

Fiscal 2017 First-Half Results

Road show New York - Montreal - Boston

Kepler Cheuvreux

May 03-05, 2017

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 Sodexo assumes no obligation to update them.

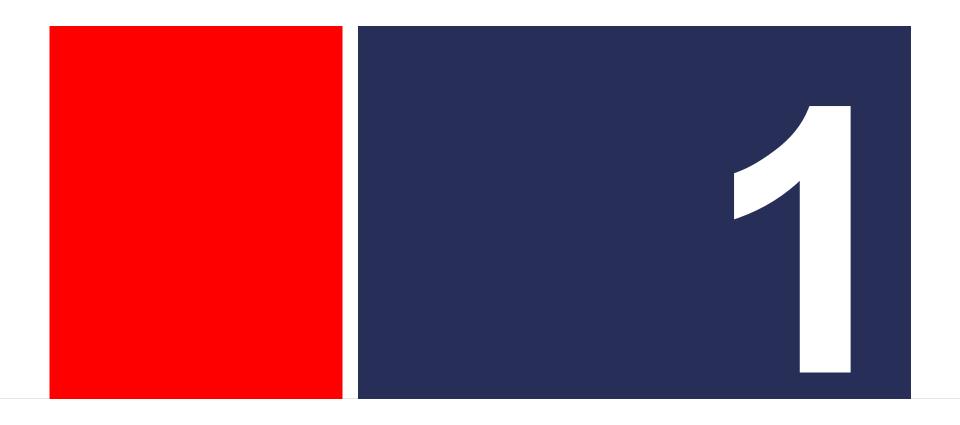
Figures have been prepared in thousands of euro and published in millions of euro.

Alternative Performance Measures: please refer to Appendix 6 for definitions (from slide 44 to 47).

AGENDA

- 1. Fiscal 2017 First Half highlights
- 2. Solid Financial Performance
- 3. Review of Operations:On-site Services and Benefits& Rewards Services
- 4. Outlook Appendices

FISCAL 2017 FIRST HALF HIGHLIGHTS



KEY MESSAGES

First Half Fiscal 2017 highlights

ORGANIC GROWTH*

excluding Rugby World Cup and Energy & Resources

+1.4%

IMPROVED Q2 ORGANIC GROWTH

accelerating in
Corporate North America
Healthcare
Developing markets

BENEFITS & REWARDS SERVICES

strong organic growth

+7.4%

- As anticipated, H1 organic growth is flat:
 -) Q1 -1.5% due to Rugby comparative base
 -) Q2 +1.7%
- Underlying trend in organic growth (excluding Rugby & E&R) accelerating
 -) Q1 +1.1%
 -) Q2 +1.8%

- Trend in Energy & Resources (previously Remote Sites) improving continuously
 -) Q1 -4.5%
 -) Q2 -0.8%

KEY MESSAGES

First Half Fiscal 2017 highlights

Solid performance: Strong Operating profit¹ **Expanded Adaptation** Share buy-back program & Simplification Program growth completed 1.9% of capital +9.7% +7.7% €245m costs 2.9 million shares TOTAL **EXCLUDING** ~ €220m savings **CURRENCY* GROWTH** Operating profit margin¹ Net profit growth Increased before non recurring items* increased M&A activity +60BPS +50 BPS €165m spent (as of 28/02/17) +16.6% +14.7% **EXCLUDING** TOTAL **EXCLUDING** TOTAL **GROWTH CURRENCY*** GROWTH **CURRENCY***

¹ Before exceptional expenses*

CONTRACT WINS

First Half Fiscal 2017 highlights

Major recent signatures

cítibanamex 🚱

Citibanamex

Business & Administrations contract in Mexico **RioTinto**

Rio Tinto Aluminium

Energy & Resources contract in Australia

<u>Health</u> First

Healthfirst

Heath Care Contract in the US

FM Cross-selling

TOYOTA

Toyota

Business & Administrations contract in the US Colgate

Colgate

Corporate contract in Argentina, Colombia, Czech Republic, Italy, Netherlands, South Africa and Turkey University Hospitals

University Hospitals System

Heath Care Contract in the US

CONTRACT WINS

First Half Fiscal 2017 highlights

Pick-up in Universities in North America

Development in Schools in Asia

Development in Benefits & Rewards



Florida State University

Contract in the US



Kang Chiao International School in Shanghai

Contract in China



Nestlé

Product promotion service in the Philippines



Simon Fraser University

Contract in Canada



American International School Guangzhou

Contract in China

gob.mx

Mexico's Public Prosecutor

Food and Mobility service in Mexico

COMMITMENTS & RECOGNITIONS

First Half Fiscal 2017 highlights









Sodexo scores
highest marks of the
sector in
RobecoSAM's
"Sustainability
Yearbook" 2017 for
10th consecutive year

Renewed
commitment against
food waste engaging
with the Champions
12.3 coalition

For the 7th year in a row, Sodexo is among the FORTUNE World's Most Admired Companies

WEConnect
International award
in Colombia for
Sodexo's inclusion
of women owned
businesses

RESEARCH AND THOUGHT LEADERSHIP

First Half Fiscal 2017 highlights



Sodexo Launched the first Global Workplace Trends report



CENTER FOR WORK, HEALTH, & WELL-BEING

Sodexo and Harvard University win major 4-year grant to study **front-line employee health**



Knowledge Worker
Research report
by Sodexo: creating
a workplace that
maximizes productivity

INVESTMENTS FOR GROWTH

Highlights

Enriching offer





PEYTON AND **BYRNE**

Strategic move





Technical Expertise





Consolidating our position







INVESTMENTS FOR GROWTH

Highlights



Strategic Venture Capital Fund

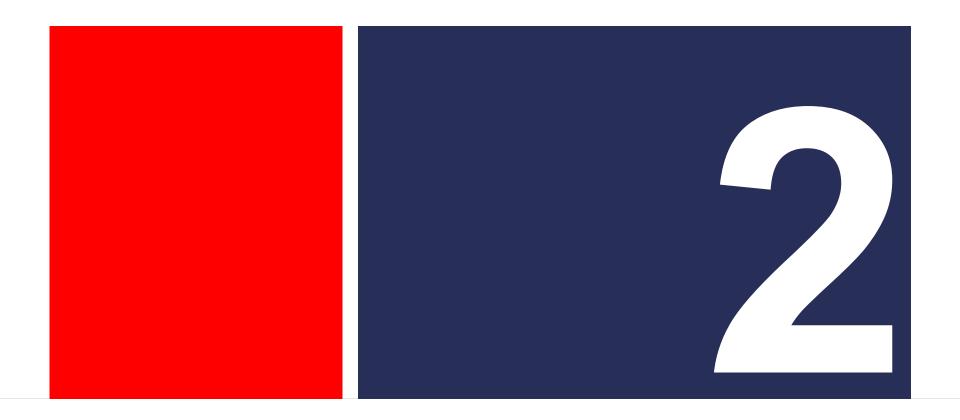
- Investing in and accompanying innovative start-ups
- Commercial agreements between Sodexo and start-ups as lever for both businesses
- Creating value for clients and consumers by combining the agility of start-ups with Sodexo's expertise and international footprint



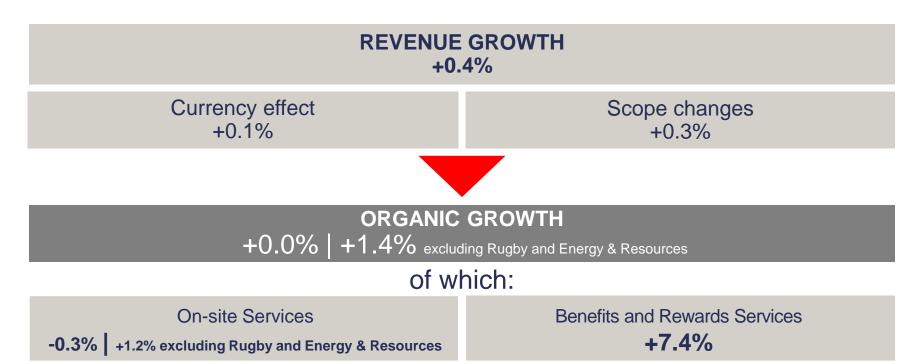




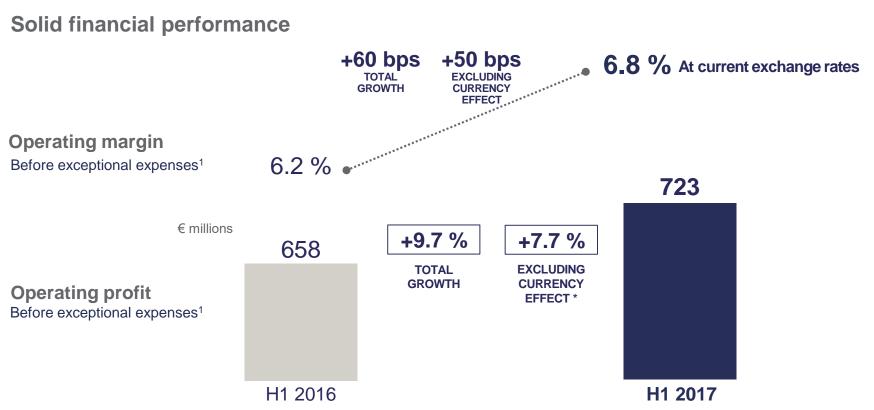
SOLID FINANCIAL PERFORMANCE



ORGANIC GROWTH



STRONG IMPROVEMENT IN OPERATING PERFORMANCE



¹ Costs of implementation of the Adaptation and Simplification program (€137m in H1 2017 and €37m in H1 2016)

ADAPTATION PROGRAM DELIVERING AND EXPANDED

Solid financial performance

OBJECTIVES

- Faster alignment of on-site operating expenses
- Organizational simplification
- Increased international pooling of resources

- Success of the program: multitude of cost reduction projects submitted by the teams
- ▶ Program increased to 245 million euro of costs. and closed as expected at the end of the 1st half of Fiscal 2017
- ► Generate annual savings for Fiscal 2018 equivalent to about 90% of the exceptional costs (~ €220m)

€ Million





Achieved in

Objective for

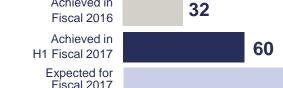
Fiscal 2018 and each year after

108 in FY 2016

137 in H1 2017

245

SUSTAINABLE **ANNUAL CUMULATED SAVINGS**



~140

~220

PERFORMANCE IN THE P&L

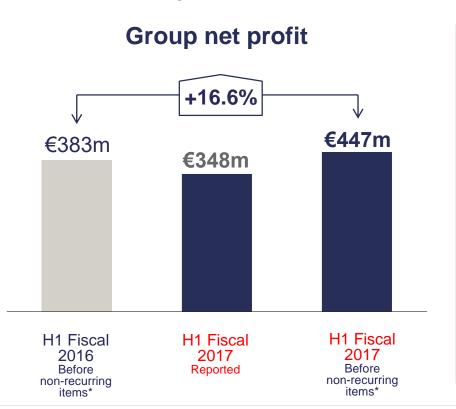
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|------------------|---|---|----|---|--|
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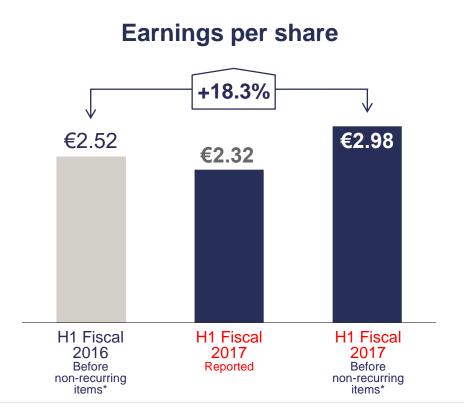
| € millions | H1 2017 | H1 2016 | At current exchange rates | Excluding currency effect |
|---|---------|---------|---------------------------|---------------------------|
| Revenues | 10,634 | 10,596 | +0.4% | +0.3% |
| Operating profit before exceptional expenses ¹ | 723 | 658 | +9.7% | +7.7% |
| Operating margin before exceptional expenses | 6.8% | 6.2% | +60 bps | +50 bps |
| Exceptional expenses | (137) | (37) | | |
| Operating profit | 586 | 621 | | |
| Net financial expense | (56) | (49) | | |
| Effective tax rate | 32.6% | 35.5% | | |
| Group net profit Before non recurring items ² | 447 | 383 | +16.6% | +14.7% |
| Group net profit | 348 | 359 | -3.1% | |

¹ Costs of implementation of the Adaptation and Simplification program

² Net of income taxes: €99m of exceptional expenses and early debt reimbursement indemnity in H1 2017, and €24m of exceptional expenses in H1 2016,

EPS LEVERAGE FROM SHARE REPURCHASES





STRONG CASH FLOW

| € millions | H1 2017 | H1 2016 |
|--|---------|---------|
| Operating cash flow | 523 | 587 |
| Change in working capital ¹ | (388) | (357) |
| Net capital expenditure | (105) | (176) |
| Free cash flow | 30 | 54 |
| Net acquisitions | (165) | (39) |
| Share buy-backs | (316) | (193) |
| Dividends paid to parent company shareholders | (359) | (335) |
| Other changes (including change in Financial Assets ² , scope and exchange rates) | (17) | (70) |
| (Increase)/decrease in net debt | (827) | (583) |

¹ Excluding change in financial assets in Benefits & Rewards of €(38)m in H1'17 and €43m in H1'16.

Total Change in working capital as reported in Consolidated Cash Flow statement: **H1'17** of €(426)m = €(388)m + €(38)m and **H1'16** of €(314)m = €(357)m + €43m

² Sodexo Ventures investments in Wynd, Neo-Nomade and Life-Dojo

ROBUST BALANCE SHEET AND RATIOS

| € millions | February 28, 2017 | February 29, 2016 | | February 28, 2017 | February 29, 2016 |
|---|-------------------|-------------------|--------------------------------------|-------------------|-------------------|
| Non-current assets | 7,916 | 7,357 | Shareholders' equity | 3,574 | 3,562 |
| Current assets excluding cash | 5,532 | 4,855 | Non-controlling interests | 39 | 45 |
| Restricted cash Benefits & Rewards | 486 | 448 | Non-current liabilities | 4,227 | 3,698 |
| Financial assets Benefits & Rewards | 376 | 241 | Current liabilities | 8,168 | 6,820 |
| Cash | 1,698 | 1,224 | | | |
| Total assets | 16,008 | 14,125 | Total liabilities & equity | 16,008 | 14,125 |
| Operating cash totaled €2,524 million ¹ , of which €1,847 million related to Benefits and Rewards Services | | | Gross borrowings | 3,758 | 2,800 |
| | | | Net debt* | 1,234 | 923 |
| | | | Gearing ratio* | 34% | 26% |
| | | | Net debt ratio* (net debt/EBITDA) | 0.9 | 0.6 |

¹ Cash – Bank overdrafts of €36m + Financial assets related to BRS activity

REVIEW OF OPERATIONS

On-site Services
Benefits & Rewards
Services



SEGMENT OVERVIEW - ON-SITE SERVICES

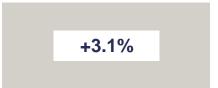


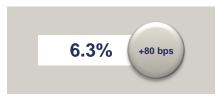






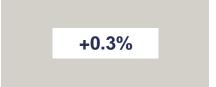








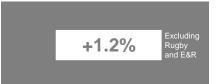


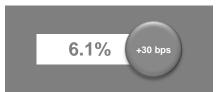






TOTAL ON-SITE SERVICES





BUSINESS & ADMINISTRATIONS - REVENUES

54% On-site Services **FY 16**

On-site Services

€ millions

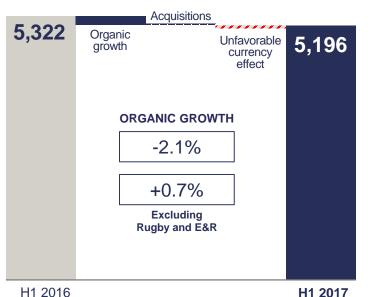
ORGANIC **GROWTH**

+3.7%

North America

- High single digit growth in Corporate supported by airline lounges
- E&R and Government services weighing on growth, even though trend is improving progressively





-7.6%

Europe

- More than half of the decline due to Sports & Leisure, principally due to Rugby World Cup in Q1'16
- 54%

- E&R -16%, impacted by North Sea
- Government and Agencies: loss of French prison contract (Jan 2016)

of Restated B&A

+5.6%

Africa, Asia, Australia, Latam & Middle East

- Strong development in Corporate
- Energy & Resources stabilization due to recovery in mining and onshore and contract start-ups. Offshore remains weak

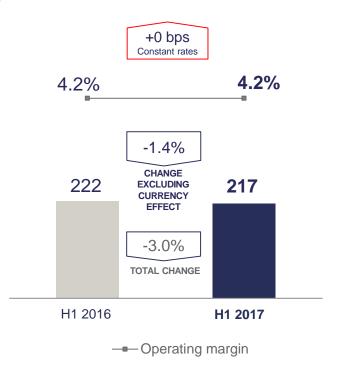


FY16

BUSINESS & ADMINISTRATIONS - OPERATING PROFIT

On-site Services

€ millions



- Volume decline in revenues
- Rio Tinto ramp-up
- Rigorous control of SG&A
- Numerous initiatives linked to adaptation and simplification program

HEALTH CARE & SENIORS - REVENUES

25% On-site Services FY 16

On-site Services

€ millions

ORGANIC GROWTH

+4.4%

North America

- Growth driven by cross-selling of FM Services
- Contribution from new contracts



of restated Health Care & Seniors



-0.7%

Europe

- Limited development in Hospitals in France and UK
- New contract ramp-up in Seniors



of restated Health Care & Seniors FY16

+13.3%

Africa, Asia, Australia, Latam & Middle East

- Strong growth in Brazil due to multiple contract wins and increased same sites sales
- Double digit growth in Chile and high single digit in Asia

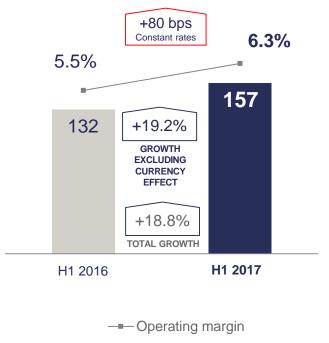


of restated Health Care & Seniors FY16

HEALTH CARE & SENIORS - OPERATING PROFIT

On-site Services

€ millions

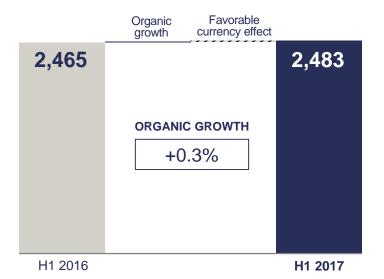


- Reduction in SG&A costs
- Improved on-site efficiency
- Positive impact of the cross-selling in UK and North America
- Favorable comparable base

EDUCATION - REVENUES

On-site Services

€ millions



ORGANIC GROWTH

+0.2%

North America

- Extension at Chicago and ramp-up in Washington DC
- 3 days shifted from Q2 to Q3



On-site Services FY 16

-0.3%

Europe

- Robust growth in Schools in Italy
- Less days in France
- Low prior year development in UK and France



of restated Education FY16

+10.5% Africa, Asia, Australia, Latam & Middle East

> Very strong growth in Schools in Asia (mainly China, Singapore and India)



of restated Education FY16

EDUCATION - OPERATING PROFIT

On-site Services

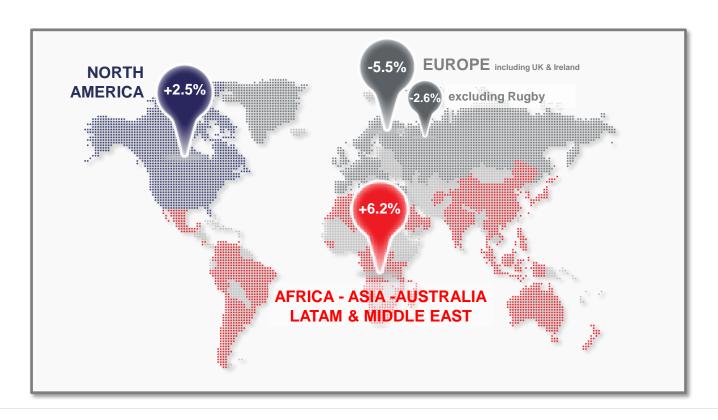
€ millions



- Strict control of SG&A
- Labor productivity
- Full year effect of performance improvement of a few key contracts

ORGANIC GROWTH BY REGION

On-site Services



FIRST HALF FISCAL 2017 HIGHLIGHTS

Benefits & Rewards Services

ISSUE VOLUME*

€9.1 billion



+6.8%
Organic growth

REVENUES

€457 million



+7.4%
Organic growth

OPERATING PROFIT

€149 million



+1.7%

Growth in Operating Profit¹

¹ At constant rates

LATIN AMERICA

Benefits & Rewards Services



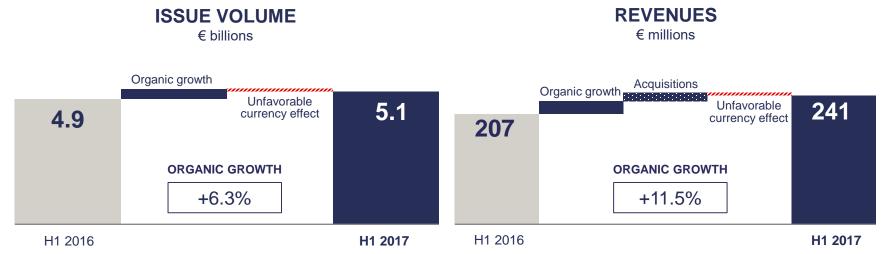


- Sustained growth in Issue Volume with face value increases more than offsetting decline in number of beneficiaries in Brazil
- Marked slowdown in growth in revenues in Brazil in a very competitive environment
- Strong growth in the rest of the region

EUROPE, ASIA, USA

Benefits & Rewards Services

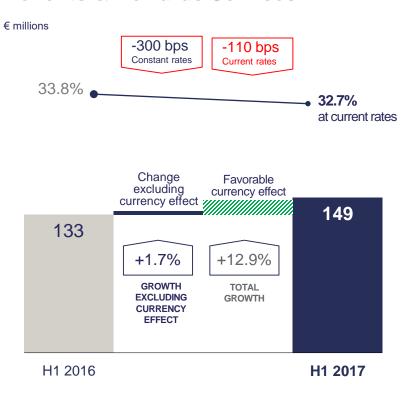




- Face value increases in Belgium
- Strong growth in Italy and Central Europe
- Acquisition of Inspirus in USA
- Good performance of Incentive & Recognition activities in UK and USA (revenues without Issue Volume)

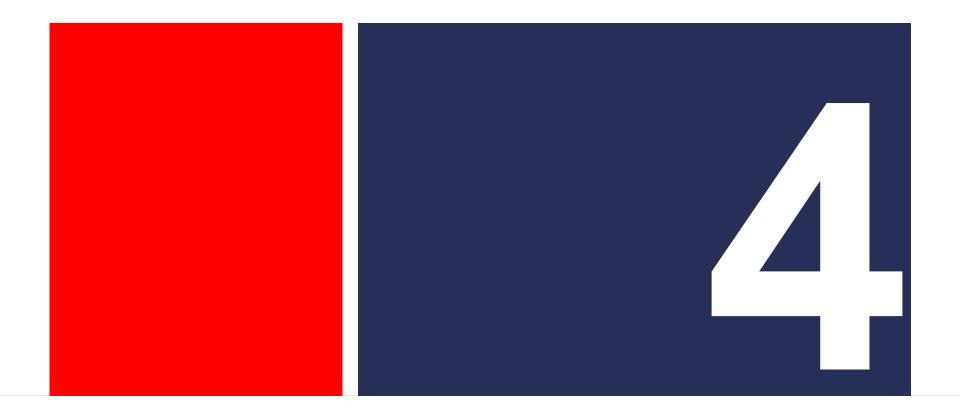
OPERATING PROFIT

Benefits & Rewards Services



- Mix effect resulting from the development of Incentive and Recognition activity in UK and USA
- Investment in Mobility and Expense offer and Business Unit
- Accelerated card migration investments

OUTLOOK



FISCAL 2017 OBJECTIVES

Outlook

H1 in line with Group expectations

Confidence in acceleration in H2 based on:

- Contribution from new business signed in last quarters, despite longer lead times from signature to ramp-up of a few large contracts
- Improvement in Energy & Resources
- Easier comparative base in France
- Positive calendar adjustment in USA in Q4

Softer than expected environment in Europe and Africa

Organic revenue growth of around 2.5%

Confidence in delivering substantial cost savings this year as part of the Adaptation and Simplification program:

Operating profit growth confirmed

Operating profit growth between 8 and 9%

(excluding currency effects and exceptional expenses*)

MEDIUM-TERM OBJECTIVES

Outlook

Confident in the future with,

- further significant outsourcing potential and growth in developing economies
- strong potential of our new segment organization
- increased M&A activities

The Group confirms its medium-term objectives:

average annual **growth** in **revenue between 4% and 7%** (excluding currency effect)

average annual growth in operating profit of between 8% and 10% (excluding currency effect)

APPENDICES

- 1. H1 2017 exchange rates
- 2. Gross Financial debt
- 3. €300M share repurchase program
- 4. Financial calendar
- 5. Sodexo key figures
- 6. Alternative Performance Measure definitions

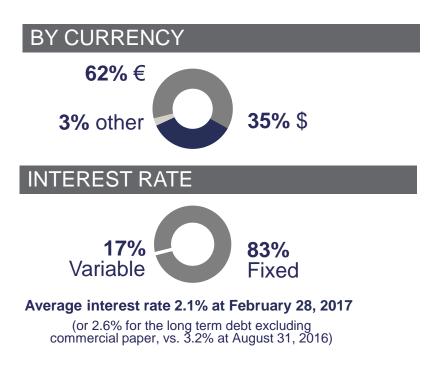
H1 2017 EXCHANGE RATES

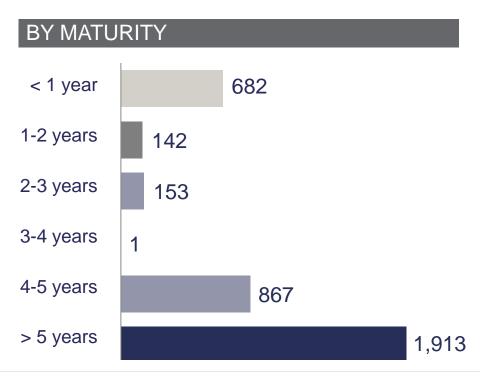
Appendix 1

| 1€ = | Average rate H1 Fiscal 17 | Average rate H1 Fiscal 16 | Reference rate FY Fiscal 16 | Average rates: change H1'17 vs. Reference FY'16 | Closing rate H1 Fiscal 17 at February 28, 2017 | Closing rates: change February 28, 2017 vs. February 29, 2016 |
|-------------------|------------------------------|------------------------------|--------------------------------|---|---|--|
| U.S. Dollar | 1.081 | 1.094 | 1.106 | +2.3% | 1.060 | +2.7% |
| Pound Sterling | 0.863 | 0.735 | 0.767 | -11.1% | 0.853 | -7.9% |
| Brazilian Real | 3.486 | 4.290 | 4.069 | +16.7% | 3.281 | +32.3% |

GROSS FINANCIAL DEBT €3,758m Appendix 2

€ millions





€300M SHARE REPURCHASE PROGRAM

Appendix 3

€ billions

- 2,910,690 shares corresponding to 1.9% of capital¹ and a value of 300 million euro,
 have been purchased by the company during H1'2017 (in line with Nov'16 share repurchase program)
- As per February 28, 2017 these shares were owned by the company (as treasury shares) and should be canceled in the calendar year.

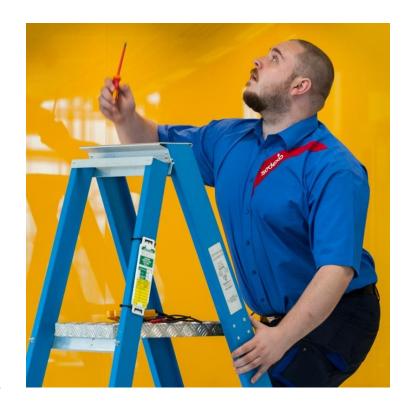
| Company's share capital | February 28, 2017 | August 31, 2016 | February 29, 2016 | |
|---|-------------------|-----------------|-------------------|--|
| Company's share capital, number of shares | 153,741,139 | 153,741,139 | 157,132,025 | |
| Treasury shares | 5,814,876 | 3,074,444 | 6,166,556 | |
| Number of shares for EPS calculation (Basic weighted average number of shares) | 149,936,978 | 151,277,059 | 152,025,146 | |

¹ 1.9% = 2,910,690 / 153,741,139

FINANCIAL CALENDAR

Appendix 4

| Nine month revenues, Fiscal 2017 | July 6, 2017 |
|-----------------------------------|-------------------|
| Annual results, Fiscal 2017 | November 16, 2017 |
| 1st quarter revenues, Fiscal 2018 | January 11, 2018 |
| Annual Shareholders' Meeting 2018 | January 23, 2018 |



These dates are purely indicative, and are subject to change without notice. Regular updates are available in the calendar on our website **www.sodexo.com**.

SODEXO KEY FIGURES FISCAL 2016

Appendix 5



€20.2 bn revenues





largest employer worldwide



75 million consumers served daily



80 countries



€17.3 bn market capitalization

(12th April'17)

- Founded in 1966 by Pierre Bellon
- Main Shareholders as 31/08/2016.
 - > Bellon S.A 39.6% of capital (54.8% of actual voting rights)
 - > International Institutional investors 38.3%















Strong Investment Grade S&P "A-/A-1"

ALTERNATIVE PERFORMANCE MEASURE DEFINITIONS Appendix 6

| Financial Ratios Definitions | | H1 2017 | H1 2016 |
|------------------------------|---|---------|---------|
| Gearing ratio | Gross borrowings ¹ - Operating cash ² Shareholders' equity and non-controlling interests | 34% | 26% |
| Net debt ratio | Gross borrowings ¹ - Operating cash ² Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) ³ | 0.9 | 0.6 |

| Financial Ratios reconciliation | | H1 2017 | H1 2016 |
|--|--|--|---------|
| | Non-current borrowings | | 2,753 |
| ¹ Gross borrowings | + current borrowings excluding overdrafts | | 51 |
| Gross borrowings | - derivative financial instruments recognized as assets | | (4) |
| | | 3,758 | 2,800 |
| | Cash and cash equivalents | 1,698 | 1,224 |
| ² Operating cash | + financial assets related to the Benefits and Rewards Services activity | 862 | 689 |
| Operating cash | - bank overdrafts | (36) | (36) |
| | | Struments recognized as assets (6) 3,758 | 1,877 |
| 3 | Operating profit (last 12 months) | 1,060 | 1,144 |
| ³ Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA*) | + depreciation and amortization (last 12 months) | 272 | 324 |
| | | 1,332 | 1,468 |

ALTERNATIVE PERFORMANCE MEASURE DEFINITIONS

Appendix 6

Exceptional expenses

Exceptional expenses are the costs of implementation of the Adaptation and Simplification program (€137m in H1 2017, €37m in H1 2016 and €108m in Fiscal 2016).

Free cash flow

Please refer to slide 19.

Change excluding currency effect

Change excluding currency effect calculated converting H1 2017 figures at FY 2016 rates, except for countries with hyperinflationary economies. As a result for Venezuelan Bolivar, H1 2017 and H1 2016 figures in VEF have been converted at the exchange rate of USD 1 = VEF 700 vs. VEF 645 for FY 2016.

Issue volume

Issue volume corresponds to the total face value of service vouchers, cards and digitally-delivered services issued by the Group (Benefits and Rewards Services activity) for beneficiaries on behalf of clients.

Net debt

Net debt corresponds to the Group's borrowings at the balance sheet date, less Operating cash.

Net profit before non-recurring items

Reported Net Profit excluding non-recurring items net of taxes (respectively €92m for exceptional expenses and €7m early debt reimbursement indemnity in H1 2017, and €24m for exceptional expenses in H1 2016).

ALTERNATIVE PERFORMANCE MEASURE DEFINITIONS

Appendix 6

Non-recurring items

For H1 2017: exceptional expenses of €137m related to the Adaptation and Simplification program in operating profit and €11m of early debt reimbursement indemnity in financial expense (respectively €92m and €7m net of taxes). For H1 2016 it concerns exceptional expenses of €37m (or €24m net of taxes) related to the Adaptation and Simplification program.

Operating margin

Operating profit divided by Revenues.

Operating margin before exceptional expenses

Operating profit before exceptional expenses divided by Revenues.

Operating margin at constant rate

Margin calculated converting H1 2017 figures at FY 2016 rates, except for countries with hyperinflationary economies. As a result for Venezuelan Bolivar, H1 2017 and H1 2016 figures in VEF have been converted at the exchange rate of USD 1 = VEF 700 vs. VEF 645 for FY 2016.

Operating profit before exceptional expenses

Reported Operating Profit excluding exceptional expenses (€137m in H1 2017, €37m in H1 2016 and €108m in Fiscal 2016).

ALTERNATIVE PERFORMANCE MEASURE DEFINITIONS

Appendix 6

Organic growth

Organic growth corresponds to the increase in revenue for a given period (the "current period") compared to the revenue reported for the same period of the prior fiscal year, calculated using the exchange rate for the prior fiscal year; and excluding the impact of business acquisitions and divestments, as follows:

- for businesses acquired during the current period, revenue generated since the acquisition date is excluded from the organic growth calculation;
- for businesses acquired during the prior fiscal year, revenue generated during the current period up until the first anniversary date of the acquisition is excluded;
- for businesses divested during the prior fiscal year, revenue generated in the comparative period of the prior fiscal year until the divestment date is excluded;
- for businesses divested during the current fiscal year, revenue generated in the period commencing 12 months before the divestment date up to the end of the comparative period of the prior fiscal year is excluded.

For countries with hyperinflationary economies all figures are converted at the latest closing rate for both periods. As a result, for the calculation of organic growth, Benefits & Rewards figures for H1 2017 and H1 2016 in Venezuelan Bolivar, have been converted at the exchange rate of USD 1 = VEF 700 vs. VEF 645 for FY 2016.

INVESTOR RELATIONS CONTACTS

Appendix 6

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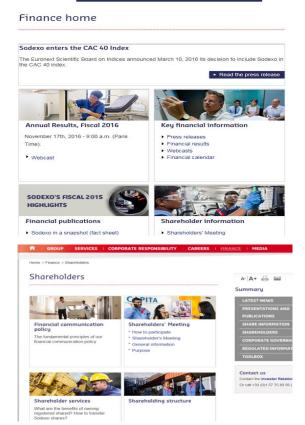
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Thank you!