



Press release

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## **The Group strengthens its presence in Italian airports**

# **Autogrill opens up in Catania and Florence airports with local partners and products**

- The five-year contracts will generate around €50m in accumulated sales.
- With Catania and Florence, Autogrill now operates in 10 Italian airports

Milan, 9<sup>th</sup> March 2006 - Autogrill (Milan: AGL IM) strengthens its presence in the Italian airport channel by securing two new concession contracts, one in Catania's new Fontanarossa Airport and the other in Florence's Amerigo Vespucci Airport. Overall sales generated by the two 5-year contracts are expected to be around €50m.

The two new operations bring the number of Autogrill's Italian airports to 10, in addition to another 11 elsewhere in Europe. Further, thanks to the acquisition of Florence and Catania only a few months after Bergamo and Brescia, the Company is now present in 7 of the top 10 Italian airports in terms of passenger traffic.

### **Fontanarossa Airport, Catania**

Autogrill was awarded the bigger of two lots put out to tender by SAC (Società Aeroporto Catania S.p.A.) for the management of all the f&b services and some of the retail areas in their new airport set to open in 2006.

The Lot awarded to Autogrill includes two f&b and retail areas, one in the check-in zone, upstream of passport control, and the other in the vicinity of the boarding gates.

Autogrill submitted an innovative business plan in partnership with two top local operators in the sector: Spinella, the famous confectioners in Catania's via Etnea, and Don Camillo, a restaurant owned by renowned Siracusa chef Giovanni Guarneri, enabling typical Sicilian recipes to be featured.

The offer thus included Autogrill brands - Ciao Ristorante, Acafé, Spizzico, Time Cafè and Titoli, its books, newspapers and convenience store brand – and the local Spinella and Don Camillo brands.

With passenger traffic growing at an annual rate of around 8% from 2002 to 2005 (source: Assaeroporti), Catania Airport is the 5<sup>th</sup> biggest in Italy (around 5.2m users in 2005).



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**Amerigo Vespucci Airport, Florence**

Autogrill was assigned one of two concession lots for f&b services in Florence Airport. In the unrestricted area between check-in and arrivals, Autogrill will be opening an Acafé bar, a Spizzico restaurant and a corner featuring local specialities.

With 1.7m passengers in 2005, up 14% on 2004, the Tuscan capital's airport moved up two places to 15<sup>th</sup> in the ranking of Italian airports (source: Assaeroporti).