

FIRST QUARTER FISCAL 2013 REVENUES

January 9, 2013

FORWARD-LOOKING INFORMATION

This presentation 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.

AGENDA



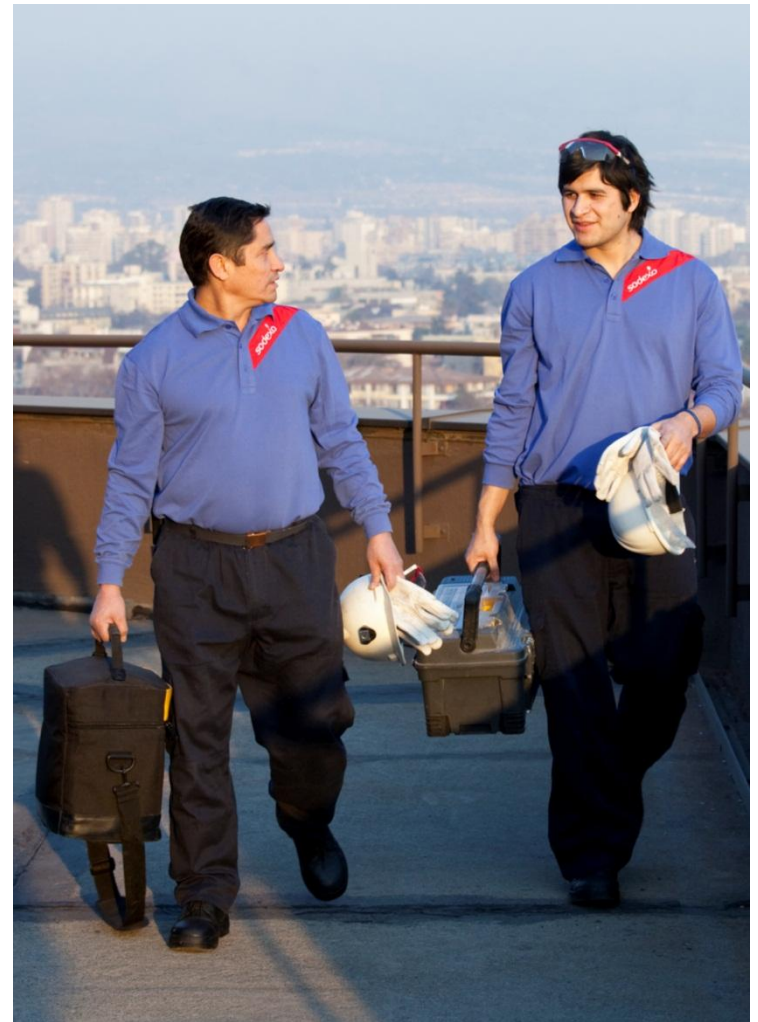
1. First quarter Fiscal 2013 revenues
2. On-site Services
3. Benefits and Rewards Services
4. Outlook

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FIRST QUARTER FISCAL 2013 REVENUES

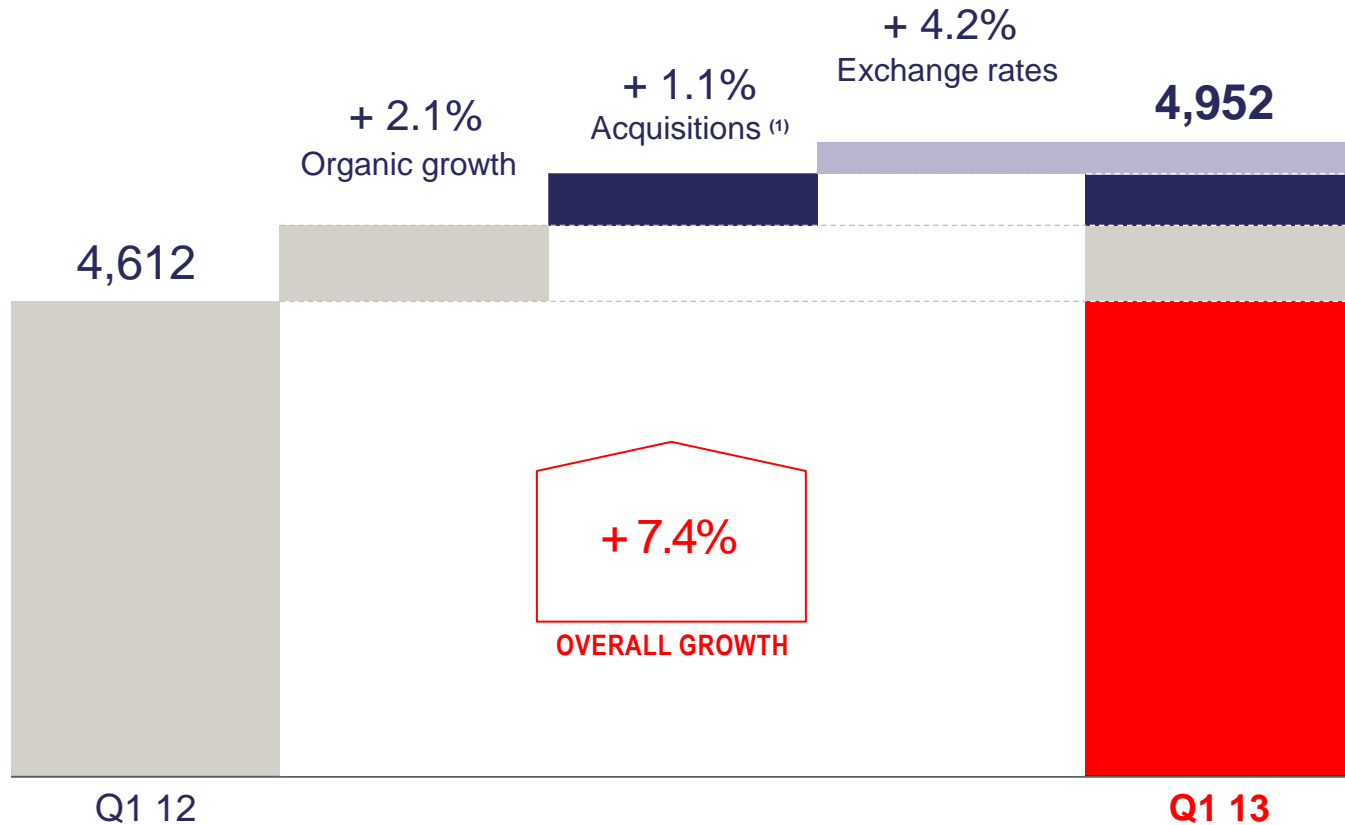
FIRST QUARTER FISCAL 2013 REVENUES

- **Increase + 7.4%**
- **Organic growth:**
 - + 2.1% as reported
 - + 3.3% excluding positive impact in Fiscal 2012 of Rugby World Cup and with:
 - On-site Services: + 3.2%
 - Benefits and Rewards Services: + 6.7%



FIRST QUARTER FISCAL 2013 REVENUES

millions of euro



(1) Roth Bros (U.S.), facilities management activities of Atkins (UK), Lenôtre (France) and Servi-Bonos (Mexico).

INVESTMENTS IN EMERGING ECONOMIES AND TECHNICAL EXPERTISE



Mexico | Benefits and Rewards Services

Servi-Bonos

Major player in food and restaurant vouchers and cards

India | On-site Services

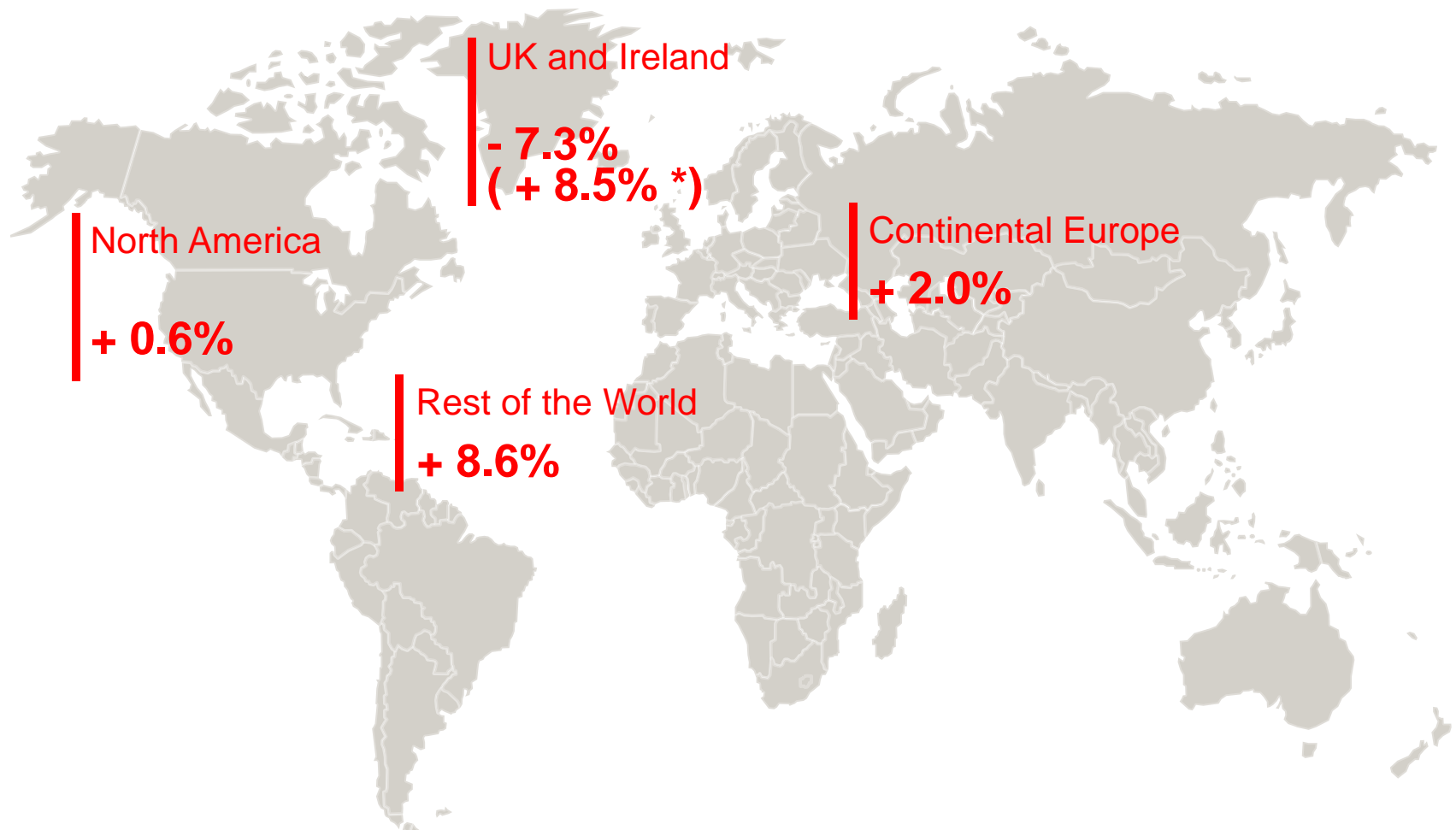
MacLellan India

Leader in technical services such as HVAC and energy management

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ON-SITE SERVICES

ON-SITE SERVICES ORGANIC GROWTH OF + 3.2%*



* Excluding positive impact from Rugby World Cup in Fiscal 2012

ON-SITE SERVICES ORGANIC GROWTH BY CLIENT SEGMENT



Corporate

+ 4.2%

* Excluding Rugby + 6,7 %

- Contribution of integrated Quality of Life services offerings
- Good development in Latin America, Asia and Remote Sites



Health Care and Seniors

- 1.0%

- Loss of a large contract in Fiscal 2012 in North America
- Good recovery in business development during first quarter 2013



Education

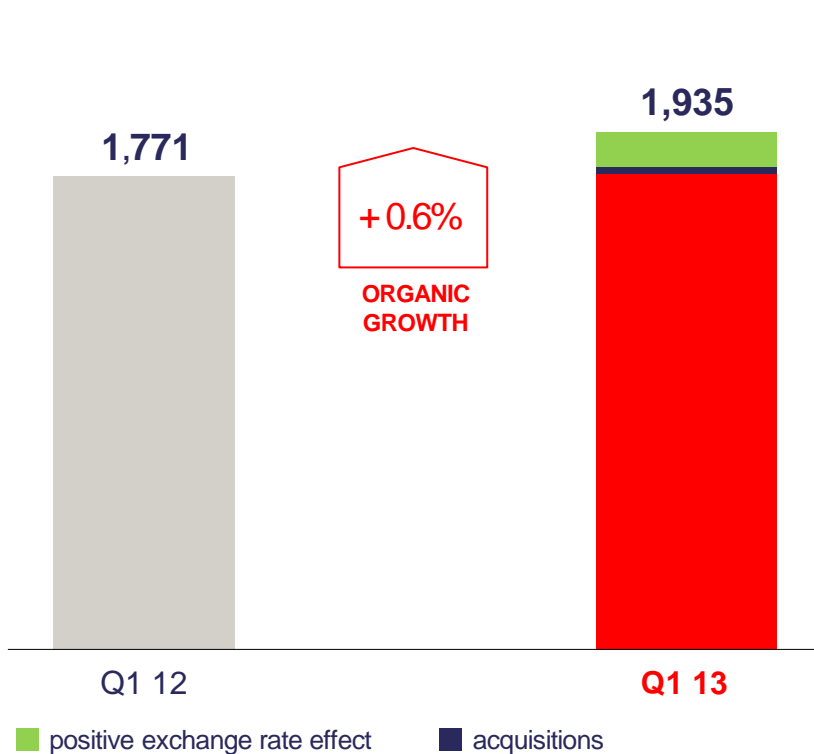
+ 0.2%

- Increased contract selectivity in public sector

ON-SITE SERVICES NORTH AMERICA

millions of euro

Revenues



Corporate

+ 5.6%

- Extension of services
- Strong contribution from Remote Sites in Canada

Health Care and Seniors

- 2.8%

- Loss of Ascension contract in Fiscal 2012
- Recent recovery in business development

Education

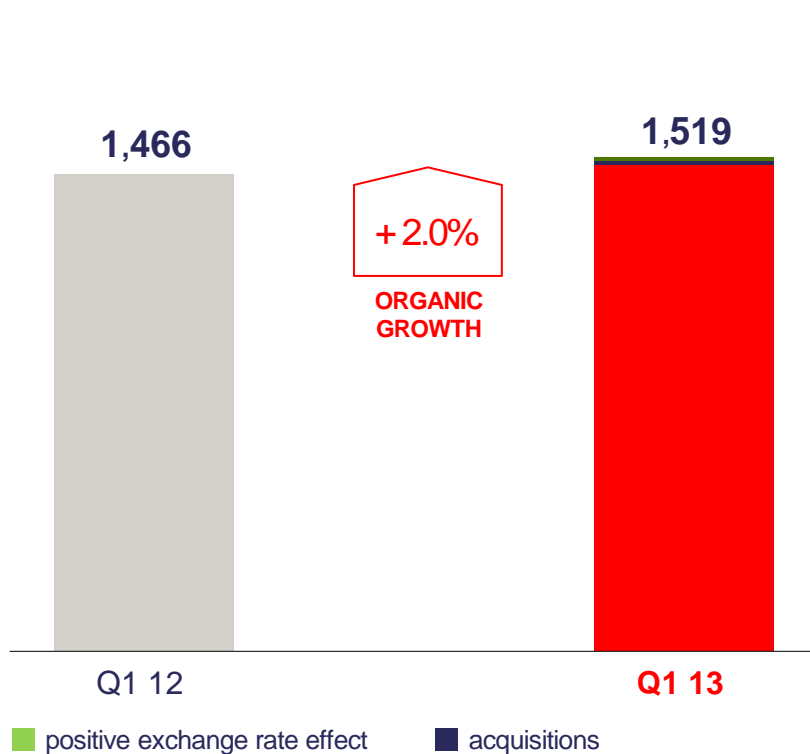
+ 0.9%

- Weak comparable unit growth
- Hurricane Sandy impact

ON-SITE SERVICES CONTINENTAL EUROPE

millions of euro

Revenues



Corporate

+ 3.3%

- Ramp up of integrated services contracts
- Sharp slowdown in foodservices volumes

Health Care and Seniors

+ 0.1%

- Fewer new business opportunities

Education

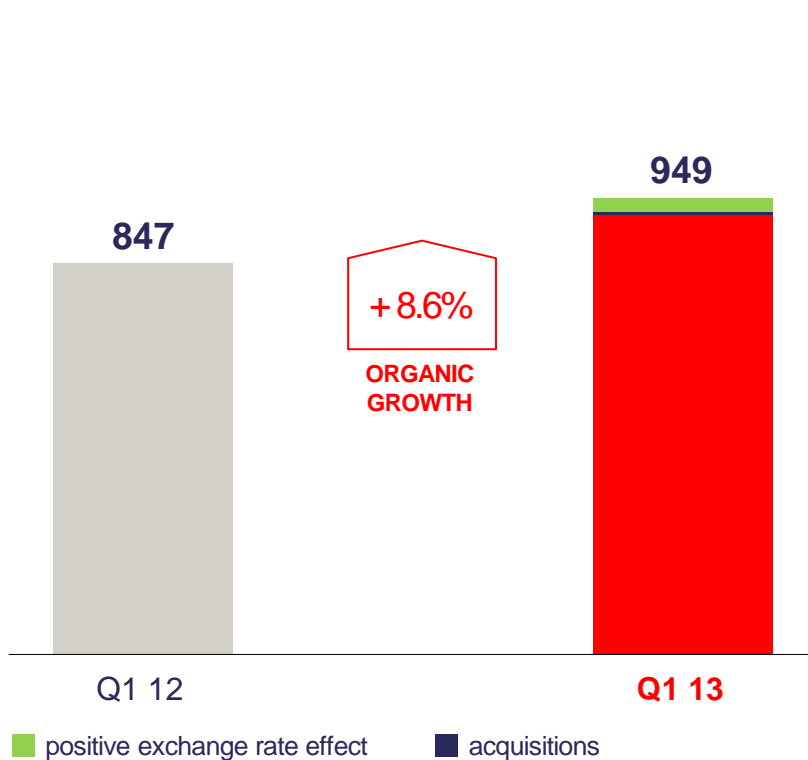
+ 0.6%

- Pressures on school budgets in Southern Europe
- Prudent business development approach in public sector

ON-SITE SERVICES REST OF THE WORLD

millions of euro

Revenues



Corporate

+ 9.8%

- Dynamic performance by Sodexo in mining sector in Australia and Latin America
- Pace of business development maintained
- Business slowdown by industrial clients (Brazil and Asia)

Health Care and Seniors

+ 7.8%

- New contract wins in Asia and Latin America

Education

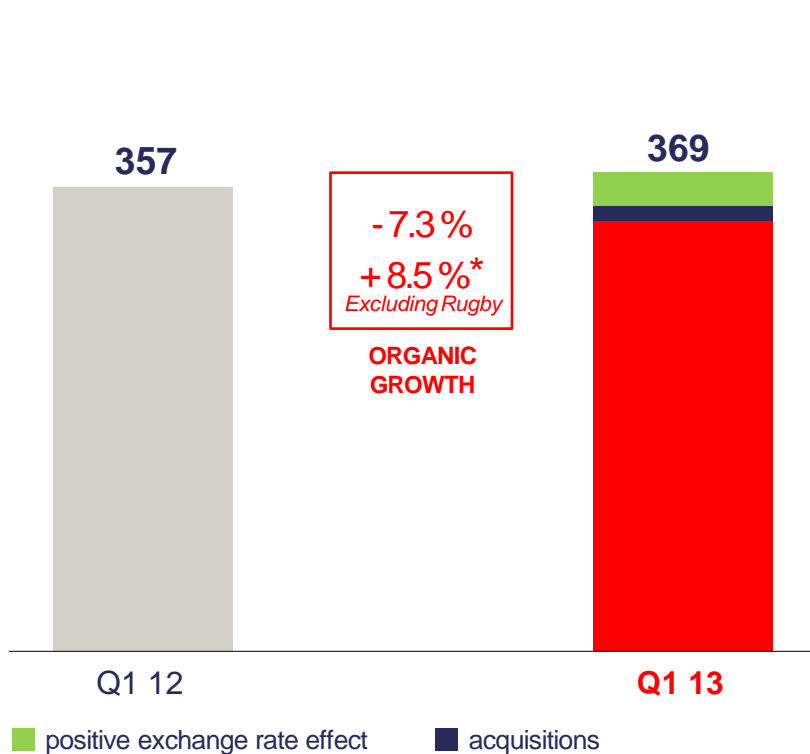
- 17.0%

(i.e. - 4.6 million €)

ON-SITE SERVICES UK AND IRELAND

millions of euro

Revenues



Corporate - 10.5%
* Excluding Rugby + 11.1%

- Ramp up of several integrated services contracts
- Contribution from Para-Olympic Games in September

Health Care and Seniors + 5.3%

- Expansion of services for a major university hospital

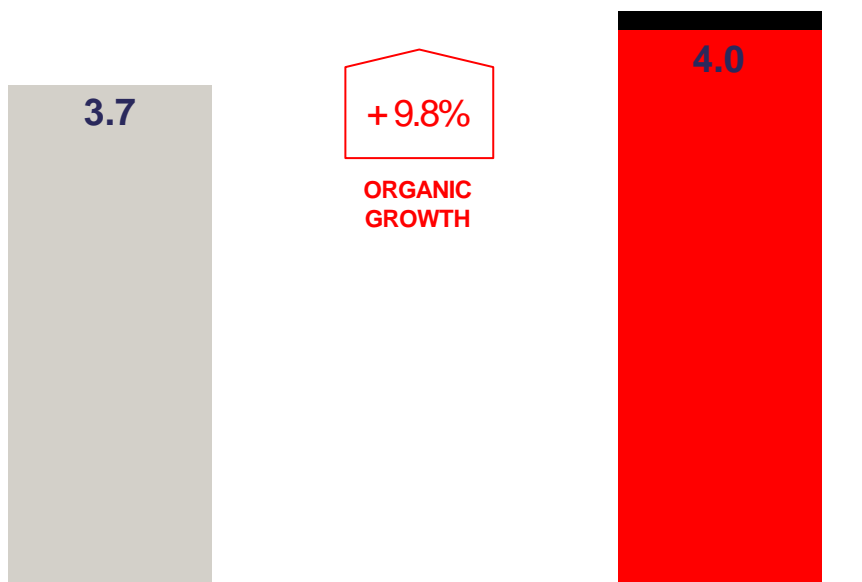
Education - 2.9%

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BENEFITS AND REWARDS SERVICES

BENEFITS AND REWARDS SERVICES ISSUE VOLUME

billions of euro



Q1 12

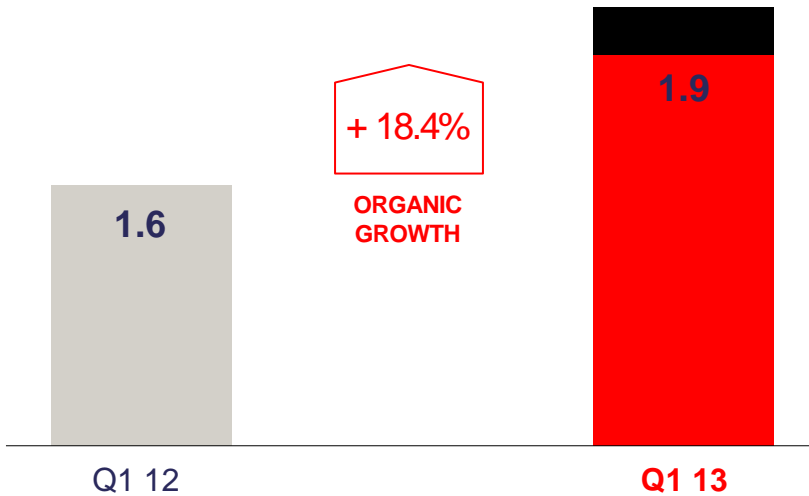
Q1 13

■ negative exchange rate effect

BENEFITS AND REWARDS SERVICES ISSUE VOLUME BY GEOGRAPHIC ZONE

billions of euro

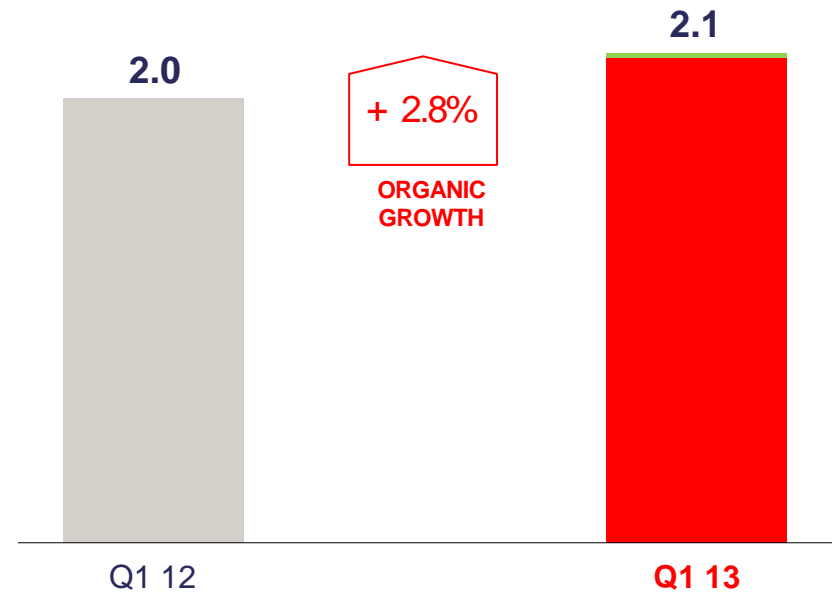
Latin America



■ negative exchange rate effect

Increases in face value and in number of beneficiaries

Europe and Asia

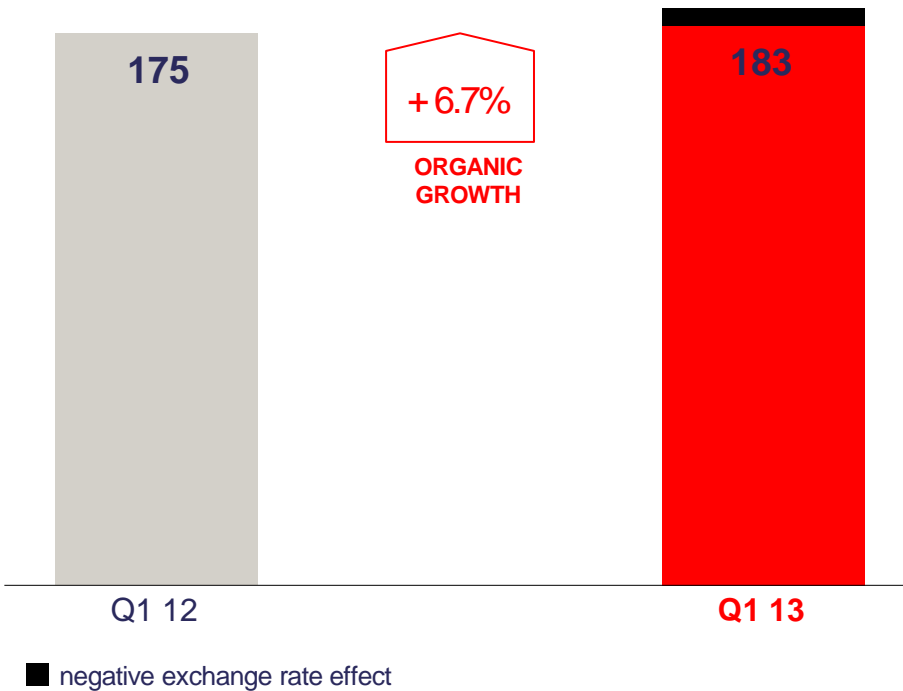


■ positive exchange rate effect

Solid growth in Belgium and France

BENEFITS AND REWARDS SERVICES REVENUES

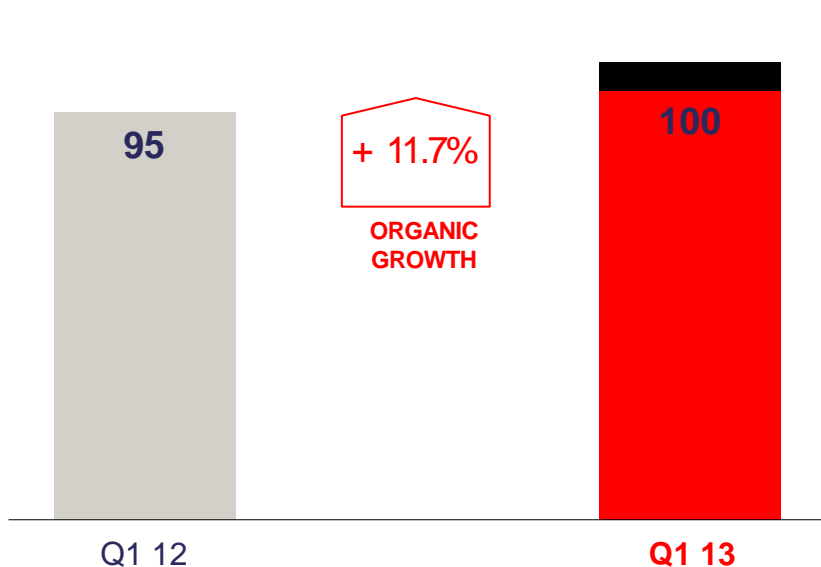
millions of euro



BENEFITS AND REWARDS SERVICES REVENUES BY GEOGRAPHIC ZONE

millions of euro

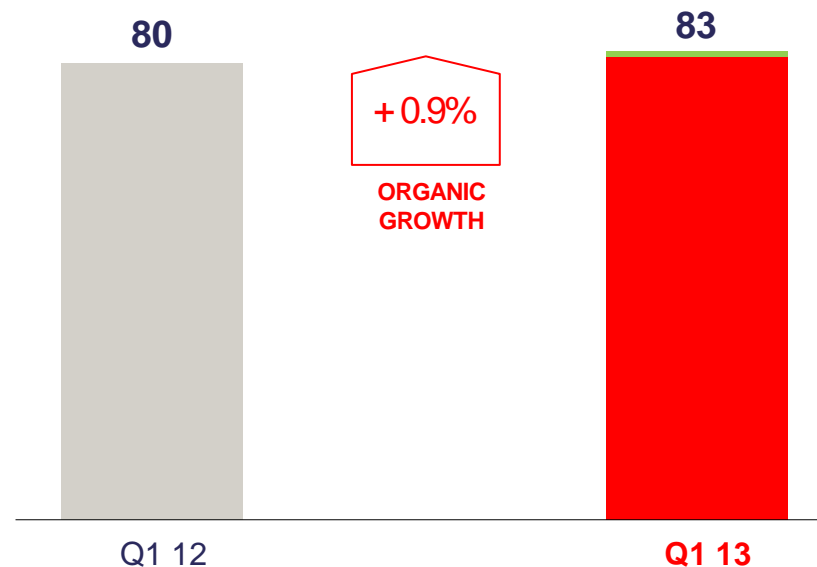
Latin America



■ negative exchange rate effect

Sustained growth despite pressure on commissions in Brazil

Europe and Asia



■ positive exchange rate effect

Negative impact of regulatory change in Hungary

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OUTLOOK

**Modest growth in revenues
and operating profit⁽¹⁾ in Fiscal 2013**
compared with the prior year,
which benefited from specific events⁽²⁾

⁽¹⁾ Excluding currency effects and favorable accounting adjustment in Fiscal 2012 for UK pension costs

⁽²⁾ Rugby World Cup, London Olympics, 53rd week in the U.S.

OUTLOOK

MEDIUM-TERM OBJECTIVES MAINTAINED

- **Average annual revenue growth**

+ 7%

- **Operating margin
at end of Fiscal 2015**

6.3%



Questions & Answers



THANK YOU!