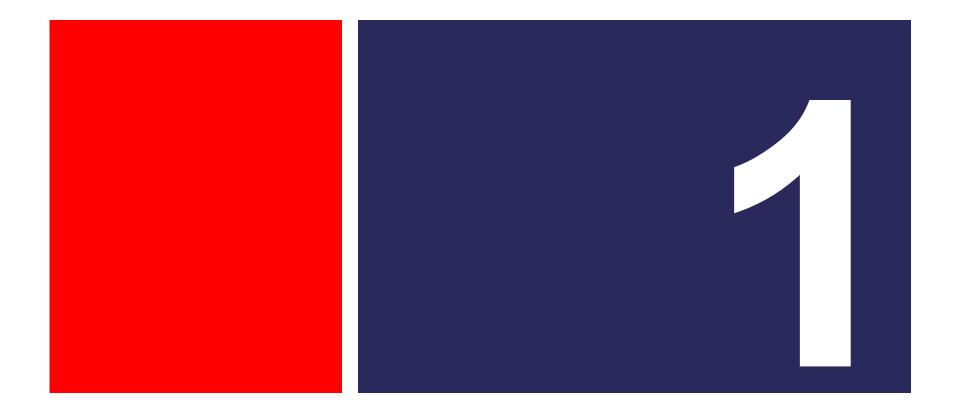


## **Agenda**

- 1. Sodexo in Brief
- 2. Cafeteria Team
- 3. HSE Policy
- 4. Logistics & Purchasing
- 5. Nutrition

## **Sodexo in Brief**



#### Sodexo at a Glance

Fiscal 2018

€20.7bn
in consolidated revenues

World leader in Quality of Life Services

427,000 employees

+100 professions

80 countries

100 million

consumers served daily

#1 France-based private employer worldwide\*

Client retention rate 93.5%

## Our presence in educational institutes

**WORLDWIDE** 



#### **IN CHINA**



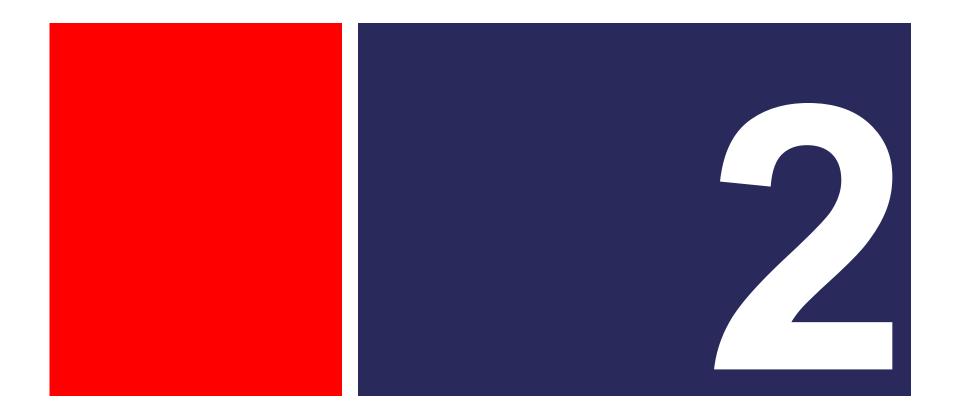
### **Sodexo In China since 1995**

50+ cities 500+ sites 12,500 full-time employees Serving 1,100,000 consumers every day 100+ service lines

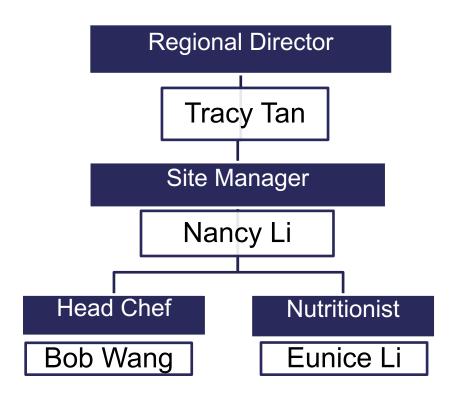
- On-site Services
- Benefits and Rewards Services



# **Cafeteria Team**



## **Organization Chart**



Nancy Liu Site Manager



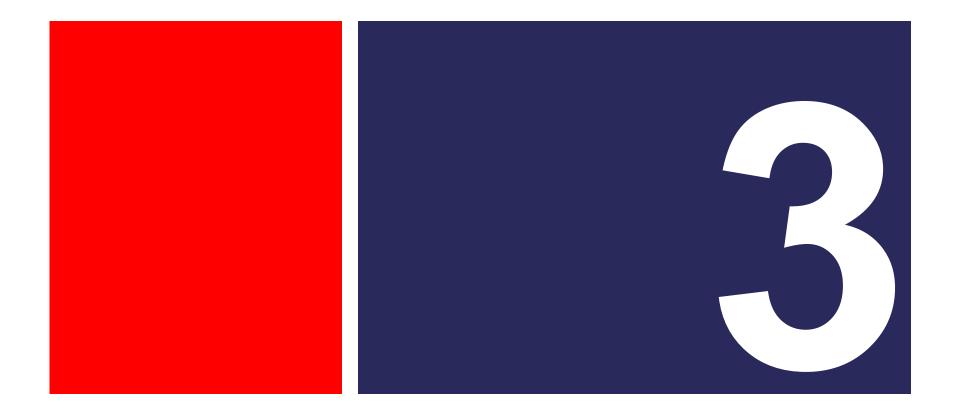
**Bob Wang Head Chef** 



- 20 years experience in administration
- 10 years experience in school operation

- 20 years experience in western food
- Many years experience in hotel and international school

# **HSE Policy**



## A Time-Tested Hygiene and Safety Expert

Sodexo is one of very few service providers with its own dedicated Hygiene and Safety department. The team is responsible for developing, implementing and auditing H&S standards with 11,000 employees working at all sites in China.

Sodexo is capable of providing comprehensive scope of Hygiene and Safety services for clients including assessment of premises, customization of food safety control, investigation of H&S incidents, customization of cleaning programs, kitchen design consultancy, H&S audit and report, food safety training, and third-party auditing and testing services.

## Hygiene, Health, Safety and Environment















#### A culture built around a zero accident mindset

#### **Leadership focus**

culture and behaviours are driven by the examples and boundaries set by our leaders coupled with a visible commitment to improve

#### Training and competence

maintaining and developing our capabilities and competencies enabling us to effectively identify and manage HSE risks



#### **Communications and engagement**

have to exist at every level of the organisation, recognising that safety is the responsibility of everyone, at very level, in every environment and for every activity and job

#### **Compliance and learning**

robust processes to assure we adhere to HSE laws, regulations, Group standards and client contractual commitments combined with a systematic approach to learning from any accidents that do occur

#### A Proactive Platform of Health and Safety Management

#### Salus will be used for:

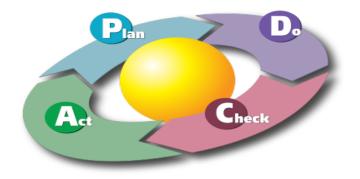
- Report accidents in a same way and share information
- From the accident occurred and took the appropriate action plan until the end, it includes the action classification, alarm, investigation and root cause analysis.
- It can automatically generate the report.
- Analyze our performance based on compete date to identify differences and improvement.

#### Salus work scope includes:

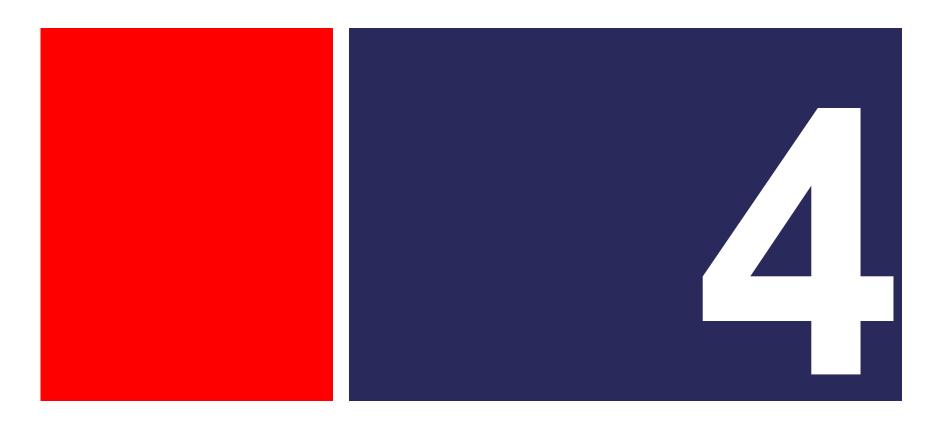
- Food safety
- Workplace safety
- Environmental / Security accident
- Claim management

#### Salus will:

- Save money
- Effectively avoid waste
- Improve our standards



# **Logistics & Purchasing**



#### **Our commitment**

- Health and safety is the founding pillar on which we base our mission to improve the Quality of Life.
- From farm to fork, Sodexo number 1 priority is always food safety.



## Food safety, from the source

#### **Supplier Quality Control**

> Rigorous Supplier Selection (over 100 checks)

Fully independent Supervision

#### **Product Quality Control**

- > Platform Testing
- Site Testing
- Food safety Testing

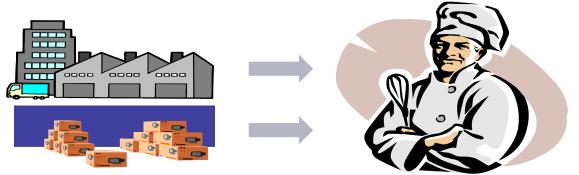
 50 cities, over 8000 different food & beverage products



### **Logistics Flow**

Supplier delivers goods directly to Sodexo

- Manufacturer
- Distributor



Manufacturer delivers goods to Sodexo Canteen through Logistics supplier. Manufacturer is called as "Upstream".



## **Temperature truck with GPS**





## Warehouse

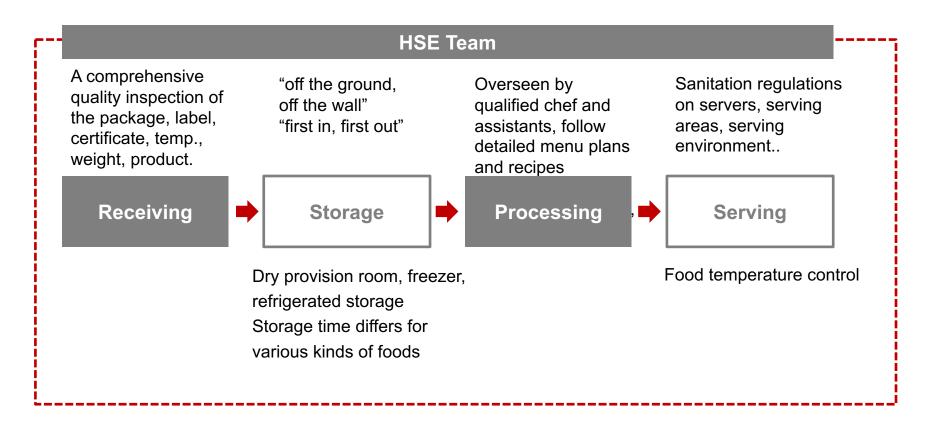








## Food safety, preparation



#### Online monitor managing

According to monitoring center to control all supplier's delivery and warehouse. including location monitoring, Temperature monitoring, CCTV monitoring, closed testing.



#### **Daily Quarantine license**







#### 新发地批发市场放心果蔬检测报告

此表仅供参考

送检单位(或个人): 北京世纪开秦农副产品产销有限公司

编号	水果名称	样品产地	抑制率 (%)	结果判定
(1)	火龙果	海南	15.55%	合格
(2)	柠檬	PQ /11	14.10%	合格
(3)	福建甜橙	福建	18.12%	合格
(4)	进口橙	美国	11.87%	合格
(5)	优质芒果	海南	12.63%	合格
(6)	毛桃	河北	17.25%	合格
(7)	新西兰猕猴桃	新西兰	14.82%	合格
(8)	冬枣	山东	11.10%	合格
(9)	龙眼	广东	12.74%	合格

注:结果判定: ≤50%为合格

检测日期: 2018年10月22日



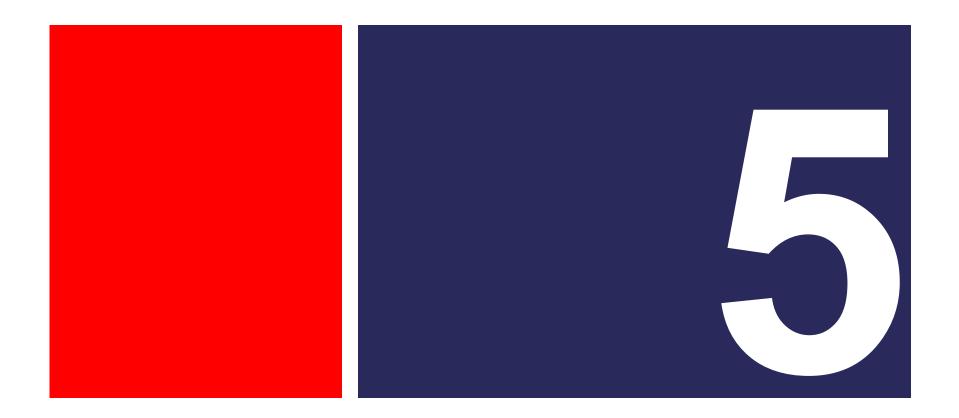
#### **Received Foodstuff Photos**







# **Nutrition**



### We look after you child's nutritional needs!

- Food plays a crucial role in the development of children, it is critical that they have a balanced menu.
- Sodexo is dedicated to upholding students' Well-Being and serving meals that will support their growth, development, health and academic achievement.





盐 <6克 油 25~30克

奶及奶制品 300克 大豆及坚果类 25~35克

畜禽肉 40~75克 水产品 40~75克 蛋 类 40~50克

蔬菜类 300~500克 水果类 200~350克

谷薯类 250~400克 全谷物和杂豆 薯类 50~150克 50~100克

水 1500~1700毫升







### **Menu Program for KG**

We have introduced Menu Programme, which highlights food varieties, healthy cooking methods, suitable portion size and full-scale intake of nutrients which is show as a face below. We understand that children like treats, but we aim to make our treats healthy, or limit the times they appear on the menus.



Happy face means heathier choices and they can have as much as they want. We like these.



Flat face are limited for weekly occasions



Sad face, whilst the children love these dishes, we are very careful on how often we serve them.

### **Menu Program**

Follow standard structure to create menus

MENU Planning for Preschoolers							
Offer Ty	/pe	1st Day	2nd Day	3rd Day	4th Day	5th Day	
Main entrée	Option 1	Fish	Chidan	Wonten/dumplings /noodle/Paste/Pizza (Pork)	Egg + meat	Burger/French Nes/Chicken)	
		Rossing / Steaming / Boiling	Braising / Str-Byinglor with fatly meat	Green or Yellow	Steaming / Roasting		
Sandwich		Ham / Bacon - Yellow	Egg or beef- Green	Fish - Green	Chicken - Green	Ham/Bacon or Egg - Yellow or Green	
Offer Ty	/pe	6th Day	7th Day	8th Day	9th Day	10th Day	
Main entrée	Option 1	Pork	Beef	Wontonidumplings /noodle/Paste/Pizze(Chicken)	Egg = meat	Fish	
		Green or Yellow	Green or Yellow	Roasing / Steaming / Boiling	Green or Yellow	Rossling / Steaming / Boiling	
Sandwich		Chicken - Green	Pork - Green	Fish - Green	Chicken - Green	HamBacon - Yellow	
Offer Ty	/pe	11th Day	12th Day	13th Day	14th Day	19th Day	
Main entrée	Option 1	Pork	Chidan	Wonton/dumplings incode/Pasta/ Pizza (Beef)	Park	Dusk	
	Option 1	Green or Yellow	Rossling / Steaming / Boiling	Boling / Steaming	Braising / Str-Bying	Green / Yellow	
Sandwi	ich	Chicken - Green	Fish - Green	HamBacon - Yellow	Chicken - Green	Egg - Green	
Offer Ty	/pe	16th Day	17th Day	18th Day	19th Day	20th Day	
Main entrée	Option 1	Pork	Fish	Worthridumplings Incode Pasta Pizza (Chicken)	Egg = meat	Beef or poulty	
		Roasting / Steaming / Boiling	Braising / Str-trying /Pan-trying	Boiling / Steaming	Steaming / Roasting	Braising / Str-tryinglor with some futly meat	
Sandwich		Fish - Green	Pork - Green	Chicken - Green	Ham - Yellow	Fish - Green	
	Meats	Cooked lean neat 35-40g, equal raw meat 40-50g					
		Leafy / Sten "1 Gourdal Flower / Fruits / Legume "2 Mixed Vegs "2					
	Veg Dish	Steaming / Boiling / Poachting * 4 times or more per week Baking with old/ Grilling no more than once per week					
Others		Porton size: 60-60g					
Others	Salad	Fruits + Vegetables + Eggs + Beans or Beancurds + Diced Chicken Breact 30-50 g per kid					
	Grains	Peter Search Peter (Free Core on and Promptie Res Cores Cores(and), Microllances (Core Long Cores Cores Colinica Porton Gas epicialisms Cores (res (Free Cores) (Free Core Cores Cores) (Cores Cores) Research (20) colorador (res (Free Cores)) (Free Cores (res (Free Cores)) (Free Cores (res (Free Cores))) (Free Cores (res (Free Cores))) (Free Cores) (Free C					
Dasmorg(T) Boldry R. Gostaffy 18, Salat or Cost Maine (EVD 包目、469 多 EU-Pylor clied 現在5 元 Rac Executions 日間間、 Salaring of Entering 日 日 Las Executions Conseased metals 会計 発展 ジリローアルドド be much faster or creamy jess than 10 game per dial jill 将車包 chause (seat blan 20 game per dial) デ 子型の展集				is (less then 20 grams per [d 撰哲 9 デ10g), No much			
Color Code  -Mainly for lean meats  -No any processed meat for preschoolers		SS-Pying) Emaing long sause) 등 Postatel while circles or duck Right Ris Het Of Souling 2 등 Sub- cauting 4-31 Sprinting Obs Byte Perkrying will have sits \$ 5_6,8785 Mich processed manifold grant or door per dail 및 Ris 1, 1240 (F-147), with some siting man IF Right Much better or comany(F-24) games per dail) Bit 18 [5 gig Bit 2-26], Much Hosses (Dire abon grams per dail) Bit 184 250 5 3 Talex-made cake with limited at and super 1-47 50 Bit 185					
		Topograpial with much access or olders 漢思尼, Bathouse with much case or old 新 英語 Desp-lying原, Chipy lying 漢語 To much haber or owaing (Digwan or allow part of much part of light part of the part of t					
Historyfieth Build							

 Clarify recommendations for a menu cycle

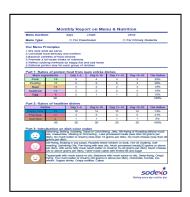
Menu Program – KG / PM						
lcons	Preschooler	Primary				
<b>(1)</b>	≥80%	≥ 70%				
	< 15%	< 20%				
8	< 5%	< 10%				

Easy to generate reports

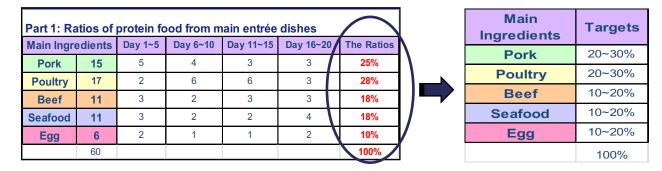




## **KPI Specification for Menu Program**

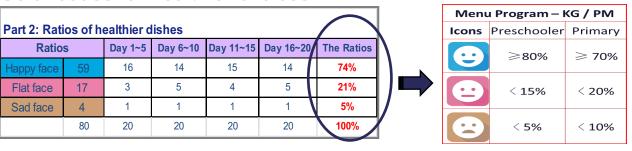


1. Main ingredients for a cycle menu (Meat & Mixed dish)



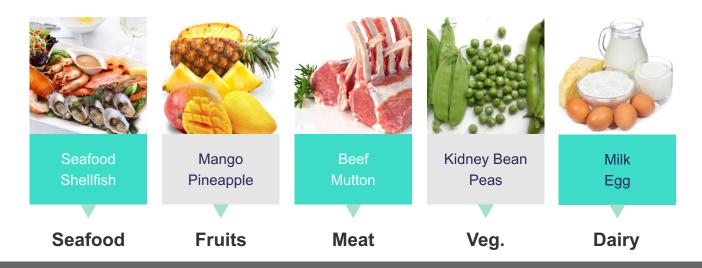


2. Color codes for healthier choices



## **Special Food**

- Sodexo is a nut free kitchen.
- Please contact us for allergies or special diet.



For the above allergens, we will provide a suitable alternative.

### Thank you for your trust!

We will make more efforts to make children eat healthier and more happily!





# Thank you