



Press release

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Partnership with ThatEs Salasil, the leading operator in the region, with 4 airport stores and numerous other locations across the country.

Aldeasa wins Duty-Free contract in Kuwait's International Airport

- In the first year of operations it expects to generate a turnover of approximately \$40m.
- The contract will run six years, plus a 12-month option under the same terms and conditions.
- Thanks to its presence in Jordan, Aldeasa has become one of the leading Retail & Duty-Free operator in the Middle East.

Milan, 18th October 2005 - Aldeasa S.A., the world's fourth biggest airport Retail & Duty-Free operator, owned 50% by Autogrill S.p.A. (Milan: AGL IM) and 50% by Altadis S.A. (Madrid: ALT SM), has won the tender to manage Kuwait International Airport's Duty-Free retail stores in alliance with its local partner ThatEs Salasil. Including Canada and Kuwait, the Company now operates in 14 countries worldwide.

The license to operate comes into effect next February for a six-year term and can be extended for one year under the same terms and conditions. The longstanding credibility of Aldeasa's local partner form the cornerstone of this innovative proposal, which is now to be fully developed in close collaboration with the Directorate General of Civil Aviation (DGCA), the local airport authorities. In the first year of operations Aldeasa expects to generate a turnover of around \$40m.

This new operation, in addition to the one it's already been running in Jordan's national airport since 2000, makes Aldeasa as one of the leading Retail & Duty-Free operators in the Middle East. A key factor in winning the contract, apart from Aldeasa's Jordan conditionals, was the alliance with local partner ThatEs Salasil which already manages four Retail stores in Kuwait airport, as well as numerous other locations across the country. A number of these are located in prestigious hotels such as the Sheraton, Safir International and the Crown Plaza Hotel. ThatEs Salasil has two additional areas of activity: tobacco distribution, particularly La Casa del Habano, and publishing.

Last year, more than five million passengers passed through Kuwait's International Airport. The number of passengers has steadily increased over the past five years and in 2004 the total number of passengers arriving at the airport was up 19%. In the first half of 2005 there was an increase in traffic of 10%. Thanks to its geographical location in the Persian Gulf, between Iraq and Saudi Arabia, and to its political stability, the airport is served by some 37 airlines, including United Airlines, Air France, British Airways and KLM. Kuwait Airways, a company with an outstanding track-record of over 50 years, is also based there.