



Press release

Media Relations

Tel +39.02.4826.3250  
Fax +39.02.4826.3614  
ufficiostampa@autogrill.com  
www.autogrill.com

**The new concession creates a long-term partnership with Schiphol, the fourth largest hub in Europe. The success in Amsterdam marks the official debut of HMSHost Europe**

## **The Autogrill Group wins a new contract in Amsterdam worth 700 million euros and prepares to add the European airport market to its leadership positions**

Milan, 10<sup>th</sup> December 2003 - Autogrill Group, through its US subsidiary HMSHost Corporation, the leading provider of food, beverage and retail concessions on the US airport market, has been awarded **a new contract at Amsterdam Airport Schiphol. This contract extends its agreement until 2017 for the 56 restaurants and Terminal Hotel it operates and has planned inside the airport. In 2004, HMSHost will develop and operate 10 new outlets covering a surface area of approximately 3,500 square meters in addition to the existing 15,000.**

**The projected revenues from the additional contract term amount to 700 million euros. They will be in addition to the 400 million euros generated by HMSHost's existing contract.**

Amsterdam Schiphol is the **fourth largest hub in Europe** in terms of passenger traffic handling approximately **40 million travelers** every year.

HMSHost's food & beverage operations at Schiphol represent one of the best concept mixes in the world, meeting the needs of all classes of traveler using the airport to ensure the satisfaction of the greatest possible number of passengers. Customer satisfaction translates into one of Europe's highest average spends per passenger: 3.4 euros.

The success in Amsterdam marks the official debut of HMSHost Europe, the new unit set up to develop the airport network in Europe. The members of the team, which is led by Elie W. Maalouf, are Daniele Valori – Business Development, Reoewein Nielten – Concepts and Roel Van Meyer – Design and Construction. Operations at Amsterdam airport are Headed by Walter Seib, while operations at Zurich airport are headed by Frank Eberli.

"The Autogrill Group is proud to have established a long-term partnership with Europe's most successful airport, which has won numerous awards from the International Airport Transport Association", commented Autogrill Chief Executive Officer Gianmario Tondato. "Our operations at Schiphol provide a key platform for the transfer of HMSHost knowhow to the European airport channel, where we intend to expand our operations over the next few years".



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In addition to well known international brands like **Burger King** and **Sbarro**, HMSHost has developed a number of custom concepts for travelers using Amsterdam Schiphol. These include:

**The Palais including a Brown Dutch Café and a Mediterranean Sandwich Bar.** This concept is part of the HMSHost program to enhance local culture and traditions through its outlets.

In addition to well known international brands like **Burger King** and **Sbarro**, HMSHost has developed a number of ad hoc concepts for travelers using Amsterdam Schiphol. These include:

**The Palais includes Brown Dutch Café and Mediterranean Sandwich Bar.** This concept, which reproduces Holland's Paleis voor de Volkslijt palace, is part of the HMSHost program to enhance local culture and traditions through its outlets.

**Bubbles Seafood and Wine Bar.** This modern, captivating space will sport a nautical theme and serve fresh seafood daily. Its wine list has more than sixteen varieties of wine by the glass from the world's finest vineyards plus a selection of champagnes.

**Water and Energy Bar.** For travelers with particular health and dietary concerns, this innovative modern concept offers a wide range of fruit-based beverages.

**Market Food Court.** The 1,500 square meter food-court can seat more than 400 people, and offers families an extensive choice of international and local dishes in a relaxing ambiance.