revenues in France from the supply of industrial and construction workers, 19% from the supply of office staff and 2% from the supply of professional and technical staff.

In Italy, we are a leading workforce solutions and services provider. As of December 31, 2012, ManpowerGroup Italy conducted operations through a network of 254 branch offices. It provides a comprehensive line of workforce solutions and services offered through Manpower, Experis or ManpowerGroup Solutions, including permanent, temporary and contract recruitment, assessment and selection, training and outsourcing. In 2012, approximately 9% of our temporary and contract recruitment revenues in Italy were derived from placing office staff, including contact center staff, 65% from placing industrial staff and 26% from placing professional and technical staff.

For our Southern Europe operations in total during 2012, approximately 18% of temporary and contract recruitment revenues were derived from placing office staff, 73% from placing industrial staff and 9% from placing professional and technical staff.

We also conduct business in Southern Europe under our Right Management brand as discussed below.

#### Northern Europe

Our largest operations in Northern Europe are in Germany, the Netherlands, Norway, Sweden and the United Kingdom, providing a comprehensive line of workforce solutions and services through Manpower, Experis and ManpowerGroup Solutions. Collectively, we operate through 734 branch offices and 53 franchise offices in this region. The franchise offices are in Switzerland, where we own 49% of the franchise.

In the United Kingdom, where we have the largest operation in this segment, we are a leading provider of workforce solutions and services. As of December 31, 2012, we conducted operations in the United Kingdom as Manpower, Experis and ManpowerGroup Solutions through a network of 96 branch offices and also provided on-site services to clients who have significant permanent, temporary and contract recruitment requirements. During 2012, approximately 22% of our United Kingdom operation's temporary recruitment revenues were derived from the supply of office staff, 37% from the supply of industrial staff and 41% from the supply of professional and technical staff.

We also own Brook Street Bureau PLC, or Brook Street, which operates through a total of 94 branch offices, separate from our other brands in the United Kingdom. Its core business is secretarial, office and light industrial recruitment. Brook Street operates as a local network of branches and competes primarily with local or regional independents. Brook Street's revenues are comprised of temporary and contract placements as well as permanent recruitment.

For our Northern Europe operations in total during 2012, approximately 26% of temporary and contract recruitment revenues were derived from placing office staff, 37% from placing industrial staff and 37% from placing professional and technical staff.

We also conduct business in Northern Europe under our Right Management brand as discussed below.

#### APME

We operate through 234 branch offices in the Asia Pacific Middle East ("APME") region. The largest of these operations are located in Australia, China, India and Japan, all of which operate through branch offices. Our APME operations provide a variety of workforce solutions and services offered through Manpower, Experis and ManpowerGroup Solutions, including permanent, temporary and contract recruitment, assessment and selection, training and outsourcing. During 2012, approximately 49% of our APME temporary and contract recruitment revenues were derived from placing office staff, 13% from placing industrial staff and 38% from placing professional and technical staff.

We also conduct business in APME under our Right Management brand as discussed below.

#### Right Management

Right Management is a global leader in talent and career management workforce solutions within ManpowerGroup. The firm designs and delivers solutions to align talent strategy with business strategy. Right Management's expertise spans Talent Assessment, Leader Development, Organizational Effectiveness, Employee Engagement, and Workforce Transition and Outplacement. With over 130 offices in more than 50 countries, Right Management partners with companies of all sizes – including more than 80% of the Fortune 500 – to help grow and engage their talent, increase productivity and optimize business performance.

#### **Competition**

#### Introduction

We compete in the employment services industry by offering a complete range of services, including permanent, temporary and contract recruitment, assessment and selection, training, managed service solutions, outsourcing, consulting and professional services.

Our industry is large and fragmented, comprised of thousands of firms employing millions of people and generating billions of United States dollars in annual revenues. It is also a highly competitive industry, reflecting several trends in the global marketplace such as the notably increasing demand for skilled people, employers' desire for more flexible working models and consolidation among clients and in the employment services industry itself. We manage these trends by leveraging established strengths, including one of the employment services industry's most recognized and respected brands; geographic diversification; size and service scope; an innovative product mix; and a strong client base. While staffing is an important aspect of our business, our strategy is focused on providing both the skilled employees our clients need and high-value workforce management, outsourcing and consulting solutions.

Our client mix consists of both small- and medium-size businesses, which are based upon a local or regional relationship with our presence in each market, and large national/multinational client relationships, which comprised approximately 56% of our revenues in 2012. These large national and multinational clients will frequently enter into non-exclusive arrangements with several firms, with the ultimate choice among them being left to the local managers. As a result, employment services firms with a large network of offices compete most effectively for this business which generally has agreed-upon pricing or mark-up on services performed. Client relationships with small- and medium-size businesses tend to rely less upon longer-term contracts, and the competitors for this business are primarily locally-owned businesses.

#### Recruitment Services and Solutions Market

We compete in the Professional Resourcing and Project-Based Workforce Solutions industry as a high-value alternative to public accounting firms and other consulting groups as noted earlier. While public accounting and consulting firms can be primary competitors, these firms also frequently refer our financial and accounting services to assist clients with engagements where there are conflict-of-interest concerns. Because we do not perform attestation work, we can provide an objective review of a client's business processes, thus avoiding potential conflicts of interest.

The employment services industry throughout the world is large and highly fragmented with more than 60,000 firms competing throughout the world. In most areas, no single company has a dominant share of the temporary and contract recruitment market. In addition to us, the largest publicly owned companies specializing in recruitment services are Adecco, S.A. (Switzerland), Randstad Holding N.V. (Netherlands) and Kelly Services, Inc. (the United States).

Historically, in periods of economic prosperity, the number of firms providing recruitment services has increased significantly due to the combination of a favorable economic climate and low barriers to entry. Recessionary periods generally result in a reduction in the number of competitors through consolidation and closures; however, historically this reduction has proven to be for a limited time as the following periods of economic recovery have led to a return in growth in the number of competitors. As we expected, due to the difficult economic environment, we have seen many of our smaller, local competitors struggle, with many national markets consolidating further. In many markets, we were able to improve market share and we see further opportunity to do so in the future.

Recruitment firms act as intermediaries in matching available permanent, temporary and contract workers to employers' talent needs. As a result, these firms compete both to recruit and retain a supply of permanent, temporary and contract workers and to attract clients to employ these workers. We recruit permanent, temporary and contract workers through a wide variety of means, including personal referrals, online resources and advertisements, and by providing an attractive compensation package in jurisdictions where such benefits are not otherwise required by law, including health insurance, vacation and holiday pay, incentive and pension plans and a recognition program.

Methods used to market recruitment services to clients vary depending on the client's need for permanent, temporary and RPO services, the local labor supply, the length of assignment and the number of workers required. Our full range of innovative workforce solutions and services and multiple brands enable us to cross-market to clients in order to leverage our relationships and expand our solutions and services provided, from career management services at Right Management to permanent recruitment services at Manpower and Experis, to RPO services. We compete by means of quality of service provided, scope of service offered, ability to source the right talent and price. Success in providing high quality recruitment services is an ability to access a supply of available workers, finding the right match of individuals for a particular assignment and, in some cases, train available workers in skills required for an assignment. For ManpowerGroup Solutions services, success is defined primarily by the ability to perform the recruitment function more effectively and efficiently than the client could perform those functions internally.

An important aspect in the selection of temporary and contract workers for an assignment is the ability of the recruitment firm to identify the skills, knowledge, abilities, and personal characteristics of an individual and match their competencies or capabilities to an employer's requirements. We have a variety of proprietary programs for identifying and assessing the skill level of our candidates and associates, which are used in selecting a particular individual for a specific assignment. Our assessment systems enable us to offer a higher quality service by increasing productivity, decreasing turnover and reducing absenteeism.

Building a more sustainable workforce at large allows us to develop hard-to-find skills and access a deeper talent pool to provide our clients the people they need, faster. Our competitive position is enhanced by our ability to offer a wide variety of skills, in some of the most important market segments, through the use of training systems. Our ManpowerGroup Training and Development Center (TDC) provides over 5,000 hours of online courses that are accessible 24/7 and are free to our employees, associates and candidates to help them improve their skills. The courses cover a wide range of subjects in many languages and feature the latest information for a variety of fields, from learning the latest technology in the IT field, to brushing up on business management courses or software programs. This training can also enable students in any profession to further develop their skills, improve their employability and earn higher wages.

#### Career and Talent Management Consulting Services and Solutions Market

Our Career and Talent Management consulting services and solutions are primarily provided under our Right Management brand. As a global leader in talent and career management, Right Management helps clients win in the changing world of work by designing and executing workforce solutions that align talent strategy with business strategy. Its expertise spans Talent Assessment, Leader Development, Organizational Effectiveness, Employee Engagement, and Workforce Transition and Career Management (also known as outplacement services). The market for these consulting and outplacement services is highly competitive. In the market for services required by global clients, there are several barriers to entry, such as the need for global coverage, specialized local knowledge and technology to provide outstanding services to corporations on a global scale.

Our competitors in the consulting space related to Right Management's core capabilities include major firms that compete in serving the large employer worldwide, such as Korn Ferry (recently acquired PDI), Hay Group, Mercer, Towers Watson, DDI and Aon Hewitt. Additional significant competition comes from smaller regional and boutique firms in this same space, along with firms in related areas such as management and technology consulting and human resource IT that are starting to compete in portions of the Talent Management space (e.g. Accenture, Kenexa). Public accounting and consulting firms such as PricewaterhouseCoopers and Deloitte Consulting are also competitors in this space, although these firms must provide their consulting services within the constraints of the auditor independence provisions of the Sarbanes-Oxley Act legislation.

Our major global competitors in the outplacement market are Lee Hecht Harrison, owned by Adecco, and career service divisions of global employment services firms. Additionally, there are regional firms and numerous smaller boutiques operating in either limited geographic markets or providing limited services such as Penna (UK) and Pasona (Japan). Companies provide outplacement services for several reasons. First, as the competition for attracting and retaining qualified employees increases, companies are increasingly attempting to distinguish themselves in the marketplace as attractive employers. Consequently, more companies are providing outplacement services as part of a comprehensive benefits package that provides for the well-being of employees – not only during their period of employment, but also after their employment ceases. Additionally, when companies experience layoffs, providing career management services is a more responsible way of facilitating outplacement and projects a positive corporate image, improving morale among the remaining employees. Finally, companies may provide outplacement services to reduce costs by preparing and assisting separated employees to find new employment, thereby diminishing employment-related litigation.

Companies augment their internal human resources professional staff with external consultants for many reasons. First, the growing importance and complexity of employee issues is creating an unprecedented theoretical and technical service expectation on human resources departments. Additionally, human resources departments have continued pressure to contain costs without minimizing the resources available to managers. Finally, companies increasingly choose to outsource non-core functions that can be addressed more effectively by outside professionals. These organizations look to Right Management for thought leadership and best practices on attracting and assessing organizational talent, leadership development and engaging and aligning their workforce.

#### **Regulation**

The employment services industry is closely regulated in all of the major markets in which we operate, except the United States and Canada. Employment services firms are generally subject to one or more of the following types of government regulation:

- regulation of the employer/employee relationship between the firm and its temporary and contract employees;
- registration, licensing, record keeping and reporting requirements; and
- substantive limitations on the operations or the use of temporary and contract employees by clients.

In many markets, the existence or absence of collective bargaining agreements with labor organizations has a significant impact on our operations and the ability of clients to use our services. In some markets, labor agreements are structured on an industry-wide, rather than company-by-company, basis. Changes in these collective bargaining agreements have occurred in the past and are expected to occur in the future and may have a material impact on the operations of employment services firms, including us.

In many countries, including the United States and the United Kingdom, workforce solutions and services firms are considered the legal employers of temporary and contract workers. Therefore, laws regulating the employer/employee relationship, such as tax withholding or reporting, social security or retirement, anti-discrimination and workers' compensation, govern the firm. In other countries, employment services firms, while not the direct legal employer of temporary and contract workers, are still responsible for collecting taxes and social security deductions and transmitting such amounts to the taxing authorities.



In many countries, particularly in continental Europe and Asia, entry into the employment services market is restricted by the requirement to register with, or obtain licenses from, a government agency. In addition, a wide variety of ministerial requirements may be imposed, such as record keeping, written contracts and reporting. The United States and Canada do not presently have any form of national registration or licensing requirement.

In addition to licensing or registration requirements, many countries impose substantive restrictions on the use of temporary and contract workers. Such restrictions include regulations affecting the types of work permitted, the maximum length of assignment, wage levels or reasons for which temporary and contract workers may be employed. In some countries, special taxes, fees or costs are imposed in connection with the use of temporary and contract workers. For example, temporary and contract workers in France are entitled to a 10% allowance for the uncertain duration of employment, which is eliminated if a full-time position is offered to them within three days after assignment termination. In some countries, the contract of employment with temporary and contract employees must differ from the length of assignment.

Our outplacement and consulting services generally are not subjected to governmental regulation in the markets in which we operate.

In the United States, we are subject to various federal and state laws relating to franchising, principally the Federal Trade Commission's Franchise Rules and analogous state laws which impact our agreements with our franchised operations. These laws and related rules and regulations impose specific disclosure requirements. Virtually all states also regulate the termination of franchises.

Also see Item 7. "Management's Discussion and Analysis of Financial Condition and Results of Operations—Legal Regulations."

#### **Trademarks**

We maintain a number of registered trademarks, trade names and service marks in the United States and various other countries. We believe that many of these marks and trade names, including ManpowerGroup<sup>TM</sup>, ManpowerGroup<sup>TM</sup> Solutions, Manpower®, Experis<sup>TM</sup>, Right Management®, Brook Street®, Manpower Professional<sup>TM</sup>, Elan®, Ultraskill® and Skillware®, have significant value and are materially important to our business. In addition, we maintain other intangible property rights. The trademarks have been assigned an indefinite life based on our expectation of renewing the trademarks, as required, without material modifications and at a minimal cost, and our expectation of positive cash flows beyond the foreseeable future.

#### **Employees**

We had approximately 28,000 full-time equivalent employees as of December 31, 2012. In addition, we estimate that we recruit on behalf of our clients approximately 3.4 million permanent, temporary and contract workers on a worldwide basis each year.

As described above, in most jurisdictions, we, as the employer of our temporary and contract workers or as otherwise required by applicable law, are responsible for employment administration. This administration includes collection of withholding taxes, employer contributions for social security or its equivalent outside the United States, unemployment tax, workers' compensation and fidelity and liability insurance, and other governmental requirements imposed on employers. In most jurisdictions where such benefits are not legally required, including the United States, we provide health and life insurance, paid holidays and paid vacations to qualifying temporary and contract employees.

#### Financial Information about Foreign and Domestic Operations

Note 14 to our consolidated financial statements sets forth the information required for each segment and geographical area for the years ended December 31, 2012, 2011 and 2010. Such note is found in our 2012 Annual Report to Shareholders and is incorporated herein by reference.

#### FORWARD-LOOKING STATEMENTS

Statements made in this report that are not statements of historical fact are forward-looking statements. In addition, from time to time, we and our representatives may make statements that are forward-looking. All forward-looking statements involve risks and uncertainties. This section provides you with cautionary statements identifying, for purposes of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, important factors that could cause our actual results to differ materially from those contained in forward-looking statements made in this report or otherwise made by us or on our behalf. You can identify these forward-looking statements by forward-looking words such as "expect", "anticipate", "intend", "plan", "may", "will", "believe", "seek", "estimate", and similar expressions. You are cautioned not to place undue reliance on these forward-looking statements.

The following are some of the factors that could cause actual results to differ materially from estimates contained in our forward-looking statements:

- cost structure of subsidiaries;
- management turnover;
- reorganizations;
- material changes in the demand from larger clients, including clients with which we have national, multi-national, or sole-supplier arrangements;
- availability of workers with the skills required by clients;
- increases in the wages paid to our associates;
- competitive market pressures, including pricing pressures;
- inability to pass along direct cost increases to clients;
- our ability to successfully invest in and implement information systems;
- unanticipated technological changes, including obsolescence or impairment of information systems;
- our ability to successfully expand into new markets or offer new service lines;
- changes in client attitudes toward the use of staffing services;
- changes in demand for our specialized services and outplacement services;
- government, tax or regulatory policies adverse to the employment services industry;
- general economic conditions in domestic and international markets;
- interest rate and exchange rate fluctuations;
- difficulties related to acquisitions, including integrating the acquired companies and achieving the expected benefits;
- impairments to the carrying value of acquisitions and other investments resulting from poor financial performance or other factors;
- the risk factors disclosed below; and
- other factors that may be disclosed from time to time in our SEC filings or otherwise.

Some or all of these factors may be beyond our control. We caution you that any forward-looking statement reflects only our belief at the time the statement is made. We undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which the statement is made.

#### **RISK FACTORS**

In addition to the other information set forth in this report, you should carefully consider the following factors which could materially adversely affect our business, financial condition, results of operations (including revenues and profitability) or stock price. Our business is also subject to general risks and uncertainties that may broadly affect companies. Additional risks and uncertainties not currently known to us or that we currently deem to be immaterial also could materially adversely affect our business, financial condition, results of operation or stock price.

# A continuation or worsening of the global economic downturn could result in our clients using fewer workforce solutions and services or becoming unable to pay us for our services on a timely basis or at all, which would materially adversely affect our business.

Because demand for workforce solutions and services, particularly staffing services, is sensitive to changes in the level of economic activity, our business may suffer during economic downturns. In 2012, we experienced a reduction in our revenues, which was more pronounced in the second half of the year, due to weak economic conditions in most of the markets in which we operate, resulting from the prolonged global economic downtown. It is unclear whether or for how long this will continue. During periods of weak economic growth or economic contraction, the demand for our staffing services typically declines. When demand drops, our operating profit is typically impacted unfavorably as we experience a deleveraging of our selling and administrative expense base as expenses may not decline as quickly as revenues. In periods of decline, we can only reduce selling and administrative expenses to a certain level without negatively impacting the long-term potential of our branch network and brands. Additionally, during economic downturns companies may slow the rate at which they pay their vendors, or they may become unable to pay their obligations. If our clients become unable to pay amounts owed to us, or pay us more slowly, then our cash flow and profitability may suffer.

#### Our results of operations could be adversely affected by volatile or uncertain economic conditions

Our business is affected by global macroeconomic conditions, which have recently included considerable uncertainty and volatility. In particular, economic conditions have been unstable and difficult to predict globally, particularly within Europe, which represented 64% of our revenues in 2012, and which has experienced a prolonged period of recession. Even without uncertainty and volatility, it is difficult for us to forecast future demand for our services due to the inherent difficulty in forecasting the direction and strength of economic cycles, and the short-term nature of many of our staffing assignments. This situation can be exacerbated by uncertain and volatile economic conditions, which may cause clients to reduce or defer projects for which they utilize our services, thereby negatively affecting demand for them. When it is difficult for us to accurately forecast future demand, we may not be able to determine the optimal level of personnel and office investments necessary to profitably take advantage of growth opportunities.

#### We may lack the speed and agility to respond to the needs of our clients.

There is a risk we may not be able to respond with sufficient speed and agility to the needs of our clients, which may change rapidly as their businesses evolve. The size and breadth of our organization, comprising 28,000 employees based out of nearly 3,500 offices in 80 countries, may make it difficult for us to effectively manage our resources and provide coordinated solutions to our clients who require our services in multiple locations. Also, our size and scale may make it difficult to develop and implement new processes and tools across the enterprise in a consistent manner. If our competitors are more agile or effective at meeting the needs of our current and prospective clients, our business and financial results could be materially adversely affected.

# The worldwide employment services industry is highly competitive with limited barriers to entry, which could limit our ability to maintain or increase our market share or profitability.

The worldwide employment services industry is highly competitive with limited barriers to entry, and in recent years has undergone significant consolidation. We compete in markets throughout the world with full-service and specialized employment services agencies. Several of our competitors, including Adecco S.A., Randstad Holding N.V. and Kelly Services, Inc., have very substantial marketing and financial resources, and may be better positioned in certain markets. Portions of our industry may become increasingly commoditized, with the result that competition in key areas could become more focused on pricing. We expect that we will continue to experience pressure on price from competitors and clients. There is a risk that we will not compete effectively, including on price, which could limit our ability to maintain or increase our market share and could adversely affect our profitability.

#### We may be unable to effectively implement our business strategy, and there can be no assurance that we will achieve our objectives.

Our business strategy focuses on growing revenue while improving our operating profits. An important element of our strategy is our effort to diversify our revenues beyond our core staffing and employment services through the sale of innovative workforce solutions that have higher operating margins. These workforce solutions are often unique, non-repeatable and tailored to a client's needs, and present costs, risk and complexity that may be difficult to calculate. If we are not able to accurately anticipate these costs and risks in our pricing for these solutions or if we do not have an adequate delivery plan for these solutions, they may be unprofitable.

Our business strategy also includes efforts to simplify our organizational structure, programs, technology and delivery of services to make us a more agile and effective competitor, to reduce the cost of operating our business and to increase our operating profit and operating profit margin. We may not be successful in our simplification efforts, and they may fail to achieve the cost savings we anticipate. Additionally, the reductions in personnel and other changes we make in connection with the implementation of our simplification strategy could adversely affect our ability to effectively operate our business. Furthermore, the implementation of our simplification strategy, and other plans to accomplish our business and financial objectives, is highly dependent on factors within and outside of our control, including our performance managing our operations as well as global economic conditions. If, for these or other reasons, we are not successful in implementing our business strategy or achieving the anticipated results, our business, financial condition and results of operations could be materially adversely affected.

#### If we lose our key personnel, then our business may suffer.

Our operations are dependent on the continued efforts of our officers and executive management and the performance and productivity of our local managers and field personnel. Our ability to attract and retain business is significantly affected by local relationships and the quality of service rendered. If we were to lose key personnel who have acquired significant experience in managing our business or managing companies on a global basis, it could have a significant impact on our operations. Additionally, some of our important client relationships may be dependent on the continued performance of individual managers or field personnel, and there is a risk that loss of those individuals could jeopardize key client relationships. In 2012, we announced a plan to simplify our operations, including reductions of our workforce, at the staff and officer level, in both our headquarters and throughout our country operations. There is a risk that this simplification and the resultant reductions in personnel could materially adversely affect the effectiveness of our operations, and therefore our business and financial results.

# Intense competition may limit our ability to attract, train and retain the qualified personnel necessary for us to meet our clients' staffing needs.

Our business depends on our ability to attract and retain qualified associates who possess the skills and experience necessary to meet the requirements of our clients. We must continually evaluate and upgrade our base of available qualified personnel through recruiting and training programs to keep pace with changing client needs and emerging technologies. Competition for individuals with proven professional skills is intense, and we expect demand for such individuals to remain very strong for the foreseeable future. Qualified personnel may not be available to us in sufficient numbers and on terms of employment acceptable to us. Additionally, our clients may look to us for assistance in identifying and integrating into their organizations workers from diverse backgrounds, and who may represent different generations, geographical regions, and skillsets. These needs may change due to business requirements, or in response to geopolitical and societal trends. There is a risk that we may not be able to identify workers with the required attributes, or that our training programs may not succeed in developing effective or adequate skills. If we fail to recruit, train and retain qualified associates who meet the needs of our clients, our reputation, business and financial results could be materially adversely affected.

#### As a result of our geographic breadth, we are more susceptible to certain risks.

We operate in 80 countries around the world. If we are unable to manage the following risks of our global operations, our results could be adversely affected:

• We are subject to risk from political events, including political unrest, hostilities, and strikes.

• We are subject to natural disasters, severe weather conditions, global health emergencies, disruptions of infrastructure and utilities, cyberattacks, and other events beyond our control.

• Our global operations expose us to numerous legal and regulatory requirements, and violations of these regulations could harm our business. In particular, in many parts of the world, including countries in which we operate, practices in the local business community may not conform to international business standards and could violate anticorruption law or regulations, including the U.S. Foreign Corrupt Practices Act and the UK Bribery Act 2010.

# Government regulations may result in prohibition or restriction of certain types of employment services or the imposition of additional licensing or tax requirements that may reduce our future earnings.

In many jurisdictions in which we operate, such as France and Germany, the employment services industry is heavily regulated. For example, governmental regulations in Germany restrict the length of contracts and the industries in which our associates may be used. In some countries, special taxes, fees or costs are imposed in connection with the use of our associates. Additionally, in some countries, trade unions have used the political process to target our industry, in an effort to increase the regulatory burden and expense associated with offering or utilizing contingent workforce solutions.



The countries in which we operate may, among other things:

- create additional regulations that prohibit or restrict the types of employment services that we currently provide;
- require new or additional benefits be paid to our associates;
- require us to obtain additional licensing to provide employment services; or
- increase taxes, such as sales or value-added taxes, payable by the providers of temporary and contract recruitment centers.

Any future regulations may have a material adverse effect on our business and financial results because they may make it more difficult or expensive for us to continue to provide employment services.

# We may be exposed to employment-related claims and costs from clients or third parties that could materially adversely affect our business, financial condition and results of operations.

We are in the business of employing people and placing them in the workplaces of other businesses. Risks relating to these activities include:

- claims arising out of the actions or inactions of our associates, including matters for which we may have indemnified a client;
- claims by our associates of discrimination or harassment directed at them, including claims relating to actions of our clients;
- claims related to the employment of undocumented or illegal workers;
- payment of workers' compensation claims and other similar claims;
- violations of employee pay and benefits requirements such as violations of wage and hour requirements;
- retroactive entitlement to employee benefits;
- errors and omissions of our associates, particularly in the case of professionals, such as accountants; and

• claims by our clients relating to our associates' misuse of clients' proprietary information, misappropriation of funds, other criminal activity or torts or other similar claims.

We may incur fines and other losses or negative publicity with respect to these problems. In addition, some or all of these claims may give rise to litigation, which could be time-consuming to our management team and costly and could have a negative impact on our business. We cannot be certain we will not experience these problems in the future.

We cannot be certain our insurance will be sufficient in amount or scope to cover all claims that may be asserted against us. Should the ultimate judgments or settlements exceed our insurance coverage, they could have a material effect on our results of operations, financial position and cash flows. We cannot be certain we will be able to obtain appropriate types or levels of insurance in the future, that adequate replacement policies will be available on acceptable terms, if at all, or that the companies from which we have obtained insurance will be able to pay claims we make under such policies.

#### Foreign currency fluctuations may have a material adverse effect on our operating results.

We conduct our operations in 80 countries and the results of our local operations are reported in the applicable foreign currencies and then translated into United States dollars at the applicable foreign currency exchange rates for inclusion in our consolidated financial statements. During 2012, approximately 85% of our revenues were generated outside of the United States, the majority of which were generated in Europe. Furthermore, approximately \$769.4 million of our outstanding indebtedness as of December 31, 2012 was denominated in foreign currencies. Because of devaluations and fluctuations in currency exchange rates or the imposition of limitations on conversion of foreign currencies into United States dollars, we are subject to currency translation exposure on the profits of our operations, in addition to economic exposure. This exposure could have a material adverse effect on our business, financial condition, cash flow and results of operations in the future because, among other things, it could cause our reported revenues and profitability to decline or debt levels and interest expense to increase.

# As of December 31, 2012 and 2011, we had \$770.1 million and \$700.2 million of total debt, respectively. This level of debt could adversely affect our operating flexibility and put us at a competitive disadvantage.

Our level of debt and the limitations imposed on us by our credit agreements could have important consequences for investors, including the following:

• we will have to use a portion of our cash flow from operations for debt service rather than for our operations;

• we may not be able to obtain additional debt financing for future working capital, capital expenditures or other corporate purposes or may have to pay more for such financing;

• some or all of the debt under our current or future revolving credit facilities may be at a variable interest rate, making us more vulnerable to increases in interest rates;

• we could be less able to take advantage of significant business opportunities, such as acquisition opportunities, and to react to changes in market or industry conditions;

- · we will be more vulnerable to general adverse economic and industry conditions; and
- we may be disadvantaged compared to competitors with less leverage.

The terms of our revolving credit facility permit additional borrowings, subject to certain conditions. If new debt is added to our current debt levels, the related risks we now face could intensify.

We expect to obtain the money to pay our expenses, to repay borrowings under our credit facility and to repay our other debt primarily from our operations. Our ability to meet our expenses thus depends on our future performance, which will be affected by financial, business, economic and other factors. We are not able to control many of these factors, such as economic conditions in the markets where we operate and pressure from competitors. The money we earn may not be sufficient to allow us to pay principal and interest on our debt and to meet our other debt obligations. If we do not have enough money, we may be required to refinance all or part of our existing debt, sell assets or borrow additional funds. We may not be able to take such actions on terms that are acceptable to us, if at all. In addition, the terms of our existing or future debt agreements, including the revolving credit facilities and our indentures, may restrict us from adopting any of these alternatives.

# Our failure to comply with restrictive covenants under our revolving credit facilities and other debt instruments could trigger prepayment obligations.

Our failure to comply with the restrictive covenants under our revolving credit facilities and other debt instruments could result in an event of default, which, if not cured or waived, could result in us being required to repay these borrowings before their due date. If we are forced to refinance these borrowings on less favorable terms, our results of operations and financial condition could be adversely affected by increased costs and rates.

#### The lenders under our and our subsidiaries' credit facilities may be unwilling or unable to extend credit to us on acceptable terms or at all.

Our liquidity is dependent in part on our revolving credit facility, which is provided by a syndicate of banks. Each bank in the syndicate is responsible on a several, but not joint, basis for providing a portion of the loans under the facility. If any of the participants in the syndicate fails to satisfy its obligations to extend credit under the facility, the other participants refuse or are unable to assume its obligations and we are unable to find an alternative source of funding at comparable rates, our liquidity may be adversely affected or our interest expense may increase substantially.

Furthermore, a number of our subsidiaries maintain uncommitted lines of credit with various banks. Under the terms of these lines of credit, the bank is not obligated to make loans to the subsidiary or to make loans to the subsidiary at a particular interest rate. If any of these banks cancel these lines of credit or otherwise refuse to extend credit on acceptable terms, we may need to extend credit to those subsidiaries or the liquidity of our subsidiaries may be adversely affected.

# The performance of our subsidiaries and their ability to distribute cash to our parent company may vary, negatively affecting our ability to service our debt at the parent company level or in other subsidiaries.

Since we conduct a significant portion of our operations through our subsidiaries, our cash flow and our consequent ability to service our debt depends in part upon the earnings of our subsidiaries and the distribution of those earnings to our parent company, or upon loans or other payments of funds by those subsidiaries to our parent company or to other subsidiaries. The payment of such dividends and the making of such loans and advances by our subsidiaries may be subject to legal or contractual restrictions, depend upon the earnings of those subsidiaries and be subject to various business considerations, including the ability of such subsidiaries to pay such dividends or make such loans and advances in a manner that does not result in substantial tax liability or other costs.

#### Our inability to secure letters of credit on acceptable terms may substantially increase our cost of doing business in various countries.

In a number of countries in which we conduct business we are obligated to provide guarantees or letters of credit to secure licenses, lease space or for insurance coverage. We typically receive these guarantees and letters of credits from a number of financial institutions around the world. In the event that we are unable to secure these arrangements from a bank, lender or other third party on acceptable terms, our liquidity may be adversely affected, there could be a disruption to our business or there could be a substantial increase in cost for our business.

#### The price of our common stock may fluctuate significantly, which may result in losses for investors.

The market price for our common stock has been and may continue to be volatile. For example, during 2012, the prices of our common stock as reported on the New York Stock Exchange ranged from a high of \$47.90 to a low of \$32.41. Our stock price can fluctuate as a result of a variety of factors, including factors listed in these "Risk Factors" and others, many of which are beyond our control. These factors include:

- actual or anticipated variations in our quarterly operating results;
- announcement of new services by us or our competitors;
- announcements relating to strategic relationships or acquisitions;
- · changes in financial estimates or other statements by securities analysts; and
- changes in general economic conditions.

#### Wisconsin law and our articles of incorporation and bylaws contain provisions that could make the takeover of our company more difficult.

Certain provisions of Wisconsin law and our articles of incorporation and bylaws could have the effect of delaying or preventing a third party from acquiring us, even if a change in control would be beneficial to our shareholders. These provisions of our articles of incorporation and bylaws currently include:

- providing for a classified board of directors with staggered, three-year terms;
- permitting removal of directors only for cause;
- providing that vacancies on the board of directors will be filled by the remaining directors then in office; and
- requiring advance notice for shareholder proposals and director nominees.

In addition, the Wisconsin control share acquisition statute and Wisconsin's "fair price" and "business combination" provisions, in addition to other provisions of Wisconsin law, limit the ability of an acquiring person to engage in certain transactions or to exercise the full voting power of acquired shares under certain circumstances. As a result, offers to acquire us, which may represent a premium over the available market price of our common stock, may be withdrawn or otherwise fail to be realized. The provisions described above could cause our stock price to decline.

#### Our acquisition strategy may have a material adverse effect on our business due to unexpected or underestimated costs.

From time to time, we acquire and invest in companies throughout the world, including franchises. The total cash consideration paid for acquisitions, net of cash acquired, was \$49.0 million, \$49.0 million and \$270.0 million in 2012, 2011 and 2010, respectively.

We may make additional acquisitions in the future. Our acquisition strategy involves significant risks, including:

- difficulties in the assimilation of the operations, services and corporate culture of acquired companies;
- over-valuation by us of acquired companies;
- insufficient indemnification from the selling parties for legal liabilities incurred by the acquired companies prior to the acquisitions; and
- diversion of management's attention from other business concerns.



These risks could have a material adverse effect on our business because they may result in substantial costs to us and disrupt our business. In addition, future acquisitions could materially adversely affect our business, financial condition, results of operations and liquidity because they would likely result in the incurrence of additional debt or dilution, contingent liabilities, an increase in interest expense and amortization expenses related to separately identified intangible assets. Possible impairment losses on goodwill and intangible assets with an indefinite life, or restructuring charges could also occur. For example, we recorded a goodwill and intangible asset impairment charge of \$428.8 million in 2010 related to our acquisitions of Jefferson Wells and Right Management.

# Improper disclosure of sensitive or confidential company, employee, associate or client data, including personal data, could result in liability and harm our reputation.

Our business involves the use, storage and transmission of information about our employees, associates, clients and other individuals. This information may contain sensitive or confidential company, employee, associate or and client data, including personal data. We and our third party service providers have established policies and procedures to help protect the security and privacy of this information. It is possible that our security controls over sensitive or confidential data and other practices we and our third party service providers follow may not prevent the improper access to or disclosure of such information. Such disclosure could harm our reputation and subject us to liability under our contracts and laws that protect sensitive or personal data and confidential information, resulting in increased costs or loss of revenue. Further, data privacy is subject to frequently changing rules and regulations, which sometimes conflict among the various jurisdictions and countries in which we provide services. Our failure to adhere to or successfully implement processes in response to changing regulatory requirements in this area could result in legal liability or impairment to our reputation in the marketplace.

#### Outsourcing certain aspects of our business could result in disruption and increased costs.

We have outsourced certain aspects of our business to third party vendors that subject us to risks, including disruptions in our business and increased costs. For example, we have engaged third parties to host and manage certain aspects of our data center information and technology infrastructure and to provide certain back office support in several countries. Accordingly, we are subject to the risks associated with the vendor's ability to provide these services to meet our needs. Our operations will depend significantly upon their and our ability to make our servers, software applications and websites available and to protect our data from damage or interruption from human error, computer viruses, intentional acts of vandalism, labor disputes, natural disasters and similar events. If the cost of these services is more than expected, or if the vendor or we are unable to adequately protect our data and information is lost, or our ability to deliver our services is interrupted, then our business and financial results could be materially adversely affected.

#### We have only a limited ability to protect our thought leadership and other intellectual property, which is important to our success.

Our success depends, in part, upon our ability to protect our proprietary methodologies and other intellectual property including the value of our brands. Existing laws of the various countries in which we provide services or solutions may offer only limited protection. We rely upon a combination of trade secrets, confidentiality and other contractual agreements, and patent, copyright, and trademark laws to protect our intellectual property rights. Our intellectual property rights may not prevent competitors from independently developing products and services similar to ours. Further, the steps we take might not be adequate to prevent or deter infringement or other misappropriation of our intellectual property by competitors, former employees or other third parties, which could materially adversely affect our business and financial results.

#### Item 1B. Unresolved Staff Comments

Not applicable.

#### Item 2. Properties

We own properties at various locations worldwide, none of which are material. Most of our operations are conducted from leased premises and we do not anticipate any difficulty in renewing these leases or in finding alternative sites in the ordinary course of business.

#### Item 3. Legal Proceedings

We are involved in litigation of a routine nature and various legal matters, which are being defended and handled in the ordinary course of business.

The information required by this Item is set forth in our Annual Report to Shareholders for the fiscal year ended December 31, 2012, under the heading "Significant Matters Affecting Results of Operations" (pages 43 to 47), which information is hereby incorporated herein by reference.

#### Item 4. Mine Safety Disclosures

Not applicable.



### EXECUTIVE OFFICERS OF MANPOWERGROUP (as of February 19, 2013)

Name of Officer	Office
Jeffrey A. Joerres Age 53	Chairman of ManpowerGroup since May 2001. Chief Executive Officer of ManpowerGroup since November 2012. President and Chief Executive Officer of ManpowerGroup from April 1999 to November 2012. A director of Johnson Controls, Inc. and the Federal Board Reserve of Chicago. A director of ManpowerGroup for more than five years. An employee of ManpowerGroup since July 1993.
Jonas Prising Age 48	ManpowerGroup President since November 2012. President of ManpowerGroup – The Americas since January 2009. Executive Vice President of ManpowerGroup from January 2009 to November 2012. Executive Vice President of ManpowerGroup, President – United States and Canadian Operations from January 2006 to December 2008. An employee of ManpowerGroup since June 1999.
Darryl Green Age 52	ManpowerGroup President since November 2012. President of Asia Pacific and Middle East Operations since January 2009. Executive Vice President of ManpowerGroup from January 2009 to November 2012. Executive Vice President of ManpowerGroup, President – Asia-Pacific Operations from May 2007 to December 2008. Prior to joining ManpowerGroup, served as CEO of Tata Teleservices. Previously, CEO of Vodafone Japan, a publicly listed mobile services provider. An employee of ManpowerGroup since May 2007.
Michael J. Van Handel Age 53	Executive Vice President, Chief Financial Officer of ManpowerGroup since January 2008. Executive Vice President, Chief Financial Officer and Secretary of ManpowerGroup from April 2002 to January 2008. An employee of ManpowerGroup since May 1989. A director of BMO Financial Corp. and Cellular Dynamics International, Inc.
Hans Leentjes Age 47	Executive Vice President of ManpowerGroup, President – Northern Europe since January 2011. Regional Managing Director of EMEA's Central Region from January 2009 to December 2010. Country Manager of the Netherlands from March 2005 to December 2008. An employee of ManpowerGroup since March 2005. A director of ABU, the Dutch Association of temporary work agencies, from 2006 to June 2011.
Owen J. Sullivan Age 55	Executive Vice President of ManpowerGroup, President of Specialty Brands since April 2011. Executive Vice President of ManpowerGroup, and Chief Executive Officer of Right Management from January 2005 to December 2010. An employee of ManpowerGroup since April 2003. A director of Journal Communications since 2007.
Mara E. Swan Age 53	Executive Vice President - Global Strategy and Talent since January 2009. Senior Vice President of Global Human Resources from August 2005 to December 2008. Prior to ManpowerGroup, served as Chief People Officer for the Molson Coors Brewing Company for its global operations. An employee of ManpowerGroup since August 2005.
Richard D. Buchband Age 49	Senior Vice President, General Counsel and Secretary of ManpowerGroup since January 2013. Prior to joining ManpowerGroup, a partner and Associate General Counsel for Accenture plc from 2006 to 2011. An employee of ManpowerGroup since January 2013.

#### **OTHER INFORMATION**

### Audit Committee Approval of Audit-Related and Non-Audit Services

The Audit Committee of our Board of Directors has approved the following audit-related and non-audit services performed or to be performed for us by our independent registered public accounting firm, Deloitte & Touche LLP, in 2012:

- (a) preparation and/or review of tax returns, including sales and use tax, excise tax, income tax, local tax, property tax, and value-added tax;
- (b) consultation regarding appropriate handling of items on tax returns, required disclosures, elections and filing positions available to us;
- (c) assistance with tax audits and examinations, including providing technical advice on technical interpretations, applicable laws and regulations, tax accounting, foreign tax credits, foreign income tax, foreign earnings and profits, United-States treatment of foreign subsidiary income, and value-added tax, excise tax or equivalent taxes in foreign jurisdictions;
- (d) advice and assistance with respect to transfer pricing matters, including the preparation of reports used by us to comply with taxing authority documentation requirements regarding royalties and inter-company pricing, and assistance with tax exemptions; and
- (e) audit services with respect to certain procedures for governmental requirements and providing a comfort letter for our Euro notes.

#### PART II

#### Item 5. Market for Registrant's Common Equity, Related Shareholder Matters and Issuer Purchases of Equity Securities

In each of December 2012, November 2011 and December 2010, the Board of Directors authorized the repurchase of 8.0 million, 3.0 million and 3.0 million shares of our common stock, respectively. Share repurchases may be made from time to time through a variety of methods, including open market purchases, block transactions, privately negotiated transactions, accelerated share repurchase programs, forward repurchase agreements or similar facilities. The following table shows the total amount of shares repurchased under these authorizations during the fourth quarter of 2012.

#### **ISSUER PURCHASES OF EQUITY SECURITIES**

	Total number of shares purchased	Average price paid per share		Total number of shares purchased as part of publicly announced plan	Maximum number of shares that may yet be purchased		
October 1 - 31, 2012	606,382	\$	37.34	606,382	1,833,978		
November 1 - 30, 2012	574,796		37.34	574,796	1,259,182		
December 1 - 31, 2012	1,303,939 (1)		39.61	1,259,182	8,000,000		

 (1) 44,757 shares of common stock were withheld by ManpowerGroup to satisfy tax withholding obligations on shares acquired by an officer in settlement of restricted stock.

The remaining information required by this Item is set forth in our Annual Report to Shareholders for the fiscal year ended December 31, 2012, under the heading "Note 15—Quarterly Data" (page 82) and "Corporate Information" (page 85) and in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013, under the caption "Equity Compensation Plan Information", which information is hereby incorporated herein by reference.

#### Item 6. Selected Financial Data

The information required by this Item is set forth in our Annual Report to Shareholders for the fiscal year ended December 31, 2012, under the heading "Selected Financial Data" (page 83), which information is hereby incorporated herein by reference.

#### Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

The information required by this Item is set forth in our Annual Report to Shareholders for the fiscal year ended December 31, 2012, under the heading "Management's Discussion and Analysis of Financial Condition and Results of Operations" (pages 25 to 47), which information is hereby incorporated herein by reference.

#### Item 7A. Quantitative and Qualitative Disclosures about Market Risk

The information required by this Item is set forth in our Annual Report to Shareholders for the fiscal year ended December 31, 2012, under the heading "Significant Matters Affecting Results of Operations" (pages 43 to 47), which information is hereby incorporated herein by reference.

#### Item 8. Financial Statements and Supplementary Data

The information required by this Item is set forth in the financial statements and the notes thereto (pages 50 to 82) contained in our Annual Report to Shareholders for the fiscal year ended December 31, 2012, which information is hereby incorporated herein by reference.



#### Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

Not applicable.

#### **Item 9A. Controls and Procedures**

#### **Disclosure Controls and Procedures**

We maintain a set of disclosure controls and procedures that are designed to ensure that information required to be disclosed by us in the reports filed by us under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by us in the reports we file under the Exchange Act is accumulated and communicated to our management, including our principal executive and principal financial officers, or persons performing similar functions, as appropriate to allow timely decisions regarding required disclosure. We carried out an evaluation, under the supervision and with the participation of our management, including our Chairman and Chief Executive Officer and our Executive Vice President and Chief Financial Officer, of the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Rule 13a-15 of the Exchange Act. Based on that evaluation, our Chairman and Chief Executive Vice President and Chief Financial Officer concluded that our disclosure controls and procedures are effective as of the end of the period covered by this report.

#### **Internal Control over Financial Reporting**

The Management Report on Internal Control Over Financial Reporting is set forth on page 47 in our Annual Report to Shareholders for the fiscal year ended December 31, 2012, which information is hereby incorporated herein by reference. The Independent Registered Public Accounting Firm's report with respect to the effectiveness of internal control over financial reporting is included on page 49 of our Annual Report to Shareholders for the year ended December 31, 2012, which information is hereby incorporated herein by reference.

There have been no changes in our internal control over financial reporting that occurred during our last fiscal quarter that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

#### Item 9B. Other Information

Not applicable.

#### PART III

## Item 10. Directors and Executive Officers of the Registrant

- (a) Executive Officers. Reference is made to "Executive Officers of ManpowerGroup" in Part I after Item 4.
- (b) Directors. The information required by this Item is set forth in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013 under the caption "Election of Directors," which information is hereby incorporated herein by reference.
- (c) The board of directors has determined that Edward J. Zore, chairman of the audit committee, is an "audit committee financial expert." Mr. Zore is "independent" as that term is used in Item 7(d)(3)(iv) of Schedule 14A under the Securities Exchange Act of 1934.
- (d) Audit Committee. The information required by this Item is set forth in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013 under the caption "Meetings and Committees of the Board," which information is hereby incorporated herein by reference.
- (e) Section 16 Compliance. The information required by this Item is set forth in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013 under the caption "Section 16(a) Beneficial Ownership Reporting Compliance," which information is hereby incorporated herein by reference.
- (f) We have adopted a Code of Business Conduct and Ethics that applies to our directors, officers and employees, including our principal executive officer, principal financial officer, principal accounting officer and controller. We have posted the Code on our Internet website at www.manpowergroup.com.

### Item 11. Executive Compensation

The information required by this Item is set forth in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013, under the caption "Executive and Director Compensation"; under the caption "Executive Compensation Committee Interlocks and Insider Participation"; and under the caption "Report of the Executive Compensation Committee of the Board of Directors," which information is hereby incorporated herein by reference.

## Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Shareholder Matters

The information required by this Item is set forth in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013, under the caption "Security Ownership of Certain Beneficial Owners" and under the caption "Security Ownership of Management"; and under the caption "Equity Compensation Plan Information," which information is hereby incorporated herein by reference.

### Item 13. Certain Relationships and Related Transactions, and Director Independence

The information required by this Item is set forth in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013, under the caption "Meetings and Committees of the Board," which information is hereby incorporated herein by reference.

## Item 14. Principal Accountant Fees and Services

The information required by this Item is set forth in our Proxy Statement for the Annual Meeting of Shareholders to be held on April 30, 2013, under the caption "Audit Committee Report," which information is hereby incorporated herein by reference.

Item 15. Exhibits and Financial Statement Schedules.

(a)(1) Financial Statements.

	Page Number(s) in Annual Report to Shareholders					
Consolidated Financial Statements (data incorporated by reference from the attached Annual Report to Shareholders):						
Reports of Independent Registered Public Accounting Firm	48-49					
Consolidated Statements of Operations for the years ended December 31, 2012, 2011 and 2010	50					
Consolidated Statements of Comprehensive Income (Loss) for the years ended December 31, 2012, 2011 and 2010	50					
Consolidated Balance Sheets as of December 31, 2012 and 2011	51					
Consolidated Statements of Cash Flows for the years ended December 31, 2012, 2011, and 2010	52					
Consolidated Statements of Shareholders' Equity for the years ended December 31, 2012, 2011 and 2010	53					
Notes to Consolidated Financial Statements	54-82					
(a)(2) Financial Statement Schedule.						
Report of Independent Registered Public Accounting Firm on Financial Statement Schedule						

SCHEDULE II-Valuation and Qualifying Accounts

(a)(3) Exhibits.

See (c) below.

Pursuant to Regulation S-K, Item 601(b)(4)(iii), ManpowerGroup Inc. hereby agrees to furnish to the Commission, upon request, a copy of each instrument and agreement with respect to long-term debt of ManpowerGroup Inc. and its consolidated subsidiaries which does not exceed 10 percent of the total assets of ManpowerGroup Inc. and its subsidiaries on a consolidated basis.

(c) Exhibits.

- 3.1 Amended and Restated Articles of Incorporation of the Company effective as of February 28, 1991, as amended on May 8, 2001, April 28, 2010 and January 1, 2013, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010.
- 3.2 Amended and Restated By-laws of the Company effective as of April 28, 2010, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2010.
- 3.3 Amendment to Article IV. of the Amended and Restated By-Laws of the Company, incorporated by reference to the Company's Current Report on Form 8-K dated November 15, 2012.
- 4.1 Fiscal and Paying Agency Agreement between the Company and Citibank, N.A. as Fiscal Agent, Principal Paying Agent, Registrar and Transfer Agent and Citibank International PLC as Irish Paying Agent, dated as of June 14, 2006 (including the form of Note attached thereto as Schedule 1), incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2006.
- 4.2 Fiscal and Paying Agency Agreement between the Company and Citibank, N.A., as Fiscal Agent, Principal Paying Agent and Registrar and Transfer Agent, dated as of June 22, 2012 (including the form of Note attached thereto as Schedule I), incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2012.
- 10.1 Amended and Restated Manpower Inc. Senior Management Performance-Based Deferred Compensation Plan, incorporated by reference to the Company's Annual Report on Form 10-K for the year ended December 31, 2005. \*\*
- 10.2(a) Five-Year Credit Agreement dated as of October 5, 2011 among the Company, the initial lenders named therein, Citibank, N.A., as Administrative Agent, BNP Paribas, as Syndication Agent, JPMorgan Chase Bank, N.A., U.S. Bank, National Association and RBS Citizens, N.A., as Documentation Agents and Citigroup Global Markets Inc., BNP Paribas Securities Corp. and JPMorgan Securities LLC as Joint Lead Arrangers and Book Managers, incorporated by reference to the Company's Current Report on Form 8-K dated October 5, 2011.
- 10.4 Manpower Savings Related Share Option Scheme. \*\*
- 10.5 Manpower 1990 Employee Stock Purchase Plan (Amended and Restated effective April 26, 2005), incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2005.
- 10.6 Manpower Retirement Plan, as amended and restated effective as of March 1, 1989, incorporated by reference to Form 10-K of Manpower PLC, SEC File No. 0-9890, filed for the fiscal year ended October 31, 1989. \*\*
- 10.7 1994 Executive Stock Option and Restricted Stock Plan of Manpower Inc. (Amended and Restated October 29, 2002), incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2002. \*\*
- 10.8(a) Manpower Inc. Corporate Senior Management Incentive Plan dated as of May 2, 2007, incorporated by reference to the Company's Current Report on Form 8-K dated May 2, 2007. \*\*
- 10.8(b) Manpower Inc. Corporate Senior Management Annual Incentive Pool Plan, incorporated by reference to Appendix C to the Proxy Statement on Schedule 14A filed on March 23, 2011 in connection with the 2011 Annual Meeting of the Shareholders of the Company.\*\*
- 10.9(a) Compensation Agreement between Jeffrey A. Joerres and the Company dated as of February 16, 2011, incorporated by reference to the Company's Current Report on Form 8-K/A dated February 16, 2011. \*\*
- 10.9(b) Severance Agreement between Jeffrey A. Joerres and the Company dated as of February 16, 2011, incorporated by reference to the Company's Current Report on Form 8-K/A dated February 16, 2011. \*\*
- 10.10(a) Compensation Agreement between Michael J. Van Handel and the Company dated as of February 16, 2011, incorporated by reference to the Company's Current Report on Form 8-K/A dated February 16, 2011. \*\*
- 10.10(b) Severance Agreement between Michael J. Van Handel and the Company dated as of February 16, 2011, incorporated by reference to the Company's Current Report on Form 8-K/A dated February 16, 2011. \*\*

- 10.12(a) Amended and Restated Assignment Agreement by and among the Company and Jonas Prising dated as of December 29, 2008, incorporated by reference to the Company's Current Report on Form 8-K dated December 29, 2008. \*\*
- 10.12(b) Amendment to Assignment Agreement between the Company and Jonas Prising dated March 7, 2011, incorporated by reference to the Company's Current Report on Form 8-K dated March 7, 2011.\*\*
- 10.12(c) Employment Agreement between Francoise Gri and the Company dated as of February 15, 2007, incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007. \*\*
- 10.12(d) Letter Agreement between Darryl Green and the Company dated as of April 4, 2007, incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007. \*\*
- 10.13(a) Terms and Conditions Regarding the Grant of Awards to Non-Employee Directors under the 2003 Equity Incentive Plan of Manpower Inc. (Amended and Restated Effective February 16, 2011), incorporated by reference to the Company's Current Report on Form 8-K dated February 16, 2011. \*\*
- 10.13(b) Terms and Conditions Regarding the Grant of Awards to Non-Employee Directors under the 2011 Equity Incentive Plan (Amended and Restated Effective February 16, 2011), incorporated by reference to the Company's Current Report on Form 8-K dated May 3, 2011. \*\*
- 10.13(c) Manpower Inc. Compensation for Non-Employee Directors (Amended and Restated Effective February 16, 2011), incorporated by reference to the Company's Current Report on Form 8-K dated February 16, 2011. \*\*
- 10.13(d) Amended and Restated Severance Agreement between Jonas Prising and the Company dated as of February 15, 2012, incorporated by reference to the Company's Current Report on Form 8-K dated February 15, 2012.
- 10.13(e) Amended and Restated Severance Agreement dated July 31, 2012 between the Company and Owen Sullivan, incorporated by reference to the Company's Current Report on Form 8-K dated July 31, 2012.
- 10.13(f) Amended and Restated Severance Agreement between Mara Swan and the Company dated as of February 15, 2012, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2012.
- 10.13(g) Severance Agreement dated December 31, 2010 between the Company and Darryl Green, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2011. \*\*
- 10.13(h) Severance Agreement dated February 13 2013 between the Company and Richard Buchband. \*\*
- 10.13(i) 2003 Equity Incentive Plan of Manpower Inc. (Amended and Restated Effective April 28, 2009), incorporated by reference to the Company's Registration Statement on Form S-8 dated September 4, 2009. \*\*
- 10.13(j) Amendment of Manpower Inc. 2003 Equity Incentive Plan, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2010. \*\*
- 10.13(k) 2011 Equity Incentive Plan of Manpower Inc., incorporated by reference to Appendix D to the Proxy Statement on Schedule 14A filed on March 23, 2011 in connection with the 2011 Annual Meeting of the Shareholders of the Company.\*\*
- 10.13(l) Form of Indemnification Agreement, incorporated by reference to the Company's Current Report on Form 8-K dated October 31, 2006.
- 10.14(a) Form of Nonstatutory Stock Option Agreement, incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007. \*\*
- 10.14(b) 2010 Form of Performance Share Unit Agreement, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2010. \*\*
- 10.14(c) 2012 Form of Performance Share Unit Agreement, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2012. \*\*

- 10.14(d) Amended Offer Letter between Hans Leentjes and the Company dated as of May 10, 2011, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2011. \*\*
- 10.14(e) Severance Agreement between Hans Leentjes and the Company dated as of January 10, 2011, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2011. \*\*
- 10.14(f) Form of Restricted Stock Agreement (CEO Form), incorporated by reference to the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2007. \*\*
- 10.14(g) Form of Restricted Stock Unit Agreement, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2009. \*\*
- 10.14(h) Form of Career Share Unit Agreement, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2009. \*\*
- 10.14(i) Form of Stock Option Agreement under 2011 Equity Incentive Plan, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2012.
- 10.14(j) Form of Restricted Stock Unit Agreement under 2011 Equity Incentive Plan, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2012.
- 10.14(k) Form of Performance Share Unit Agreement under 2011 Equity Incentive Plan, incorporated by reference to the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2012.
- 12.1 Statement Regarding Computation of Ratio of Earnings to Fixed Charges.
- 13 2012 Annual Report to Shareholders. Pursuant to Item 601(b)(13) of Regulation S-K, the portions of the Annual Report incorporated by reference in this Form 10-K are filed as an exhibit hereto.
- 21 Subsidiaries of the Company.
- 23.1 Consent of Deloitte & Touche LLP.
- 24 Power of Attorney.
- 31.1 Certification of Jeffrey A. Joerres, Chairman and Chief Executive Officer, pursuant to Section 13a-14(a) of the Securities Exchange Act of 1934.
- 31.2 Certification of Michael J. Van Handel, Executive Vice President and Chief Financial Officer, pursuant to Section 13a-14(a) of the Securities Exchange Act of 1934.
- 32.1 Statement of Jeffrey A. Joerres, Chairman and Chief Executive Officer, pursuant to 18 U.S.C. ss. 1350.
- 32.2 Statement of Michael J. Van Handel, Executive Vice President and Chief Financial Officer, pursuant to 18 U.S.C. ss. 1350.
- 101 The following materials from the Company's Annual Report on Form 10-K for the year ended December 31, 2012, formatted in XBRL (Extensible Business Reporting Language): (i) Consolidated Balance Sheets, (ii) Consolidated Statements of Operations, (iii) Consolidated Statements of Comprehensive Income (Loss), (iv) Consolidated Statements of Cash Flows, (v) Consolidated Statements of Shareholders' Equity, (vi) Notes to Consolidated Financial Statements and (vii) Schedule II – Valuation and Qualifying Accounts.
- \*\* Management contract or compensatory plan or arrangement.

#### SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

MANPOWERGROUP INC.

By:	<u>/s/ Jeffrey A. Joerres</u> Jeffrey A. Joerres Chairman and Chief Executive Officer
Date:	February 22, 2013

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

Name	Title	Date
<u>/s/ Jeffrey A. Joerres</u> Jeffrey A. Joerres	Chairman, Chief Executive Officer and a Director (Principal Executive Officer)	February 22, 2013
<u>/s/ Michael J. Van Handel</u> Michael J. Van Handel	Executive Vice President and Chief Financial Officer (Principal Financial Officer and Principal Accounting Officer)	February 22, 2013
Directors: Marc J. Bolland, Gina R. Boswell	Cari M. Dominguez, William Downe, Jack M. Greenberg, Patricia A. Hemir	ngway Hall, Terry A. Hueneke,

Roberto Mendoza, Ulice Payne, Jr., Elizabeth P. Sartain, John R. Walter and Edward J. Zore

February 22, 2013

By: <u>/s/ Richard Buchband</u> Richard Buchband Attorney-In-Fact\*

\* Pursuant to authority granted by powers of attorney, copies of which are filed herewith.

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#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Shareholders of ManpowerGroup Inc.

We have audited the consolidated financial statements of ManpowerGroup Inc. and subsidiaries (the "Company") as of December 31, 2012 and 2011, and for each of the three years in the period ended December 31, 2012, and the Company's internal control over financial reporting as of December 31, 2012, and have issued our reports thereon dated February 22, 2013; such consolidated financial statements and reports are included in your 2012 Annual Report to Shareholders and are incorporated herein by reference. Our audits also included the consolidated financial statement schedule of the Company listed in Item 15. This consolidated financial statement schedule is the responsibility of the Company's management. Our responsibility is to express an opinion based on our audits. In our opinion, such consolidated financial statement schedule, when considered in relation to the basic consolidated financial statements taken as a whole, present fairly, in all material respects, the information set forth therein.

/s/ Deloitte & Touche LLP

February 22, 2013 Milwaukee, Wisconsin

# SCHEDULE II - VALUATION AND QUALIFYING ACCOUNTS

For the years ended December 31, 2012, 2011 and 2010, in millions:

## Allowance for Doubtful Accounts:

	Be	llance at ginning of Year	Provisions Charged to Earnings		Write-Offs		Translation Adjustments		Reclassifications and Other		 Balance at End of Year
2012	\$	108.6	\$	29.2	\$	(23.2)	\$	2.9	\$	0.5	\$ 118.0
2011		111.6		25.9		(25.0)		(4.7)		0.8	108.6
2010		118.3		28.9		(33.5)		(5.1)		3.0	111.6

February 13, 2013

Richard Buchband Chief Legal Officer

Dear Richard:

ManpowerGroup Inc. (the "Corporation") desires to retain experienced, well-qualified executives, like you, to assure the continued growth and success of the Corporation and its direct and indirect subsidiaries (collectively, the "Consolidated ManpowerGroup"). Accordingly, as an inducement for you to continue your employment in order to assure the continued availability of your services to the Consolidated ManpowerGroup, we have agreed as follows:

- 1. <u>Definitions</u>. For purposes of this letter:
  - (a) <u>Benefit Plans</u>. "Benefit Plans" means all benefits of employment generally made available to executives of the Corporation from time to time.
  - (b) <u>Cause</u>. Termination by the Consolidated ManpowerGroup of your employment with the Consolidated ManpowerGroup for "Cause" will mean termination upon (i) your repeated failure to perform your duties with the Consolidated ManpowerGroup in a competent, diligent and satisfactory manner as determined by the Corporation's Chief Executive Officer in his reasonable judgment, (ii) failure or refusal to follow the reasonable instructions or direction of the Corporation's Chief Executive Officer, which failure or refusal remains uncured, if subject to cure, to the reasonable satisfaction of the Corporation's Chief Executive Officer for five (5) business days after receiving notice thereof from the Corporation's Chief Executive Officer, or repeated failure or refusal to follow the reasonable instructions or directions of the Corporation's Chief Executive Officer for five (5) business days after receiving notice thereof from the Corporation's Chief Executive Officer, or repeated failure or refusal to follow the reasonable instructions or directions of the Corporation's Chief Executive Officer, or repeated failure or refusal to follow the reasonable instructions or directions of the Corporation's Chief Executive Officer, or repeated failure or refusal to follow the reasonable instructions or directions of the Corporation's Chief Executive Officer, (iii) any act by you of fraud, material dishonesty or material disloyalty involving the Consolidated ManpowerGroup, (iv) any violation by you of a Consolidated ManpowerGroup policy of material import (including, but not limited to, the Code of Business Conduct and Ethics, the Policy on Insider Trading, the Foreign Corrupt Practices Act Compliance Policy and policies included in the Employee Handbook), (v) any act by you of moral turpitude which is likely to result in discredit to or loss of business, reputation or goodwill of the Consolidated ManpowerGroup, (vi) your chronic absence from work other than by reason of a serious health condition, (vii) your commission of a crim
  - (c) <u>Change of Control</u>. A "Change of Control" will mean the first to occur of the following:
    - (i) the acquisition (other than from the Corporation), by any Person (as defined in Sections 13(d)(3) and 14(d)(2) of the Securities Exchange Act of 1934, as amended (the "Exchange Act")), directly or indirectly, of beneficial ownership (within the meaning of Exchange Act Rule 13d-3) of more than 50% of the then outstanding shares of common stock of the Corporation or voting securities representing more than 50% of the combined voting power of the Corporation's then outstanding voting securities entitled to vote generally in the election of directors; provided, however, no Change of Control shall be deemed to have occurred as a result of an acquisition of shares of common stock or voting securities of the Corporation or any of its subsidiaries, or any employee benefit plan (or related trust) sponsored or maintained by the Corporation or any of its subsidiaries or (B) by any other corporation or other entity with respect to which, following such acquisition, more than 60% of the entities representing more than 60% of the combined voting power of the then outstanding voting securities entitled to vote generally in the election securities representing more than 60% of the combined voting power of the then outstanding voting securities representing more than 60% of the combined voting power of the then outstanding voting securities entitled to vote generally in the election of directors, of such other corporation or entity are then beneficially owned, directly or indirectly, by the persons who were the Corporation's shareholders immediately prior to such acquisition in substantially the same proportions as their ownership, immediately prior to such acquisition, of the Corporation's then outstanding common stock or then outstanding voting securities, as the case may be; or
    - (ii) the consummation of any merger or consolidation of the Corporation with any other corporation, other than a merger or consolidation which results in more than 60% of the outstanding shares of the common stock, and voting securities representing more than 60% of the combined voting power of the then outstanding voting securities entitled to vote generally in the election of directors, of the surviving or consolidated corporation being then beneficially owned, directly or indirectly, by the persons who were the Corporation's shareholders immediately prior to such merger or consolidation in substantially the same proportions as their ownership, immediately prior to such merger or consolidation, of the Corporation's then outstanding common stock or then outstanding voting securities, as the case may be; or
    - (iii) the consummation of any liquidation or dissolution of the Corporation or a sale or other disposition of all or substantially all of the assets of the Corporation; or
    - (iv) individuals who, as of the date of this letter, constitute the Board of Directors of the Corporation (as of such date, the "Incumbent Board") cease for any reason to constitute at least a majority of such Board; provided, however, that any person becoming a director subsequent to the date of this letter whose election, or nomination for election by the shareholders of the Corporation, was approved by at least a majority of the directors then comprising the Incumbent Board shall be, for purposes of this letter, considered as though such person were a member of the Incumbent Board but excluding, for this purpose, any such individual whose initial assumption of office occurs as a result of an actual or threatened election contest which was (or, if threatened, would have been) subject to Exchange Act Rule 14a-12(c); or

(v) whether or not conditioned on shareholder approval, the issuance by the Corporation of common stock of the Corporation representing a majority of the outstanding common stock, or voting securities representing a majority of the combined voting power of the outstanding voting securities of the Corporation entitled to vote generally in the election of directors, after giving effect to such transaction.

Following the occurrence of an event which is not a Change of Control whereby there is a successor holding company to the Corporation, or, if there is no such successor, whereby the Corporation is not the surviving corporation in a merger or consolidation, the surviving corporation or successor holding company (as the case may be), for purposes of this letter, shall thereafter be referred to within this letter agreement as the Corporation.

- (d) Good Reason. "Good Reason" will mean, without your consent, the occurrence of any one or more of the following during the Term:
  - (i) a material diminution in your authority, duties or responsibilities;
  - (ii) any material breach of this agreement by the Corporation or of any material obligation of any member of the Consolidated ManpowerGroup for the payment or provision of compensation or other benefits to you;
  - (iii) a material diminution in your base salary or a failure by the Consolidated ManpowerGroup to provide an arrangement for you for any fiscal year of the Consolidated ManpowerGroup giving you the opportunity to earn an incentive bonus for such year;
  - (iv) your being required by the Corporation to materially change the location of your principal office; provided such new location is one in excess of fifty miles from the location of your principal office before such change; or
  - (v) a material diminution in your annual target bonus opportunity for a given fiscal year within two years after the occurrence of a Change of Control, as compared to the annual target bonus opportunity for the fiscal year immediately preceding the fiscal year in which a Change of Control occurred.

Notwithstanding Subsections 1(d)(i) - (v) above, Good Reason does not exist unless (i) you object to any material diminution or breach described above by written notice to the Corporation within twenty (20) business days after such diminution or breach occurs, (ii) the Corporation fails to cure such diminution or breach within thirty (30) days after such notice is given and (iii) your employment with the Consolidated ManpowerGroup is terminated by you within ninety (90) days after such diminution or breach occurs. Further, notwithstanding Subsections 1(d)(i)-(v), above, Good Reason does not exist if, at a time that is not during a Protected Period or within two years after the occurrence of a Change of Control, the Corporation's Chief Executive Officer, in good faith and with a reasonable belief that the reassignment is in the best interest of the Consolidated ManpowerGroup, reassigns you to another senior executive level position in the Consolidated ManpowerGroup provided that your base compensation (either base salary or target bonus opportunity for any year ending after the date of reassignment) is not less than such base salary or target bonus opportunity in effect prior to such reassignment for the year in which such reassignment occurs.

- (e) <u>Notice of Termination</u>. Any termination of your employment by the Consolidated ManpowerGroup, or termination by you for Good Reason, during the Term will be communicated by Notice of Termination to the other party hereto. A "Notice of Termination" will mean a written notice which specifies a Date of Termination (which date shall be on or after the date of the Notice of Termination) and, if applicable, indicates the provision in this letter applying to the termination and sets forth in reasonable detail the facts and circumstances claimed to provide a basis for termination of your employment under the provision so indicated.
- (f) <u>Date of Termination</u>. "Date of Termination" will mean the date specified in the Notice of Termination where required (which date shall be on or after the date of the Notice of Termination) or in any other case upon your ceasing to perform services for the Consolidated ManpowerGroup.
- (g) <u>Protected Period</u>. The "Protected Period" shall be a period of time determined in accordance with the following:
  - (i) if a Change of Control is triggered by an acquisition of shares of common stock of the Corporation pursuant to a tender offer, the Protected Period shall commence on the date of the initial tender offer and shall continue through and including the date of the Change of Control, provided that in no case will the Protected Period commence earlier than the date that is six months prior to the Change of Control;
  - (ii) if a Change of Control is triggered by a merger or consolidation of the Corporation with any other corporation, the Protected Period shall commence on the date that serious and substantial discussions first take place to effect the merger or consolidation and shall continue through and including the date of the Change of Control, provided that in no case will the Protected Period commence earlier than the date that is six months prior to the Change of Control; and
  - (iii) in the case of any Change of Control not described in Subsections 1(g)(i) or (ii), above, the Protected Period shall commence on the date that is six months prior to the Change of Control and shall continue through and including the date of the Change of Control.
- (h) <u>Term</u>. The "Term" will be a period beginning on the date of this letter indicated above and ending on the first to occur of the following: (a) the date which is the two-year anniversary of the occurrence of a Change of Control; (b) February 13, 2016 if no Change of Control occurs between the date of this letter indicated above and February 13, 2016; or (c) the Date of Termination.
- 2. Compensation and Benefits on Termination.
  - (a) <u>Termination by the Consolidated ManpowerGroup for Cause or by You Other Than for Good Reason</u>. If your employment with the Consolidated ManpowerGroup is terminated by the Consolidated ManpowerGroup for Cause or by you other than for Good Reason, the Corporation will pay or provide you with (i) your full base salary as then in effect through the Date of Termination, (ii) your unpaid bonus, if any, attributable to any complete fiscal year of the Consolidated ManpowerGroup ended before the Date of Termination (but no incentive bonus will be payable for the fiscal year in which termination occurs), and (iii) all benefits to which you are entitled under any Benefit Plans in accordance with the terms of such plans. The Consolidated ManpowerGroup will have no further obligations to you.

(b) Termination by Reason of Disability or Death. If your employment with the Consolidated ManpowerGroup terminates during the Term by reason of your disability or death, the Corporation will pay or provide you with (i) your full base salary as then in effect through the Date of Termination, (ii) your unpaid bonus, if any, attributable to any complete fiscal year of the Consolidated ManpowerGroup ended before the Date of Termination, (iii) a bonus for the fiscal year during which the Date of Termination occurs equal to your target annual bonus for the fiscal year in which the Date of Termination occurs, but prorated for the actual number of days you were employed during such fiscal year, payable within sixty days after the Date of Termination, and (iv) all benefits to which you are entitled under any Benefit Plans in accordance with the terms of such plans. For purposes of this letter, "disability" means that you (i) are unable to engage in any substantial gainful activity by reason of any medically determinable physical or mental impairment which can be expected to result in death or can be expected to last for a continuous period of not less than twelve months, or (ii) are, by reason of any medically determinable physical or mental impairment which can be expected to result in death or can be expected to last for a continuous period of not less than three months under an accident and health plan covering employees of the Corporation or the Consolidated ManpowerGroup. The Consolidated ManpowerGroup will have no further obligations to you.

#### (c) Termination for Any Other Reason.

- (i) If, during the Term and either during a Protected Period or within two years after the occurrence of a Change of Control, your employment with the Consolidated ManpowerGroup is terminated for any reason not specified in Subsections 2(a) or (b), above, you will be entitled to the following:
  - (A) the Corporation will pay you, your full base salary through the Date of Termination at the rate in effect at the time Notice of Termination is given;
  - (B) the Corporation will pay you, your unpaid bonus, if any, attributable to any complete fiscal year of the Consolidated ManpowerGroup ended before the Date of Termination;
  - (C) the Corporation will pay you, a bonus for the fiscal year during which the Date of Termination occurs equal in amount to your target annual bonus for the fiscal year in which the Change of Control occurs; provided, however, that if the Change of Control occurs prior to the date on which the Executive Compensation and Human Resources Committee of the Board approves a bona fide target annual bonus for the fiscal year in which the Change of Control occurs, the bonus paid hereunder shall be equal in amount to your target annual bonus for the fiscal year prior to the fiscal year in which the Change of Control occurs; and further provided, however, that the bonus payable hereunder will be prorated for the actual number of days you were employed during the fiscal year during which the Date of Termination occurs;
  - (D) the Corporation will pay, as a severance benefit to you, a lump-sum payment equal to two times the sum of (1) your annual base salary at the highest rate in effect during the Term and (2) your target annual bonus for the fiscal year in which the Change of Control occurs (or, to the extent the Change of Control occurs prior to the date on which the Executive Compensation and Human Resources Committee of the Board approves a bona fide target annual bonus for the fiscal year in which the Change of Control occurs, your target annual bonus for the fiscal year prior to the fiscal year in which the Change of Control occurs, your target annual bonus for the fiscal year prior to the fiscal year in which the Change of Control occurs);
  - (E) for up to an eighteen-month period after the Date of Termination, the Corporation will arrange to provide you and your eligible dependents, at the Consolidated ManpowerGroup's expense, with Health Insurance Continuation (defined below), or other substantially similar coverage based on the medical and dental plans in which you were participating in on the Date of Termination; provided, however, that benefits otherwise receivable by you pursuant to this Subsection 2(c)(i)(E) will be reduced to the extent other comparable benefits are actually received by you during the eighteen-month period following your termination, and any such benefits actually received by you or your dependents will be reported to the Corporation; and provided, further that any insurance continuation coverage that you may be entitled to receive under the Consolidated Omnibus Budget Reconciliation Act of 1986, as amended ("COBRA"), or similar foreign or state laws will commence on the Date of Termination.

For purposes of this Subsection 2(c)(i)(E), "Health Insurance Continuation" means that, if, and to the extent, you or any of your eligible dependents, following the Date of Termination, elect to continue coverage under the Corporation's group medical and dental insurance plans, in accordance with the requirements of COBRA or similar foreign or state laws, the Consolidated ManpowerGroup will pay the total cost of such COBRA coverage for the first eighteen months for which you and/or your eligible dependents are eligible for such coverage; provided, however, that if you, your spouse or any other eligible dependent commences new employment during such eighteen-month period and becomes eligible for health insurance benefits from such new employer, the Corporation's obligation to provide such Corporation-subsidized COBRA coverage to you or such eligible dependent shall terminate as of the date you or such dependent becomes eligible to receive such health insurance benefits from such new employer. Immediately following this period of Corporation-subsidized COBRA coverage, you and/or your eligible dependents, as applicable, will be solely responsible for payment of the entire cost of COBRA coverage if such coverage remains available and you and/or your eligible dependents choose to continue such coverage. Within five calendar days of you or any of your eligible dependents becoming eligible to receive health insurance benefits from a new employer, you agree to inform the Corporation of such fact in writing. If the Consolidated ManpowerGroup determines that the Corporationsubsidized COBRA payments provided by this Subsection 2(c)(i)(E) are taxable, the payments will be grossed-up so that the net amount received by you, after subtraction of all taxes applicable to the payments plus the gross-up amount, will equal the cost of such COBRA coverage; and

(F) the Corporation will make available to you, an outplacement service program, chosen by the Corporation, and provided by the Corporation or its subsidiaries or an outplacement service provider selected by the Corporation. Such outplacement service program will be of a duration chosen by the Corporation but will not, in any instance, end later than one (1) year following the Date of Termination. Upon completion of the outplacement program specified in this Subsection 2(c)(i)(F), you will be solely responsible for payment of any additional costs incurred as a result of your use of such outplacement services. The Corporation will not substitute cash or other compensation in lieu of the outplacement service program specified in this Subsection 2(c)(i)(F).

- (ii) If your employment with the Consolidated ManpowerGroup is terminated during the Term for any reason not specified in Subsections 2(a) or (b), above, and Subsection 2(c)(i), above, does not apply to the termination, you will be entitled to the following:
  - (A) the Corporation will pay you, your full base salary through the Date of Termination at the rate in effect at the time Notice of Termination is given;
  - (B) the Corporation will pay you, your unpaid bonus, if any, attributable to any complete fiscal year of the Consolidated ManpowerGroup ended before the Date of Termination;
  - (C) the Corporation will pay you, a bonus for the fiscal year during which the Date of Termination occurs equal in amount to the bonus you would have received for the full fiscal year had your employment not terminated, determined by the actual financial results of the Corporation at year-end towards any non-discretionary financial goals and by basing any discretionary component at the target level of such component; provided, however, that such bonus will be prorated for the actual number of days you were employed during the fiscal year during which the Date of Termination occurs;
  - (D) the Corporation will pay, as a severance benefit to you, a lump sum payment equal to (1) the amount of your annual base salary at the highest rate in effect during the Term plus (2) your target annual bonus for the fiscal year in which the Date of Termination occurs (or, to the extent the Date of Termination occurs prior to the date on which the Executive Compensation and Human Resources Committee of the Board approves a bona fide target annual bonus for you for the fiscal year in which the Date of Termination occurs, your target annual bonus for the fiscal year prior to the fiscal year in which the Date of Termination occurs);
  - (E) for up to a twelve-month period after the Date of Termination, the Corporation will arrange to provide you and your eligible dependents with Health Insurance Continuation (defined below) or other substantially similar coverage based on the medical and dental plans in which you were participating in on the Date of Termination; provided, however, that benefits otherwise receivable by you pursuant to this Subsection 2(c)(ii)(E) will be reduced to the extent other comparable benefits are actually received by you during the twelve-month period following your termination, and any such benefits actually received by you or your dependents will be reported to the Corporation; and provided, further that any insurance continuation coverage that you may be entitled to receive under COBRA or similar foreign or state laws will commence on the Date of Termination.

For purposes of this Subsection 2(c)(ii)(E), "Health Insurance Continuation" means that, if, and to the extent, you or any of your eligible dependents, following the Date of Termination, elect to continue coverage under the Corporation's group medical and dental insurance plans, in accordance with the requirements of COBRA or similar foreign or state laws, the Consolidated ManpowerGroup will pay the normal monthly employer's cost of coverage under the Corporation's group medical and dental insurance plans toward such COBRA coverage for the first twelve months for which you and/or your eligible dependents are eligible for such coverage; provided, however, that if you, your spouse or any other eligible dependent commences new employment during such twelve-month period and becomes eligible for health insurance benefits from such new employer, the Corporation's obligation to provide such Corporation-subsidized COBRA coverage to you or such eligible dependent shall terminate as of the date you or such dependent becomes eligible to receive such health insurance benefits from such new employer. During this period of Corporation-subsidized COBRA coverage, you will be responsible for paying the balance of any costs not paid for by the Consolidated ManpowerGroup under this Subsection 2(c)(ii)(E) which are associated with your participation in the Corporation's medical and dental insurance plans and your failure to pay such costs may result in the termination of your participation in such plans. The Corporation may deduct from any amounts payable to you under this Subsection 2(c)(ii) any amounts that you are responsible to pay for Health Insurance Continuation under this Subsection 2(c)(ii)(E). Immediately following this period of Corporationsubsidized COBRA coverage, you and/or your eligible dependents, as applicable, will be solely responsible for payment of the entire cost of COBRA coverage if such coverage remains available and you and/or your eligible dependents choose to continue such coverage. Within five calendar days of you or any of your eligible dependents becoming eligible to receive health insurance benefits from a new employer, you agree to inform the Corporation of such fact in writing. If the Consolidated ManpowerGroup determines that the Corporation-subsidized COBRA payments provided by this Subsection 2(c)(ii)(E) are taxable, the payments will be grossed-up so that the net amount received by you, after subtraction of all taxes applicable to the payments plus the gross-up amount, will equal the cost of such COBRA coverage; and

(F) the Corporation will make available to you, an outplacement service program, chosen by the Corporation, and provided by the Corporation or its subsidiaries or an outplacement service provider selected by the Corporation. Such outplacement service program will be of a duration chosen by the Corporation but will not, in any instance, end later than one (1) year following the Date of Termination. Upon completion of the outplacement program specified in this Subsection 2(c)(ii)(F), you will be solely responsible for payment of any additional costs incurred as a result of your use of such outplacement services. The Corporation will not substitute cash or other compensation in lieu of the outplacement service program specified in this Subsection 2(c)(ii)(F).

The amounts paid to you pursuant to Subsection 2(c)(i)(D) or 2(c)(ii)(D) will not be included as compensation for purposes of any qualified or nonqualified pension or welfare benefit plan of the Consolidated ManpowerGroup. Notwithstanding anything contained herein to the contrary, the Corporation, based on the advice of its legal or tax counsel, shall compute whether there would be any "excess parachute payments" payable to you, within the meaning of Section 280G of the Internal Revenue Code of 1986, as amended (the "Code"), taking into account the total "parachute payments," within the meaning of Section 280G of the Code, payable to you by the Corporation under this letter agreement and any other plan, agreement or otherwise. If there would be any excess parachute payments, the Corporation, based on the advice of its legal or tax counsel, shall compute the net after-tax proceeds to you, taking into account the excise tax imposed by Section 4999 of the Code, as if (i) the amount to be paid to you pursuant to Subsection 2(c)(i)(D) were reduced, but not below zero, such that the total parachute payments payable to you would not exceed three (3) times the

"base amount" as defined in Section 280G of the Code, less One Dollar (\$1.00), or (ii) the full amount to be paid to you pursuant to Subsection 2(c)(i)(D) were not reduced. If reducing the amount otherwise payable to you pursuant to Subsection 2(c)(i)(D) hereof would result in a greater after-tax amount to you, such reduced amount shall be paid to you and the remainder shall be forfeited by you as of the Date of Termination. If not reducing the amount otherwise payable to you pursuant to Subsection 2(c)(i)(D) would result in a greater after-tax amount to you, the amount payable to you pursuant to Subsection 2(c)(i)(D) would result in a greater after-tax amount to you, the amount payable to you pursuant to Subsection 2(c)(i)(D) shall not be reduced.

- (d) <u>Payment</u>. The payments provided for in Subsection 2(c)(i)(A) or 2(c)(i)(B) will be made no later than required by applicable law. The bonus payment provided for in Subsection 2(c)(i)(B) or 2(c)(i)(B) will be made pursuant to the terms of the applicable bonus plan. The bonus payment provided for in Subsection 2(c)(i)(C) will be paid on the thirtieth (30<sup>th</sup>) day after the Date of Termination. The bonus payment provided for in Subsection 2(c)(i)(C) will be paid between January 1 and March 15 of the calendar year following the Date of Termination. The severance benefit provided for in Subsection 2(c)(i)(D) or 2(c)(ii)(D) will be paid in one lump sum on the thirtieth (30th) day after the Date of Termination. While the parties acknowledge that the payments in the previous three sentences are intended to be "short-term deferrals" and therefore are exempt from the application of Section 409A of the Code, to the extent (i) further guidance or interpretation is issued by the IRS after the date of this letter agreement which would indicate that the payments do not qualify as "short-term deferrals," and (ii) you are a "specified employee" within the meaning of Section 409A(a)(2)(B)(i) of the Code upon the Date of Termination. If any of such payment is not made when due (hereinafter a "Delinquent Payment"), in addition to such principal sum, the Corporation will pay you interest on any and all such Delinquent Payments from the date due computed at the prime rate, compounded monthly. Such prime rate shall be the prime rate (currently the base rate on corporate loans posted by at least 75% of the 30 largest U.S. banks) in effect from time to time as reported in *The Wall Street Journal*, Midwest edition (or, if not so reported, as reported in such other similar source(s) as the Corporation shall select).
- (e) <u>Release of Claims</u>. Notwithstanding the foregoing, you will have no right to receive any payment or benefit described in Subsections 2(c) (i)(C)-(F) or 2(c)(ii)(C)-(F), above, unless and until you execute, and there shall be effective following any statutory period for revocation, a release, in a form reasonably acceptable to the Corporation, that irrevocably and unconditionally releases, waives, and fully and forever discharges the Consolidated ManpowerGroup and its past and current directors, officers, shareholders, members, partners, employees, and agents from and against any and all claims, liabilities, obligations, covenants, rights, demands and damages of any nature whatsoever, whether known or unknown, anticipated or unanticipated, relating to or arising out of your employment with the Consolidated ManpowerGroup, including without limitation claims arising under the Age Discrimination in Employment Act of 1967, as amended, Title VII of the Civil Rights Act of 1964, as amended, and the Civil Rights Act of 1991, but excluding any claims covered under any applicable workers' compensation act. The execution by you of the release and the statutory period for revocation must be completed prior to the thirtieth (30<sup>th</sup>) day after the Date of Termination.
- (f) <u>Forfeiture</u>. Notwithstanding the foregoing, your right to receive the payments and benefits to be provided to you under this Section 2 beyond those described in Subsection 2(a), above, is conditioned upon your performance of the obligations stated in Sections 3-6, below, and upon your breach of any such obligations, you will immediately return to the Corporation the amount of such payments and benefits and you will no longer have any right to receive any such payments or benefits.
- 3. <u>Restrictions During Employment</u>. During the term of your employment with the Corporation, you will not directly or indirectly compete against the Corporation, or directly or indirectly divert or attempt to divert customers' business from the Corporation anywhere the Corporation does or is taking steps to do business.
- 4. <u>Nonsolicitation of Employees</u>. You agree that you will not, at any time during the term of your employment with the Consolidated ManpowerGroup or during the one-year period following your termination, for whatever reason, of employment with the Consolidated ManpowerGroup, either on your own account or in conjunction with or on behalf of any other person, company, business entity, or other organization whatsoever, directly or indirectly induce, solicit, entice or procure any person who is a managerial employee of any company in the Consolidated ManpowerGroup (but in the event of your termination, any such managerial employee that you have had contact with in the two years prior to your termination) to terminate his or her employment with the Consolidated ManpowerGroup so as to accept employment elsewhere or to diminish or curtail the services such person provides to the Consolidated ManpowerGroup.
- 5. <u>Customer Nonsolicitation</u>. During the one-year period which immediately follows the termination, for whatever reason, of your employment with the Consolidated ManpowerGroup, you will not, directly or indirectly, contact any customer of the Consolidated ManpowerGroup with whom/which you have had contact on behalf of the Consolidated ManpowerGroup during the two-year period preceding the Date of Termination or about whom/which you obtained confidential information in connection with your employment with the Consolidated ManpowerGroup during such two-year period so as to cause or attempt to cause such customer not to do business or to reduce such customer's business with the Consolidated ManpowerGroup or divert any business from any company in the Consolidated ManpowerGroup.
- 6. <u>Noncompetition</u>. During the one-year period which immediately follows the termination, for whatever reason, of your employment with the Consolidated ManpowerGroup, you will not, directly or indirectly, provide services or assistance of a nature similar to the services you provided to the Consolidated ManpowerGroup during the two-year period immediately preceding the Date of Termination to any entity (i) engaged in the business of providing temporary staffing services anywhere in the United States or any other country in which the Consolidated ManpowerGroup conducts business as of the Date of Termination which has, together with its affiliated entities, annual revenues from such business in excess of US \$500,000,000 or (ii) engaged in the business of providing permanent placement, professional staffing, outplacement, human resource services (including consulting, task based services, recruitment or other talent solutions) anywhere in the United States or any other country in which the Consolidated ManpowerGroup conducts business as of the Date of Termination which has, together with its affiliated entities, annual revenues from such business in excess of US \$250,000,000. You acknowledge that the scope of this limitation is reasonable in that, among other things, providing any such services or assistance during such one-year period would permit you to use unfairly your close identification with the Consolidated ManpowerGroup and the customer contacts you developed while employed by the Consolidated ManpowerGroup and would involve the use or disclosure of Confidential Information pertaining to the Consolidated ManpowerGroup.

#### 7. <u>Injunctive and Other Interim Measures</u>.

(a) <u>Injunction</u>. You recognize that irreparable and incalculable injury will result to the Consolidated ManpowerGroup and its businesses and properties in the event of your breach of any of the restrictions imposed by Sections 3-6, above. You therefore agree that, in the event of any such actual, impending or threatened breach, the Corporation will be entitled, in addition to the remedies set forth in Subsection 2(f), above (which the parties agree would not be an adequate remedy), and any other remedies and damages, to, including, but not limited to, provisional or interim measures, including temporary and permanent injunctive relief, without the necessity of posting a bond or other security, from a court of competent jurisdiction restraining the actual, impending or threatened violation, or further violation, of such restrictions by you and by any other person or entity for whom you may be acting or who is acting for you or in concert with you.

- (b) <u>Equitable Extension</u>. The duration of any restriction in Section 3-6, above, will be extended by any period during which such restriction is violated by you.
- (c) <u>Nonapplication</u>. Notwithstanding the above, Sections 5 and 6, above, will not apply if your employment with the Consolidated ManpowerGroup is terminated by you for Good Reason or by the Corporation without Cause either during a Protected Period or within two years after the occurrence of a Change of Control.
- 8. <u>Unemployment Compensation</u>. The severance benefits provided for in Subsection 2(c)(i)(D) will be assigned for unemployment compensation benefit purposes to the two-year period following the Date of Termination, and the severance benefits provided for in Subsection 2(c)(ii)(D) will be assigned for unemployment compensation purposes to the one-year period following the Date of Termination, and you will be ineligible to receive, and you agree not to apply for, unemployment compensation during such periods.
- 9. Nondisparagement. Upon your termination, for whatever reason, of employment with the Consolidated ManpowerGroup, the Corporation agrees that its directors and officers, during their employment by or service to the Consolidated ManpowerGroup, will refrain from making any statements that disparage or otherwise impair your reputation or commercial interests. Upon your termination, for whatever reason, of employment with the Consolidated ManpowerGroup, you agree to refrain from making any statements that disparage or otherwise impair the reputation, goodwill, or commercial interests of the Consolidated ManpowerGroup, or its officers, directors, or employees. However, the foregoing will not preclude the Corporation from providing truthful information about you concerning your employment or termination of employment, and will not preclude either party from providing truthful testimony pursuant to subpoena or other legal process or in the course of any proceeding that may be commenced for purposes of enforcing this letter agreement.
- 10. <u>Successors; Binding Agreement</u>. This letter agreement will be binding on the Corporation and its successors and will inure to the benefit of and be enforceable by your personal or legal representatives, heirs and successors.
- 11. <u>Notice</u>. Notices and all other communications provided for in this letter will be in writing and will be deemed to have been duly given when delivered in person, sent by telecopy, or two days after mailed by United States registered or certified mail, return receipt requested, postage prepaid, and properly addressed to the other party.
- 12. <u>No Right to Remain Employed</u>. Nothing contained in this letter will be construed as conferring upon you any right to remain employed by the Corporation or any member of the Consolidated ManpowerGroup or affect the right of the Corporation or any member of the Consolidated ManpowerGroup to terminate your employment at any time for any reason or no reason, with or without cause, subject to the obligations of the Corporation as set forth herein.
- 13. <u>Modification</u>. No provision of this letter may be modified, waived or discharged unless such waiver, modification or discharge is agreed to in writing by you and the Corporation.
- 14. <u>Withholding</u>. The Consolidated ManpowerGroup shall be entitled to withhold from amounts to be paid to you hereunder any federal, state, or local withholding or other taxes or charges which it is, from time to time, required to withhold under applicable law.
- 15. <u>Applicable Law</u>. This Agreement shall be governed by and interpreted in accordance with the laws of the State of New York, United States of America, without regard to its conflict of law provisions.
- 16. <u>Reduction of Amounts Due Under Law</u>. You agree that any severance payment (*i.e.*, any payment other than a payment for salary through your Date of Termination or for a bonus earned in the prior fiscal year but not yet paid) to you pursuant to this agreement will be counted towards any severance type payments otherwise due you under law. By way of illustration, English law requires notice period of one (1) week for every year of service up to a maximum of twelve (12) weeks of notice. In the event you are terminated without notice and you would otherwise be entitled to a severance payment hereunder, such severance payment will be considered to be payment in lieu of such notice.
- 17. <u>Previous Agreements</u>. This letter, upon acceptance by you, expressly supersedes any and all previous agreements or understandings relating to your employment by the Corporation or the Consolidated ManpowerGroup, except for the letter from the Corporation to you dated January 3, 2013 regarding the Corporation's offer of employment to you (provided this letter will supersede the sections of that prior letter concerning severance protection and restrictive covenants) and the nondisclosure agreement between you and the Corporation dated January 14, 2013, or the termination of such employment, and any such agreements or understandings shall, as of the date of your acceptance, have no further force or effect.
- 18. <u>Dispute Resolution</u>. Section 7 to the contrary notwithstanding, the parties shall, to the extent feasible, attempt in good faith to resolve promptly by negotiation any dispute arising out of or relating to your employment by the Consolidated ManpowerGroup pursuant to this letter agreement. In the event any such dispute has not been resolved within 30 days after a party's request for negotiation, either party may initiate arbitration as hereinafter provided. For purposes of this Section 18, the party initiating arbitration shall be denominated the "Claimant" and the other party shall be denominated the "Respondent."
  - (a) If your principal place of employment with the Consolidated ManpowerGroup is outside the United States, any dispute arising out of or relating to this letter agreement, including the breach, termination or validity thereof, shall be finally resolved by arbitration before a sole arbitrator in accordance with the International Institute for Conflict Prevention and Resolution International Rules for Non-Administered Arbitration (the "CPR International Rules") as then in effect. If the parties are unable to select the arbitrator within 30 days after Respondent's receipt of Claimant's Notice of Arbitration and the 30-day deadline has not been extended by the parties' agreement, the arbitrator shall be selected by CPR as provided in CPR International Rule 6. The seat of the arbitration shall be the Borough of Manhattan in the City, County and State of New York, United States of America. The arbitration shall be conducted in the English language. Judgment upon the award rendered by the arbitrator may be entered by any court having jurisdiction thereof. Anything in the

foregoing to the contrary notwithstanding, the parties expressly agree that at any time before the arbitrator has been selected and the initial pre-hearing conference provided for in International Rule 9.3 has been held, either of them shall have the right to apply to any court located in Milwaukee County, Wisconsin, United States of America, to whose jurisdiction they agree to submit, or to any other court that otherwise has jurisdiction over the parties, for provisional or interim measures including, but not limited to, temporary or permanent injunctive relief.

- (b) If your principal place of employment with the Consolidated ManpowerGroup is within the United States, any dispute arising out of or relating to this letter agreement, including the breach, termination or validity thereof, shall be finally resolved by arbitration before a sole arbitrator in accordance with the International Institute for Conflict Prevention and Resolution Rules for Non-Administered Arbitration (the "CPR Rules") as then in effect. If the parties are unable to select the arbitrator within 30 days after Respondent's receipt of Claimant's Notice of Arbitration and the 30-day deadline has not been extended by the parties' agreement, the arbitrator shall be selected by CPR as provided in Rule 6 of the CPR Rules. The seat of the arbitration shall be Milwaukee, Wisconsin, United States of America. The arbitration shall be governed by the Federal Arbitration Act, 9 U.S.C. §§ 1 *et seq.* Judgment upon the award rendered by the arbitrator may be entered by any court having jurisdiction thereof. Anything in the foregoing to the contrary notwithstanding, the parties expressly agree that at any time before the arbitrator has been selected and the initial pre-hearing conference has been held as provided in Rule 9.3 of the CPR Rules, either of them shall have the right to apply to any court located in Milwaukee County, Wisconsin, United States of America to whose jurisdiction they agree to submit, or to any other court that otherwise has jurisdiction over the parties, for provisional or interim measures, including, but not limited to, temporary or permanent injunctive relief.
- 19. <u>Severability</u>. The obligations imposed by Paragraphs 3-6, above, of this agreement are severable and should be construed independently of each other. The invalidity of one such provision shall not affect the validity of any other such provision.

If you are in agreement with the foregoing, please sign and return one copy of this letter which will constitute our agreement with respect to the subject matter of this letter.

Sincerely,

MANPOWERGROUP INC.

By: /s/ Jeffrey A. Joerres Jeffrey A. Joerres Chief Executive Officer

Agreed as of the 18th day of February, 2013.

/s/ Richard Buchband Richard Buchband

### STATEMENT REGARDING COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES

MANPOWERGROUP INC. (in millions)

	2012		2011		2010		2009		2008	
Earnings:										
Earnings before income taxes	\$	368.4	\$	479.9	\$	(165.2)	\$	(22.9)	\$	442.6
Fixed charges		165.1		170.2		161.9		183.9		200.9
	\$	533.5	\$	650.1	\$	(3.3)	\$	161.0	\$	643.5
Fixed charges:										
Interest (expensed or capitalized)	\$	42.5	\$	43.1	\$	42.4	\$	61.7	\$	64.2
Estimated interest portion of rent expense		122.6		127.1		119.5		122.2		136.7
	\$	165.1	\$	170.2	\$	161.9	\$	183.9	\$	200.9
Ratio of earnings to fixed charges		3.2		3.8		(0.0)		0.9		3.2

**Note:** The calculation of ratio of earnings to fixed charges set forth above is in accordance with Regulation S-K, Item 601(b)(12). This calculation is different than the fixed charge ratio that is required by our various borrowing facilities.

# At A Glance

# 2012 Segment Revenues



### STOCK INFORMATION

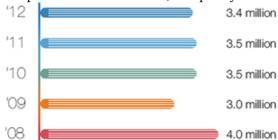
**SHARES OUTSTANDING** 76,647,429 (as of Dec 31, 2012)

**2012 SHARE PRICE HIGH AND LOW** \$47.90/\$32.41

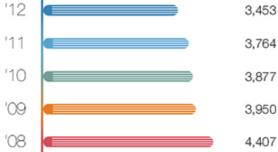
AVG. DAILY VOLUME 800,000+ (shares per day in 2012)

STOCK EXCHANGE NYSE (Ticker: MAN)

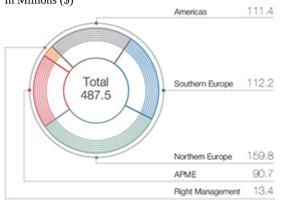
People Placed in Permanent, Temporary and Contract Positions



# Systemwide Offices



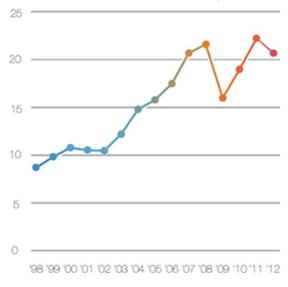
### 2012 Segment Operating Unit Profit In Millions (\$)



FISCAL YEAR END DATE December 31

NUMBER OF SHARES ISSUED 109,543,492 (as of Dec 31, 2012) \$3.3 billion (as of Dec 31, 2012)

# Strong Record of Long-Term Revenue Growth In Billions (\$)

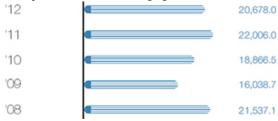


# Financial Highlights

#### Revenues from Services<sup>(a)</sup>

#### In Millions (\$)

2012 presented to us a challenging economic environment. However, we were able to achieve revenues of \$20.7 billion, down 1% in constant currency.



# **Operating Profit**

In Millions (\$)

Operating Profit decreased to \$411.7 million. Excluding non-recurring items, Operating Profit decreased 9.3% in constant currency from 2011, to \$467.1 million in 2012.



#### Operating Profit Margin In Percent

Operating Profit Margin decreased to 2.0%. Excluding non-recurring items, Operating Profit Margin decreased from 2.5% in 2011, to 2.3% in 2012.

		Excluding Non-Recurring Items	C As F	Reported
'08			2.9%*	2.3%
09		<b></b>	0.9%	0.3%
'10	-		1.8% <sup>(d)</sup>	(0.7)%
'11			2.5%8	2.4%
'12			2.3% <sup>b)</sup>	2.0%

#### **Emerging Market Revenues**

In Millions (\$)

Emerging market revenues grew 12.1% in 2012. Key expansion markets grew: China (+30%), India (+22%) and Russia (+21%).

'12	•	2,637.9
'11	•	2,475.9
10		1,919.6
'09		1,414.8
08	<	1,595.3

# Return on Invested Capital (ROIC)

In Percent

Return on Invested Capital is defined as operating profit after tax divided by the average monthly total of net debt and equity for the year. Net debt is defined as total debt less cash and cash equivalents.

'12	8		9.4%(*)	8.0%
'11	8		10.8% <sup>(c)</sup>	10.1%
'10			6.1%(4)	(7.4)%
'09	8	-	5.7%	0.7%
'08			13.0%	7.5%
		Excluding Non-Recurring Items	As R	eported

# Net Earnings

In Millions (\$)

Net Earnings decreased to \$197.6 million. Excluding non-recurring items, Net Earnings decreased from \$270.0 million in 2011 to \$236.2 million in 2012.



#### Total Capitalization In Millions (\$)

(\$)

Debt as a percentage of total capitalization was 24% in 2012, compared to 22% in 2011 and 23% in 2010.

'12		2,500.8	770.1
'11	•	2,483.4	700.2
'10		2,397.2	698.0
'09		2,536.5	757.3
'08		2,459.4	952.9
	Calify Contraction Contractic Contracti		

# Net Earnings Per Share–Diluted

Net Earnings Per Share–Diluted decreased to \$2.47. Excluding non-recurring items, it decreased 4.3% in constant currency from 2011, to \$2.95.

'12		2.95 <sup>th</sup>	2.47
'11		3.26%	3.04
'10	<b>—</b>	1.72 <sup>(d)</sup>	(3.26)
'09	<b>e</b>	1.10%	(0.12)
'08		4.58 <sup>m</sup>	2.58
	Excluding Non-Recurring Items	🔳 As	Reported

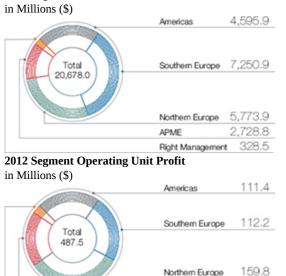
- (a) Revenues from Services includes fees received from our franchise offices of \$30.9 million, \$22.3 million, \$23.6 million, \$25.2 million and \$23.9 million for 2008, 2009, 2010, 2011 and 2012, respectively. These fees are primarily based on revenues generated by the franchise offices, which were \$1,148.1 million, \$746.7 million, \$968.0 million, \$1,075.2 million and \$1,051.8 million for 2008, 2009, 2010, 2011 and 2012, respectively. In the United States, where the majority of our franchises operate, Revenues from Services includes fees received from the related franchise operations of \$17.7 million, \$13.7 million, \$13.6 million and \$14.6 million for 2008, 2009, 2010, 2011 and 2012, respectively. These fees are primarily based on revenues generated by the franchise operations, which were \$746.2 million, \$459.3 million, \$622.0 million, \$646.1 million and \$691.7 million for 2008, 2009, 2010, 2011 and 2012, respectively.
- (b) Amounts exclude the impact of legal costs and global reorganization charges. (See Note 1 to the Consolidated Financial Statements for further information.)
- (c) Amounts exclude the impact of global reorganization charges. (See Note 1 to the Consolidated Financial Statements for further information.)
- (d) Amounts exclude the impact of the goodwill and intangible asset impairment charges related to our investments in Right Management and Jefferson Wells, and global reorganization charges. (See Note 1 to the Consolidated Financial Statements for further information.)
- (e) Amounts exclude the impact for the goodwill impairment charge related to our investment in Jefferson Wells, loss on the sale of an equity investment, charge related to the extinguishment of our interest rate swap agreements and amended revolving credit facility, and global reorganization charges. (See Note 1 to the Consolidated Financial Statements for further information.)
- (f) Amounts exclude the impact of the goodwill and intangible asset impairment charge related to our investment in Right Management, French business tax refund, French payroll tax modification, French competition investigation and global reorganization charges. (See Note 1 to the Consolidated Financial Statements for further information.)

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Business Overview
2012 Segment Revenues



APME

Right Management

ManpowerGroup Inc. is a world leader in innovative workforce solutions and services. Our global network of nearly 3,500 offices in 80 countries and territories allows us to meet the needs of our clients in all industry segments, whether they are global, multinational or local companies. We create power that drives organizations forward, accelerates personal success and builds more sustainable communities. We power the world of work.

90.7

13.4

By offering a complete range of workforce solutions and services, we can help any company — no matter where they are in their business evolution — raise productivity, improve strategy, quality, efficiency and cost reduction across their total workforce to achieve their business goals. ManpowerGroup provides a comprehensive suite of high-impact innovative workforce solutions and services for the entire business cycle including:

- Recruitment and Assessment By leveraging our trusted brand, vertical knowledge and expertise, we know what talent looks like and where to find it; and we have built a deeper talent pool to provide our clients access to the people they need faster. Through our world-leading assessments, we gain a deeper understanding of the people we serve, allowing us to truly identify a candidate's potential, resulting in a better cultural match.
- Training and Development We effectively and efficiently assess and develop skills, keeping our associates ahead of the curve so they can get the job done each time every time. We offer extensive training courses and leadership development solutions for clients to maximize talent and optimize performance.
- Career Management We engage consultants that value and understand the human side of business, making meaningful impact on both the people and organizations we serve. The countercyclical nature of the career transition industry helps strengthen our portfolio during economic downturns.
- Outsourcing We provide clients with outsourcing services related to human resources functions primarily in the areas of large-scale recruiting and workforce-intensive initiatives that are outcome-based, thereby sharing in the risk and reward with our clients.
- Workforce Consulting We are a global leader in innovative workforce solutions. We help clients create and align their workforce strategy to achieve their business strategy, increasing business agility and personal flexibility and accelerating personal and business success.

This comprehensive and diverse business mix helps us to partially mitigate the cyclical effects of the national economies in which we operate. Our family of brands and offerings includes:

- ManpowerGroup We are a world leader in innovative workforce solutions. We leverage our global reach and local expertise of tens of thousands of people across 80 countries and territories, making it possible for businesses to access the talent they need when they need it.
- Manpower We are a global leader in contingent and permanent recruitment workforce solutions. We provide the personal flexibility and agility businesses need with a continuum of staffing solutions.
- Experis We are a global leader in professional resourcing and project-based workforce solutions. With operations in over 50 countries and territories, we deliver 51 million hours of professional talent specializing in IT, Finance and Engineering to accelerate clients' businesses each year.
- Right Management We are a global leader in talent and career management workforce solutions. Through our innovative and proprietary process, we leverage our expertise to successfully increase productivity and optimize business performance. We design and deliver solutions to align talent strategy with business strategy.
- ManpowerGroup Solutions We provide clients with human resources outsourcing services primarily in the areas of large-scale recruiting and outcomebased workforce-intensive initiatives, thereby sharing in the risk and reward with our clients. ManpowerGroup Solutions includes Talent Based Outsourcing (TBO), TAPFIN - Managed Service Provider (MSP), Recruitment Process Outsourcing (RPO), Borderless Talent Solutions (BTS) and Strategic Workforce Consulting (SWC). We are one of the largest providers of MSP and RPO services in the world.

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Our leadership position also allows us to be a center for quality employment opportunities for people at all points in their career paths. In 2012, we connected 3.4 million people to opportunities and purpose, who worked to help our more than 400,000 clients meet their business objectives. Seasoned professionals, temporary to permanent, skilled laborers, mothers returning to work, elderly persons wanting to supplement pensions and disabled individuals — all turn to the ManpowerGroup companies for employment possibilities. Similarly, governments of the nations in which we operate look to us to help reduce unemployment and train the unemployed with the skills they need to enter the workforce. We provide a bridge to experience and employment, building more sustainable communities. We have a unique ability to connect our deep understanding of human potential to the ambition of business so that organizations and individuals can capitalize on unseen opportunities and achieve more than they imagined.

Our industry is large and fragmented, comprised of thousands of firms employing millions of people and generating billions of United States dollars in annual revenues. It is also a highly competitive industry, reflecting several trends in the global marketplace, notably increasing demand for skilled people and consolidation among clients in the employment services industry itself.

We manage these trends by leveraging established strengths, including one of the employment services industry's most recognized and respected brands; geographic diversification; size and service scope; an innovative product mix; and a strong client base. While staffing is an important aspect of our business, our strategy is focused on providing both the skilled employees our clients need and high-value workforce management, outsourcing and consulting solutions.

Client demand for workforce solutions and services is dependent on the overall strength of the labor market and secular trends toward greater workforce flexibility within each of the countries and territories in which we operate. Improving economic growth typically results in increasing demand for labor, resulting in greater demand for our staffing services. During periods of increasing demand, we are able to improve our profitability and operating leverage as our current cost base can support some increase in business without a similar increase in selling and administrative expenses.

Correspondingly, during periods of weak economic growth or economic contraction, the demand for our staffing services typically declines. When demand drops as we experienced in 2012, our operating profit is typically impacted unfavorably as we experience a deleveraging of our selling and administrative expense base as expenses may not decline at the same pace as revenues. In periods of economic contraction, we may have more significant expense deleveraging, as we believe it is prudent not to reduce selling and administrative expenses to levels that could negatively impacting the long-term potential of our branch network and brands.

The nature of our operations is such that our most significant current asset is accounts receivable, with an average days sales outstanding of approximately 55 days based on the markets where we do business. Our most significant current liabilities are payroll related costs, which are paid either weekly or monthly. As the demand for our services increases, we generally see an increase in our working capital needs, as we continue to pay our associates on a weekly or monthly basis, while the related accounts receivable increase as they are outstanding for much longer, which may result in a decline in operating cash flows. Conversely, as the demand for our services declines, we generally see a decrease in our working capital needs, as the existing accounts receivable are collected and not replaced at the same level, resulting in a decline of our accounts receivable balance, with less of an effect on current liabilities due to the shorter cycle time of the payroll related items. This may result in an increase in our operating cash flows, however any such increase would not be sustainable in the event that the economic downturn continued for an extended period.

Our career management services are counter-cyclical to our staffing services, which helps to minimize the impact of an economic downturn on our overall financial results.

Due to our industry's sensitivity to economic factors, the inherent difficulty in forecasting the direction and strength of the economy and the short-term nature of staffing assignments, it is difficult to forecast future demand for our services with absolute certainty. As a result, we monitor a number of economic indicators, as well as recent business trends, to predict future revenue trends for each of our reportable segments. Based upon these anticipated trends, we determine what level of personnel and office investments are necessary to take full advantage of growth opportunities.

Our business is organized and managed primarily on a geographic basis, with Right Management currently operating as a separate global business unit. Each country and business unit generally has its own distinct operations and management team, providing services under our global brands. We have an executive sponsor for each global brand who is responsible for ensuring the integrity and consistency of delivery locally. We develop and implement global workforce solutions for our clients that deliver the outcomes that help them achieve their business strategy. Each operation reports directly or indirectly Management's Discussion & Analysis

through a regional manager, to a member of executive management. Given this reporting structure, all of our operations have been segregated into the following reporting segments: Americas, which includes United States and Other Americas; Southern Europe, which includes France, Italy and Other Southern Europe; Northern Europe; APME (Asia Pacific Middle East); and Right Management.

The Americas, Southern Europe, Northern Europe and APME segments derive a significant majority of their revenues from the placement of contingent workers. The remaining revenues within these segments are derived from other workforce solutions and services, including recruitment and assessment, training and development, and ManpowerGroup Solutions. ManpowerGroup Solutions includes TBO, MSP, RPO, BTS and SWC. Right Management's revenues are derived from career management and workforce consulting services. Segment revenues represent sales to external clients. Due to the nature of our business, we generally do not have export sales. We provide services to a wide variety of clients, none of which individually comprises a significant portion of revenues for us as a whole or for any segment.

#### Financial Measures — Constant Currency and Organic Constant Currency

Changes in our financial results include the impact of changes in foreign currency exchange rates and acquisitions. We provide "constant currency" and "organic constant currency" calculations in this report to remove the impact of these items. We express year-over-year variances that are calculated in constant currency and organic constant currency as a percentage.

When we use the term "constant currency," it means that we have translated financial data for a period into United States dollars using the same foreign currency exchange rates that we used to translate financial data for the previous period. We believe that this calculation is a useful measure, indicating the actual growth of our operations. We use constant currency results in our analysis of subsidiary or segment performance. We also use constant currency when analyzing our performance against that of our competitors. Substantially all of our subsidiaries derive revenues and incur expenses within a single country and, consequently, do not generally incur currency risks in connection with the conduct of their normal business operations. Changes in foreign currency exchange rates primarily impact reported earnings and not our actual cash flow unless earnings are repatriated.

When we use the term "organic constant currency," it means that we have further removed the impact of acquisitions in the current period from our constant currency calculation. We believe that this calculation is useful because it allows us to show the actual growth of our pre-existing business.

Constant currency and organic constant currency percent variances, along with a reconciliation of these amounts to certain of our reported results, are included on pages 35 and 36.

#### Results of Operations — Years Ended December 31, 2012, 2011 and 2010

In 2012, we saw revenue slow in several of our markets, which unfavorably impacted our operating leverage and profitability. The decline in revenues in 2012 from 2011 was due to the economic uncertainty primarily in Europe and the United States. We saw slowing in our staffing/interim and our permanent recruitment businesses, as both declined from the prior year. Our ManpowerGroup Solutions business showed solid growth over 2011. At Right Management, we saw a decrease in demand for the talent management services, as clients have delayed their discretionary spending, but an increase in demand for our counter-cyclical outplacement services.

We saw a decrease in our gross profit margin in 2012 compared to 2011 mostly due to the decline in our staffing/interim and permanent recruitment businesses, offset by the growth in our higher-margin ManpowerGroup Solutions business and Right Management's outplacement services. We saw a deleveraging of our expenses as we did not decrease expenses as quickly as revenues declined during 2012. We incurred \$48.8 million of reorganization charges in 2012, \$26.6 million of which occurred in the fourth quarter, as we further streamline and simplify our organization.

Client demand for workforce solutions and services is dependent on the overall strength of the labor market and secular trends toward greater workforce flexibility within each of the countries and territories in which we operate. Slowing economic growth or economic contraction typically results in decreasing demand for labor, resulting in less demand for our staffing services. This slowdown typically impacts our operating profit unfavorably as we may experience a deleveraging of our selling and administrative expense base as expenses may not change at the same pace as revenues.

The following table presents selected consolidated financial data for 2012 as compared to 2011.

				Variance in	Variance in
(in millions, except per share data)	2012	2011	Reported Variance	Constant Currency	Organic Constant Currency
Revenues from services	\$ 20,678.0	\$ 22,006.0	(6.0)%	(1.4)%	(2.0)%
Cost of services	17,236.0	18,299.7	(5.8)	. ,	
Gross profit	3,442.0	3,706.3	(7.1)	(3.0)	(3.7)
Gross profit margin	16.6%	16.8%			
Selling and administrative expenses	3,030.3	3,182.1	(4.8)	(0.8)	(1.5)
Selling and administrative expenses as a % of revenues	14.7%	14.5%			
Operating profit	411.7	524.2	(21.5)	(16.5)	(17.2)
Operating profit margin	2.0%	2.4%			
Net interest expense	35.2	35.5	(0.8)		
Other expenses	8.1	8.8	(8.2)		
Earnings before income taxes	368.4	479.9	(23.2)	(18.2)	
Provision for income taxes	170.8	228.3	(25.2)		
Effective income tax rate	46.4%	47.6%			
Net earnings	\$ 197.6	\$ 251.6	(21.5)	(16.3)	
Net earnings per share — diluted	\$ 2.47	\$ 3.04	(18.8)	(14.1)	
Weighted average shares — diluted	80.1	82.8	(3.3)%		

The year-over-year decrease in revenues from services of 6.0% (-1.4% in constant currency and -2.0% on an organic constant currency basis) was attributed to:
 decreased demand for services in several of our markets within Southern Europe and Northern Europe, where revenues decreased 11.7% (-4.2% in constant currency and -5.3% on an organic constant currency basis) and 6.3% (-1.3% on a constant currency basis), respectively. Several of our larger markets such as France and Italy experienced revenue declines of 12.2% (-4.6% in constant currency and -6.1% on an organic constant currency basis)

- revenue decline in the United States of 4.0% primarily due to a decrease of our key account client revenues because of softening demand as well as stronger pricing discipline on new business opportunities;
- decreased demand for talent management services at Right Management, where these revenues decreased 12.8% (-11.2% on a constant currency basis); and
- a 4.6% decrease due to the impact of currency exchange rates; partially offset by
- our acquisitions of three entities in APME during April 2011, two acquisitions in Southern Europe at the end of September 2011 and in April 2012, and one acquisition in the Americas during April 2012, which combined to add 0.6% of revenue growth to our consolidated results;
- Other Americas and APME experienced revenue growth of 9.6% and 1.6%, respectively, on an organic constant currency basis; and

and 15.8% (-8.9% on a constant currency basis), respectively, due to the current economic environment in these countries;

- increased demand for our outplacement services at Right Management, where these revenues increased 10.1% (12.2% on a constant currency basis).
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The year-over-year 20 basis point (-0.20%) decrease in gross profit margin was primarily attributed to:

- a 40 basis point (-0.40%) decline from our staffing/interim business primarily related to pricing pressures in some of our European markets and within the Experis business line in the United States; partially offset by
- a 10 basis point (0.10%) favorable impact from strong growth and improved margins in Right Management's higher-margin outplacement services; and
- a 10 basis point (0.10%) increase due to the impact of currency exchange rates.

The 4.8% decline in selling and administrative expenses in 2012 (-0.8% in constant currency and -1.5% in organic constant currency) was attributed to:

- a decrease in our organic salary-related costs, because of lower headcount and lower variable incentive-based costs;
- a 4.0% decrease due to the impact of currency exchange rates; partially offset by
- reorganization costs of \$48.8 million, comprised of \$9.8 million in the Americas, \$3.8 million in Southern Europe, \$13.2 million in Northern Europe, \$0.7 million in APME, \$10.9 million at Right Management and \$10.4 million in corporate expenses;
- legal costs of \$10.0 million in the United States, primarily related to a settlement agreement in connection with a lawsuit involving allegations regarding the Company's vacation pay practices in Illinois; and
- the additional recurring selling and administrative costs as a result of the acquisitions in Southern Europe, APME and the Americas.

Selling and administrative expenses as a percent of revenues increased 20 basis points (0.20%) in 2012 compared to 2011. The change in selling and administrative expense as a percent of revenues consists of:

- a 15 basis point (0.15%) increase due to the reorganization costs of \$48.8 million in 2012 compared to \$23.1 million in 2011; and
- a 5 basis point (0.05%) increase due to the legal costs of \$10.0 million in the United States as noted above.

Interest and other expenses are comprised of interest, foreign exchange gains and losses and other miscellaneous non-operating income and expenses. Interest and other expenses were \$43.3 million in 2012 compared to \$44.3 million in 2011. Net interest expense decreased \$0.3 million in 2012 to \$35.2 million from \$35.5 million in 2011 due to lower interest rates. Other expenses decreased \$0.7 million in 2012 due primarily to a \$1.9 million decrease in translation losses.

We recorded an income tax expense at an effective rate of 46.4% for 2012, as compared to an effective rate of 47.6% for 2011. The 2012 tax rate is lower than the 2011 rate due to the benefits resulting from the changes in our legal entity structure. The 46.4% effective tax rate is higher than the United States Federal statutory rate of 35% due primarily to valuation allowances, other permanent items, discrete items related to reorganization costs described further in Note 1 to the Consolidated Financial Statements, and the French business tax. Excluding the impact of the discrete items and the French business tax, our tax rate for 2012 and 2011 would have been approximately 33% and 36%, respectively. The 2012 tax rate, excluding the discrete items and French business tax, is lower than the 2011 rate due to the benefits resulting from the changes in our legal entity structure. The United States Federal Work Opportunity Tax Credit ("WOTC") was retroactively reinstated to January 1, 2012 as part of the American Taxpayer Relief Act, which was enacted on January 2, 2013. The \$7.0 million tax benefit related to 2012 will be recognized by the Company during the first quarter of 2013, the period during which the law was enacted. The American Taxpayer Relief Act also extended the WOTC through December 31, 2013.

Net earnings per share — diluted was \$2.47 in 2012 compared to \$3.04 in 2011. Foreign currency exchange rates unfavorably impacted net earnings per share — diluted by approximately \$0.14 per share in 2012.

Weighted average shares — diluted decreased 3.3% to 80.1 million in 2012 from 82.8 million in 2011. This decrease was primarily a result of the repurchase of 3.6 million shares in 2012.

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#### MANAGEMENT'S DISCUSSION & ANALYSIS of financial condition and results of operations CONSOLIDATED RESULTS — 2011 COMPARED TO 2010

#### The following table presents selected consolidated financial data for 2011 as compared to 2010.

(in millions, except per share data)	2011	2010	Reported Variance	Variance in Constant Currency	Variance in Organic Constant Currency
Revenues from services	\$ 22,006.0	\$ 18,866.5	16.6%	11.6%	9.7%
Cost of services	18,299.7	15,621.1	17.1		
Gross profit	3,706.3	3,245.4	14.2	9.4	7.4
Gross profit margin	16.8%	17.2%			
Selling and administrative expenses, excluding impairment					
charges	3,182.1	2,938.6			
Goodwill and intangible asset impairment charges	—	428.8			
Selling and administrative expenses	3,182.1	3,367.4	(5.5)	(9.2)	(10.7)
Selling and administrative expenses as a % of revenues	14.5%	17.8%			
Operating profit (loss)	524.2	(122.0)			
Operating profit margin	2.4%	(0.6)%			
Net interest expense	35.5	37.5	(5.4)		
Other expenses	8.8	5.7	55.1		
Earnings (loss) before income taxes	479.9	(165.2)			
Provision for income taxes	228.3	98.4			
Effective income tax rate	47.6%	59.5%			
Net earnings (loss)	\$ 251.6	\$ (263.6)			
Net earnings (loss) per share — diluted	\$ 3.04	\$ (3.26)			
Weighted average shares — diluted	82.8	81.0	2.3%		

The year-over-year increase in revenues from services was primarily attributed to:

- increased demand for services in most of our markets, including the Americas, Southern Europe, Northern Europe and APME, where revenues increased 14.5%, 12.3%, 9.3% and 14.2%, respectively, on a constant currency basis;
- our acquisition of COMSYS in April 2010, which added approximately 1.0% revenue growth to our consolidated results in 2011. In 2011, the United States and the Americas experienced revenue growth of approximately 6.0% and 10.0%, respectively, on an organic constant currency basis;
- our acquisition of three entities in APME during April 2011 and Proservia in Southern Europe during September 2011, which added 0.9% revenue growth to our consolidated results. In 2011, APME and Southern Europe experienced revenue growth of 7.6% and 11.9%, respectively, on an organic constant currency basis; and
- a 5.0% increase due to the impact of currency exchange rates; partially offset by
- decreased demand for services for Right Management, where revenues decreased 16.6%, on a constant currency basis, including a 25.9% decline on a constant currency basis in our outplacement services.

The overall 40 basis point (-0.40%) decrease in gross profit margin was attributed to:

- a 30 basis point (-0.30%) decline due to the outplacement revenue decline of Right Management, where the gross profit margin was higher than our Company average;
- a 10 basis point (-0.10%) decline from our staffing/interim business, because of pricing pressures during the latter part of 2011 due to the economic environment and a decrease in French payroll tax subsidies; and
- a 10 basis point (-0.10%) decline due to our acquisitions in APME; partially offset by
- a 10 basis point (0.10%) favorable impact due to the growth in our permanent recruitment business.

The 5.5% decrease in selling and administrative expenses in 2011 (9.2% decrease in constant currency) was attributed to:

- a \$428.8 million goodwill and intangible asset impairment charge in the fourth quarter of 2010 related to Right Management and Jefferson Wells as compared to no impairment charge recorded in 2011; partially offset by
- an increase in our organic salary-related costs due to salary increases, and an increase in headcount in certain markets in response to the increased demand;
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- the additional recurring selling and administrative costs as a result of the acquisitions of COMSYS in April 2010, and the APME and Proservia acquisitions in 2011; and
  - a 3.7% increase due to the impact of currency exchange rates.

Selling and administrative expenses as a percent of revenues decreased 330 basis points (-3.30%) in 2011 compared to 2010. The change in selling and administrative expenses as a percent of revenues consists of:

- a 230 basis point (-2.30%) decrease due to the goodwill and intangible asset impairment charge recorded in 2010 as compared to no impairment charge recorded in 2011; and
- a 100 basis point (-1.00%) decrease due primarily to productivity enhancements and expense leveraging, as an 8.3% (or 4.1% in constant currency) increase in expense, excluding the 2010 goodwill and intangible asset impairment charge, supported the 16.6% increase in revenues (or 11.6% in constant currency).

Interest and other expenses are comprised of interest, foreign exchange gains and losses and other miscellaneous non-operating income and expenses. Interest and other expenses were \$44.3 million in 2011 compared to \$43.2 million in 2010. Net interest expense decreased \$2.0 million in 2011 to \$35.5 million from \$37.5 million in 2010 due primarily to the \$2.2 million of interest expense we incurred in 2010 related to the write-off of COMSYS's deferred financing costs. Other expenses increased \$3.1 million in 2011 due primarily to an increase in expenses related to the noncontrolling interests in our majority-owned subsidiaries as a result of an increase in their earnings and current year acquisitions. Offsetting this increase was a decrease in translation losses of \$0.5 million in 2011. This decrease was primarily related to a \$1.2 million translation loss in January 2010 for Venezuela as a result of the Venezuela reporting unit's currency (Bolivar Fuerte) being devalued and our changing the functional currency of our Venezuela reporting unit to the United States dollar as the result of its economy being decemed hyperinflationary.

We recorded an income tax expense at an effective rate of 47.6% for 2011 compared to an income tax expense at an effective rate of 59.5% for 2010. The change in rate was due to the non-deductibility of the goodwill impairment charges in 2010 related to Right Management and Jefferson Wells as well as a significant change in the amount and mix of non-United States earnings and related cash repatriations and other permanent items. The 2011 rate was favorably impacted by the overall mix of earnings, primarily an increase in non-United States income. The 2011 rate is higher than the United States Federal statutory rate of 35% due primarily to the impact of non-United States income taxes, other permanent items and the French business tax.

Net earnings (loss) per share — diluted was earnings of \$3.04 in 2011 compared to a loss of (\$3.26) in 2010. This increase was primarily related to the impact from the goodwill and intangible asset impairment charge (\$384.3 million, net of tax, or \$4.73 per diluted share) in 2010 that did not occur in 2011, an increase in operating earnings (excluding the impairment) and a \$0.22 per share favorable impact from changes in currency exchange rates.

Weighted average shares — diluted increased 2.3% to 82.8 million in 2011 from 81.0 million in 2010. This increase was primarily a result of a fewer antidilutive shares excluded from the calculation in 2011 compared to 2010. In 2011, only those stock-based awards with exercise prices greater than the average market price of the common shares during 2011 were excluded from the weighted average shares — diluted calculation. Due to the net loss in 2010, all of the stock-based awards were antidilutive and therefore were excluded from the weighted average shares — diluted calculation.

#### SEGMENT RESULTS

We evaluate performance based on operating unit profit ("OUP"), which is equal to segment revenues less direct costs and branch and national headquarters operating costs. This profit measure does not include goodwill and intangible asset impairment charges or amortization of intangible assets related to acquisitions, interest and other income and expense amounts or income taxes.

Americas — The Americas segment is comprised of 794 Company-owned branch offices and 175 stand-alone franchise offices. In the Americas, revenues from services decreased 1.2% (0.5% increase in constant currency and 0.4% increase in organic constant currency) in 2012 compared to 2011. In the United States, revenues from services declined 4.0% in 2012 compared to 2011. The revenue decline in the United States was attributable to staffing/interim services within the Manpower and Experis business lines as demand from our larger strategic accounts softened in 2012 compared to 2011, and we maintained stronger pricing discipline on new business opportunities. These declines were partially offset by an increase in United States permanent recruitment revenues of 17.3% in 2012 compared to 2011. In Other Americas, revenues from services improved 4.8% (9.9% in constant currency and 9.6% on an organic constant currency basis) in 2012 compared to 2011, led by revenue growth in Canada, Mexico and Argentina of 19.2%, 10.0% and 8.2%, respectively, in constant currency (16.2% growth in Canada on an organic constant currency basis).

of financial condition and results of operations



In 2011, revenues from services in the Americas increased 14.8% (14.5% in constant currency and approximately 10.0% in organic constant currency) compared to 2010. In the United States, revenues from services improved 12.7% (approximately 6.0% in organic growth) in 2011 compared to 2010. The organic growth for the Americas and the United States was primarily due to an increase in volume in our core temporary staffing business as a result of the economic improvement. In Other Americas, revenues from services improved 19.5%, or 18.4% in constant currency, in 2011 compared to 2010, led by revenue growth in Mexico and Argentina. While Mexico saw a consistent increase in demand throughout the year, Argentina's revenue increase was primarily due to inflation.

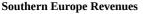
Gross profit margin increased slightly in 2012 compared to 2011 as the increase in our permanent recruitment business was partially offset by the negative impact from our interim business due to pricing pressures, an increase in unbillable time and a decrease due to the reduced FICA taxes from the one-time Hire Act credits in the United States in 2011 that did not occur in 2012. In 2011, gross profit margin increased due to the impact on the first quarter from the annualization of the COMSYS acquisition, an improvement in our United States' staffing/interim margins due to the relatively higher growth in our Experis business and reduced FICA taxes as a result of the Hire Act, and the increase in our permanent recruitment business. The SUTA tax increases in the United States, which were effective in 2011, did not negatively impact margins, as we were able to increase our bill rates to cover the increases.

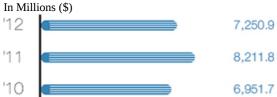
In 2012, selling and administrative expenses increased 5.7% in constant currency due mostly to \$9.8 million of reorganization costs and \$10.0 million of legal costs incurred in 2012 as well as an increase in bad debt expense in Other Americas as a result of some uncollectible accounts receivable. The increase was also due to additional headcount in Mexico, Canada and Brazil to meet the increased demand in those countries and high inflation in Argentina. Partially offsetting these increases was a decrease in the United States, excluding the reorganization and legal costs, due primarily to a decrease in variable incentive-based compensation and lower office lease costs. In 2011, selling and administrative expenses increased 11.0% in constant currency due primarily to an increase in our organic salary-related costs, as we added headcount to support the increased demand, as well as increased variable incentive-based costs as a result of the improved profitability.

OUP margin in the Americas was 2.4%, 3.1% and 2.0% for 2012, 2011 and 2010, respectively. The changes in 2012 and 2011 were primarily due to the United States, where OUP margin was 2.0%, 3.0% and 1.5% in 2012, 2011 and 2010, respectively. The margin decrease in 2012 in the United States was due to the reorganization and legal costs noted above, as well as expense deleveraging as we did not decrease expenses as quickly as revenues declined. Other Americas OUP margin was 3.2%, 3.2% and 2.9% in 2012, 2011 and 2010, respectively. The margin increase in the Americas in 2011 resulted from the higher revenue and gross margin levels coupled with the improved leveraging of expenses.

**Southern Europe** — In 2012, revenues from services in Southern Europe, which includes operations in France and Italy, decreased 11.7% (-4.2% in constant currency and -5.3% on an organic constant currency basis) compared to 2011. In 2012, revenues from services decreased 6.1% in organic constant currency in France (which represents 74.8% of Southern Europe's revenues) and decreased 8.9% in constant currency in Italy (which represents 14.6% of Southern Europe's revenues) and 1.1% (6.9% increase in constant currency) in Other Southern Europe compared to 2011. These decreases in France and Italy were due primarily to a softening demand in the staffing/interim business as well as a 21.2% decline in constant currency in our permanent recruitment business, mostly driven by the further winding down of the Pole Emploi contract in France.

In 2011, revenues from services in Southern Europe increased 18.1% (12.3% in constant currency and 11.9% in organic constant currency) compared to 2010. In 2011, revenues from services increased 12.1% in organic constant currency in France, 14.2% in constant currency in Italy and 6.8% in constant currency in Other Southern Europe compared to 2011. These increases resulted from strong growth in the staffing/interim business, and a 17.4% constant currency increase in permanent recruitment revenues.





**Southern Europe Operating Unit Profit** In Millions (\$)



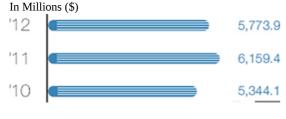
Gross profit margin remained flat in 2012 compared to 2011 as the improvement related to our two acquisitions in France was offset by the decrease in our permanent recruitment business, including the further wind down of the Pole Emploi contract in France, and pricing pressures in Italy that unfavorably impacted staffing/interim gross margins. In 2011, gross profit margin decreased due primarily to the legislative reduction in French payroll tax subsidies that was effective in January 2011.

In 2012, selling and administrative expenses decreased 7.6% (-0.1% in constant currency and -2.4% on an organic constant currency basis) compared to 2011. The decrease in selling and administrative expenses was due to lower organic salary-related costs as headcount was reduced, partially offset by the additional costs from the Proservia and Damilo acquisitions, additional bad debt expense incurred in France and Italy as a result of collection issues with certain clients, and \$3.8 million of reorganization costs in 2012 compared to \$1.5 million in 2011. In 2011, selling and administrative expenses increased 8.3% (an increase of 3.3% in constant currency) compared to 2010. The increase in selling and administrative expenses was due primarily to an increase in the number of employees, resulting primarily from the acquisition of Proservia, as well as increased variable incentive-based costs due to the improved profitability.

OUP margin in Southern Europe was 1.5%, 2.1% and 1.5% for 2012, 2011 and 2010, respectively. OUP margin decreased in 2012 primarily due to France, where the OUP margin was 1.0%, 1.4%, and 0.9% in 2012, 2011, and 2010, respectively, as the increase in the gross profit margin did not fully compensate for the deleveraging of expenses as we did not decrease selling and administrative expenses to the extent of the revenue decline. Italy's OUP margin was 4.3%, 5.9% and 4.5% in 2012, 2011 and 2010, respectively. Italy's margin decrease in 2012 was due to the decrease in gross profit margin and deleveraging of expenses. Other Southern Europe's OUP margin was 1.3%, 1.4% and 1.0% in 2012, 2011 and 2010, respectively.

**Northern Europe** — In Northern Europe, which includes operations in the United Kingdom, the Nordics, Germany and the Netherlands (comprising 25.9%, 23.5%, 13.0%, and 9.6%, respectively, of Northern Europe's revenues), revenues from services decreased 6.3% (–1.3% in constant currency) in 2012 as compared to 2011. The decrease in revenues was primarily attributable to declines in our Experis business line, which saw softening demand in both our interim and permanent recruitment, as well as a decline in our ManpowerGroup Solutions business. This decline was partially offset by growth in our Manpower business line, primarily in the United Kingdom.

#### **Northern Europe Revenues**



#### Northern Europe Operating Unit Profit



In 2011, revenues from services in Northern Europe increased 15.3% (9.3% in constant currency) as compared to 2010. The growth came from our staffing/ interim business and our permanent recruitment business, which increased revenues 19.1% in constant currency.

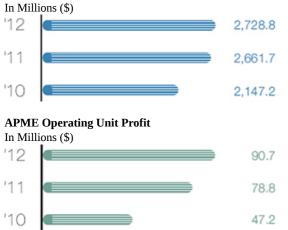
Gross profit margin decreased in 2012 due to the decline in our staffing/interim margins as we had an increase of unbillable labor due to lower bench utilization and higher vacation pay in Germany and Sweden, and general pricing pressures in the Netherlands. The decrease is also due to the business mix changes in our revenues, as staffing/interim revenue growth came from our lower-margin United Kingdom market, and our higher-margin permanent recruitment and ManpowerGroup Solutions revenues declined. In 2011, gross profit margin decreased primarily due to a decrease in staffing/interim margins partly due to increased unbillable labor, and changes in our mix of business across the segment.

In 2012, selling and administrative expenses decreased 9.6% (-4.4% in constant currency) compared to 2011. The decrease in selling and administrative expenses was due primarily to lower headcount, which reduced compensation-related expenses such as salaries and variable incentive-based costs, and overall tighter expense controls. In 2011, selling and administrative expenses increased 8.6% (an increase of 2.8% in constant currency) compared to 2010. The increase in selling and administrative expenses was due primarily to salary increases, additional headcount required to meet the higher demand for our services in certain markets and business lines, and \$10.0 million of severances and office closure costs as we streamlined our single brand Experis strategy to drive productivity and efficiency.

#### MANAGEMENT'S DISCUSSION & ANALYSIS of financial condition and results of operations

OUP margin for Northern Europe was 2.8%, 3.5% and 2.8% in 2012, 2011 and 2010, respectively. The OUP margin decline in 2012 was primarily due to the decline in revenue and gross profit margin. The margin increase in 2011 was the result of gaining operating leverage to support higher revenue levels without a similar increase in expenses.

#### **APME Revenues**



APME — In 2012, revenues from services for APME increased 2.5% (3.1% in constant currency and 1.6% on an organic constant currency basis) compared to 2011. China and India both made acquisitions in 2011, which significantly increased their revenues. Excluding acquisitions, revenue growth in constant currency for 2012 in China and India was 11.4% and 17.5%, respectively. In Japan (which represents 42.9% of APME's revenues), we saw a slight decrease of 0.2% on a constant currency basis for 2012 due to declining demand for our staffing services within our Manpower business line, offset by a 16.6% increase in the combined Experis and ManpowerGroup Solutions business lines, compared to 2011. In Australia, revenues were down 6.0% in constant currency for 2012 compared to 2011 due to the decreased demand resulting from their economic slowdown.

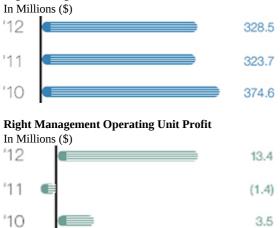
In 2011, revenues from services increased 24.0% (14.2% in constant currency and 7.6% on an organic constant currency basis) compared to 2010. In 2011, China and India both made acquisitions, which significantly increased their revenues. Excluding acquisitions, revenue growth in constant currency was 81.7% and 18.1% for China and India, respectively. Australia also experienced strong revenue growth in their staffing/interim business, which resulted in growth of 13.2% in constant currency in 2011 compared to 2010. This was offset, in part, by Japan where revenues from services were flat in constant currency in 2011 compared to 2010 as a 33.9% increase in the ManpowerGroup Solutions business offset the decline in their staffing/interim business.

Gross profit margin decreased in 2012 compared to 2011 due to the margin declines in our higher-margin ManpowerGroup Solutions business as well as a slight margin decline in our lower-margin staffing/interim business. In 2011, gross profit margin decreased due to the changes in business mix that were impacted, in part, by growth in several larger clients with lower margin business and by the lower-margin business in one of our China acquisitions.

Selling and administrative expenses decreased 3.6% (-3.5% in constant currency) in 2012 compared to 2011 due to productivity improvements along with tighter expense controls. In 2011, selling and administrative expenses increased compared to 2010 due to the addition of recurring selling and administrative costs of the China and India acquisitions and increased compensation costs arising from headcount increases to support the growth in organic revenues and an increase in variable incentive-based compensation as a result of improved results.

OUP margin for APME was 3.3%, 3.0%, and 2.2% in 2012, 2011 and 2010, respectively. The OUP margin increase in 2012 was due to productivity improvements and tighter expense controls as we were able to decrease our selling and administrative expenses while revenues increased. The improvement in 2011 was due to the increase in revenues and gross profit margin without the corresponding increase in costs.

#### **Right Management Revenues**



Right Management — Right Management is a leading global provider of talent and career management workforce solutions operating in over 130 offices in more than 50 countries and territories.

In 2012, revenues from services increased 1.5% (3.4% in constant currency). The increase was due to the growth in our counter-cyclical outplacement services, which were up 10.1% (12.2% in constant currency) in 2012 compared to 2011, partially offset by a 12.8% (11.2% in constant currency) decline in demand for our talent management business, as we are seeing a longer sales cycle as clients defer their discretionary spending.

In 2011, revenues from services decreased 13.6% (-16.6% in constant currency). This decrease was due primarily to the decline in the demand for the countercyclical outplacement services, where revenues generally decline as we experience an economic recovery. The 25.9% decline in outplacement services was partially offset by an increase of 6.1% in constant currency in our talent management business.

Gross profit margin increased in 2012 compared to 2011 due to the margin improvement in each business line and the business mix changes in our revenues, as we saw an increase in the higher-margin outplacement services and a decrease

<sup>34</sup> ManpowerGroup 2012 Annual Report Management's Discussion & Analysis

in the lower-margin talent management business. In 2011, gross profit margin decreased due to the business mix change, as we saw declines in the higher margin outplacement services.

In 2012, selling and administrative expenses decreased 1.7% (0.4% increase in constant currency) compared to 2011 as the cost savings from the reorganization plan to streamline the office infrastructure and management organization favorably impacted expense levels. In 2011, selling and administrative expenses decreased 16.5% in constant currency compared to 2010 as costs were reduced in response to the lower 2011 revenue volumes.

OUP margin for Right Management was 4.1%, -0.4% and 0.9% for 2012, 2011 and 2010, respectively. The OUP margin for 2012 was higher due to the greater mix of outplacement business compared to 2011 as well as the decrease in selling and administrative expenses due to cost savings from the reorganization plan noted above, offset, in part, by the \$10.9 million of reorganization costs incurred in 2012 compared to \$5.5 million in 2011. OUP margin in 2011 was unfavorably impacted by the significant decrease in our career management business as well as the reorganization costs incurred during the year.

# Financial Measures — Constant Currency and Organic

# Constant Currency Reconciliation

Certain constant currency and organic constant currency percent variances are discussed throughout this annual report. A reconciliation to the percent variances calculated based on our annual financial results is provided below. (See Constant Currency and Organic Constant Currency on page 27 for further information.)

Impact of

Organi

		Reported			Variance	Impact of Acquisitions	Organic Constant
Amounts represent 2012		Amount	Reported	Impact of	in Constant	(in Constant	Currency
Percentages represent 2012 compared to 2011		(in millions)	Variance	Currency	Currency	Currency)	Variance
Revenues from Services							
Americas:	<i>ф</i>	0.010 5	(1.0)0/	0/	(1.0)0/	0/	(1.0)0/
United States	\$	3,010.5	(4.0)%	%	(4.0)%	%	(4.0)%
Other Americas		1,585.4	4.8	(5.1)	9.9	0.3	9.6
		4,595.9	(1.2)	(1.7)	0.5	0.1	0.4
Southern Europe:							
France		5,425.6	(12.2)	(7.6)	(4.6)	1.5	(6.1)
Italy		1,056.8	(15.8)	(6.9)	(8.9)	_	(8.9)
Other Southern Europe		768.5	(1.1)	(8.0)	6.9	—	6.9
		7,250.9	(11.7)	(7.5)	(4.2)	1.1	(5.3)
Northern Europe		5,773.9	(6.3)	(5.0)	(1.3)	—	(1.3)
APME		2,728.8	2.5	(0.6)	3.1	1.5	1.6
Right Management		328.5	1.5	(1.9)	3.4		3.4
ManpowerGroup	\$	20,678.0	(6.0)%	(4.6)%	(1.4)%	0.6%	(2.0)%
Gross Profit — ManpowerGroup	\$	3,442.0	(7.1)%	(4.1)%	(3.0)%	0.7%	(3.7)%
Operating Unit Profit							
Americas:							
United States	\$	60.8	(35.4)%	%	(35.4)%	%	(35.4)%
Other Americas		50.6	5.7	(3.4)	9.1	1.1	8.0
		111.4	(21.6)	(1.2)	(20.4)	0.4	(20.8)
Southern Europe:							
France		56.7	(33.4)	(6.8)	(26.6)	2.2	(28.8)
Italy		45.4	(38.7)	(5.3)	(33.4)	—	(33.4)
Other Southern Europe		10.1	(6.8)	(7.8)	1.0	—	1.0
		112.2	(34.0)	(6.2)	(27.8)	1.1	(28.9)
Northern Europe		159.8	(24.8)	(3.8)	(21.0)	—	(21.0)
APME		90.7	15.2	(1.0)	16.2	1.6	14.6
Right Management		13.4	N/A	N/A	N/A	_	N/A
Operating Profit — ManpowerGroup	\$	411.7	(21.5)%	(5.0)%	(16.5)%	0.7%	(17.2)%

of financial condition and results of operations

Amounts represent 2011 Percentages represent 2011 compared to 2010	Reported Amount (in millions)	Reported Variance	Impact of Currency	Variance in Constant Currency	Impact of Acquisitions (in Constant Currency)	Organic Constant Currency Variance
Revenues from Services						
Americas:						
United States	\$ 3,137.3	12.7%	%	12.7%	6.5%	6.2%
Other Americas	1,512.1	19.5	1.1	18.4		18.4
	4,649.4	14.8	0.3	14.5	4.6	9.9
Southern Europe:						
France	6,179.1	18.6	6.0	12.6	0.5	12.1
Italy	1,255.8	20.3	6.1	14.2	—	14.2
Other Southern Europe	776.9	11.2	4.4	6.8		6.8
	8,211.8	18.1	5.8	12.3	0.4	11.9
Northern Europe	6,159.4	15.3	6.0	9.3		9.3
APME	2,661.7	24.0	9.8	14.2	6.6	7.6
Right Management	323.7	(13.6)	3.0	(16.6)		(16.6)
ManpowerGroup	\$ 22,006.0	16.6%	5.0%	11.6%	1.9%	9.7%
Gross Profit — ManpowerGroup	\$ 3,706.3	14.2%	4.8%	9.4%	2.0%	7.4%
Operating Unit Profit						
Americas:						
United States	\$ 94.1	119.8%	%	119.8%	21.6%	98.2%
Other Americas	47.8	31.2	0.5	30.7	—	30.7
	141.9	79.0	0.2	78.8	10.0	68.8
Southern Europe:						
France	85.2	80.7	11.3	69.4	3.5	65.9
Italy	74.1	55.9	8.7	47.2	_	47.2
Other Southern Europe	10.8	51.5	4.0	47.5	—	47.5
	170.1	67.1	9.6	57.5	1.6	55.9
Northern Europe	212.6	41.5	8.7	32.8		32.8
APME	78.8	66.7	11.9	54.8	10.6	44.2
Right Management	(1.4)	(139.4)	(2.7)	(136.7)		(136.7)
Operating Profit — ManpowerGroup	\$ 524.2	529.6%	27.1%	502.5%	7.2%	495.3%

#### Cash Sources and Uses

Cash used to fund our operations is primarily generated through operating activities and provided by our existing credit facilities. We believe that our available cash and our existing credit facilities are sufficient to cover our cash needs for the foreseeable future. We assess and monitor our liquidity and capital resources globally. We use a global cash pooling arrangement, intercompany lending, and some local credit lines to meet funding needs and allocate our capital resources among our various entities. As of December 31, 2012, we had \$423.7 million of cash held by foreign subsidiaries that was not available to fund domestic operations unless repatriated. We anticipate cash repatriations to the United States from certain international subsidiaries and have provided for deferred taxes related to those foreign earnings not considered to be permanently invested. As of December 31, 2012, we have recorded a deferred tax liability of \$15.7 million and \$22.0 million, respectively, related to these non-United States earnings that may be remitted.

Our principal ongoing cash needs are to finance working capital, capital expenditures, debt payments, interest expense, share repurchases, dividends and acquisitions. Working capital is primarily in the form of trade receivables, which generally increase as revenues increase. The amount of financing necessary to support revenue growth depends on receivables turnover, which differs in each market where we operate.

Cash provided by operating activities was \$331.6 million, \$69.2 million and \$182.1 million for 2012, 2011 and 2010. The increase in cash generated from operating activities in 2012 from 2011 was primarily attributable to decreased working capital needs as a result of the declining revenues and a 1.2 day decrease in our Days Sales Outstanding ("DSO"). Changes in operating assets and liabilities utilized approximately \$13.8 million of cash in 2012 as compared to \$367.6 million in 2011 and \$76.4 million in 2010.

Accounts receivable were flat at \$4,179.0 million as of December 31, 2012 compared to \$4,181.3 million as of December 31, 2011, primarily due to the change in exchange rates. Utilizing exchange rates as of December 31, 2011, the December 31, 2012 balance would have been approximately \$61.6 million lower than reported as demand decreased for our services.

Capital expenditures were \$72.0 million, \$64.9 million and \$58.5 million during 2012, 2011 and 2010, respectively. These expenditures were primarily comprised of purchases of computer equipment, office furniture and other costs related to office openings and refurbishments, as well as capitalized software costs of \$3.3 million, \$0.4 million and \$1.4 million in 2012, 2011 and 2010, respectively.

On April 16, 2012, we acquired Damilo Group ("Damilo"), a French firm specializing in IT design solutions, for total consideration, net of cash acquired, of  $\pounds 21.2$  (\$28.0) million. Goodwill arising from this transaction was  $\pounds 30.8$  (\$40.6) million. The related intangible assets were  $\pounds 6.3$  (\$8.0) million and  $\pounds 5.8$  (\$7.6) million as of April 16, 2012 and December 31, 2012, respectively. The assumed liabilities and acquired assets, net of goodwill, related intangible assets and cash arising from the transaction were  $\pounds 33.8$  (\$44.6) million and  $\pounds 17.9$  (\$23.6) million, respectively.

On September 22, 2011, we acquired approximately 70% of the shares and voting rights of Proservia SA ("Proservia"), a provider of information technology and systems engineering solutions in France. We acquired the remaining shares and voting rights by the end of November 2011. The purchase price was  $\leq 14.89$  (\$19.93) per share. The total consideration, net of cash acquired, was  $\leq 21.6$  (\$29.4) million. Goodwill arising from this transaction was  $\leq 20.7$  (\$27.7) million. The related intangible assets were  $\leq 11.0$  (\$14.7) million,  $\leq 10.8$  (\$14.0) million and  $\leq 9.4$  (\$12.4) million as of September 22, 2011, December 31, 2011 and December 31, 2012, respectively.

In April 2010, we acquired COMSYS IT Partners, Inc. ("COMSYS"), a leading professional staffing firm in the United States, from its existing shareholders. The value of the consideration for each outstanding share of COMSYS common stock was approximately \$17.65, for a total enterprise value of \$427.0 million, including debt of \$47.1 million, which we repaid upon closing. The consideration was approximately 50% ManpowerGroup common stock (3.2 million shares with a fair value of \$188.5 million upon closing) and approximately 50% cash (consideration of \$191.4 million). In addition, we incurred approximately \$10.8 million of transaction costs associated with the acquisition during the year ended December 31, 2010, which have been classified in selling and administrative expenses. Goodwill arising from this transaction was \$278.0 million as of December 31, 2012 and 2011. Intangible assets related to this transaction were \$67.1 million and \$85.4 million as of December 31, 2012 and 2011, respectively.

From time to time, we acquire and invest in companies throughout the world, including franchises. Excluding Damilo, Proservia and COMSYS, the total cash consideration paid for acquisitions, net of cash acquired, for the years ended December 31, 2012, 2011 and 2010 was \$21.0 million, \$19.6 million and \$32.3 million, respectively. Goodwill resulting from the remaining 2012 acquisitions was \$5.6 million as of December 31, 2012. No intangible asset resulted from the remaining 2012 acquisitions.

Net debt borrowings were \$41.7 million in 2012 compared to \$15.3 million in 2011 and repayments of \$14.9 million for 2010. We use excess cash to pay down borrowings under facilities when appropriate.

In December 2012, November 2011 and December 2010, the Board of Directors authorized the repurchase of 8.0 million, 3.0 million and 3.0 million shares of our common stock, respectively. Share repurchases may be made from time to time through a variety of methods, including open market purchases, block transactions, privately negotiated transactions, accelerated share repurchase programs, forward repurchase agreements or similar facilities. In 2012, we repurchased a total of 3.6 million shares, comprised of 0.6 million shares under the 2010 authorization and 3.0 million shares under the 2011 authorization, at a total cost of \$138.2 million. In 2011, we repurchased a total of 2.6 million shares, composed of 0.2 million shares under the 2007 authorization and 2.4 million shares under the 2010 authorization, at a total cost of \$104.5 million. In 2010, we repurchased 0.9 million shares of common stock at a total cost of \$34.8 million under the 2007 authorization. As of December 31, 2012, there were no shares remaining under the 2011, 2010 or 2007 authorization. No purchases were made under the 2012 authorization.

of financial condition and results of operations

We have aggregate commitments of \$1,963.1 million related to debt, operating leases, severances and office closure costs, and certain other commitments, as follows:

(in millions)	Total	2013	2014-2015	2016-2017	Thereafter
Long-term debt including					
interest	\$ 845.5	\$ 291.1	\$ 41.8	\$ 41.4	\$ 471.2
Short-term borrowings	43.3	43.3	_		_
Operating leases	798.2	210.3	279.4	153.9	154.6
Severances and other office					
closure costs	41.4	30.8	8.2	2.4	_
Other	234.7	74.2	81.3	53.4	25.8
	\$ 1,963.1	\$ 649.7	\$ 410.7	\$ 251.1	\$ 651.6

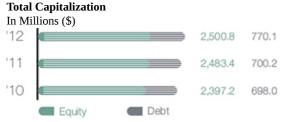
Our liability for unrecognized tax benefits, including related interest and penalties, of \$26.0 million is excluded from the commitments above as we cannot determine the years in which these positions might ultimately be settled.

We recorded net reorganization costs of \$48.8 million, \$23.1 million and \$36.1 million in 2012, 2011 and 2010, respectively, in selling and administrative expenses, primarily related to severances and office closures and consolidations in multiple countries. These expenses are net of reversals of previous accruals resulting mainly from larger-than-estimated cost savings from subleasing and lease buyouts. During 2012, we made payments of \$36.8 million out of our reorganization reserve. We expect a majority of the remaining \$41.4 million reserve will be paid in 2013. (See Note 1 to the Consolidated Financial Statements for further information.)

In the fourth quarter of 2012, we implemented a simplification plan that impacts all of our segments as well as our corporate functions. The goal of our plan is to simplify our organization by creating the right agility and speed, which allows us to move forward regardless of the economic challenges and focuses around four different areas: organization design, programs, delivery models, and technology structure. We estimate that the \$26.6 million of reorganization costs we recorded in the fourth quarter of 2012 in connection with this plan will result in a reduction in selling and administrative expenses of approximately \$52.0 million in 2013. We expect further reorganization costs, and estimate that we will achieve additional savings in selling and administrative expenses, in 2013 as we continue to execute our plan.

We also have entered into guarantee contracts and stand-by letters of credit that total approximately \$166.8 million and \$174.0 million as of December 31, 2012 and 2011, respectively (\$128.9 million and \$135.4 million for guarantees, respectively, and \$37.9 million and \$38.6 million for stand-by letters of credit, respectively). Guarantees primarily relate to bank accounts, operating leases and indebtedness. The stand-by letters of credit relate to workers' compensation, operating leases and indebtedness. If certain conditions were met under these arrangements, we would be required to satisfy our obligation in cash. Due to the nature of these arrangements and our historical experience, we do not expect to make any significant payments under these arrangements. Therefore, they have been excluded from our aggregate commitments identified above. The cost of these guarantees and letters of credit was \$1.7 million and \$1.5 million in 2012 and 2011, respectively.

# **Capital Resources**



Total capitalization as of December 31, 2012 was \$3,270.9 million, comprised of \$770.1 million in debt and \$2,500.8 million in equity. Debt as a percentage of total capitalization was 24%, 22% and 23% as of December 31, 2012, 2011 and 2010, respectively.

#### **EURO NOTES**

On June 22, 2012, we offered and sold €350.0 million aggregate principal amount of the Company's 4.50% notes due June 22, 2018 (the "€350.0 million Notes"). The net proceeds from the €350.0 million Notes of €348.7 million were used to repay borrowings under our \$800.0 million revolving credit facility that were drawn in May to repay our €300.0 million notes that matured on June 1, 2012 and for general corporate purposes. The €350.0 million Notes were issued at a price of 99.974% to yield an effective interest rate of 4.505%. Interest on the €350.0 million Notes is payable in arrears on June 22 of each year.

We also have €200.0 million aggregate principal amount of 4.75% notes due June 14, 2013 (the "€200.0 million Notes"). The €200.0 million Notes were issued at a price of 99.349% to yield an effective interest rate of 4.862%. The discount of €1.3 (\$1.6) million is being amortized to interest expense over the term of the €200.0 million Notes. Interest on the €200.0 million Notes is payable in arrears on June 14 of each year.

Both the €350.0 million Notes and the €200.0 million Notes are unsecured senior obligations and rank equally with all of our existing and future senior unsecured debt and other liabilities. We may redeem these notes, in whole but not in part, at our option at any time for a redemption price determined in accordance with the term of the notes. These notes also contain certain customary non-financial restrictive covenants and events of default.

When these notes mature, we plan to repay these amounts with available cash or borrowings under our \$800.0 million revolving credit facility, or new borrowing. The credit terms, including interest rate and facility fees, of any replacement borrowings will be dependent upon the condition of the credit markets at that time. We currently do not anticipate any problems accessing the credit markets should we decide to replace our notes.

Our euro-denominated notes have been designated as a hedge of our net investment in subsidiaries with a euro-functional currency. Since our net investment in these subsidiaries exceeds the respective amount of the designated borrowings, all foreign exchange gains or losses related to these borrowings are included as a component of accumulated other comprehensive income. (See Significant Matters Affecting Results of Operations and Notes 7 and 12 to the Consolidated Financial Statements for further information.)

#### **REVOLVING CREDIT AGREEMENT**

On October 5, 2011, we entered into a \$800.0 million Five-Year Credit Agreement (the "Agreement") with a syndicate of commercial banks. This Agreement replaced our previous \$400.0 million revolving credit facility. The Agreement allows for borrowing in various currencies and up to \$150.0 million may be used for the issuance of stand-by letters of credit. The Agreement terminates in October 2016. Outstanding letters of credit issued under the Agreement totaled \$0.9 million and \$1.6 million as of December 31, 2012 and 2011, respectively. Additional borrowings of \$799.1 million and \$798.4 million were available to us under the Agreement as of December 31, 2012 and 2011, respectively.

Under the Agreement, a credit ratings-based pricing grid determines the facility fee and the credit spread that we add to the applicable interbank borrowing rate on all borrowings. At our current credit rating, the annual facility fee is 22.5 bps paid on the entire \$800.0 million facility and the credit spread is 127.5 bps on any borrowings. Any downgrades from the credit rating agencies would unfavorably impact our facility fees and result in additional costs ranging from approximately \$0.2 million to \$0.4 million annually. We had no borrowings under this Agreement as of December 31, 2012 or 2011.

The Agreement contains customary restrictive covenants pertaining to our management and operations, including limitations on the amount of subsidiary debt that we may incur and limitations on our ability to pledge assets, as well as financial covenants, including covenants requiring, among other things, that we comply with a leverage ratio (net Debt-to-EBITDA) of not greater than 3.5 to 1 and a fixed charge coverage ratio of not less than 1.5 to 1. The Agreement also contains customary events of default, including, among others, payment defaults, material inaccuracy of representations and warranties, covenant defaults, bankruptcy or involuntary proceedings, certain monetary and non-monetary judgments, change of control and customary ERISA defaults.

As defined in the Agreement, we had a net Debt-to-EBITDA ratio of 0.97 to 1 (compared to the maximum allowable ratio of 3.5 to 1) and a Fixed Charge Coverage ratio of 2.84 to 1 (compared to the minimum required ratio of 1.5 to 1) as of December 31, 2012. Based on our current forecast, we expect to be in compliance with our financial covenants for the next 12 months.

#### **OTHER**

In addition to the previously mentioned facilities, we maintain separate bank credit lines with financial institutions to meet working capital needs of our subsidiary operations. As of December 31, 2012, such uncommitted credit lines totaled \$379.4 million, of which \$334.8 million was unused. Under the Agreement, total subsidiary borrowings cannot exceed \$300.0 million in the first, second and fourth quarters, and \$600.0 million in the third quarter of each year. Due to these limitations, additional borrowings of \$255.4 million could have been made under these lines as of December 31, 2012.

In January 2013, Moody's Investors Services lowered our credit outlook from positive to stable, while maintaining the Baa3 credit rating. Our credit rating from Standard and Poor's is BBB- with a stable outlook. The rating agencies use a proprietary methodology in determining their ratings and outlook which includes, among other things, financial ratios based upon debt levels and earnings performance. Both of the current credit ratings are investment grade. ManpowerGroup 2012 Annual Report Management's Discussion & Analysis

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#### **Application of Critical Accounting Policies**

The preparation of our financial statements in conformity with accounting principles generally accepted in the United States requires us to make estimates and assumptions that affect the reported amounts. A discussion of the more significant estimates follows. Management has discussed the development, selection and disclosure of these estimates and assumptions with the Audit Committee of our Board of Directors.

#### ALLOWANCE FOR DOUBTFUL ACCOUNTS

We have an allowance for doubtful accounts recorded as an estimate of the accounts receivable balance that may not be collected. This allowance is calculated on an entity-by-entity basis with consideration for historical write-off experience, the current aging of receivables and a specific review for potential bad debts. Items that affect this balance mainly include bad debt expense and write-offs of accounts receivable balances.

Bad debt expense, which increases our allowance for doubtful accounts, is recorded as a selling and administrative expense and was \$29.2 million, \$25.9 million and \$28.9 million for 2012, 2011 and 2010, respectively. Factors that would cause this provision to increase primarily relate to increased bankruptcies by our clients and other difficulties collecting amounts billed. On the other hand, an improved write-off experience and aging of receivables would result in a decrease to the provision.

Write-offs, which decrease our allowance for doubtful accounts, are recorded as a reduction to our accounts receivable balance and were \$23.2 million, \$25.0 million and \$33.5 million for 2012, 2011 and 2010, respectively.

#### **EMPLOYMENT-RELATED ITEMS**

The employment of contingent workers and permanent staff throughout the world results in the recognition of liabilities related to defined benefit pension plans, self-insured workers' compensation, social program remittances and payroll tax audit exposures that require us to make estimates and assumptions in determining the proper reserve levels. These reserves involve significant estimates or judgments that are material to our financial statements.

#### **Defined Benefit Pension Plans**

We sponsor several qualified and nonqualified pension plans covering permanent employees. The most significant plans are located in the United Kingdom, the United States, the Netherlands and other European countries. Annual expense relating to these plans is recorded as selling and administrative expense and is estimated to be approximately \$11.6 million in 2013, compared to \$12.6 million, \$9.7 million and \$9.2 million in 2012, 2011 and 2010, respectively. Included in the 2013 expense estimate is a \$2.3 million curtailment gain resulting from an amendment to a defined benefit plan in the Netherlands. Effective January 1, 2013, the defined benefit plan was frozen, and the participants were transitioned to a defined contribution plan.

The calculations of annual pension expense and the pension liability required at year-end include various actuarial assumptions such as discount rates, expected rate of return on plan assets, compensation increases and employee turnover rates. We determine our assumption for the discount rate to be used for purposes of computing annual service and interest costs based on an index of high-quality corporate bond yields and matched-funding yield curve analysis as of the measurement date. We review the actuarial assumptions on an annual basis and make modifications to the assumptions as necessary. We review market data and historical rates, on a country-by-country basis, to check for reasonableness in setting both the discount rate and the expected return on plan assets. We estimate compensation increases and employee turnover rates for each plan based on the historical rates and the expected future rates for each respective country. Changes to any of these assumptions will impact the level of annual expense recorded related to the plans.

We used a weighted-average discount rate of 3.7% for the United States plans and 4.2% for non-United States plans in determining the estimated pension expense for 2013. These rates compare to the weighted-average discount rate of 4.6% for the United States plans and 4.7% for non-United States plans in determining the estimated pension expense for 2012, and reflect the current interest rate environment. Absent any other changes, a 25 basis point increase and decrease in the weighted-average discount rate would impact 2013 consolidated pension expense by approximately \$0.1 million and \$0.8 million for the United States plans and non-United States plans, respectively. We have selected a weighted-average expected return on plan assets of 6.3% for the United States plans and 4.2% for the non-United States plans in determining the estimated pension expense for 2013. The comparable rates used for the calculation of the 2012 pension expense were 6.3% and 4.7% for the United States plans and non-United States plans, respectively. A 25 basis point change in the weighted-average expected return on plan assets would impact 2013 consolidated pension expense by approximately \$0.1 million for the United States plans and \$0.7 million for the non-United States plans. Changes to these assumptions have historically not been significant in any jurisdiction for any reporting period, and no significant adjustments to the amounts recorded have been required in the past or are expected in the future. (See Note 8 to the Consolidated Financial Statements for further information.)

#### **United States Workers' Compensation**

In the United States, we are under a self-insured retention program in most states covering workers' compensation claims for our contingent workers. We determine the proper reserve balance using an actuarial valuation, which considers our historical payment experience and current employee demographics. Our reserve for such claims as of December 31, 2012 and 2011 was \$74.8 million and \$78.8 million, respectively. Workers' compensation expense is recorded as a component of cost of services.

There are two main factors that impact workers' compensation expense: the number of claims and the cost per claim. The number of claims is driven by the volume of hours worked, the business mix which reflects the type of work performed (for example, office and professional work have fewer claims than industrial work), and the safety of the environment where the work is performed. The cost per claim is driven primarily by the severity of the injury, related medical costs and lost-time wage costs. A 10% change in the number of claims or cost per claim would impact workers' compensation expense in the United States by approximately \$3.1 million.

Historically, we have not had significant changes in our assumptions used in calculating our reserve balance or significant adjustments to our reserve level. We continue our focus on safety, which includes training of contingent workers and client site reviews. Given our current claims experience and cost per claim, we do not expect a significant change in our workers' compensation reserve in the near future.

#### Social Program Remittances and Payroll Tax Audit Exposure

On a routine basis, various governmental agencies in some of the countries in which we operate audit our payroll tax calculations and our compliance with other payroll-related regulations. These audits focus primarily on documentation requirements and our support for our payroll tax remittances. Due to the nature of our business, the number of people that we employ, and the complexity of some payroll tax regulations, we may have some adjustments to the payroll tax remittances as a result of these audits.

In particular, the French government has various social programs that are aimed at reducing the cost of labor and encouraging employment, particularly for lowwage workers, through the reduction of payroll taxes (or social contribution). Due to the number of new programs or program changes, and the complexity of compliance, we may have adjustments to the amount of reductions claimed as a result of the audits.

We make an estimate of the additional remittances that may be required on a country-by-country basis, and record the estimate as a component of cost of services or selling and administrative expenses, as appropriate. Each country's estimate is based on the results of past audits and the number of years that have not yet been audited, with consideration for changing business volumes and changes to the payroll tax regulations. To the extent that our actual experience differs from our estimates, we will need to make adjustments to our reserve balance, which will impact the results of the related operation and the operating segment in which it is reported. Other than France, we have not had any significant adjustments to the amounts recorded as a result of any payroll tax audits, and we do not expect any significant adjustments to the recorded amounts in the near term.

In France, we currently maintain a reserve for 2007 through 2012, which has been estimated based on the results of past audits, changes in business volumes and the assessments related to the audit of 2007 through 2011. While some adjustment may be appropriate as we finalize the audits, we do not expect any significant adjustments to the recorded amount in the near term.

The United States Federal Work Opportunity Tax Credit ("WOTC") was retroactively reinstated to January 1, 2012 as part of the American Taxpayer Relief Act, which was enacted on January 2, 2013. The \$7.0 million tax benefit related to 2012 will be recognized by the Company during the first quarter of 2013, the period during which the law was enacted. The American Taxpayer Relief Act also extended the WOTC through December 31, 2013.

#### **DEFERRED REVENUE**

We recognize revenues under the current accounting guidance on revenue recognition. The accounting guidance generally provides that revenues for time-based services be recognized over the average length of the services being provided. For the outplacement line of business, we recognize revenues from individual programs over the estimated period in which services are rendered to candidates. For large projects within the outplacement line of business, we recognize revenues over the period in which the services are provided. In our consulting business, revenues are recognized upon the performance of the service under the consulting service contract. For performance-based contracts, we defer recognizing revenues until the performance criteria have been met.

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The amounts billed for outplacement, consulting services and performance-based contracts in excess of the amount recognized as revenues are recorded as deferred revenue and included in accrued liabilities for the current portion and other long-term liabilities for the long-term portion in our Consolidated Balance Sheets.

Significant factors impacting deferred revenue are the type of programs and projects sold and the volume of current billings for new programs and projects. Over time, an increasing volume of new billings will generally result in higher amounts of deferred revenue, while decreasing levels of new billings will generally result in lower amounts of deferred revenue. As of December 31, 2012 and 2011, the current portion of deferred revenue was \$55.7 million and \$54.3 million, respectively, and the long-term portion of deferred revenue was \$17.1 million and \$28.6 million, respectively.

#### **INCOME TAXES**

We account for income taxes in accordance with the accounting guidance on income taxes. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between financial statement carrying amounts of existing assets and liabilities and their respective tax bases, and net operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. We record a valuation allowance against deferred tax assets for which utilization of the asset is not likely.

The accounting guidance related to uncertain tax positions requires an evaluation process for all tax positions taken that involves a review of probability for sustaining a tax position. If the probability for sustaining a tax position is more likely than not, which is a 50% threshold, then the tax position is warranted and the largest amount that would be realized upon ultimate settlement is recognized. An uncertain tax position, one which does not meet the 50% threshold, will not be recognized in the financial statements.

Our judgment is required in determining our deferred tax assets and liabilities, and any valuation allowances recorded. Our net deferred tax assets may need to be adjusted in the event that tax rates are modified, or our estimates of future taxable income change, such that deferred tax assets or liabilities are expected to be recovered or settled at a different tax rate than currently estimated. In addition, valuation allowances may need to be adjusted in the event that our estimate of future taxable income changes from the amounts currently estimated. We have unrecognized tax benefits related to items in various countries. To the extent these items are settled for an amount different than we currently expect, the unrecognized tax benefit will be adjusted.

We provide for income taxes on a quarterly basis based on an estimated annual tax rate. In determining this rate, we make estimates about taxable income for each of our largest locations worldwide, as well as the tax rate that will be in effect for each location. To the extent these estimates change during the year, or actual results differ from these estimates, our estimated annual tax rate may change between quarterly periods and may differ from the actual effective tax rate for the year.

#### GOODWILL AND INDEFINITE-LIVED INTANGIBLE ASSET IMPAIRMENT

In accordance with the accounting guidance on goodwill and other intangible assets, we perform an annual impairment test of goodwill at our reporting unit level and indefinite-lived intangible assets at our unit of account level during the third quarter, or more frequently if events or circumstances change that would more likely than not reduce the fair value of our reporting units below their carrying value.

We performed our annual impairment test of our goodwill and indefinite-lived intangible assets during the third quarter of 2012 and 2011, and there was no impairment of our goodwill or our indefinite-lived intangible assets.

Significant assumptions used in our annual goodwill impairment test during the third quarter of 2012 included: expected future revenue growth rates, operating unit profit margins, working capital levels, discount rates ranging from 10.6% to 16.9%, and a terminal value multiple. The expected future revenue growth rates and operating unit profit margins were determined after taking into consideration our historical revenue growth rates and operating unit profit margins, our assessment of future market potential, and our expectations of future business performance.

The table below provides a sample of our reporting units' estimated fair values and carrying values, which were determined as part of our annual goodwill impairment test performed in the third quarter ended September 30, 2012. The reporting units included below represent 70% of our consolidated goodwill balance as of September 30, 2012.

		Netherlands		Right
(in millions)	United States	(Vitae)	France	Management
Estimated fair values	\$ 1,233.4	\$ 177.8	\$ 992.2 \$	175.5
Carrying values	1,045.3	122.4	522.7	128.2

In the fourth quarter of 2010, two of our reporting units, Right Management and Jefferson Wells, each experienced strong indicators of impairment due to continued deterioration in market conditions. They each experienced further than anticipated profitability declines in the fourth quarter, which led us to adjust our long-term outlooks for each reporting unit. As a result, we performed an impairment test of our goodwill and indefinite-lived intangible assets during the fourth quarter of 2010, which resulted in a non-cash impairment charge of \$311.6 million (\$311.6 million after-tax) for goodwill associated with Right Management and Jefferson Wells. In addition, we incurred a non-cash impairment charge of \$117.2 million (\$72.7 million after-tax) for the tradenames associated with these two reporting units. The goodwill and intangible asset impairment charge was non-cash in nature and did not impact our liquidity, cash flows provided by operating activities or future operations. (See Note 1 to the Consolidated Financial Statements for further information.)

#### Significant Matters Affecting Results of Operations

#### **MARKET RISKS**

We are exposed to the impact of foreign currency exchange rate fluctuations and interest rate changes.

**Exchange Rates** — Our exposure to foreign currency exchange rates relates primarily to our foreign subsidiaries and our euro-denominated borrowings. For our foreign subsidiaries, exchange rates impact the United States dollar value of our reported earnings, our investments in the subsidiaries and the intercompany transactions with the subsidiaries.

Approximately 85% of our revenues and profits are generated outside of the United States, with approximately 44% generated from our European operations that use the euro as their functional currency. As a result, fluctuations in the value of foreign currencies against the United States dollar, particularly the euro, may have a significant impact on our reported results. Revenues and expenses denominated in foreign currencies are translated into United States dollars at the monthly weighted-average exchange rates for the year. Consequently, as the value of the United States dollar changes relative to the currencies of our major markets, our reported results vary.

Throughout 2012 and 2011, the United States dollar was volatile, but generally strengthened, against many of the currencies of our major markets. Revenues from services in constant currency were approximately 5.0% higher than reported in 2012, and 5.0% lower than reported in 2011. If the United States dollar had strengthened an additional 10% during 2012, revenues from services would have decreased by approximately 8.5% from the amounts reported. If the United States dollar had weakened an additional 10% during 2011, revenues from services would have increased by approximately 8.5% from the amounts reported.

Fluctuations in currency exchange rates also impact the United States dollar amount of our shareholders' equity. The assets and liabilities of our non-United States subsidiaries are translated into United States dollars at the exchange rates in effect at year-end. The resulting translation adjustments are recorded in shareholders' equity as a component of accumulated other comprehensive income. The United States dollar weakened relative to many foreign currencies as of December 31, 2012 compared to December 31, 2011. Consequently, shareholders' equity increased by \$8.0 million as a result of the foreign currency translation adjustments recorded in shareholders' equity would have increased by approximately \$47.0 million from the amounts reported.

As of December 31, 2011, the United States dollar strengthened relative to many foreign currencies compared to December 31, 2010. Consequently, shareholders' equity decreased by \$42.3 million as a result of the foreign currency translation as of December 31, 2011. If the United States dollar had strengthened an additional 10% as of December 31, 2011, resulting translation adjustments recorded in shareholders' equity would have increased by approximately \$145.4 million from the amounts reported.

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Although currency fluctuations impact our reported results and shareholders' equity, such fluctuations generally do not affect our cash flow or result in actual economic gains or losses. Substantially all of our subsidiaries derive revenues and incur expenses within a single country and, consequently, do not generally incur currency risks in connection with the conduct of their normal business operations. We generally have few cross-border transfers of funds, except for transfers to the United States for payment of license fees and interest expense on intercompany loans, working capital loans made between the United States and our foreign subsidiaries, and payments between certain countries for services provided. To reduce the currency risk related to these transactions, we may borrow funds in the relevant foreign currency under our revolving credit agreement or we may enter into a forward contract to hedge the transfer.

As of December 31, 2012, there were £4.0 (\$6.4) million of forward contracts that relate to cash flows owed to our foreign subsidiaries in 2013. Our forward contracts are not designated as hedges. Consequently, any gain or loss resulting from the change in fair value is recognized in the current period earnings as is the currency gain or loss on the amounts owed.

As of December 31, 2012, we had outstanding \$725.5 million in aggregate principal amount of notes denominated in euros (€550.0 million). These notes have been designated as a hedge of our net investment in subsidiaries with the euro-functional currency. Since our net investment in these subsidiaries exceeds the respective amount of the designated borrowings, translation gains or losses related to these borrowings are included as a component of accumulated other comprehensive income. Shareholders' equity decreased by \$7.9 million, net of tax, due to changes in accumulated other comprehensive income during the year due to the currency impact on these designated borrowings.

On January 7, 2010, Venezuela's National Consumer Price Index for December 2009 was released, which noted that the cumulative three-year inflation rates for both of Venezuela's inflation indices were over 100%. Under the current accounting guidance, since the country's economy is considered highly inflationary, the functional currency of the foreign entity (Bolivar Fuerte) must be remeasured to the functional currency of the reporting entity (United States dollar) effective January 1, 2010. As such, all currency adjustments related to the assets and liabilities of our Venezuelan subsidiary are now reported as translation gains or losses in our Consolidated Statements of Operations.

**Interest Rates** — Our exposure to market risk for changes in interest rates relates primarily to our variable rate long-term debt obligations. We have historically managed interest rates through the use of a combination of fixed- and variable- rate borrowings and interest rate swap agreements. As of December 31, 2012, we had the following fixed- and variable- rate borrowings:

		Weighted-
		Average
(in millions)	Amount	Interest Rate <sup>(1)</sup>
Variable-rate borrowings	\$ 43.3	9.10%
Fixed-rate borrowings	726.8	4.63
Total debt	\$ 770.1	4.88%

(1) The rates are impacted by currency exchange rate movements.

Sensitivity analysis — The following tables summarize our debt and derivative instruments that are sensitive to foreign currency exchange rate and interest rate movements. All computations below are based on the United States dollar spot rate as of December 31, 2012 and 2011. The exchange rate computations assume a 10% appreciation or 10% depreciation of the euro and British pound to the United States dollar.

The hypothetical impact on 2012 and 2011 earnings and accumulated other comprehensive income of the stated change in rates is as follows:

2012 (in millions)	Movements In Exchange Rates					
Market Sensitive Instrument	10% Depreciation	10% Appreciation				
Euro notes:						
€200.0, 4.86% Notes due June 2013	\$ 26.4(1) \$	(26.4) <sup>(1)</sup>				
€350.0, 4.51% Notes due June 2018	46.2(1)	(46.2) <sup>(1)</sup>				
Forward contracts:						
£4.0 to \$6.4	0.6	(0.6)				

	Movemen	ts In Exchange Rates
10	% Depreciation	10% Appreciation
\$	25.9(1) \$	$(25.9)^{(1)}$
	38.9(1)	$(38.9)^{(1)}$
	2.7	(2.7)
	1(	10% Depreciation \$ 25.9(1) \$ 38.9(1)

(1) Exchange rate movements are recorded through accumulated other comprehensive income as these instruments have been designated as an economic hedge of our net investment in subsidiaries with a euro functional currency.

The hypothetical changes in the fair value of our market sensitive instruments due to changes in interest rates, and changes in foreign currency exchange rates for the forward contracts, are as follows: As of December 31, 2012

As of December 31, 2012		
Market Sensitive Instrument (in millions)	10% Decrease	10% Increase
Fixed rate debt:		
€200.0, 4.86% Notes due June 2013	\$ 26.8(1) \$	(26.8) <sup>(1)</sup>
€350.0, 4.51% Notes due June 2018	51.1(1)	(51.1) <sup>(1)</sup>
Forward contacts:		
£4.0 to \$6.4	0.6	(0.6)
As of December 31, 2011		
Market Sensitive Instrument (in millions)	10% Decrease	10% Increase
Fixed rate debt:		
€200.0, 4.86% Notes due June 2013	\$ 26.4(1) \$	(26.4) <sup>(1)</sup>
€300.0, 4.58% Notes due June 2012	39.1(1)	(39.1) <sup>(1)</sup>
Forward contacts:		
£17.3 to \$27.0	2.7	(2.7)

(1) This change in fair value is not recorded in the Consolidated Financial Statements, however disclosure of the fair value is included in Note 1 to the Consolidated Financial Statements.

#### IMPACT OF ECONOMIC CONDITIONS

One of the principal attractions of using workforce solutions and service providers is to maintain a flexible supply of labor to meet changing economic conditions. Therefore, the industry has been and remains sensitive to economic cycles. To help minimize the effects of these economic cycles, we offer clients a continuum of services to meet their needs throughout the business cycle. We believe that the breadth of our operations and the diversity of our service mix cushion us against the impact of an adverse economic cycle in any single country or industry. However, adverse economic conditions in any of our largest markets, or in several markets simultaneously, would have a material impact on our consolidated financial results.

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#### LEGAL REGULATIONS

The workforce solutions and services industry is closely regulated in all of the major markets in which we operate except the United States and Canada. Many countries impose licensing or registration requirements and substantive restrictions on employment services, either on the provider of recruitment services or the ultimate client company, or minimum benefits to be paid to the temporary employee either during or following the temporary assignment. Regulations also may restrict the length of assignments, the type of work permitted or the occasions on which contingent workers may be used. Changes in applicable laws or regulations have occurred in the past and are expected in the future to affect the extent to which workforce solutions and services firms may operate. These changes could impose additional costs, taxes, record keeping or reporting requirements; restrict the tasks to which contingent workers may be assigned; limit the duration of or otherwise impose restrictions on the nature of the relationship (with us or the client); or otherwise adversely affect the industry. All of our other service lines are currently not regulated.

In many markets, the existence or absence of collective bargaining agreements with labor organizations has a significant impact on our operations and the ability of clients to utilize our services. In some markets, labor agreements are structured on a national or industry-wide (rather than a company-by-company) basis. Changes in these collective bargaining agreements have occurred in the past, are expected to occur in the future, and may have a material impact on the operations of workforce solutions and services firms, including us.

In Germany, six labor unions representing approximately two-thirds of the market for temporary workers entered into new Collective Labor Agreements with the temporary help industry. Two of these new agreements became effective in November of 2012 and the others will become effective in January–May of 2013. We expect additional unions representing temporary workers to negotiate similar arrangements. These agreements will require, among other things, higher wages to temporary employees. Our intention is to pass these higher wage rates on to clients, but at this stage we are unable to assess the success of this effort or the impact these higher costs could have on market demand. We expect this could have an unfavorable impact on our gross profit margin percent in Germany, as we may not be able to pass on these additional costs with a mark-up. However, we currently do not expect a significant impact on our consolidated or Northern Europe financial results.

In July 2011, the French Social Security Act FY11 was passed by the French government, which requires French companies to pay a bonus to all employees when dividends paid to shareholders have increased compared to the average dividend paid over the previous two fiscal years. We currently do not expect the legislation to have a material impact on our financial results in the near term.

The Agency Workers Directive ("AWD") impacts all EU member states and was passed to ensure "equal treatment" for agency (temporary) workers. It also requires all member states to review and address unnecessary prohibitions and restrictions on the use of agency workers. Equal treatment has been in place by law in many countries; therefore, we have not seen any significant changes. The United Kingdom, however, was the least regulated staffing market in Europe and put various regulations into effect in October 2011 as a result of AWD. We have seen a decline in gross profit margin, as cost increases could not always be passed on with a normal mark-up, but no other significant impact on our business from these changes.

The French government announced proposed legislation in 2012 to drive investment in further employment opportunities by giving tax credits to most French and foreign enterprises subject to corporate tax in France. This proposed law, Credit d'Impôt pour la Compétitivité et l'Emploi ("CICE"), would provide income tax credits based on a percentage of wages paid to employees receiving less than two and a half times the French minimum wage. The tax credit would be 4% of eligible wages in 2013 and would increase to 6% of eligible wages in 2014, and would be used to reinvest in employment and any other investment to improve the competitiveness of the Company. Any amounts not creditable against our current income taxes payable would be refunded after three years. The CICE is expected to be passed in the first quarter of 2013 and would become effective as of January 1, 2013. We are currently assessing the impact the CICE may have on our financial results.

#### **RECENTLY ISSUED ACCOUNTING STANDARDS**

In May 2011, the FASB issued new accounting guidance on fair value measurement. The new guidance clarifies some existing concepts, eliminates wording differences between United States Generally Accepted Accounting Principles ("GAAP") and International Financial Reporting Standards ("IFRS"), and in some limited cases, changes some principles to achieve convergence between United States GAAP and IFRS. The new guidance results in a consistent definition of fair value and common requirements for measurement of and disclosure about fair value between United States GAAP and IFRS. It also expands the disclosures for fair value measurements that are estimated using significant unobservable (Level 3) inputs. We adopted this guidance effective January 1, 2012. There was no impact of this adoption on our Consolidated Financial Statements.

In June 2011, the FASB issued new accounting guidance on presentation of comprehensive income. The new guidance requires an entity to present the total of comprehensive income, the components of net income, and annually present the components of other comprehensive income either in a single continuous statement of comprehensive income, or in two separate but consecutive statements. It eliminates the option to present components of other comprehensive income as part of the statement of shareholders' equity. We adopted this guidance in the first quarter of 2012.

In September 2011, the FASB issued new accounting guidance on testing goodwill for impairment. Under the revised guidance, entities testing goodwill for impairment have the option of performing a qualitative assessment before calculating the fair value of the reporting unit (i.e., step 1 of the goodwill impairment test). If entities determine, on the basis of qualitative factors, that the fair value of the reporting unit is more likely than not less than the carrying amount, the two-step impairment test would be required. We adopted this guidance effective January 1, 2012. We did not adopt the option of performing a qualitative assessment and the application of the guidance to our annual impairment test had no impact on our Consolidated Financial Statements.

In December 2011, the FASB issued new accounting guidance on balance sheet offsetting. The new guidance requires an entity to disclose both gross information and net information about instruments and transactions eligible for offset in the statement of financial position. It also requires disclosures on instruments and transactions subject to an agreement similar to a master netting agreement. The guidance is effective for us in 2013. We are currently assessing the impact of the adoption of this guidance will have on our Consolidated Financial Statements.

In July 2012, the FASB issued new accounting guidance on testing indefinite-lived intangible assets other than goodwill for impairment. The revised guidance allows entities the option to first assess qualitative factors to determine whether it is necessary to perform the quantitative impairment test. An entity electing to perform a qualitative assessment is no longer required to calculate the fair value of an indefinite-lived intangible asset unless the entity determines, based on a qualitative assessment, that it is "more likely than not" that the asset is impaired. The guidance is effective for us in 2013. We do not expect the adoption of this guidance to have an impact on our Consolidated Financial Statements.

#### FORWARD-LOOKING STATEMENTS

Statements made in this annual report that are not statements of historical fact are forward-looking statements. All forward-looking statements involve risks and uncertainties. The information under the heading "Forward-Looking Statements" in our annual report on Form 10-K for the year ended December 31, 2012, which information is incorporated herein by reference, provides cautionary statements identifying, for purposes of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, important factors that could cause our actual results to differ materially from those contained in the forward-looking statements. Some or all of the factors identified in our annual report on Form 10-K may be beyond our control. Forward-looking statements can be identified by words such as "expect," "anticipate," "intend," "plan," "may," "believe," "seek," "estimate," and similar expressions. We caution that any forward-looking statement reflects only our belief at the time the statement is made. We undertake no obligation to update any forward-looking statements to reflect subsequent events or circumstances.

#### Management Report on Internal Control Over Financial Reporting

We are responsible for establishing and maintaining effective internal control over financial reporting as defined in Rule 13a-15(f) under the Securities Exchange Act of 1934. Our internal control over financial reporting is a process designed to provide reasonable assurance to management and the Board of Directors regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Under the supervision and with the participation of management, including our Chairman and Chief Executive Officer and our Executive Vice President and Chief Financial Officer, we conducted an evaluation of the effectiveness of our internal control over financial reporting based on the framework in *Internal Control — Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission. This evaluation included review of the documentation of controls, evaluation of the design effectiveness of controls, testing of the operating effectiveness of controls and a conclusion on this evaluation. Deloitte & Touche LLP, the Company's independent registered public accounting firm, issued an attestation report on the effectiveness of the Company's internal control over financial reporting as of December 31, 2012, which is included herein. Based on our evaluation we have concluded that our internal control over financial reporting was effective as of December 31, 2012.

February 22, 2013

#### Report of Independent Registered Public Accounting Firm

# To the Board of Directors and Shareholders of ManpowerGroup Inc.

We have audited the accompanying consolidated balance sheets of ManpowerGroup Inc. and subsidiaries (the "Company") as of December 31, 2012 and 2011, and the related consolidated statements of operations, comprehensive income (loss), shareholders' equity, and cash flows for each of the three years in the period ended December 31, 2012. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2012 and 2011, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2012, in conformity with accounting principles generally accepted in the United States of America.

As discussed in Note 1 to the consolidated financial statements, the Company has changed its method of presenting comprehensive income in 2012 due to the adoption of FASB Accounting Standards Update No. 2011-05, *Presentation of Comprehensive Income*. The change in presentation has been applied retrospectively to all periods presented.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the Company's internal control over financial reporting as of December 31, 2012, based on the criteria established in *Internal Control — Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission and our report dated February 22, 2013 expressed an unqualified opinion on the Company's internal control over financial reporting.

Deloitte & Touche LLP

Milwaukee, Wisconsin February 22, 2013 48 ManpowerGroup 2012 Annual Report Report of Independent Registered Public Accounting Firm

#### Report of Independent Registered Public Accounting Firm

#### To the Board of Directors and Shareholders of ManpowerGroup Inc.

We have audited the internal control over financial reporting of ManpowerGroup Inc. and subsidiaries (the "Company") as of December 31, 2012, based on criteria established in *Internal Control — Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission. The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed by, or under the supervision of, the company's principal executive and principal financial officers, or persons performing similar functions, and effected by the company's board of directors, management, and other personnel to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that(1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of the inherent limitations of internal control over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may not be prevented or detected on a timely basis. Also, projections of any evaluation of the effectiveness of the internal control over financial reporting to future periods are subject to the risk that the controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2012, based on the criteria established in *Internal Control — Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated financial statements as of and for the year ended December 31, 2012 of the Company and our report dated February 22, 2013 expressed an unqualified opinion on those financial statements.

& Touche LLP Delatte

Milwaukee, Wisconsin February 22, 2013 49 ManpowerGroup 2012 Annual Report Report of Independent Registered Public Accounting Firm

# CONSOLIDATED STATEMENTS OF OPERATIONS in millions, except per share data

Year Ended December 31		2012		2011		2010
Revenues from services	\$ 20,67		\$	22.006.0	\$	18,866.5
Cost of services	17,23		Ψ	18,299.7	Ψ	15,621.1
Gross profit	3,44		_	3,706.3		3,245.4
Selling and administrative expenses, excluding impairment charges	3,03	0.3		3,182.1		2,938.6
Goodwill and intangible asset impairment charges				_		428.8
Selling and administrative expenses	3,03	0.3		3,182.1		3,367.4
Operating profit (loss)	41	1.7		524.2		(122.0)
Interest and other expenses	4	3.3		44.3		43.2
Earnings (loss) before income taxes	36	8.4		479.9		(165.2)
Provision for income taxes	17	0.8		228.3		98.4
Net earnings (loss)	\$ 19	7.6	\$	251.6	\$	(263.6)
Net earnings (loss) per share — basic	\$2	.49	\$	3.08	\$	(3.26)
Net earnings (loss) per share — diluted	\$2	.47	\$	3.04	\$	(3.26)
Weighted average shares — basic	7	9.5		81.6		81.0
Weighted average shares — diluted	8	0.1		82.8		81.0

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS) in millions

Year Ended December 31	2012	2011	2010
Net earnings (loss)	\$ 197.6	\$ 251.6	\$ (263.6)
Other comprehensive loss:			
Foreign currency translation adjustments	0.2	(56.4)	(46.3)
Translation adjustments on net investment hedge, less income taxes of \$(4.8), \$7.9 and \$18.0,			
respectively	(7.9)	12.9	29.3
Translation adjustments of long-term intercompany loans	15.7	1.2	2.6
Unrealized gain on investments, less income taxes of \$1.1, \$0.0 and \$0.4, respectively	3.6	0.2	1.4
Defined benefit pension plans and retiree health care plan, less income taxes of \$(4.3), \$(4.8) and \$(3.3),			
respectively	(12.5)	(9.6)	(6.9)
Total other comprehensive loss	\$ (0.9)	\$ (51.7)	\$ (19.9)
Comprehensive income (loss)	\$ 196.7	\$ 199.9	\$ (283.5)

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

50 ManpowerGroup 2012 Annual Report Consolidated Statements of Operations

# CONSOLIDATED BALANCE SHEETS

in millions, except share and per share data

Determined and Assets         2012         2011           Current Assets         2014         2011           Carrent Assets         4,175.0         4,181.0           Accounts receivable, less allowance for doubtful accounts of \$118.0 and \$108.6, respectively         4,175.0         4,181.1           Prepaid expenses and other assets         102.9         176.3           Future income tax benefits         606.6         52.4           Total current assets         5,060.6         4,990.5           Other Assets         303.6         334.9           GoodWill         1,041.3         994.7           Total other assets         1,767.2         1,757.2           Total other assets         1,767.2         1,757.2           Property and Equipment         704.1         695.6           Land, buildings, lessehold improvements and equipment         704.1         695.6           Land, buildings, lessehold improvements and equipment         704.1         685.6           Land, buildings, lessehold insurance         \$ 7,012.6         \$ 1,466.5         \$ 1,370.6           Employee compensation payable         \$ 210.7         221.9         \$ 221.9           Accruet payable         \$ 308.0         343.2         \$ 338.5           Conter Liabuiltities </th <th>December 31</th> <th></th> <th>2012</th> <th></th> <th>2011</th>	December 31		2012		2011
Current Assets         S         648.1         S         500.5           Cash and cash equivalents         A (179.0)         4,181.3         4,179.0)         4,181.3           Prepaid expenses and other assets         172.9         176.3         172.9         176.3           Future income tax benefits         60.6         52.4         0         60.6         52.4           Total current assets         5,060.6         4.990.5         0         4.990.5           Other Assets         5         0.00.6         334.9           Other assets         305.3         395.1         395.1         390.5         395.1           Total other assets         1,767.2         1,734.7         174.1         685.6           Less: accumulated depreciation and anorization         519.3         511.1         184.8         174.5           Total assets         \$         7,012.6         \$         6,899.7           LIABILITITES AND SHAREHOLDERS' EQUITY         210.7         221.9         221.9           Accounts payable         \$         1,466.5         \$         1.370.6           Employee compensation payable         \$         1,466.5         \$         1.370.6           Countor spayable         \$         1,221.9			2012		2011
Cash acks equivalents\$648.1\$\$\$50.5Accounts receivable, less allowance for doubtful accounts of \$118.0 and \$108.6, respectively4,179.04,181.3Prepail expenses and other assets172.9176.3172.9176.3Future income tax benefits5,060.64,990.54,990.54,990.5100.64,990.5Order Assets1,041.3994.7104.0330.6334.9335.1335.1335.1335.11,767.21,763.71,767.71,764					
Accounts receivable, less allowance for doubtful accounts of \$118.0 and \$108.6, respectively         4,179.0         4,181.3           Prepaid expenses and other assets         172.9         176.3           Puture income task benefits         60.6         5.24           Total current assets         5,060.6         4.990.5           Other Assets         330.6         334.9           Goodwill         1,041.3         984.7           Intanglible assets, less accumulated amorization of \$213.2 and \$176.1, respectively         330.6         335.3           Total other assets         330.6         334.9           Other Assets         1,767.2         1,73.7           Property and Equipment         184.8         174.5           Lass, accumulated depreciation and anorization         519.3         51.11           Net property and Equipment         184.8         174.5           Current Liabilities         5         7,012.6         \$ 6,899.7           LIABILITIES AND SHAREHOLDERS' EQUITY         114.8         174.5         210.7           Current Liabilities         533.8         520.8         520.8           Accrued payroll taxes and insurance         402.5         502.3         503.8         520.3           Short-tem Disonorowings and current maturities of long-term		\$	648 1	\$	580 5
Prepaid expenses and other assets       172.9       176.3         Future income tax benefits       60.6       52.4         Total current assets       5,060.6       4,990.5         Other Assets       330.6       254.9         Goodwill       1,041.3       994.7         Intangible assets, less accumulated amortization of \$213.2 and \$176.1, respectively       330.6       254.9         Other assets       395.3       395.1       395.1         Total other assets       1,767.2       1,777.2       1,774.7         Property and Equipment       519.3       511.1       511.1         Net property and equipment       184.8       174.5       7         Total assets       \$ 7,01.2.6       \$ 6,899.7         LIABILITIES AND SHAREHOLDERS' EQUITY       210.7       221.9         Current Liabilities       51.370.6       5       1,370.6         Accured payroll taxes and insurance       665.7       712.4       52.3         Short-term borrowings and current maturities of long-term debt       30.0       434.2         Total current liabilities       32.6       54.9       52.3         Short-term borrowings and current maturities of long-term debt       30.0       434.2         Total current liabilities       <	1	Ψ		Ψ	
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Total current assets         5,060.6         4,990.5           Other Assets         1,041.3         984.7           Intangible assets, less accumulated amortization of \$213.2 and \$176.1, respectively         330.6         334.9           Other assets         3395.3         395.1         335.3         395.1           Total other assets         1,767.2         1,784.7         1,747.7           Property and Equipment         519.3         511.1         Rest         685.6         519.3         511.1           Net property and equipment         184.8         174.5         68.99.7         702.6         \$ 6,899.7           Total assets         \$ 7,012.6         \$ 1,370.6         210.7         221.9           Accrued labilities         \$ 21.0.7         221.9         221.9         20.7         221.9           Accrued labilities         \$ 1,370.6         685.7         712.4         \$ 1,370.6         20.0.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         221.9         20.7         22.0.8         2					
Other Assets         Image: Proceeding and the process of the proces of the process of the proces of the process of the proc		_			
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Intangible assets, less accumulated amortization of \$213.2 and \$176.1, respectively330.6354.9Other assets335.1335.1Total other assets1,767.21,734.7Property and Equipment704.1685.6Less: accumulated depreciation and amortization519.3511.1Net property and equipment184.8174.5Total assets7,012.6\$6,899.7LIABILITIES AND SHAREHOLDERS' EQUITY1210.7221.9Accounts payable210.7221.9333.850.04Accounts payable685.77.12.4\$338.2Accounts payable685.77.12.4\$3.30.6Accounts payable210.7221.93.31.13.31.8Accured liabilities685.77.12.4\$5.33.8Short-term browings and current maturities of long-term debt3.67.7.23.762.23.762.2Total other liabilities3.677.23.762.23.762.23.762.2Total other liabilities3.677.23.762.23.762.23.661.1Total other liabilities3.82.03.72.53.83.15.23.3Total other liabilities3.82.23.72.53.83.25.23.3Total other liabilities3.82.23.72.53.83.25.23.3Total other liabilities3.82.23.82.23.82.23.82.2Total other liabilities3.82.23.82.23.83.23.83.2Total other liabilities3.82.23.82.23.83.23.83.2			1.041.3		984.7
Other assets         395.3         395.1           Total other assets         1,767.2         1,734.7           Property and Equipment         704.1         685.6           Land, buildings, leasehold improvements and equipment         704.1         685.6           Less: accumulated depreciation and amortization         519.3         511.1           Net property and equipment         184.8         174.5           Total assets         7,012.6         \$ 6,699.7           LIABILITIES AND SHAREHOLDERS' EQUITY         210.7         221.9           Current Liabilities         333.8         520.8           Accrude liabilities         533.8         520.8           Accrude javiol taxes and insurance         685.7         712.4           Value added taxes payable         336.72.2         3,677.2           Short-tern biolitities         308.0         434.2           Total current liabilities         36.77.2         3,762.2           Other liabilities         337.5         388.1           Total other liabilities         36.77.2         3,762.2           Other liabilities         36.77.2         3,762.2           Other liabilities         336.51.0         338.10           Total current liabilities         36.61.1 <td></td> <td></td> <td>· · · · · · · · · · · · · · · · · · ·</td> <td></td> <td></td>			· · · · · · · · · · · · · · · · · · ·		
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Land, buildings, leasehold improvements and equipment         704.1         685.6           Less: accumulated depreciation and amortization         519.3         511.1           Net property and equipment         184.8         174.5           Total assets         \$7012.6         \$6.6           LIABILITIES AND SHAREHOLDERS' EQUITY         \$7012.6         \$1.370.6           Current Liabilities         210.7         221.9           Accounts payable         210.7         221.9           Accrued labilities         533.8         250.8           Accrued payroll taxes and insurance         685.7         712.4           Value added taxes payable         308.0         434.2           Total current Liabilities         326.7         38.6           Total other liabilities         338.0         266.0           Other long-term liabilities         326.7         367.2           Total other liabilities         326.1         366.1           Total other liabilities         383.6         654.1           Shareholders' Equity         - </td <td></td> <td></td> <td>_,</td> <td></td> <td>_,</td>			_,		_,
Less: accumulated depreciation and amortization519.3511.1Net property and equipment184.8174.5Total assets\$ 7,012.6\$ 6,899.7LIABILITIES AND SHAREHOLDERS' EQUITY Current Liabilities\$ 1,466.5\$ 1,370.6Accounts payable210.7221.9Accounts payable533.3.8520.8Accrued hiabilities533.3.8520.8Accrued payroll taxes and insurance668.7712.4Value added taxes payable668.7712.4Value added taxes payable308.0434.2Total current liabilities308.0434.2Total current liabilities3,672.23,762.2Other Liabilities36.6654.1Total ournent maturities of long-term debt33.67.2388.1Total ournent liabilities462.1266.0Other liabilities462.1266.0Total ournent liabilities384.6654.1Shareholders' Equity1.11.1Preferred stock, \$0.1 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Common stock, \$0.1 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively2,873.22,839.9Retained earnings1,101.5971.7Accurulated other comprehensive income34.433.64.6Treasury stock at cost, 3,2896,063 and 29,172,342 shares, respectively1.11.1Total shareholders' equity(1,1509.4)(1,364.6)Total shareholders' equity <td< td=""><td></td><td></td><td>704.1</td><td></td><td>685.6</td></td<>			704.1		685.6
Net property and equipment184.8174.5Total assets\$7,012.6\$6,899.7LIABILITIES AND SHAREHOLDERS' EQUITY Current Liabilities\$1,466.5\$1,370.6Employee compensation payable\$1,466.5\$1,370.6Carcrued liabilities\$33.8520.8Accrued payroll taxes and insurance685.7712.4Value added taxes payable685.7712.4Short-term biorrowings and current maturities of long-term debt308.0434.2Total current liabilities372.5388.1Long-term debt462.1266.0Other Liabilities372.5388.1Total other liabilities372.5388.1Total other liabilities372.5388.1Total other liabilities11.11.1Common stock, \$.01 par value, authorized 25,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, none issuedCurulated other comprehensive income34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively1,101.5971.7Accumulated other comprehensive income34.4354.6Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' eq			519.3		511.1
Total assets\$ 7,012.6\$ 6,899.7LIABILITIES AND SHAREHOLDERS' EQUITY Current Liabilities\$ 1,466.5\$ 1,370.6Accounts payable\$ 1,466.5\$ 1,370.6Employee compensation payable\$ 210.7221.9Accrued liabilities\$ 333.8\$20.8Accrued jayoul taxes and insurance\$ 685.7712.4Value added taxes payable\$ 472.5\$502.3Short-term borrowings and current maturities of long-term debt308.0\$ 434.2Total current liabilities\$ 3,677.2\$ 3,762.2Other Liabilities\$ 3,677.2\$ 3,762.2Iong-term debt\$ 462.1266.0Other long-term liabilities\$ 372.5\$ 388.1Total other liabilities\$ 334.6\$ 654.1Shareholders' Equity\$ 1.11.1Preferred stock, \$.01 par value, authorized 25,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value\$ 34.4\$ 35.3Accumulated other comprehensive income\$ 34.4\$ 35.3Treasury stock at cost, \$2,289,603 and 29,172,342 shares, respectively\$ (1,50.4)\$ (1,364.6)Total shareholders' equity\$ 2,500.8\$ 2,483.4	*	_	184.8		174.5
LIABILITIES AND SHAREHOLDERS' EQUITY Current LiabilitiesImage: Component of the system of the syste		.\$	7.012.6	\$	6.899.7
Current Liabilities         S         1,466.5         S         1,370.6           Accounts payable         210.7         221.9			.,	-	-,
Current Liabilities         S         1,466.5         S         1,370.6           Accounts payable         210.7         221.9	LIABILITIES AND SHAREHOLDERS' EQUITY				
Employe compensation payable         210.7         221.9           Accrued liabilities         533.8         520.8           Accrued payroll taxes and insurance         685.7         712.4           Value added taxes payable         472.5         502.3           Short-term borrowings and current maturities of long-term debt         308.0         434.2           Total current liabilities         367.2         3,762.2           Other Liabilities         462.1         266.0           Other long-term liabilities         372.5         388.1           Total other liabilities         372.5         388.1           Total other liabilities         834.6         654.1           Shareholders' Equity         -         -           Preferred stock, \$.01 par value, authorized 25,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively         1.1         1.1           Capital in excess of par value         2,873.2         2,839.9         2,873.2         2,839.9           Retained earnings         1,101.5         971.7         71.4         3.4         35.3           Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively         (1,509.4)         (1,364.6)         34.4         35.3					
Employee compensation payable         210.7         221.9           Accrued liabilities         533.8         520.8           Accrued payroll taxes and insurance         685.7         712.4           Value added taxes payable         685.7         712.4           Value added taxes payable         472.5         502.3           Short-term borrowings and current maturities of long-term debt         308.0         434.2           Total current liabilities         367.0         3,762.2           Other Liabilities         462.1         266.0           Other long-term liabilities         462.1         266.0           Other long-term liabilities         372.5         388.1           Total other liabilities         834.6         654.1           Shareholders' Equity         -         -           Preferred stock, \$.01 par value, authorized 25,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively         1.1         1.1           Capital in excess of par value         2,873.2         2,839.9         2,873.2         2,839.9           Retained earnings         11,01.5         971.7         971.7           Accumulated other comprehensive income         34.4         35.3         35.3           Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectivel	Accounts payable	\$	1,466.5	\$	1.370.6
Accrued liabilities       533.8       520.8         Accrued payroll taxes and insurance       685.7       712.4         Value added taxes payable       472.5       502.3         Short-term borrowings and current maturities of long-term debt       308.0       434.2         Total current liabilities       3,677.2       3,762.2         Other Liabilities       462.1       26.00         Long-term debt       462.1       26.00         Other liabilities       372.5       388.1         Total other liabilities       372.5       388.1         Total other liabilities       334.6       654.1         Shareholders' Equity       -       -         Preferred stock, \$.01 par value, authorized 25,000,000 shares, issued 109,076,337 shares, respectively       1.1       1.1         Capital in excess of par value       2,873.2       2,839.9       2,873.2       2,839.9         Retained earnings       1,001.5       971.7       371.7       3.5       3.5         Accrumalated other comprehensive income       34.4       35.3       3.5         Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively       (1,509.4)       (1,364.6)         Total shareholders' equity       2,500.8       2,483.4	1 5	•	· · · · · · · · · · · · · · · · · · ·		221.9
Accrued payroll taxes and insurance685.7712.4Value added taxes payable472.5502.3Short-term borrowings and current maturities of long-term debt308.0434.2Total current liabilities3,677.23,762.2Other Liabilities462.1266.0Other long-term liabilities462.1266.0Other liabilities3372.5388.1Total other liabilities834.6654.1Shareholders' EquityPreferred stock, \$.01 par value, authorized 25,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings34.435.335.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,500.82,483.4			533.8		520.8
Value added taxes payable472.5502.3Short-term borrowings and current maturities of long-term debt308.0434.2Total current liabilities3,677.23,762.2Other Liabilities462.1266.0Other long-term liabilities372.5388.1Total other liabilities834.6654.1Shareholders' EquityCommon stock, \$.01 par value, authorized 25,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, none issued 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,500.82,483.4	Accrued payroll taxes and insurance		685.7		712.4
Total current liabilities3,677.23,762.2Other Liabilities462.1266.0Other long-term debt372.5388.1Total other liabilities834.6654.1Shareholders' Equity834.6654.1Preferred stock, \$.01 par value, authorized 25,000,000 shares, none issued——Common stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings1,101.5971.7Accumulated other comprehensive income34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,800.82,483.4			472.5		502.3
Other Liabilities         Optimize         Optimize           Long-term debt         462.1         266.0           Other long-term liabilities         372.5         388.1           Total other liabilities         834.6         654.1           Shareholders' Equity             Preferred stock, \$.01 par value, authorized 25,000,000 shares, none issued             Common stock, \$.01 par value, authorized 125,000,000 shares, issued 109,076,337 shares, respectively         1.1         1.1           Capital in excess of par value         2,873.2         2,839.9           Retained earnings         1,101.5         971.7           Accumulated other comprehensive income         34.4         35.3           Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively         (1,509.4)         (1,364.6)           Total shareholders' equity         2,500.8         2,483.4	Short-term borrowings and current maturities of long-term debt		308.0		434.2
Long-term debt462.1266.0Other long-term liabilities372.5388.1Total other liabilities834.6654.1Shareholders' EquityPreferred stock, \$.01 par value, authorized 25,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings2,873.22,839.9Accumulated other comprehensive income34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,500.82,483.4	Total current liabilities		3,677.2		3,762.2
Other long-term liabilities372.5388.1Total other liabilities834.6654.1Shareholders' Equity834.6654.1Preferred stock, \$.01 par value, authorized 25,000,000 shares, none issued——Common stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings1,101.5971.7Accumulated other comprehensive income34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,800.82,483.4	Other Liabilities				
Initial of the liabilitiesDataTotal other liabilities834.6654.1Shareholders' EquityPreferred stock, \$.01 par value, authorized 25,000,000 shares, none issuedCommon stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings1,101.5971.7Accumulated other comprehensive income34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,500.82,483.4	Long-term debt		462.1		266.0
Shareholders' Equity——Preferred stock, \$.01 par value, authorized 25,000,000 shares, none issued——Common stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings1,101.5971.7Accumulated other comprehensive income34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,500.82,483.4	Other long-term liabilities		372.5		388.1
Preferred stock, \$.01 par value, authorized 25,000,000 shares, none issued——Common stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively1.11.1Capital in excess of par value2,873.22,839.9Retained earnings1,101.5971.7Accumulated other comprehensive income34.435.3Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively(1,509.4)(1,364.6)Total shareholders' equity2,500.82,483.4	Total other liabilities		834.6		654.1
Common stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively         1.1         1.1           Capital in excess of par value         2,873.2         2,839.9           Retained earnings         1,101.5         971.7           Accumulated other comprehensive income         34.4         35.3           Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively         (1,509.4)         (1,364.6)           Total shareholders' equity         2,800.8         2,483.4	Shareholders' Equity				
Capital in excess of par value         2,873.2         2,839.9           Retained earnings         1,101.5         971.7           Accumulated other comprehensive income         34.4         35.3           Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively         (1,509.4)         (1,364.6)           Total shareholders' equity         2,500.8         2,483.4	Preferred stock, \$.01 par value, authorized 25,000,000 shares, none issued				
Retained earnings         1,101.5         971.7           Accumulated other comprehensive income         34.4         35.3           Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively         (1,509.4)         (1,364.6)           Total shareholders' equity         2,500.8         2,483.4	Common stock, \$.01 par value, authorized 125,000,000 shares, issued 109,543,492 and 109,076,337 shares, respectively		1.1		1.1
Accumulated other comprehensive income         34.4         35.3           Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively         (1,304.6)         (1,364.6)           Total shareholders' equity         2,500.8         2,483.4	Capital in excess of par value		2,873.2		2,839.9
Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively         (1,509.4)         (1,364.6)           Total shareholders' equity         2,500.8         2,483.4	Retained earnings		1,101.5		971.7
Total shareholders' equity   2,500.8   2,483.4	Accumulated other comprehensive income		34.4		35.3
	Treasury stock at cost, 32,896,063 and 29,172,342 shares, respectively		(1,509.4)		(1,364.6)
Total liabilities and shareholders' equity\$ 7,012.6\$ 6,899.7	Total shareholders' equity		2,500.8		2,483.4
	Total liabilities and shareholders' equity	\$	7,012.6	\$	6,899.7

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

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# CONSOLIDATED STATEMENTS OF CASH FLOWS in millions

		0040		0044		0.040
Year Ended December 31 Cash Flows from Operating Activities		2012		2011		2010
Net earnings (loss)	\$	197.6	\$	251.6	\$	(263.6)
Adjustments to reconcile net earnings (loss) to net cash provided by operating activities:	Ψ.	107.0	Ψ	201.0	Ψ	(205.0)
Depreciation and amortization		100.5		104.4		110.1
Non-cash goodwill and intangible asset impairment charges						428.8
Deferred income taxes		(11.6)		24.8		(68.5)
Provision for doubtful accounts		29.2		25.9		28.9
Share-based compensation		30.0		31.4		24.1
Excess tax benefit on exercise of share-based awards		(0.3)		(1.3)		(1.3)
Change in operating assets and liabilities, excluding the impact of acquisitions:						
Accounts receivable		48.3		(417.1)		(708.1)
Other assets		(9.2)		(48.2)		9.9
Other liabilities		(52.9)		97.7		621.8
Cash provided by operating activities	5	331.6		69.2		182.1
Cash Flows from Investing Activities						
Capital expenditures		(72.0)		(64.9)		(58.5)
Acquisitions of businesses, net of cash acquired		(49.0)		(49.0)		(270.0)
Proceeds from the sale of property and equipment		3.7		4.4		4.9
Cash used in investing activities	(1	117.3)		(109.5)		(323.6)
Cash Flows from Financing Activities						
Net change in short-term borrowings		(6.7)		15.6		(15.6)
Proceeds from long-term debt	5	751.6		0.8		1.8
Repayments of long-term debt	(2	703.2)		(1.1)		(1.1)
Proceeds from share-based awards		6.0		29.5		27.1
Other share-based transactions, net		(6.3)		1.3		1.3
Repurchases of common stock	(1	138.2)		(104.5)		(34.8)
Dividends paid		(67.8)		(65.1)		(60.8)
Cash used in financing activities	(1	164.6)		(123.5)		(82.1)
Effect of exchange rate changes on cash		17.9		(28.3)		(18.4)
Net increase (decrease) in cash and cash equivalents		67.6		(192.1)		(242.0)
Cash and cash equivalents, beginning of year	Ę	580.5		772.6		1,014.6
Cash and cash equivalents, end of year	\$ (	648.1	\$	580.5	\$	772.6
Supplemental Cash Flow Information						
Interest paid	\$	39.9	\$	43.2	\$	45.0
Income taxes paid	\$ 1	123.0	\$	170.7	\$	78.4
Non-cash financing activity:						
Common stock issued for acquisition	\$	_	\$		\$	188.5

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.
 ManpowerGroup 2012 Annual Report Consolidated Statements of Cash Flows

# CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

in millions, except share and per share data

		~	n Stock	Capital in		Accumulated Other		
	Shares issued		ir Value	Excess of Par Value	Retained Earnings	Comprehensive Income (Loss)	Treasury Stock	Total
Balance, January 1, 2010	104,397,965	\$	1.0	\$ 2,544.2	\$ 1,109.6	\$ 106.9	\$ (1,225.2)	\$ 2,536.5
Net loss					(263.6)			(263.6)
Other comprehensive loss						(19.9)		(19.9)
Issuance under equity plans, including tax								
benefits	699,244			26.2			2.2	28.4
Issuance for business acquisition	3,197,396		0.1	188.4				188.5
Share-based compensation expense				24.1				24.1
Dividends (\$0.74 per share)					(60.8)			(60.8)
Repurchases of common stock							(34.8)	(34.8)
Other				(1.2)				(1.2)
Balance, December 31, 2010	108,294,605		1.1	2,781.7	785.2	87.0	(1,257.8)	2,397.2
Net earnings					251.6			251.6
Other comprehensive loss						(51.7)		(51.7)
Issuances under equity plans, including tax								
benefits	781,732			33.1			(2.3)	30.8
Share-based compensation expense				31.4				31.4
Dividends (\$0.80 per share)					(65.1)			(65.1)
Repurchases of common stock							(104.5)	(104.5)
Other				(6.3)				(6.3)
Balance, December 31, 2011	109,076,337		1.1	2,839.9	971.7	35.3	(1,364.6)	2,483.4
Net earnings					197.6			197.6
Other comprehensive loss						(0.9)		(0.9)
Issuances under equity plans, including tax								
benefits	467,155			3.3			(6.6)	(3.3)
Share-based compensation expense				30.0				30.0
Dividends (\$0.86 per share)					(67.8)			(67.8)
Repurchases of common stock							(138.2)	(138.2)
Balance, December 31, 2012	109,543,492	\$	1.1	\$ 2,873.2	\$ 1,101.5	\$ 34.4	\$ (1,509.4)	\$ 2,500.8

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.53ManpowerGroup 2012 Annual ReportConsolidated Statements of Shareholders' Equity

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

in millions, except share and per share data

#### 01.

Summary of Significant Accounting Policies

#### NATURE OF OPERATIONS

ManpowerGroup Inc. is a world leader in the workforce solutions and services industry. Our worldwide network of 3,500 offices in 80 countries and territories enables us to meet the needs of our clients in all industry segments. Our largest operations, based on revenues, are located in the United States, France, Italy and the United Kingdom. We specialize in permanent, temporary and contract recruitment and assessment; training and development; outsourcing; career management and workforce consulting services. We provide services to a wide variety of clients, none of which individually comprise a significant portion of revenues for us as a whole.

#### **USE OF ESTIMATES**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses for the reporting period. Actual results could differ from these estimates.

#### **BASIS OF CONSOLIDATION**

The consolidated financial statements include our operating results and the operating results of all of our subsidiaries. For subsidiaries in which we have an ownership interest of 50% or less, but more than 20%, the consolidated financial statements reflect our ownership share of those earnings using the equity method of accounting. These investments, as well as certain other relationships, are also evaluated for consolidation under the accounting guidance on consolidation of variable interest entities. These investments were \$85.3 and \$75.9 as of December 31, 2012 and 2011, respectively, and are included in other assets in the Consolidated Balance Sheets. Included in shareholders' equity as of December 31, 2012 and 2011 are \$67.2 and \$64.7, respectively, of unremitted earnings from investments accounted for using the equity method. All significant intercompany accounts and transactions have been eliminated in consolidation.

#### **REVENUES AND RECEIVABLES**

We generate revenues from sales of services by our company-owned branch operations and from fees earned on sales of services by our franchise operations. Revenues are recognized as services are performed. The majority of our revenues are generated by our recruitment business, where billings are generally negotiated and invoiced on a per-hour basis. Accordingly, as contingent workers are placed, we record revenues based on the hours worked. Permanent recruitment revenues are recognized as placements are made. Provisions for sales allowances, based on historical experience, are recognized at the time the related sale is recognized.

Our franchise agreements generally state that franchise fees are calculated based on a percentage of revenues. We record franchise fee revenues monthly based on the amounts due under the franchise agreements for that month. Franchise fees, which are included in revenues from services, were \$23.9, \$25.2 and \$23.6 for the years ended December 31, 2012, 2011 and 2010, respectively.

In our outplacement business, we recognize revenues from individual programs over the estimated period in which services are rendered to candidates. For large projects within the outplacement business, we recognize revenues ratably over the period in which the services are provided. In our consulting business, revenues are recognized upon the performance of the service under the consulting service contract. For performance-based contracts, we defer recognizing revenues until the performance criteria have been met.

The amounts billed for outplacement, consulting services and performance-based contracts in excess of the amount recognized as revenues are recorded as deferred revenue and included in accrued liabilities for the current portion and other long-term liabilities for the long-term portion in our Consolidated Balance Sheets. As of December 31, 2012 and 2011, the current portion of deferred revenue was \$55.7 and \$54.3, respectively, and the long-term portion of deferred revenue was \$17.1 and \$28.6, respectively.

54 ManpowerGroup 2012 Annual Report Notes to Consolidated Financial Statements

We record revenues from sales of services and the related direct costs in accordance with the accounting guidance on reporting revenue gross as a principal versus net as an agent. In situations where we act as a principal in the transaction, we report gross revenues and cost of services. When we act as an agent, we report the revenues on a net basis. Amounts billed to clients for out-of-pocket or other cost reimbursements are included in revenues from services, and the related costs are included in cost of services.

### ALLOWANCE FOR DOUBTFUL ACCOUNTS

We have an allowance for doubtful accounts recorded as an estimate of the accounts receivable balance that may not be collected. This allowance is calculated on an entity-by-entity basis with consideration for historical write-off experience, the current aging of receivables and a specific review for potential bad debts. Items that affect this balance mainly include bad debt expense and the write-off of accounts receivable balances.

Bad debt expense is recorded as selling and administrative expenses in our Consolidated Statements of Operations and was \$29.2, \$25.9 and \$28.9 in 2012, 2011 and 2010, respectively. Factors that would cause this provision to increase primarily relate to increased bankruptcies by our clients and other difficulties collecting amounts billed. On the other hand, an improved write-off experience and aging of receivables would result in a decrease to the provision. Write-offs were \$23.2, \$25.0 and \$33.5 for 2012, 2011 and 2010, respectively.

#### **ADVERTISING COSTS**

We expense production costs of advertising as they are incurred. Advertising expenses were \$27.2, \$34.0 and \$29.2 in 2012, 2011 and 2010, respectively.

#### **REORGANIZATION COSTS**

We recorded net reorganization costs of \$48.8, \$23.1 and \$36.1 in 2012, 2011 and 2010, respectively, in selling and administrative expenses, primarily related to severances and office closures and consolidations in multiple countries. These expenses are net of reversals of previous accruals resulting mainly from larger-than-estimated cost savings from subleasing and lease buyouts. During 2012, we made payments of \$36.8 out of our reorganization reserve. We expect a majority of the remaining \$41.4 reserve will be paid or utilized in 2013. Changes in the reorganization liability balances for each reportable segment and Corporate are as follows:

		Southern	Northern		Right		
	Americas <sup>(1)</sup>	Europe <sup>(2)</sup>	Europe	APME	Management	Corporate	Total
Balance, January 1, 2011 \$	7.4 \$	5.6 \$	5.0 \$	0.7 \$	14.4 \$	1.1 \$	34.2
Severance costs, net	2.1	1.1	5.5	0.5	3.1	—	12.3
Office closure costs, net	0.3	0.4	7.7	—	2.4	—	10.8
Costs paid or utilized	(5.8)	(2.9)	(6.4)	—	(11.7)	(1.1)	(27.9)
Balance, December 31, 2011	4.0	4.2	11.8	1.2	8.2	—	29.4
Severance costs, net	5.8	2.1	8.3	0.7	3.1	9.2	29.2
Office closure costs, net	4.0	1.7	4.9	—	7.8	1.2	19.6
Costs paid or utilized	(9.3)	(3.3)	(9.4)	(1.9)	(12.5)	(0.4)	(36.8)
Balance, December 31, 2012 \$	4.5 \$	4.7 \$	15.6 \$	— \$	6.6 \$	10.0 \$	41.4

(1) Balance related to United States was \$7.4 as of January 1, 2011. In 2011, United States incurred \$1.3 for severance costs and \$0.3 for office closure costs and paid/utilized \$5.7, leaving a \$3.3 liability as of December 31, 2011. In 2012, United States incurred \$3.4 for severance costs and \$4.0 for office closure costs and paid/utilized \$6.9, leaving a \$3.8 liability as of December 31, 2012.

(2) Balance related to France was \$5.6 as of January 1, 2011. In 2011, France incurred \$0.4 for office closure costs and paid/utilized \$2.5, leaving a \$3.5 liability as of December 31, 2011. In 2012, France incurred \$1.7 for office closure costs and paid/utilized \$1.4, leaving a \$3.8 liability as of December 31, 2012. Italy had no reorganization liability as of January 1, 2011. In 2011, Italy recorded severance costs of \$0.9 and paid out \$0.5, leaving a \$0.4 liability as of December 31, 2011. In 2012, Italy incurred \$0.7 for severance costs and paid \$0.2, leaving a \$0.9 liability as of December 31, 2012.

<sup>55</sup> ManpowerGroup 2012 Annual Report Notes to Consolidated Financial Statements

in millions, except share and per share data

### **INCOME TAXES**

We account for income taxes in accordance with the accounting guidance on income taxes. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between financial statement carrying amounts of existing assets and liabilities and their respective tax basis, and net operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. We record a valuation allowance against deferred tax assets for which utilization of the asset is not likely.

### FAIR VALUE MEASUREMENTS

The assets and liabilities measured and recorded at fair value on a recurring basis were as follows:

				F	air Value Mea	asurer	nents Using				Fair Value Me	asurem	ents Using
			Quoted Prices in Active Markets for Identical		Significant Other Observable	Uı	Significant			Quoted Prices in Active Markets for Identical	Significant Other Observable		Significant
	Dec	ember 31, 2012	Assets (Level 1)		Inputs (Level 2)		Inputs (Level 3)	De	cember 31, 2011	Assets (Level 1)	Inputs (Level 2)		Inputs (Level 3)
Assets													
Available-for-sale securities	\$		\$ _	\$	—	\$	_	\$	0.4	\$ 0.4	\$ _	\$	_
Foreign currency forward contracts		0.1	_		0.1		_		_	_			
Deferred compensation plan assets		58.7	58.7				—		45.2	45.2			—
	\$	58.8	\$ 58.7	\$	0.1	\$		\$	45.6	\$ 45.6	\$ 	\$	
Liabilities													
Foreign currency forward contracts	\$		\$ _	\$	_	\$	_	\$	0.3	\$ _	\$ 0.3	\$	
	\$		\$ 	\$	—	\$		\$	0.3	\$ 	\$ 0.3	\$	

We determine the fair value of our available-for-sale securities and deferred compensation plan assets, comprised of publicly traded securities, by using market quotes as of the last day of the period. The fair value of the foreign currency forward contracts are measured at the value from either directly or indirectly observable third parties.

The carrying values of cash and cash equivalents, accounts receivable, accounts payable, and other current assets and liabilities approximate their fair values because of the short-term nature of these instruments. The carrying value of long-term debt approximates fair value, except for the euro-denominated notes. The fair value of the euro-denominated notes, as determined by the quoted market prices, was \$778.8 and \$654.9 as of December 31, 2012 and 2011, respectively, compared to a carrying value of \$725.5 and \$647.6, respectively.

We also measured certain non-financial assets on a non-recurring basis, including goodwill and tradenames. In 2010, goodwill and tradenames with a carrying amount of \$1,438.2 were written down to their fair value of \$1,009.4, resulting in an impairment charge of \$428.8 and summarized as follows:

						ran value	mutusu	ir cincints Using
		Q	Juoted Prices in					
			Active Markets	Significant Othe	4	Significant		
	December 31,		for Identical	Observabl	2	Unobservable		
	2010		Assets (Level 1)	Inputs (Level 2	)	Inputs (Level 3)		Total Losses
Goodwill	\$ 954.1	\$		\$ —	- \$	954.1	\$	(311.6)
Tradenames	55.3				-	55.3		(117.2)
							\$	(428.8)

#### **GOODWILL AND OTHER INTANGIBLE ASSETS**

We have goodwill, finite-lived intangible assets and indefinite-lived intangible assets as follows:

			2012			2011
	0	Accumulated	<b>N</b> T .	6	Accumulated	
December 31	Gross	Amortization	Net	Gross	Amortization	Net
Goodwill <sup>(1)</sup>	\$ 1,041.3	\$ 	\$ 1,041.3	\$ 984.7	\$ 	\$ 984.7
Intangible assets:						
Finite-lived:						
Technology	\$ 19.6	\$ 19.6	\$ —	\$ 19.6	\$ 19.6	\$ 
Franchise agreements	18.0	16.1	1.9	18.0	14.3	3.7
Customer relationships	339.0	165.1	173.9	328.0	130.1	197.9
Other	15.2	12.4	2.8	13.5	12.1	1.4
	391.8	213.2	178.6	379.1	176.1	203.0
Indefinite-lived:						
Tradenames <sup>(2)</sup>	54.0	_	54.0	54.0	_	54.0
Reacquired franchise rights	98.0		98.0	97.9		97.9
	152.0		152.0	151.9		151.9
Total intangible assets	\$ 543.8	\$ 213.2	\$ 330.6	\$ 531.0	\$ 176.1	\$ 354.9

(1) Balances were net of accumulated impairment loss of \$513.4 as of both December 31, 2012 and 2011.

(2) Balances were net of accumulated impairment loss of \$139.5 as of both December 31, 2012 and 2011.

Amortization expense related to intangibles was \$36.7, \$38.9 and \$39.3 in 2012, 2011 and 2010, respectively. Amortization expense expected in each of the next five years related to acquisitions completed as of December 31, 2012 is as follows: 2013 — \$32.9, 2014 — \$27.9, 2015 — \$24.8, 2016 — \$20.8 and 2017 — \$18.9. The weighted-average useful lives of the technology, franchise agreements, customer relationships and other are 5, 10, 14 and 3 years, respectively. The tradenames have been assigned an indefinite life based on our expectation of renewing the tradenames, as required, without material modifications and at a minimal cost, and our expectation of positive cash flows beyond the foreseeable future. The reacquired franchise rights result from our franchise acquisitions in the United States completed prior to 2009.

In accordance with the accounting guidance on goodwill and other intangible assets, we perform an annual impairment test of goodwill at our reporting unit level and indefinite-lived intangible assets at our unit of account level during the third quarter, or more frequently if events or circumstances change that would more likely than not reduce the fair value of our reporting units below their carrying value.

We performed our annual impairment test of our goodwill and indefinite-lived intangible assets during the third quarter of 2012 and 2011, and there was no impairment of our goodwill or indefinite-lived intangible as a result of our annual test.

The accounting guidance requires a two-step method for determining goodwill impairment. In the first step, we determined the fair value of each reporting unit, generally by utilizing an income approach derived from a discounted cash flow methodology. For certain of our reporting units, a combination of the income approach (weighted 75%) and the market approach (weighted 25%) derived from comparable public companies was utilized. The income approach is developed from management's forecasted cash flow data. Therefore, it represents an indication of fair market value reflecting management's internal outlook for the reporting unit. The market approach utilizes the Guideline Public Company Method to quantify the respective reporting unit's fair value based on revenues and earnings multiples realized by similar public companies. The market approach is more volatile as an indicator of fair value as compared to the income approach. We believe that each approach has its merits. However in the instances where we have utilized both approaches, we have weighted the income approach more heavily than the market approach because we believe that management's assumptions generally provide greater insight into the reporting unit's fair value. 57

in millions, except share and per share data

Significant assumptions used in our goodwill impairment tests during 2012, 2011 and 2010 included: expected revenue growth rates, operating unit profit margins, working capital levels, discount rates ranging from 10.6% to 16.9% for 2012, and a terminal value multiple. The expected future revenue growth rates and the expected operating unit profit margins, were determined after considering our historical revenue growth rates and operating unit profit margins, our assessment of future market potential, and our expectations of future business performance.

If the reporting unit's fair value is less than its carrying value as was the case for Right Management and Jefferson Wells in the fourth quarter of 2010, we are required to perform a second step. In the second step, we allocate the fair value of the reporting unit to all of the assets and liabilities of the reporting unit, including any unrecognized intangible assets, in a "hypothetical" calculation to determine the implied fair value of the goodwill. The impairment charge, if any, is measured as the difference between the implied fair value of the goodwill and its carrying value.

Under the current accounting guidance, we are also required to test our indefinite-lived intangible assets for impairment by comparing the fair value of the intangible asset with its carrying value. If the intangible asset's fair value is less than its carrying value, an impairment loss is recognized for the difference.

In the fourth quarter of 2010, two of our reporting units, Right Management and Jefferson Wells, each experienced strong indicators of impairment due to continued deterioration in market conditions for both reporting units as they experienced further than anticipated profitability declines in the fourth quarter, which led us to adjust our long-term outlooks for each reporting unit. As a result, we performed an impairment test of our goodwill and indefinite-lived intangible assets during the fourth quarter of 2010, which resulted in a non-cash impairment charge of \$311.6 (\$311.6 after-tax) for goodwill associated with Right Management and Jefferson Wells. In addition, we incurred a non-cash impairment charge of \$117.2 (\$72.7 after-tax) for the tradenames associated with these two reporting units.

### **MARKETABLE SECURITIES**

We account for our marketable security investments under the accounting guidance on certain investments in debt and equity securities, and have determined that all such investments are classified as available-for-sale. Accordingly, unrealized gains and unrealized losses that are determined to be temporary, net of related income taxes, are included in accumulated other comprehensive income, which is a separate component of shareholders' equity. Realized gains and losses, and unrealized losses determined to be other-than-temporary, are recorded in our Consolidated Statements of Operations. In 2012, we sold available-for-sale investments with a market value of \$0.4 and an adjusted cost basis of \$0.1 and realized a gain of \$0.3. No realized gains or losses were recorded in 2011 and 2010. We had no available-for-sale investments as of December 31, 2012. Our available-for-sale investments had a market value of \$0.4 and adjusted cost basis of \$0.1, and no unrealized losses as of December 31, 2011.

We hold a 49% interest in our Swiss franchise, which maintained an investment portfolio with a market value of \$192.5 and \$175.8 as of December 31, 2012 and 2011, respectively. This portfolio is comprised of a wide variety of European and United States debt and equity securities as well as various professionallymanaged funds, all of which are classified as available-for-sale. Our share of net realized gains and losses, and declines in value determined to be other-thantemporary, are included in our Consolidated Statements of Operations. For the years ended December 31, 2012, 2011 and 2010, realized gains totaled \$0.1, \$0.1 and \$0.5, respectively, and realized losses totaled \$0.2, \$0.3 and \$0.2, respectively. Our share of net unrealized gains and unrealized losses that are determined to be temporary related to these investments are included in accumulated other comprehensive income, with the offsetting amount increasing or decreasing our investment in the franchise.

#### **CAPITALIZED SOFTWARE FOR INTERNAL USE**

We capitalize purchased software as well as internally developed software. Internal software development costs are capitalized from the time the internal use software is considered probable of completion until the software is ready for use. Business analysis, system evaluation, selection and software maintenance costs are expensed as incurred. Capitalized software costs are amortized using the straight-line method over the estimated useful life of the software which ranges from 3 to 5 years. The net capitalized software balance of \$10.6 and \$14.4 as of December 31, 2012 and 2011, respectively, is included in other assets in the Consolidated Balance Sheets. Amortization expense related to the capitalized software costs was \$7.3, \$7.8 and \$11.6 for 2012, 2011 and 2010, respectively. ManpowerGroup 2012 Annual Report Notes to Consolidated Financial Statements

#### **PROPERTY AND EQUIPMENT**

A summary of property and equipment as of December 31 is as follows:

	2012	2011
Land	\$ 6.8	\$ 7.3
Buildings	21.0	21.5
Furniture, fixtures, and autos	198.4	194.9
Computer equipment	169.2	164.4
Leasehold improvements	308.7	297.5
Property and equipment	\$ 704.1	\$ 685.6

Property and equipment are stated at cost and are depreciated using primarily the straight-line method over the following estimated useful lives: buildings — up to 40 years; furniture, fixtures, autos and computer equipment — 2 to 16 years; leasehold improvements — lesser of life of asset or expected lease term. Expenditures for renewals and betterments are capitalized whereas expenditures for repairs and maintenance are charged to income as incurred. Upon sale or disposition of property and equipment, the difference between the unamortized cost and the proceeds is recorded as either a gain or a loss and is included in our Consolidated Statements of Operations. Long-lived assets are evaluated for impairment in accordance with the provisions of the accounting guidance on the impairment or disposal of long-lived assets.

#### DERIVATIVE FINANCIAL INSTRUMENTS

We account for our derivative instruments in accordance with the accounting guidance on derivative instruments and hedging activities. Derivative instruments are recorded on the balance sheet as either an asset or liability measured at their fair value. If the derivative is designated as a fair value hedge, the changes in the fair value of the hedged item attributable to the hedged risk are recognized in earnings. If the derivative is designated as a cash flow hedge, the effective portions of the changes in the fair value of the derivative are recorded as a component of accumulated other comprehensive income and recognized in the Consolidated Statements of Operations when the hedged item affects earnings. The ineffective portions of the changes in the fair value of cash flow hedges are recognized in earnings.

### FOREIGN CURRENCY TRANSLATION

The financial statements of our non-United States subsidiaries have been translated in accordance with the accounting guidance on foreign currency translation. Under the accounting guidance, asset and liability accounts are translated at the current exchange rate and income statement items are translated at the weighted-average exchange rate for the year. The resulting translation adjustments are recorded as a component of accumulated other comprehensive income, which is included in Shareholders' equity.

Certain foreign-currency-denominated borrowings are accounted for as a hedge of our net investment in our subsidiaries with the related functional currencies. Since our net investment in these subsidiaries exceeds the amount of the related borrowings, all translation gains or losses related to these borrowings are included as a component of accumulated other comprehensive income.

#### SHAREHOLDERS' EQUITY

In December 2012, November 2011 and December 2010, the Board of Directors authorized the repurchase of 8.0 million, 3.0 million and 3.0 million shares of our common stock, respectively. Share repurchases may be made from time to time through a variety of methods, including open market purchases, block transactions, privately negotiated transactions, accelerated share repurchase programs, forward repurchase agreements or similar facilities. In 2012, we repurchased a total of 3.6 million shares, comprised of 0.6 million shares under the 2010 authorization and 3.0 million shares under the 2011 authorization, at a total cost of \$138.2. In 2011, we repurchased a total of 2.6 million shares, composed of 0.2 million shares under the 2007 authorization and 2.4 million shares under the 2010 authorization, at a total cost of \$104.5. In 2010, we repurchased 0.9 million shares of common stock at a total cost of \$34.8 under the 2007 authorization. As of December 31, 2012, there were no shares remaining under the 2011, 2010 or 2007 authorization. No purchases were made under the 2012 authorization.

During 2012, 2011 and 2010, the Board of Directors declared total cash dividends of \$0.86, \$0.80, and \$0.74 per share, respectively, resulting in total dividend payments of \$67.8, \$65.1 and \$60.8, respectively.

### CASH AND CASH EQUIVALENTS

We consider all highly liquid investments with an original maturity of three months or less when purchased to be cash equivalents.

in millions, except share and per share data

### **RECENTLY ISSUED ACCOUNTING STANDARDS**

In May 2011, the FASB issued new accounting guidance on fair value measurement. The new guidance clarifies some existing concepts, eliminates wording differences between United States Generally Accepted Accounting Principles ("GAAP") and International Financing Reporting Standards ("IFRS"), and in some limited cases, changes some principles to achieve convergence between United States GAAP and IFRS. The new guidance results in a consistent definition of fair value and common requirements for measurement of and disclosure about fair value between United States GAAP and IFRS. It also expands the disclosures for fair value measurements that are estimated using significant unobservable (Level 3) inputs. We adopted this guidance effective January 1, 2012. There was no impact of this adoption on our Consolidated Financial Statements.

In June 2011, the FASB issued new accounting guidance on presentation of comprehensive income. The new guidance requires an entity to present the total of comprehensive income, the components of net income, and annually present the components of other comprehensive income either in a single continuous statement of comprehensive income, or in two separate but consecutive statements. It eliminates the option to present components of other comprehensive income as part of the statement of shareholders' equity. We adopted this guidance in the first quarter of 2012.

In September 2011, the FASB issued new accounting guidance on testing goodwill for impairment. Under the revised guidance, entities testing goodwill for impairment have the option of performing a qualitative assessment before calculating the fair value of the reporting unit (i.e., step 1 of the goodwill impairment test). If entities determine, on the basis of qualitative factors, that the fair value of the reporting unit is more likely than not less than the carrying amount, the two-step impairment test would be required. We adopted this guidance effective January 1, 2012. We did not adopt the option of performing a qualitative assessment and the application of the guidance to our annual impairment test had no impact on our Consolidated Financial Statements.

In December 2011, the FASB issued new accounting guidance on balance sheet offsetting. The new guidance requires an entity to disclose both gross information and net information about instruments and transactions eligible for offset in the statement of financial position. It also requires disclosures on instruments and transactions subject to an agreement similar to a master netting agreement. The guidance is effective for us in 2013. We are currently assessing the impact of the adoption of this guidance will have on our Consolidated Financial Statements.

In July 2012, the FASB issued new accounting guidance on testing indefinite-lived intangible assets other than goodwill for impairment. The revised guidance allows entities the option to first assess qualitative factors to determine whether it is necessary to perform the quantitative impairment test. An entity electing to perform a qualitative assessment is no longer required to calculate the fair value of an indefinite-lived intangible asset unless the entity determines, based on a qualitative assessment, that it is "more likely than not" that the asset is impaired. The guidance is effective for us in 2013. We do not expect the adoption of this guidance to have an impact on our Consolidated Financial Statements.

### SUBSEQUENT EVENTS

We have evaluated events and transactions occurring after the balance sheet date through our filing date and noted no events that are subject to recognition or disclosure.

### 02.

#### Acquisitions

On April 16, 2012, we acquired Damilo Group ("Damilo"), a French firm specializing in IT design solutions, for total consideration, net of cash acquired, of  $\notin$ 21.2 (\$28.0). Goodwill arising from this transaction was  $\notin$ 30.8 (\$40.6). The related intangible assets were  $\notin$ 6.3 (\$8.0) and  $\notin$ 5.8 (\$7.6) as of April 16, 2012 and December 31, 2012, respectively. The assumed liabilities and acquired assets, net of goodwill, related intangible assets and cash arising from the transaction were  $\notin$ 33.8 (\$44.6) and  $\notin$ 17.9 (\$23.6), respectively.

On September 22, 2011, we acquired approximately 70% of the shares and voting rights of Proservia SA ("Proservia"), a provider of information technology and systems engineering solutions in France. We acquired the remaining shares and voting rights by the end of November 2011. The purchase price was &14.89 (\$19.93) per share. The total consideration, net of cash acquired, was &21.6 (\$29.4). Goodwill arising from this transaction was &20.7 (\$27.7). The related intangible assets were &11.0 (\$14.7), &10.8 (\$14.0) and &9.4 (\$12.4) as of September 22, 2011, December 31, 2011 and December 31, 2012, respectively.

In April 2010, we acquired COMSYS IT Partners, Inc. ("COMSYS"), a leading professional staffing firm in the United States, from its existing shareholders. The value of the consideration for each outstanding share of COMSYS common stock was approximately \$17.65, for a total enterprise value of \$427.0, including debt of \$47.1, which we repaid upon closing. The

consideration was approximately 50% ManpowerGroup common stock (3.2 million shares with a fair value of \$188.5 upon closing) and approximately 50% cash (consideration of \$191.4). In addition, we incurred approximately \$10.8 of transaction costs associated with the acquisition during the year ended December 31, 2010, which have been classified in Selling and administrative expenses. Goodwill arising from this transaction was \$278.0 as of December 31, 2012 and 2011. Intangible assets related to this transaction were \$67.1 and \$85.4 as of December 31, 2012 and 2011, respectively.

We allocated the consideration transferred to the net assets acquired using various methodologies to assess the fair value of the assets and liabilities acquired. For our intangible assets associated with customer relationships, we utilized the multi-period excess-earnings method, a form of the income approach. Some of the significant assumptions used in this valuation included: expected revenue growth rates, operating unit profit margins, capital charges representing 1.3% of revenues, and a 13% discount rate.

The following table summarizes the fair value of the assets acquired and liabilities assumed as of the acquisition date of April 5, 2010:

Cash and cash equivalents	\$	0.9
Accounts receivable, net		207.0
Prepaid expenses and other assets		2.1
Total current assets		210.0
Goodwill		281.6
Intangible assets		127.1
Other assets		50.5
Property and equipment		5.2
Total assets	\$	674.4
	¢	105.0
Accounts payable	\$	135.9
Employee compensation payable		40.8
Accrued liabilities		14.3
Total current liabilities		191.0
Other long-term liabilities		56.4
Total liabilities assumed		247.4
Net assets acquired	\$	427.0

Of the \$427.0 of net acquired assets, \$127.1 was assigned to customer relationships and will be amortized over 14 years, using an accelerating method. The remaining fair value of \$281.6, which was not directly attributable to any specific assets or liabilities, was assigned to goodwill as part of the United States reporting unit. Of the goodwill assigned, \$19.4 is deductible for tax purposes as of December 31, 2012.

The following unaudited pro forma information reflects the results of ManpowerGroup's operations for the year ended December 31, 2010 as if the COMSYS acquisition had been completed at the beginning of the period. Pro forma adjustments have been made to illustrate the incremental impact on earnings of amortization expense related to the acquired intangible assets, lost interest income that would have been earned on the cash proceeds used to acquire COMSYS and the tax impact of these respective items.

	 2010
Revenues from services	
Pro forma	\$ 19,036.1
As reported	\$ 18,866.5
Net (loss) earnings	
Pro forma	\$ (269.9)
As reported	\$ (263.6)
Net (loss) earnings per share — diluted	
Pro forma	\$ (3.30)
As reported	\$ (3.26)

### in millions, except share and per share data

The unaudited pro forma information is provided for illustrative purposes only and does not represent what our Consolidated Statements of Operations would have been if the transaction had actually occurred as of January 1, 2010 and does not represent our expected future Consolidated Statements of Operations.

From time to time, we acquire and invest in companies throughout the world, including franchises. Excluding Damilo, Proservia and COMSYS, the total cash consideration paid for acquisitions, net of cash acquired, for the years ended December 31, 2012, 2011 and 2010 was \$21.0, \$19.6 and \$32.3, respectively. Goodwill resulting from the remaining 2012 acquisitions was \$5.6 as of December 31, 2012. No intangible asset resulted from the remaining 2012 acquisitions.

### 03.

### Share-Based Compensation Plans

We account for share-based payments according to the accounting guidance on share-based payments. During 2012, 2011 and 2010, we recognized approximately \$30.0, \$31.4 and \$24.1, respectively, in share-based compensation expense related to stock options, deferred stock, restricted stock and performance share units, all of which is recorded in selling and administrative expenses. The total income tax benefit recognized related to share-based compensation during 2012, 2011 and 2010 was \$2.4, \$3.0 and \$3.7, respectively. Consideration received from share-based awards for 2012, 2011 and 2010 was \$6.0, \$31.8 and \$24.9, respectively. The excess income tax (deficit)/benefit recognized related to share-based compensation awards, which is recorded in capital in excess of par value, for 2012, 2011 and 2010 was approximately \$(2.1), \$3.1 and \$3.7, respectively. We recognize compensation expense on grants of share-based compensation awards on a straight-line basis over the vesting period of each award.

### **STOCK OPTIONS**

Until May 3, 2011, all share-based compensation was granted under the 2003 Equity Incentive Plan of Manpower Inc. ("2003 Plan"). Following this date, all share-based compensation has been granted under the 2011 Equity Incentive Plan of Manpower Inc. ("2011 Plan"). Options and stock appreciation rights are granted at a price not less than 100% of the fair market value of the common stock at the date of grant. Generally, options are granted with a ratable vesting period of up to four years and expire ten years from date of grant. No stock appreciation rights had been granted or were outstanding as of December 31, 2012 or 2011.

Wtd. Avg

A summary of stock option activity is as follows:

		Wtd. Avg. Exercise Price	Remaining Contractual Term	Aggregate Intrinsic Value
	Shares (000)	Per Share	(years)	(in millions)
Outstanding, January 1, 2010	5,858	\$ 46		
Granted	897	53		
Exercised	(682)	37		\$ 14
Expired or cancelled	(133)	50		
Outstanding, December 31, 2010	5,940	\$ 48	6.2	
Vested or expected to vest, December 31, 2010	5,877	\$ 48	6.1	
Exercisable, December 31, 2010	3,446	\$ 49	4.7	
Outstanding, January 1, 2011	5,940	\$ 48		
Granted	199	67		
Exercised	(721)	39		\$ 13
Expired or cancelled	(153)	49		
Outstanding, December 31, 2011	5,265	\$ 50	5.7	\$ 7
Vested or expected to vest, December 31, 2011	5,235	\$ 50	5.6	
Exercisable, December 31, 2011	3,626	\$ 51	4.8	\$ 4
Outstanding, January 1, 2012	5,265	\$ 50		
Granted	302	45		
Exercised	(116)	34		\$ 1
Expired or cancelled	(107)	51		
Outstanding, December 31, 2012	5,344	\$ 50	5.0	\$ 14
Vested or expected to vest, December 31, 2012	5,326	\$ 50	4.9	
Exercisable, December 31, 2012	4,210	\$ 51	4.3	\$ 11

Options outstanding and exercisable as of December 31, 2012 are as follows:

			Opt	tions Outstanding		O	otions Exercisable
		Weighted- Average					
		Remaining Contractual		Weighted- Average			Weighted- Average
Exercise Price	<b>Shares (000)</b>	Life (years)		Exercise Price	<b>Shares (000)</b>		Exercise Price
\$27-\$34	1,211	5.4	\$	31	918	\$	31
\$35–\$44	1,073	3.9		44	775		44
\$45\$55	1,522	5.2		53	1,127		53
\$56-\$93	1,538	5.0		66	1,390		66
	5,344	5.0	\$	50	4,210	\$	51

We have recognized expense of \$9.4, \$12.1 and \$14.3 related to stock options for the years ended December 31, 2012, 2011 and 2010, respectively. The total fair value of options vested during the same periods was \$11.4, \$14.3 and \$12.7, respectively. As of December 31, 2012, total unrecognized compensation cost was approximately \$10.5, net of estimated forfeitures, which we expect to recognize over a weighted-average period of approximately 1.5 years.

We estimated the fair value of each stock option on the date of grant using the Black-Scholes option pricing model and the following assumptions:

	0	 0	•	
Year Ended December 31		2012	2011	2010
Average risk-free interest rate		1.1%	2.6%	2.6%
Expected dividend yield		1.8%	1.1%	1.4%
Expected volatility		44.0%	41.0%	41.0%
Expected term (years)		5.9	5.9	5.4

The average risk-free interest rate is based on the five-year United States Treasury security rate in effect as of the grant date. The expected dividend yield is based on the expected annual dividend as a percentage of the market value of our common stock as of the grant date. We determined expected volatility using a weighted average of daily historical volatility (weighted 75%) of our stock price over the past five years and implied volatility (weighted 25%) based upon exchange traded options for our common stock. We believe that a blend of historical volatility and implied volatility better reflects future market conditions and better indicates expected volatility than considering purely historical volatility. We determined the expected term of the stock options using historical data. The weighted-average grant-date fair value per option granted during the year was \$15.88, \$25.21 and \$19.26 in 2012, 2011 and 2010, respectively.

### **DEFERRED STOCK**

Our non-employee directors may elect to receive deferred stock in lieu of part or all of their annual cash retainer otherwise payable to them. The number of shares of deferred stock is determined pursuant to a formula set forth in the terms and conditions adopted under the 2003 Plan and subsequently under the 2011 Plan and the deferred stock is settled in shares of common stock according to these terms and conditions. As of December 31, 2012, 2011 and 2010, there were 28,400, 23,566 and 18,403, respectively, shares of deferred stock awarded under this arrangement, all of which are vested.

Non-employee directors also receive an annual grant of deferred stock (or restricted stock, if they so elect) as additional compensation for board service. The award vests in one year in equal quarterly installments and the vested portion of the deferred stock is settled in shares of common stock either upon a director's termination of service or three years after the date of grant (which may in most cases be extended at the directors' election) in accordance with the terms and conditions under the 2003 Plan and the 2011 Plan. As of December 31, 2012, 2011 and 2010, there were 14,685, 8,732 and 4,448, respectively, shares of deferred stock and 20,559, 9,978 and 13,341, respectively, shares of restricted stock granted under this arrangement, all of which are vested. We recognized expense of \$0.8, \$0.8 and \$0.3 related to deferred stock in 2012, 2011 and 2010, respectively.

in millions, except share and per share data

### **RESTRICTED STOCK**

We grant restricted stock and restricted stock unit awards to certain employees and to non-employee directors who may elect to receive restricted stock rather than deferred stock as described above. Restrictions lapse over periods ranging up to six years, and in some cases upon retirement. We value restricted stock awards at the closing market value of our common stock on the date of grant.

A summary of restricted stock activity is as follows:

			Wtd. Avg.	A
		Wtd. Avg.	Remaining Contractual	Aggregate Intrinsic Value
	<b>Shares (000)</b>	Price Per Share	Term (years)	(in millions)
Unvested, January 1, 2010	369	\$ 43	1.6	
Granted	21	56		
Vested	(86)	41		
Forfeited	(9)	31		
Unvested, December 31, 2010	295	\$ 45	0.9	
Granted	264	\$ 67		
Vested	(143)	46		
Forfeited	(7)	52		
Unvested, December 31, 2011	409	\$ 59	1.8	
Granted	309	\$ 44		
Vested	(124)	40		
Forfeited	(5)	67		
Unvested, December 31, 2012	589	\$ 55	1.7	\$ 25

During 2012, 2011 and 2010, we recognized \$10.0, \$7.0 and \$4.4, respectively, of expense related to restricted stock awards. As of December 31, 2012, there was approximately \$14.0 of total unrecognized compensation cost related to unvested restricted stock, which we expect to recognize over a weighted-average period of approximately 1.9 years.

### **PERFORMANCE SHARE UNITS**

Our 2003 Plan and our 2011 Plan allow us to grant performance share units. We grant performance share units with a performance period ranging from one to three years. Vesting of units occurs at the end of the performance period or after a subsequent holding period, except in the case of termination of employment where the units are forfeited immediately. Upon retirement, a prorated number of units vest depending on the period worked from the grant date to retirement date. In the case of death or disability, the units immediately vest at the Target Award level if the death or disability date is during the performance period, or at the level determined by the performance criteria met during the performance period if the death or disability occurs during the subsequent holding period. The units are settled in shares of our common stock. A payout multiple is applied to the units awarded based on the performance criteria determined by the Executive Compensation and Human Resources Committee of the Board of Directors at the time of grant.

In the event the performance criteria exceed the target performance level, an additional number of shares, up to the Outstanding Award level, may be granted. In the event the performance criteria falls below the target performance level, a reduced number of shares, as low as the Threshold Award level, may be granted. If the performance criteria falls below the threshold performance level, no shares will be granted.

A summary of the performance share units detail by grant year is as follows:

July 1, 2012 2012–2014 50% on cember 31,
2012–2014 50% on cember 31,
50% on cember 31,
ember 31,
· · · · ·
5 and 2016
68,056
136,112
272,224
18,824
_
_
N/A
5

We recognize and adjust compensation expense based on the likelihood of the performance criteria specified in the award being achieved. The compensation expense is recognized over the performance and holding periods and is recorded in selling and administrative expenses. We have recognized total compensation expense of \$9.6, \$11.3 and \$5.3 in 2012, 2011 and 2010, respectively, related to the performance share units.

### **OTHER STOCK PLANS**

Under the 1990 Employee Stock Purchase Plan, designated employees meeting certain service requirements may purchase shares of our common stock through payroll deductions. These shares may be purchased at their fair market value on a monthly basis. The current plan is non-compensatory according to the accounting guidance on share-based payments.

We also maintain the Savings Related Share Option Scheme for United Kingdom employees with at least one year of service. The employees are offered the opportunity to obtain an option for a specified number of shares of common stock at not less than 85% of its market value on the day prior to the offer to participate in the plan. Options vest after either three, five or seven years, but may lapse earlier. Funds used to purchase the shares are accumulated through specified payroll deductions over a 60-month period. We recognized \$0.2 of expense for shares purchased under the plan in 2012 and 2011, and a benefit of \$0.2 in 2010 due to forfeitures.

#### 04.

#### Net Earnings (Loss) Per Share

The calculation of net earnings (loss) per share — basic was as follows:

	2012		2011		2010
\$	197.6	\$	251.6	\$	(263.6)
	79.5		81.6		81.0
\$	2.49	\$	3.08	\$	(3.26)
	2012		2011		2010
\$	197.6	\$	251.6	\$	(263.6)
	79.5		81.6		81.0
	0.3		0.7		—
	0.3		0.5		—
	80.1		82.8		81.0
\$	2.47	\$	3.04	\$	(3.26)
-	\$ \$ \$ \$	\$ 197.6 79.5 \$ 2.49 2012 \$ 197.6 79.5 0.3 0.3 80.1	\$ 197.6 \$ 79.5 \$ 2.49 \$ 2012 \$ 197.6 \$ 79.5 0.3 0.3 0.3 80.1	197.6         251.6           79.5         81.6           2.49         3.08           2012         2011           \$         197.6         \$         251.6           79.5         81.6         0.3         0.7           0.3         0.5         80.1         82.8	\$       197.6       \$       251.6       \$         79.5       81.6       \$       \$         \$       2.49       \$       3.08       \$         2012       2011       \$       \$         \$       197.6       \$       251.6       \$         79.5       81.6       \$       \$       \$         79.5       81.6       \$       \$       \$         79.5       81.6       \$       \$       \$         0.3       0.7       \$       \$       \$         80.1       82.8       \$       \$       \$

in millions, except share and per share data

There were 4.3 million and 3.1 million share-based awards excluded from the calculation of net earnings per share — diluted for the year ended December 31, 2012 and 2011, respectively, as the exercise prices for these awards were greater than the average market price of the common shares during the period. Due to the net loss for the year ended December 31, 2010, the assumed exercise of share-based awards had an antidilutive effect and therefore was not included in the calculation of net loss per share — diluted. The number, exercise prices and weighted-average remaining life of these antidilutive awards were as follows:

	2012	2011	2010
Shares (in thousands)	4,257	3,074	6,583
Exercise price ranges	\$40-\$93	\$52-\$93	\$11-\$93
Weighted-average remaining life	4.8 years	6.3 years	5.8 years

### 05.

### **Income Taxes**

Year Ended December 31         2012         2011         2010           Current         United States         - <td< th=""><th>The provision for income taxes was as follows:</th><th></th><th></th><th></th></td<>	The provision for income taxes was as follows:			
United States       \$       17.5       \$       24.2       \$       37.4         State       9.6       2.8       3.2         Non-United States       155.3       176.5       126.3         Total current       182.4       203.5       166.9         Deferred       (20.4)       (2.3)       (81.1)         State       0.5       3.3       (2.9)         Non-United States       0.5       3.3       (2.9)         Non-United States       8.3       23.8       15.5         Total deferred       (11.6)       24.8       (68.5)	Year Ended December 31	2012	2011	2010
Federal       \$ 17.5       \$ 24.2       \$ 37.4         State       9.6       2.8       3.2         Non-United States       155.3       176.5       126.3         Total current       182.4       203.5       166.9         Deferred       -       -       -         United States       -       -       -         Federal       (20.4)       (2.3)       (81.1)         State       0.5       3.3       (2.9)         Non-United States       8.3       23.8       15.5         Total deferred       (11.6)       24.8       (68.5)	Current			
State       9.6       2.8       3.2         Non-United States       155.3       176.5       126.3         Total current       182.4       203.5       166.9         Deferred       1       182.4       203.5       166.9         United States       (20.4)       (2.3)       (81.1)         State       0.5       3.3       (2.9)         Non-United States       8.3       23.8       15.5         Total deferred       (11.6)       24.8       (68.5)	United States			
Non-United States         155.3         176.5         126.3           Total current         182.4         203.5         166.9           Deferred         1000	Federal	\$ 17.5	\$ 24.2	\$ 37.4
Total current         182.4         203.5         166.9           Deferred         182.4         203.5         166.9           United States         (20.4)         (2.3)         (81.1)           Federal         0.5         3.3         (2.9)           Non-United States         8.3         23.8         15.5           Total deferred         (11.6)         24.8         (68.5)	State	9.6	2.8	3.2
Deferred         Image: Constraint of the system of th	Non-United States	155.3	176.5	126.3
United States         (20.4)         (2.3)         (81.1)           Federal         0.5         3.3         (2.9)           Non-United States         8.3         23.8         15.5           Total deferred         (11.6)         24.8         (68.5)	Total current	182.4	203.5	166.9
Federal(20.4)(2.3)(81.1)State0.53.3(2.9)Non-United States8.323.815.5Total deferred(11.6)24.8(68.5)	Deferred			
State         0.5         3.3         (2.9)           Non-United States         8.3         23.8         15.5           Total deferred         (11.6)         24.8         (68.5)	United States			
Non-United States         8.3         23.8         15.5           Total deferred         (11.6)         24.8         (68.5)	Federal	(20.4)	(2.3)	(81.1)
Total deferred (11.6) 24.8 (68.5)	State	0.5	3.3	(2.9)
	Non-United States	8.3	23.8	15.5
Total provision \$ 170.8 \$ 228.3 \$ 98.4	Total deferred	(11.6)	24.8	(68.5)
	Total provision	\$ 170.8	\$ 228.3	\$ 98.4

A reconciliation between taxes computed at the United States Federal statutory rate of 35% and the consolidated effective tax rate is as follows:

Year Ended December 31	2012	2011	2010
Income tax based on statutory rate	\$ 128.9	\$ 168.0	\$ (57.8)
Increase (decrease) resulting from:			
State income taxes, net of Federal benefit	6.7	5.2	(0.6)
Non-United States tax rate difference	40.8	40.6	38.7
Repatriation of non-United States earnings	(16.9)	11.1	(4.8)
Change in valuation reserve	4.7	(3.3)	11.7
Non-deductible goodwill impairment charge	_	_	109.1
Other, net	6.6	6.7	2.1
Tax provision	\$ 170.8	\$ 228.3	\$ 98.4

Deferred income taxes are recorded on temporary differences at the tax rate expected to be in effect when the temporary differences reverse. Temporary differences, which gave rise to the deferred taxes, were as follows:

Year Ended December 31	201	2	2011
Current Future Income Tax Benefits (Expense)			
Accrued payroll taxes and insurance	\$ 11.	3	\$ 10.7
Employee compensation payable	20.	3	26.8
Pension and postretirement benefits	(3.	))	(5.6)
Other	32.	5	22.0
Valuation allowance	(4.	<del>)</del> )	(2.9)
	56.	7	51.0
Noncurrent Future Income Tax Benefits (Expense)			
Accrued payroll taxes and insurance	19.	)	22.5
Pension and postretirement benefits	58.	7	55.0
Intangible assets	(118.	1)	(126.4)
Net operating losses	149.	)	144.9
Other	82.	7	103.5
Valuation allowance	(126.)	2)	(116.3)
	66.	)	83.2
Total future tax benefits	\$ 122.	7	\$ 134.2
Current tax asset	\$ 60.	5	\$ 52.4
Current tax liability	(3.	<del>)</del> )	(1.4)
Noncurrent tax asset	84.4	1	102.7
Noncurrent tax liability	(18.4	4)	(19.5)
Total future tax benefits	\$ 122.	7	\$ 134.2

The current tax liability is recorded in accrued liabilities, the noncurrent tax asset is recorded in other assets and the noncurrent tax liability is recorded in other long-term liabilities in the Consolidated Balance Sheets.

We have United States Federal and non-United States net operating loss carryforwards and United States state net operating loss carryforwards totaling \$483.4 and \$310.9, respectively, as of December 31, 2012. The net operating loss carryforwards expire as follows:

	United States Federal nd Non-United States	United States — State
2013	\$ 1.9	\$ 2.0
2014	7.0	7.6
2015	7.1	4.1
2016	10.5	2.9
2017	5.6	6.2
Thereafter	134.7	288.1
No expirations	316.6	—
Total net operating loss carryforwards	\$ 483.4	\$ 310.9

We have recorded a deferred tax asset of \$149.0 as of December 31, 2012, for the benefit of these net operating losses. Realization of this asset is dependent on generating sufficient taxable income prior to the expiration of the loss carryforwards. A related valuation allowance of \$118.1 has been recorded as of December 31, 2012, as management believes that realization of certain net operating loss carryforwards is unlikely.

Pretax income of non-United States operations was \$234.6, \$395.5 and \$191.1 in 2012, 2011 and 2010, respectively. We have not provided United States income taxes and non-United States withholding taxes on \$594.8 of unremitted earnings of non-United States subsidiaries that are considered to be reinvested indefinitely. Deferred taxes are provided on \$341.1 of unremitted earnings of non-United States subsidiaries that may be remitted to the United States. As of December 31, 2012 and 2011, we have recorded a deferred tax liability of \$15.7 and \$22.0, respectively, related to these non-United States earnings that may be remitted.

## in millions, except share and per share data

As of December 31, 2012, we have gross unrecognized tax benefits related to various tax jurisdictions, including interest and penalties, of \$28.5. We have related tax benefits of \$2.5, and the net amount of \$26.0 would favorably affect the effective tax rate if recognized. We do not expect our unrecognized tax benefits to change significantly over the next 12 months.

As of December 31, 2011, we had gross unrecognized tax benefits related to various tax jurisdictions, including interest and penalties, of \$27.0. We had related tax benefits of \$3.6 for a net amount of \$23.4.

We recognize accrued interest and penalties related to unrecognized tax benefits in income tax expense. We accrued net interest and penalties of \$0.1 and \$0.6 during 2012 and 2011, respectively. In 2010, we had a net benefit of \$1.3 due to a \$1.8 benefit from statute expirations.

The following table summarizes the activity related to our unrecognized tax benefits during 2012, 2011 and 2010:

	2012	2011	2010
Gross unrecognized tax benefits, beginning of year	\$ 25.0	\$ 25.0	\$ 41.7
Increases in prior year tax positions	5.8	0.9	3.0
Decreases in prior year tax positions	(0.8)	(1.5)	(2.0)
Increases for current year tax positions	3.1	2.5	_
Expiration of statute of limitations and audit settlements	(6.7)	(1.9)	(17.7)
Gross unrecognized tax benefits, end of year	\$ 26.4	\$ 25.0	\$ 25.0
Potential interest and penalties	2.1	2.0	1.4
Balance, end of year	\$ 28.5	\$ 27.0	\$ 26.4

We conduct business globally in 80 countries and territories. We are routinely audited by the tax authorities of the various tax jurisdictions in which we operate. Generally, the tax years that could be subject to examination are 2009 through 2011 for our major operations in Germany, Italy, France, Japan, United States and United Kingdom. During 2012, we closed the United States tax examination for our 2008 and 2009 tax years and as of December 31, 2012, we are subject to tax audits in France, Germany, Denmark, Austria, Italy, Spain and Norway. We believe that the resolution of these audits will not have a material impact on earnings.

# 06.

### Goodwill

Changes in the carrying value of goodwill by reportable segment and Corporate were as follows:

		Southern	Northern		Right		
	Americas(1)	Europe(2)	Europe	APME	Management	Corporate(3),(4)	Total(4)
Balance, January 1, 2011	\$ 465.5	\$ 33.1	\$ 265.1	\$ 64.9	\$ 60.6	\$ 64.9	\$ 954.1
Goodwill acquired		26.8	—	13.0		_	39.8
Currency impact and other	(3.7)	(0.4)	(4.4)	(0.4)	(0.3)	—	(9.2)
Balance, December 31, 2011	461.8	59.5	260.7	77.5	60.3	64.9	984.7
Goodwill acquired	4.8	41.4	—			—	46.2
Currency impact and other	0.5	2.4	10.0	(4.3)	1.8		10.4
Balance, December 31, 2012	\$ 467.1	\$ 103.3	\$ 270.7	\$ 73.2	\$ 62.1	\$ 64.9	\$ 1,041.3

(1) Balances related to United States were \$451.7, \$448.3 and \$448.5 as of January 1, 2011, December 31, 2011 and December 31, 2012, respectively.

(2) Balances related to France were \$15.8, \$42.1 and \$83.8 as of January 1, 2011, December 31, 2011 and December 31, 2012, respectively. Balances related to Italy were \$4.6, \$5.4 and \$5.5 as of January 1, 2011, December 31, 2011 and December 31, 2012, respectively.

(3) The majority of the Corporate balance as of December 31, 2012 relates to goodwill attributable to our acquisition of Jefferson Wells (\$55.5) which is part of the United States reporting unit. For purposes of monitoring our total assets by segment, we do not allocate the Corporate balance to the respective reportable segments. We do, however, include these balances within the appropriate reporting units for our goodwill impairment testing. See the table below for the breakout of goodwill balances by reporting unit.

(4) Balances were net of accumulated impairment loss of \$513.4 as of January 1, 2011, December 31, 2011 and December 31, 2012.

Goodwill balances by reporting unit were as follows:

	December 31,	January 1,
December 31	2012	2012
United States	\$ 504.0	\$ 503.8
France	83.8	42.1
Netherlands (Vitae)	80.7	79.3
Right Management	62.1	60.3
Other reporting units <sup>(1)</sup>	310.7	299.2
Total goodwill	\$ 1,041.3	\$ 984.7

(1) Elan reporting unit, which carried \$123.8 of goodwill as of December 31, 2011, was integrated into other reporting units within our Northern Europe reportable segment as of January 1, 2012.

07. Debt Information concerning short-term borrowings is as follows: December 31 2011 Short-term borrowings \$ 43.3 \$ 42.4 Weighted-average interest rates 11.9% 9.1%

We maintain separate bank credit lines with financial institutions to meet working capital needs of our subsidiary operations. As of December 31, 2012, such uncommitted credit lines totaled \$379.4, of which \$334.8 was unused. Due to limitations on subsidiary borrowings in our revolving credit agreement, additional subsidiary borrowings of \$255.4 could be made under these facilities as of December 31, 2012.

### A summary of long-term debt is as follows:

December 31	2012	2011
Euro-denominated notes:		
€350 due June 2018	\$ 461.7	\$ 
€200 due June 2013	263.8	258.9
€300 due June 2012	_	388.7
Other	1.3	10.2
	726.8	657.8
Less — current maturities	264.7	391.8
Long-term debt	\$ 462.1	\$ 266.0

#### **EURO NOTES**

On June 22, 2012, we offered and sold €350.0 aggregate principal amount of the Company's 4.50% notes due June 22, 2018 (the "€350.0 Notes"). The net proceeds from the €350.0 Notes of €348.7 were used to repay borrowings under our \$800.0 revolving credit facility that were drawn in May to repay our €300.0 notes that matured on June 1, 2012 and for general corporate purposes. The €350.0 Notes were issued at a price of 99.974% to yield an effective interest rate of 4.505%. Interest on the €350.0 Notes is payable in arrears on June 22 of each year.

We also have €200.0 aggregate principal amount of 4.75% notes due June 14, 2013 (the "€200.0 Notes"). The €200.0 Notes were issued at a price of 99.349% to yield an effective interest rate of 4.862%. The discount of €1.3 (\$1.6) is being amortized to interest expense over the term of the €200.0 Notes. Interest on the €200.0 Notes is payable in arrears on June 14 of each year.

Both the €350.0 Notes and €200.0 Notes are unsecured senior obligations and rank equally with all of our existing and future senior unsecured debt and other liabilities. We may redeem these notes, in whole but not in part, at our option at any time for a redemption price determined in accordance with the term of the notes. These notes also contain certain customary non-financial restrictive covenants and events of default.

### in millions, except share and per share data

The  $\leq$ 350.0 Notes,  $\leq$ 200.0 Notes and other euro-denominated borrowings have been designated as a hedge of our net investment in subsidiaries with a euro functional currency. Since our net investment in these subsidiaries exceeds the respective amount of the designated borrowings, translation gains or losses related to these borrowings are included as a component of accumulated other comprehensive income.

### **REVOLVING CREDIT AGREEMENT**

On October 5, 2011, we entered into a \$800.0 Five-Year Credit Agreement (the "Agreement") with a syndicate of commercial banks. This Agreement replaced our previous \$400.0 revolving credit facility. The Agreement allows for borrowing in various currencies and up to \$150.0 may be used for the issuance of standby letters of credit. The Agreement terminates in October 2016. Outstanding letters of credit issued under the Agreement totaled \$0.9 and \$1.6 as of December 31, 2012 and 2011, respectively. Additional borrowings of \$799.1 and \$798.4 were available to us under the Agreement as of December 31, 2012 and 2011, respectively.

Under the Agreement, a credit ratings-based pricing grid determines the facility fee and the credit spread that we add to the applicable interbank borrowing rate on all borrowings. At our current credit rating, the annual facility fee is 22.5 bps paid on the entire \$800.0 facility and the credit spread is 127.5 bps on any borrowings. Any downgrades from the credit agencies would unfavorably impact our facility fees and result in additional costs ranging from approximately \$0.2 to \$0.4 annually. We had no borrowings under this Agreement as of both December 31, 2012 and 2011.

The Agreement contains customary restrictive covenants pertaining to our management and operations, including limitations on the amount of subsidiary debt that we may incur and limitations on our ability to pledge assets, as well as financial covenants, including covenants requiring, among other things, that we comply with a leverage ratio (net Debt-to-EBITDA) of not greater than 3.5 to 1 and a fixed charge coverage ratio of not less than 1.5 to 1. The Agreement also contains customary events of default, including, among others, payment defaults, material inaccuracy of representations and warranties, covenant defaults, bankruptcy or involuntary proceedings, certain monetary and non-monetary judgments, change of control and customary ERISA defaults.

As defined in the Agreement, we had a net Debt-to-EBITDA ratio of 0.97 to 1 (compared to the maximum allowable ratio of 3.5 to 1) and a Fixed Charge Coverage ratio of 2.84 to 1 (compared to the minimum required ratio of 1.5 to 1) as of December 31, 2012.

### **DEBT MATURITIES**

The maturities of long-term debt payable within each of the four years subsequent to December 31, 2013 are as follows: 2014 — \$0.4, 2015 through 2017 — none.

### 08.

# **Retirement and Deferred Compensation Plans**

### **DEFINED BENEFIT PLANS**

We sponsor several qualified and nonqualified pension plans covering permanent employees. The reconciliation of the changes in the plans' benefit obligations and the fair value of plan assets and the funded status of the plans are as follows:

	United States Plans					Non-United S	tates l	Plans
Year Ended December 31		2012		2011		2012		2011
Change in Benefit Obligation								
Benefit obligation, beginning of year	\$	57.5	\$	56.2	\$	264.7	\$	244.8
Service cost		—		_		10.4		9.9
Interest cost		2.6		2.8		12.5		12.7
Curtailments		—		_				(1.9)
Transfers		—		_		(0.1)		(0.5)
Actuarial loss		6.0		3.1		20.4		9.4
Plan participant contributions		—		_		2.2		2.4
Benefits paid		(4.2)		(4.6)		(5.6)		(6.6)
Currency exchange rate changes		—		—		10.7		(5.5)
Benefit obligation, end of year	\$	61.9	\$	57.5	\$	315.2	\$	264.7

	United Stat	es Pla	ns	Non-United S	States	Plans
Year Ended December 31	2012		2011	2012		2011
Change in Plan Assets						
Fair value of plan assets, beginning of year	\$ 34.7	\$	36.4	\$ 250.4	\$	226.1
Actual return on plan assets	2.8		(0.4)	21.2		17.4
Curtailments	—		—	—		(1.1)
Transfers			_			(1.1)
Plan participant contributions	—		_	2.2		2.4
Company contributions	2.7		3.3	17.7		18.3
Benefits paid	(4.2)		(4.6)	(5.6)		(6.6)
Currency exchange rate changes	_		_	10.5		(5.0)
Fair value of plan assets, end of year	\$ 36.0	\$	34.7	\$ 296.4	\$	250.4
Funded Status at End of Year						
Funded status, end of year	\$ (25.9)	\$	(22.8)	\$ (18.8)	\$	(14.3)
Amounts Recognized						
Noncurrent assets	\$ 11.6	\$	12.2	\$ 31.4	\$	29.0
Current liabilities	(2.9)		(2.8)	(0.3)		(0.2)
Noncurrent liabilities	(34.6)		(32.2)	(49.9)		(43.1)
Net amount recognized	\$ (25.9)	\$	(22.8)	\$ (18.8)	\$	(14.3)

Amounts recognized in accumulated other comprehensive income, net of tax, consist of:

	United States Plans					ans		
December 31		2012		2011		2012		2011
Net loss	\$	15.8	\$	12.8	\$	14.8	\$	7.0
Prior service cost		0.1		0.2		6.3		6.5
Total	\$	15.9	\$	13.0	\$	21.1	\$	13.5

The accumulated benefit obligation for our plans that have plan assets was \$272.8 and \$233.2 as of December 31, 2012 and 2011, respectively. The accumulated benefit obligation for certain of our plans exceeded the fair value of plan assets as follows:

December 31	2012	2011
Accumulated benefit obligation	\$ 9.2	\$ 6.3
Plan assets	8.5	6.2

The projected benefit obligation for certain of our plans exceeded the fair value of plan assets as follows:

Projected benefit obligation \$		
	16.7	\$ 41.7
Plan assets	12.4	35.8

In 2012, one of our plans saw an improvement in its funded status and its projected benefit obligation no longer exceeded its plan assets as of December 31, 2012. As a result, this plan was included in the amounts disclosed above for 2011 but not for 2012.

By their nature, certain of our plans do not have plan assets. The accumulated benefit obligation for these plans was \$70.0 and \$61.3 as of December 31, 2012 and 2011, respectively.

in millions, except share and per share data

The components of the net periodic benefit cost and other amounts recognized in other comprehensive loss for all plans were as follows:

The components of the net periodic benefit cost and other another recognized in other comprehensive ross ros	i un pr	uno were ue	10110		
Year Ended December 31		2012		2011	2010
Service cost	\$	10.4	\$	9.9	\$ 8.6
Interest cost		15.1		15.5	14.5
Expected return on assets		(14.7)		(15.2)	(13.4)
Curtailment and settlement		—		(1.0)	
Net loss (gain)		1.1		(0.2)	(1.2)
Prior service cost		0.7		0.7	0.7
Net periodic benefit cost		12.6		9.7	9.2
Other Changes in Plan Assets and Benefit Obligations Recognized in Other Comprehensive Loss					
Net loss		15.4		11.6	8.5
Amortization of net (loss) gain		(1.1)		0.2	1.2
Amortization of prior service cost		(0.7)		(0.7)	(0.7)
Total recognized in other comprehensive loss		13.6		11.1	9.0
Total recognized in net periodic benefit cost and other comprehensive loss	\$	26.2	\$	20.8	\$ 18.2

Effective January 1, 2013, we amended a defined benefit plan in the Netherlands. The defined benefit plan was frozen, and the participants were transitioned to a defined contribution plan. The curtailment gain arising from this plan amendment is expected to be \$2.3 and will be recorded in 2013.

Effective July 1, 2011, we completed a voluntary transition of our Norwegian employees from defined pension plans to defined contribution plans, resulting in a curtailment and settlement gain of \$1.0.

The estimated net loss and prior service cost for the defined benefit pension plans that will be amortized from accumulated other comprehensive loss into net periodic benefit cost during 2013 are \$3.4 and \$0.5, respectively.

The weighted-average assumptions used in the measurement of the benefit obligation were as follows:

	United States Plans				
Year Ended December 31	2012	2011	2012	2011	
Discount rate	3.7%	4.6%	4.2%	4.7%	
Rate of compensation increase	3.0%	3.0%	3.6%	4.0%	

The weighted-average assumptions used in the measurement of the net periodic benefit cost were as follows:

	Un	ited States Plans		Non-	United States Plans	
Year Ended December 31	2012	2011	2010	2012	2011	2010
Discount rate	4.6%	5.1%	5.7%	4.7%	5.1%	5.5%
Expected long-term return on plan assets	6.3%	7.0%	7.3%	4.7%	5.3%	5.5%
Rate of compensation increase	3.0%	4.0%	4.0%	4.0%	4.3%	4.5%

We determine our assumption for the discount rate to be used for purposes of computing annual service and interest costs based on an index of high-quality corporate bond yields and matched-funding yield curve analysis as of the end of each fiscal year.

Our overall expected long-term rate of return on United States plan assets is 6.3%, while our overall expected long-term rate of return on our non-United States plans varies by country and ranges from 3.5% to 5.0%. For a majority of our plans, a building block approach has been employed to establish this return. Historical markets are studied and long-term historical relationships between equity securities and fixed income instruments are preserved consistent with the widely accepted capital market principle that assets with higher volatility generate a greater return over time. Current market factors such as inflation and interest rates are evaluated before long-term capital market assumptions are determined. The long-term portfolio return is established with proper consideration of diversification and rebalancing. We also use guaranteed insurance contracts for five of our foreign plans. Peer data and historical returns are reviewed to check for reasonableness and appropriateness of our expected rate of return.

Projected salary levels utilized in the determination of the projected benefit obligation for the pension plans are based upon historical experience and the future expectations for each respective country.

Our plans' investment policies are to optimize the long-term return on plan assets at an acceptable level of risk and to maintain careful control of the risk level within each asset class. Our long-term objective is to minimize plan expenses and contributions by outperforming plan liabilities. We have historically used a balanced portfolio strategy based primarily on a target allocation of equity securities and fixed-income instruments, which vary by location. These target allocations, which are similar to the 2012 allocations, are determined based on the favorable risk tolerance characteristics of the plan and, at times, may be adjusted within a specified range to advance our overall objective.

The fair value of our pension plan assets are primarily determined by using market quotes and other relevant information that is generated by market transactions involving identical or comparable assets. The fair value of our pension plan assets by asset category was as follows:

					<b>United States Plans</b>			Non-Ui	nited States Plans
				Fair Value I	<b>Measurements Using</b>			Fair Value Mea	asurements Using
	Ι	December 31, 2012	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs	December 31, 2012	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Asset Category									
Cash and cash equivalents <sup>(1)</sup>	\$	1.8	\$ 1.8	\$	\$	\$ 2.6	\$ 2.6	\$ _ :	\$ —
Equity securities:									
United States companies		16.1	16.1		·	_	_	_	_
International companies			_		·	72.8	72.8		_
Fixed income securities:									
Government bonds <sup>(2)</sup>		18.1		18.1		_			_
Guaranteed insurance									
contracts		_			·	112.9	_	112.9	_
Other types of investments:									
Unitized funds <sup>(3)</sup>		_			·	101.3	101.3	_	_
Real estate funds		_	—		·	6.8	—	6.8	—
	\$	36.0	\$ 17.9	\$ 18.1	\$ —	\$ 296.4	\$ 176.7	\$ 119.7	\$

(1) This category includes a prime obligations money market portfolio.

(2) This category includes United States Treasury/Federal agency securities and foreign government securities.

(3) This category includes investments in approximately 80% fixed income securities and 20% equity.

			Un	ited States Plans			Non-Uni	ted States Plans
			Fair Value Mea	surements Using			Fair Value Meas	urements Using
	December 31, 2011	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	December 31, 2011	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Asset Category								
Cash and cash equivalents <sup>(1)</sup>	\$ 1.8 \$	1.8 \$	— \$		\$ 1.5 \$	1.5 \$	— \$	—
Equity securities:								
United States companies	15.4	15.4	_			_	_	
International companies		_	_		57.9	57.9		—
Fixed income securities:								
Government bonds <sup>(2)</sup>	17.5		17.5			_		
Corporate bonds		_	_	_	59.4	_	59.4	_
Guaranteed insurance								
contracts		_	_	_	38.4	_	38.4	
Other types of investments:								
Unitized funds <sup>(3)</sup>					87.9	87.9		
Real estate funds					5.3	_	5.3	_
	\$ 34.7 \$	17.2 \$	17.5 \$		\$ 250.4 \$	147.3 \$	103.1 \$	

(1) This category includes a prime obligations money market portfolio.

(2) This category includes United States Treasury/Federal agency securities and foreign government securities.

(3) This category includes investments in approximately 80% fixed income securities, 10% equity and 10% cash and cash equivalents.

in millions, except share and per share data

### **RETIREE HEALTH CARE PLAN**

We provide medical and dental benefits to certain eligible retired employees in the United States. Due to the nature of the plan, there are no plan assets. The reconciliation of the changes in the plan's benefit obligation and the statement of the funded status of the plan were as follows:

Year Ended December 31	2012	2011
Change in Benefit Obligation		
Benefit obligation, beginning of year	\$ 28.5	\$ 25.5
Service cost	0.1	0.1
Interest cost	1.3	1.3
Actuarial loss	3.2	3.3
Benefits paid	(1.9)	(1.9)
Plan participant contributions	0.2	0.1
Retiree drug subsidy reimbursement	0.1	0.1
Benefit obligation, end of year	\$ 31.5	\$ 28.5
Funded Status at End of Year		
Funded status, end of year	\$ (31.5)	\$ (28.5)
Amounts Recognized		
Current liabilities	\$ (1.8)	\$ (1.6)
Noncurrent liabilities	(29.7)	(26.9)
Net amount recognized	\$ (31.5)	\$ (28.5)

The amount recognized in accumulated other comprehensive income, net of tax, consisted of a net loss of \$2.7 and \$0.7 in 2012 and 2011, respectively.

The discount rate used in the measurement of the benefit obligation was 3.9% and 4.8% in 2012 and 2011, respectively. The discount rate used in the measurement of net periodic benefit cost was 4.8%, 5.3% and 5.7% in 2012, 2011 and 2010, respectively. The components of net periodic benefit cost for this plan were as follows:

Year Ended December 31	2012	2011	2010
Net Periodic Benefit Cost			
Service cost	\$ 0.1 \$	0.1 \$	0.1
Interest cost	1.3	1.3	1.4
Net gain		—	(0.1)
Net periodic benefit cost	1.4	1.4	1.4
Other Changes in Plan Assets and Benefit Obligations Recognized in Other			
Comprehensive Loss			
Net loss	3.2	3.3	1.1
Amortization of net gain		—	0.1
Total recognized in other comprehensive loss	3.2	3.3	1.2
Total recognized in net periodic benefit cost and other comprehensive loss	\$ 4.6 \$	4.7 \$	2.6

The estimated net loss for the retiree health care plan that will be amortized from accumulated other comprehensive loss into net periodic benefit cost during 2013 is \$0.3.

The health care cost trend rate was assumed to remain flat at 7.5% through 2013, then grading to an ultimate rate of 5.0% in 2020. Assumed health care cost trend rates have a significant effect on the amounts reported. A one-percentage point change in the assumed health care cost trend rate would have the following effects:

	1% Increase	se .	1% Decrease
Effect on total of service and interest cost components	\$	0.2 \$	(0.2)
Effect on benefit obligation		4.1	(3.5)

### FUTURE CONTRIBUTIONS AND PAYMENTS

During 2013, we plan to contribute \$18.0 to our pension plans and to fund our retiree health care payments as incurred. Projected benefit payments from the plans as of December 31, 2012 were estimated as follows:

		Retiree Health
Year	Pension Plans	Care Plan
2013	\$ 11.3	5 1.6
2014	11.9	1.6
2015	12.3	1.6
2016	13.0	1.6
2017	14.3	1.6
2018–2022	81.8	8.3
Total projected benefit payments	\$ 144.6	5 16.3

### DEFINED CONTRIBUTION PLANS AND DEFERRED COMPENSATION PLANS

We have defined contribution plans covering substantially all permanent United States employees and various other employees throughout the world. Employees may elect to contribute a portion of their salary to the plans and we match a portion of their contributions up to a maximum percentage of the employee's salary. In addition, profit sharing contributions are made if a targeted earnings level is reached. The total expense for our match and any profit sharing contributions was \$21.5, \$24.6 and \$23.7 for the years ended December 31, 2012, 2011 and 2010, respectively.

We also have deferred compensation plans in the United States. One of the plans had an asset and liability of \$55.5 and \$41.3 as of December 31, 2012 and 2011, respectively.

### 09.

# Accumulated Other Comprehensive Income

The components of accumulated other comprehensive income, net of tax, were as follows:

Year Ended December 31	2012	2011
Foreign currency translation	\$ 186.8	\$ 186.6
Translation loss on net investment hedge, net of income taxes of \$(31.3) and \$(26.5), respectively	(51.1)	(43.2)
Translation loss on long-term intercompany loans	(73.4)	(89.1)
Unrealized gain on investments, net of income taxes of \$3.9 and \$2.8, respectively	11.8	8.2
Defined benefit pension plans, net of income taxes of \$(22.6) and \$(19.5), respectively	(37.0)	(26.5)
Retiree health care plan, net of income taxes of \$(1.7) and \$(0.5), respectively	(2.7)	(0.7)
Accumulated other comprehensive income	\$ 34.4	\$ 35.3

# 10.

Leases

We lease property and equipment primarily under operating leases. Renewal options exist for substantially all leases. Future minimum payments, by year and in the aggregate, under noncancelable operating leases with any remaining terms consist of the following as of December 31, 2012:

rear	
2013	\$ 210.3
2014 2015	160.4
2015	119.0
2016	87.1
2017	66.8
Thereafter	154.6
Total minimum lease payments	\$ 798.2

Rental expense for all operating leases was \$245.1, \$254.3 and \$248.8 for the years ended December 31, 2012, 2011 and 2010, respectively.

in millions, except share and per share data

### 11.

# Interest and Other Expenses

interest and other expenses consisted of the following:			
Year Ended December 31	2012	2011	2010
Interest expense	\$ 41.8 \$	42.8 \$	43.7
Interest income	(6.6)	(7.3)	(6.2)
Foreign exchange losses	0.9	2.8	3.3
Miscellaneous expenses, net	7.2	6.0	2.4
Interest and other expenses	\$ 43.3 \$	44.3 \$	43.2

### 12.

### **Derivative Financial Instruments**

We are exposed to various risks relating to our ongoing business operations. The primary risks, which are managed through the use of derivative instruments, are foreign currency exchange rate risk and interest rate risk. In certain circumstances, we enter into foreign currency forward exchange contracts ("forward contracts") to reduce the effects of fluctuating foreign currency exchange rates on our cash flows denominated in foreign currencies. Our exposure to market risk for changes in interest rates relates primarily to our long-term debt obligations. We manage interest rate risk through the use of a combination of fixed and variable rate borrowings. In the past, we have also used interest rate swap agreements, however, we have not had any such agreements in 2012, 2011 or 2010. In accordance with the current accounting guidance for derivative instruments and hedging activities, we record all of our derivative instruments as either an asset or liability measured at their fair values.

### FOREIGN CURRENCY EXCHANGE RATE RISK MANAGEMENT

The  $\notin$  350.0 (\$461.7) Notes and the  $\notin$  200.0 (\$263.8) Notes were designated as economic hedges of our net investment in our foreign subsidiaries with a euro functional currency as of December 31, 2012.

For derivatives designated as an economic hedge of the foreign currency exposure of a net investment in a foreign subsidiary, the gain or loss associated with foreign currency translation is recorded as a component of accumulated other comprehensive income, net of taxes. As of December 31, 2012, we had a \$51.1 unrealized loss included in accumulated other comprehensive income, net of taxes, as the net investment hedge was deemed effective.

Our forward contracts are not designated as hedges. Consequently, any gain or loss resulting from the change in fair value is recognized in the current period earnings. These gains or losses are offset by the exposure related to receivables and payables with our foreign subsidiaries and to interest due on our euro-denominated notes, which is paid annually in June. We recorded a gain of \$0.8 associated with our forward contracts in interest and other expenses for the year ended December 31, 2012, offsetting the losses recorded for the items noted above.

The fair value measurements of these items recorded in our Consolidated Balance Sheets as of December 31, 2012 and 2011 are disclosed in Note 1 to the Consolidated Financial Statements.

# 13. Contingencies LITIGATION

In the normal course of business, the Company is named as defendant in various legal proceedings in which claims are asserted against the Company. We record reserves for loss contingencies based on the circumstances of each claim, when it is probable that a loss has been incurred as of the balance sheet date and can be reasonably estimated. Although the outcome of litigation cannot be predicted with certainty, we believe the ultimate resolution of these legal proceedings will not have a material effect on our business or financial condition.

In June 2012, we recorded legal costs of \$10.0 in the United States for various legal matters, the majority of which was related to our entry into a settlement agreement in connection with a purported class action lawsuit involving allegations regarding our vacation pay policies in Illinois. Under the settlement agreement, we agreed to pay \$8.0 plus certain related taxes and administrative fees. We maintain that our vacation pay policies were appropriate and we admit no liability or wrongdoing, but we believe that settlement is in our best interest to avoid the costs and disruption of ongoing litigation.

#### **GUARANTEES**

We have entered into certain guarantee contracts and stand-by letters of credit that total \$166.8 (\$128.9 for guarantees and \$37.9 for stand-by letters of credit) as of December 31, 2012. The guarantees primarily relate to operating leases and indebtedness. The stand-by letters of credit relate to insurance requirements and debt facilities. If certain conditions were met under these arrangements, we would be required to satisfy our obligation in cash. Due to the nature of these arrangements and our historical experience, we do not expect to make any significant payments under these arrangements.

### 14.

### Segment Data

We are organized and managed primarily on a geographic basis, with Right Management currently operating as a separate global business unit. Each country and business unit generally has its own distinct operations and management team, providing services under our global brands, and maintains its own financial reports. We have an executive sponsor for each global brand who is responsible for ensuring the integrity and consistency of delivery locally. We develop and implement global workforce solutions for our clients that deliver the outcomes that help them achieve their business strategy. Each operation reports directly or indirectly through a regional manager to a member of executive management. Given this reporting structure, all of our operations have been segregated into the following reporting segments: Americas, which includes United States and Other Americas; Southern Europe, which includes France, Italy and Other Southern Europe; Northern Europe; APME; and Right Management.

The Americas, Southern Europe, Northern Europe and APME segments derive a significant majority of their revenues from the placement of contingent workers. The remaining revenues within these segments are derived from other workforce solutions and services, including recruitment and assessment, training and development, and ManpowerGroup Solutions. ManpowerGroup Solutions includes Talent Based Outsourcing (TBO), TAPFIN - Managed Service Provider (MSP), Recruitment Process Outsourcing (RPO), Borderless Talent Solutions (BTS) and Strategic Workforce Consulting (SWC). The Right Management segment revenues are derived from career management and workforce consulting services. Segment revenues represent sales to external clients. Due to the nature of our business, we generally do not have export sales. We provide services to a wide variety of clients, none of which individually comprise a significant portion of revenues for us as a whole.

The accounting policies of the segments are the same as those described in the summary of significant accounting policies. We evaluate performance based on operating unit profit, which is equal to segment revenues less direct costs and branch and national headquarters operating costs. This profit measure does not include goodwill and intangible asset impairment charges or amortization of intangible assets related to acquisitions, interest and other income and expense amounts or income taxes.

in millions, except share and per share data

Total assets for the segments are reported after the elimination of investments in subsidiaries and intercompany accounts.

Total assets for the segments are reported after the elimination of investments in subsid	aries and intercompany a	accounts.				
Year Ended December 31		201	.2	2011		2010
Revenues from Services <sup>(a)</sup>						
Americas:						
United States <sup>(b)</sup>	S	\$ 3,010.		\$ 3,137.3	\$	2,783.4
Other Americas		1,585.	4	1,512.1		1,265.5
		4,595.	9	4,649.4		4,048.9
Southern Europe:						
France		5,425.	6	6,179.1		5,208.6
Italy		1,056.	8	1,255.8		1,044.2
Other Southern Europe		768.	5	776.9		698.9
		7,250.	9	8,211.8		6,951.7
Northern Europe		5,773.	9	6,159.4		5,344.1
АРМЕ		2,728.	8	2,661.7		2,147.2
Right Management		328.		323.7		374.6
	ç	\$ 20,678.		\$ 22,006.0	\$	18,866.5
Operating Unit Profit (Loss)		,	-	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		-,
Americas:						
United States	c	\$ 60.	8	\$ 94.1	\$	42.8
Other Americas		50.		47.8	-	36.5
		111.	-	141.9		79.3
Southern Europe:			-			
France		56.	7	85.2		47.1
Italy		45.		74.1		47.5
Other Southern Europe		10.		10.8		7.2
		112.	2	170.1		101.8
Northern Europe		159.		212.6		150.2
APME		90.		78.8		47.2
Right Management		13.		(1.4)		3.5
		487.		602.0		382.0
Corporate expenses		(112.	-	(123.1)		(101.2)
Goodwill and intangible asset impairment charges		(112,	_	(125.1)		(428.8)
Intangible asset amortization expense <sup>(c)</sup>		(36.	7)	(38.9)		(39.3)
Reclassification of French business tax <sup>(d)</sup>		72.		84.2		65.3
Interest and other expenses		(43.		(44.3)		(43.2)
Earnings (loss) before income taxes		\$ 368.		\$ 479.9	\$	(165.2)
במוחוואה (1033) הרוסוב וורסוווב נמצבא		¢ 500.	-	φ 4/3.5	Ψ	(105.2)

(a) Further breakdown of revenues from services by geographical region is as follows:

Revenues from Services	2012	2011	2010
United States	\$ 3,132.0	\$ 3,254.6	\$ 2,940.1
France	5,448.3	6,201.9	5,240.7
Italy	1,061.6	1,277.1	1,065.0
United Kingdom	1,898.1	1,880.4	1,822.2
Total Foreign	17,546.0	18,751.4	15,926.4

(b) The United States revenues above represent revenues from our company-owned branches and franchise fees received from our franchise operations, which are discussed further on the financial highlights page.

- (c) Intangible asset amortization related to acquisitions is excluded from operating costs within the reportable segments and corporate expenses, and shown separately.
- (d) The French business tax is reported in provision for income taxes rather than in cost of services, in accordance with the current accounting guidance on income taxes. However, we view this tax as operational in nature. Accordingly, the financial information reviewed internally continues to include the French business tax within the operating unit profit of our France reportable segment. Therefore, we have shown the amount of the French business tax above to reconcile to our earnings (loss) before income taxes.

Year Ended December 31	2012	2011	2010
Depreciation and Amortization Expense			
Americas:			
United States	\$ 13.4	\$ 13.5	\$ 15.4
Other Americas	4.2	4.0	3.7
	17.6	17.5	19.1
Southern Europe:			
France	13.1	12.4	12.6
Italy	2.7	3.3	3.8
Other Southern Europe	2.4	2.7	2.9
	18.2	18.4	19.3
Northern Europe	15.8	17.0	18.3
APME	4.9	5.1	4.6
Right Management	5.1	5.9	7.3
Corporate	2.2	1.6	2.2
Amortization of intangible assets <sup>(a)</sup>	36.7	38.9	39.3
	\$ 100.5	\$ 104.4	\$ 110.1
Earnings from Equity Investments			
Americas:			
United States	\$ —	\$ —	\$ —
Other Americas			
Southern Europe:			
France	—	(0.4)	(0.6)
Italy	—	—	
Other Southern Europe			
		(0.4)	(0.6)
Northern Europe	2.5	4.3	5.2
APME			—
Right Management			
	\$ 2.5	\$ 3.9	\$ 4.6

(a) Intangible asset amortization related to acquisitions is excluded from operating costs within the reportable segments and corporate expenses, and shown separately.

in millions, except share and per share data

Year Ended December 31	2012	2011	2010
Total Assets			
Americas:			
United States	\$ 1,511.0	\$ 1,429.9	\$ 1,361.4
Other Americas	317.5	291.8	257.6
	1,828.5	1,721.7	1,619.0
Southern Europe:			
France	1,756.2	1,822.7	1,826.0
Italy	301.2	301.3	271.3
Other Southern Europe	187.8	170.3	170.6
	2,245.2	2,294.3	2,267.9
Northern Europe	1,732.5	1,714.3	1,682.2
APME	491.7	472.4	395.1
Right Management	95.4	75.7	86.1
Corporate <sup>(a)</sup>	619.3	621.3	679.4
	\$ 7,012.6	\$ 6,899.7	\$ 6,729.7
Equity Investments			
Americas:			
United States	\$ 3.0	\$ 	\$ —
Other Americas	—		_
	3.0		_
Southern Europe:			
France	0.1	0.1	0.4
Italy	_		_
Other Southern Europe	—		—
	0.1	0.1	0.4
Northern Europe	81.5	75.0	70.5
APME	0.7	0.8	0.7
Right Management	_		
	\$ 85.3	\$ 75.9	\$ 71.6

(a) Corporate assets include assets that were not used in the operations of any segment, the most significant of which were purchased intangibles and cash.

Year Ended December 31	2012	2011	2010
Long-Lived Assets <sup>(a)</sup>			
Americas:			
United States	\$ 32.8	\$ 35.5	\$ 39.7
Other Americas	11.2	10.5	9.7
	44.0	46.0	49.4
Southern Europe:			
France	59.4	46.0	43.2
Italy	7.0	7.9	7.7
Other Southern Europe	8.6	8.5	8.9
	75.0	62.4	59.8
Northern Europe	40.4	43.3	45.3
APME	22.4	23.3	17.8
Right Management	12.4	11.4	15.9
Corporate	1.2	2.5	4.0
	\$ 195.4	\$ 188.9	\$ 192.2
Additions to Long-Lived Assets			
Americas:			
United States	\$ 11.6	\$ 10.0	\$ 6.4
Other Americas	5.0	5.5	3.7
	16.6	15.5	10.1
Southern Europe:			
France	25.6	16.4	18.8
Italy	1.8	3.7	3.6
Other Southern Europe	2.2	3.1	2.0
	29.6	23.2	24.4
Northern Europe	12.8	18.4	13.7
APME	5.6	5.5	7.2
Right Management	7.4	2.3	2.9
Corporate	_		0.2
	\$ 72.0	\$ 64.9	\$ 58.5

(a) Further breakdown of long-lived assets by geographical region was as follows:

Long-Lived Assets	2012	2011	2010
United States	\$ 39.7	\$ 41.1	\$ 48.2
France	61.0	48.1	45.8
Italy	7.1	8.1	8.1
United Kingdom	11.0	12.9	15.3
Total Foreign	155.7	147.8	144.0

in millions, except share and per share data

# 15.

Quarterly Data (Unaudited)

		First		Second		Third		Fourth		m . 1
Year Ended December 31, 2012		Quarter		Quarter		Quarter		Quarter		Total
Revenues from services	\$	5,096.4	\$	5,206.7	\$	5,172.3	\$	5,202.6	\$	20,678.0
	φ	847.4	φ	861.7	φ	856.2	φ	876.7	φ	3,442.0
Gross profit								104.9		· · · · · · · · · · · · · · · · · · ·
Operating profit <sup>(a)</sup>		93.8		94.4		118.6				411.7
Net earnings		40.2		41.0		63.1		53.3		197.6
Net earnings per share — basic	\$	0.50	\$	0.51	\$	0.79	\$	0.68	\$	2.49
Net earnings per share — diluted <sup>(b)</sup>		0.50		0.51		0.79		0.68		2.47
Dividends per share		—		0.43				0.43		0.86
Market price:										
High	\$	47.37	\$	47.90	\$	41.65	\$	42.93		
Low		36.76		33.99		32.41		35.18		
Year Ended December 31, 2011										
Revenues from services	\$	5,072.4	\$	5,667.3	\$	5,782.3	\$	5,484.0	\$	22,006.0
Gross profit		857.6		962.2		951.3		935.2		3,706.3
Operating profit <sup>(c)</sup>		85.6		150.8		158.0		129.8		524.2
Net earnings		35.7		72.7		79.6		63.6		251.6
Net earnings per share — basic	\$	0.44	\$	0.89	\$	0.97	\$	0.79	\$	3.08
Net earnings per share — diluted <sup>(d)</sup>		0.43		0.87		0.97		0.78		3.04
Dividends per share				0.40		—		0.40		0.80
Market price:										
High	\$	68.67	\$	68.14	\$	58.62	\$	45.92		
Low		58.60		52.37		32.32		32.63		

(a) Included reorganization charges of \$0.1, \$20.9, \$1.2 and \$26.6 recorded in the first, second, third and fourth quarters, respectively.

(b) Included in the results are reorganization costs of (\$0.17) per diluted share in the second quarter and (\$0.23) per diluted share in the fourth quarter.

(c) Included reorganization charges of \$0.2, \$1.4, \$0.5 and \$21.0 recorded in the first, second, third and fourth quarters, respectively.

(d) Included in the results are reorganization costs of (\$0.02) per diluted share in the second quarter and (\$0.20) per diluted share in the fourth quarter.

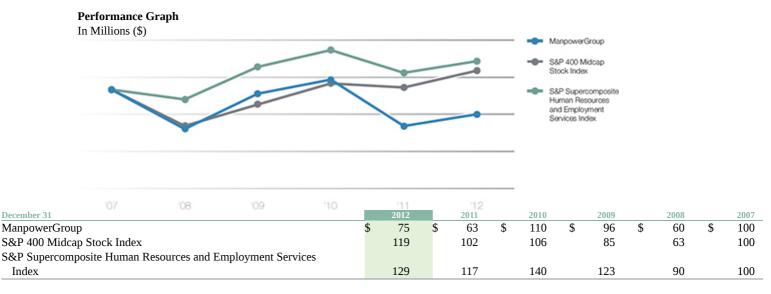
# SELECTED FINANCIAL DATA

in millions, except per share data

As of and for the Year Ended December 31	2012	2011	2010	2009	2008
Operations Data					
Revenues from services	\$ 20,678.0	\$ 22,006.0	\$ 18,866.5	\$ 16,038.7	\$ 21,537.1
Gross profit	3,442.0	3,706.3	3,245.4	2,818.2	4,086.9
Operating profit (loss)	411.7	524.2	(122.0)	41.7	493.5
Net earnings (loss)	197.6	251.6	(263.6)	(9.2)	205.5
Per Share Data					
Net earnings (loss) — basic	\$ 2.49	\$ 3.08	\$ (3.26)	\$ (0.12)	\$ 2.61
Net earnings (loss) — diluted	2.47	3.04	(3.26)	(0.12)	2.58
Dividends	0.86	0.80	0.74	0.74	0.74
Balance Sheet Data					
Total assets	\$ 7,012.6	\$ 6,899.7	\$ 6,729.7	\$ 6,213.8	\$ 6,622.2
Long-term debt	462.1	266.0	669.3	715.6	837.3

# Performance Graph

Set forth below is a graph for the periods ending December 31, 2007–2012 comparing the cumulative total shareholder return on our common stock with the cumulative total return of companies in the Standard & Poor's 400 Midcap Stock Index and the Standard & Poor's Supercomposite Human Resources and Employment Services Index. We are included in the Standard & Poor's Supercomposite Human Resources and Employment Services Index. We are included in the Standard & Poor's Supercomposite Human Resources and Employment Services Index and we estimate that we constituted approximately 29% of the total market capitalization of the companies included in the index. The graph assumes a \$100 investment on December 31, 2007 in our common stock, the Standard & Poor's 400 Midcap Stock Index and the Standard & Poor's Supercomposite Human Resources and Employment Services Index and assumes the reinvestment of all dividends.



### CERTIFICATIONS

ManpowerGroup has filed the Chief Executive Officer/Chief Financial Officer certifications that are required by Section 302 of the Sarbanes-Oxley Act of 2002 as exhibits to its Annual Report on Form 10-K. In 2012, Jeffrey A. Joerres, ManpowerGroup's Chief Executive Officer, submitted a certification to the New York Stock Exchange in accordance with Section 303A.12 of the NYSE Listed Company Manual stating that, as of the date of the certification, he was not aware of any violation by ManpowerGroup of the NYSE's corporate governance listing standards.

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# PRINCIPAL OPERATING UNITS



Argentina, Australia, Australi, Bahrain, Belarus, Belgium, Bolivia, Brazil, Bulgaria, Canada, Chile, China, Colombia, Costa Rica, Croatia, Czech Republic, Denmark, Dominican Republic, Ecuador, El Salvador, Estonia, Finland, France, Germany, Greece, Guadeloupe, Guatemala, Honduras, Hong Kong, Hungary, India, Ireland, Israel, Italy, Japan, Kazakhstan, Korea, Latvia, Lithuania, Luxembourg, Macau, Malaysia, Martinique, Mexico, Monaco, Morocco, Netherlands, New Caledonia, New Zealand, Nicaragua, Norway, Panama, Paraguay, Peru, Philippines, Poland, Portugal, Puerto Rico, Reunion, Romania, Russia, Serbia, Singapore, Slovakia, Slovenia, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Tunisia, Turkey, Ukraine, United Arab Emirates, United Kingdom, United States, Uruguay, Venezuela and Vietnam



ManpowerGroup (NYSE: MAN), a world leader in innovative workforce solutions, creates and delivers high-impact solutions that enable our clients to achieve their business goals and enhance their competitiveness. With over 60 years of experience, our \$21 billion company creates unique time to value through a comprehensive suite of innovative solutions that help clients win in the Human Age. These solutions cover an entire range of talent-driven needs from recruitment and assessment, training and development, and career management, to outsourcing and workforce consulting. ManpowerGroup maintains the world's largest and industry-leading network of nearly 3,500 offices in 80 countries and territories, generating a dynamic mix of an unmatched global footprint with valuable insight and local expertise to meet the needs of its 400,000 clients per year, across all industry sectors, small and medium-sized enterprises, local, multinational and global companies. By connecting our deep understanding of human potential to the ambitions of clients, ManpowerGroup helps the organizations and individuals we serve achieve more than they imagined — because their success leads to our success. And by creating these powerful connections, we create power that drives organizations forward, accelerates personal success and builds more sustainable communities. We help power the world of work. The ManpowerGroup suite of solutions is offered through ManpowerGroup Solutions, Manpower<sup>®</sup>, Experis<sup>™</sup> and Right Management<sup>®</sup>. Learn more about how ManpowerGroup can help you win in the Human Age at www.manpowergroup.com. Enter the Human Age at: www.manpowergroup.com/humanage.

84 ManpowerGroup 2012 Annual Report Principal Operating Units

# CORPORATE INFORMATION

Directors

### **JEFFREY A. JOERRES**

Chairman and CEO ManpowerGroup

### MARC J. BOLLAND<sup>2</sup>

Chief Executive Marks and Spencer Group

# GINA R. BOSWELL<sup>1,3</sup>

Executive Vice President — Personal Care, North America Unilever

### **CARI M. DOMINGUEZ<sup>2</sup>**

Former Chair of the Equal Employment Opportunity Commission

### WILLIAM A. DOWNE<sup>2</sup>

President and CEO BMO Financial Group

### JACK M. GREENBERG<sup>2\*,3</sup>

Non-Executive Chairman Western Union Company and Innerworkings, Inc. Retired Chairman and CEO McDonald's Corporation

### PATRICIA A. HEMINGWAY HALL<sup>1</sup>

President and CEO Health Care Service Corporation

# TERRY A. HUENEKE<sup>1</sup>

Retired Executive Vice President ManpowerGroup

# **ROBERTO MENDOZA<sup>1</sup>**

Senior Managing Director Atlas Advisors

### ULICE PAYNE JR.<sup>1,3</sup>

President and CEO Addison-Clifton, LLC

### **ELIZABETH P. SARTAIN<sup>2</sup>**

Founder of Libby Sartain LLC Former CHRO Yahoo! Inc. and Southwest Airlines

# JOHN R. WALTER<sup>2,3\*</sup>

Retired President and COO AT&T Corp. Former Chairman, President and CEO R.R. Donnelley & Sons

# EDWARD J. ZORE<sup>1\*,3</sup>

Retired President and CEO Northwestern Mutual

Management

### **JEFFREY A. JOERRES**

Chairman and CEO

DARRYL GREEN

ManpowerGroup President

### JONAS PRISING

ManpowerGroup President

MICHAEL J. VAN HANDEL

Executive Vice President Chief Financial Officer

### HANS LEENTJES

Executive Vice President President — Northern Europe

### **OWEN SULLIVAN**

Executive Vice President President — Speciality Brands

### MARA SWAN

Executive Vice President Global Strategy and Talent

# **RICHARD BUCHBAND**

Senior Vice President General Counsel and Secretary

RAM CHANDRASHEKAR

Senior Vice President Operational Excellence and Technology

### **BOARD COMMITTEES**

**1 Audit Committee** 

- 2 Executive Compensation and Human Resources Committee
- **3 Nominating and Governance Committee**

\* Denotes Committee Chair

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### CORPORATE INFORMATION

#### WORLD HEADQUARTERS

P.O. Box 2053 100 Manpower Place Milwaukee, WI 53212 USA +1.414.961.1000 www.manpowergroup.com

### TRANSFER AGENT AND REGISTRAR

Computershare PO Box 43006 Providence, RI 02940-3006 Or for overnight deliveries: Computershare 250 Royall Street Canton, MA 02021 Shareowners Toll Free: (800) 874-1547 Foreign Shareowners: (201) 680-6578 Web Site: www.computershare.com/investor

### STOCK EXCHANGE LISTING

NYSE Symbol: MAN

### **FORM 10-K**

A copy of Form 10-K filed with the Securities and Exchange Commission for the year ended December 31, 2012 is available without charge after March 15, 2013 and can be obtained online at: www.manpowergroup.com/investors or by writing to:

Richard Buchband ManpowerGroup 100 Manpower Place Milwaukee, WI 53212 USA

### **SHAREHOLDERS**

As of February 19, 2013, ManpowerGroup common stock was held by approximately 4,100 record holders.

### ANNUAL MEETING OF SHAREHOLDERS

April 30, 2013 at 10 a.m. ManpowerGroup World Headquarters 100 Manpower Place Milwaukee, WI 53212 USA

#### **INVESTOR RELATIONS WEBSITE**

The most current corporate and investor information can be found on the ManpowerGroup corporate Web site at www.manpowergroup.com. Interested individuals may also choose to receive ManpowerGroup press releases and other information via e-mail by subscribing to our E-mail Alert service at www.manpowergroup.com/investors.

### **GOVERNANCE**

As of October 31, 2012, ISS Corporate Services, (an MSCI Brand) gave ManpowerGroup the following Governance Risk Indicator (GRId) Scores: Audit, Low Concern; Board Structure, Low Concern; Compensation, Low Concern; and Shareholder Rights, Medium Concern. ISS Corporate Services is a respected authority on proxy voting and corporate governance. ManpowerGroup's governance structure is designed to ensure transparency in our operations and adherence to the regulations set forth by the U.S. Securities and Exchange Commission (SEC). Information on ManpowerGroup's governance structure and policies can be found at www.manpowergroup.com in the section titled "About ManpowerGroup."

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### SOCIAL RESPONSIBILITY

ManpowerGroup's business is, in itself, socially responsible because everything we do is geared toward connecting people with jobs, which enables individuals to support themselves and their families. Our free training programs allow all of our permanent, contract and temporary employees to improve their skills and grow in their careers, thereby improving their long-term career potential.

Our outplacement services ensure that, when a client has to eliminate jobs, it is done in a manner that enables individuals to receive the support, training and career counseling they require in finding their way back to employment.

We strive to be socially responsible in every aspect of our business. And we often focus our resources with special initiatives in which we can have the most impact, helping to create a bridge to employment for disadvantaged individuals through various workforce development programs around the world. Recognized as the world's most ethical company in our industry, we are also dedicated to increasing awareness of, and opposition to, labor practices that exploit individuals, particularly those who are vulnerable. Additional details regarding social responsibility efforts at ManpowerGroup can be found in our most recent Social Responsibility Report, which is accessible via our corporate Web site at www.manpowergroup.com/socialresponsibility.

# SUBSIDIARIES OF MANPOWERGROUP INC. As of December 31, 2012

Corporation Name	Incorporated in State / Country
Huntsville Service Contractors, Inc.	of AL
Benefits S.A.	AL Argentina
Cotecsud S.A.S.E.	Argentina
Right Management S.A.	Argentina
Ruralpower SA	Argentina
Salespower S.A.	Argentina
Manpower Services (Australia) Pty. Ltd.	Australia
Right Management Consultants (OC) Pty Ltd.	Australia
Right Management Consultants Holdings Pty Ltd	Australia
Right Management Consultants International Pty Ltd	Australia
Right Management Consultants Pty Ltd	Australia
Experis GmbH	Austria
ManpowerGroup GmbH	Austria
ManpowerGroup Holding GmbH	Austria
Powerserve GmbH	Austria
Right Management Austria GmbH	Austria
Manpower Professional Bahrain S.P.C.	Bahrain
Manpower Bel LLC	Belarus
RO of Manpower CIS LLC in Belarus Republic	Belarus
Experis Belgium SA	Belgium
Manpower Business Solutions SA	Belgium
Right Management Belgium NV	Belgium
S.A. Manpower (Belgium) N.V.	Belgium
Netmagic II Sarl	Belgium
Network Comuting Technology & Services SARL Manpower Brasil Ltda.	Belgium Brazil
Manpower Professional Ltda.	Brazil
Manpower Staffing Ltda.	Brazil
Right do Brasil Ltda	Brazil
Clarendon Parker Holdings Ltd	British Virgin Islands
Bulgaria Team EOOD	Bulgaria
Manpower Bulgaria OOD	Bulgaria
Manpower, Inc. / California Peninsula	CA
Pure Solutions, Inc.	CA
Techno5, Inc.	Canada
Manpower Services Canada Limited	Canada
Right Management Canada	Canada
Experis Management Consulting (Shanghai) Co. Ltd.	China
Manpower & MIITEC Staffing Services (Beijing) Co., Ltd.	China
Manpower & Reach Human Resource Services (Guangzhou) Co., Ltd.	China
Manpower & Standard Human Resources (Shanghai) Co. Ltd.	China
Manpower & Standard Labor Service (Beijing) Co. Ltd.	China
Manpower Business Consulting (Shanghai) Co. Ltd.	China
Manpower Caden (China) Co., Ltd.	China
Manpower Human Resources (He'nan) Co. Ltd.	China
Right Management China	China
Xi'an Foreign Enterprise Service Co., Ltd.	China
Manpower Staffing Services (Shanghai) Co. Ltd.	China
Manpower de Columbia Ltda.	Colombia
Manpower Professional Ltd.	Colombia Costa Rica
Manpower Costa Rica, S.A.	Costa Rica
Manpower Professional Costa Rica, S.A. Manpower DOO	Croatia
Manpower DOO Manpower Savjetovanje DOO	Croatia
Right Czech Republic	Czech Republic
ManpowerGroup s r.o.	Czech Republic
blueRADIAN Engineering, LLC	DE
CareerHarmony, Inc.	DE
COMSYS Information Technology Services, LLC	DE
Experis IT Services US, LLC	DE
Econometrix, LLC	DE
Experis Finance US, LLC	DE
Manpower CIS Inc.	DE
Manpower Finances LLC	DE
Manpower Franchises, LLC	DE
Manpower Holdings, Inc.	DE
Manpower US Inc.	DE
PFILLC	DE

Plum Rhino Consulting, LLC Right License Holding, Inc. TAPFIN LLC **USCADEN** Corporation Elan IT Resources A/S Manpower Europe Holdings, Aps Right Management Denmark A/S Right Management Nordic Holding A/S Manpower Republica Dominicana, S.A. Manpower El Salvador, S.A. de C.V. Manpower OÜ Manpower Business Solutions OY Manpower Inclusive OY Manpower OY MBS Technical Services OY Right Management Finland OY AB Aitika Telecom Sas Alisia SARL Architech information System Sas Arkes Informatique Sas Damilo Consulting Sas Damilo Information Technology Sas Damilo Sas EABI Consulting Sas Elan I.T. Resource SAS Finatel SAS Homecom Institut Sas Leader Conseil Informatigue Sas Manpower Business Solutions Consulting SAS Manpower Business Solutions SAS Manpower Egalite Des Chances SAS Manpower France Holding SAS Manpower France SAS Manpower Nouvelles Competences SAS Manpower Services Aux Personnes SAS ManpowerGroup France Sas Netlevel SAS **Ovialis SAS** Pixid S.N.C. Proservia SA **Right Management SAS** Spirit Search SAS Stealth Consulting SAS Supplay SAS Syfadis SAS Techno 5 France Sas Timarance Sas AviationPower GmbH Bankpower GmbH Personaldienstleistungen Elan IT Services GmbH GroundworX GmbH Jefferson Wells GmbH Manpower Beteiligungsgesellschaft mbH Manpower Business Solutions GmbH Manpower Deutschland GmbH Manpower GmbH & Co. KG Personaldienstleistungen Experis GmbH **Right Management GMBH** Vivento Interim Services GmbH ManpowerGroup S.A. Project Solutions S.A. Manpower Guatemala S.A. Manpower Professional Guatemala S.A. Manpower Honduras, S.A. Jefferson Wells HK Limited Manpower Services (Hong Kong) Limited Right Management Consultants Ltd (Hong Kong) Right Management Hong Kong Ltd. Standard Management Consulting Limited Manpower Business Solutions Kft Manpower Munkaero Szervezesi KFT Complete Business Services of Illinois, Inc. RMC OF Illinois, Inc. Transpersonnel, Inc. Comsys Technology Srvs India Pvt. Ltd Experis Solutions Pvt. Ltd.

DE DE DE DE Denmark Denmark Denmark Denmark Dominican Rebublic El Salvador Estonia Finland Finland Finland Finland Finland France Germany Greece Greece Guatemala Guatemala Honduras Hong Kong Hong Kong Hong Kong Hong Kong Hong Kong Hungary Hungary IL IL IL India India

Manpower Services India Pvt. Ltd. **Right Management India Private Limited** Web Development Company Limited **Experis** Limited Manpower (Ireland) Group Limited Manpower (Ireland) Limited PHI Transition Limited **Right Transition Ltd** Adam Ltd. Adi Ltd. Career Harmony, Ltd. Career Management of Housing for Ederly Ltd. Experis BI Ltd. Experis I.T.S. Ltd Experis Software LTD M.F.S. Solutions for Financial Organizations Ltd. M.P.H. Holdings Ltd. Manpower Care Ltd. ManpowerGroup Solutions Ltd. Manpower Israel Limited Manpower Miluot Ltd. ManpowerGroup Israel Holdings Ltd. MNPM LTD Nativ 2 Ltd. Quality Translation Partnership Telepower Ltd. Unison Engineering Projects Ltd Elan Solutions SRL Experis S.r.l. Jefferson Wells Srl Manpower Business Solutions SRL Manpower Formazione Spa Manpower Italia S.r.l. Manpower S.r.l Right Management Consultants (Italy) SRL Adgrams, Inc. Human Business Associates Co. Ltd. JobSearchpower Co. Ltd. JobSupportpower Co. Ltd. Manpower Japan Co. Limited Mitsui Life Insurance Mobile Com. Tokyo Manpower Kaz LLC Representative office of Manpower CIS LLC in Kazakhstan Manpower Korea, Inc. Manpower Service Inc. Right Management Korea Co. Ltd. Topeka Services, Inc. Wichita Services, Inc. Clarendon Parker Kuwait WLL Representative office of UAB "Manpower Lit" in Latvia Manpower Lit UAB Elan IT Resource S.a.r.l. Manpower Business Solutions Luxembourg S.A. Manpower SARL (Luxembourg) Right Management Luxembourg SA Manpower Services (Macau) Limited Agensi Pekerjaan Manpower Recruitment Sdn Bhd Manpower Business Solutions (M) Sdn Bhd Manpower Staffing Services (Malaysia) Sdn Bhd Right Management (Malaysia) Sdn Bhd Right Management Consultants International Pty Ltd Techpower Consulting Sdn Bhd Manpower Antilles Agropower, S.A. de C.V. Factoria Y Manufactura S.A. de C.V. Intelecto Tecnologico, S.A. De C.V. Manpower Corporativo, S.A. de C.V. Manpower Industrial, S.A. de C.V. Manpower Mensajeria, S.A. de C.V. Manpower Professional, S.A. de C.V. Manpower, S.A. de C.V. Nurse.Co de Mexico, S.A. de C.V. Payment Services S.A. de C.V. Right Management S.A. de C.V. Tecnologia Y Manufactura, S.A. de C.V.

India India India Ireland Ireland Ireland Ireland Ireland Israel Italv Italy Italy Italy Italy Italy Italy Italv Japan Japan Japan Japan Japan Japan Japan Kazakhstan Kazakhstan Korea Korea Korea KS KS Kuwait Latvia Lithuania Luxembourg Luxembourg Luxembourg Luxembourg Macau Malaysia Malaysia Malaysia Malaysia Malaysia Malaysia Martinique Mexico Mexico

Experis Mexico S.A. de C.V. Manpower Monaco SAM Management Business Services Maroc Sarl Societe Marocaine De Travail Temporaire Sarl Manpower B.V. Manpower Direkt B.V. Manpower Management B.V. ManpowerGroup Nederlands B.V. Manpower Services B.V. Manpower Solutions B.V. Manpower Special Staffing B.V. Right Management Nederland B.V. Ultraflex B.V. Ultrasearch B.V. Experis Nederland B.V. Manpower Nouvelle Caledonie Sarl Manpower Recrutement Sarl Manpower Services (New Zealand) Ltd. Right Management Consultants (OC) Pty. Ltd (NZ) Manpower Nicaruagua S.A. Alubar A/S Experis AS **Experis Staffing Services AS** Framnaes Installajon A/S Manpower AS Manpower Business Solutions -Retail AS Manpower Norway Holdings AS Manpower Staffing Services AS Right Management Norway A/S Manpower Incorporated of New York TRI County Business Services, Inc. Right Management, Inc. Manpower Panama S.A. Temporales Panama S.A. Staffing Services Panama, S.A. Manpower Paraguay S.R.L. Manpower Peru S.A. Manpower Professional Services S.A. Right Management Peru S.A.C. Manpower Outsourcing Services Inc. Prime Manpower Resources Development Inc. Elan IT Resource Sp. z o.o. ManpowerGroup Sp. z o.o. MP Services Sp. z o.o. MP Transactions Sp. z o.o. **Right Management Poland** ManpowerGroup Solutions SP. Zo.o. Manpower Portuguesa - Empresa de Trabalho Temporario, S.A. Manpower Services, LDA ManpowerGroup Portugal - SGPS, S.A. Manpower Professional Reunion Manpower Ocean Indien SC Manpower Romania SRL Manpower CIS LLC Manpower Business Solutions d.o.o. Manpower LLC Belgrade Manpower Professional Singapore Pte Ltd Manpower Staffing Services (Singapore) Pte. Ltd. Right Management Consultants International Pty Ltd Right Management Singapore Pte. Ltd. WDC Consulting Simgapore Pte. Ltd. Manpower Slovakia SRO Manpower d.o.o. Manpower Intoto (Pty) Ltd. Manpower SA (Pty) Ltd. ByManpower, S.L.U. Experis ManpowerGroup S.L.U. ManpowerGroup Solutions, S.L.U Manpower Team E.T.T., S.A.U. Right Management Spain, S.L.U. Elan IT Resources AB ManpowerGroup Solutions IT AB Experis AB ManpowerGroup AB Manpower AB ManpowerGroup Solutions AB

Mexico Monaco Morocco Morocco Netherlands New Caledonia New Caledonia New Zealand New Zealand Nicaragua Norway Norway Norway Norway Norway Norway Norway Norway Norway NY OH PA Panama Panama Panama Paraguav Peru Peru Peru Philippines Philippines Poland Poland Poland Poland Poland Poland Portugal Portugal Portugal Reunion Reunion Romania Russia Serbia Serbia Singapore Singapore Singapore Singapore Singapore Slovakia Slovenia South Africa South Africa Spain Spain Spain Spain Spain Sweden Sweden Sweden Sweden Sweden Sweden

Manpower EL & Tele AB Manpower HälsoPartner AB Manpower Student AB Manpower Telge Jobbstart AB Right Management Sweden AB Allegra Finanz AG Experis AG M.S.A. Manpower AG Manpower Holding AG Manpower HR Management S.A. Experis Schweiz AG Right Management Switzerland AG Manpower Services (Taiwan) Co., Ltd. Right Management Taiwan Co., Ltd. HR Power Solution Co. Ltd Manpower Borderless Talent Solution Limited Manpower Professional and Executive Recruitment Co., Ltd. Skillpower Services (Thailand) Co. Ltd. Staffing Trinidad and Tobago Limited Manpower Business Services Tunisie Sarl Manpower Tunisie Sarl Manpower Tunisie International Sarl Manpower Insan Kaynaklari Limited Sirketi Manpower Secme ve Yerlestirme Hizmetleri Limited Sirketi HR Staffing LLC Dubai Airport Free Zone Manpower Middle East FZ-LLC Manpower Middle East LLC Manpower Ukraine LLC Representative office of Manpower CIS LLC in Ukraine Bafin Holdings Brook Street (UK) Limited Brook Street Bureau PLC **BS** Project Services Limited Challoners Limited Comsys VMS Limited Jefferson Wells Limited **Experis** Limited Experis Group Limited Experis Resource Support Services Limited **Experis Finance Limited** Manpower Contract Services Limited Manpower Holdings Limited Manpower IT Services Limited Manpower Nominees Limited Manpower Public Limited Company Manpower Services Ltd. Manpower UK Limited Nicholas Andrews Limited **Right Corecare Limited Right Management Limited** RMC EMEA Limited Temp Finance & Accounting Service Limited The Empower Group Ltd. Working Links Ltd. Aris Sociedad Anonima ManpowerGroup Public Sector Inc. Manpower de Venezuela C.A. Manpower Empresa de Trabajo Temporal, C.A. Servicios Alleray, C.A. Manpower Vietnam Company Ltd. Right Management Vietnam Company Ltd. ManpowerGroup Inc. Manpower Nominees Inc. Manpower of Indiana Limited Partnership Manpower of Texas Limited Partnership Experis US Inc. Manpower Texas Holdings LLC Resource Consulting Group, Inc. (f/k/a MPSSI) Signature Graphics of Milwaukee LLC ManpowerGroup US Inc. ManpowerGroup Global Inc.

Sweden Sweden Sweden Sweden Switzerland Switzerland Switzerland Switzerland Switzerland Switzerland Switzerland Switzerland Taiwan Taiwan Thailand Thailand Thailand Thailand Trinidad and Tobago Tunisia Tunisia Tunisia Turkev Turkey ΤX UAE UAE UAE Ukraine Ukraine United Kingdom Uruguay VA Venezuela Venezuela Venezuela Vietnam Vietnam WI WI WI WI WI WI WI WI WI WI

Sweden

### CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

We consent to the incorporation by reference in Registration Statement Nos. 33-40441, 33-55264, 33-84736, 333-1040, 333-31021, 333-82459, 333-66656, 333-105205, 333-112164, 333-126703, 333-135000, 333-161765, and 333-174305 on Form S-8 and Registration Nos. 333-650, 33-95896, and 333-87554 on Form S-4 of our reports dated February 22, 2013, relating to the consolidated financial statements and consolidated financial statement schedule of ManpowerGroup Inc. and subsidiaries (the "Company"), and the effectiveness of the Company's internal control over financial reporting, appearing in or incorporated by reference in the Annual Report on Form 10-K of the Company for the year ended December 31, 2012.

\s\ Deloitte & Touche LLP

February 22, 2013 Milwaukee, Wisconsin

### POWER OF ATTORNEY FOR ANNUAL REPORT ON FORM 10-K

Each of the undersigned directors of ManpowerGroup Inc. (the "Company") hereby constitutes and appoints Jeffrey A. Joerres, Michael J. Van Handel and Richard Buchband, and each of them, the undersigned's true and lawful attorney-in-fact and agent, with full power of substitution and resubstitution, for the undersigned and in the undersigned's name, place and stead to sign for the undersigned and in the undersigned's name in the capacity as a director of the Company the Annual Report on Form 10-K for the Company's fiscal year ended December 31, 2012, and to file the same, with all exhibits thereto, other documents in connection therewith, and any amendments to any of the foregoing, with the Securities and Exchange Commission and any other regulatory authority, granting unto said attorney-in-fact and agent full power and authority to do and perform each and every act and thing requisite and necessary to be done in and about the premises, as fully and to all intents and purposes as the undersigned might or could do in person, hereby ratifying and confirming all that said attorney-in-fact and agent, or the undersigned's substitute, may lawfully do or cause to be done by virtue hereof. Any previous power of attorneys with respect to the suject matter hereof are revoked. IN WITNESS WHEREOF, the undersigned have each executed this Power of Attorney for Annual Report on Form 10-K, on one or more counterparts, as of the 13th day of February, 2013.

/s/ Marc J. Bolland Marc J. Bolland

/s/ Gina R. Boswell Gina R. Boswell

/s/ Cari M. Dominquez Cari M. Dominquez

/s/ William Downe William Downe

/s/ Jack M. Greenberg Jack M. Greenberg

/s/ Terry A. Hueneke Terry A. Hueneke

/s/ Patricia A. Hemingway Hall Patricia A. Hemingway Hall /s/ Jeffrey A. Joerres Jeffrey A. Joerres

/s/ Roberto Mendoza Roberto Mendoza

/s/ Ulice Payne, Jr. Ulice Payne, Jr.

/s/ Elizabeth P. Sartain Elizabeth P. Sartain

/s/ John R. Walter John R. Walter

s/ Edward J. Zore Edward J. Zore

#### CERTIFICATION

I, Jeffrey A. Joerres, Chairman and Chief Executive Officer of ManpowerGroup Inc., certify that:

- 1. I have reviewed this annual report on Form 10-K of ManpowerGroup Inc.;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: February 22, 2013

/s/ Jeffrey A. Joerres Jeffrey A. Joerres Chairman, Chief Executive Officer

# CERTIFICATION

### I, Michael J. Van Handel, Executive Vice President and Chief Financial Officer of ManpowerGroup Inc., certify that:

- 1. I have reviewed this annual report on Form 10-K of ManpowerGroup Inc.;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: February 22, 2013

/s/ Michael J. Van Handel Michael J. Van Handel Executive Vice President, Chief Financial Officer

### STATEMENT

Pursuant to ss. 906 of the Sarbanes-Oxley Act of 2002, 18 U.S.C. ss. 1350, the undersigned officer of ManpowerGroup Inc. (the "Company"), hereby certifies that to his knowledge:

- (1) the Company's Annual Report on Form 10-K for the year ended December 31, 2012 fully complies with the requirements of Section 13(a) or 15(d), as applicable, of the Securities Exchange Act of 1934, and
- (2) the information contained in the report fairly presents, in all material respects, the financial condition and results of operations of the Company.

### MANPOWERGROUP INC.

Dated: February 22, 2013

/s/ Jeffrey A. Joerres

Jeffrey A. Joerres Chairman, Chief Executive Officer

This certification accompanies this Annual Report on Form 10-K pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 and shall not be deemed filed by the Company for purposes of the Securities Exchange Act of 1934.

### STATEMENT

Pursuant to ss. 906 of the Sarbanes-Oxley Act of 2002, 18 U.S.C. ss. 1350, the undersigned officer of ManpowerGroup Inc. (the "Company"), hereby certifies that to his knowledge:

- (1) the Company's Annual Report on Form 10-K for the year ended December 31, 2012 fully complies with the requirements of Section 13(a) or 15(d), as applicable, of the Securities Exchange Act of 1934, and
- (2) the information contained in the report fairly presents, in all material respects, the financial condition and results of operations of the Company.

MANPOWERGROUP INC.

Dated: February 22, 2013

/s/ Michael J. Van Handel

Michael J. Van Handel Executive Vice President, Chief Financial Officer

This certification accompanies this Annual Report on Form 10-K pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 and shall not be deemed filed by the Company for purposes of the Securities Exchange Act of 1934.