



Press release

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Autogrill grows in Germany and signs a new contract at the Frankfurt hub

- Total revenues estimated at about 150 million euros over the ten-year contract term
- The agreement covers the opening of three new points of sale and the renewal of seven others in which the company already operates
- The Group brings the excellence of its 'Made in Italy' brands to the airport

Milan, 3 December, 2014 – Autogrill Group (Milan: AGL IM) has signed a new contract with Frankfurt Airport to open three new points of sale and renew seven others in which it already operates. The contract will run for ten years, from 2015 to 2024, and Autogrill estimates total revenues over this entire period at about 150 million euros.

The three new premises, which join the seven points of sale already in operation, extend the surface area managed by Autogrill in the German airport from 1,400 to 2,200 square meters. In these locations, according to the agreement, Autogrill will undertake restyling work and introduce innovations to strengthen its 'Made in Italy' food & beverage offering in the airport.

In the new points of sale, which will be opened in 2015 and 2016, Autogrill will introduce the first **KIMBO concept store** in Europe, where customers will be able to enjoy authentic Neapolitan coffee prepared using the traditional "cuccuma" coffee maker, which wrote the history of Italian coffee before the introduction of the moka pot and espresso coffee; **Puro Gusto**, where travelers can enjoy the finest traditional Italian products in a refined and welcoming setting; **Spizzico Bar**, which will open with a completely renewed interior design formula, already developed for the Villoresi Est flagship store. The labels and brands welcoming travelers with traditional Italian products will also include **Bistrot Restaurant**, the innovative concept developed jointly with Pollenzo University of Gastronomic Sciences, which has already been successfully tested in Milan's Stazione Centrale railway station, and **Amò**, a bar and restaurant specialized in pasta and pizza. Alongside these there will also be an offering of international dishes to satisfy the needs of everyone.

"The strengthening of our presence in Frankfurt Airport is a further boost to the growth of Autogrill in the European airport channel", said **Roberto Colombo**, Autogrill's Group Chief Operating Officer Europe. "This contract follows on from our entry into Düsseldorf Airport in 2013, where we proposed a food & beverage offering featuring proprietary concepts including **Bistrot Restaurant**, **Motta** and **Aperol Lounge**."

In Germany, in addition to Frankfurt and Düsseldorf, the Group also operates in Hamburg and Stuttgart airports. Frankfurt Airport, where Autogrill began operations in 2005 with the acquisition of Steigenberger, represents the main location in the German airport channel.

Over the last two years in Europe Autogrill has been awarded new concessions in Helsinki Airport (Finland) to manage 16 points of sale (more than 50% of all the food & beverage points in the airport) and in Copenhagen (Denmark) with the early renewal of the successful partnership with the main north European hub by passenger traffic, which began in 2007.



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Frankfurt Airport

With links to over 250 destinations in 107 countries, Frankfurt Airport is one of the world's top 20 airports and Germany's main air hub. In 2013 it handled over 58 million passengers, managed more than 2.1 million tonnes of freight and recorded about 473,000 take-offs and landings.

In part due to numerous links with Germany's main road and rail trunk routes, Frankfurt is the country's most important crossroads for passenger and freight traffic: about two thirds of passengers arriving from or leaving to intercontinental destinations and of German air freight traffic are managed directly from Frankfurt.

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