



Press release

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## **The Group expands in India, where double-digit growth in air traffic is expected. Autogrill secures f&b contract in the new hub in Hyderabad, India's second Silicon Valley.**

- Accumulated sales of €70m over the 7-year contract for all food&beverage services.
- 15 new points of sale by March 2008.

Milan, 17<sup>th</sup> October 2007 – Autogrill Group (Milan: AGL IM) has strengthened its presence in India by winning, through its North American division HMSHost Corp., a contract to operate f&b services in Hyderabad's new Rajiv Gandhi International Airport at Shamshabad. To run from 1<sup>st</sup> March 2008, the date of the airport's opening, the contract will generate accumulated sales of over €70m during the 7-year concession.

The operation is part of the Group's expansion plans for a country which is showing the highest economic growth rates in Asia and double-digit increases in airport traffic, partly due to the boom in low-cost flights. Starting at the end of 2006 with its adjudication of an f&b contract, again through HMSHost, in Bangalore's new international airport, Autogrill's development in India continued through Aldeasa S.A., early in 2007, with a contract to operate duty-free services in the Mumbai hub and later in the 1<sup>st</sup> half of the year with the acquisition of Alpha Airports, which was already providing retail and duty-free services in other Indian airports.

In the domestic and international areas of Hyderabad's new Rajiv Gandhi International Airport Autogrill will install 15 points of sale with a mix of original Indian concepts alongside European restaurant and cafeteria brands and labels of global reknown. The first location to open will be a Coffee Bean & Tea Leaf, followed by Autogrill Group house brands like The Coffee Club, Grab&Fly and Espresso-To-Go. Subsequent openings will include traditional Indian restaurants - Bollywood themed bar and Indian Paradise Hyderabad Birmani – and the KFC and Pizza Hut Express brands.

Rajiv Gandhi International Airport, known as New Hyderabad International Airport, is still under construction near Shamshabad, around 22 km from Hyderabad, and will be ready by 1<sup>st</sup> March 2008. The airport is expected to move around seven million passengers a year in its initial phase of development and growing thereafter. With a population of six million, Hyderabad, capital of Andhra Pradesh State, is India's 6<sup>th</sup> biggest city. It is well known for its high concentration of pharmaceutical and IT industries and has been dubbed India's second Silicon Valley, after Bangalore.

Operating in 230 airports across 34 countries, Autogrill Group posted revenues of €3,929.4m in 2006, up 11.3% on €3,528.9m the previous year. The airport channel produced revenues of €1,910m, up 15.7% on the €1,650.4m posted in 2005. Airport revenues in 2006 were 49% of total consolidated sales, against 47% in 2005.

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