



Press release

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In the run-up to the Olympics Autogrill locations at Athens International Airport increase from 4 to 9

Autogrill also wins contract in French airports: 8-year concession for 77 million euro at Marseilles, with passenger traffic of 5.4 million

Milan, 2nd March 2004 - The Autogrill Group announced its entry, through **Autogrill France** and **HMSHost Europe**, on to the French airport food & beverages market, with a contract to operate 8 outlets at **Marseille Provence airport**. Autogrill will be joining the international players active in the French airport channel.

The Group has also expanded its operations at **Athens** International Airport, where HMSHost Europe has been awarded two new contracts in the run-up to the 2004 Olympic Games.

Marseille Provence Airport, France

The concession is for **8 years (2004-2011)**, with operations covering a total surface area of more than 3,300 sq.m and generating **net sales of 77 million euros**.

Marseille Provence is France's fourth-largest airport in terms of passengers (**5.4 million in 2003**), after Paris, Nice and Lyon and ranks second for links with North Africa. It provides **28 daily flights to and from Paris, and handles direct flights to 81 cities in 28 countries operated by 26 airlines**.

In the three-years 2004-2006, Marseille Provence passenger traffic is expected to show **6,5% annual average growth**. This growth reflects the upturn in international air traffic, the arrival of new low-cost airlines at Marseilles and the introduction of new routes.

Key factors in the decision to award the concession to Autogrill/HMSHost Europe were the Group's consolidated knowhow, application of its best practices and a brand portfolio combining internationally famous brands (Pains à la ligne, Brioche dorée Café and Häagend-Dazs) with popular local brands and local partnership. The offer was formulated after detailed analysis of passenger profiles and spending capacity, and the menus and layouts reflect Autogrill's commercial policy geared to a strong focus on the local area and local specialties.

Athens Eleftherios Venizelos Airport, Greece

Autogrill has also been awarded **2 new contracts** at Athens international airport, for **annual net sales totaling 1.5 million euros**. The new operations are the most important concessions at the Greek airport, not only in terms of visibility and size, but also as regards business projections. Autogrill is extending its portfolio with **5 new food & beverage outlets** at the main terminal, under the **Illy and Segafredo** signs, which are due to open on June 1. The Group has been operating at Athens airport



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since 2002 with **4 other outlets**, which - according to preliminary estimates - had net sales totaling **3.3 million euros** at the end of financial 2003.

In 2003, Athens Eleftherios Venizelos Airport handled **more than 12 million passengers** and expects to cater for at least another **500,000 travelers** from July-September 2004. **Annual average traffic growth through 2008 will be an estimated 5.7%.**

"Marseilles and Athens represent two new advances in Autogrill and HMSHost Europe's penetration strategy for European airports, in line with the Group's mid-term objectives," said Autogrill CEO Gianmario Tondato Da Ruos.

"Our move into the French airport food & beverages business, which is worth 181 million euros a year, confirms our competitive capacity in positioning ourselves in an area in which previously we were not present.

The expansion of our operations in Athens, on the eve of the Olympic Games, is also the result of our partnerships with top Italian brands."