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Today's agenda

1. Richard Cousins

Welcome & highlights

2. Johnny Thomson

Full year results

3. Richard Cousins

Growth strategy & outlook

4. Q&A



Highlights

ORGANIC REVENUE GROWTH

1 3.6%

OPERATING PROFIT MARGIN

↑ 20bps

FREE CASH FLOW

1 27%

EPS (CONSTANT CURRENCY)

37.9p

1 4.1%

INTERIM DIVIDEND

11.2p

1 5.7%

SPECIAL DIVIDEND

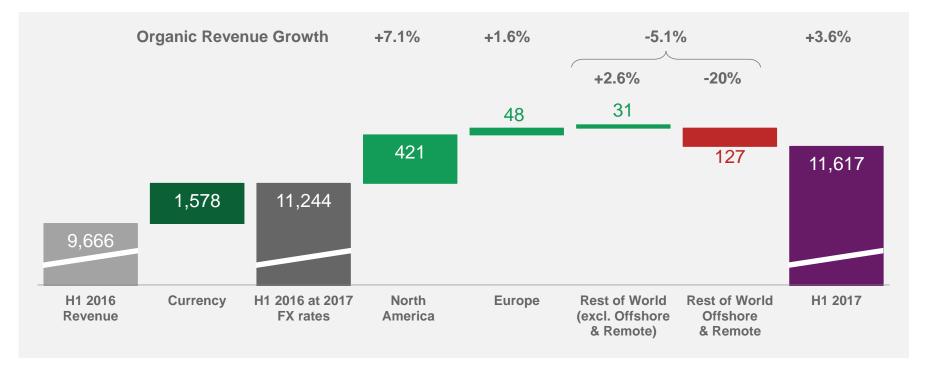
£1bn





Revenue

£m





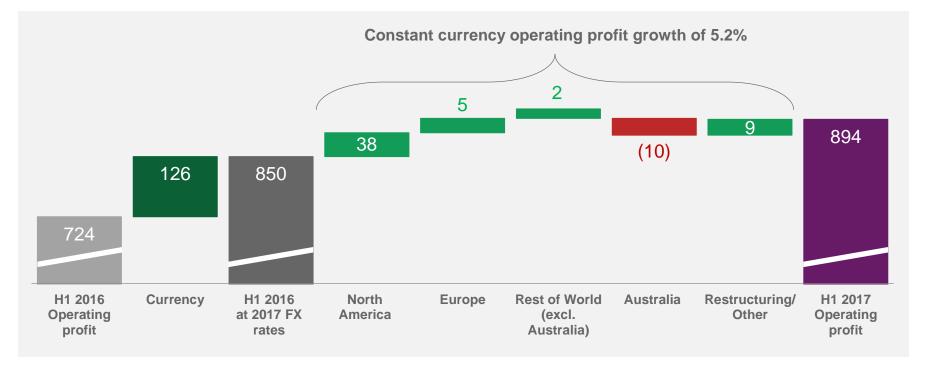
Underlying growth trends

	Q1 2017 Actual	Q2 2017 Actual	Q2 2017 Estimated*
North America	7.0%	7.2%	6.8%
Europe	0.0%	3.2%	1.7%
Rest of World	-6.5%	-3.7%	-3.6%
Group	2.8%	4.4%	3.8%



Operating profit

£m





Operating profit margin

	H1 2017	H1 2016
North America	8.5%	8.5%
Europe	7.5%	7.4%
Rest of World	6.3%	6.4%
Group	7.6%	7.4%



Currency impact on operating profit

£m	Impact on H1 2016 Profit	Impact on FY 2016 Profit
USD	76	103
EUR	17	20
CAD	5	5
AUD	8	10
BRL	5	9
JPY	4	6
Other	11	15
Total currency impact	126	168



Income statement

£m	H1 2017	H1 2016	
Operating profit	894	724	H1 2017 effective interest of 3%
Net finance costs	(52)	(47) ←	FY 2017 net finance costs expected to be around £110m
Profit before tax	842	677	
Tax	(213)	(166) <	FY 2017 expected to be 25.5%
Profit after tax	629	511	
Non-controlling interest	(6)	(4)	
Attributable profit	623	507	
Average number of shares (millions)	1,644	1,645	
Basic earnings per share (pence)	37.9p	30.8p	Constant currency EPS growth 4.1%
Dividend per share (pence)	11.2p	10.6p	DPS up 5.7% reflecting the H2 weighting of our performance



Operating cash flow

£m	H1 2017	H1 2016	
Operating profit	894	724	Depreciation and amortisation up c.£20m due to higher
Depreciation and amortisation	239	189 ←	capex and c.£30m due to FX
Net capital expenditure	(325)	(251) ←	H1 2017 gross capex 2.9% of revenues
Net cash flow	808	662	FY 2017 capex expected to be around 3% of revenues
Net cash flow conversion	90%	91%	
Trade working capital	(78)	(83) <	Working capital outflow in line with historical seasonality
Provisions	(19)	(5)	FY 2017 working capital expected to be small outflow
Operating cash flow	711	574	
Operating cash flow conversion	80%	79%	



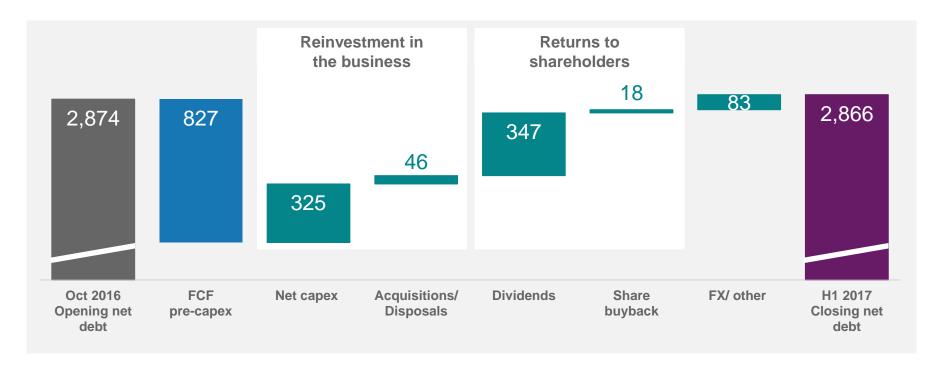
Free cash flow

£m	H1 2017	H1 2016	
Operating cash flow	711	574	H1 2017 lower as UK plan is in surplus with no further deficit funding required
Post-employment benefits	(5)	(21) ←	
Net interest	(38)	(39)	1 1 2017 expected to be around 22011
Net tax	(159)	(112) ←	H1 2017 net tax 19% due to phasing
Net other items	(7)	(6)	FY 2017 expected to be 20-23%
Free cash flow	502	396	
Free cash flow conversion	56%	55%	



Net debt

£m





Ongoing priorities for uses of cash

CAPEX

Appropriate investment: 2.5-3.0% of sales

DIVIDEND

Growing in line with constant currency EPS

Efficient balance sheet

Strong investment grade credit rating

Target net debt/ EBITDA 1.5x

M&A

Required returns > cost of capital by the end of year 2

RETURNS TO SHAREHOLDERS



Shareholder return: £1bn special dividend

- Proposed £1bn special dividend (61p per share)
- Share consolidation
- Strong deleveraging profile: estimated 2017 net debt/ EBITDA around 1.7x
- Continuing to target strong investment grade credit rating and net debt/ EBITDA of 1.5x
- Payment date 17 July, 2017



2017 guidance for modelling purposes

Interest charge	c. £110m
P&L tax rate	c. 25.5%
Cash tax rate	20-23%
Gross capex	c. 3% of revenue
Working capital	small outflow
Post employment cash contribution	c. £20m
Foreign exchange impact on 2016 EBIT (at current spot rates)	£168m



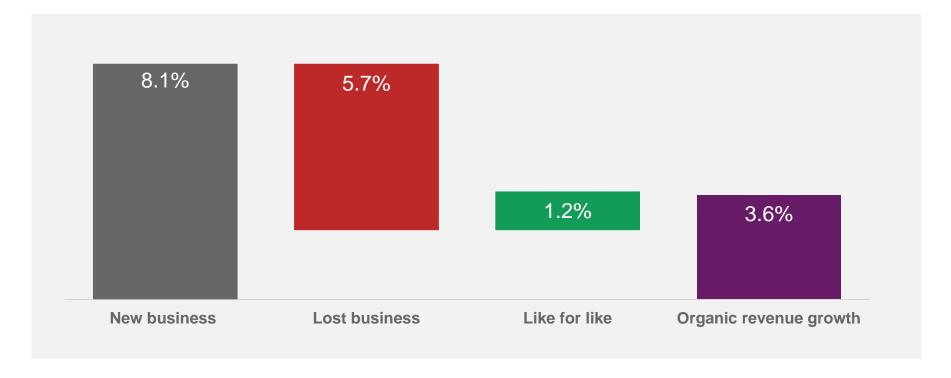
Financial summary

Organic revenue growth	+3.6%
Operating profit margin	+20bps
EPS (constant currency) 37.9p	+4.1%
Free cash flow	+27%
Interim dividend 11.2p	+5.7%
Share buyback	£18m
Special dividend	£1bn





H1 2017 organic revenue growth





HY 2017 margin progression





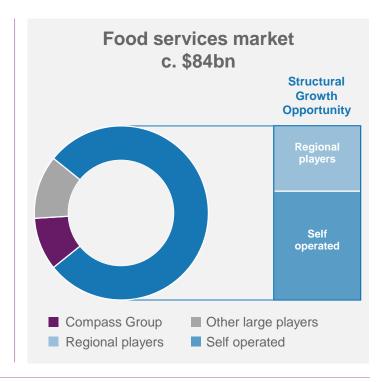
North America: core growth engine

Organic revenue up 7.1%

- Strong growth across all sectors
- Excellent retention
- Sensible pricing, some volume growth

Margins are strong at 8.5%

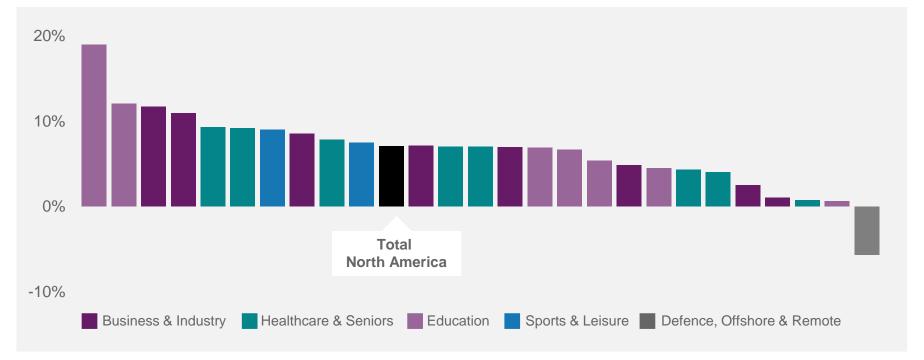
- Good efficiencies and pricing
- Labour cost inflation





North America: sub-sectorisation driving growth

Organic revenue growth H1 2017





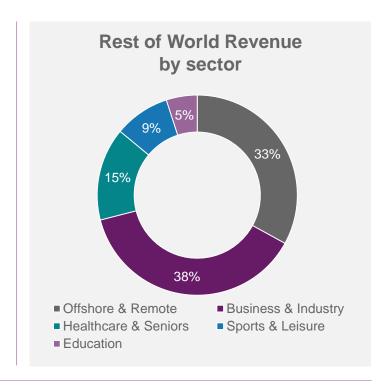
Rest of World: a mixed picture

Organic revenue down 5.1%

- Revenue up 2.6%, excluding Offshore & Remote
- Continued weakness in commodity related business

Margin down 10bps

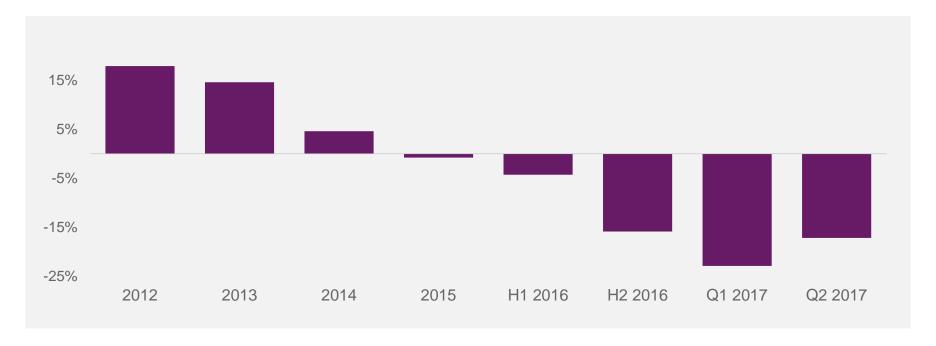
- Restructuring savings continue to help offset volume and pricing pressures
- Continued impact of commodity related construction projects in Australia





Rest of World: improving trend

Offshore & Remote organic revenue growth





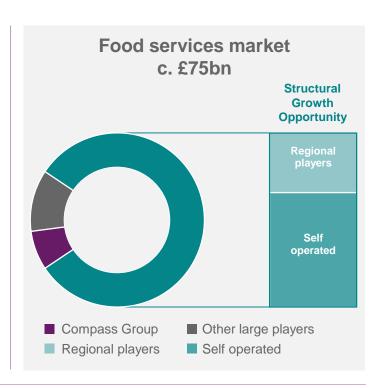
Europe: improving performance

Organic revenue up 1.6%

- New business run rate improving
- Sensible pricing
- Challenging in North Sea and France

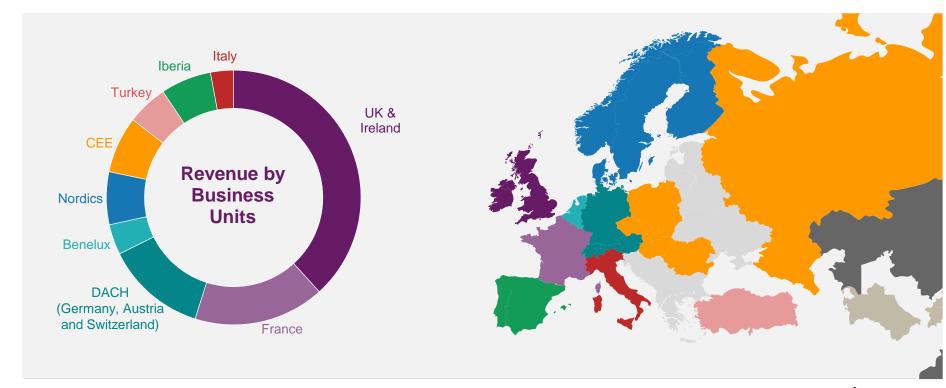
Margins up 10bps

 Efficiencies from the creation of the 9 business units and improving procurement





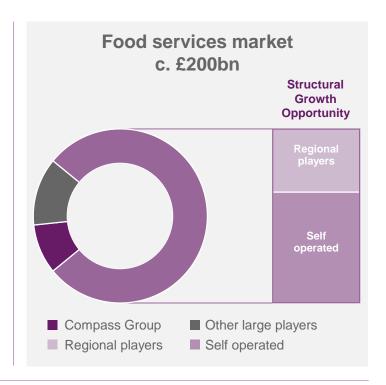
Europe: now managed as 9 Business Units





Our strategy is clear

- Focus on food our core competence
- Incremental approach to support services
- Prioritise organic growth
- Bolt-on M&A
- Best-in-class execution: cost advantage of scale, quality & innovation





Business model

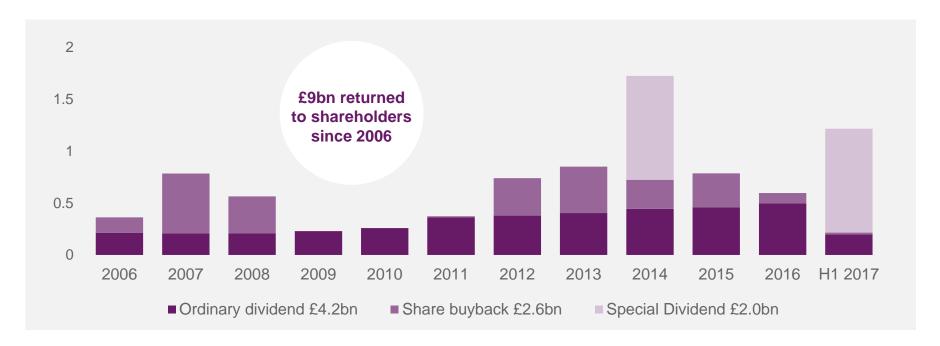


A proven and sustainable model



Returns to shareholders

£bn





Summary and outlook

- Continued strength in North America
- Rest of World a challenge but trends are encouraging
- Improving run rate in Europe
- Expectation for 2017 positive and unchanged
- £1bn special dividend
- Focused on strong growth with discipline







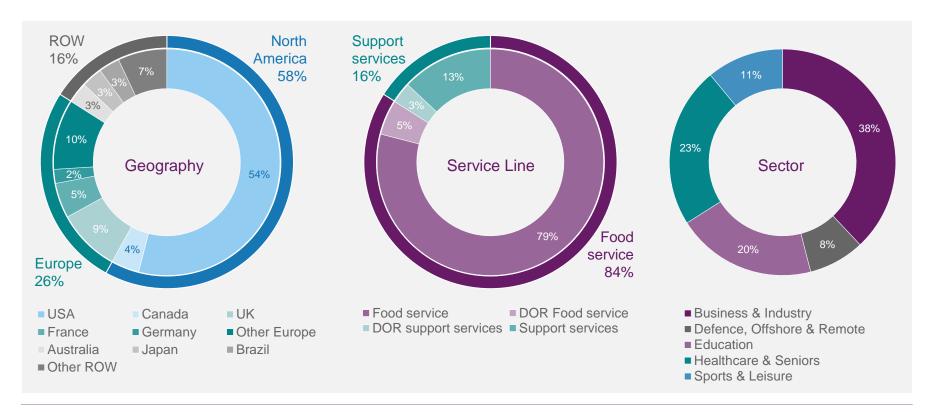
Proposed special dividend timetable

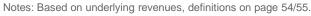
Record date for entitlement to the Interim Dividend	19 May 2017
General Meeting	7 June 2017
Payment of Interim Dividend	19 June 2017
Record date for entitlement to the Special Dividend	26 June 2017
New shares traded on the London Stock Exchange	27 June 2017
Payment of Special Dividend	17 July 2017

Further details will be included in the Circular expected to be issued on 15 May



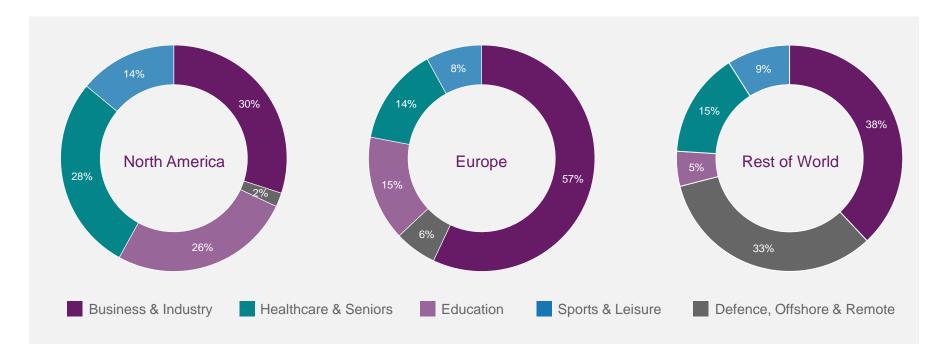
Geographic revenue by sector







Geographic revenue by sector





Geographic financials

£m	North America	Europe	Rest of World	Other ¹	Total
2017					
Revenue	6,792	3,023	1,802		11,617
Organic growth	7.1%	1.6%	(5.1)%		3.6%
Operating profit	580	226	113	(25)	894
Margin	8.5%	7.5%	6.3%		7.6%
Cash flow	479	200	76	(253)	502
Cash flow conversion	83%	88%	67%		56%
2016					
Revenue	5,418	2,722	1,526		9,666
Organic growth	8.3%	3.7%	1.7%		5.8%
Operating profit	461	201	97	(35)	724
Margin	8.5%	7.4%	6.4%		7.4%
Cash flow	408	138	57	(207)	396
Cash flow conversion	89%	69%	59%		55%

Notes: Based on underlying performance, definitions on page 54/55.

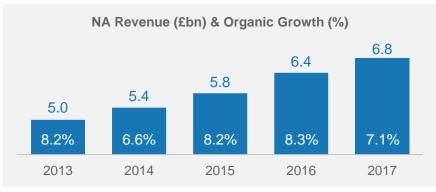
^{1.} Other operating profit includes unallocated overheads £34m (2016: £32m), EM & OR restructuring nil (2016: £11m) and share profit from associates £9m (2016: £8m). Other cash flows includes net interest and tax.

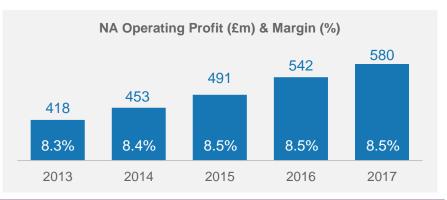


Geographic financials





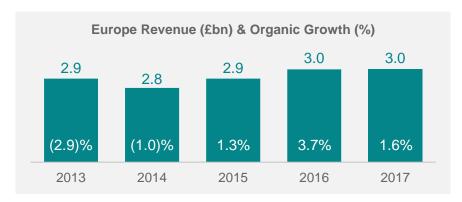




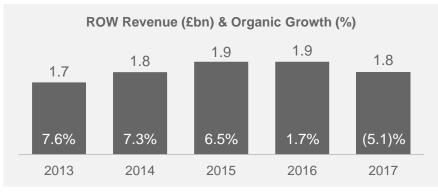
Notes: Based on underlying performance on a constant currency basis, definitions on page 54/55.



Geographic financials









Notes: Based on underlying performance on a constant currency basis, definitions on page 54/55.



Dividend cover

	2016	2015	2014	2013	2012
Per share (pence)					
Dividend (interim plus final)	31.7p	29.4p	26.5p	24.0p	21.3p
Underlying earnings	61.1p	53.7p	48.7p	47.7p	42.6p
Dividend earnings cover	1.9x	1.8x	1.8x	2.0x	2.0x
Cash (£m)					
Cash cost of dividend (in the year)	496	457	444	404	378
Underlying free cash flow	908	722	737	834	760
Dividend cash cover	1.8x	1.6x	1.7x	2.1x	2.0x



Operating cash flow

£m	2016	2015	2014	2013	2012
Operating profit	1,445	1,296	1,245	1,265	1,178
Depreciation and amortisation	395	340	317	299	282
Net capital expenditure	(549)	(476)	(445)	(434)	(366)
Net cash flow	1,291	1,160	1,117	1,130	1,094
Net cash flow conversion	89%	90%	90%	89%	93%
Trade working capital	12	(17)	(14)	102	31
Provisions	(10)	(20)	11	(35)	(17)
Operating cash flow	1,293	1,123	1,114	1,197	1,108
Operating cash flow conversion	89%	87%	89%	95%	94%



Free cash flow

£m	2016	2015	2014	2013	2012
Operating cash flow	1,293	1,123	1,114	1,197	1,108
Post employment benefits	(39)	(59)	(46)	(54)	(54)
Net interest	(94)	(93)	(71)	(65)	(73)
Net tax	(246)	(242)	(259)	(256)	(225)
Net other items	(6)	(7)	(1)	12	4
Free cash flow	908	722	737	834	760
Cash conversion	63%	56%	59%	66%	65%



ROCE

£m	2016	2015	2014	2013	2012
NOPAT	1,081	973	926	930	867
Average capital employed	5,565	5,093	4,799	4,878	4,774
ROCE	19.4%	19.1%	19.3%	19.1%	18.2%



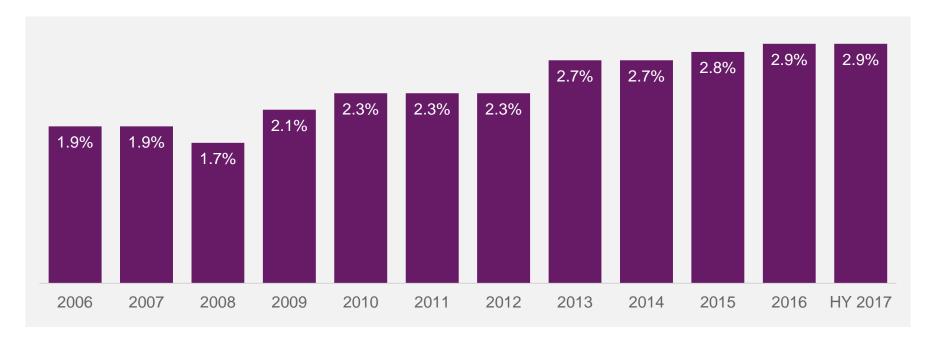
Balance sheet

Overview (£m)	2017 HY	2016 HY	2016 FY
Goodwill	4,126	3,768	4,050
Other non-current assets	2,840	2,392	2,694
Working capital	(837)	(711)	(897)
Provisions	(415)	(398)	(423)
Post employment benefit obligations	17	8	(21)
Current tax payable	(152)	(130)	(118)
Deferred tax	94	125	109
Net debt	(2,866)	(2,917)	(2,874)
Net assets	2,807	2,137	2,520
Shareholders' equity	2,791	2,125	2,505
Non-controlling interests	16	12	15
Total equity	2,807	2,137	2,520



Capital expenditure

% of revenue





Components of net debt	£m
Bonds	1,191
Private placements	1,519
Bank loans	577
	3,287
Finance leases	12
Other loans and fair value accounting adjustments	70
Derivatives	(114)
Gross debt	3,255
Cash net of overdrafts	(389)
Closing net debt at 31 March 2017	2,866



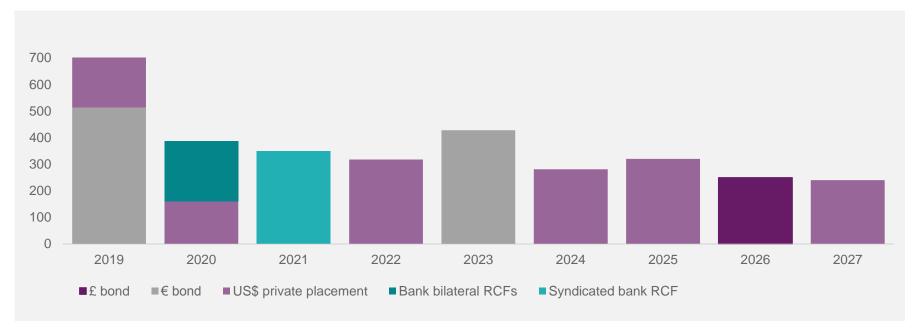
- · · · · ·		Maturing in	Drawn
Principal borrowings	Coupon	Financial Year	£m
Bonds			
€600m	3.125%	2019	513
€500m	1.875%	2023	428
£250m	3.850%	2026	250
Total			1,191
US private placements			
\$1,000m (2011 Notes)	3.31% - 4.12%	2019 – 2024	799
\$500m (2013 Notes)	3.09% - 3.81%	2020 – 2025	400
\$400m (2015 Notes)	3.54% - 3.64%	2025 – 2027	320
Total			1,519
Bank loans			
£1,000m syndicated facility		2021	350
£690m bilateral facilities		2020	227
Total			577

Notes: Based on nominal value of borrowings as at 31 March 2017. Interest rates shown are those at which the debt was issued. The Group uses interest rate swaps to manage its effective interest rates.

No other adjustments have been made for hedging instruments, fees or discounts. All the above bonds, private placements and bank loans are held at the Compass Group PLC level.



£m





Debt ratios and credit ratings

Ratings

		Outlook	Confirmed
Standard & Poors	А	Stable	25 Feb 17
Moody's	А3	Stable	02 Mar 17
Fitch (unsolicited)	A-	Stable	16 May 16

Ratios	2017	2016
Net debt ¹ / EBITDA ²	1.4x	1.8x
EBITDA ² / net interest ³	19.8x	16.8x

Notes:

^{1.} Net debt is adjusted where necessary for covenant definitions.

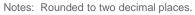






Exchange rates

Rates used in consolidation	Income Stat	Income Statement ¹		eet ²
_	2017 per £	2016 per £	2017 per £	2016 per £
Australian Dollar	1.66	2.04	1.64	1.87
Brazilian Real	4.02	5.73	3.97	5.09
Canadian Dollar	1.66	1.98	1.67	1.86
Euro	1.16	1.34	1.17	1.26
Japanese Yen	138.07	174.46	139.34	161.55
Norwegian Krone	10.46	12.65	10.74	11.89
South African Rand	16.96	21.79	16.77	21.14
Swedish Krona	11.18	12.45	11.16	11.65
Swiss Franc	1.25	1.46	1.25	1.38
Turkish Lira	4.30	4.30	4.55	4.05
UAE Dirhams	4.60	5.40	4.59	5.28
US Dollar	1.25	1.47	1.25	1.44



^{1.} Income statement uses average monthly closing rates for the 6 months to 31 March 2017.



Exchange rates

Effect on 2016 revenue and profit

	US Dollar			Canada Dollar		Euro		
£m cumulative change for an incremental 5 cent movement			£m cumulative change for an incremental 5 cent movement			£m cumulative change for an incremental 5 cent movement		
Exchange Rate	Revenue Change	Profit Change	Exchange Rate	Revenue Change	Profit Change	Exchange Rate	Revenue Change	Profit Change
1.67	(1,557)	(129.5)	2.13	(92)	(6.4)	1.53	(411)	(33.6)
1.62	(1,284)	(106.8)	2.08	(76)	(5.3)	1.48	(340)	(27.7)
1.57	(993)	(82.7)	2.03	(58)	(4.1)	1.43	(264)	(21.5)
1.52	(684)	(56.9)	1.98	(40)	(2.8)	1.38	(182)	(14.9)
1.47	(354)	(29.4)	1.93	(20)	(1.4)	1.33	(94)	(7.7)
1.42	-	-	1.88	-	-	1.28	-	-
1.37	379	31.6	1.83	22	1.5	1.23	102	8.3
1.32	788	65.5	1.78	44	3.1	1.18	213	17.4
1.27	1,228	102.2	1.73	68	4.8	1.13	333	27.2
1.22	1,704	141.8	1.68	94	6.6	1.08	465	38.0



Exchange rates

Effect on 2016 revenue and profit

Australian Dollar £m cumulative change for an incremental 5 cent movement			Em cumulative change for an incremental 20 centavo movement			Turkish Lira £m cumulative change for an incremental 20 kurus movement		
2.19	(92)	(8.5)	6.19	(92)	(5.3)	5.16	(129)	(8.9)
2.14	(75)	(6.9)	5.99	(76)	(4.5)	4.96	(107)	(7.4)
2.09	(58)	(5.3)	5.79	(59)	(3.5)	4.76	(84)	(5.8)
2.04	(39)	(3.6)	5.59	(41)	(2.4)	4.56	(58)	(4.0)
1.99	(20)	(1.9)	5.39	(21)	(1.2)	4.36	(30)	(2.1)
1.94	-	-	5.19	-	-	4.16	-	-
1.89	21	2.0	4.99	23	1.3	3.96	33	2.3
1.84	44	4.0	4.79	47	2.8	3.76	71	4.9
1.79	67	6.2	4.59	74	4.4	3.56	112	7.7
1.74	92	8.5	4.39	104	6.1	3.36	158	10.9



Definitions

Constant currency	Restates the prior year results to current year's average exchange rates.				
Underlying revenue	The combined sales of Group and share of equity accounted joint ventures.				
Underlying operating profit - Group	Includes share of profit after tax of associates and profit before tax of joint ventures but excludes the specific adjusting items, as listed below.				
Underlying operating profit - Region	Includes share of profit before tax of joint ventures but excludes the specific adjusting items, as listed below, profit after tax of associates and EM & OR restructuring.				
Underlying operating margin - Group	Based on underlying revenue and underlying operating profit excluding share of profit after tax of associates.				
Underlying operating margin - Region	Based on underlying revenue and underlying operating profit excluding share of profit after tax of associates and EM & OR restructuring.				
Underlying net finance cost	Excludes specific adjusting items.				
Underlying profit before tax	Excludes specific adjusting items.				
Underlying basic earnings per share	Excludes specific adjusting items and the tax attributable to those items.				
Underlying EBITDA	Based on underlying operating profit, adding back amortisation of intangible assets and depreciation of property, plant and equipment.				
Underlying tax	Excludes tax attributable to specific adjusting items.				
Underlying effective tax rate	Based on underlying tax charge and underlying profit before tax.				
Underlying cash tax rate	Based on net cash tax and underlying profit before tax.				
Underlying free cash flow	Adjusted for cash restructuring costs in the year relating to the 2012 and 2013 European exceptional programme.				
Free cash flow conversion	Underlying free cash flow expressed as a percentage of underlying operating profit.				



Definitions

Organic revenue	Calculated by adjusting underlying revenue for acquisitions (excluding current year acquisitions and including a full period in respect of prior year acquisitions), disposals (excluded from both periods) and exchange rate movements (translating the prior period at current year exchange rates).					
Organic revenue growth	Calculated by adjusting underlying revenue for acquisitions (excluding current year acquisitions and including a full period in respect of prior year acquisitions), disposals (excluded from both periods) and exchange rate movements (translating the prior period at current year exchange rates) and compares the current year results against the prior year. In addition, where applicable, a 53rd week has been excluded from the prior year's underlying revenue.					
Organic profit	Calculated by adjusting underlying operating profit for acquisition a full period in respect of prior year acquisitions), disposals (exclusive movements (translating the prior period at current year exchange	uded from both periods) and exchange rate				
Organic operating profit growth	Calculated by adjusting underlying operating profit for acquisitions (excluding current year acquisitions and including a full period in respect of prior year acquisitions), disposals (excluded from both periods) and exchange rate movements (translating the prior period at current year exchange rates) and compares the current year results against the prior year. In addition, where applicable, a 53rd week has been excluded from the prior year's underlying operating profit.					
Specific adjusting items	adjustment to contingent consideration on acquisition; tax o share-based payments expense – non-controlling interest profit	isition transaction costs; n share of joint ventures; /(loss) on disposal of businesses; financing items.				
EM & OR restructuring Net debt	Emerging Markets and Offshore & Remote restructuring. Overdrafts, bank and other borrowings, finance leases and derivate equivalents.	ative financial instruments, net of cash and cash				

