



# Edgar Filing: SODEXHO ALLIANCE SA - Form 6-K

## EXHIBIT LIST

Exhibit	Description
99.1	Fiscal 2003-2004 Nine Month Revenues

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

SODEXHO ALLIANCE SA

By: /s/ Sian Herbert-Jones

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Name: Sian Herbert-Jones  
Title: Chief Financial Officer

Date: January 8, 2004

EX-99.1  
Fiscal 2003-2004 First Quarter Revenues

Code EURONEXT : EXHO.PA / Code NYSE : SDX

This press release contains "forward-looking statements" within the meaning of the United States Private Securities Litigation Reform Act of 1995. These include, but are not limited to, statements regarding anticipated future events and financial performance with respect to our operations. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts. They often include words like "believe," "expect," "anticipate," "estimated" , "project" , "plan" "pro forma," and "intend" or future or conditional verbs such as "will," "would," or "may." Factors that could cause actual results to differ materially from expected results include, but are not limited to, those set forth in our Registration Statement on Form 20-F, as filed with the Securities and Exchange Commission (SEC), the competitive environment in which we operate, changes in general economic conditions and changes in the French, American and/or global financial and/or capital markets. Forward-looking statements represent management 's views as of the date they are made, and we assume no obligation to update any forward-looking statements for actual events occurring after that date. You are cautioned not to place undue reliance on our forward-looking statements.

Paris, January 7, 2004 - Revenues for the First Quarter of Fiscal 2003-2004

Sodexho Alliance's consolidated revenues for the first quarter of fiscal 2003-2004, which ended November 30, 2003, totaled 3.1 billion euros.

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For the first quarter of 2003-2004:

- Organic growth was 4.9%.
- The euro's sharp appreciation against other currencies, in particular the U.S. dollar, led to a negative currency effect of 9 %. As a result, revenues declined by 4.1% as compared to the same period in the prior year. It should be noted that, unlike exporting businesses, our subsidiaries' operating revenues and expenses are denominated in the same currency; as a result, exchange rate variations do not result in operating risk.

### Revenues by business and region

Business	Revenues (in euro millions)	Organic growth
Food and Management Services:	3,075	5.0%
o North America	1,466	5.0%
o Continental Europe	975	3.7%
o United Kingdom and Ireland	330	- 7.2%
o Rest of the World (including Remote Sites)	304	28.2%
Service Vouchers and Cards	60	1.9%
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TOTAL	3,135	4.9%
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#### Food and Management Services

In Food and Management Services, organic growth in revenues by segment amounted to 5.8% in Business and Industry, 2.9% in Healthcare and 5.2% in Education.

In Business and Industry, this first quarter performance includes three months of activity with the US Marine Corps compared with two months in the prior period, and, in connection with the Rugby World Cup in Australia, a "hospitality package" contract for 45 million euros as well as 6 million euros for the related food services provided at the Telstra Stadium in Sydney.

#### North America

Business and Industry revenues (excluding the Defense segment) declined by 0.1%. The gradual opening of contracts signed in the prior year and the good commercial development evidenced by the signature of contracts such as the University of Washington's conference center, Honda and Agere Systems, offset the negative effects of the continued delocalisations and reductions in staff in industry. Among recent successes is a global master service agreement with ConocoPhillips for

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revenues of USD 250 million over 6 years.

Organic growth in Healthcare and Seniors revenues was 4.5%. This progression reflects good performance on existing sites as well as the opening of new hospitality contracts at the end of the prior year. Other recent commercial successes such as, for example, the University of Virginia Medical Center and Dekalb Regional Healthcare System will begin to have a favorable impact during the year.

The Education segment's revenues increased by 6.4% due to increases in revenues on existing sites as well as strong new sales in the public school sector, notably in Atlanta and St. Louis.

### Continental Europe

Organic revenue growth was 3.2% in Business and Industry, 4.5% in Healthcare and 4.4% in Education.

The economic environment in the Business segment remains difficult, notably in France and in Northern Europe. However, the organic growth in revenues for the quarter remains steady as a result of the opening of contracts signed at the end of last year such as Wal-Mart in Germany, Nokia in Finland and Endesa in Spain.

In Healthcare, our hospitality offering has allowed us to pursue the development of revenues in existing sites and to achieve new sales such as the Blois Polyclinique in France and the Medical School of the city of Gdansk in Poland.

In the Education segment, we had good commercial success, for example, food service contract awards for the schools of the city of Budapest, a school district in Stockholm and the Frankfurt public children's schools, the first contract awarded in the former West Germany to a food service company.

### United Kingdom and Ireland

On a constant exchange rate basis, revenues declined by 7.2%, since in order to improve the profitability of the subsidiary, non-profitable contracts were terminated during the prior year in Business and Industry and in Healthcare.

### Rest of the World

Across this zone, organic growth was 28.2% due to strong sales dynamics in China and Brazil, the Rugby World Cup, and in the Remote Sites activity.

### Service Vouchers and Cards

The Service Vouchers and Cards business reported weak organic growth of 1.9% for the quarter. Revenues include commissions from clients and affiliates and income from investment of operating cash flow.

New contracts were won such as Dacia-Renault-Nissan in Romania, and European retailer Aldi in Belgium, and the culture voucher was extended in France.

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The general decrease in interest rates, notably in Latin America and staff reductions in our clients' businesses principally in Germany have weighed on this growth. In addition, during the first quarter of the prior year, we billed the Home Office in Great Britain additional charges in connection with the change from paper vouchers to magnetic cards. This new system increases the reliability and security of the service while at the same time reducing the client's distribution costs.

### About Sodexho Alliance

Founded in Marseille in 1966 by Chairman and Chief Executive Officer Pierre Bellon, Sodexho Alliance is the world's leading provider of food and management services. With more than 308,000 employees on 23,900 sites in 76 countries, Sodexho Alliance reported consolidated sales of 11.7 billion euros for the fiscal year that ended on August 31, 2003. The Sodexho Alliance share has been listed since 1983 on the Euronext Paris Bourse, where its market value totals 3.9 billion euros. The Sodexho Alliance share has been listed since April 3, 2002, on the New York Stock Exchange.