

## Annex 1: New contracts

### Food & Facilities Management Services

#### North America

##### Business & Industry

**Amgen, multiple sites** (2,200 employees, foodservices, vending) ; **Novartis** (6 sites, 5,500 employees, foodservices, Facilities Management) ; **Sanofi-Aventis** (10 sites, 5,020 employees, foodservices, vending) ; **Schlumberger Ltd., Sugarland and Austin, Texas** (3,000 employees, foodservices, vending) ; **Sears Towers** (12,000 employees, foodservices) ; **Unilever** (900 employees, mailroom, foodservices, vending)

##### Healthcare

**DePaul Health Center**, MO (200 beds, foodservices, Facilities Management) ; **Henry Medical Center**, Stockbridge, GA, (200 beds, foodservices, environmental services) ; **HHS Henderson General Hospital**, Canada (environmental services, foodservices) ; **Hollywood Presbyterian Medical Center**, Los Angeles, CA (422 beds, environmental services, engineering, patient transportation) ; **Lutheran Care, Clinton, NY** (280 beds, foodservices); **Morris View Nursing Home**, NJ (430 beds, Facilities Management) ; **Northwest Texas Healthcare System**, Amarillo, TX (393 beds, environmental services) ; **PBI Regional Medical Center**, Passaic, NJ (223 beds, foodservices, environmental services); **Windsor Regional Hospital**, Canada (647 beds, foodservices)

##### Education

**Francis Howell School District**, MO (18 schools, 18,200 students, foodservices) ; **Valdosta State University**, GA (10,500 students, foodservices) ; **University of Tampa**, FL (5,100 students, Facilities Management, facilities design and build)

#### Continental Europe

##### Business & Industry

**BP Cergy**, France (Facilities Management) ; **CEA**, France, (1,500 employees, foodservices) ; **Huntsman**, Netherlands, (650 employees, foodservices) ; **Telekom Center München**, Germany (2,500 employees, foodservices) ; **Deutsche Post** (3,000 employees, foodservices) ; **Bristol Myers Squibb**, France (Facilities Management) ; **Finance Ministry**, Netherlands, (1,040 employees, foodservices) ; **US Steel Kosice**, Slovakia, (30,000 employees, foodservices) ; **US Steel Kosice**, Slovakia (30,000 employees, foodservices) ; **BMW Group Iberia**, Spain (700 employees, foodservices) ; **Finnair**, Finland (1,000 employees, foodservices)

## Healthcare

**Clinique Saint Charles, La Roche sur Yon**, France ; **Polyclinique du Maine, Laval**, France, **Hospital de Cruces**, Spain, (940 employees, foodservices) ; **Centre Hospitalier Lucien Hessel**, France (630 beds, foodservices) ; **GGNet**, Netherlands, (375 beds, foodservices) ; **Hospinvest Hospital**, Hungary (1,060 beds)

## Education

**Borsod-Abauj-Zemplén County**, Hungary, (5,800 students, foodservices) ; **Vantaa Keskinen Koulut**, Finland, (2,700 students, foodservices) ; **Politecnico di Torino**, Italia, (20,000 students, foodservices) ; **Ecoles primaires, Perpignan**, France, (foodservices)

## United Kingdom & Ireland

### Business & Industry

**Allenby Connaught**, (Defense, 8 sites, 17,000 people, multi-activity contract); **BAA, Gatwick** (36,000 customers per day, foodservices); **Catterick Garrison** (Defense, multiple sites, 7,600 people, Facilities Management); **GSK HPLC, Ware** (6 sites, 10,000 people, laboratory equipment)

### Healthcare

**Leicester, Leicestershire & Rutland Facilities Consortium, Leicester** (14 sites, 760 beds, foodservices); Salvation **Army** (2 sites, 450 employees, Facilities Management)

### Education

**Bradford University** (8,000 students, foodservices); **West Sussex Secondary Schools** (12 schools, 13,000 students, foodservices)

## Rest of world

### Business & Industry

**Cargill Group**, Argentina/Brazil (6 sites, foodservices, Facilities Management) ; **Mercedes Benz Center**, Singapore (150 employees, foodservices) ; **Ministry of Defense**, Chile (foodservices) ; **Mobil**, Peru (Facilities Management) ; **Shanghai Diesel Engine Co. Ltd**, China (4,500 employees, foodservices) **Shanghai Huizhong Automotive Manufactory**, China (5,000 employees, foodservices) ; **Toyota**, Cumana, Venezuela (Facilities Management) ; **Hitachi**, Thailand (8,000 employees, foodservices) ; **United Nations, Asian Head Quarters**, Thailand, (1,200 people, foodservices)

### Healthcare

**Hospital Santa Barbara**, Brazil ; (250 beds, foodservices) ; **Hospital Naval**, Talcahuano y Viña, Chile (2 sites, 520 beds, foodservices, retail) ; **Bangkok General Hospital**, Thailand (540 beds, foodservices, technical maintenance services) ; **Shanghai N°1 Hospital Songjiang Branch**, China (600 beds, foodservices)

## Education

**University Andres Bello**, Santiago, Chile (cleaning services); **Garden International School**, Malaysia (1,800 students, foodservices); **Lecong Middle School**, China (3,200 students, foodservices)

## Remote Sites

**DFS Nakheel Camp**, United Arab Emirates (3,000 people); **Exxon Mobil, José, Venezuela** (foodservices); **Exxon Mobil**, Australia (320 people, cleaning, administration services); **Goro Nickel**, New Caledonia (4,000 people)

## Service Vouchers and Cards

- *Traditional service offerings:*

Germany: **Fujitsu** (200 beneficiaries, Meal Pass); Argentina: **Grupo Penaflo** (1,180 beneficiaries, Food Pass); Belgium: **Alliance Nationale des Mutualités Chrétiennes** (5,500 beneficiaries, Meal Pass); **Vlaamse Radio-Televisiomroep** (2,300 beneficiaries, Leisure Pass); Brazil: **Prefecture de Colatina** (5,000 beneficiaries, Food Pass); **Ford Motor** (4,000 beneficiaries, Gift Pass); **Telsul Servicos** (1,600 beneficiaries, Mobility Pass); **Usina Moemar acurar e alcool** (5,050 beneficiaries, Meal Pass); China: **Swatch Group** (200 beneficiaries, Meal Pass); Chile: **Entel** (1,000 beneficiaries, Mobility Pass); Hungary: **Herend Porcelain Manufactory** (800 beneficiaries, Food Pass); India: **Airport Authority of India** (19,480 beneficiaries, Gift Pass); **Reliance Energy** (1,200 beneficiaries, Meal Pass); Mexico: **Casa Saba** (5,200 beneficiaries, Food Pass); Poland: **Multibank-BRE Bank** (3 780 beneficiaries, Gift Pass); **Kompania Weglowa** (77,800 beneficiaries, Gift Pass); Romania: **Metro Cash & Carry** (5,000 beneficiaries, Meal Pass); Slovakia: **Czechoslovak Trade Bank** (1,400 beneficiaries, Education & Leisure Pass); Venezuela: **Manpa** (1,890 beneficiaries, Food Pass)

- *New services :*

Germany: **UBS** (620 beneficiaries, Meal Pass); Bulgaria: **Coca-Cola** (1,100 beneficiaries, Gift Pass); India: **Honda Motorcycle and Scooters** (1,500 beneficiaries, Meal Pass); Philippines: **Hewlett Packard** (20 000 beneficiaries, Gift Pass), **Philippines Ports Authority** (2,000 beneficiaries, Gift Pass); UK: **EADS** (120 beneficiaries, Childcare Pass); Slovakia: **U.S. Steel Kosice** (170 beneficiaries, FlexiPass)

## Annex 2

### CONSOLIDATED INCOME STATEMENT

(in millions of euro)

	Year 2005-2006		change	Year 2004-2005	
		%Revenue			%Revenue
<b>Revenue</b>	<b>12 798</b>	<b>100%</b>	9.4%	<b>11 693</b>	<b>100%</b>
Cost of sales	(10 957)	-85.6%		(10 033)	-85.8%
<b>Gross profit</b>	<b>1 841</b>	<b>14.4%</b>	10.9%	<b>1 660</b>	<b>14.2%</b>
Sales department costs	(159)	-1.2%		(141)	-1.2%
General and administrative costs	(1 104)	-8.6%		(1 002)	-8.6%
Other operating income	42			7	
Other operating expenses	(15)			(74)	-0.6%
<b>Operating profit before financing costs</b>	<b>605</b>	<b>4.7%</b>	34.4%	<b>450</b>	<b>3.9%</b>
Financial income	54	0.4%	-10.0%	60	0.5%
Financial expenses	(162)	-1.3%	-5.3%	(172)	-1.5%
Share of profit of associates	8			(6)	
<b>Profit before tax</b>	<b>505</b>	<b>3.9%</b>	51.6%	<b>332</b>	<b>2.8%</b>
Income tax expense	(172)	-1.3%		(111)	-1.0%
Net result from discontinued operations	-			-	
<b>Profit for the period</b>	<b>333</b>	<b>2.6%</b>		<b>221</b>	<b>1.9%</b>
Minority interests	10	0.1%		9	0.1%
<b>Group profit for the period</b>	<b>323</b>	<b>2.5%</b>	51.8%	<b>212</b>	<b>1.8%</b>
<b>Earnings per share (in euro)</b>	<b>2.07</b>		51.7%	<b>1.36</b>	
<b>Diluted earnings per share (in euro)</b>	<b>2.05</b>		50.6%	<b>1.36</b>	

**CONSOLIDATED BALANCE SHEET**

 in millions of  
euro

	August 31, 2006	August 31, 2005	August 31, 2004
<b>Non-current assets</b>			
Property, plant and equipment	430	406	411
Goodwill	3 623	3 705	3 726
Other intangible assets	126	87	106
Client investments	146	138	119
Associates	36	32	16
Financial assets	75	74	72
Other non-current assets	18	18	17
Deferred tax assets	242	225	189
<b>Total non-current assets</b>	<b>4 696</b>	<b>4 685</b>	<b>4 656</b>
<b>Current assets</b>			
Financial assets	17	7	8
Derivative financial instruments	42	40	38
Inventories	168	176	162
Income tax	17	19	56
Trade receivable	1 909	1 750	1 639
Restricted cash and financial assets related to the Service Vouchers and Cards activity	423	326	337
Cash and cash equivalents	1 042	949	782
<b>Total current assets</b>	<b>3 618</b>	<b>3 267</b>	<b>3 022</b>
<b>Total assets</b>	<b>8 314</b>	<b>7 952</b>	<b>7 678</b>

	August 31, 2006	August 31, 2005	August 31, 2004
<b>Shareholders' equity</b>			
Capital	636	636	636
Share premium	1 186	1 186	1 186
Undistributed net income	668	708	738
Consolidated reserves	-334	-470	-624
<b>Total group shareholders' equity</b>	<b>2 156</b>	<b>2 060</b>	<b>1 936</b>
Minority interests	17	18	24
<b>Total shareholders' equity</b>	<b>2 173</b>	<b>2 078</b>	<b>1 960</b>
<b>Non-current liabilities</b>			
Borrowings	1 852	1 891	1 784
Employee benefits	349	309	311
Other liabilities	101	80	50
Provisions	68	53	55
Deferred tax liabilities	49	54	59
<b>Total non-current liabilities</b>	<b>2 419</b>	<b>2 387</b>	<b>2 259</b>
<b>Current liabilities</b>			
Bank overdraft	36	21	23
Borrowings	68	85	437
Derivative financial instruments	2	2	9
Income tax	80	84	104
Provisions	40	97	25
Trade and other payable	2 369	2 197	2 017
Vouchers payable	1 127	1 001	844
<b>Total current liabilities</b>	<b>3 722</b>	<b>3 487</b>	<b>3 459</b>
<b>Total equity and liabilities</b>	<b>8 314</b>	<b>7 952</b>	<b>7 678</b>

**CASH  
FLOW**

(in millions of euro)

	Year 2005-2006	Year 2004-2005
<b>Operating activities</b>		
<b>Operating profit before financing costs</b>	605	450
<b>Non cash items</b>		
Depreciations	164	168
Provisions	(34)	62
Losses (gains) on disposals and other, net of tax	(21)	5
<b>Dividends received from associates</b>	1	0
<b>Change in working capital from operating activities</b>	<b>40</b>	<b>231</b>
change in inventories	2	(14)
change in client and other accounts receivable	(189)	(59)
change in suppliers and other liabilities	203	162
change in Service Vouchers and Cards to be reimbursed	131	123
change in financial assets related to the Service Vouchers and Cards activity	(107)	19
<b>Interest paid</b>	(114)	(122)
<b>Interest received</b>	18	19
<b>Income tax paid</b>	(171)	(136)
<b>Net cash provided by operating activities</b>	<b>488</b>	<b>677</b>
<b>Investing activities</b>		
Tangible and intangible fixed assets investments	(192)	(143)
Fixed assets disposals	17	16
Change in Client investments	(15)	(19)
Change in financial investments	(15)	5
Acquisitions of consolidated subsidiaries	(30)	(3)
Disposals of consolidated subsidiaries	25	(3)
<b>Net cash used in investing activities</b>	<b>(210)</b>	<b>(147)</b>
<b>Financing activities</b>		
Dividends paid to parent company shareholders	(117)	(109)
Dividends paid to minority shareholders of consolidated companies	(10)	(8)
Change in shareholders' equity	(4)	(13)
Proceeds from borrowings	23	464
Repayment of borrowings	(71)	(718)
<b>Net cash provided by (used in) financing activities</b>	<b>(179)</b>	<b>(384)</b>
<b>Increase in net cash and cash equivalents</b>	<b>99</b>	<b>146</b>
Net effect of exchange rates on cash	(21)	23
Cash and cash equivalents, as of beginning of period	928	759
<b>Cash and cash equivalents, as of end of period</b>	<b>1 006</b>	<b>928</b>

## Analysis of operating activities and geographic information (in millions of euro)

Revenues	Year	Change	Year
	2005/2006		2004/2005
Food and management services			
North America	5 479	9.5%	5 004
Continental Europe	4 148	5.8%	3 922
United Kingdom and Ireland	1 370	5.2%	1 302
Rest of the World	1 434	23.0%	1 166
Service Vouchers and Cards	373	22.5%	305
Elimination of intragroup Revenues	-6	21.8%	-6
<b>total</b>	<b>12 798</b>	<b>9.4%</b>	<b>11 693</b>

Operating profit (before corporate expenses)	Year	Change	Year
	2005/2006		2004/2005
Food and management services			
North America	277	73.6%	160
Continental Europe	203	2.0%	199
United Kingdom and Ireland	42	158.7%	16
Rest of the World	28	-22.1%	35
Service Vouchers and Cards	113	45.1%	78
Holding Companies	-58	51.4%	-38
<b>total</b>	<b>605</b>	<b>34.4%</b>	<b>450</b>