Autogrill: HMSHost acquires CBR Incorporated operations in 9 United States airports

Milan, 17 December 2007 – Through its American division HMSHost, Autogrill Group (Milan: AGL IM) has acquired the assets of CBR Incorporated consisting of 34 specialty retail points of sale at nine U.S. airports. Under the terms of the agreement, an additional 7 points of sale at four airports will be acquired upon receipt of airport consents. The total aggregate consideration to be paid for CBR’s airport operations is expected to be approximately US$23m.

CBR, an operator with over 30 years experience in the airport retail market, is forecasted to produce sales of $30.6m and EBITDA of $3.8m in 2007.

With this operation the Group adds eight new proprietary brands to its portfolio and integrates the know-how of an innovative player in North America, operating in airports such as Denver, Minneapolis-St. Paul, and Houston George Bush Intercontinental. The concepts – such as Spirit of the Red Horse (Western style accessories) and Minnesota! – are developed in-house and customers are offered assortments of local products, ranging from accessories to gifts and clothing.

Between 2000 and 2006, CBR received numerous awards for the quality and innovative content of their brands (best airport retailer, best new concept, best brand operator), as well as winning best location design and customer care awards.

Retail & duty-free business accounted for 32% of Autogrill Group sales in the first nine months of 2007 against 29.6% in the same period of 2006, passing from €839.5m to €1,126.5m. This was due to strong growth by Aldeasa and retail business in Italy, together with revenues by contributed by Alpha Airports (limited to June-September 2007).

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HMSHost
HMSHost operates in over a hundred airports in the United States, Canada and the Pacific, including 19 of the top 20 in North America. In the first nine months of 2007 it posted sales of $1,844.2m, up 15.1% on $1,602.5m in the same period in 2006. In airports, it saw 18.5% growth against a 2.1% increase in passenger traffic (source: A.T.A.), with revenues rising to $1,466.1m from $1,236.7 in the first nine months of 2006.

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