



Press release

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Autogrill secures three contract renewals in the United States

- Two food & beverage and retail concessions (24 points of sale) renewed at Salt Lake City
- Food&beverage contract at Port Columbus Airport (Ohio) extended in advance

Milan, 8th June 2011 – Through its American subsidiary HMSHost, Autogrill Group (Milan: AGL IM) has renewed two contracts at Salt Lake City Airport (Utah) and extended its concession at Port Columbus Airport (Ohio) in the USA in advance with respect to the originally stipulated term.

Salt Lake City International Airport (Utah)

HMSHost has secured concessions to operate 24 points of sale (15 food&beverage and 9 retail) at Salt Lake City International Airport (Utah), where it has operated since 1999. Under the terms of the new agreement, the company will run its food&beverage business for ten years, till 2021, and its retail business for seven years, till 2018. The concessions are expected to generate annual revenues of more than \$20m in f&b and around \$10m in retail business once they reach capacity (2013).

The offering in the new locations will feature international brands like **Starbucks Coffee** and local labels like **High West Distillery & Saloon**, a western style restaurant, **Market Street Grill**, specializing in gourmet food, and **Café Rio**, offering flavourful Mexican fare. The Group will introduce innovations in its retail offering, with labels like **Utah**, specializing in souvenirs and local products, **The Economist** and **The Wall Street Journal News**, new generation newsstands, and **Simply Books**, which will also sell Kindle e-book readers. The new locations will be opened in the 2nd half of 2012 to replace current ones.

A major engine of strong economic growth in the State of Utah, with over 20 million passengers in 2010 (source: Salt Lake City Airport), Salt Lake City International Airport is a hub for Delta Airlines and links the State to over 90 destinations worldwide with some 750 international flights a day.

Port Columbus International Airport (Ohio)

HMSHost has also extended till 2019 its f&b concession at Port Columbus International Airport (Ohio), where it has operated since 2003. The agreement extends the concession for three years beyond the originally stipulated term of 2016. Annual revenues are expected to be around \$15m at capacity (2013).

In this airport, HMSHost will be opening a new **Burger King** in addition to the five points of sale currently operated, including **Starbucks Coffee**, **The Great American Bagel**, offering sandwiches, as well as bakery items and **Max & Erma's**, which offers hamburgers and more.

With over 6 million passengers in 2010 (source: Columbus Regional Airport Authority), Port Columbus is one of Ohio's main airports and has been operating since 1929. It is served by nine airlines, including Continental, Delta and Air Canada, connecting the area to 34 national and international destinations.

HMSHost operates in 111 airports in the United States, Canada, Europe, Asia and the Pacific region, including the top 20 in North America by passenger traffic.

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