

# Elior SA

## Interim Financial Report

October 1, 2014 – June 30, 2015

*The English-language version of this document is a free translation from the original, which was prepared in French. All possible care has been taken to ensure that the translation is an accurate representation of the original. However, in all matters of interpretation of information, views or opinions expressed therein, the original language version of the document in French takes precedence over this translation.*

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## 1.1 ANALYSIS OF THE GROUP'S RESULTS FOR THE NINE-MONTH PERIODS ENDED JUNE 30, 2015 AND JUNE 30, 2014

| (in € millions)   | Nine months ended June 30, |                |
|---|----------------------------|----------------|
|   | 2015                       | 2014           |
| <b>Revenue</b>  | <b>4,280.6</b>             | <b>4,040.7</b> |
| Purchase of raw materials and consumables                                 | (1,308.4)                  | (1,219.2)      |
| Personnel costs   | (1,951.2)                  | (1,870.9)      |
| Other operating expenses  | (644.6)                    | (589.7)        |
| Taxes other than on income (*)  | (52.4)                     | (51.2)         |
| Share of profit of associates   | 1.4                        | 1.6            |
| <b>EBITDA</b>   | <b>325.4</b>               | <b>311.3</b>   |
| Depreciation, amortization and provisions for recurring operating items   | (116.9)                    | (100.0)        |
| <b>Recurring operating profit including share of profit of associates</b> | <b>208.5</b>               | <b>211.3</b>   |
| Other income and expenses, net  | (25.6)                     | (53.2)         |
| <b>Operating profit including share of profit of associates</b>           | <b>182.9</b>               | <b>158.1</b>   |
| Net financial expense   | (61.3)                     | (111.6)        |
| <b>Profit before income tax</b>   | <b>121.6</b>               | <b>46.5</b>    |
| Income tax  | (56.3)                     | (28.4)         |
| <b>Profit for the period</b>  | <b>65.3</b>                | <b>18.1</b>    |
| Attributable to non-controlling interests                                 | (2.2)                      | (2.0)          |
| <b>Attributable to owners of the parent</b>                               | <b>67.5</b>                | <b>20.1</b>    |
| Earnings per share (in €)   | 0.41                       | 0.18           |

(\*) The figure for the nine months ended June 30, 2014 has been restated compared with the initially reported figure due to the Group's retrospective application of IFRIC 21 (see Note 5 to the condensed interim consolidated financial statements and section 1.1.6 below).

### 1.1.1 Changes in Scope of Consolidation

The only change in the Group's scope of consolidation in the first nine months of 2014-2015 (i.e. the nine months ended June 30, 2015) was the acquisition of the UK-based contract caterer, Lexington. Lexington generates annual revenue of around £30 million and operates primarily in the Business & Industry market in the City of London. For the nine months ended June 30, 2015, Lexington contributed €37.9 million to consolidated revenue and €2.3 million to consolidated EBITDA.

During the first nine months of 2013-2014, changes in the Group's scope of consolidation corresponded to the divestment in December 2013 of non-strategic concession catering operations in Morocco and Argentina, which generated annual revenue of around €20 million. For the nine months ended June 30, 2014, these operations contributed €2.9 million to consolidated revenue and €0.4 million to consolidated EBITDA.

## 1.1.2 Revenue

The following table shows a breakdown of consolidated revenue by geographic region as well as a breakdown of revenue growth between organic growth, changes in scope of consolidation and foreign currency effect for each region and for the Group as a whole.

| (in € millions)             | 9 months<br>2014-2015 | 9 months<br>2013-2014 | Organic<br>growth | Calendar<br>effect | Changes in<br>scope of<br>consolidation | Currency<br>effect | Total<br>growth |
|-----------------------------|-----------------------|-----------------------|-------------------|--------------------|---|--------------------|-----------------|
| France                      | 2,163.7               | 2,147.4               | 0.7%              | 0.1%               | 0.0%                                    | 0.0%               | 0.8%            |
| Other European<br>countries | 1,589.2               | 1,461.1               | 4.6%              | 0.0%               | 2.6%                                    | 1.5%               | 8.8%            |
| Rest of the world           | 527.7                 | 432.1                 | 6.3%              | 0.0%               | -0.7%                                   | 16.5%              | 22.1%           |
| <b>GROUP TOTAL</b>          | <b>4,280.6</b>        | <b>4,040.7</b>        | <b>2.7%</b>       | <b>0.0%</b>        | <b>0.9%</b>                             | <b>2.3%</b>        | <b>5.9%</b>     |

Consolidated revenue totaled €4,280.6 million in the first nine months of 2014-2015. The 5.9% increase on the equivalent period of 2013-2014 reflects solid organic growth of 2.7% over the period. The October 2014 acquisition of Lexington in the United Kingdom added 0.9% to revenue growth, net of the effect of the disposal in December 2013 of non-strategic concession catering operations in Argentina and Morocco. Changes in exchange rates had a 2.3% net positive impact, mainly due to the strengthening of the U.S. dollar and pound sterling against the euro. The portion of revenue generated by international operations in the first nine months of 2014-2015 was 49.5% versus 46.9% in the same period of 2013-2014.

The following table shows a revenue breakdown between the Group's six main markets and the growth rates by market for the first nine months of 2014-2015 and 2013-2014:

| (in € millions)                         | 9 months<br>2014-2015 | 9 months<br>2013-2014 | Organic<br>growth | Calendar<br>effect | Changes in<br>scope of<br>consolidation | Currency<br>effect | Total<br>growth |
|---|-----------------------|-----------------------|-------------------|--------------------|---|--------------------|-----------------|
| Business & Industry                     | 1,417.1               | 1,313.5               | 2.7%              | 0.2%               | 2.9%                                    | 2.1%               | 7.9%            |
| Education                               | 902.5                 | 884.3                 | 0.4%              | -0.2%              | 0.0%                                    | 1.8%               | 2.0%            |
| Healthcare                              | 798.8                 | 754.1                 | 2.5%              | 0.0%               | 0.0%                                    | 3.4%               | 5.9%            |
| Contract Catering &<br>Support Services | 3,118.5               | 2,952.0               | 2.0%              | 0.1%               | 1.3%                                    | 2.3%               | 5.6%            |
| Motorways                               | 408.6                 | 380.4                 | 5.2%              | 0.0%               | 0.0%                                    | 2.2%               | 7.4%            |
| Airports                                | 476.1                 | 433.6                 | 6.8%              | 0.0%               | -0.6%                                   | 3.5%               | 9.7%            |
| City Sites & Leisure                    | 277.5                 | 274.7                 | 0.8%              | 0.0%               | -0.2%                                   | 0.4%               | 1.0%            |
| Concession Catering &<br>Travel Retail  | 1,162.1               | 1,088.7               | 4.8%              | 0.0%               | -0.3%                                   | 2.3%               | 6.7%            |
| <b>GROUP TOTAL</b>                      | <b>4,280.6</b>        | <b>4,040.7</b>        | <b>2.7%</b>       | <b>0.0%</b>        | <b>0.9%</b>                             | <b>2.3%</b>        | <b>5.9%</b>     |

### 1.1.2.1 Contract Catering & Support Services

**Contract Catering & Support Services revenue** was up €166.5 million, or 5.6%, on the first nine months of 2013-2014, coming in at €3,118.5 million and representing 73% of total consolidated revenue.

Organic growth was 2.0% over the period, driven by a particularly strong performance in international markets.

The calendar effect – corresponding to the year-on-year difference in the number of working days – was only slight during the period, representing 0.1% of revenue.

Changes in the scope of consolidation pushed up Contract Catering & Support Services revenue by 1.3%, fueled by the acquisition of Lexington which had a €39 million favorable impact.

Lastly, changes in exchange rates had a positive 2.3% effect.

**In France**, revenue reached €1,664.5 million, with organic growth amounting to 0.7%.

- In the Business & Industry market, average revenue per meal increased but attendance levels were lower.
- Revenue generated in the Education market was up year on year, notably thanks to the contribution of the catering contract for the secondary schools in the Hauts-de-Seine region, as well as increased attendance and a higher average customer spend.
- In the Healthcare market, revenue was up on the first nine months of 2013-2014, led by the performance of existing sites.

**In international markets**, revenue rose 11.8% year on year to €1,454.0 million. Organic growth was 3.6%, propelled by the United States, the United Kingdom and Spain, while Italy posted a slight overall contraction. The acquisition of Lexington in the United Kingdom and positive currency effects generated additional revenue growth of 2.9% and 5.3% respectively.

- Organic growth was high in the Business & Industry market, fueled by strong revenue levels in Spain and the United States. In Italy, the impact of new contracts such as with Telecom Italia and Banca d'Italia offset the revenue decrease posted by existing sites. Business remained brisk in the United Kingdom thanks to a robust showing both from existing sites and sites opened in the past twelve months. The acquisition of Lexington contributed €39 million to revenue during the period.
- In the Education market, the slowdown in business in Italy was partially offset by revenue increases in other countries, particularly Spain and the United Kingdom.
- The Healthcare market reported significant growth for the period, driven by further good performances in the United States, the United Kingdom and Spain.

#### 1.1.2.2 Concession Catering & Travel Retail

**Concession Catering & Travel Retail revenue** advanced by 6.7% year on year to €1,162.1 million, representing 27% of total consolidated revenue.

Organic growth for the period as a whole came to 4.8%, reflecting an acceleration in the third quarter when revenue rose 5.8%. Changes in scope of consolidation – resulting from the sale in December 2013 of the Group's concession catering subsidiaries in Argentina and Morocco – trimmed 0.3% off revenue, while changes in exchange rates, notably for the U.S. dollar, had a positive 2.3% impact.

Revenue generated in **France, Germany, Belgium and Italy** rose 5.8% year on year to €696.5 million, with the increase entirely due to organic growth as there were no changes in scope of consolidation during the period.

- In the Motorways market Italy reported strong growth, propelled by the opening of new motorway service areas, and revenue in France edged up during the third quarter.
- Revenue growth in the Airports market was driven by a sharp upturn in Italy due in particular to good showings at Roma, Bergamo, Napoli and Milano Linate airports. In France, revenue for the period was negatively impacted as from January 2015 by the loss of the contract for Terminal 1 at Nice Airport.
- The City Sites & Leisure market also reported an overall year-on-year revenue increase, with the pace of growth accelerating in the third quarter, notably as a result of (i) the Paris Air Show in June (which is held every two years), (ii) the positive effect of the Expo 2015 world's fair in Milano, Italy, as from May, and (iii) the good showing turned in by railway station operations (particularly at Paris Gare de Lyon station), despite the refurbishment works currently under way at Gare du Nord in Paris.

**In Spain, Portugal and the Americas**, growth of 8.1% over the period pushed revenue up to €465.6 million. Organic growth came to 3.1%.

- The Motorways market felt the positive effects of the ramp-up of service areas in the United States and the increase in traffic across all of the Spanish networks.
- Revenue in the Airports market was boosted by the opening of new points of sale in the United States (notably in Los Angeles and Chicago), as well as growth delivered by operations in Spanish airports, particularly Madrid-Barajas (where all of the new concepts have now been launched) and Palma, where traffic volumes rose during the period.

### 1.1.3 Purchase of Raw Materials and Consumables

This item increased by €89.2 million, or 7.3%, to €1,308.4 million for the nine months ended June 30, 2015 from €1,219.2 million in the corresponding prior-year period. The following table sets out purchases of raw materials and consumables by business line and as a percentage of the revenue of each business line.

| (in € millions and % of revenue)                        | Nine months ended June 30, |              |                  |              |
|---|----------------------------|--------------|------------------|--------------|
|   | 2015                       |              | 2014             |              |
| <b>Purchase of raw materials and consumables</b>        |                            |              |                  |              |
| Contract Catering & Support Services                    | (978.0)                    | 31.4%        | (907.5)          | 30.7%        |
| Concession Catering & Travel Retail                     | (344.4)                    | 29.6%        | (325.3)          | 29.9%        |
| Headquarters, holding companies and purchasing entities | 14.0                       | –            | 13.6             | –            |
| <b>Total</b>  | <b>(1,308.4)</b>           | <b>30.6%</b> | <b>(1,219.2)</b> | <b>30.2%</b> |

#### 1.1.3.1 Contract Catering & Support Services

Purchases of raw materials and consumables for the Contract Catering & Support Services business line rose by €70.5 million, or 7.8%, to €978.0 million for the nine months ended June 30, 2015 from €907.5 million for the same period of 2013–2014. The acquisition of Lexington in October 2014 accounted for €11.9 million of the year-on-year increase.

As a percentage of revenue, this item increased to 31.4% from 30.7%, mainly due to international subsidiaries as the ratio remained stable for Contract Catering & Support Services operations in France. In the USA, THS's purchases of raw materials and consumables were 0.6 of a point higher as a percentage of revenue than in the first nine months of 2013–2014 as a result of (i) an increase in food prices that could only be partly passed on to clients, and (ii) changes in its client and contract mix. In Spain, changes in Seruni3n's client and contract mix drove up its ratio by 0.5 of a point. Conversely, in Italy the ratio was positively affected by (i) the continuing favorable impact of the start-up of the on-board train catering contract in the first quarter of 2013–2014, which, due to the nature of the services provided, involves a different product mix and a much lower raw materials cost ratio than the Group's other contract catering operations, and (ii) more effective management of raw materials costs in the business line's other operations.

#### 1.1.3.2 Concession Catering & Travel Retail

Purchases of raw materials and consumables for the Concession Catering & Travel Retail business line increased by €19.1 million, or 5.9 %, to €344.4 million from €325.3 million, primarily due to the opening of new sites and new points of sale in the Airports market in Italy. As a percentage of revenue, this item decreased to 29.6% from 29.9%, mainly reflecting effective management of raw materials in 3reas' operations.

### 1.1.4 Personnel Costs

Consolidated personnel costs increased by €80.3 million, or 4.3%, year on year to €1,951.2 million from €1,870.9 million. As a percentage of revenue they decreased, however, to 45.6% from 46.3%, reflecting productivity gains achieved during the period in Contract Catering.

The following table sets out personnel costs by business line and as a percentage of the revenue of each business line.

| (in € millions and % of revenue)                                       | Nine months ended June 30, |              |                  |              |
|--|----------------------------|--------------|------------------|--------------|
|  | 2015                       |              | 2014             |              |
| <b>Personnel costs</b>   |                            |              |                  |              |
| Contract Catering & Support Services                                   | (1,513.5)                  | 48.5%        | (1,449.8)        | 49.1%        |
| Concession Catering & Travel Retail                                    | (399.6)                    | 34.4%        | (389.6)          | 35.8%        |
| Headquarters, holding companies and purchasing entities <sup>(1)</sup> | (38.0)                     | –            | (31.6)           | –            |
| <b>Total</b>   | <b>(1,951.2)</b>           | <b>45.6%</b> | <b>(1,870.9)</b> | <b>46.3%</b> |

<sup>(1)</sup> Represents personnel costs associated with headquarters, holding companies and purchasing entities (including the IT department) invoiced to operating entities for management and shared services. As the corresponding invoices do not break down the costs invoiced by nature, they cannot be allocated to the specific operating segments. They are therefore recorded as a credit under "Other operating expenses" within Headquarters, holding companies and purchasing entities.

#### 1.1.4.1 Contract Catering & Support Services

Personnel costs for the Contract Catering & Support Services business line rose by €63.7 million, or 4.4%, to €1,513.5 million from €1,449.8 million. The higher amount for the first nine months of 2014–2015 was mainly attributable to the acquisition of Lexington during the period (which accounted for €20.3 million of the total year-on-year increase), as well as a rise in personnel costs (in line with revenue growth) for this business line's operations in the United Kingdom and the United States.

As a percentage of revenue, Contract Catering & Support Services personnel costs decreased to 48.5% from 49.1%, reflecting decreases in (i) the United Kingdom, as a result of cost efficiency measures, and (ii) Italy, due to the development of new concepts that are less costly in terms of labor, the impact of productivity enhancement plans and the termination of unprofitable facilities management contracts.

#### 1.1.4.2 Concession Catering & Travel Retail

Personnel costs for the Concession Catering & Travel Retail business line rose by €10.0 million, or 2.6%, to €399.6 million from €389.6 million. This year-on-year increase primarily stemmed from higher personnel costs in the Group's Italian Concession Catering & Travel Retail operations due to the opening of new sites and points of sale in the Airports market.

In the Group's other Concession Catering & Travel Retail operations, personnel costs decreased in France, Belgium and Germany (due to productivity gains and cost efficiency measures) although this was offset by an increase in the USA resulting from the brisk business volumes reported there.

As a percentage of revenue, personnel costs for this business line retreated to 34.4% from 35.8%, mainly reflecting a lower ratio of personnel costs to revenue for operations in France, Germany and Belgium thanks to the above mentioned productivity gains and cost-efficiency measures.

### 1.1.5 Other Operating Expenses

Other operating expenses increased by €54.9 million, or 9.3%, to €644.6 million in the nine months ended June 30, 2015 from €589.7 million in the corresponding prior-year period.

The following table sets out other operating expenses by business line and as a percentage of the revenue of each business line.

| (in € millions and % of revenue)                                       | Nine months ended June 30, |              |                |              |
|--|----------------------------|--------------|----------------|--------------|
|  | 2015                       |              | 2014           |              |
| <b>Other operating expenses</b>  |                            |              |                |              |
| Contract Catering & Support Services                                   | (340.7)                    | 10.9%        | (317.8)        | 10.8%        |
| Concession Catering & Travel Retail                                    | (325.1)                    | 28.0%        | (292.0)        | 26.8%        |
| Headquarters, holding companies and purchasing entities <sup>(1)</sup> | 21.3                       | –            | 20.1           | –            |
| <b>Total</b>   | <b>(644.6)</b>             | <b>15.1%</b> | <b>(589.7)</b> | <b>14.6%</b> |

<sup>(1)</sup> Represents the portion of revenue invoiced to operating entities by headquarters, holding companies and purchasing entities (including the IT department) for management and shared services. As the corresponding invoices do not break down the costs invoiced by nature, they cannot be allocated to the specific operating segments. They are therefore recorded as a credit under "Other operating expenses" for Headquarters, holding companies and purchasing entities and mainly comprise personnel costs.

### 1.1.5.1 Contract Catering & Support Services

Other operating expenses for the Contract Catering & Support Services business line rose by €22.9 million, or 7.2%, to €340.7 million from €317.8 million. The year-on-year increase reflects the acquisition of Lexington (which accounted for €3.3 million of the overall rise) as well as the increased use of subcontracting in Italy as a result of the start-up in November 2013 of the Group's services under on-board train catering contracts. In the United States, THS's other operating expenses were €3.0 million higher than in the first nine months of 2013–2014, in line with its business development.

As a percentage of revenue, the business line's other operating expenses remained stable year on year.

### 1.1.5.2 Concession Catering & Travel Retail

Other operating expenses for the Concession Catering & Travel Retail business line increased by €33.1 million, or 11.3%, to €325.1 million from €292.0 million. The increase was mainly attributable to (i) operations in Italy (where the Group took over new sites and opened new points of sale at existing sites), (ii) high business volumes in the USA, (iii) the Concession Catering business in France (where the City Sites market felt the impact of the fact that the Paris Motor Show – which takes place every two years – was held during the period and the take-over of operations of Bateaux A Roue), and (iv) Áreas USA. As a percentage of revenue, other operating expenses for this business line rose to 28.0% in the nine months ended June 30, 2015 from 26.8% in the same period of 2013–2014.

## 1.1.6 Taxes other than on Income

The figure that was reported under this item for the nine months ended June 30, 2014 has been restated to take into account the Group's retrospective application of IFRIC 21 since October 1, 2014 (see Note 5 to the condensed interim consolidated financial statements). This restatement had a €2.1 million impact at June 30, 2015 but does not affect year-on-year changes in this item between the nine-month periods ended June 30, 2015 and June 30, 2014.

Taxes other than on income increased by €1.2 million, or 2.3%, in the first nine months of 2014–2015, amounting to €52.4 million versus €51.2 million for the same period of 2013–2014. As a percentage of revenue they remained stable year on year. The following table sets out taxes other than on income by business line and as a percentage of the revenue of each business line.

| (in € millions and % of revenue)                        | Nine months ended June 30, |             |               |             |
|---|----------------------------|-------------|---------------|-------------|
|   | 2015                       |             | 2014          |             |
| <b>Taxes other than on income</b>                       |                            |             |               |             |
| Contract Catering & Support Services                    | (35.5)                     | 1.1%        | (34.6)        | 1.2%        |
| Concession Catering & Travel Retail                     | (13.2)                     | 1.1%        | (13.0)        | 1.2%        |
| Headquarters, holding companies and purchasing entities | (3.7)                      | –           | (3.7)         | –           |
| <b>Total</b>  | <b>(52.4)</b>              | <b>1.2%</b> | <b>(51.2)</b> | <b>1.3%</b> |

### 1.1.6.1 Contract Catering & Support Services

Taxes other than on income for the Contract Catering & Support Services business line rose by €0.9 million, or 2.6%, to €35.5 million from €34.6 million.

### 1.1.6.2 Concession Catering & Travel Retail

For the Concession Catering & Travel Retail business line, taxes other than on income increased by €0.2 to €13.2 million from €13.0 million.

## 1.1.7 EBITDA

The following table sets out EBITDA by business line and as a percentage of the revenue of each business line.

| (in € millions)   | EBITDA            | EBITDA            |             | EBITDA                          | EBITDA                          |
|---|-------------------|-------------------|-------------|---------------------------------|---------------------------------|
|   | Nine months ended | Nine months ended | Change in   | margin                          | margin                          |
|   | June 30, 2015     | June 30, 2014     | EBITDA      | Nine months ended June 30, 2015 | Nine months ended June 30, 2014 |
| <b>Contract Catering &amp; Support Services</b>         |                   |                   |             |                                 |                                 |
| France  | 145.3             | 147.8             | (2.5)       | 8.7%                            | 8.9%                            |
| Other countries   | 105.5             | 94.6              | 10.9        | 7.3%                            | 7.3%                            |
| <b>Total Contract Catering &amp; Support Services</b>   | <b>250.8</b>      | <b>242.4</b>      | <b>8.5</b>  | <b>8.0%</b>                     | <b>8.2%</b>                     |
| <b>Concession Catering &amp; Travel Retail</b>          |                   |                   |             |                                 |                                 |
| France, Germany, Belgium, Italy                         | 50.8              | 44.5              | 6.3         | 7.3%                            | 6.8%                            |
| Spain, Portugal and the Americas                        | 30.2              | 25.9              | 4.2         | 6.5%                            | 6.0%                            |
| <b>Total Concession Catering &amp; Travel Retail</b>    | <b>81.0</b>       | <b>70.4</b>       | <b>10.6</b> | <b>7.0%</b>                     | <b>6.5%</b>                     |
| Headquarters, holding companies and purchasing entities | (6.4)             | (1.5)             | (4.9)       |                                 |                                 |
| <b>Total</b>  | <b>325.4</b>      | <b>311.3</b>      | <b>14.1</b> | <b>7.6%</b>                     | <b>7.7%</b>                     |

Consolidated EBITDA climbed by €14.1 million to €325.4 million in the first nine months of 2014–2015 and represented 7.6% of revenue versus 7.7% for the first nine months of 2013–2014, when there was a non-recurring €3.5 million positive impact on headquarters costs.

### 1.1.7.1 Contract Catering & Support Services

EBITDA for the **Contract Catering & Support Services** business line advanced to €250.8 million from €242.4 million, but its EBITDA margin edged down to 8.0%.

- **In France**, EBITDA totaled €145.3 million and represented 8.7% of revenue, down 20 basis points on the first nine months of 2013–2014. The strong performance delivered in the Business & Industry market partially offset the adverse effect on margins of contracts renewals in the Education and Healthcare markets.
- **In international operations**, Contract Catering & Support Services EBITDA was €10.9 million higher than in the comparable prior-year period, coming in at €105.5 million. As a percentage of revenue it represented 7.3%, unchanged from the figure for the first nine months of 2013–2014. International EBITDA for this business line was boosted during the period by revenue growth in the United States and the United Kingdom as well as by higher EBITDA figures delivered by the United Kingdom and Italy during the third quarter.

### 1.1.7.2 Concession Catering & Travel Retail

**Concession Catering & Travel Retail** EBITDA amounted to €81.0 million (versus €70.4 million in the same period of 2013–2014) and represented 7.0% of revenue, up 50 basis points year on year.

- **In France, Germany, Belgium and Italy**, the EBITDA figure was €50.8 million (against €44.5 million for the prior-year period), and represented 7.3% of revenue, 50 basis points higher than in the first nine months of 2013–2014. The strong performance turned in by the business line's Italian operations and the slight increase in EBITDA margin in the Motorways market in France more than offset the contraction in EBITDA experienced in the French Airports market during the period.



- In Spain, Portugal and the Americas, this business line's EBITDA climbed by €4.3 million year on year to €30.2 million, and its EBITDA margin was up 50 basis points compared with the first nine months of 2013–2014.

### 1.1.8 Depreciation, Amortization and Provisions for Recurring Operating Items

Consolidated depreciation, amortization and provisions for recurring operating items rose by €16.9 million, or 16.9%, to €116.9 million from €100.0 million.

The following table sets out depreciation, amortization and provisions for recurring operating items by business line and as a percentage of the revenue of each business line.

| (in € millions and % of revenue)   | Nine months ended June 30, |             |                |             |
|--|----------------------------|-------------|----------------|-------------|
|  | 2015                       |             | 2014           |             |
| <b>Depreciation, amortization and provisions for recurring operating items</b> |                            |             |                |             |
| Contract Catering & Support Services   | (53.7)                     | 1.7%        | (43.2)         | 1.5%        |
| Concession Catering & Travel Retail  | (61.9)                     | 5.3%        | (55.6)         | 5.1%        |
| Headquarters, holding companies and purchasing entities                        | (1.3)                      | –           | (1.2)          | –           |
| <b>Total</b>   | <b>(116.9)</b>             | <b>2.7%</b> | <b>(100.0)</b> | <b>2.5%</b> |

#### 1.1.8.1 Contract Catering & Support Services

Depreciation, amortization and provisions for recurring operating items reported by the Contract Catering & Support Services business line rose by €10.5 million, or 24.3%, to €53.7 million from €43.2 million. The year-on-year increase stemmed from capital expenditure incurred during the period for new contracts, as well as from one-off reversals of provisions recorded in the first nine months of 2013–2014 in relation to contracts in Italy.

#### 1.1.8.2 Concession Catering & Travel Retail

Depreciation, amortization and provisions for recurring operating items reported by the Concession Catering & Travel Retail business line increased by €6.3 million, or 11.3 %, to €61.9 million from €55.6 million. The year-on-year rise was primarily due to (i) capital expenditure incurred for contracts in the United States which started up during the first nine months of 2013–2014, and (ii) additional depreciation expenses recorded as a result of renovated sites on motorways in France.

### 1.1.9 Other Income and Expenses, Net

This item represented a net expense of €25.6 million for the nine months ended June 30, 2015, chiefly reflecting (i) an aggregate €6.1 million in amortization of the intangible assets (brand and customer relationships) recognized on the first-time consolidations of THS in the United States and Lexington in the United Kingdom as part of the purchase price allocation processes (breaking down as €4.7 million for THS and €1.4 million for Lexington), (ii) the expensing of debt issuance costs that were previously capitalized and unamortized (€8.6 million for the amounts repaid under the SFA following the refinancing of the Group's senior debt carried out in December 2014 and €3.6 million for the THS USA debt refinancing that took place in May 2015), (iii) the recognition of a €3.0 million provision for restructuring costs, (iv) the recognition of a €1.9 million loss on the sale of a non-strategic asset in the French Contract Catering business in June 2015, and (v) €1.2 million in strategy consulting fees.

For the nine months ended June 30, 2014, "Other income and expenses, net" represented a net expense of €53.2 million and primarily included (i) €4.0 million in amortization of the intangible assets (customer relationships) recognized on the first-time consolidation of THS in the United States as part of the purchase price allocation process; (ii) a €2.5 million loss recognized on the divestment of the Group's concession catering operations in Argentina and Morocco; (iii) €26.1 million in costs and fees incurred in connection with the Company's IPO; and (iv) an aggregate €16.1 million in costs related to the repayment of debt following the IPO (notably the penalty incurred due to the early redemption of a portion of the Elior Finance & Co SCA May 2020 6.5% Senior Secured Notes, and the exceptional amortization of issuance costs on the repaid debt that were previously capitalized and unamortized).

### **1.1.10 Net Financial Expense**

Net financial expense decreased by €50.3 million, or 45.1%, to €61.3 million for the first nine months of 2014–2015 from €111.6 million in the same period of 2013–2014. The reduction was mainly due to (i) the repayment of a portion of the Group's debt in June 2014 following Elixir's IPO, (ii) the lower interest margins obtained as a result of the Senior Facility Agreement refinancing carried out in December 2014, and (iii) better financial conditions obtained during the second quarter of 2014–2015 for the Group's securitization programs.

### **1.1.11 Income Tax**

The Group's income tax expense rose by €27.9 million, or 98.2%, to €56.3 million from €28.4 million, representing an effective tax rate of 28.5% (or 46% including the impact of the French CVAE tax). The year-on-year increase primarily reflects the higher level of taxable profit in the first nine months of 2014–2015 compared with the equivalent period of 2013–2014, as well as a one-off cancellation of deferred tax assets in an amount of €5.8 million recorded following a change in Spanish tax laws.

### **1.1.12 Attributable Profit for the Period and Earnings per Share**

As a result of the above-described factors – particularly the reduction in the Group's net financial expense and non-recurring expenses – profit for the period attributable to owners of the parent tripled in the nine months ended June 30, 2015, coming in at €67.5 million versus €20.1 million for the comparable prior-year period.

Earnings per share – calculated based on the fully-diluted weighted average number of Elixir shares outstanding during the period – amounted to €0.41, representing 2.28 times the €0.18 figure recorded for the first nine months of 2013–2014.

## 1.2 CONSOLIDATED CASH FLOWS FOR THE NINE-MONTH PERIODS ENDED JUNE 30, 2015 AND JUNE 30, 2014

The following table provides a summary of the Group's cash flows for the nine-month periods ended June 30, 2015 and June 30, 2014.

| (in € millions)                                  | Nine months ended June 30, |              |
|--|----------------------------|--------------|
|  | 2015                       | 2014         |
| Net cash from operating activities               | 129.1                      | 102.0        |
| Net cash used in investing activities            | (158.6)                    | (151.0)      |
| Net cash from financing activities               | 91.9                       | 189.1        |
| Effect of exchange rate and other changes        | (43.8)                     | (5.2)        |
| <b>Net increase in cash and cash equivalents</b> | <b>18.5</b>                | <b>134.9</b> |

### 1.2.1 Cash Flows from Operating Activities

The following table sets out the components of consolidated net cash from operating activities for the nine-month periods ended June 30, 2015 and June 30, 2014.

| (in € millions)                                      | Nine months ended June 30, |              |
|--|----------------------------|--------------|
|  | 2015                       | 2014         |
| EBITDA   | 325.4                      | 311.3        |
| Change in working capital                            | (51.5)                     | (34.7)       |
| Interest paid  | (54.8)                     | (105.9)      |
| Tax paid   | (34.9)                     | (20.6)       |
| Other (including dividends received from associates) | (55.2)                     | (48.2)       |
| <b>Net cash from operating activities</b>            | <b>129.1</b>               | <b>102.0</b> |

Operating activities generated a net cash inflow of €129.1 million in the nine months ended June 30, 2015 versus €102.0 million in the first nine months of 2013-2014.

#### 1.2.1.1 Change in working capital

Change in working capital resulted in a slightly higher cash outflow in the nine months ended June 30, 2015 (€51.5 million) than in the same period of 2013-2014 (€34.7 million). This increase primarily reflects the customary seasonality of the Group's working capital, but is also attributable to (i) an unfavorable basis of comparison with the first nine months of 2013-2014 as during that period non-recurring non-recourse sales of receivables in an amount of €17.0 million were carried out in Spain following a one-off decision by the Spanish government to reduce its payment terms, and (ii) slightly longer client payment terms in certain Contract Catering subsidiaries (in the USA, United Kingdom and Italy), offset by higher cash inflows from Concession Catering in Italy due to business growth.

#### 1.2.1.2 Tax paid

Tax paid includes corporate income tax paid in all of the geographic regions in which the Group operates. It also includes the Italian IRAP tax (*Imposta Regionale Sulle Attività Produttive*) and the French CVAE tax.

This item represented a net cash outflow of €34.9 million in the nine months ended June 30, 2015 (compared with €20.6 million in the corresponding period of 2013-2014). This increase mainly derived from the payment during the first nine months of 2014-2015 of taxes on asset sales carried out during the previous fiscal year, as well as from an unfavorable basis of comparison due to a one-off tax refund received in France in the nine months ended June 30, 2014.

### 1.2.1.3 Other cash flows from operating activities

Other cash flows from operating activities primarily relate to (i) non-recurring income and expenses recorded under "Other income and expenses, net" in the consolidated income statement, and (ii) payments made in connection with fair value adjustments recognized in accordance with IFRS as part of the purchase price allocation process for acquisitions of subsidiaries carried out in prior periods. For the nine-month periods ended June 30, 2015 and 2014, other cash flows from operating activities represented net cash outflows of €55.2 million and €48.2 million respectively. The figure for the nine months ended June 30, 2015 primarily includes (i) €22.5 million in costs related to Elior's IPO in June 2014, (ii) approximately €20.9 million in restructuring costs, which were principally incurred by Áreas and Seruni3n in Spain and by Elior Italy, and were provisioned at September 30, 2014, and (iii) expenses related to recent acquisitions (Lexington).

## 1.2.2 Cash Flows from Investing Activities

The following table sets out the components of consolidated net cash used in investing activities for the nine-month periods ended June 30, 2015 and June 30, 2014.

| (in € millions)  | Nine months ended June 30, |                |
|--|----------------------------|----------------|
|  | 2015                       | 2014           |
| Purchases of and proceeds from sale of property, plant and equipment and intangible assets | (136.8)                    | (145.7)        |
| Purchases of and proceeds from sale of non-current financial assets                        | 0.1                        | (2.7)          |
| Acquisition/sale of shares in consolidated companies                                       | (22.0)                     | (2.6)          |
| <b>Net cash used in investing activities</b>   | <b>(158.6)</b>             | <b>(151.0)</b> |

### 1.2.2.1 Capital expenditure

Total consolidated cash used for purchases of property, plant and equipment and intangible assets (net of proceeds from sales) decreased year on year to €136.8 million from €145.7 million.

The figure for Contract Catering & Support Services came to €67.2 million for the nine months ended June 30, 2015 and €53.0 million for the first nine months of 2013-2014, representing 2.2% and 1.8% of the business line's revenue respectively. The year-on-year increase reflects the capital outlay incurred for new contracts, particularly in the Education market in France, as well as in Spain, Italy and the United States.

For Concession Catering & Travel Retail, net cash used for capital expenditure totaled €65.0 million for the nine months ended June 30, 2015 and €90.2 million for the corresponding prior-year period, representing 5.6% and 8.3% of the business line's revenue respectively. These figures reflect a significantly lower level of capital outlay during the first nine months of 2014-2015 following the completion of capital expenditure programs for U.S. motorways, although this effect was partially offset by capital spending for five new airport sites in Italy.

Net cash used for capital expenditure by Headquarters, holding companies and purchasing entities increased by €1.9 million during the period to €4.5 million from €2.6 million, and primarily corresponded to purchases of software and hardware.

### 1.2.2.2 Purchases of and proceeds from sale of non-current financial assets

This item corresponded to a net cash inflow of €0.1 million in the nine months ended June 30, 2015.

The consolidated net cash outflow of €2.7 million recorded under this item for the first nine months of 2013-2014 mainly reflected an increase in loans and deposits.

### 1.2.2.3 Acquisition/sale of shares in consolidated companies

For the nine months ended June 30, 2015, acquisitions and sales of shares in consolidated companies represented a net cash outflow of €22.0 million, primarily corresponding to the consideration paid for the Lexington shares acquired in October 2014.

For the nine months ended June 30, 2014, this item represented a net cash outflow of €2.6 million and concerned (i) the settlement of acquisition-related liabilities (additional purchase price consideration payable by THS to certain former shareholders of THS subsidiaries), partially offset by (ii) proceeds received during the period from the sale of the Group's subsidiaries in Argentina and Morocco.

### 1.2.3 Cash Flows from Financing Activities

The following table sets out the components of consolidated net cash from financing activities for the nine-month periods ended June 30, 2015 and June 30, 2014.

| (in € millions)   | Nine months ended June 30, |              |
|---|----------------------------|--------------|
|   | 2015                       | 2014         |
| Dividends paid to owners of the parent                                | (32.9)                     |              |
| Movements in share capital of the parent                              | 1.6                        | 777.9        |
| Purchases of treasury shares  | (17.5)                     |              |
| Dividends paid to non-controlling interests in consolidated companies | (8.4)                      | (0.4)        |
| Proceeds from borrowings  | 1,239.0                    | 168.4        |
| Repayments of borrowings  | (1,090.0)                  | (756.7)      |
| <b>Net cash from financing activities</b>                             | <b>91.9</b>                | <b>189.1</b> |

Net cash from financing activities totaled €91.9 million and €189.1 million in the nine-month periods ended June 30, 2015 and 2014 respectively.

#### 1.2.3.1 Dividends paid to owners of the parent

The dividend for the fiscal year ended September 30, 2014 – which corresponded to €32.9 million (€0.20 per share) and was approved by the Company's shareholders at the March 10, 2015 Annual General Meeting – was paid on April 10, 2015.

#### 1.2.3.2 Movements in share capital of the parent

The €1.6 million recorded under this item for the first nine months of 2014–2015 primarily represents the amounts received in connection with capital increases carried out on exercise of Elixir stock options.

During the nine months ended June 30, 2014, the Group carried out a €785.0 million capital increase, corresponding to the issue of 53.2 million new shares for the purpose of the Company's IPO on June 11, 2014. A total of €8.4 million in IPO-related costs that could be charged against the issue premium was paid in the first nine months of 2013–2014, notably corresponding to fees of the advisory banks involved.

#### 1.2.3.3 Purchases of treasury shares

During the nine months ended June 30, 2015, Elixir purchased €19.5 million worth of treasury shares for the purpose of acquiring the shares held by the non-controlling interests in Áreas. These shares were allocated to Emesa in July 2015 in exchange for the Áreas shares concerned.

#### 1.2.3.4 Proceeds from borrowings

Consolidated cash inflows from proceeds from borrowings totaled €1,239.0 million and €168.4 million in the nine-month periods ended June 30, 2015 and 2014 respectively.

In the first nine months of 2014–2015, this item primarily corresponded to (i) a €950 million bank loan draw down by Elixir SA and Elixir Participations SCA in connection with the refinancing of their syndicated bank loans on December 10, 2014 (fifth amendment to the SFA), (ii) a €180 million bank loan drawn down by Elixir SA and Elixir Participations SCA in order to refinance THS's syndicated loan and finance its future acquisitions, (iii) €59.1 million from new securitized receivables, and (iv) a €19.2 million bank loan drawn down by Áreas.

In the nine months ended June 30, 2014, this item primarily corresponded to (i) €134.8 million from new securitized receivables, primarily due to the inclusion of Seruni6n and then Elixir Italy in the securitization program, (ii) €34.6 million in cash received on the sale of the CICE tax receivable for 2013, and (iii) a €27.9 million bank loan drawn down by Áreas to refinance its borrowings and fund its capital expenditure in the United States.

### 1.2.3.5 Repayments of borrowings

Repayments of borrowings led to net cash outflows of €1,090.0 million and €756.7 million in the nine-month periods ended June 30, 2015 and 2014 respectively.

In the first nine months of 2014–2015 this item primarily related to (i) early repayment in an amount of €956.3 million made by Elicor SA and Elicor Participations SCA for two syndicated bank loans (at the time of the fifth amendment to the SFA, as referred to above), (ii) early repayment in an amount of €126.0 million for the THS credit facility, (iii) the repayment of €3.5 million in finance lease liabilities, and (iv) €4.3 million in repayments of various other bank borrowings.

In the nine months ended June 30, 2014, this item primarily related to (i) early repayment in an amount of €615.0 million made by Elicor SA and Elicor Participations SCA for three syndicated bank loans, (ii) a €122.5 million early repayment of financing corresponding to 35% of the outstanding Elicor Finance & Co SCA 6.5% Senior Secured Notes maturing in May 2020, (iii) the repayment of €4.1 million in finance lease liabilities, and (iv) €15 million in repayments of various other bank borrowings.

## 1.2.4 Effect of Exchange Rate and Other Changes

In the nine months ended June 30, 2015, fluctuations in exchange rates and other changes had a negative €43.8 million cash impact. Out of this total, €26.0 million related to currency effects on consolidated cash and cash equivalents and hedges of net investments in foreign operations, and €17.8 million concerned bank fees paid in connection with the Group's debt refinancing in December 2014 (5th amendment to the SFA) and THS's debt refinancing carried out in the USA in the third quarter.

In the first nine months of 2013–2014, fluctuations in exchange rates and other changes had a negative €5.2 million cash impact, primarily reflecting the combined impact of (i) cash amounts received by Áreas USA for the Florida Turnpike short-term financial receivable recorded in accordance with IFRIC 12, (ii) negative currency effects on consolidated cash and cash equivalents, and (iii) bank fees paid in connection with the Group's debt repricing carried out in February 2014.

## 1.3 CONSOLIDATED BALANCE SHEET

| (in € millions)                                    |              |              | (in € millions)  |              |              |
|--|--------------|--------------|--|--------------|--------------|
|  | At June 30,  |              |  | At June 30,  |              |
|  | 2015         | 2014         |  | 2015         | 2014         |
| Non-current assets                                 | 3,467        | 3,372        | Equity   | 1,283        | 1,299        |
| Current assets excluding cash and cash equivalents | 1,200        | 1,176        | Non-controlling interests                                      | 31           | 30           |
| Cash and cash equivalents                          | 213          | 312          | Non-current liabilities  | 2,046        | 1,974        |
|  |              |              | Current liabilities  | 1,518        | 1,557        |
| <b>Total assets</b>                                | <b>4,879</b> | <b>4,860</b> | <b>Total equity and liabilities</b>                            | <b>4,879</b> | <b>4,860</b> |
|  |              |              | Net working capital requirement                                | (134)        | (168)        |
|  |              |              | Gross debt   | 1,731        | 1,758        |
|  |              |              | Net debt as defined in the SFA                                 | 1,531        | 1,459        |
|  |              |              | SFA leverage ratio (net debt as defined in the SFA/EBITDA) (*) | 3.31         | 3.33         |

(\*) Pro forma, adjusted to exclude acquisitions/divestments of consolidated companies carried out during the previous 12 months.

At June 30, 2015, the Group's gross debt totaled €1,731 million compared with €1,758 million one year earlier, and mainly included (i) euro-denominated borrowings amounting to €950 million under the SFA and €227 million in debt carried by Elixir SA and Elixir Participations SCA in relation to the Senior Secured Notes issued by Elixir Finance & Co. SCA, and (ii) new US dollar-denominated borrowings representing €180 million carried by Elixir and Elixir Participations, (iii) €235 million in liabilities related to trade receivables securitized by French, Italian and Spanish subsidiaries, (iv) €14 million in finance lease liabilities, and (v) around €160 million in short-term bank loans taken out by Áreas.

At June 30, 2015 and for the three months then ended, the average interest rate – including the lending margin but excluding the effect of interest rate hedges – on Elixir's debt related to the SFA and Senior Secured Notes (which represent the majority of the Group's total debt) was 2.8% (compared with 3.0% at March 31, 2015). This decrease was due to the new US dollar-denominated financing set up during the period.

Cash and cash equivalents recognized in the balance sheet amounted to €213 million at June 30, 2015. At the same date, cash and cash equivalents presented in the cash flow statement, i.e. net of bank overdrafts and short-term accrued interest, totaled €207 million.

At June 30, 2015, consolidated net debt (as defined in the SFA) stood at €1,531 million. This amount represented 3.31 times EBITDA (excluding acquisitions/divestments of consolidated companies), versus 3.33 times at June 30, 2014 and 3.09 times at September 30, 2014. The Group's leverage ratios are affected by the seasonal fluctuations inherent in its operations which mean that its working capital position is traditionally better in the second half of the fiscal year than in the first.

## 1.4 EVENTS AFTER THE REPORTING DATE

### 1.4.1 Completion of Elior's buyout of the 38.45% minority interest in Áreas

On April 30, 2015, Elior announced that it had signed a memorandum of understanding with Corporación Empresarial Emesa ("Emesa") to acquire the 38.45% minority interest held by Emesa in Elior's Spanish subsidiary, Áreas. This agreement provided for Elior's stake in Áreas to be increased to 100% and for Emesa to become a significant shareholder of Elior.

The transaction was completed in July 2015, with the following consideration given to Emesa:

- A €46 million cash payment.
- The allocation of 9 million Elior shares, including:
  - a total of 1,282,500 existing shares acquired by Elior on the market for €17.5 million; and
  - 7,717,500 newly-issued shares.

On completion of the transaction, all of the existing agreements between Áreas' shareholders were terminated.

As a result of this acquisition, Áreas will be fully consolidated in Elior's financial statements as from July 2015 and the €190 million concerning Áreas that was recognized under liabilities relating to share acquisitions in the consolidated balance sheet at June 30, 2015 will be taken to equity attributable to owners of the parent in a net amount of €126.5 million.

### 1.4.2 Acquisition of Starr Restaurant Catering Group (SRCG) in the USA by the Elior subsidiary, THS

In August 2015, through its subsidiary THS USA, the Group acquired the entire capital of Starr Restaurant Catering Group (SRCG), a high-end restaurant and catering group based in the United States that serves a clientele including corporations, non-profit organizations and cultural institutions. SRCG generates annual revenue of over USD 40 million and operates multiple sites, primarily in New York, Philadelphia and Miami. The acquisition was financed by the US dollar credit facilities drawn down by Elior in May 2015 (see Note 17 to the condensed interim consolidated financial statements). SRCG will be fully consolidated in Elior's financial statements for fiscal 2015-2016 as from October 1, 2015.



# **Elior SA**

## **Condensed Interim Consolidated Financial Statements**

*For the Nine-Month Periods Ended June 30, 2015 and 2014*

*The English-language version of this document is a free translation from the original, which was prepared in French. All possible care has been taken to ensure that the translation is an accurate representation of the original. However, in all matters of interpretation of information, views or opinions expressed therein, the original language version of the document in French takes precedence over this translation.*

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## Condensed Interim Consolidated Financial Statements

For the Nine-Month Periods Ended June 30, 2015 and 2014

### 1. Consolidated Income Statement and Statement of Comprehensive Income

#### a. Consolidated Income Statement

| (in € millions)   | Note       | Nine months ended<br>June 30, 2015<br>Unaudited | Nine months ended<br>June 30, 2014<br>Unaudited |
|---|------------|---|---|
| <b>Revenue</b>  | <b>9.a</b> | <b>4,280.6</b>                                  | <b>4,040.7</b>                                  |
| Purchase of raw materials and consumables                                 |            | (1,308.4)                                       | (1,219.2)                                       |
| Personnel costs   |            | (1,951.2)                                       | (1,870.9)                                       |
| Other operating expenses  |            | (644.6)   | (589.7)   |
| Taxes other than on income (*)  |            | (52.4)  | (51.2)  |
| Depreciation, amortization and provisions for recurring operating items   |            | (116.9)   | (100.0)   |
| <b>Recurring operating profit</b>   |            | <b>207.1</b>                                    | <b>209.7</b>                                    |
| Share of profit of associates   |            | 1.4   | 1.6   |
| <b>Recurring operating profit including share of profit of associates</b> | <b>9.a</b> | <b>208.5</b>                                    | <b>211.3</b>                                    |
| Other income and expenses, net  | 11         | (25.6)  | (53.2)  |
| <b>Operating profit including share of profit of associates</b>           |            | <b>182.9</b>                                    | <b>158.1</b>                                    |
| Financial expenses  | 17         | (65.5)  | (114.1)   |
| Financial income  | 17         | 4.2   | 2.5   |
| <b>Profit before income tax</b>   |            | <b>121.6</b>                                    | <b>46.5</b>                                     |
| Income tax  | 12         | (56.3)  | (28.4)  |
| <b>Profit for the period</b>  |            | <b>65.3</b>                                     | <b>18.1</b>                                     |
| <b>Attributable to non-controlling interests</b>                          |            | <b>(2.2)</b>                                    | <b>(2.0)</b>                                    |
| <b>Attributable to owners of the parent</b>                               |            | <b>67.5</b>                                     | <b>20.1</b>                                     |
| Basic earnings per share (in €)   |            | 0.41  | 0.18  |
| Diluted earnings per share (in €)   |            | 0.41  | 0.18  |

(\*) The figure for the nine months ended June 30, 2014 has been restated compared with the initially reported figure due to the Group's retrospective application of IFRIC 21 (see Note 5 to these consolidated financial statements).

## b. Consolidated Statement of Comprehensive Income

| (in € millions)   | Nine months ended<br>June 30, 2015<br>Unaudited | Nine months ended<br>June 30, 2014<br>Unaudited |
|---|---|---|
| <b>Profit for the period</b>  | <b>65.3</b>                                     | <b>18.1</b>                                     |
| <b>Items that will not be reclassified subsequently to profit or loss</b> |   |   |
| Post-employment benefit obligations                                       |   | 0.3   |
| <b>Items that may be reclassified subsequently to profit or loss</b>      |   |   |
| Financial instruments   | 8.0   | 0.5   |
| Currency translation differences  | (11.7)  | (3.3)   |
| Income tax  | (2.7)   | (0.2)   |
| <b>Total other comprehensive income/(expense) for the period</b>          | <b>(6.5)</b>                                    | <b>(2.7)</b>                                    |
| <b>Total comprehensive income for the period</b>                          | <b>58.8</b>                                     | <b>15.4</b>                                     |
| Attributable to:  |   |   |
| - Owners of the parent  | 58.7  | 17.4  |
| - Non-controlling interests   | 0.1   | (2.0)   |

## 2. Consolidated Balance Sheet

### a. Assets

| (in € millions)                                    | Note | At June 30, 2015<br>Unaudited | At Sept. 30, 2014<br>Audited | At June 30, 2014<br>Unaudited |
|--|------|-------------------------------|------------------------------|-------------------------------|
| Goodwill   | 14   | 2,374.1                       | 2,360.2                      | 2,357.2                       |
| Intangible assets                                  | 15   | 301.3                         | 260.2                        | 230.6                         |
| Property, plant and equipment                      | 16   | 512.7                         | 498.4                        | 502.5                         |
| Non-current financial assets                       |      | 49.5                          | 31.8                         | 38.0                          |
| Investments in associates                          |      | 3.0                           | 1.9                          | 6.5                           |
| Fair value of derivative financial instruments (*) |      | (0.0)                         | 0.0                          | 0.4                           |
| Deferred tax assets                                |      | 226.1                         | 249.2                        | 236.2                         |
| <b>Non-current assets</b>                          |      | <b>3,466.7</b>                | <b>3,401.7</b>               | <b>3,371.5</b>                |
| Inventories  |      | 93.9                          | 94.5                         | 89.9                          |
| Trade and other receivables                        |      | 1,015.3                       | 907.8                        | 1,009.6                       |
| Current income tax assets                          |      | 32.0                          | 15.8                         | 25.3                          |
| Other current assets                               |      | 51.0                          | 49.0                         | 46.1                          |
| Short-term financial receivables (*)               |      | 7.5                           | 5.9                          | 5.3                           |
| Cash and cash equivalents (*)                      |      | 212.5                         | 220.2                        | 312.4                         |
| <b>Current assets</b>                              |      | <b>1,412.2</b>                | <b>1,293.2</b>               | <b>1,488.5</b>                |
| <b>Total assets</b>                                |      | <b>4,878.9</b>                | <b>4,694.9</b>               | <b>4,860.0</b>                |

(\*) Included in the calculation of net debt

## b. Equity and Liabilities

| (in € millions)   | Note     | At June 30, 2015<br>Unaudited | At Sept. 30, 2014<br>Audited | At June 30, 2014<br>Unaudited |
|---|----------|-------------------------------|------------------------------|-------------------------------|
| Share capital   |          | 1.6                           | 1.6                          | 1.6                           |
| Reserves and retained earnings  |          | 1,281.7                       | 1,280.2                      | 1,297.0                       |
| Non-controlling interests   |          | 30.9                          | 45.0                         | 30.2                          |
| <b>Total equity</b>   | <b>4</b> | <b>1,314.3</b>                | <b>1,326.8</b>               | <b>1,328.9</b>                |
| Long-term debt (*)  | 17       | 1,645.0                       | 1,498.5                      | 1,647.9                       |
| Fair value of derivative financial instruments (*)  |          | 20.1                          | 27.3                         | 25.4                          |
| Non-current liabilities relating to share acquisitions                                    | 20       | 210.4                         | 178.2                        | 148.7                         |
| Deferred tax liabilities  |          | 48.6                          | 49.9                         | 41.3                          |
| Provisions for pension and other post-employment benefit obligations                      | 18       | 107.1                         | 106.2                        | 98.9                          |
| Long-term provisions  | 18       | 15.1                          | 10.5                         | 11.6                          |
| Other non-current liabilities   |          | 0.0                           | 0.0                          | 0.1                           |
| <b>Non-current liabilities</b>  |          | <b>2,046.3</b>                | <b>1,870.5</b>               | <b>1,973.9</b>                |
| Trade and other payables  |          | 671.9                         | 687.0                        | 685.8                         |
| Due to suppliers of non-current assets  |          | 19.8                          | 24.6                         | 15.8                          |
| Accrued taxes and payroll costs   |          | 597.0                         | 553.6                        | 603.6                         |
| Current income tax liabilities  |          | 49.7                          | 26.7                         | 22.8                          |
| Short-term debt (*)   | 17       | 86.0                          | 90.0                         | 110.2                         |
| Current liabilities relating to share acquisitions  |          | 9.7                           | 8.1                          | 18.9                          |
| Short-term provisions   | 18       | 61.9                          | 84.8                         | 79.8                          |
| Other current liabilities   |          | 22.5                          | 22.9                         | 20.4                          |
| <b>Current liabilities</b>  |          | <b>1,518.4</b>                | <b>1,497.6</b>               | <b>1,557.2</b>                |
| <b>Total liabilities</b>  |          | <b>3,564.7</b>                | <b>3,368.1</b>               | <b>3,531.1</b>                |
| <b>Total equity and liabilities</b>   |          | <b>4,878.9</b>                | <b>4,694.9</b>               | <b>4,860.0</b>                |
| (*) Included in the calculation of net debt   |          | 1,531.1                       | 1,389.6                      | 1,465.4                       |
| Net debt excluding fair value of derivative financial instruments and debt issuance costs |          | 1,531.4                       | 1,380.4                      | 1,458.8                       |

### 3. Consolidated Cash Flow Statement

| (in € millions)   | Nine months ended<br>June 30, 2015<br>Unaudited | Nine months ended<br>June 30, 2014<br>Unaudited |
|---|---|---|
| <b>Cash flows from operating activities</b>   |   |   |
| Recurring operating profit including share of profit of associates                  | 208.5   | 211.3   |
| Amortization and depreciation   | 112.9   | 102.1   |
| Provisions  | 4.0   | (2.1)   |
| <b>EBITDA</b>   | <b>325.4</b>                                    | <b>311.3</b>                                    |
| Change in working capital   | (51.5)  | (34.7)  |
| Interest paid   | (54.8)  | (105.9)   |
| Tax paid  | (34.9)  | (20.6)  |
| Other cash movements  | (55.2)  | (48.2)  |
| <b>Net cash from operating activities</b>   | <b>129.1</b>                                    | <b>102.0</b>                                    |
| <b>Cash flows from investing activities</b>   |   |   |
| Purchases of property, plant and equipment and intangible assets                    | (147.0)   | (151.9)   |
| Proceeds from sale of property, plant and equipment and intangible assets           | 10.3  | 6.2   |
| Purchases of non-current financial assets   | 0.1   | (4.3)   |
| Proceeds from sale of non-current financial assets                                  | 0.0   | 1.6   |
| Acquisition/sale of shares in consolidated companies, net of cash acquired/divested | (22.0)  | (2.6)   |
| <b>Net cash used in investing activities</b>  | <b>(158.6)</b>                                  | <b>(151.0)</b>                                  |
| <b>Cash flows from financing activities</b>   |   |   |
| Dividends paid to owners of the parent  | (32.9)  | 0.0   |
| Movements in share capital of the parent  | 1.6   | 777.9   |
| Purchases of treasury shares  | (17.5)  | 0.0   |
| Dividends paid to non-controlling interests   | (8.4)   | (0.4)   |
| Proceeds from borrowings  | 1,368.2   | 168.4   |
| Repayments of borrowings  | (1,219.1)                                       | (756.7)   |
| <b>Net cash from financing activities</b>   | <b>91.9</b>                                     | <b>189.1</b>                                    |
| Effect of exchange rate and other changes   | (43.8)  | (5.2)   |
| <b>Net increase in cash and cash equivalents</b>                                    | <b>18.5</b>                                     | <b>134.9</b>                                    |
| <b>Cash and cash equivalents at beginning of period</b>                             | <b>188.8</b>                                    | <b>130.1</b>                                    |
| <b>Cash and cash equivalents at end of period</b>                                   | <b>207.3</b>                                    | <b>265.0</b>                                    |

Bank overdrafts repayable on demand and current accounts held for treasury management purposes are an integral part of the Group's cash management and are therefore deducted from cash in the cash flow statement whereas they are classified as short-term debt in the balance sheet. These items represent the sole difference between the cash and cash equivalents figure presented under assets in the balance sheet and the amount presented in the cash flow statement under "Cash and cash equivalents at end of period".

## 4. Consolidated Statement of Changes in Equity

| (in € millions)                                | Number of shares   | Share capital | Additional paid-in capital and other reserves | Profit for the period attributable to owners of the parent | Translation reserve | Equity attributable to owners of the parent | Non-controlling interests | Total equity   |
|--|--------------------|---------------|---|--|---------------------|---|---------------------------|----------------|
| <b>Balance at Sept. 30, 2013 (1)</b>           | <b>108,820,358</b> | <b>1.1</b>    | <b>570.6</b>                                  | <b>8.7</b>   | <b>6.3</b>          | <b>586.6</b>                                | <b>68.4</b>               | <b>655.0</b>   |
| Profit for the period                          |                    |               |   | 20.1   |                     | 20.1  | (2.0)                     | 18.1           |
| Post-employment benefit obligations            |                    |               | 0.3   |  |                     | 0.3   |                           | 0.3            |
| Changes in fair value of financial instruments |                    |               | 0.3   |  |                     | 0.3   | 0.0                       | 0.3            |
| Currency translation differences               |                    |               |   |  | (2.3)               | (2.3)                                       | (1.0)                     | (3.3)          |
| <b>Comprehensive income for the period</b>     |                    |               | <b>0.6</b>                                    | <b>20.1</b>  | <b>(2.3)</b>        | <b>18.4</b>                                 | <b>(3.0)</b>              | <b>15.4</b>    |
| Appropriation of prior-period profit           |                    |               | 8.7   | (8.7)  |                     |   |                           |                |
| Capital increase                               | 55,392,327         | 0.5           | 768.0   |  |                     | 768.6                                       |                           | 768.6          |
| Dividends paid                                 |                    |               | (0.3)   |  |                     | (0.3)                                       | 0.7                       | 0.4            |
| Other movements                                |                    |               | (74.7)  |  |                     | (74.7)                                      | (35.9)                    | (110.5)        |
| <b>Balance at June 30, 2014</b>                | <b>164,212,685</b> | <b>1.6</b>    | <b>1,272.9</b>                                | <b>20.1</b>  | <b>4.0</b>          | <b>1,298.7</b>                              | <b>30.2</b>               | <b>1,328.9</b> |
| <b>Balance at Sept. 30, 2014</b>               | <b>164,370,556</b> | <b>1.6</b>    | <b>1,234.8</b>                                | <b>47.8</b>  | <b>(2.4)</b>        | <b>1,281.8</b>                              | <b>45.0</b>               | <b>1,326.8</b> |
| Profit for the period                          |                    |               |   | 67.5   |                     | 67.5  | (2.2)                     | 65.3           |
| Changes in fair value of financial instruments |                    |               | 5.2   |  |                     | 5.2   |                           | 5.2            |
| Currency translation differences               |                    |               |   |  | (14.0)              | (14.0)                                      | 2.3                       | (11.7)         |
| <b>Comprehensive income for the period</b>     |                    |               | <b>5.2</b>                                    | <b>67.5</b>  | <b>(14.0)</b>       | <b>58.7</b>                                 | <b>0.1</b>                | <b>58.8</b>    |
| Appropriation of prior-period profit           |                    |               | 47.8  | (47.8)   |                     | 0.0   |                           | 0.0            |
| Capital increase                               | 201,108            |               | 1.5   |  |                     | 1.5   |                           | 1.5            |
| Dividends paid                                 |                    |               | (33.1)  |  |                     | (33.1)                                      | (7.8)                     | (40.9)         |
| Other movements (2)                            |                    |               | (25.5)  |  |                     | (25.5)                                      | (6.4)                     | (31.9)         |
| <b>Balance at June 30, 2015</b>                | <b>164,571,664</b> | <b>1.6</b>    | <b>1,230.7</b>                                | <b>67.5</b>  | <b>(16.4)</b>       | <b>1,283.4</b>                              | <b>30.9</b>               | <b>1,314.3</b> |

(1) Including the impact of the application of IFRIC 21 (see Note 5 to these consolidated financial statements), representing a positive amount of €6.0 million before tax (€4.2 million after tax).

(2) "Other movements" for the period ended June 30, 2015 concern the remeasurement of liabilities relating to share acquisitions with respect to the 38.45% of Áreas' capital that Elior did not yet own (see Note 20 a).



# Notes to the Condensed Interim Consolidated Financial Statements

## 1. General Information

Elior SA (formerly Holding Bercy Investissement SCA) is a French joint stock corporation (*société anonyme*) registered and domiciled in France. Its headquarters are located at 61-69 rue de Bercy, Paris, France. At June 30, 2015, Elior was 31.25%-held by investment structures managed by Charterhouse Capital Partners and Chequers Partenaires, 21.60%-held by Bagatelle Investissement et Management - "BIM" (which is wholly owned by Robert Zolade) and 47.15%-held by private and public investors following Elior's admission to trading on Euronext Paris on June 11, 2014.

The Elior Group is a major player in Europe's contracted food and support services industry. It operates its businesses of Contract Catering & Support Services and Concession Catering & Travel Retail through companies based in 13 countries - mainly in the Eurozone, the United Kingdom, Latin America and the USA.

## 2. Basis of Preparation

The condensed interim consolidated financial statements for the nine-month period ended June 30, 2015 have been prepared in accordance with IAS 34. These financial statements do not include all the information and disclosures required in accordance with IFRS for annual financial statements and should therefore be read in conjunction with the Group's annual consolidated financial statements for the fiscal year ended September 30, 2014, which were prepared in accordance with IFRS as adopted in the European Union.

The accounting policies used are the same as those applied in the annual financial statements at September 30, 2014 except for the changes in accounting method resulting from the first-time adoption of new standards and interpretations in the first quarter of 2014-2015 (see Note 5).

All of the standards and interpretations whose application was mandatory during the period and which have been adopted by the European Union have been applied in these financial statements.

The condensed interim consolidated financial statements were approved for issue by Elior's Board of Directors on September 1, 2015.

## 3. Significant Events

### a. Acquisition and disposal of shares in consolidated companies

In October 2014 the Group acquired the entire capital of Lexington, a UK-based contract caterer. Lexington generates annual revenue of over £30 million in the Business & Industry market and has a major presence in the City of London. The acquisition was financed through an equity investment in Elior UK. Lexington has been fully consolidated in the Group's financial statements since October 1, 2014.

During the first nine months of 2013-2014, changes in the Group's scope of consolidation corresponded to the divestment in December 2013 of non-strategic concession catering operations in Morocco and Argentina, which generated annual revenue of around €20 million. For the nine months ended June 30, 2014, these operations contributed €3.1 million to consolidated revenue and €0.4 million to consolidated EBITDA.

### b. Renegotiation of the Group's syndicated bank loans (5th amendment)

On December 10, 2014, the Group refinanced all of its credit facilities (term loans and revolving loans) under the Senior Facility Agreement pursuant to an amendment signed on December 3, 2014. This refinancing - which involved a total amount of €950 million - enabled the Group to (i) significantly lower the cost of its senior debt thanks to a reduction in the applicable interest margins, (ii) extend the maturity of this debt to 2019 and 2022 (for part of it), and (iii) obtain less strict financial and non-financial covenants. The €14 million in bank fees paid in connection with this amendment are being recognized in the income statement over the term of the new credit facilities.

### c. Dividend payment by Elior on April 10, 2015

The dividend for the fiscal year ended September 30, 2014 - which corresponded to €32.9 million (€0.20 per share) and was approved by the Company's shareholders at the March 10, 2015 Annual General Meeting - was paid on April 10, 2015.

#### **d. Sale on May 7, 2015 of 16.4 million Elixir shares by investment structures managed by Charterhouse Capital Partners and Chequers Partenaires**

On May 7, 2015, investment structures managed by Charterhouse Capital Partners and Chequers Partenaires announced that they had sold 16.4 million Elixir shares (representing around 10% of the Company's capital) through an expedited private placement. Together, these structures held 41.25% of Elixir's capital at end-March 2015.

#### **e. Repayment and refinancing on May 22, 2015 of the THS acquisition debt**

On May 22, 2015 the Group signed a sixth amendment to the SFA, which provided for (i) Elixir SA to issue bonds representing a principal amount of USD 100 million as part of a private placement to be taken up by an investor, (ii) a new Facility I loan to be set up under the SFA, representing a principal amount of USD 100 million, and (iii) a new Uncommitted Revolving Facility to be put in place under the SFA, representing a principal amount of USD 250 million. The drawdowns corresponding to this new amendment took place on May 28, 2015.

Elixir SA's bond issue – representing a maximum principal amount of USD 100 million – pays interest based on the six-month USD Libor plus a margin of 2.15% per annum at the time of issue, which may subsequently be increased to a maximum of 2.60% per annum. The bonds have a 7-year maturity.

The new Facility I loan has a 5-year maturity. Interest payable on the loan is based on the USD Libor plus a margin of 1.70% per annum at inception, which may subsequently vary depending on the leverage ratio and the amount drawn down under the loan, but may not exceed 1.95% per annum. This loan is subject to all the other terms and conditions of the SFA.

The new Uncommitted Revolving Facility also has a 5-year maturity. If it is drawn down, the interest payable will be based on the USD Libor plus an initial margin of 1.30% per annum, which may subsequently vary depending on the leverage ratio and the amount drawn down, but may not exceed 1.95% per annum. This facility is subject to all the other terms and conditions of the SFA.

These new financing arrangements notably permitted the repayment of the debt taken out by THS in 2013 (with no recourse against Elixir) when it was acquired by Elixir, which was immediately replaced by an intra-group loan. Since the repayment of this debt, the entities making up the THS group have been considered as Elixir SA subsidiaries for the purposes of the SFA.

### **4. Accounting Policies**

*The accounting policies adopted are the same as those used for the fiscal year ended September 30, 2014 except for (i) the accounting treatments described below and (ii) the change in accounting method arising from the Group's application of IFRIC 21 as described in Note 5 below.*

For interim periods, taxes on income (other than the CVAE tax levied in France on value added generated by the business but including the regional IRAP tax applicable in Italy) are accrued using the tax rate that would be applicable to expected total annual profit. In these financial statements, the CVAE tax – which is included in income tax – and employee profit-sharing have been accrued based on three quarters of the expected full-year charge.

No actuarial assessments of pension and other post-employment benefit obligations have been performed for these condensed interim consolidated financial statements. The related expense for the nine-month periods ended June 30, 2014 and 2015 represents three quarters of the expense calculated for the full years ended September 30, 2014 and 2015, respectively.

### **5. New Standards, Amendments and Interpretations**

*New Standards, Amendments and Interpretations Adopted by the European Union and Applied by the Group as from October 1, 2014*

- IFRIC 21, "Levies", which is effective for annual periods beginning on or after June 17, 2014. IFRIC 21 – which is an interpretation of IAS 37 – states that a liability to pay a levy (i.e. tax other than on income) should be recognized on the basis of when the "obligating event" occurs (with "obligating event" defined as the activity that triggers the payment of the levy) and removes the option of deferring recognition. This interpretation primarily affects Elixir's interim financial statements because the obligating events in the countries for which the impact of IFRIC 21 has been deemed material mainly occur on January

1. Consequently, in the financial statements at June 30, 2015 the Group has restated through the income statement provisions for taxes other than on income representing an aggregate negative amount of €2.1 million pre-tax and €1.5 million post-tax.

In accordance with IFRIC 21, the change in accounting method has been applied retrospectively and therefore the income statement for the nine months ended June 30, 2015 has been restated accordingly, representing negative pre- and post-tax amounts of €2.1 million and €1.4 million respectively. The impact on opening equity, as restated at September 30, 2013 and 2014, was a positive €6.0 million before tax and €4.2 million after tax.

This change in accounting method also had a negative effect on the income statement for the six months ended March 31, 2015, amounting to €4.4 million pre-tax and €3.2 million post-tax.

The total impact of IFRIC 21 for full-year 2014–2015 will be virtually nil.

*The following new and revised standards have been applicable by the Group since October 1, 2014 but did not impact the condensed interim consolidated financial statements at June 30, 2015:*

- IFRS 10, "Consolidated Financial Statements".
- IFRS 11, "Joint Arrangements".
- IFRS 12, "Disclosure of Interests in Other Entities" and amendments to IFRS 10, IFRS 11 and IFRS 12 "Transition Guidance", which were adopted by the European Union in December 2012.
- Revised version of IAS 27, "Separate Financial Statements".
- Revised version of IAS 28, "Investments in Associates and Joint Ventures".
- Amendments to IAS 32, "Offsetting Financial Assets and Financial Liabilities", effective since January 1, 2014.
- Amendments to IAS 36, "Recoverable Amount Disclosures for Non-Financial Assets", effective since January 1, 2014.
- Amendments to IAS 39, "Novation of Derivatives and Continuation of Hedge Accounting", effective since January 1, 2014.
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*The other standards, amendments and interpretations that have been issued but are not yet effective are not expected to have a material impact on the consolidated financial statements and are listed below:*

- Amendments to IFRS 7, "Disclosures – Offsetting Financial Assets and Financial Liabilities".

The Group did not early adopt any standards or amendments during the period under review.

## **6. Use of Estimates**

The preparation of interim consolidated financial statements requires Management of both the Group and its subsidiaries to use certain estimates and assumptions that may have an impact on the reported values of assets, liabilities and contingent liabilities at the balance sheet date, and on items of income and expense for the period.

These estimates and assumptions – which are based on historical experience and other factors believed to be reasonable in the circumstances – are used to assess the carrying amount of assets and liabilities. Actual results may differ significantly from these estimates if different assumptions or circumstances apply.

In preparing these condensed interim consolidated financial statements, the significant judgments made by Management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended September 30, 2014, with the exception of changes in estimates that are required in determining the provision for income taxes.

## 7. Exchange Rates

For the nine-month periods ended June 30, 2015 and 2014, the balance sheets, income statements, and cash flow statements of certain subsidiaries whose functional currency differs from the presentation currency used in Elixir's accounts have been translated (i) at the exchange rate prevailing at June 30, 2015 and 2014 respectively for the balance sheet, and (ii) at the average exchange rate for the period for the income statement and cash flow statement, except in the case of significant fluctuations in exchange rates. Currency translation differences have been recorded in equity.

The main exchange rates used in the consolidated financial statements for the nine-month periods ended June 30, 2015 and 2014 were based on Paris stock exchange rates and were as follows:

|            | June 30, 2015   |              | June 30, 2014   |              |
|------------|-----------------|--------------|-----------------|--------------|
|            | Period-end rate | Average rate | Period-end rate | Average rate |
| - €/US \$: | 1.1135          | 1.1615       | 1.3692          | 1.3678       |
| - €/£:     | 0.7086          | 0.7518       | 0.8005          | 0.8280       |
| - €/MXN:   | 17.53           | 17.06        | 17.76           | 17.89        |
| - €/CLP:   | 712.00          | 711.76       | 756.42          | 739.85       |

## 8. Seasonality of Operations

Revenue and recurring operating profit generated by the majority of the Group's operations are subject to seasonal fluctuations. During the summer, the Concession Catering & Travel Retail business line typically experiences a significant increase in revenue and, notably due to the effect of this increase in revenue on the absorption of fixed costs, a more than proportional rise in both the amount of recurring operating profit and recurring operating profit as a percentage of revenue. In contrast, during the same period the Contract Catering & Support Services business line experiences lower business volumes and therefore a more than proportional decrease in its recurring operating profit, both in absolute value terms and as a percentage of revenue, due to the fact that a large number of employees and students are on vacation in the summer.

At Group level, these seasonal fluctuations did not have any impact on reported revenue for the nine months under review, due to offsetting effects between the Group's two business lines. Each half year accounts for approximately 50% of the Group's total annual revenue, excluding the effect of changes in consolidation scope.

In terms of recurring operating profit, seasonal fluctuations result in a higher figure being recorded during the second half of the year due to higher revenue and margins in the Concession Catering & Travel Retail business line. The proportion of recurring operating profit recorded during the first and second half of each fiscal year represents approximately 40% and 60% respectively.

In addition, changes in the number of working days and the dates on which bank or school holidays fall, as well as changes in the scope of consolidation, impact the period-on-period comparability of revenue and profitability for the Group's two business lines.

Net cash from operating activities is also subject to seasonal variations, which are mainly due to changes in working capital as:

- in the Concession Catering & Travel Retail business line, cash generated from changes in working capital requirement is directly linked to business volumes, which are lower in the first half of each fiscal year than in the second half; and
- in the Contract Catering & Support Services business line, the amount of trade receivables increases during the first half of each fiscal year as revenue invoiced to clients is at its peak during this period, and decreases during the second half when this segment's business volumes trough.

## 9. Segment Reporting

At June 30, 2015, the Group was structured into two main business lines: Contract Catering & Support Services, and Concession Catering & Travel Retail. The results and long-term assets of these business lines are broken down into operating segments that correspond to geographic regions and the segments used by management in making key operating decisions. These operating segments are as follows:

- For Contract Catering & Support Services: "France" and "International"
- For Concession Catering & Travel Retail: "France, Germany, Italy and Belgium" and "Spain, Portugal and the Americas".

Segment information also includes an operating segment called "Headquarters, holding companies and purchasing entities".

### a. Income Statement Information

The tables below present detailed income statement information by operating segment as well as a breakdown of consolidated revenue by business line and geographic region for the nine-month periods ended June 30, 2015 and 2014.

#### - Income statement information by operating segment

| (in € millions)  | Contract Catering & Support Services |               |         | Concession Catering & Travel Retail |                                  |         | Headquarters, holding companies and purchasing entities | Group total |
|--|--------------------------------------|---------------|---------|-------------------------------------|----------------------------------|---------|---|-------------|
| Nine months ended June 30, 2015 Unaudited  | France                               | International | Total   | France, Germany, Italy and Belgium  | Spain, Portugal and the Americas | Total   |   |             |
| Revenue  | 1,664.5                              | 1,454.0       | 3,118.5 | 696.5                               | 465.6                            | 1,162.2 | 0.0   | 4,280.6     |
| Recurring operating profit/(loss) including share of profit of associates                        | 116.9                                | 80.3          | 197.2   | 17.2                                | 1.8                              | 19.0    | (7.8)   | 208.4       |
| <b>Recurring operating profit/(loss) as a % of revenue</b>                                       | 7.0%                                 | 5.5%          | 6.3%    | 2.5%                                | 0.4%                             | 1.6%    | (0.2)%  | 4.9%        |
| Other income and expenses, net   | (1.8)                                | (10.8)        | (12.6)  | 0.5                                 | (0.5)                            | 0.0     | (13.0)  | (25.6)      |
| Operating profit/(loss)  | 115.0                                | 69.5          | 184.5   | 17.7                                | 1.3                              | 19.1    | (20.7)  | 182.9       |
| Net financial expense  |                                      |               |         |                                     |                                  |         |   | (61.3)      |
| Income tax   |                                      |               |         |                                     |                                  |         |   | (56.3)      |
| Loss for the period attributable to non-controlling interests                                    |                                      |               |         |                                     |                                  |         |   | (2.2)       |
| <b>Profit for the period attributable to owners of the parent</b>                                |                                      |               |         |                                     |                                  |         |   | 67.5        |
| Depreciation, amortization and impairment of property, plant and equipment and intangible assets | (26.2)                               | (22.2)        | (48.4)  | (34.0)                              | (29.0)                           | (63.0)  | (1.5)   | (112.9)     |
| Other expenses with no cash impact   | (2.2)                                | (3.0)         | (5.2)   | 0.4                                 | 0.7                              | 1.1     | 0.1   | (4.0)       |
| <b>EBITDA</b>  | 145.3                                | 105.5         | 250.8   | 50.8                                | 30.2                             | 81.0    | (6.4)   | 325.4       |

| (in € millions)   | Contract Catering & Support Services |               |         | Concession Catering & Travel Retail         |   |         | Headquarters,<br>holding<br>companies<br>and<br>purchasing<br>entities | Group<br>total |
|---|--------------------------------------|---------------|---------|---|---|---------|--|----------------|
| Nine months ended<br>June 30, 2014<br>Unaudited   | France                               | International | Total   | France,<br>Germany,<br>Italy and<br>Belgium | Spain,<br>Portugal<br>and the<br>Americas | Total   |  |                |
| Revenue   | 1,652.0                              | 1,300.0       | 2,952.0 | 658.2                                       | 430.6                                     | 1,088.7 | 0.0  | 4,040.7        |
| Recurring operating<br>profit/(loss) including<br>share of profit of<br>associates                              | 120.7                                | 78.5          | 199.2   | 14.3  | 0.6                                       | 14.8    | (2.7)  | 211.3          |
| <b>Recurring operating<br/>profit/(loss) as a % of<br/>revenue</b>  | 7.3%                                 | 6.0%          | 6.7%    | 2.2%  | 0.1%                                      | 1.4%    | (0.1)%   | 5.2%           |
| Other income and<br>expenses, net   | (0.2)                                | (6.7)         | (6.9)   | (1.4)                                       | (2.5)                                     | (3.9)   | (42.4)   | (53.2)         |
| Operating profit/(loss)   | 120.4                                | 71.8          | 192.3   | 12.8  | (1.9)                                     | 10.9    | (45.1)   | 158.1          |
| Net financial expense   |                                      |               |         |   |   |         |  | (111.6)        |
| Income tax  |                                      |               |         |   |   |         |  | (28.4)         |
| Loss for the period<br>attributable to non-<br>controlling interests  |                                      |               |         |   |   |         |  | (2.0)          |
| <b>Profit for the period<br/>attributable to owners<br/>of the parent</b>                                       |                                      |               |         |   |   |         |  | 20.1           |
| Depreciation,<br>amortization and<br>impairment of<br>property, plant and<br>equipment and<br>intangible assets | (25.0)                               | (20.3)        | (45.3)  | (30.5)                                      | (25.0)                                    | (55.5)  | (1.3)  | (102.1)        |
| Other expenses with<br>no cash impact   | (2.1)                                | 4.3           | 2.1     | 0.3   | (0.4)                                     | (0.1)   | 0.1  | 2.1            |
| EBITDA  | 147.8                                | 94.6          | 242.4   | 44.5  | 25.9                                      | 70.4    | (1.5)  | 311.3          |

– Revenue by business line

| (In € millions)  | Nine months<br>ended<br>June 30, 2015<br>Unaudited | % of total<br>revenue | Nine months<br>ended<br>June 30, 2014<br>Unaudited | % of total<br>revenue | Year-on-<br>year change | % change     |
|--|--|-----------------------|--|-----------------------|-------------------------|--------------|
| <b>Contract Catering &amp; Support Services</b>            |  |                       |  |                       |                         |              |
| France   | 1,664.5  | 38.9%                 | 1,652.0  | 40.9%                 | 12.5                    | +0.8%        |
| Europe excluding France                                    | 1,145.1  | 26.8%                 | 1,056.7  | 26.2%                 | 88.4                    | +8.4%        |
| Other countries  | 308.8  | 7.2%                  | 243.2  | 6.0%                  | 65.6                    | NM           |
| <b>Sub-total: Contract Catering &amp; Support Services</b> | <b>3,118.5</b>                                     | <b>72.9%</b>          | <b>2,951.9</b>                                     | <b>73.1%</b>          | <b>166.5</b>            | <b>+5.6%</b> |
| <b>Concession Catering &amp; Travel Retail</b>             |  |                       |  |                       |                         |              |
| France   | 499.2  | 11.7%                 | 495.4  | 12.3%                 | 3.8                     | +0.8%        |
| Europe excluding France                                    | 444.1  | 10.4%                 | 404.4  | 10.0%                 | 39.7                    | +9.8%        |
| Other countries  | 218.8  | 5.1%                  | 188.9  | 4.7%                  | 29.9                    | +15.8%       |
| <b>Sub-total: Concession Catering &amp; Travel Retail</b>  | <b>1,162.2</b>                                     | <b>27.1%</b>          | <b>1,088.7</b>                                     | <b>26.9%</b>          | <b>73.4</b>             | <b>+6.7%</b> |
| <b>Total</b>   | <b>4,280.6</b>                                     | <b>100.0%</b>         | <b>4,040.7</b>                                     | <b>100.0%</b>         | <b>239.9</b>            | <b>+5.9%</b> |

– Revenue by geographic region

| (in € millions)         | Nine months<br>ended<br>June 30, 2015<br>Unaudited | % of total<br>revenue | Nine months<br>ended<br>June 30, 2014<br>Unaudited | % of total<br>revenue | Year-<br>on-year<br>change | % change     |
|-------------------------|--|-----------------------|--|-----------------------|----------------------------|--------------|
| France                  | 2,163.8  | 50.5%                 | 2,147.5  | 53.1%                 | 16.3                       | +0.8%        |
| Europe excluding France | 1,589.2  | 37.1%                 | 1,461.1  | 36.2%                 | 128.1                      | +8.8%        |
| Other countries         | 527.6  | 12.3%                 | 432.1  | 10.7%                 | 95.5                       | +22.1%       |
| <b>Total</b>            | <b>4,280.6</b>                                     | <b>100.0%</b>         | <b>4,040.7</b>                                     | <b>100.0%</b>         | <b>239.9</b>               | <b>+5.9%</b> |

The Group's definition of client markets and the basis of measurement of segment profit or loss are unchanged from the annual financial statements for the year ended September 30, 2014.

## b. Segment non-current assets

| (in € millions)                           | Contract Catering & Support Services |               |                | Concession Catering & Travel Retail |                                  |                | Headquarters, holding companies and purchasing entities | Group total    |
|---|--------------------------------------|---------------|----------------|-------------------------------------|----------------------------------|----------------|---|----------------|
| Nine months ended June 30, 2015 Unaudited | France                               | International | Total          | France, Germany, Italy and Belgium  | Spain, Portugal and the Americas | Total          |   |                |
| Revenue                                   | 1,664.5                              | 1,454.0       | <b>3,118.5</b> | 696.5                               | 465.6                            | <b>1,162.2</b> | 0.0   | <b>4,280.6</b> |
| Non-current assets                        | 1,189.8                              | 830.8         | <b>2,020.6</b> | 707.9                               | 435.9                            | <b>1,143.8</b> | 23.8  | <b>3,188.1</b> |

| (in € millions)                           | Contract Catering & Support Services |               |                | Concession Catering & Travel Retail |                                  |                | Headquarters, holding companies and purchasing entities | Group total    |
|---|--------------------------------------|---------------|----------------|-------------------------------------|----------------------------------|----------------|---|----------------|
| Nine months ended June 30, 2014 Unaudited | France                               | International | Total          | France, Germany, Italy and Belgium  | Spain, Portugal and the Americas | Total          |   |                |
| Revenue                                   | 1,652.0                              | 1,300.0       | <b>2,952.0</b> | 658.2                               | 430.6                            | <b>1,088.7</b> | 0.0   | <b>4,040.7</b> |
| Non-current assets                        | 1,184.9                              | 775.0         | <b>1,959.9</b> | 699.7                               | 410.6                            | <b>1,110.4</b> | 20.1  | <b>3,090.4</b> |

## 10. Business Combinations

In October 2014 the Group acquired full control of Lexington, a UK-based contract caterer. Lexington generates annual revenue of around £30 million and operates primarily in the Business & Industry market in the City of London.

The acquisition was carried out by Elior UK and was financed out of Group cash.

Lexington has been fully consolidated since October 1, 2014. Goodwill recognized on the acquisition totaled €13.2 million, following the assignment of €11.1 million of the purchase price to the company's identifiable assets and liabilities (brand and customer relationships).

For the nine months ended June 30, 2015, Lexington contributed €37.9 million to consolidated revenue and €2.3 million to consolidated EBITDA.

## 11. Other Income and Expenses, Net

This item represented a net expense of €25.6 million for the nine months ended June 30, 2015, chiefly reflecting (i) an aggregate €6.1 million in amortization of the intangible assets (brand and customer relationships) recognized on the first-time consolidations of THS in the United States and Lexington in the United Kingdom, as part of the purchase price allocation processes; (ii) the expensing of debt issuance costs that were previously capitalized and unamortized (€8.6 million for the amounts repaid under the SFA following the refinancing of the Group's senior debt carried out in December 2014 and €3.6 million for the THS USA debt refinancing that took place in May 2015; (iii) the recognition of a €3.0 million provision for restructuring costs; (iv) the recognition of a €1.9 million loss on the sale of a non-strategic asset in the French Contract Catering business in June 2015; and (v) €1.2 million in strategy consulting fees.

For the nine months ended June 30, 2014, "Other income and expenses, net" represented a net expense of €53.2 million and primarily included (i) €4.0 million in amortization of the intangible assets (customer relationships) recognized on the first-time consolidation of THS in the United States as part of the purchase price allocation process; (ii) a €2.5 million loss recognized on the divestment of the Group's concession catering operations in Argentina and Morocco; (iii) the discount fee paid on the sale in March 2014 of the 2013 CICE tax receivable, (iv) €26.1 million in costs and fees incurred in connection with the Company's IPO; and (v) an aggregate €16.1 million in costs related to the repayment of debt following the IPO (notably the penalty incurred due to the early redemption of a portion of the Elior Finance & Co SCA May 2020 6.5% Senior Secured Notes, and the exceptional amortization of issuance costs on the repaid debt that were previously capitalized and unamortized).



## 12. Income Tax

Income tax expense, excluding the CVAE tax on value added generated by the business, is recognized based on Management's estimate of the weighted average annual income tax rate expected for the full fiscal year. The estimated average annual tax rate used for the year ending September 30, 2015 is 28.5%. The estimated rate applied for the nine months ended June 30, 2014 was 27%.

The CVAE tax is accrued based on three quarters of the expected annual CVAE charge. The estimated CVAE charge for the nine months ended June 30, 2015 amounted to €22.4 million (€21.9 million for the nine months ended June 30, 2014).

## 13. Dividends

At the March 10, 2015 Annual General Meeting, the Company's shareholders approved an aggregate dividend of €32.9 million for the year ended September 30, 2014, which was paid on April 10, 2015.

No dividend for the year ended September 30, 2013 was either approved or paid by ElioR (formerly HBI) during the nine months ended June 30, 2014.

## 14. Goodwill

| (in € millions)                                       | At June 30, 2015<br>Unaudited | At Sept. 30, 2014<br>Audited | At June 30, 2014<br>Unaudited | At Sept. 30, 2013<br>Audited |
|---|-------------------------------|------------------------------|-------------------------------|------------------------------|
| ElioR Entreprises                                     | 574.7                         | 574.7                        | 574.7                         | 574.7                        |
| Other – France (Enseignement, Santé and Services)     | 498.7                         | 499.5                        | 499.5                         | 499.5                        |
| <b>Sub-total – France</b>                             | <b>1,073.4</b>                | <b>1,074.2</b>               | <b>1,074.2</b>                | <b>1,074.2</b>               |
| ElioR Ristorazione                                    | 207.7                         | 207.7                        | 207.7                         | 207.7                        |
| Serunion (Spain & Portugal)                           | 146.6                         | 146.6                        | 146.6                         | 146.6                        |
| ElioR UK  | 119.8                         | 105.4                        | 105.2                         | 105.2                        |
| THS USA   | 136.7                         | 136.7                        | 136.7                         | 191.2                        |
| <b>Sub-total – International</b>                      | <b>610.8</b>                  | <b>596.3</b>                 | <b>596.2</b>                  | <b>650.7</b>                 |
| <b>Contract Catering &amp; Support Services</b>       | <b>1,684.2</b>                | <b>1,670.5</b>               | <b>1,670.3</b>                | <b>1,724.8</b>               |
| France  | 423.2                         | 423.2                        | 423.2                         | 423.2                        |
| Belgium, Germany and Italy                            | 86.8                          | 86.8                         | 83.7                          | 83.7                         |
| <b>Sub-total – France, Belgium, Germany and Italy</b> | <b>510.0</b>                  | <b>510.0</b>                 | <b>506.9</b>                  | <b>506.9</b>                 |
| <b>Spain, Portugal and the Americas</b>               | <b>179.9</b>                  | <b>179.7</b>                 | <b>180.0</b>                  | <b>179.9</b>                 |
| <b>Concession Catering &amp; Travel Retail</b>        | <b>689.9</b>                  | <b>689.7</b>                 | <b>686.9</b>                  | <b>686.8</b>                 |
| <b>Group total</b>                                    | <b>2,374.1</b>                | <b>2,360.2</b>               | <b>2,357.2</b>                | <b>2,411.6</b>               |

No goodwill impairment losses were recognized in either of the interim periods under review.

The increase in goodwill at June 30, 2015 compared with September 30, 2014 was mainly due to the €13.2 million in goodwill recognized on the October 1, 2014 acquisition of Lexington following the provisional allocation of €11.1 million of the purchase price to the company's identifiable intangible assets (brand and customer relationships).

The decrease in goodwill at June 30, 2014 compared with September 30, 2013 corresponded to changes in the value of the goodwill recognized on the acquisition of THS in the United States. These changes arose from the purchase price allocation process, during which €78.7 million provisionally recognized as goodwill was reallocated to identifiable intangible assets (customer relationships) based on a valuation performed by an independent valuer. The intangible assets are being amortized through the income statement over a period of 15 years. Excluding the deferred tax liability recognized, the net impact on goodwill of this reallocation amounted to €54.5 million.

## 15. Intangible Assets

| (in € millions)                                      | At Sept. 30,<br>2014<br>Audited | Additions     | Disposals    | Other<br>movements (2) | At June 30,<br>2015<br>Unaudited |
|--|---------------------------------|---------------|--------------|------------------------|----------------------------------|
| Concession rights                                    | 163.6                           | 6.4           | (0.1)        | 8.5                    | 178.4                            |
| Assets operated under concession<br>arrangements (1) | 36.3                            | 0.0           | 0.0          | 0.6                    | 37.0                             |
| Trademarks   | 34.3                            | 0.2           | (0.0)        | 4.6                    | 39.1                             |
| Software   | 97.1                            | 4.3           | (0.7)        | 7.5                    | 108.2                            |
| Prepayments for intangible assets                    | 13.8                            | 10.7          | (0.1)        | (4.5)                  | 19.9                             |
| Other  | 107.9                           | 7.0           | (0.0)        | 19.8                   | 134.7                            |
| <b>Gross value</b>                                   | <b>453.0</b>                    | <b>28.6</b>   | <b>(1.0)</b> | <b>36.6</b>            | <b>517.3</b>                     |
| Concession rights                                    | (42.0)                          | (5.9)         | 0.1          | (1.2)                  | (48.9)                           |
| Assets operated under concession<br>arrangements (1) | (36.9)                          | (0.0)         | 0.0          | 0.0                    | (36.9)                           |
| Trademarks   | (11.0)                          | (0.8)         | 0.0          | (0.2)                  | (12.0)                           |
| Software   | (76.0)                          | (7.0)         | 0.6          | (0.6)                  | (83.1)                           |
| Other  | (26.9)                          | (6.8)         | 0.0          | (1.4)                  | (35.1)                           |
| <b>Total amortization</b>                            | <b>(192.8)</b>                  | <b>(20.6)</b> | <b>0.7</b>   | <b>(3.3)</b>           | <b>(216.0)</b>                   |
| <b>Carrying amount</b>                               | <b>260.2</b>                    | <b>8.1</b>    | <b>(0.3)</b> | <b>33.3</b>            | <b>301.3</b>                     |

(1) These assets reflect the restatement of the three-way finance leases entered into concerning central kitchen facilities in the Group's Education sector.

(2) "Other movements" primarily correspond to (i) currency translation differences due to the change in the USD-€ exchange rate, and (ii) the acquisition of Lexington.

| (in € millions)                                   | At Sept. 30,<br>2013<br>Audited | Additions     | Disposals    | Other<br>movements (2) | At June 30,<br>2014<br>Unaudited |
|---|---------------------------------|---------------|--------------|------------------------|----------------------------------|
| Concession rights                                 | 102.0                           | 10.6          | (1.3)        | 10.2                   | 121.4                            |
| Assets operated under concession arrangements (1) | 36.3                            | 0.0           | 0.0          | 0.0                    | 36.3                             |
| Trademarks  | 33.8                            | 0.0           | (0.0)        | 0.1                    | 33.9                             |
| Software  | 90.8                            | 4.0           | (1.8)        | 1.5                    | 94.5                             |
| Prepayments for intangible assets                 | 28.6                            | 8.1           | 0.0          | (11.5)                 | 25.1                             |
| Other   | 17.4                            | 0.4           | (0.3)        | 83.3                   | 100.8                            |
| <b>Gross value</b>                                | <b>308.8</b>                    | <b>23.1</b>   | <b>(3.5)</b> | <b>83.6</b>            | <b>412.0</b>                     |
| Concession rights                                 | (37.3)                          | (3.6)         | 0.4          | 5.2                    | (35.4)                           |
| Assets operated under concession arrangements (1) | (36.2)                          | (0.5)         | 0.0          | (0.0)                  | (36.7)                           |
| Trademarks  | (9.8)                           | (0.8)         | 0.0          | 0.0                    | (10.5)                           |
| Software  | (69.3)                          | (6.3)         | 1.7          | (0.2)                  | (74.0)                           |
| Other   | (12.7)                          | (4.7)         | 0.6          | (7.9)                  | (24.7)                           |
| <b>Total amortization</b>                         | <b>(165.3)</b>                  | <b>(15.9)</b> | <b>2.7</b>   | <b>(2.9)</b>           | <b>(181.4)</b>                   |
| <b>Carrying amount</b>                            | <b>143.4</b>                    | <b>7.2</b>    | <b>(0.7)</b> | <b>80.7</b>            | <b>230.6</b>                     |

(1) These assets reflect the restatement of the three-way finance leases entered into concerning central kitchen facilities in the Group's Education sector.

(2) "Other movements" primarily reflect the final purchase price allocation for the THS acquisition in the USA as well as fair value adjustments to identifiable intangible assets (customer relationships).

## 16. Property, Plant and Equipment

| (in € millions)   | At Sept. 30,<br>2014<br>Audited | Additions      | Disposals     | Other<br>movements | At June 30,<br>2015<br>Unaudited |
|---|---------------------------------|----------------|---------------|--------------------|----------------------------------|
| Land  | 3.7                             | 0.0            | 0.0           | 0.1                | 3.8                              |
| Buildings   | 161.7                           | 6.2            | (2.1)         | 3.4                | 169.2                            |
| Technical installations                                   | 770.9                           | 52.0           | (22.9)        | 5.0                | 805.0                            |
| Other items of property, plant and equipment              | 493.5                           | 33.0           | (20.9)        | 12.8               | 518.4                            |
| Assets under construction                                 | 14.7                            | 23.2           | (4.3)         | (6.1)              | 27.5                             |
| Prepayments to suppliers of property, plant and equipment | 2.3                             | 1.1            | (0.4)         | (1.7)              | 1.3                              |
| <b>Gross value</b>  | <b>1,446.8</b>                  | <b>115.5</b>   | <b>(50.5)</b> | <b>13.5</b>        | <b>1,525.2</b>                   |
| Buildings   | (93.7)                          | (6.4)          | 1.6           | (1.5)              | (100.1)                          |
| Technical installations                                   | (530.9)                         | (52.7)         | 22.9          | (4.7)              | (565.4)                          |
| Other items of property, plant and equipment              | (323.8)                         | (42.8)         | 20.2          | (0.6)              | (347.1)                          |
| <b>Total depreciation</b>                                 | <b>(948.5)</b>                  | <b>(101.9)</b> | <b>44.7</b>   | <b>(6.8)</b>       | <b>(1,012.5)</b>                 |
| <b>Carrying amount</b>                                    | <b>498.4</b>                    | <b>13.5</b>    | <b>(5.8)</b>  | <b>6.6</b>         | <b>512.7</b>                     |

| (in € millions)   | At Sept. 30,<br>2013<br>Audited | Additions     | Disposals     | Other<br>movements | At June 30,<br>2014<br>Unaudited |
|---|---------------------------------|---------------|---------------|--------------------|----------------------------------|
| Land  | 3.2                             | 0.0           | (0.1)         | (0.0)              | 3.1                              |
| Buildings   | 151.0                           | 8.9           | (1.4)         | 0.5                | 159.1                            |
| Technical installations                                   | 765.1                           | 57.8          | (48.5)        | (1.8)              | 772.6                            |
| Other items of property, plant and equipment              | 456.2                           | 34.6          | (12.5)        | 7.0                | 485.3                            |
| Assets under construction                                 | 22.6                            | 13.5          | (0.6)         | (17.6)             | 17.9                             |
| Prepayments to suppliers of property, plant and equipment | 2.5                             | 1.7           | (0.1)         | (1.8)              | 2.3                              |
| <b>Gross value</b>  | <b>1,400.6</b>                  | <b>116.5</b>  | <b>(63.0)</b> | <b>(13.7)</b>      | <b>1,440.3</b>                   |
| Buildings   | (85.1)                          | (7.3)         | 1.5           | 0.0                | (90.9)                           |
| Technical installations                                   | (528.4)                         | (52.8)        | 46.4          | 4.0                | (530.7)                          |
| Other items of property, plant and equipment              | (297.6)                         | (34.3)        | 13.3          | 2.4                | (316.1)                          |
| <b>Total depreciation</b>                                 | <b>(911.1)</b>                  | <b>(94.3)</b> | <b>61.2</b>   | <b>6.4</b>         | <b>(937.8)</b>                   |
| <b>Carrying amount</b>                                    | <b>489.5</b>                    | <b>22.1</b>   | <b>(1.8)</b>  | <b>(7.3)</b>       | <b>502.5</b>                     |

## 17. Borrowings, Loans and Net Financial Expense

The Group's debt can be analyzed as follows:

| (in € millions)  | Original<br>currency | At June 30, 2015<br>Unaudited | At Sept. 30, 2014<br>Audited |
|--|----------------------|-------------------------------|------------------------------|
|  |                      | Amortized cost<br>(1)         | Amortized cost (1)           |
| Bank overdrafts  | €                    | 1.4                           | 17.8                         |
| Other short-term debt (including short-term portion of obligations under finance leases) | €/\$                 | 84.6                          | 72.1                         |
| <b>Sub-total – short-term debt</b>   |                      | <b>86.0</b>                   | <b>90.0</b>                  |
| Syndicated loans   | €/\$                 | 1,113.5                       | 1,059.4                      |
| Other medium- and long-term borrowings   | €                    | 224.8                         | 224.3                        |
| Factoring and securitized trade receivables  | €                    | 233.3                         | 173.8                        |
| Other long-term debt (including obligations under finance leases)                        | €                    | 73.4                          | 41.0                         |
| <b>Sub-total – long-term debt</b>  |                      | <b>1,645.0</b>                | <b>1,498.5</b>               |
| <b>Total debt</b>  |                      | <b>1,731.0</b>                | <b>1,588.5</b>               |

At June 30, 2015, Elior's consolidated debt included the following variable-rate syndicated loans:

The new SFA financing – pursuant to the fifth amendment to the SFA dated December 10, 2014 – which corresponds to the following euro-denominated debt:

- For Elior SA (formerly HBI): a senior bank loan totaling €200 million at June 30, 2015, of which €168 million is repayable in December 2019 and €32 million in December 2022. Interest is based on the Euribor plus standard margins of 1.9% and 2.75% for the €168 million and €32 million portions respectively. Elior SA also has a €300 million revolving credit facility (which can also be used by Elior Participations) that expires in December 2019 and carries a variable interest rate based on the Euribor plus a standard margin of 1.50%. If this revolving credit facility is not used, a commitment fee is payable which is calculated as a portion of the margin applied. At June 30, 2015 none of this facility had been drawn down by Elior.
- For Elior Participations SCA (formerly Elior SCA): a senior bank loan totaling €750 million at June 30, 2015, of which €632 million is repayable in December 2019 and €118 million in December 2022. Interest is based on the Euribor plus standard margins of 1.9% and 2.75% for the €632 million and €118 million portions respectively.

The new SFA financing – pursuant to the sixth amendment to the SFA dated May 22, 2015 – which corresponds to the following US dollar-denominated debt:

- For Elior SA (formerly HBI): bond debt issued as part of a private placement, representing an aggregate USD 100 million and redeemable in May 2022. Interest on the bonds is based on the USD Libor plus a standard margin of 2.15%. Elior SA also has a USD 250 million revolving credit facility (which can likewise be used by Elior Participations) that expires in May 2020 and carries a variable interest rate based on the USD Libor plus a standard margin of 1.30%. If this revolving credit facility is not used, a commitment fee is payable which is calculated as a portion of the margin applied. At June 30, 2015 none of this facility had been drawn down by Elior.
- For Elior Participations (formerly Elior SCA): a senior bank loan totaling USD 100 million at June 30, 2015 which is repayable in full in May 2020. Interest on this loan is based on the USD Libor plus a standard margin of 1.7%.

Consolidated debt at June 30, 2015 also included the following:

- For Elior SA: A €227.5 million loan at a fixed interest rate of 6.5% and maturing in May 2020, which was granted to Elior by Elior Finance & Co. using the proceeds of an issue of Senior Secured Notes carried out by Elior Finance & Co on the Luxembourg stock exchange in April 2013. The terms and conditions of the loan mirror those of the Senior Secured Notes.
- For the Group's contract catering subsidiaries in France, Spain and Italy: liabilities under the Group's receivables securitization program. Outstanding securitized receivables under this program – net of the related €137.4 million overcollateralization reserve – stood at €233.9 million at June 30, 2015. The program was set up at the end of 2006 for a period of five years and was subsequently extended until June 2018. The ceiling on the program (net of the overcollateralization reserve) is €300 million. Its annual cost, based on net amounts securitized, is approximately 1.5%.

|  |                      | At June 30, 2014<br>Unaudited | At Sept. 30, 2013<br>Audited |
|--|----------------------|-------------------------------|------------------------------|
| (in € millions)  | Original<br>currency | Amortized cost (1)            | Amortized cost (1)           |
| Bank overdrafts  | €/\$                 | 30.8                          | 30.6                         |
| Other short-term debt (including short-term portion of obligations under finance leases) | €                    | 79.4                          | 105.5                        |
| <b>Sub-total – short-term debt</b>   |                      | <b>110.2</b>                  | <b>136.1</b>                 |
| Syndicated loans (including THS loan)  | €/\$                 | 1,051.7                       | 1,666.7                      |
| Other medium- and long-term borrowings   | €                    | 222.4                         | 344.2                        |
| Factoring and securitized trade receivables  | €                    | 313.4                         | 180.3                        |
| Other long-term debt (including obligations under finance leases)                        | €                    | 60.4                          | 49.6                         |
| <b>Sub-total – long-term debt</b>  |                      | <b>1,647.9</b>                | <b>2,240.8</b>               |
| <b>Total debt</b>  |                      | <b>1,758.1</b>                | <b>2,376.9</b>               |

(1) The amortized cost of bank borrowings is calculated taking into account the bank fees payable on the Group's debt refinancing operations (Amend & Extend process for the SFA, the Elior Finance & Co notes issue and the refinancing of THS USA's dollar-denominated debt), which represented a net amount of €20.4 million at June 30, 2015 and €18.4 million at June 30, 2014.

The Group's net financial expense came to €61.3 million for the nine months ended June 30, 2015, versus €111.6 million for the nine months ended June 30, 2014, breaking down as follows:

| (in € millions)  | Nine months<br>ended<br>June 30, 2015<br>Unaudited | Nine months<br>ended<br>June 30, 2014<br>Unaudited |
|--|--|--|
| Interest expense on debt                                 | (59.0)   | (107.5)  |
| Interest income on short-term investments                | 4.2  | 1.7  |
| Other financial income and expenses (1)                  | (5.2)  | (3.9)  |
| Interest cost on post-employment benefit obligations (2) | (1.3)  | (1.9)  |
| <b>Net financial expense</b>                             | <b>(61.3)</b>                                      | <b>(111.6)</b>                                     |

(1) Including:

|  |       |       |
|--|-------|-------|
| – Fair value adjustments on interest rate hedging instruments  | (0.1) | (1.1) |
| – Disposal gains/(losses) and movements in provisions for impairment of shares in non-consolidated companies | (0.0) | 0.8   |
| – Amortization of debt issuance costs  | (3.5) | (3.6) |
| – Net foreign exchange gain/(loss)   | (1.6) | 0.0   |

(2) This item relates to the discounting of pension and other post-employment benefit obligations.

The year-on-year decrease in net financial expense was primarily due to (i) the reduction in overall consolidated borrowings following the repayment of a portion of the Group's debt following Elior's IPO, and (ii) the lower interest margins obtained as a result of the amendments to the Senior Facility Agreement.

The Group's debt can be analyzed as follows by maturity:

| (in € millions)   | At June 30, 2015<br>Unaudited |                | At Sept. 30, 2014<br>Audited |                |
|---|-------------------------------|----------------|------------------------------|----------------|
|   | Current                       | Non-current    | Current                      | Non-current    |
| <b>Bank borrowings</b>                                      |                               |                |                              |                |
| Medium-term borrowings – Elior SA (formerly HBI SCA)        |                               | 200.0          |                              | 200.1          |
| Medium-term borrowings – Elior Participations SA and THS    |                               | 929.6          |                              | 872.2          |
| Other medium- and long-term bank borrowings                 |                               | 58.8           |                              | 28.2           |
| <b>Sub-total – bank borrowings</b>                          | <b>0.0</b>                    | <b>1,188.4</b> | <b>0.0</b>                   | <b>1,100.5</b> |
| <b>Other debt</b>   |                               |                |                              |                |
| Elior Finance & Co SCA – May 2020 6.5% Senior Secured Notes |                               | 227.5          |                              | 227.5          |
| Finance leases  | 4.5                           | 14.2           | 4.0                          | 12.3           |
| Other (1)   | 76.2                          | 235.3          | 54.5                         | 176.3          |
| Bank overdrafts (2)   | 1.4                           |                | 17.8                         |                |
| Current accounts (2)  | 0.3                           |                | 0.0                          |                |
| Accrued interest on borrowings (2)                          | 3.5                           |                | 13.6                         |                |
| <b>Sub-total – other debt</b>                               | <b>86.0</b>                   | <b>477.0</b>   | <b>90.0</b>                  | <b>416.1</b>   |
| <b>Total debt</b>   | <b>86.0</b>                   | <b>1,665.4</b> | <b>90.0</b>                  | <b>1,516.6</b> |

(1) Including liabilities under the receivables securitization program.

(2) Amounts deducted from cash and cash equivalents in the cash flow statement.

| (in € millions)   | At June 30, 2014<br>Unaudited |                | At Sept. 30, 2013<br>Audited |                |
|---|-------------------------------|----------------|------------------------------|----------------|
|   | Current                       | Non-current    | Current                      | Non-current    |
| <b>Bank borrowings</b>                                      |                               |                |                              |                |
| Medium-term borrowings – Elior SA (formerly HBI SCA)        |                               | 200.1          |                              | 405.1          |
| Medium-term borrowings – Elior Participations SA and THS    |                               | 863.2          |                              | 1,278.9        |
| Other medium- and long-term bank borrowings                 |                               | 47.5           |                              | 37.0           |
| <b>Sub-total – bank borrowings</b>                          | <b>0.0</b>                    | <b>1,110.7</b> | <b>0.0</b>                   | <b>1,721.0</b> |
| <b>Other debt</b>   |                               |                |                              |                |
| Elior Finance & Co SCA – May 2020 6.5% Senior Secured Notes |                               | 227.5          |                              | 350.0          |
| Finance leases  | 4.2                           | 12.4           | 4.6                          | 11.6           |
| Other (1)   | 57.9                          | 315.6          | 51.5                         | 181.3          |
| Bank overdrafts (2)   | 30.8                          |                | 30.6                         |                |
| Current accounts (2)  | 0.3                           |                | 1.1                          |                |
| Accrued interest on borrowings (2)                          | 16.9                          |                | 48.3                         |                |
| <b>Sub-total – other debt</b>                               | <b>110.2</b>                  | <b>555.5</b>   | <b>136.1</b>                 | <b>542.9</b>   |
| <b>Total debt</b>   | <b>110.2</b>                  | <b>1,666.3</b> | <b>136.1</b>                 | <b>2,263.9</b> |

(1) Including liabilities under the receivables securitization program.

(2) Amounts deducted from cash and cash equivalents in the cash flow statement.

The medium- and long-term bank borrowing contracts entered into by Elior SA and Elior Participations SA include financial covenants that could trigger compulsory early repayment in the event of non-compliance. The covenants are based on Elior's consolidated financial ratios and compliance checks are carried out at each half-yearly and annual closing. None of the covenants had been breached at either June 30, 2015 or 2014.

## 18. Short- and Long-Term Provisions

| (in € millions)                         | At June 30, 2015<br>Unaudited | At Sept. 30, 2014<br>Audited |
|---|-------------------------------|------------------------------|
| Commercial risks                        | 2.8                           | 2.6                          |
| Tax risks and employee-related disputes | 28.0                          | 29.0                         |
| Reorganization costs                    | 4.3                           | 18.1                         |
| Employee benefits                       | 10.2                          | 9.5                          |
| Other                                   | 16.7                          | 25.4                         |
| <b>Short-term provisions</b>            | <b>61.9</b>                   | <b>84.8</b>                  |
| Employee benefits                       | 107.1                         | 106.2                        |
| Non-renewal of concession contracts     | 8.9                           | 7.9                          |
| Other                                   | 6.2                           | 2.6                          |
| <b>Long-term provisions</b>             | <b>122.2</b>                  | <b>116.6</b>                 |
| <b>Total</b>                            | <b>184.1</b>                  | <b>201.4</b>                 |

| (in € millions)                         | At June 30, 2014<br>Unaudited | At Sept. 30, 2013<br>Audited |
|---|-------------------------------|------------------------------|
| Commercial risks                        | 3.4                           | 8.6                          |
| Tax risks and employee-related disputes | 40.0                          | 41.1                         |
| Reorganization costs                    | 10.0                          | 21.1                         |
| Employee benefits                       | 11.2                          | 8.7                          |
| Other                                   | 15.2                          | 21.8                         |
| <b>Short-term provisions</b>            | <b>79.8</b>                   | <b>101.3</b>                 |
| Employee benefits                       | 98.9                          | 97.6                         |
| Non-renewal of concession contracts     | 8.5                           | 8.4                          |
| Other                                   | 3.1                           | 5.1                          |
| <b>Long-term provisions</b>             | <b>110.5</b>                  | <b>111.1</b>                 |
| <b>Total</b>                            | <b>190.3</b>                  | <b>212.4</b>                 |

## 19. Related Party Transactions

On November 7, 2014, SOFIBIM – which is controlled by Robert Zolade and is a corporate director of Elixir represented by Gilles Cojan – entered into a one-year consulting and services agreement with Elixir to provide the Company with advisory and support services concerning external growth and/or partnerships in return for an annual fee of €160,000. SOFIBIM invoiced Elixir €120,000 under this agreement for the nine months ended June 30, 2015.

No other expenses or financial benefits were recorded during the first nine months of 2014–2015 in relation to Elixir's executive officers.



## **20. Events after the Reporting Date**

### **a. Completion of Elior's buyout of the 38.45% minority interest in Áreas**

On April 30, 2015, Elior announced that it had signed a memorandum of understanding with Corporación Empresarial Emesa ("Emesa") to acquire the 38.45% minority interest held by Emesa in Elior's Spanish subsidiary, Áreas. This agreement provided for Elior's stake in Áreas to be increased to 100% and for Emesa to become a significant shareholder of Elior.

The transaction was completed in July 2015, with the following consideration given to Emesa:

- A €46 million cash payment.
- The allocation of 9 million Elior shares, including:
  - a total of 1,282,500 existing shares acquired by Elior on the market for €17.5 million; and
  - 7,717,500 newly-issued shares.

On completion of the transaction, all of the existing agreements between Áreas' shareholders were terminated.

As a result of this acquisition, Áreas will be fully consolidated in Elior's financial statements as from July 2015 and the €190 million concerning Áreas that was recognized under liabilities relating to share acquisitions in the consolidated balance sheet at June 30, 2015 will be taken to equity attributable to owners of the parent in a net amount of €126.5 million.

### **b. Acquisition of Starr Restaurant Catering Group (SRCG) in the USA by the Elior subsidiary, THS**

In August 2015, through its subsidiary THS USA, the Group acquired the entire capital of Starr Restaurant Catering Group (SRCG), a high-end restaurant and catering group based in the United States that serves a clientele including corporations, non-profit organizations and cultural institutions. SRCG generates annual revenue of over USD 40 million and operates multiple sites, primarily in New York, Philadelphia and Miami. The acquisition was financed by the USD credit facilities drawn down by Elior in May 2015 (see Note 17 above). SRCG will be fully consolidated in Elior's financial statements for fiscal 2015-2016 as from October 1, 2015.