

# **Agenda**



1. First half Fiscal 2022 highlights

4. Outlook

2. Financial Performance

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

Review of Operations
On-site Services
Benefits & Rewards Services

Please refer to Appendix 10 and 11 for Alternative Performance Measures definitions



# 1. First half Fiscal 2022 highlights

sodex\*o



# First half Fiscal 2022 at a glance

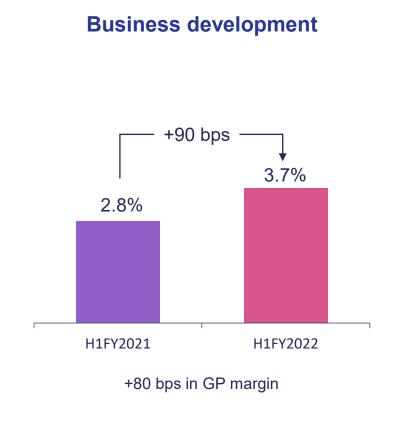
# H1 Results up strongly, revenue growth +19.4%

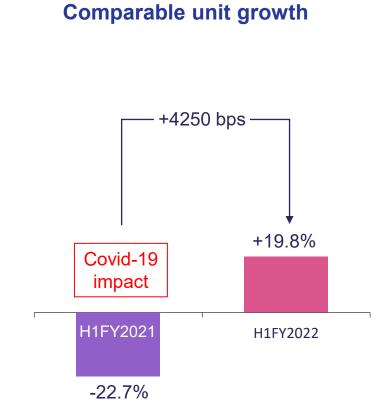
	Organic Revenue Growth Underlying Operating F		Profit Margin	
			Constant rate	
Group	+16.7%	5.2%	+210 bps	
On-Site Services	+17.0%	4.9%	+190 bps	
Benefits & Rewards Services	+9.3%	26.7%	+330 bps	



# **Improving Growth indicators**









#### Positive net new wins in H1

#### Wins

Corporate contract **Disneyland® Paris** 





Education contract

South Dakota Board of Regents





Healthcare contract **Allegiance Health System** 





#### Retention

Healthcare contract

Oster Gotland Region





Benefits & Rewards contract **Vivo (a Telefonica brand)** 





Education contract

Colorado School of Mines





#### **Extensions/Expansions**

Benefits & Rewards contract **Amazon** 





Healthcare contract **University Hospitals** 





Corporate contract **LinkedIn** 







# Focus / Contract win: first fully digital meal pass in Austria

Client: Post AG

Leading logistics and postal service provider in Austria:

- One of the leading employers in Austria with +18,500 employees (growing due to logistics and growing parcel volumes)
- Heterogenity of employee profiles and hybrid work solutions



#### **Tender**

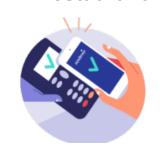
- → First time outsourcing
- → Issued in June 2021
  to replace in-house paper food subsidy by a digital format
- → Won in September 2021

Since January 2022

A unique digital employee benefit experience

Highly secured activation enabled with 8,000 merchant/ restaurant locations





BRS #1 in Austria

The power of multi-markets innovative assets including extended e-payments catalogue, best-in-class employee benefit and payment solution

Flexible approach for tailor-made employee benefit solution and unique customer journey



# Strong momentum on key strategic priorities



# Boost US growth

- Improving Sales momentum
  - Robust New development rate at mid year
  - Increase in active pipeline to support stronger sales in H2
  - Solid retention and encouraging perspective for the full year
- Accelerating First time Outsourcing
  - Circa 40% of signatures
- Further investment in Marketing & Sales resources
  - Team size / digital training
- Accelerating Food transformation
  - Strong growth
- Specific Long-term Incentive scheme for US leadership teams



# Accelerate the food model transformation

- Deployment of On-site brands & offers
  - Scale-up of The Good Eating Company in the US
  - New contracts in Tech and finance sectors for Nourish,
     Fooditude and Good Eating Company
- Developing partnerships with high-end brands
  - Exclusive 10-year partnership with ForFive Coffee, a premium coffee and food company based in New York
- Digitalizing the consumer experience
  - Meican in China: leveraging digital online ordering, mobile apps, smart waiter...
  - Expansion of the Kiwibot fleet in US Universities
- Transforming production & logistics with offsite kitchens
  - Branded offsite kitchens e.g., Fooditude, Nourish, Frontline...
  - Boston Central Production Unit start-up
  - Kitchen acquisition in China to serve major client digitally



# Strong momentum on key strategic priorities



# Manage more actively our portfolio

- Strategic Acquisitions & Investments:
  - NFM / Frontline Food Services, North America
  - NFM / Increase of participation in Meican, China
  - GPO / Two investments to strengthen Entegra Europe
  - HC / Technical equipment management services in China
- Disposals of non-core activities and geographies
  - OSS Morocco
- Lido in France
- Non-strategic account portfolios in Australia, Czech Republic
- BRS in Russia
- BRS sports cards in Romania and Spain
- Post closing: Global Childcare + OSS Congo

Down to 55 countries at Feb end



# Enhance the effectiveness of our organization

- GET program closed ahead of plan
- G&A and Education managed regionally
  - Two Global CEOs' positions removed
- Changes in the Executive Committee:
  - Group Chief Human Resources Officer appointed
  - Group Chief Strategy Officer appointed

# **Tight management of financials**

GET program closed ahead of plan

€327m

**Cumulated costs** 

€382m

**Cumulated savings** 

€-305m

Cumulated cash impact

Some Client capex Recovery

€159m

CAPEX

1.5%

of Revenues

Strong recurring free cash flow

€-75m

Free cash flow

€182m

Recurring Free cash flow

Solid Balance sheet

1.8x

Net debt ratio

56%

Gearing

€5.3bn

Liquidity at the end of H1









# **P&L Performance**

Change

In million €	H1 FY 2022	H1 FY 2021	At current exchange rates	Excluding currency effect
Revenues	10,262	8,595	+19.4%	+15.9%
Underlying Operating profit	538	265	+103.0%	+96.2%
Underlying Operating margin	5.2%	3.1%	+210 bps	+210 bps
Other Operating income and expenses	(1)	(128)	-99,2%	-100.9%
Operating profit	537	136	+294.9%	+279.5%
Net financial expense	(53)	(50)		
Tax charge	(136)	(53)		
Effective tax rate	28.3%	63.0%		
Group net profit	337	33	x10	x10
Underlying net profit	339	128	+164.8%	+156.0%

<sup>(1)</sup> Please refer to Appendix 9 for Alternative Performance Measures definition



# **Good control of inflation impact in H1 2022**

	North America	France	UK	Brazil
Internal Raw material inflation <sup>(1)</sup>				
Internal Labor inflation <sup>(1)</sup>				
Strength of Indexation and Cost + in contracts				
Operational mitigation				

<sup>(1)</sup> Internal inflation is defined as the year-on-year inflation observed by Sodexo on its own cost base.





# **Exceptional Other income and expenses**

In million €	H1 FY 2022	H1 FY 2021		
Other Operating income	67	8		
Gains related to consolidation scope changes	33	3		
Gains on changes of post-employment benefits		4		
Others	34	-		
Other operating expenses	(68)	(136)		
Restructuring and rationalization costs	(3)	(107)		
M&A related costs	(2)	(2)		
osses related to consolidation scope changes	(34)	(2)		
osses on changes of post-employment benefits	(1)	(1)		
Amortization and impairment of acquired intangible assets	(20)	(21)		
Other	(8)	(2)		
Other operating income and expenses	(1)	(128)		



# **GET** program closed ahead of plan

		FY 2020	FY 2021	FY 2022
In million €	Initial target		Cumula	ted
Total exceptional costs	€350m	158	312	327
Cash impact	€315m	(75)	(217)	(305)
SG&A savings	€175m	-	91	157
GP cost avoidance	€175m	-	127	225
Total savings	€350m		218	382
Savings to Costs	100%			117%



# Free cash flow

In million €	H1 FY 2022	H1 FY 2021
Operating cash flow	674	405
Change in working capital <sup>(1)</sup>	(481)	41
IFRS 16 Leases outflow	(109)	(123)
Net capital expenditure	(159)	(86)
Free cash flow	(75)	237
Net acquisitions	(26)	(10)
Share buy-backs/Treasury stock	(13)	(11)
Dividends paid to parent company shareholders	(294)	(0)
Other changes (including change in Financial Assets, scope and exchange rates)	(156)	(28)
(Increase)/decrease in net debt	(564)	187



<sup>(1)</sup> Excluding change in financial assets related to the Benefits & Rewards Services activity €67m in H1 Fiscal 2022 and €-42m in H1 Fiscal 2021.

Total change in working capital as reported in consolidated accounts: in H1 Fiscal 2022: €-414m = €-481m + €67m and in H1 Fiscal 2021: €-1m = €41m + €-42m

# **Strong Recurring Free cash flow**

In million €	H1 FY 2022	
Free cash flow as published	(75)	
Restructuring cash out	37	ון
Government support refunds	100	
Tokyo Olympic games refund	55	Total non-recurring
Exceptional UK pension contribution	71	elements
Indemnity Hungary received	(34)	€257m
BRS fine related to dispute with French competition authorities	27	
Recurring free cash flow	182	]_



# **Robust balance sheet**

	February 28, 2022	February 28, 2021		February 28, 2022	February 28, 2021
Non-current assets	10,063	9,766	Shareholders' equity	3,615 <sup>(2)</sup>	2,917
Current assets excluding cash	5,980	4,943	Non-controlling interests	10	15
Restricted cash Benefits & Rewards	782	795	Non-current liabilities	7,129	6,238
Financial assets Benefits & Rewards	221	342	Current liabilities	8,899	8,886
Cash	2,607	2,210			
TOTAL ASSETS	19,653	18,056	TOTAL LIABILITIES & EQUITY	19,653	18,056
			Gross borrowings	5,647	5,005
Operating cash totaled <b>3,605m</b> <sup>(1)</sup> , of which <b>€2,442m</b> related to Benefits & Rewards Services		Net debt	2,042	1,681	
		Gearing ratio	56%	57%	
			Net debt ratio (Net debt/EBITDA)	1.8x	3.8x

<sup>(1)</sup> Cash – Bank overdrafts of €5m + Financial assets related to BRS activity

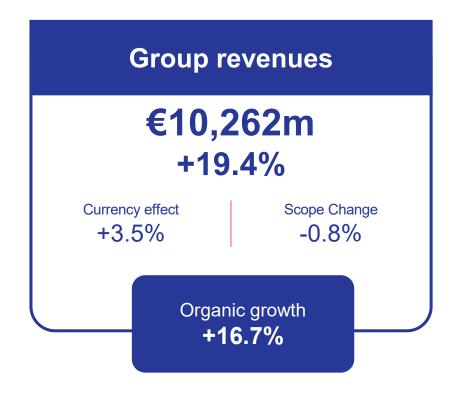


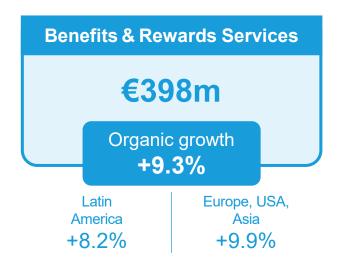
<sup>(2)</sup> The change in shareholders equity is mainly due to impact of currencies (mainly Brazilian Real and US Dollar) as well as the reevaluation of certain financial assets due to IFRS 9



# **H1 Organic growth - strong recovery**









#### **On-site Services**

### **Business & Administrations – H1 Revenues**



(in million €)



Restated Organic Growth

#### **North America**

+45.2%

- Slow but progressive return to work in Corporate Services
- Strong rebound in S&L, Omicron impact in Q2
- Strong acceleration in E&R due the combination of some sites reopening and new contract start-ups

#### **Europe**

+15.1%

- Progressive return to office interrupted by Omicron in Q2
- S&L up strongly with sites reopening and more events than usual, Omicron slow down in Q2
- Lack of new ramp-ups in E&R and G&A

#### APAC, Latam, MEA

+10.8%

- Rapid recovery in India and solid growth in China in Corporate Services.
- Strong growth in E&R

G&A = Government & Agencies, E&R = Energy & Resources, S&L = Sports & Leisure/Sodexo Live! Please refer to Appendix 4 for Alternative Performance Measures definitions

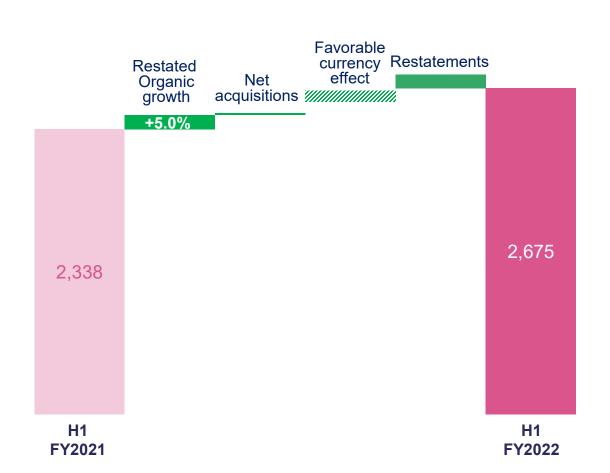


#### **On-site Services**

#### **Healthcare & Seniors – H1 Revenues**



(in million €)



Restated Organic Growth

#### **North America**

+4.7%

- · Increase in senior occupancy
- Increase in hospital activity, even though retail still at 70% of pre-covid levels
- Some inflation pass-through

#### **Europe**

+4.8%

- Slowdown in Testing Centers growth, as contract started in Q2 2021
- Growth in Seniors due to new contracts and higher occupancy, particularly in France

#### APAC, Latam, MEA

+9.6%

- · Solid growth in Asia especially in India and China
- Solid growth in Brazil



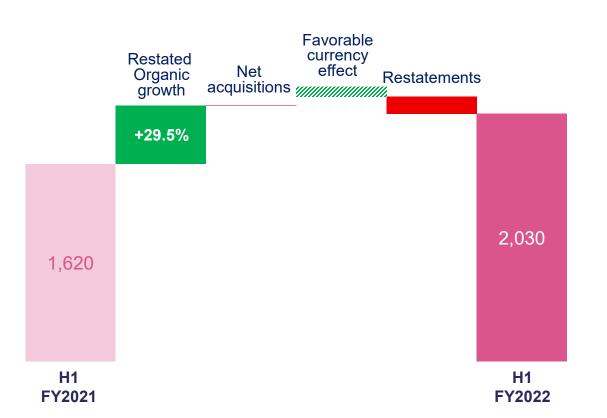
#### **On-site Services**

# **Education – H1 Revenues**

18% On-site Services FY21

(in million €)

Restated Organic Growth



#### **North America**

+40.4%

- · All schools and universities reopened
- · Omicron impact in Q2 linked to absenteeism of students and teachers
- Impact of the loss of Chicago Public Schools

#### **Europe**

+3.1%

- · All schools and universities open
- Activity impacted by Delta and Omicron absenteeism

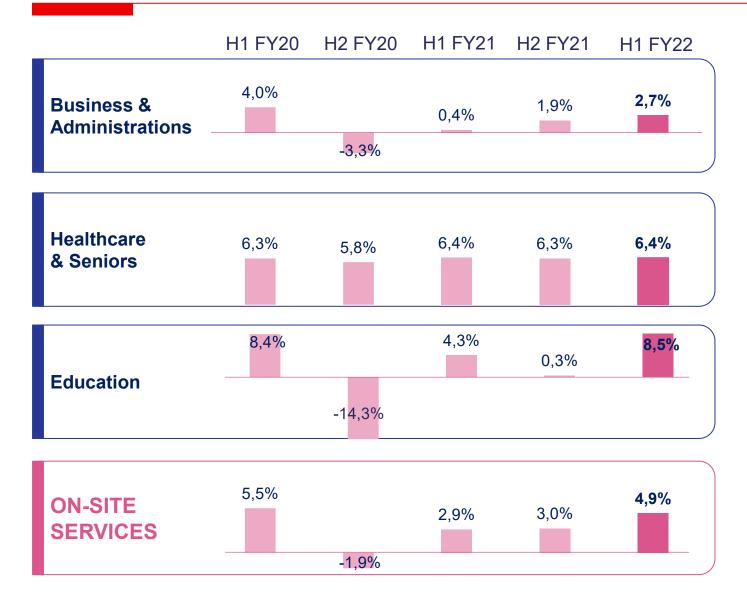
#### APAC, Latam, MEA

+27.7%

Strong recovery in India



# **Underlying Operating Margin by segment**



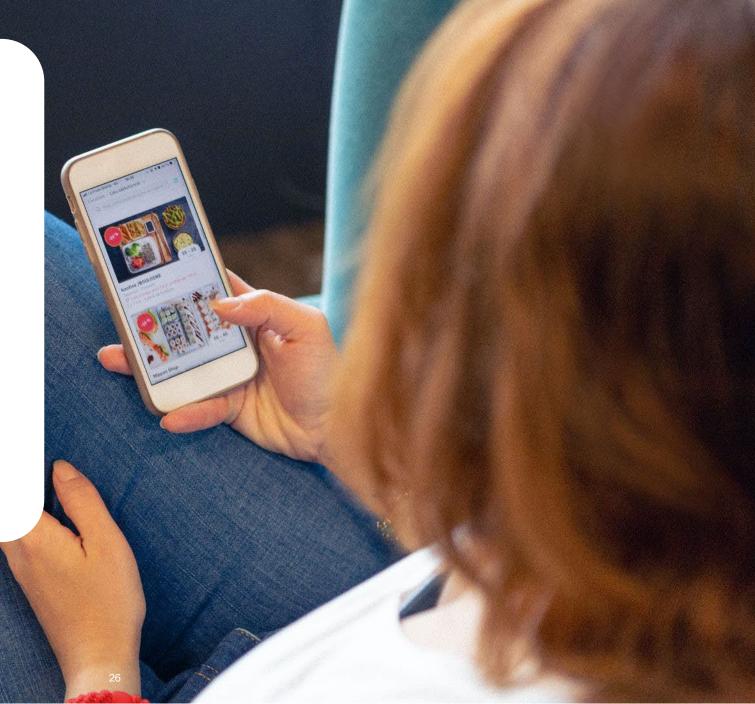
- On-going strict cost control
- Indexation clauses, contract renegotiations and efficiencies compensating input inflation
- Positive impact of the restructuring program
- Active portfolio management supporting UOP margin
- Back up to pre H1 2020 levels for Healthcare & Seniors and Education





Benefits & Rewards Services

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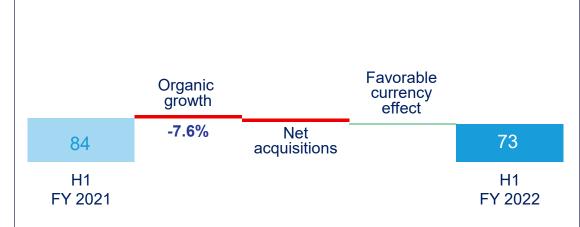
#### Benefits & Rewards Services

# **H1 revenues by Service**



#### **Services Diversification**



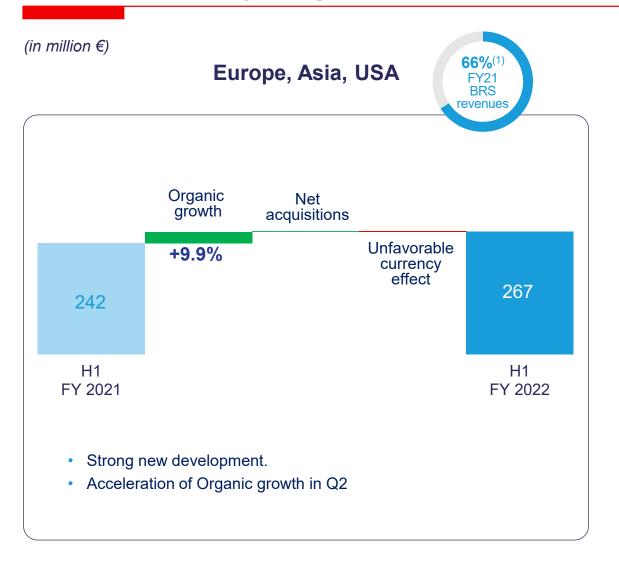


- Substantial reduction in Public Benefits which had been boosted by covid-related aid programs last year
- Compensated by strong fuel and fleet activity.



#### Benefits & Rewards Services

# H1 revenues by Region









- Return to double digit growth in Brazil in Q2.
- Solid ongoing growth in the rest of the region.



# Benefits & Rewards Services Improving situation in Brazil

#### **Brazil Interest rate – One year**



Selic rate back up to pre-2018 levels

#### Inflation rate in Brazil – One year



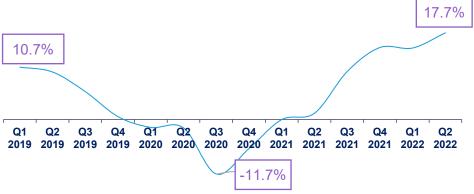
Inflation sustaining higher issue volume growth and interest rate

#### Brazilian Real Euro – One year



The Real up strongly yoy, but still a long way from high

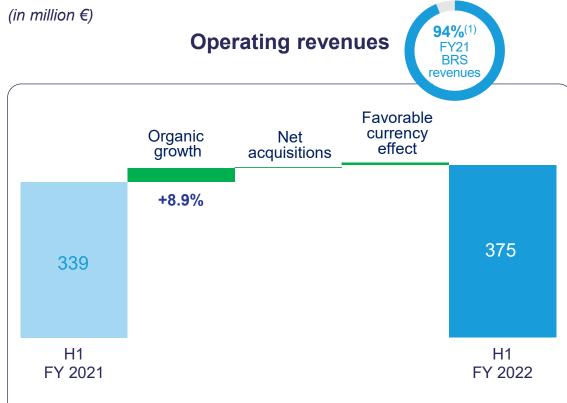
#### **Employee Benefits BVI organic growth**



• Issue volume organic growth back up to double digit



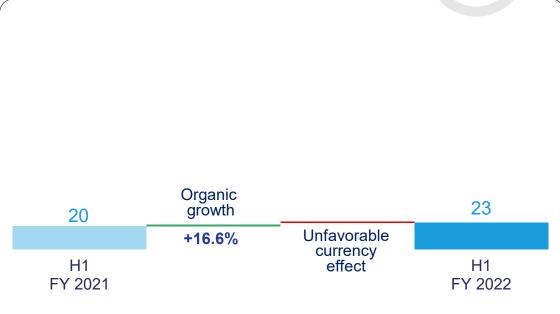
# **H1 revenues by Nature**



- Strong momentum with a double-digit growth in Q2
- Further increase of digitalization rate to 90% in February +5 points in one year, of which +8 points in Europe



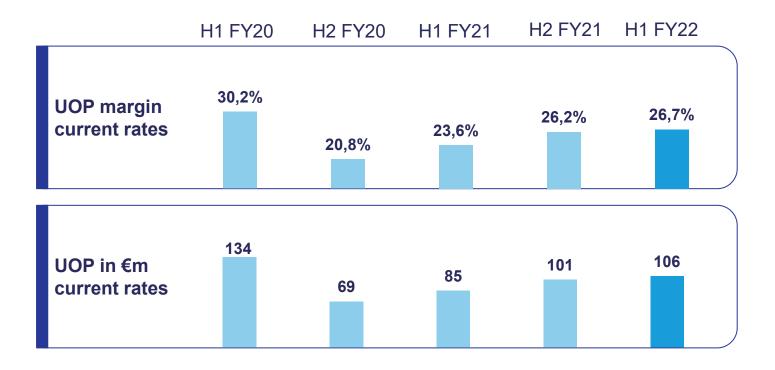




- Strong double digit Organic growth due to the increase of Selic in Brazil
- Good momentum in Q2 (+25%)

Please refer to Appendix 4 for Alternative Performance Measures definitions (1) Excluding Rydoo revenues

# **Underlying Operating Margin by segment**



Strong increase of UOP margin from H1 FY21 to H1 FY22 (+310 bps, +330 bps in constant currencies):

- Operating leverage from revenue growth
- Further digitalization generating efficiency gains
- Active management of portfolio





# FY2022 guidance

#### Combination of:

- Omicron impact
- A resurgence of localized Covid outbreaks,
- Several mobilizations in Russia that will no longer happen
- Early termination of Testing Centers in the UK

At today's rates, ongoing tailwind from currencies

Highly mobilized to manage uncertainties and additional inflation resulting from the disruption to the supply chain due to the Ukraine war.

# **Organic Growth**

Around the bottom of the +15% to +18% range

# **UOP Margin**

close to 5%(1) at constant rates

(1) Excluding potential impact if any of accounting changes: implementation of the IFRIC decision providing details on the accounting for configuration and customization costs of SaaS type software for which the analysis is in progress.

# Mid-term outlook: stronger and faster

On-site Services to exceed pre-Covid levels

BRS to accelerate

#### 4 priorities

- Boost US growth
- Food transformation
- Portfolio management
- Effective organization

Post-Covid19 crisis, the Group aims to rapidly return to regular and sustained growth and back up over the pre-Covid Underlying operating margin







# H1 Fiscal 2022 exchange rates

1€ =	Average Rate H1 Fiscal 22	Average Rate H1 Fiscal 21	Average Rate H1 Fiscal 22 vs. H1 Fiscal 21	Closing Rate H1 Fiscal 22 at 28/02/2022	Closing Rate Fiscal 21 at 31/08/2021	Closing Rate 28/02/22 vs. 31/08/21
U.S. Dollar	1.143	1.197	+4.7%	1.120	1.183	+5.7%
Pound Sterling	0.846	0.897	+6.1%	0.836	0.859	+2.8%
Brazilian Real	6.258	6.554	+4.7%	5.783	6.139	+6.2%



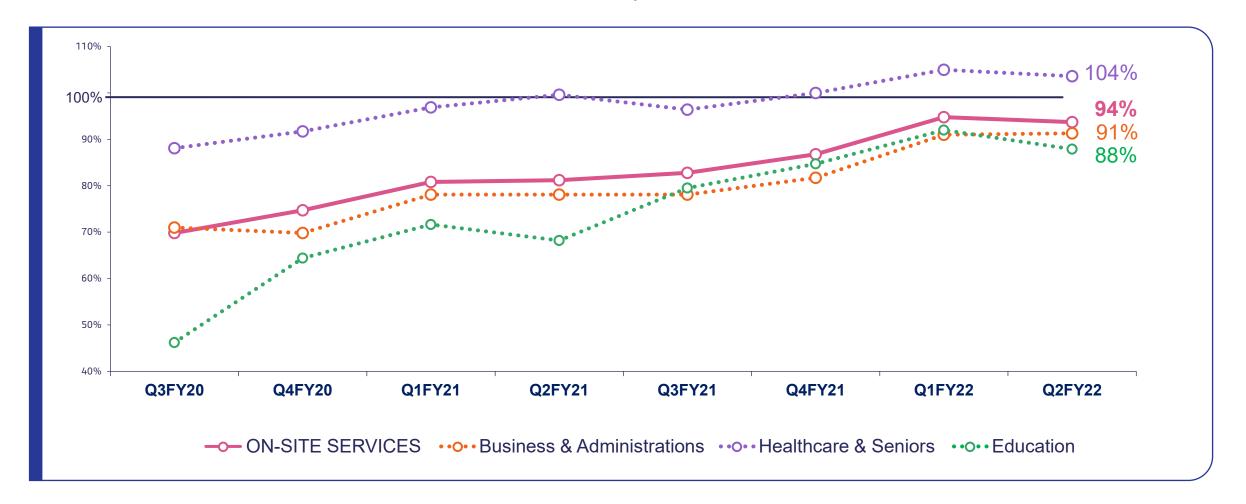
## Revenue breakdown

REVENUES BY SEGMENT (in millions of euro)	H1 FY2022	H1 FY2021	Restated Organic growth	Organic Growth	External Growth	Currency Effect	Total Growth
Business & Administrations	5,160	4,280	+19.5%	+19,6%	-2,0%	+3.0%	+20.6%
Healthcare & Seniors	2,675	2,338	+5.0%	+9.8%	+0.7%	+4.0%	+14.5%
Education	2,030	1,620	+29.5%	+20.7%	-0.2%	+4.8%	+25.3%
On-site Services	9,865	8,238	+17.0%	+17.0%	-0.9%	+3.6%	+19.8%
Benefits & Rewards Services	398	359	+9.3%	+9.3%	+0.5%	+1.0%	+10.8%
Elimination	(1)	(2)					
TOTAL GROUP	10,262	8,595	+16.7%	+16.7%	-0.8%	+3.5%	+19.4%



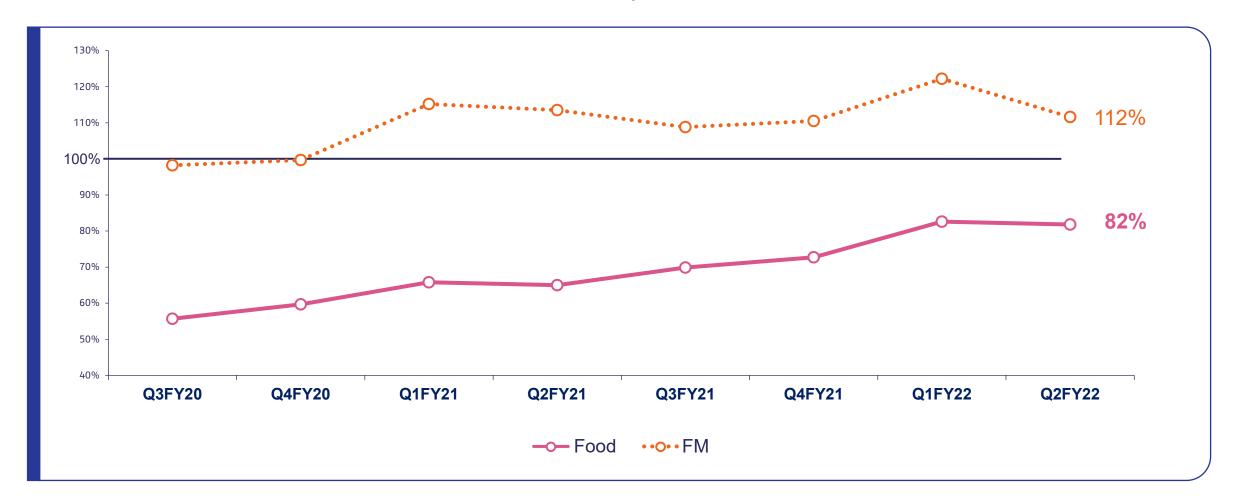
## Temporary stalling of recovery in Q2 due to Omicron

FY2020, FY2021 and FY2022 revenues compared to FY2019 revenues at constant rate



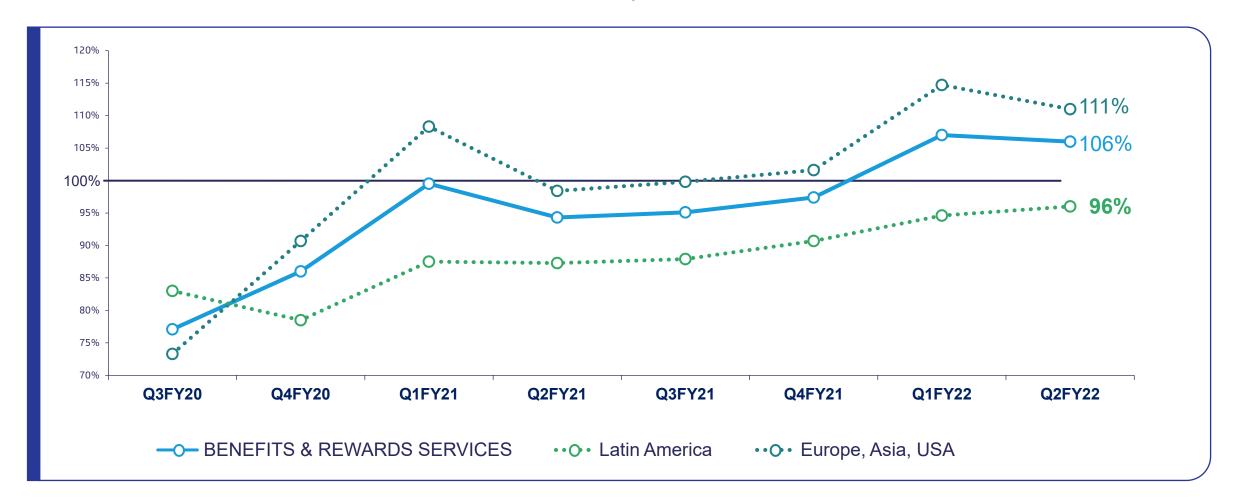
# FM impacted by CPS termination and Testing Centers volatility

FY2020, FY2021 and FY2022 revenues compared to FY2019 revenues at constant rate

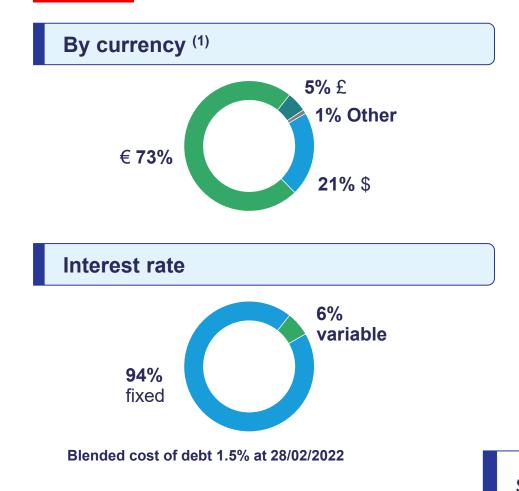


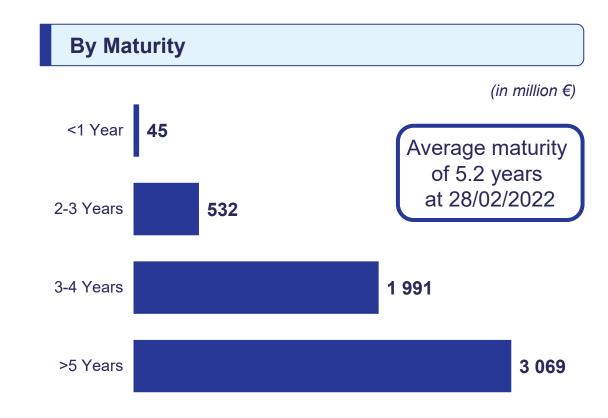
## Solid underlying trend, phasing between Q1 and Q2

FY2020, FY2021 and FY2022 revenues compared to FY2019 revenues at constant rate



# Breakdown of Gross Financial debt: €5,637m<sup>(2)</sup>





Strong Investment Grade S&P "BBB+/A-2" / Moody's "Baa1"



<sup>(1)</sup> Exposure to US Dollar is due to implementation of swaps after USPP repayment and cash pool overdrafts

<sup>(2)</sup> Excluding derivatives

## **Modelling details for FY2022**

(At constant rates)

Other income and expenses

~€-40m

Net financial expenses

€110m including IFRS16

Tax rate

<30%

Non-recurring cash outflow

~€350m<sup>(1)</sup>



# Fiscal 21 On-site Services inter-segment revenue reclassifications

Revenues	FISCAL 21		Q1FY21		Q2FY21		Q3FY21			Q4FY21					
(in millions of euros)	B&A	НС	EDU	B&A	НС	EDU	B&A	НС	EDU	B&A	НС	EDU	B&A	НС	EDU
North America	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Europe	- 30	+ 211	- 181	- 6	+ 58	- 51	- 7	+ 60	- 53	- 8	+ 61	- 53	- 9	+ 31	- 23
Africa, Asia, Australia, Latam, Middle East	+ 37	- 24	- 13	+ 12	- 5	- 6	+ 8	- 5	- 3	+ 9	- 7	- 3	+ 8	- 7	- 1
GROUP	+ 7	+ 187	- 194	+ 5	+ 52	- 58	+ 1	+ 55	- 56	+ 1	+ 55	- 56	- 0	+ 24	- 24

- As part of the streamlining of the organization in certain regions during the second half of Fiscal 2021, some contracts or operations
  have been reallocated between segments, with main impacts in Europe from Education to Healthcare & Seniors.
- · Given the low materiality of these changes, pro-forma figures for Fiscal 2021 will not be provided.
- · The effects are detailed above.
- Fiscal 2022 organic growth and variations in UOP margin will be adjusted to take into account such changes.



## **Number of shares**

Company's share capital	FEBRUARY 28, 2022	AUGUST 31, 2021	FEBRUARY 28, 2021
Company's share capital, number of shares	147,454,887	147,454,887	147,454,887
Treasury shares	1,249,534	1,166,593	1,524,876
Number of shares for EPS calculation (Basic weighted average number of shares)	146,292,627	146,004,484	146,001,603



## **Alternative Performance Measure - Definitions 1/2**

### **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 (or gain of control) during the current period, revenue generated since the acquisition date is excluded from the organic growth calculation;
- for businesses acquired (or gain of control) 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 (or loss of control) 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 (or loss of control) 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.

#### 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.

#### Reimbursement volume

Reimbursement volume corresponds to the total face value of service vouchers, cards and digitally delivered services (Benefits and Rewards Services activity) reimbursed to the Merchants

### **Underlying Operating margin**

The Underlying operating profit margin corresponds to Underlying operating profit divided by revenues

### **Underlying Operating margin at constant rate**

The Underlying operating profit margin at constant rate corresponds to Underlying operating profit divided by revenues, calculated by converting FY2022 figures at FY 2021 rates, except for countries with hyperinflationary economies.



## **Alternative Performance Measure - Definitions 2/2**

#### Blended cost of debt

The blended cost of debt is calculated at period end and is the weighted blended of financing rates on borrowings, (including derivative financial instruments) and cash pooling balances at period end.

#### Free cash flow

Please refer to Cashflow position.

### **Growth excluding currency effect**

Change excluding currency effect calculated converting FY 2022 figures at FY 2021 rates, except when significant for countries with hyperinflationary economies.

#### Net debt

Net debt is defined as Group borrowing at the balance sheet date, less operating cash.

### **Underlying Net Profit**

Underlying Net profit presents a net income excluding significant unusual and/or infrequent elements. Therefore, it corresponds to the Net Income Group share excluding Other Income and Expense and significant non-recurring elements in both Net Financial Expense and Income tax Expense.

### **Underlying Net profit per share**

Underlying Net profit per share presents the Underlying net profit divided by the average number of shares



## **APM - Financial ratios definitions & reconciliation**

		H1 Fiscal 2022	H1 Fiscal 2021	
Cooring vatio	Gross borrowings (1) – operating cash (2)	EC9/	F70/	
Gearing ratio	Shareholders' equity and non-controlling interests	56%	57%	
Net debt ratio	Gross borrowings (1) – operating cash (2)	1.8	3.8	
	Rolling 12 month Underlying EBITDA (3)	1.0	3.0	
	Non-current borrowings	5,601	4,398	
(1) Porrowings	+ Current borrowings excluding overdrafts	55	641	
(1) Borrowings	- Derivative financial instruments recognized as assets	(9)	(34)	
		5,647	5,005	
(2) Operating cash	Cash and cash equivalents	2,607	2,210	
	+ restricted cash and financial assets related to the Benefits & Rewards Services activity	1,003	1,137	
	- Bank overdrafts	(5)	(53)	
		3,605	3,324	
(3) Rolling 12 month	Underlying operating profit (H2 Fiscal 2020 + H1 Fiscal 2021)	851	149	
	+ Depreciation and amortization (H2 Fiscal 2020 + H1 Fiscal 2021)	514	580	
Underlying EBITDA	- Lease payments (H2 Fiscal 2020 + H1 Fiscal 2021)	244	289	
		1,121	440	



## Financial calendar

July 1, 2022 October 26, 2022 December 19, 2022

Fiscal 2022 Third quarter Revenues Fiscal 2022 Annual Results Fiscal 2022 Annual Shareholders Meeting



## **Sodexo key figures**

As of August 31, 2021



€17.4bn revenues



**412,000** employees



#1

Largest private French employer worldwide (1)



**100** million consumers served daily



**55** countries (as of Feb. 28, 2022)



€10.9bn market capitalization (as of March 31, 2022)

- Founded in 1966 by Pierre Bellon
- As at 31/08/2021, Bellon S.A. holds 42.8% of capital (57.2% of voting rights)
- Our purpose is to create a better everyday for everyone to build a better life for all.



Dow Jones

Sustainability Indices

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#1 in its industry sector











(1) 2020 Forbes Global 2000 ranking (as of April 30, 2020)

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