



Press release

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**Expected accumulated sales of more than \$600m  
over the combined contract periods**

## **Autogrill secures new airport concession contracts in Atlanta and San José, USA**

Milan, 23<sup>rd</sup> July 2008 – Through its American division HMSHost, Autogrill Group (Milan: AGL IM) continues to develop its business in the USA, having secured four new contracts, two to provide retail services at the world's busiest airport by passenger traffic, Hartsfield-Jackson Atlanta International Airport, and two new food & beverage and retail services contracts at Mineta San José International Airport. The two operations are expected to generate accumulated sales of more than \$600m over the combined contract periods.

### **Hartsfield-Jackson Atlanta International Airport, Georgia**

The offer formulated in partnership with local operators Shellis Management Services and Trans Air Concessions involves the operation of 32 points of sale in Hartsfield-Jackson Atlanta International Airport, where the Group already operates under both HMSHost and Aldeasa. The two new contracts are expected to generate accumulated sales of more than \$270m in the period 2008 to 2015.

In new locations covering a total of around 1,700 square metres in Concourses A, B and T, the Group will feature over 20 international fashion, fragrance, jewelry and cosmetics brands – including Bulgari, Salvatore Ferragamo, Ermenegildo Zegna, Sean John, Lancome, Kiehl's and Swarovski – reproducing a veritable "fashion avenue" in the airport. There will be some vibrant local brands like Southern Flavors, Atlanta Magazine's HOME store and Southern Living News, and the first Blockbuster in the travel and tourism market, providing films and videogames that can be rented and returned in other stores in the chain or by post.

With international traffic growing strongly since 2000, Hartsfield-Jackson Atlanta International Airport moved over 89 million passengers in 2007 (up 5.3% on 2006, source: ACI – Airports Council International). The hub is served by airlines such as Delta Air Lines, British Airways, Lufthansa, Air France, KLM and Korean Air, linking Atlanta to the principal American and world destinations with nearly 100,000 flights a year (Source: ACI – Airports Council International).

### **Mineta San José International Airport, California**

The two new contracts cover the provision of food & beverage and retail services in 26 points of sale in Mineta San José Airport. The agreement entered with HMSHost is part of plan to enlarge the airport with the building of a new Terminal B and the rebuilding of Terminal A, which will radically alter its image and service levels. Business in the period from 2009 to 2020 is expected to generate total accumulated sales of more than \$330m.

The new locations will be in the new Terminal B and in the Terminal A extension – where the first openings are scheduled for mid 2009 - and will cover a total area of over 2,000 square metres. Here the Group will place a combination of international food & beverage brands such as Starbucks Coffee and Mojo Burger, and local labels like C.J. Olson Cherries, Chiaramonte's (a long-standing



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Italian deli brand) and Shark Cage, a restaurant representing the local professional hockey team. New retail brands are to include Sunglasses Icon and Techshowcase, where customers will be able to test new products and attend launches and demos of new technological gadgetry.

The gateway to Silicon Valley and the third largest airport on the West Coast, Mineta San José moved over 10 million passengers in 2007 (source: ACI – Airports Council International) and is served by 13 airlines.

For further information:

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