



Press release

Communications and  
Public Affairs Department  
Centro Direzionale Milanofiori  
Palazzo Z, Strada 5  
20089 Rozzano MI Italy

Tel +39 02.4826.3250  
Fax +39 02.4826.3614  
www.autogrill.com

## The awarding consolidates Aldeasa's international strategy

# Aldeasa starts up in the USA with a duty-free concession in Atlanta International Airport

- Accumulated sales of over \$260 million over the period 2007 to 2014.
- Bid made in association with HMSHost and local operator Shellis Management Services.
- Hartsfield Jackson Atlanta International Airport, the world's busiest airport in terms of passenger traffic, topped 84 million passengers in 2006.

Milan, 8<sup>th</sup> February 2007 – Aldeasa S.A., one of the world leaders in the airport retail sector and a 50/50 joint-venture between Autogrill S.p.A. (Milan: AGL IM) and Altadis S.A. (Madrid: ALT SM), is joining the US market, where it has won a tender, called last May, to operate a 640 square metre duty-free area in the world's busiest airport in terms of passenger traffic - Atlanta International Airport.

The bid was made in association with Autogrill's North American business unit HMSHost (mainly active in US and Canadian airports) and with local operator Shellis Management Services.

Aldeasa chairman **Javier Gómez-Navarro** commented that "the start up of operations in both Atlanta and Vancouver - two of the most important airports in the continent - at about the same time highlights the relevance of these heavily transited market for Aldeasa and the company's capacity to immediately implement its international strategy".

Operation of this retail space, which will be fully renovated and reconfigured with respect to the existing 370 square metres, is expected to generate accumulated sales of over \$260 million in the period 2007-2014. Aldeasa will take to Atlanta some of the new services and concepts implemented in Terminal 4 at Madrid-Barajas airport. The point of sale will be located in Concourse E, the main transfer point for international passengers. The store will offer an array of high-end fragrances and cosmetics and wines and spirits in addition to international clothing and luxury accessory brands.

### Hartsfield-Jackson Atlanta International Airport

Hartsfield-Jackson has seen strong growth since 2000 in terms of international passenger traffic, resulting in an increase in expenditure per passenger and in larger duty-free sales. In 2006 it topped 84 million passengers. Concourse E is served by eight international air carriers, including Delta Air Lines, British Airways, Lufthansa, Air France, KLM and Korean Air.



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## Aldeasa

Aldeasa (50% Autogrill - 50% Altadis) is a world leader and the no. 1 in Spain in the airport retail & duty free business. Operating in 14 countries in South America, Middle East, North Africa and Europe, its 2,700 employees run 260 points of sale in 40 airports and 46 museums and other cultural sites. The offering in Aldeasa stores ranges from fragrances to cigars and from souvenirs to major luxury brands. In the first nine months of 2006, it posted revenues of €545.2 million, up 11.7% on €488 million in the same period 2005 (up 7% in Spanish airports and 40% in other airports). The company closed 2005 with revenues of €646.9 million.

## Autogrill Group, Inc.

Autogrill Group, Inc., Autogrill's wholly-owned American subsidiary, operates food & beverage and retail services in major airports and motorways in North America and the Pacific region, through its division HMSHost. Operating in over 90 airports, of which 19 out of the top 20 in North America, it posted sales of \$1,602.5 million in the first nine months of 2006, up 5.3% on \$1,522.3 million in the same 2005 period. Sales in 2005 amounted to \$2,163 million, up 7.9% on \$2,005.6 in 2004.

For further information:

Patrizia Rutigliano

Director of Group Communication

T: +39 02 4826 3224

[patrizia.rutigliano@autogrill.net](mailto:patrizia.rutigliano@autogrill.net)

Cristina Rossi

Press Office

T: +39 02 4826 3897

[cristina.rossi@autogrill.net](mailto:cristina.rossi@autogrill.net)

Elisabetta Cugnasca

Investor Relations Manager

T: +39 02 4826 3246

[elisabetta.cugnasca@autogrill.net](mailto:elisabetta.cugnasca@autogrill.net)