

◆ **Annex 1: Selection of new clients**

**Food and Facilities Management services**

**North America**

**Business & Industry**

**Alcatel**, Canada, (2,000 employees, foodservices); **General Electric Nuclear Energy**, Wilmington, North Carolina, (1,970 employees, foodservices); **USAA**, multiple sites, (21,300 employees, foodservices); **USAA Insurance**, Texas (foodservices), **Houston Zoo**, Houston, Texas (1.4 million visitors, foodservices); **American Family**, multiple sites (4,200 employees, foodservices and facilities management); **Cafe St. Barts**, **St. Bartholomew's Church**, New York (1,000 customers per day, foodservices, special events); **PayPal**, LaVista, Nebraska, (1,900 employees, foodservices)

**Healthcare and Seniors**

**Pincecrest Community**, Mount Morris, Illinois, (215 beds, foodservices); **Sheppard Pratt Health System**, Baltimore, Maryland (322 beds, foodservices); **Miriam Hospital** Providence, Rhode Island, (208 beds, foodservices); **Landmark Medical Center**, Woonsocket, Rhode Island, (255 beds, facilities management); **Stanford University Medical Center**, Palo Alto, California, (430 beds, plant operations and maintenance); **Moses Cone Health Center**, Greensboro, North Carolina, (535 beds, foodservices and facilities management); **Nova Gold**, British Columbia, Canada, (1,000 beds, foodservices and facilities management)

**Education**

**Clayton State University**, Morrow, Georgia, (5,600 students, foodservices); **State University of New York-Buffalo**, New York, (27,000 students, facilities management); **National Heritage Academy**, Grand Rapids, Michigan, (52 schools, 26,000 students, foodservices and facilities management); **Gary Community School Corporation**, Gary, Indiana, (34 schools, 17,000 students, foodservice); **Mariposa County USD**, Mariposa, California, (14 schools, 2,600 students, foodservices); **Lafayette Academy**, New Orleans, Louisiana, (750 students, foodservices); **Stevens Institute of Technology**, Hoboken, New Jersey, (4,500 students, foodservices); **Recovery School District**, New Orleans, Louisiana, (12,000 students, foodservices and facilities management); **Blue Springs School District**, Blue Spring, Missouri, (14,000 students, foodservices)

**Continental Europe**

**Leisure**

**Eiffel Tower**, France (6 million visitors annually, foodservices),

**Business & Industry**

**Alcatel Montaigne**, France (2,000 employees, foodservices); **BPS Westpoint**, Netherlands (600 employees, foodservices); **KLM**, Netherlands (foodservices and facilities management), **BMW Bistro**, Belgium (foodservices); **C.E.A Biii**, France (2,300 employees, foodservices)

### Healthcare and Seniors

**Clinique Saint Jean Languedoc**, France (300 beds, foodservices); **Grand Hotel Philadelphia**, Netherlands (100 people, foodservices); **UZ Gent**, Belgium (1,050 beds, foodservices); **Hopital de Fourvière**, France (265 beds, foodservices) **Leonardo da Vinci hospitals**, France, (400 beds, foodservices and facilities management)

### Education

**University of Milan**, Italy (200 customers, foodservices); **Lidingo Stad**, Sweden (2,500 people, foodservices); **Dresden Fraichaud CCS**, Germany (20,000 meals/day, foodservices); **Schools in Atvidaberg**, Sweden (2,000 students, foodservices)

## UK & Ireland

### Prestige

**World Scouts Jamboree**, Chelmsford, (10 days, 40,000 people, foodservices)

### Business & Industry

**Royal Horticultural Society (Hampton Court Palace Flower Show)**, Hampton, (170,000 visitors, food services); **ING Bank**, London, (1,300 employees, facilities management); **United Biscuits**, head office in Hayes and 11 manufacturing sites, (7,500 employees, food services); **GlaxoSmithKline**, seven R&D sites (laboratory services)

### Education

**Abingdon School**, Oxford, (800 students, foodservices and facilities management); **University of Nottingham**, Nottingham, (1,000 employees, foodservices); **University of Bedfordshire**, Luton, (12,500 students, foodservices)

## Rest of the World

### Business & Industry

**CMPC Celulosa**, three sites, Chile (1,300 employees, foodservices and facilities management); **Goodyear**, Chile, (600 meals/day, foodservices); **Rio Tinto**, Madagascar (750 employees, camp construction and camp management services); **BP Shorebase Camp**, Indonesia (150 employees, camp construction and maintenance services); **Fluor O&M**, Qatar (3,700 employees, camp operation and maintenance services); **Ensco**, Qatar, (100 employees, foodservices and facilities management); **Unilever China Head Office**, Shanghai, China (1,000 employees, foodservices); **Tianjin Faw Toyota Motor**, China (2,300 employees, foodservices); **No 3 bund**, Shanghai, China (700 employees, foodservices); **Rittal Electro-Mechanical Technology**, Shanghai, China (800 employees, foodservices); **Johnson Health Tech. Co.,Ltd.**, Shanghai, China (5,000 employees, foodservices); **Suzhou Industrial Park Xinhai School**, Suzhou, China, (2,400 employees,

foodservices); **Henkel (China) Co., Ltd.**, Shanghai, China, (650 employees, foodservices); **IBM**, India (facilities management); **Caroil**, Congo, (100 people, facilities management); **Red**

**Sea Housing**, Saudia Arabia, (4 camps, 400 people, foodservices and facilities management); **PlusPetrol**, Peru (facilities management); **Embraer Neiva**, Brazil, (2,500 meals/day, foodservices); **Unilever**, Brazil (1,370 meals/day, foodservices); **Procter & Gamble**, two sites, Colombia, (300 meals/day, foodservices) and Brazil (1,300 meals/day, foodservices)

### Healthcare and Seniors

**Hospital Sao Lutz**, Brazil (250 beds, foodservices), **Caritas Medical Centre**, Hong Kong (1,000 beds, foodservices)

## Service Vouchers and Cards

### Central Europe:

Bulgaria: **Bulyard** (Food Pass, 1,300 beneficiaries); **Petrol** (Food Pass, 2,900 beneficiaries); **Société Générale** (Food Pass, 1,200 beneficiaries)

Czech Republic: **Telefónica** (Holiday Pass); **E.ON** (Fexi Pass)

Hungary: **MAV** (Gift Pass, 3,000 beneficiaries)

Poland: **Lidl** (Gift Pass, 7,660 beneficiaries); **Arcelor-Mittal** (Gift Pass, 800 beneficiaries); **ThyssenKrupp** (Gift Pass, 1 660 vouchers)

Romania: **University of Pitesti** (Food Pass, 770 beneficiaries); **Sind Romania** (Food Pass, 1,470 beneficiaries)

Slovakia: **T-mobile** (Holiday Pass, 1,200 beneficiaries)

### Western Europe:

Turkey: **Sosyal Yardımlaşma ve Dayanışma Vakfı** (Assistance Pass, 1,760 beneficiaries)

Belgium: **KBC bank** (Meal Pass, 2,000 beneficiaries); **Kristelijke Medico-Sociale Instituut** (Meal Pass, 780 beneficiaries); **Volvo Europa Truck** (Sport & culture, 2,420 beneficiaries)

France: **Adecco** (Gift Pass, 12,630 beneficiaries); **Bouygues** (Meal Pass, 1,750 beneficiaries);

**Mainguy** (Meal Pass, 1,200 beneficiaries); **Total** (CESU, 1,200 beneficiaries)

Italy: **Ferrovie Nord** (Meal Pass, 1,500 beneficiaries); **KPMG** (Meal Pass, 250 beneficiaries); **LENORD** (Meal Pass, 2,000 beneficiaries)

Spain: **Caixa\*** (Assistance Pass, 100,000 families); **Altran** (Meal Pass, 120 beneficiaries)

Turkey: **Sosyal Yardımlaşma ve Dayanışma Vakfı** (Assistance Pass, 1,760 beneficiaries)

UK: **Citigroup** (Education Pass)

### Latin America :

Argentina: **Aceitera General Deheza** (Food Pass, 1,590 beneficiaries); **Coca-Cola** (Food Pass, 2,160 beneficiaries)

Brazil: **Casa Bahia Comercial** (Meal Pass, 1 770 beneficiaries); **Instituto Paulo Freire** (Food Pass, 3,970 beneficiaries); **Secretaria Municipal de Saúde** (Gift Pass, 12,770 vouchers)

Chile: **BBVA** (Mobility Pass, 3,000 vouchers); **Royal & SunAlliance** (Meal Pass, 200 beneficiaries)

Colombia: **Castrol** (Gift Pass, 1,200 vouchers); **Teledatos** (Mobility Pass, 520 beneficiaries)

Mexico: **Banco de Mexico** (Meal Pass); **Skyworks** (Food Pass, 2,010 beneficiaries)

Peru: **Caja Sur** (Food Pass, 150 beneficiaries)

Venezuela: **Cargill** (Food Pass, 670 beneficiaries); **M G H Proteccion Integral** (Food Pass, 1,260 beneficiaries); **Venevision** (Food Pass, 1,700 beneficiaries)

### Asia :

India: **Bhillai Steel Plant** (Gift Pass, 37,450 beneficiaries); **Ford** (Gift Pass, 2,810 beneficiaries); **JP Morgan Chase** (Meal Pass, 1,950 beneficiaries); **Prudential** (Meal Pass, 630 beneficiaries);

Philippines: **Accenture** (Gift Pass, 5,000 beneficiaries)

## Annex 2 : Consolidated financial statements

(in millions of Euro)

	First Half Fiscal 2007	% Revenues	change	First Half Fiscal 2006	% Revenues
<b>Revenue</b>	<b>6 819</b>	<b>100%</b>	4. 2%	<b>6 546</b>	<b>100%</b>
Cost of sales	(5 812)	-85. 2%		(5 610)	-85. 7%
<b>Gross profit</b>	<b>1 007</b>	<b>14. 8%</b>	7. 6%	<b>936</b>	<b>14. 3%</b>
Sales department costs	(85)	-1. 2%		(75)	-1. 2%
General and administrative costs	(567)	-8. 3%		(547)	-8. 4%
Other operating income	12			2	
Other operating expenses	(3)			(1)	0. 0%
<b>Operating profit before financing costs</b>	<b>364</b>	<b>5. 3%</b>	<b>15. 6%</b>	<b>315</b>	<b>4. 8%</b>
Financial income	34	0. 5%	19. 3%	28	0. 4%
Financial expense	(84)	-1. 2%	5. 4%	(80)	-1. 2%
Share of profit of associates	2			3	
<b>Profit before tax</b>	<b>316</b>	<b>4. 6%</b>	<b>18. 7%</b>	<b>266</b>	<b>4. 1%</b>
Income tax expense	(112)	-1. 6%		(102)	-1. 6%
Net result from discontinued operations	-			-	
<b>Profit for the period</b>	<b>204</b>	<b>3. 0%</b>		<b>164</b>	<b>2. 5%</b>
Minority interests	6	0. 1%		4	0. 1%
<b>Group profit for the period</b>	<b>198</b>	<b>2. 9%</b>	<b>24. 2%</b>	<b>160</b>	<b>2. 4%</b>
<b>Earnings per share (in Euros)</b>	<b>1.27</b>		<b>24. 1%</b>	<b>1.03</b>	
<b>Diluted earnings per share (in Euros)</b>	<b>1.25</b>		<b>23. 3%</b>	<b>1.02</b>	

## Consolidated Balance sheet

in millions of euro	February 28, 2007	August 31, 2006	February 28, 2006
<b>Non-current assets</b>			
Property, plant and equipment	434	430	424
Goodwill	3 574	3 623	3 797
Other intangible assets	127	126	93
Client investments	142	146	151
Associates	34	36	35
Financial assets	83	75	74
Other non-current assets	14	18	22
Deferred tax assets	242	242	244
<b>Total non-current assets</b>	<b>4 650</b>	<b>4 696</b>	<b>4 840</b>
<b>Current assets</b>			
Financial assets	15	17	6
Derivative financial instruments	45	42	37
Inventories	189	168	180
Income tax	32	17	32
Trade receivable	2 282	1 909	2 173
Restricted cash and financial assets related to the Service Vouchers and Cards activity	468	423	375
Cash and cash equivalents	935	1 042	822
<b>Total current assets</b>	<b>3 966</b>	<b>3 618</b>	<b>3 625</b>
<b>Total assets</b>	<b>8 616</b>	<b>8 314</b>	<b>8 465</b>
<b>Shareholders' equity</b>			
Capital	636	636	636
Share premium	1 186	1 186	1 186
Undistributed net income	632	668	667
Consolidated reserves	-313	-334	-296
<b>Total group shareholders' equity</b>	<b>2 141</b>	<b>2 156</b>	<b>2 193</b>
Minority interests	16	17	17
<b>Total shareholders' equity</b>	<b>2 157</b>	<b>2 173</b>	<b>2 210</b>
<b>Non-current liabilities</b>			
Borrowings	1 794	1 852	1 727
Employee benefits	346	349	315
Other liabilities	78	101	94
Provisions	68	68	60
Deferred tax liabilities	53	49	40
<b>Total non-current liabilities</b>	<b>2 339</b>	<b>2 419</b>	<b>2 236</b>
<b>Current liabilities</b>			
Bank overdraft	84	36	81
Borrowings	104	68	107
Derivative financial instruments	1	2	2
Income tax	102	80	129
Provisions	40	40	90
Trade and other payable	2 518	2 369	2 465
Vouchers payable	1 271	1 127	1 145
<b>Total current liabilities</b>	<b>4 120</b>	<b>3 722</b>	<b>4 019</b>
<b>Total equity and liabilities</b>	<b>8 616</b>	<b>8 314</b>	<b>8 465</b>

<b>CASH FLOW</b> (in millions of Euro)	First Half Fiscal 2007	First Half Fiscal 2006
<b>Operating activities</b>		
<b>Operating profit before financing costs</b>	364	315
<b>Non cash items</b>		
Depreciations	85	82
Provisions	4	(5)
Losses (gains) on disposals and other, net of tax	(3)	2
<b>Dividends received from associates</b>	1	1
<b>Change in working capital from operating activities</b>	<b>(139)</b>	<b>(191)</b>
change in inventories	(13)	(2)
change in client and other accounts receivable	(393)	(393)
change in suppliers and other liabilities	163	133
change in Service Vouchers and Cards to be reimbursed	147	119
change in financial assets related to the Service Vouchers and Cards activity	(43)	(48)
<b>Interest paid</b>	(23)	(23)
<b>Interest received</b>	13	9
<b>Income tax paid</b>	(91)	(97)
<b>Net cash provided by operating activities</b>	<b>211</b>	<b>93</b>
<b>Investing activities</b>		
Tangible and intangible fixed assets investments	(119)	(85)
Fixed assets disposals	12	3
Change in Client investments	(1)	(9)
Change in financial investments	3	1
Acquisitions of consolidated subsidiaries	(8)	(27)
Disposals of consolidated subsidiaries	0	0
<b>Net cash used in investing activities</b>	<b>(113)</b>	<b>(117)</b>
<b>Financing activities</b>		
Dividends paid to parent company shareholders	(149)	0
Dividends paid to minority shareholders of consolidated companies	(7)	(5)
Change in shareholders' equity	(33)	18
Proceeds from borrowings	11	3
Repayment of borrowings	(64)	(198)
<b>Net cash provided by (used in) financing activities</b>	<b>(242)</b>	<b>(182)</b>
<b>Increase in net cash and cash equivalents</b>	<b>(144)</b>	<b>(206)</b>
Net effect of exchange rates on cash	(11)	19
Cash and cash equivalents, as of beginning of period	1 006	928

Cash and cash equivalents, as of end of period

851

741

### Analysis of operating activities and geographic information

(in millions of euro)

#### Revenues

	First Half Fiscal 2007	Change	First Half Fiscal 2006
Food and Facilities Management services			
North America	2 890	-1. 0%	2 919
Continental Europe	2 236	5. 9%	2 111
United Kingdom and Ireland	720	8. 5%	663
Rest of the World	766	13. 0%	678
Service Vouchers and Cards	211	18. 4%	178
Elimination of intragroup Revenues	-4	17. 9%	-3
<b>total</b>	<b>6 819</b>	<b>4. 2%</b>	<b>6 546</b>

#### Operating Profit

(before corporate expenses)

	First Half Fiscal 2007	Change	First Half Fiscal 2006
Food and management services			
North America	163	7. 4%	152
Continental Europe	115	11. 0%	103
United Kingdom and Ireland	30	76. 8%	17
Rest of the World	20	86. 7%	11
Service Vouchers and Cards	66	24. 4%	53
Holding Companies	-30	43. 6%	-21
<b>total</b>	<b>364</b>	<b>15. 6%</b>	<b>315</b>