



Press release

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**Accumulated sales of around \$115m expected in overall contract period**

## **Autogrill: new contract in San Francisco Airport and concession renewal in Maui**

Milan, 7 November 2007 – Through its American division HMSHost, Autogrill Group (Milan: AGL IM) has strengthened its presence in California and the Hawaiian islands by winning a new contract to operate retail services in San Francisco International Airport and by renewing its food & beverage concession at Kahului Airport, Maui. The contracts will generate around \$115m in accumulated sales during the overall contract period.

### **Kahului Airport, Maui (Hawaii)**

HMSHost renewed a contract to operate eight f&b locations in Kahului Airport, Maui. The concession was extended till 2013, with accumulated sales of over \$75m expected in the six years (2007-2013). The operation strengthens the Group's presence in the Hawaiian islands, where it already operates in Lihue Airport and Honolulu International Airport, the archipelago's main airport, where its concession was recently extended till 2014.

The agreement provides for complete renovation of all the premises, in which four new concepts will be introduced. These are to include Sammy's Beach Bar & Grill, in collaboration with rock star Sammy Hagar (singer-song writer of the Van Halen rock band in the '80s and early '90s), offering traditional American cuisine in a setting that recreates a typical Hawaiian island atmosphere. One hundred percent of Sammy Hagar's profits from this business will be donated to the Red Rocker Foundation, a children's charity Hagar is establishing. The opening is scheduled for 1<sup>st</sup> quarter 2008. Alongside the brands already present, such as Plantation Snack Bar, Stinger Ray's Grill and Bar and Starbucks Coffee, new international names will be introduced, including Burger King, Jamba Juice (specializing in fruit squashes and juices) and California Pizza Kitchen ASAP.

With 6 million travellers in 2006, Kahului was Hawaii's fastest growing airport last year (up 10% on 2005). It is served by 15 airlines linking the island to the main American and international destinations and handling over 164,000 flights a year. Maui is the 2<sup>nd</sup> most populated island (over 139,000) in the State of Hawaii.

### **San Francisco International Airport (California)**

HMSHost entered a new contract to operate retail locations in San Francisco International Airport. The 5-year agreement will generate accumulated sales of around \$40m in the period 2008-2013. Autogrill's US division, which has already been working in this airport for over 50 years, will introduce four new locations in Terminal 3 (the busiest) by the end of the year. The new brands will include MNG by Mango (this is the Spanish clothing label's first store in an American airport), Golden Gate



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News Connection, with its vast selection of convenience goods and periodicals, and SFO News Express, offering a wide choice of local and regional magazines and integrated with a Starbucks Coffee.

With 34 million passengers a year (source: ACI), San Francisco International Airport is California's 2<sup>nd</sup> biggest airport after Los Angeles, the 14<sup>th</sup> in the United States and the 26<sup>th</sup> in the world. It is also United Airlines' main hub.

With over a hundred airport locations in the USA, Canada, Australia, Malaysia, New Zealand, The Netherlands and India, HMSHost posted airport revenues of \$937.2m in 1<sup>st</sup> half 2007, up 17.6% on the same period in 2006.

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