# **SodeXo**Making every day a better day

# Press Release

# Sodexo announces an 8.8% increase in revenue, and organic growth of 3.4% for first nine months of Fiscal 2009

- Food and Facilities Management Services, + 2.9%: Health Care and Seniors, Education and Defense contribute to continued growth
- Service Vouchers and Cards, + 15.2%: strong development

Paris, July 1, 2009 - SODEXO (NYSE Euronext Paris FR0000121220 - SW OTC: SDXAY), a leader in Food and Facilities Management Services, today announced revenue for the first nine months of Fiscal 2009 ended May 31, 2009.

## Revenue by activity and geographical area

(in millions of euro)	9 months Fiscal 2008	9 months Fiscal 2009	Organic growth <sup>(1)</sup>	Currency impact <sup>(3)</sup>	Acquisitions	Total change
F	ood and F	acilities Ma	anagement S	Services		
North America	4,051	4,620	+3,0%	+10,9%	+0,2%	+14,1%
<ul> <li>Continental Europe</li> </ul>	3,617	3,917	+1,2%	-1,4%	+8,5%	+8,3%
<ul> <li>UK and Ireland</li> </ul>	1,141	939	-4,9% <sup>(2)</sup>	-12,7%	-	-17,6%
Rest of the World	1,251	1,408	+14,9%	-3,5%	+1,1%	+12,5%
Total	10,060	10,884	+2,9%	+2,0%	+3,3%	+8,2%
	Serv	ice Vouche	ers and Card	ls		
	425	529	+15,2%	-4,7%	+14,0%	+24,5%
Intra-group eliminations	-9	-14				
Total	10,476	11,399	+3,4%	+1,7%	+3,7%	+8,8%

<sup>1)</sup> Organic growth: increase in sales at constant scope and excluding exchange rate effects.

<sup>2)</sup> Revenue from the Rugby World Cup contract, at average exchange rate for the first nine months of FY 2008, was 138 million euro.

<sup>3)</sup> Exchange rate effects are positive (+1.7%), but it should be noted that, contrary to exporting companies, the revenue and expenses of Sodexo subsidiaries are denominated in the same currency. Consequently, foreign exchange variations do not have operational risk.



#### Commenting on these figures, Sodexo CEO Michel Landel, said:

"After the first nine months, Sodexo continues to grow and is on track to achieve its objectives for the current fiscal year. The motivation and commitment of our teams, our strategic position in high potential markets, the scope of our global services offer, our international presence and our solid financial structure are strengths on which Sodexo can continue to rely for the medium and long term."

# Analysis of organic revenue growth for Food and Facilities Management Services

- North America, + 3%: continued growth driven by Health Care, Seniors and Education
- Continental Europe, + 1.2%: slight progression, affected by declines in Corporate Services,
   Sports and Leisure
- United Kingdom and Ireland, + 8.2%: excluding 2007 Rugby World Cup hospitality contract
- Rest of the World, + 14.9%.

In North America, growth of + 3% resulted mainly from Health Care, Seniors and Education.

In an environment strongly affected by reductions in staffing levels and work hours and with a virtual halt to any discretionary spending, Corporate Services' performance continued to decline (- 6.3%). Recent successes include the Federal Reserve Bank (East Rutherford, New Jersey and New York).

In Health Care and Seniors (+ 5.9%), growth on existing sites was moderate and development was affected by longer lead times for client decisions. Among recent new contract successes was Willamette View Hospital (Oregon).

The Education segment (+ 5.7%) grew at a much higher rate than the first nine months of the previous year (+ 3.4%), continuing to benefit from:

- increased enrollment on university campuses and in schools,
- · contract wins during the previous year.

New clients include Brigham Young University (Rexburg, Idaho) and Eastmont School District (Washington).

#### Sodexo teams in North America won several awards, including:

*DiversityInc*, the leading publication on diversity in business, ranked Sodexo in the Top 10 companies for people with disabilities as well as for African Americans and Latinos.

In Continental Europe, Sodexo was affected by deteriorating levels of activity in Corporate Services and Sports and Leisure

Revenue in these segments (- 1.4% overall) declined progressively over the period in most countries, a result of reduced employment levels by some clients and extended periods of factory shutdowns, as well as tightened discretionary spending.

The sharp decline in tourism activity and spending in the Paris region heavily impacted operations managed by Sodexo (the Lido, Bateaux Parisiens, the restaurants of the Eiffel Tower).

Sodexo also won new contracts recently, such as Kamaz in Russia, Ordina in the Netherlands and Roche Laboratories and Facilities Management services for NYSE Euronext in France.

While growth in Health Care and Seniors (+ 3.9%) slowed in the first months of the year due to weaker new sales development, the Group consolidated its position through new contracts such as the Saint Gatien hospital group in France.

With an increase of + 5.5%, Education benefited from the solid successes achieved by its sales teams in Fiscal 2008.

Recent new contract awards include the schools of Helsingborg in Sweden.



In the United Kingdom and Ireland, it should be noted that the first nine months of Fiscal 2008 benefited from the significant contribution of the Rugby World Cup hospitality contract. Excluding the Rugby World Cup, organic revenue growth was + 8.2% for the first nine months of Fiscal 2009.

On the same basis of comparison, Corporate Services increased + 6.4% reflecting the opening of contracts offering comprehensive solutions for Facilities Management services, particularly in Defense and Correctional Services.

Among recently-won contracts are Unilever (Warrington) and Royal Air Force Strike Command in North Yorkshire.

The very strong organic growth in Health Care (+ 18.4%) reflects the ramp up of Facilities Management services on several Public-Private Partnership (PPP) contracts such as Manchester Royal Infirmary and North Staffordshire Hospital. In addition, in recent months, Sodexo won a new contract with Airedale Hospitals NHS Trust.

Education, benefiting from the success of innovative Foodservices offers, had organic growth of + 4.8% compared to the first nine months of the previous year.

The **Rest of the World** again recorded strong growth (+ 14.9%). This performance results from continued solid development of mining activities, particularly in Australia, Chile and Peru.

The level of activity in Corporate Services in Brazil, however, has slowed since the beginning of 2009.

Several new contracts were won including Denso in Brazil, Aceria Paz del Rio and Hospital Carlos Lleras in Colombia, Seadrill in Brazil, West Capella in Nigeria, Colgate-Palmolive in Australia, Microsoft (China) Co, Ltd and Wrigley Confectionery in China and the Asian Institute of Technology in Thailand.

## Service Vouchers and Cards

The 9.2 billion euro in issue volume <sup>1</sup> for the first nine months of Fiscal 2009 resulted from strong organic growth and the integration of Grupo VR in Brazil.

Organic revenue growth of + 15.2% reflects the following trends:

- · continued significant commercial development in Latin America;
- staff reductions by large companies, particularly in Central Europe.

Recent successes have included CESU Pass for GSK in France, Intesa San Paolo in Italy (Restaurant Pass), ABB GISLER in India (Restaurant Pass) and Frexport (Food Pass) in Mexico.

### Recent events

#### **Acquisitions**

In April 2009, Sodexo completed the acquisition of Radhakrishna Hospitality Services Group (RKHS), a leader in India's Food and Facilities Management services market.

Founded in 1966, RKHS provides services to a wide customer base in 22 of India's states. Today, Sodexo employs 30,000 people in India. With this acquisition, Sodexo has reinforced its global services offer in a high potential market and has become the market leader in Food and Facilities Management services and Remote Sites.

<sup>&</sup>lt;sup>1</sup> face value multiplied by the number of vouchers and cards issued



#### **Financial situation**

The Group net debt to equity ratio amounted to 50% as of 28 February 2009. This ratio had not materially altered as of 31 May 2009. In addition, taking advantage of improved conditions available in the bond market, Sodexo issued a supplemental tranche to its bond maturing in January 2015 for a total amount of €250 million at a 4.9% yield. This transaction helps Sodexo maintain its financial flexibility.

#### **Olympic Games**

Sodexo is proud to have been chosen by the **Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games** to provide Foodservices and Housekeeping services.

#### **Awards**

Sodexo was ranked third among the world's leading outsourcing services companies by the *International Association of Outsourcing Professionals*<sup>TM</sup> (IAOP<sup>TM</sup>), an industry trade group. It is the fourth consecutive year that Sodexo has been ranked in the top five of the *Global Outsourcing 100*<sup>TM</sup>. For the second year in a row, Sodexo was the highest-ranked company in its industry category, "Facilities Services". This industry trade group evaluates companies throughout the world based on a series of criteria including revenue growth, global presence, workforce skills and training, technical and business certifications (such as ISO 9001), the track record of the management team and the quality of its customer services.

Sodexo was named one of the "World's Most Ethical Companies" for 2009 by the American institute, Ethisphere.

These awards reflect the commitment of Sodexo teams throughout the world.

## Objectives for Fiscal 2009

For Fiscal 2009, the Group confirms the objectives set at the start of the fiscal year:

- organic revenue growth between 2% and 5%;
- consolidated revenue growth, at constant currency exchange rates, between 4% and 7%;
- operating profit of between 730 and 760 million euro, at constant currency exchange rates.

#### Conference call and broadcast on the Internet

SODEXO will hold a conference call today at 8:30 a.m. (Paris time), to comment on revenue for the first nine months of Fiscal 2009. Persons wishing to participate are invited to dial + 33 1 72 00 13 68. The press release and the presentation will be available on the Group website: <a href="www.sodexo.com">www.sodexo.com</a> under the "latest news" section beginning at 7:00 a.m. A recording of the conference will be available by dialing + 33 1 72 00 14 69, followed by the code 254 128#.

In addition, the conference call will be broadcast on the Internet (webcast) with simultaneous audio (available on <a href="https://www.sodexo.com">www.sodexo.com</a>) and conserved in archives for twelve months.

#### **Availability of information**

Sodexo's quarterly financial information is available on Sodexo's website: www.sodexo.com

#### Financial communications calendar

Fiscal 2009 annual results:

Tuesday, November 10, 2009 at 7:00 a.m. (Paris time). An analyst briefing and press conference will be held the same day.

This date is provided as an indication and remains subject to change.



#### **About Sodexo**

Sodexo, founded in 1966 by Pierre Bellon, is a world leader in Food and Facilities Management Services, with more than 355,000 employees on 30,600 sites in 80 countries. For Fiscal 2008, which closed August 31, 2008, Sodexo had revenue of 13.6 billion euro. Listed on Euronext Paris, the Group has a current market capitalization of 5.7 billion euro.

This press release contains statements that may be considered as 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.

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# Appendix 1

## Food and Facilities Management Services revenue by segment

# **Consolidated Group**

In millions of euro	9 Months Fiscal 2009	9 Months Fiscal 2008	Organic growth
Corporate Services	5,119	5,011	-0.2%
Health Care & Seniors	2,909	2,523	6.4%
Education	2,856	2,526	5.5%
TOTAL	10,884	10,060	2.9%

# **North America**

In millions of euro	9 Months Fiscal 2009	9 Months Fiscal 2008	Organic growth
Corporate Services	968	935	-6.3%
Health Care & Seniors	1,691	1,445	5.9%
Education	1,961	1,671	5.7%
TOTAL	4,620	4,051	3.0%

# **Continental Europe**

In millions of euro	9 Months Fiscal 2009	9 Months Fiscal 2008	Organic growth
Corporate Services	2,199	2,077	-1.4%
Health Care & Seniors	985	857	3.9%
Education	733	683	5.5%
TOTAL	3,917	3,617	1.2%

# **United Kingdom and Ireland**

In millions of euro	9 Months Fiscal 2009	9 Months Fiscal 2008	Organic growth
Corporate Services	667	860	-10.8%
Health Care & Seniors	171	169	18.4%
Education	101	112	4.8%
TOTAL	939	1,141	-4.9%

## **Rest of the World**

In millions of euro	9 Months Fiscal 2009	9 Months Fiscal 2008	Organic growth
Corporate Services	1,285	1,139	15.1%
Health Care & Seniors	62	51	25.5%
Education	61	61	2.7%
TOTAL	1,408	1,251	14.9%



# Appendix 2 Quarterly Consolidated Revenue

# First Quarter (September to November)

In millions of euro	Fiscal 2009	Fiscal 2008
Food and Facilities Management	3,798	3,642
North America	1,650	1,486
Continental Europe	1,320	1,240
United Kingdom and Ireland	339	500
Rest of the World	489	416
Service Vouchers and Cards	181	123
Elimination	-4	-2
TOTAL	3,975	3,763

# Second Quarter (December to February)

In millions of euro	Fiscal 2009	Fiscal 2008
Food and Facilities Management	3,482	3,175
North America	1,459	1,273
Continental Europe	1,287	1,175
United Kingdom and Ireland	297	327
Rest of the World	439	400
Service Vouchers and Cards	180	144
Elimination	-4	-2
TOTAL	3,658	3,317



# Third Quarter (March to May)

In millions of euro	Fiscal 2009	Fiscal 2008
Food and Facilities Management	3,604	3,243
North America	1,511	1,292
Continental Europe	1,310	1,202
United Kingdom and Ireland	303	314
Rest of the World	480	435
Service Vouchers and Cards	168	158
Elimination	-6	-5
TOTAL	3,766	3,396

# **Total 9 Months**

	Fiscal 2009	Fiscal 2008	% Ch	ange
In millions of euro			At current exchange rates	At constant exchange rates
Food and Facilities Management	10,884	10,060	8.2%	6.2%
North America	4,620	4,051	14.1%	3.2%
Continental Europe	3,917	3,617	8.3%	9.7%
United Kingdom and Ireland	939	1,141	-17.6%	-4.9%
Rest of the World	1,408	1,251	12.5%	16.0%
Service Vouchers and Cards	529	425	24.5%	29.2%
Elimination	-14	-9		
TOTAL	11,399	10,476	8.8%	7.1%
		Organic Growth	3.4%	
		External Growth	3.7%	
		Currency effect	1.7%	



# Appendix 3 Principal currency exchange rates

1€=	Average rate First 9 months Fiscal 2009	Average rate First 9 months Fiscal 2008
U.S. Dollar	1.3319	1.4875
British Pound Sterling	0.8644	0.7394
Brazilian Real	2.8981	2.6166



# Appendix 4 Selection of new clients

## Food & Facilities Management Services

#### **North America**

#### **Corporate Services**

Johns Hopkins University Applied Physics Laboratory, Laurel, Maryland (3,200 consumers, Foodservices); Robert F. Kennedy Stadium/DC United, Washington, D.C. (683,000 consumers a year, Foodservices); Federal Reserve Bank, 2 sites (East Rutherford, New Jersey, and New York), (2,774 consumers, Foodservices)

#### **Health Care and Seniors**

Willamette View, Portland, Oregon (500 beds, Food and Facilities Management services)

#### Education

Brigham Young University, Rexburg, Idaho (11,137 students, Foodservices);

Oxnard Union High School District, Oxnard, California (15,949 students, Foodservices);

Columbus City School District, Columbus, Ohio (55,700 students, Foodservices);

Okaloosa County School District 46, Fort Walton Beach, Florida (30,260 students, Foodservices);

Brigham Young University-Idaho, Rexburg, Idaho (12,667 students, Foodservices);

Paterson Public School District, Paterson, New Jersey (26,000 students, Facilities Management services);

University of Wisconsin-Parkside, Kenosha, Wisconsin (5,072 students, Foodservices);

## **Continental Europe**

#### **Corporate Services**

Laboratoires ROCHE, Neuilly-sur-Seine, France (900 consumers, Foodservices);

3M, Milan, Italy (840 consumers, Food and Facilities Management services);

**TUTO-Atomitie 5**, Helsinki, Finland (1,200 consumers, Foodservices);

KAMAZ, Naberezhnye Chelny, Russia (1,000 consumers, Foodservices);

Ordina, 2 sites (Nieuwegein & Groningen), Netherlands (1,750 consumers, Foodservices);

BNP PARIBAS, 12 sites, Levallois-Perret, France (Facilities Management services);

SAIPEM, Montigny-le-Bretonneux, France (1,500 consumers, Facilities Management services);

C.N.R.S. Délégation du Siège, Paris, France (1,000 consumers, Foodservices);

NYSE EURONEXT, Paris, France (1,200 consumers, Facilities Management services);

SAP, 3 sites in the Paris region, France (Facilities Management services)

#### **Health Care and Seniors**

Groupe Saint Gatien, 2 sites (Orléans and Saint Jean de Braye), France (385 beds, Foodservices);

Altrecht, Den Dolder, Netherlands (600 consumers, Foodservices);

Casa di cura Villa Russo, Napoli, Italy (450 beds, Foodservices)



#### **Education**

City of Helsingborg, Helsingborg, Sweden (Facilities Management services);

**Groupe Scolaire St-Nicolas AAPM**, Issy-les-Moulineaux, France (1,110 students, Foodservices); **Kecskemét Megyei Jogú Város Önkormányzatag**, Kecskemét, Hungary (8,253 students, Food and Facilities Management services);

The schools of the city of Guyancourt, France (2,800 students, Foodservices);

Noordelijke Hogeschool, Leeuwarden, Netherlands (11,000 students, Foodservices)

#### **Defense**

MEBS, Ankara, Turkey (3,400 consumers, Foodservices);

Kuleli Askeri Lisesi, Istanbul, Turkey (1,500 consumers, Foodservices)

### **United Kingdom and Ireland**

#### **Corporate Services**

Unilever, Warrington, United Kingdom (300 consumers, Foodservices);

CDMS Media Ltd & Home Delivery Network Ltd, Merseyside, United Kingdom (450 consumers, Foodservices)

#### **Health Care and Seniors**

Airedale Hospitals NHS Trust, Airedale, United Kingdom (447 beds, Foodservices)

#### **Education**

Banbury School, Banbury, United Kingdom (1,600 students, Foodservices)

#### **Defense**

**RAF Strike Command (ASACS),** 5 sites, North Yorkshire, United Kingdom (1,000 consumers, Food and Facilities Management services)

#### **Sports & Leisure**

Great North Museum, Newcastle, United Kingdom (300,000 visitors per year, Foodservices)



#### **Rest of the World**

#### **Corporate Services**

COLGATE PALMOLIVE, Australia (250 consumers, Food and Facilities Management services);

The Shanghai Bureau of Justice, Shanghai, China (500 consumers, Foodservices);

Hitachi Global Storage Products (Shenzhen) Co. Ltd, Shenzhen, China (5,800 consumers, Foodservices);

Siemens Shanghai Medical Equipment Ltd., Shanghai, China (900 consumers, Foodservices);

Microsoft (China) Co., Ltd., Shanghai, China (1,600 consumers, Food and Facilities Management services);

Wrigley Confectionery (Shanghai) Co., Ltd., Shanghai, China (500 consumers, Foodservices);

**DENSO**, Curitiba and Pindamonhangaba, Brazil (2,482 consumers, Food and Facilities Management services);

LEVORIN, Guarulhos, Brazil (814 consumers, Foodservices);

CNH LATIN AMERICA LTDA, Sorocaba, Brazil (480 consumers, Food and Facilities Management services);

JOALMI, Guarulhos, Brazil (2,000 consumers, Foodservices);

Henkel, Santiago, Chile (274 consumers, Food and Facilities Management services);

Ind. Licorera Caldas (Sitrabencolicas), Manizales, Colombia (700 consumers, Foodservices);

PROFARMA, Contagem, Brazil (Facilities Management services);

LABORATORIO RIDER - STGO CENTRO, Santiago, Chile (220 consumers, Foodservices);

Nestle Antofagasta, Antofagasta, Chile (100 consumers, Facilities Management services);

J&J Medical, Bogotá, Colombia (100 consumers, Facilities Management services);

MINERA ESPERANZA - LAS CONDES, Santiago, Chile (500 consumers, Facilities Management services)

#### **Education**

Asian Institute of Technology (AIT), Pathum Thani, Thailand (2,900 students, Food and Facilities Management services):

Colegio Pedro de Valdivia, Santiago, Chile (1,925 students, Foodservices);

Univ. Andres Bello – Concepcion, Concepción, Chile (160 students, Foodservices)

#### **Health Care and Seniors**

Huashan Hospital Affiliated to Fudan University, Shanghai, China (1,300 beds, Foodservices);

Yangzhou No.1 People's Hospital West Branch, Yangzhou, China (600 beds, Foodservices);

Dar Al Shifa Hospital, Kuwait (150 beds, Foodservices);

Hospital Militar, Santiago, Chile (180 beds, Foodservices);

Hospital Carlos Lleras, Bogotá, Colombia (3,000 beds, Foodservices);

Hospital ACHS Concepcion, Concepción, Chile (Facilities Management services)

#### **Remote Sites**

**MCCONNELL DOWELL CONSTRUCTORS,** 4 sites, Australia (400 residents, Food and Facilities Management services);

SEADRILL, West Capella rig, Nigeria (150 residents, Food and Facilities Management services);

**DOLPHIN DRILLING**, 2 sites (Dolphin Borgsten and Dolphin Byford), UK, (200 residents, Food and Facilities Management services);

**ENSCO**, 3 sites in North Sea (United Kingdom, Denmark and Holland), (240 residents, Food and Facilities Management services)

**SONASURF,** Angola, Africa (87 residents, Facilities Management services);

**SINOPEC INT'L PETROLEUM SVCS Construction Division,** Jubail Compound Gardens, Saudi Arabia (1,050 residents, Facilities Management services);

Montara Project, Timor Sea, Australia (190 residents, Facilities Management services);



**Hawk Safer 2,** Marib, Yemen (1,000 residents, Food and Facilities Management services); **SEADRILL,** Macaé, Brazil (2,105 consumers, Foodservices);

**PETROBRAS PERUANITA**, Cusco (La Convención), Peru (800 consumers, Food and Facilities Management services);

Acerías Paz del Rio-El Uvo, Duitama, Sogamoso and Tunja, Colombia (2,000 consumers, Foodservices); MISKI MAYO (VALE) BAYOVAR, Piura (Bayovar), Peru (280 consumers, Facilities Management services); GYM BAYOVAR, Piura (Bayovar), Peru (522 consumers, Food and Facilities Management services)



### Service Vouchers and Cards

## **Europe**

### **Belgium**

Wit Gele Kruis West Flanders (Meal Pass, 852 beneficiaries); Ambroise Pare Hospital (Meal Pass, 870 beneficiaries)

#### **France**

**GlaxoSmithKline** (Home Pass, 2,000 beneficiaries); **Ministry of Economy & Finance (part 2)** (Meal Pass, 37,800 beneficiaries)

#### Italy

Intesa San Paolo (Meal Pass, 20,000 beneficiaries); Credito Artigiano (Meal Pass, 1,100 beneficiaries)

#### Hungary

IBM International Shared Service Centre (Meal Pass, 830 beneficiaries)

#### **Poland**

Konin Coal Mine (Gift Pass, 4,200 beneficiaries)

#### Romania

RCS & RDS (Meal Pass, 6,310 beneficiaries); University Hospital of Emergency (Meal Pass, 3,090 beneficiaries)

#### **Latin America**

#### Brazil

Caixa Economica Federal (Meal Pass, 1,800 beneficiaries); IPSEMG (Instituto de Previdencia dos Servidores do Estado Minas Gerais) (Food Pass, 2,320 beneficiaries); Local Prefecture of Candeias (Meal Pass, 1,700 beneficiaries); Peugeot-Citroën (Food Pass, 240 beneficiaries)

#### **Mexico**

Frexport (Food Pass, 740 beneficiaries)

#### **Asia**

#### India

**ABB GISL** (Meal Pass, 1,300 beneficiaries); **Barclays Technologies** (Meal Pass, 500 beneficiaries); **Air France** – **KLM** (Meal Pass, 240 beneficiaries)