



Press release



## The number of countries where the Group operates rises to 30 Autogrill enters Indonesia, strengthens Asia presence

- Estimated total revenues of around US\$90m in 2014-2018
- 16 points of sale at Bali-Ngurah Rai, Surabaya-Juanda and Balikpapan Sepinggan airports

Milan, 29 November 2013 – Autogrill Group (Milan: AGL IM) continues its expansion in Asia and enters Indonesia having won three 5-year contracts to operate 16 points of sale, 11 at Ngurah Rai International Airport in Bali, two at the Surabaya-Juanda hub and three at Balikpapan Sepinggan Airport. The business will be run by ATG Indonesia, the new company set up via a joint venture between Autogrill's HMSHost International division and Taurus Gemilang, a local airport Food & Beverage operator. These concessions are expected to generate total revenues of around US\$90m over the 2014-2018 period.

"Our start up in Indonesia follows our entry into Vietnam in April with which we embarked on a new phase of our development in emerging economies in the Asiatic area," said **Gianmario Tondato Da Ruos**, Autogrill CEO. "The globalization of our activities is strengthened by our expertise in forming partnerships with local enterprises, thus strengthening our cross-cultural identity and capacity."

The points of sale at the Bali-Ngurah Rai airport will be in the International Terminal and cover a total of over 2,200 m<sup>2</sup>. The offering will include a variety of international and local brands, popular in the South East Asia region, reflecting the multi-ethnic mix of travellers using this airport. Autogrill will bring a Western coffee brand, complemented by **Toast Box**, a local coffee and bakery concept and **La Place Express**, a European fresh food market concept. The offering will be enriched with brands from the Group's own portfolio such as **Two Tigers**, a sushi & noodle bar, **Urban Food Market**, an "on the go" convenience store, as well as a focus on fresh ingredients cooked to order on premise. Further a themed café and bar concept, **The Last Wave**, will be designed specifically for the tourist market providing travellers with a signature sense of place of the tropical island of Bali.

In Surabaya-Juanda Airport's new Terminal 2, the concepts will introduce international brands such as **Burger King** and **Popeye**, the quick-service chicken-based concept. In Balikpapan's International Airport, the offering will include an **Espresso 2 Go**, a Western coffee based concept, and a **Burger King**.

"This partnership with Autogrill is of great value to us because it brings to the market the experience and know-how of a world leader in this sector," said **Budi Purnomo**, Taurus Gemilang CEO. "Our knowledge of Indonesian passengers together with Autogrill's expertise opens up a scenario full of opportunities."

These three airports are managed by Angkasa Pura I, a State-Owned Enterprise specialized in airport management. The company manages a total of 13 airports spread across the central, all the way up to the eastern part of Indonesia, from Ahmad Yani Airport in Semarang, up to Frans Kaisiepo Airport in Biak located in the far eastern tip of the archipelago.

"Through this partnership we believe Ngurah Rai International Airport, Juanda Airport and Balikpapan Airport will deliver high quality brands, excellent customer services and selling value for money products." said **Tommy Soetomo**, President Director of Angkasa Pura I.



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After China and India, Indonesia is one of the Asian countries with the highest growth potential in airport Food & Beverage. Since 2004, it has seen its GDP has grown at an average annual rate of around 5% making Indonesia one of the most dynamic economies in the South East Asia region.

### **Bali - Ngurah Rai Airport**

Bali is Indonesia's biggest tourist attraction. Its airport is the main gateway to the island for the numerous tourists for vacations every year. The passengers mix represents mostly Australian (26%), Chinese (13%), Japanese (10%), Malaysian (6%) and Korean (5%). With over 14 million passengers (around 50% international) in 2012 (+12% vs 2011), Ngurah Rai is the country's third largest airport by traffic<sup>1</sup>. The Bali - Ngurah Rai Airport added a newly built International Terminal to increase the overall capacity and is expected to handle up to 24 million passengers per annum by 2018.

### **Surabaya-Juanda Airport**

Surabaya-Juanda is the country's second largest airport by traffic after Jakarta. It has enjoyed 16.3% average annual growth in passengers since 1999, topping 16 million in 2012. To handle growing passenger flows (expected to reach 30 million within the next two years<sup>1</sup>) the airport has initiated an extension programme with the building of a new Terminal 2, mainly for international flights.

### **Balikpapan- Sepinggan International Airport**

Sepinggan International Airport is the main airport serving East Kalimantan Indonesia. The airport operates both domestic and international flights flying to Singapore. Domestic airlines operate services to Jakarta, Makassar, Surabaya and other locations of the archipelago.

## **Autogrill Group**

Autogrill is the world's leading provider of Food & Beverage services for travellers. Active in 30 countries with over 56,000 employees, it has 4,700 points of sale in more than 1,000 locations and operates prevalently under concession agreements in airports, motorways and railway stations, as well as in selected shopping centres, trade fairs and cultural sites. The Company has a portfolio of over 250 international and local brands, managed directly or under license. Listed on the Milan stock exchange, Autogrill is indirectly controlled by Edizione S.r.l., the financial arm of the Benetton family, with 50.1% of the share capital.

## **Taurus Gemilang**

Jakarta-based Taurus Gemilang (TG) has been operating in Indonesian airports for over 30 years. Founded in 1989, it is a provider of Food & Beverage services in the country and the leading operator of executive lounges at the major airports, including Soekarno-Hatta, Jakarta, the 9<sup>th</sup> busiest airport in the world according to 2012 statistics by Airports Council International.

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<sup>1</sup> Sources: Ngurah Rai International Airport and Juanda International Airport