



Press release

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Autogrill Group continues its expansion in Asia, where it already operates in Kuala Lumpur and Bangalore

Aldeasa to start up in India after winning an airport duty-free concession in Mumbai (former Bombay)

- Expected accumulated sales of around \$300 million over the 3-year contract
- Bid submitted in a 50-50 joint venture with the Indian public holding ITDC (Indian Tourism Development Corporation), the country's main duty-free operator
- Chhatrapati Shivaji International Airport, Mumbai, is India's biggest airport by number of passengers, with 17.5 million in 2006, and the most important in Southern Asia

Milan, 27th February 2007 – Aldeasa S.A., a leading international airport retail operator and a 50-50 joint-venture between Autogrill S.p.A. (Milan: AGL IM) and Altadis S.A. (Madrid: ALT SM), is starting up in India, having won a contract to manage four duty-free stores in Chhatrapati Shivaji International Airport, Mumbai (former Bombay), the country's biggest airport in terms of passenger traffic. The operation is a further step in Autogrill's expansion in Asia, where it is already active, through its American division HMSHost, in the airports of Kuala Lumpur in Malaysia and Bangalore in India.

Aldeasa submitted its bid with ITDC (Indian Tourism Development Corporation), an Indian public holding in the tourist industry which has been India's most important duty free operator for the past 40 years and also controls hotel chains and travel agencies.

The points of sale, due to start business in June 2007, will cover a total of over 2,100 square metres (1,355 m² in departures, Terminal 2C, and 780 m² in arrivals). Over the three-year contract, which is renewable for a further year, they will generate accumulated sales of around \$300m. In Mumbai, Aldeasa will deploy some of the offerings and services already in place in the new T4 Terminal at Madrid-Barajas, adding high-end fragrances and cosmetics, wines and spirits to its other international brands, mainly leather goods and luxury accessories.

"The alliance with the local partner enabled Aldeasa to enter a market where complexity alone rivals India's exponential growth rates," said Aldeasa chairman **Javier Gómez-Navarro**. "We will work together to position ourselves, in this continent too, as a highly competitive alternative in the travel retail segment."

Mumbai's Chhatrapati Shivaji Airport, which moved 17.5 million passengers in 2006, is the Asian sub-continent's biggest airport and gateway to India for 46 international airlines, including Lufthansa, British Airways, Air Canada and Jordan Airlines, as well as being the operating base of Air India, the country's flag company.



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The Official Airline Guide (OAG) just recently ranked the Mumbai-Delhi route the 7th busiest domestic service in the world in terms of flights per week.

With 25 million inhabitants, Mumbai is the world's 6th biggest city. It is India's business capital, with the country's main financial institutions such as the Bombay Stock Exchange, the National Stock Exchange of India and the Reserve Bank of India, as well as the headquarters of major local businesses. It is also the centre of the Hindi film and TV production and distribution industry ("Bollywood").

As the second fastest growing country in the world, with annual GDP growth at nearly 6%, India has also seen the number of its airport passengers rise from 40 million in the two-year period 2000-2001 to 68 million in 2005-2006.

Aldeasa

Aldeasa (50% Autogrill - 50% Altadis) is one of the world's leading airport retail & duty-free operators and the biggest in Spain. Active in 16 countries across North and South America, Middle East and North Africa, Europe and Asia, and with 2,700 employees, it operates over 260 points of sale in 42 airports and 46 museums and other cultural facilities. Its stores sell everything from fragrances to cigars, from souvenirs to major luxury brands. In the first nine months of 2006, the company posted revenues of €545.2m, up 11.7% on €488m in the same period in 2005, with growth of 7% in Spanish airports and 40% in other countries. It closed 2005 with revenues of €646.9m.

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