



# FIRST-QUARTER FISCAL 2015 REVENUES

January 9, 2015

# FORWARD-LOOKING STATEMENTS

This presentation contains statements that may be considered forward-looking statements and as such may not relate strictly to historical or current facts.

These statements represent management's views as of the date they are made and we assume no obligation to update them.

You are cautioned not to place undue reliance on our forward-looking statements.

# AGENDA



1. FIRST-QUARTER FISCAL 2015 REVENUES
2. ON-SITE SERVICES
3. BENEFITS AND REWARDS SERVICES
4. FISCAL 2015 OUTLOOK
5. APPENDIX

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# FIRST-QUARTER FISCAL 2015 REVENUES

# FIRST QUARTER FISCAL 2015 ORGANIC REVENUE GROWTH

Growth driven by integrated Quality of Life Services offer

- **Benefits and Rewards Services:** sustained strong momentum
- **On-site Services:**
  - Average growth of close to 5% for facilities management services
  - Return to growth for Remote Sites

## Organic growth of 2.3%\*

of which:

On-Site Services

**+1.9%**

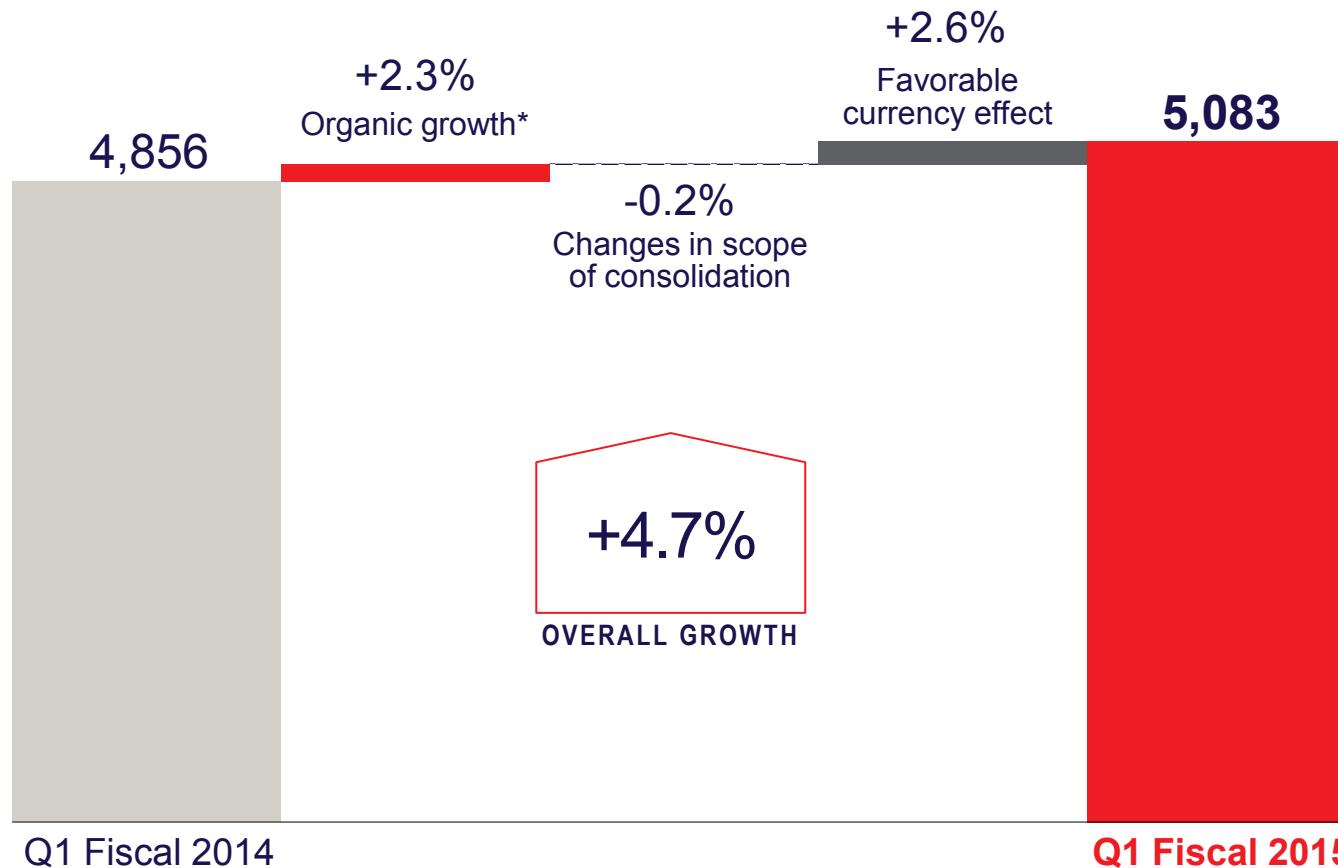
Benefits and  
Rewards Services

**+12.1%\***

\* Organic growth: increase in revenues at constant scope of consolidation and exchange rates, with the exception of the Venezuelan Bolívar Fuerte, for which the exchange rate at August 31, 2014 was used for the first quarter Fiscal 2014.

# FIRST QUARTER FISCAL 2015 REVENUE GROWTH

€ millions



\* Organic growth: increase in revenues at constant scope of consolidation and exchange rates, with the exception of the Venezuelan Bolívar Fuerte, for which the exchange rate at August 31, 2014 was used for the first quarter Fiscal 2014.

FIRST QUARTER FISCAL 2015

# QUALITY OF LIFE SERVICES CONTRACT WINS

## CORPORATE

### DIAGEO



#### DIAGEO in the United Kingdom and Ireland

Facilities management services on 70 sites

#### Vipshop - e-commerce company in China

## REMOTE SITES



#### Samsung Engineering in the United Arab Emirates

Facilities management services

## HEALTH CARE



#### Vidant Medical Center in the United States

7 sites in North Carolina

# FIRST QUARTER FISCAL 2015 QUALITY OF LIFE SERVICES CONTRACT WINS

## DEFENSE



### Telsite in French Polynesia

Designing, supplying and managing the remote site in charge of consolidating the Mururoa Atoll

## JUSTICE



### Ministry of JUSTICE

### Transforming Rehabilitation Program in the United Kingdom

Offender rehabilitation program in six regions

## BENEFITS AND REWARDS SERVICES



### Samsung Electronics Indonesia

Product promotion program

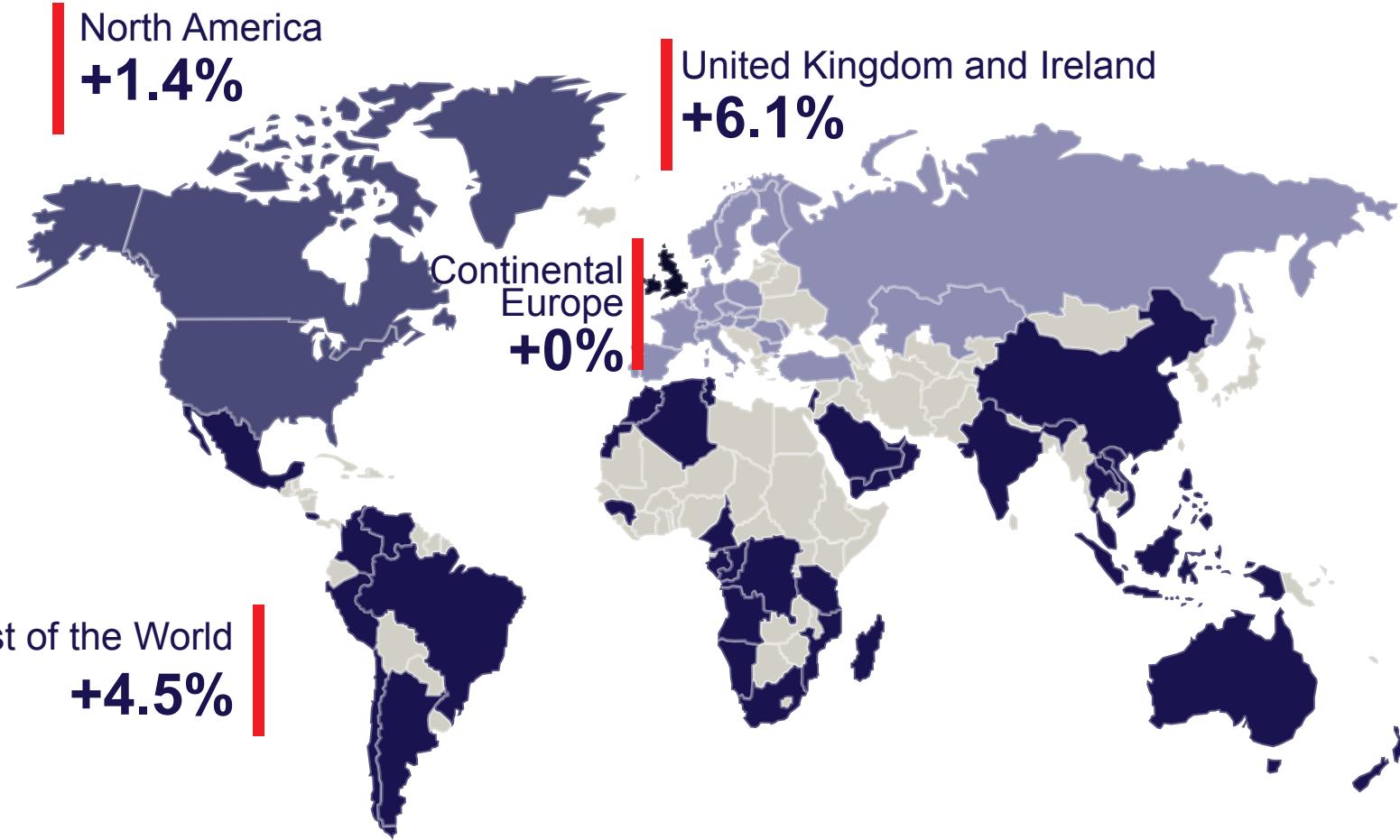
### Correios (Postal services) in Brazil

Culture Pass

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## ON-SITE SERVICES

# ON-SITE SERVICES ORGANIC GROWTH UP 1.9%





## Corporate

- Sustained growth in North America and the United Kingdom
- Significant contribution from facilities management services in all regions
- Return to growth for Remote Sites (+3.2%)

+4.0%



## Health Care and Seniors

- Limited business development in Fiscal 2014
- Voluntary exit from part of the HCR ManorCare contract

-0.2%



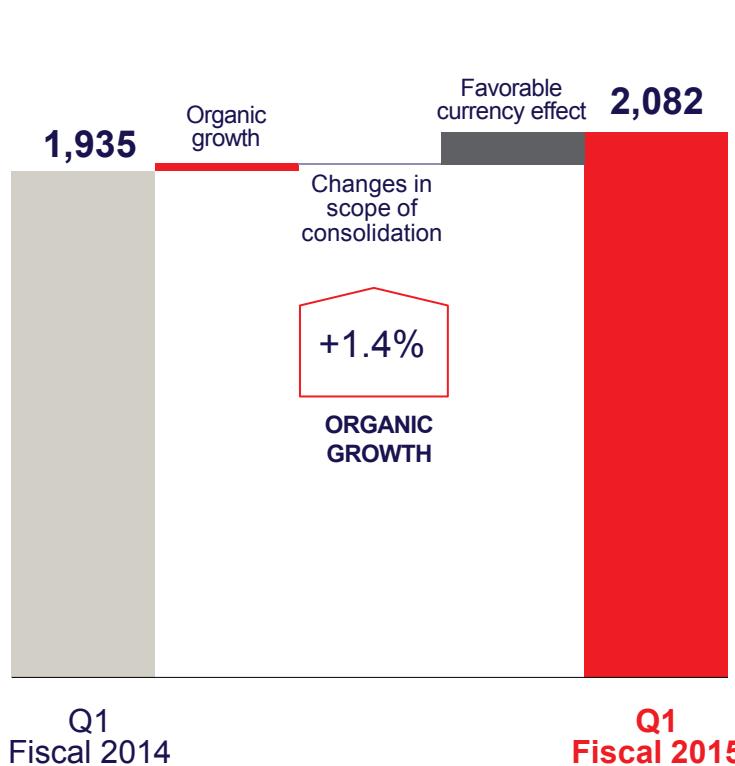
## Education

- Selective approach to new business in North America and Europe
- Strong growth in emerging markets

-0.2%

# ON-SITE SERVICES NORTH AMERICA

€ millions



## Revenues

### Corporate

- +6.1%
- Strong demand thanks to integrated Quality of Life Services offer

### Health Care and Seniors

-1.1%

- Voluntary withdrawal from part of the HCR ManorCare contract
- Closure of certain laundry facilities

### Education

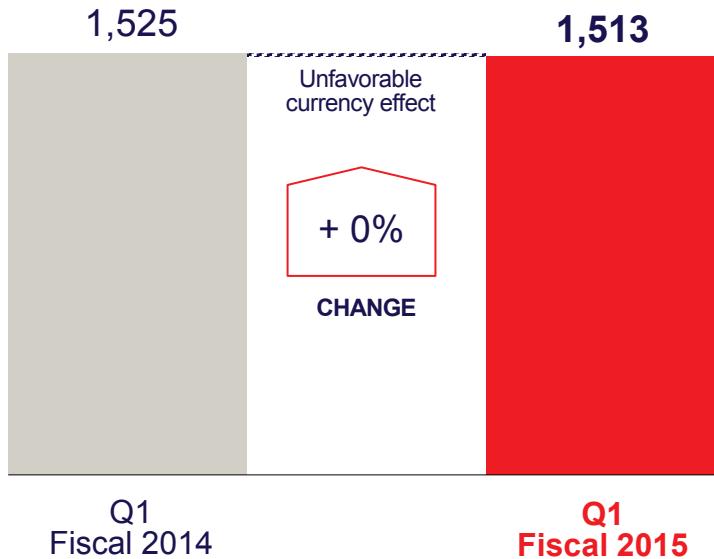
+0.9%

- Solid growth in site revenues from Schools and Universities
- Voluntary withdrawal from the Detroit schools contract (non-payment)

# ON-SITE SERVICES CONTINENTAL EUROPE

€ millions

## Revenues



### Corporate

+2.9%

- Decline in foodservices volumes offset by the continued success of facilities management services

### Health Care and Seniors

-2.5%

- Weak growth at existing sites
- Slower pace of business development, particularly in France

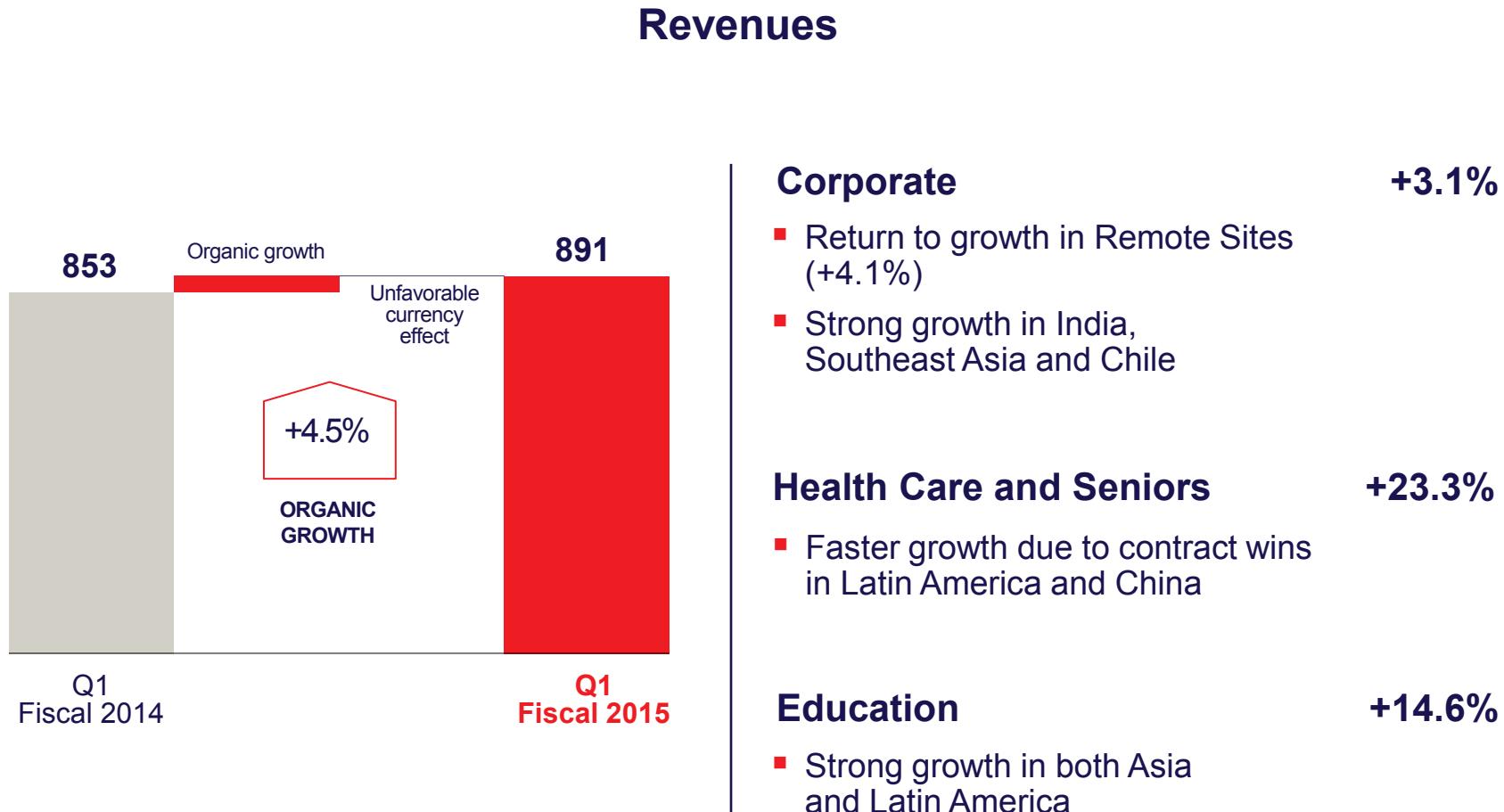
### Education

-6.1%

- Reductions in school budgets
- Non-renewal of several contracts in Fiscal 2014, particularly in Italy

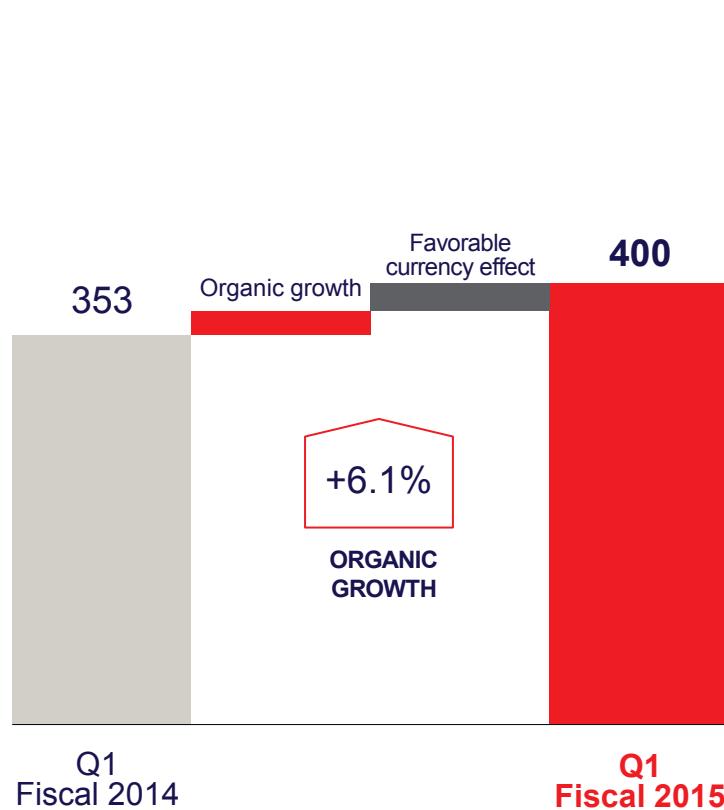
# ON-SITE SERVICES REST OF THE WORLD

€ millions



# ON-SITE SERVICES UNITED KINGDOM AND IRELAND

€ millions



### Corporate

- +6.6%
- Start-up of numerous integrated services contracts
  - One-off services under the Justice contract with Northumberland County

### Health Care and Seniors

+5.2%

- Contribution of new contracts in several hospitals

### Education

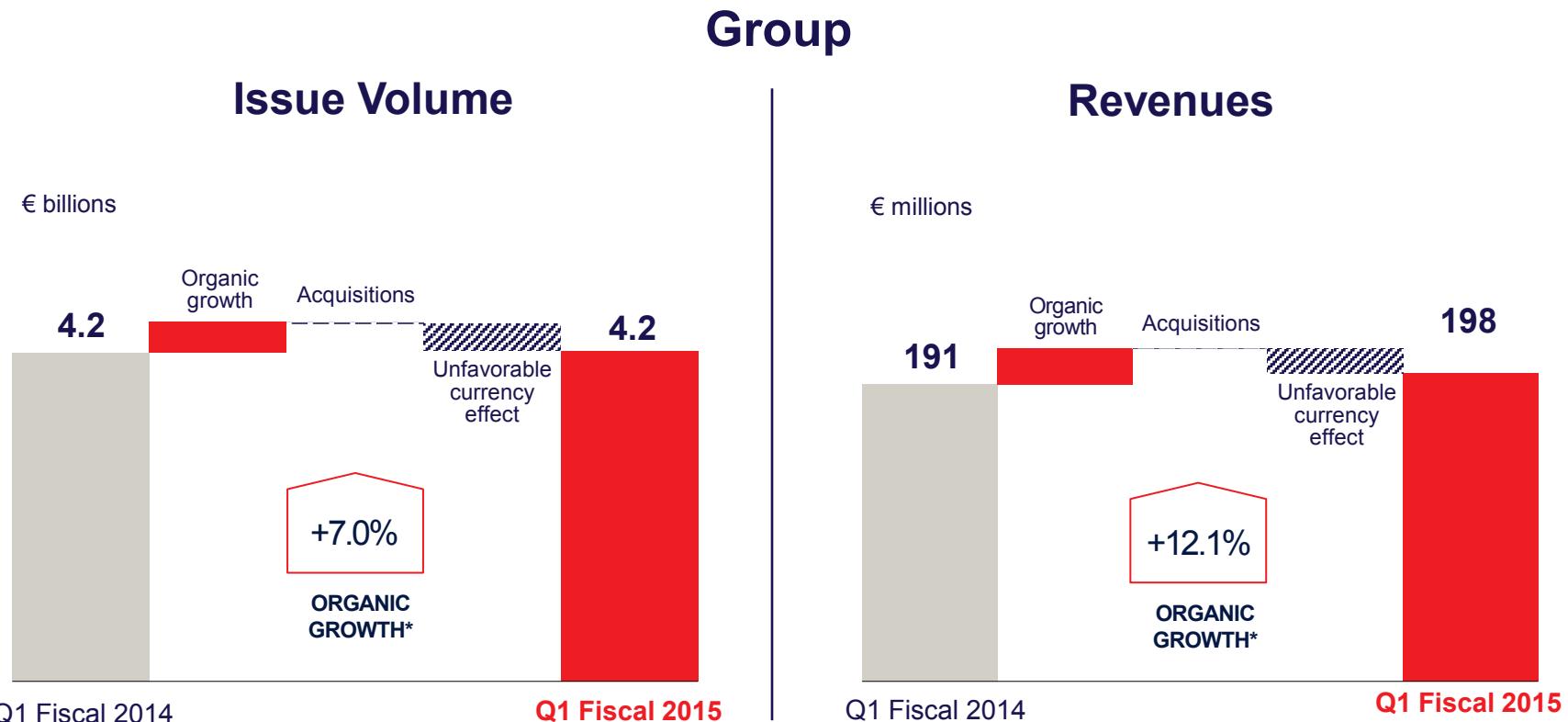
+4.1%

- Return to growth led by business development in the universities segment in Fiscal 2014

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# BENEFITS AND REWARDS SERVICES

# BENEFITS AND REWARDS SERVICES ISSUE VOLUME AND REVENUES



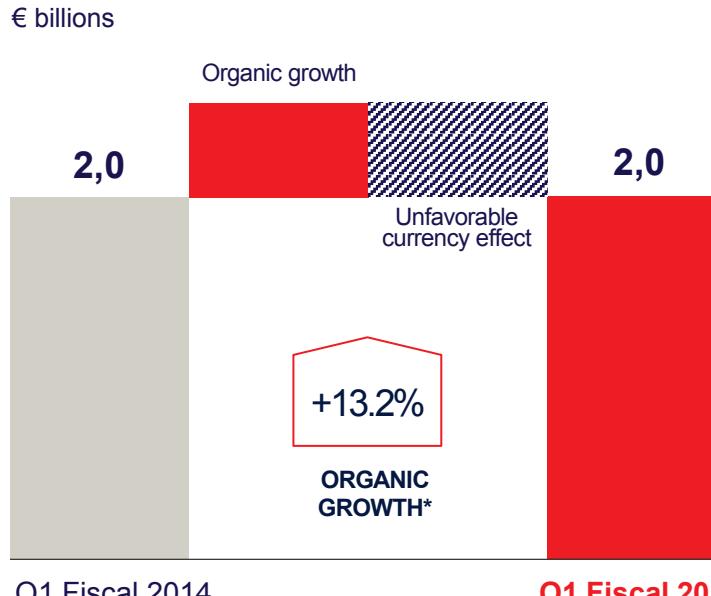
- Very good performance in emerging economies, in both Latin America and Asia

\* Organic growth: increase in revenues, and issue volume at constant scope of consolidation and exchange rates, with the exception of the Venezuelan Bolívar Fuerte, for which the exchange rate at August 31, 2014 was used for the first quarter Fiscal 2014.

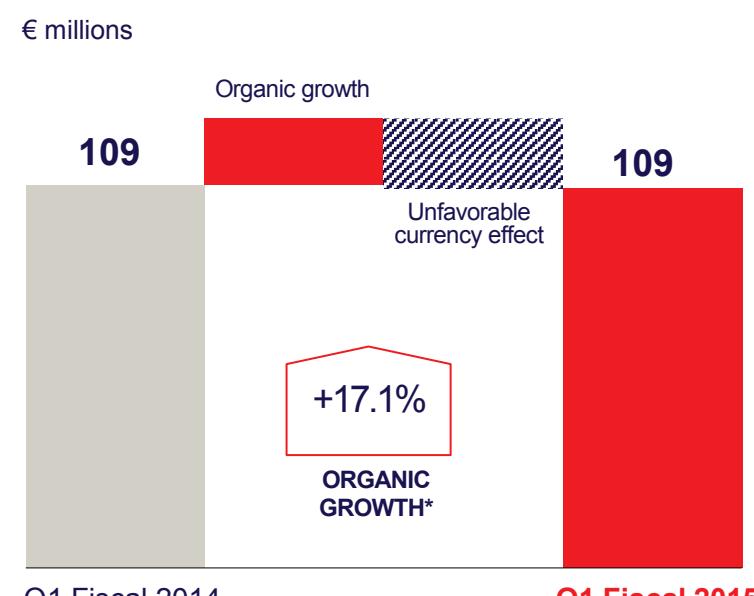
# BENEFITS AND REWARDS SERVICES ISSUE VOLUME AND REVENUES

## Latin America

### Issue Volume



### Revenues



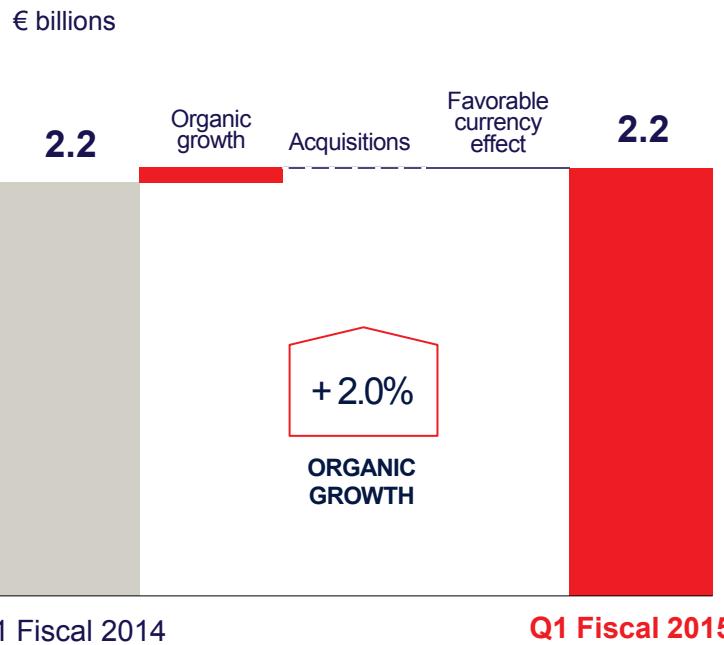
- Higher face values in Brazil and Venezuela
- Contribution from innovative offers, particularly in Chile and Brazil
- An increase in the number of beneficiaries despite the economic slowdown

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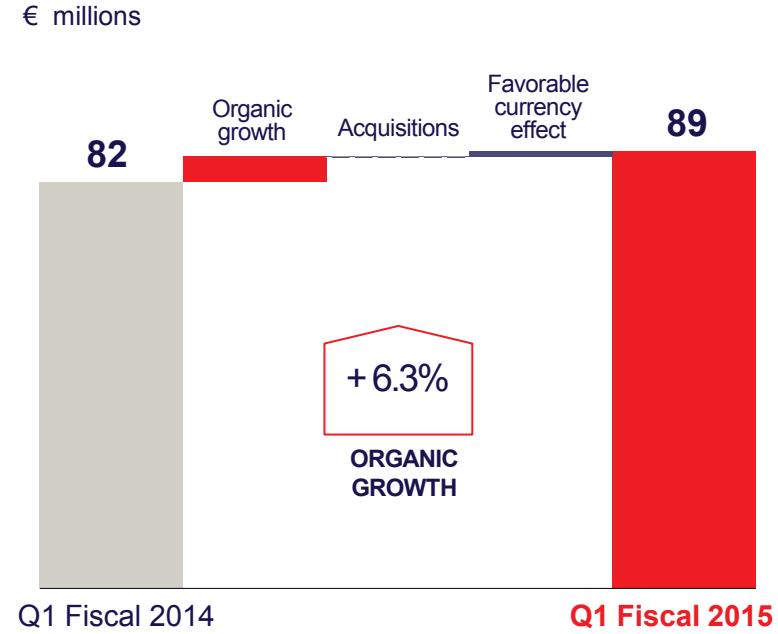
# BENEFITS AND REWARDS SERVICES ISSUE VOLUME AND REVENUES

## Europe and Asia

### Issue Volume



### Revenues



- Robust growth in Turkey and Asia
- Strong growth in gift boxes and cards

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## OUTLOOK FOR FISCAL 2015

## OUTLOOK

# FISCAL 2015 OBJECTIVES

As indicated last November, Sodexo's objectives are:

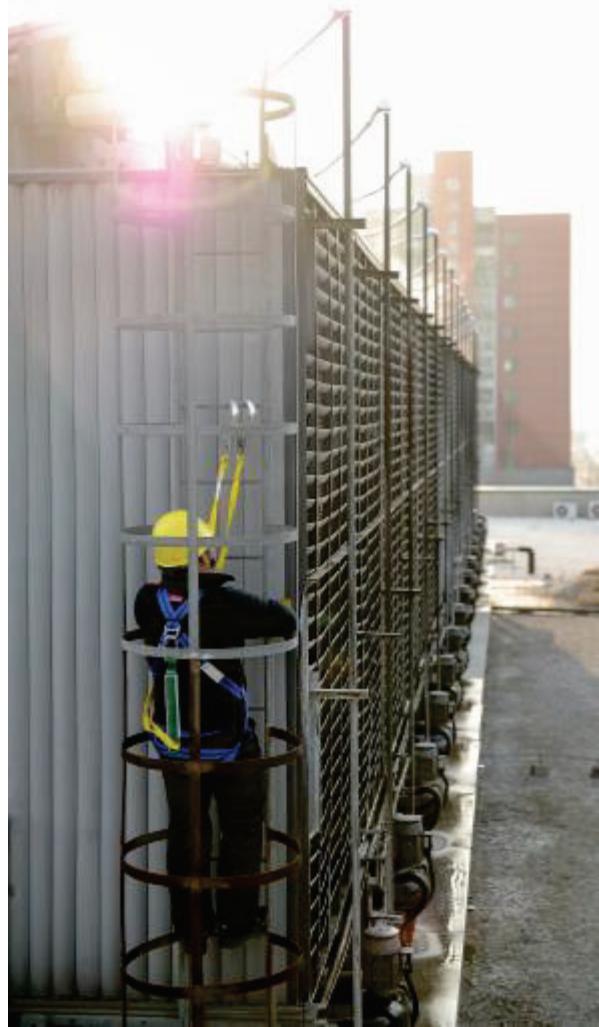


**Organic revenue growth of around 3%**

and

**an increase in operating profit of around 10%**  
(excluding currency effects and exceptional items).

As a result, operating margin is targeted to increase by 0.8% over the two-year period covering Fiscal 2014 and Fiscal 2015, in line with the objectives announced in November 2013.



# THANK YOU!



# Questions & Answers

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## APPENDIX

# APPENDIX

## PRINCIPAL EXCHANGE RATES

<b>1€ =</b>	<b>Average rate Q1 Fiscal 2015</b>	<b>Average rate Q1 Fiscal 2014</b>	<b>Change</b>	<b>Revenue impact (in € millions)</b>
<b>U.S. dollar</b>	<b>1.2643</b>	1.3522	+6.9%	+129
<b>Pound Sterling</b>	<b>0.7855</b>	0.8431	+7.3%	+28
<b>Brazilian Real</b>	<b>3.0737</b>	3.0563	-0.6%	(1.6)
<b>Bolivar Fuerte</b>	<b>63.74</b>	67.34*	+5.6%	+0.3

\* First-quarter organic growth was calculated using the exchange rate at August 31, 2014 for the Venezuelan Bolivar Fuerte (rather than the average rate for the first three months of Fiscal 2014) to take into account the new exchange rate used by the Group since June 12, 2014.