



Press release

Communications and  
Public Affairs Department  
Centro Direzionale Milanofiori  
Palazzo Z, Strada 5  
20089 Rozzano MI Italy

Tel +39 02.4826.3250  
Fax +39 02.4826.3614  
www.autogrill.com

## The two operations will generate total sales of around € 450 million **Autogrill expands its presence on the PA-CT motorway and starts up at Palermo Airport**

- Four motorway service area renewals and one new contract
- Seven new food & beverage points of sale in the Sicilian airport

Milan, 23<sup>rd</sup> March 2010 – Autogrill S.p.a. (Milan: AGL IM) was top of the lists published yesterday by Anas for adjudication of concessions for four motorway service areas, already in operation, and one new area on the A19 Palermo-Catania motorway, the main corridor between the east and north-west of the island. Total sales over the duration of the activities, from 15 to 18 years, are expected to be in excess of €350m.

The Company will provide f&b services in the four service areas - Caracoli Sud and Nord (Palermo) and Sacchitello Sud and Nord (Enna) – where it has been operating since 1976 and 1978 respectively – and in the new point of sale at Scillato Sud (Palermo). The locations are to be renovated in terms of both structures and lay-outs. New restaurants at Sacchitello Nord and Caracoli Sud will have a special focus on local food and wine.

### **Falcone-Borsellino Airport, Palermo**

Also yesterday, a sentence handed down by the CGA Sicilia – a local section of the Council of State – has upheld the judgement of Palermo's regional administrative court (TAR) that had declared illegitimate the participation of Airst Srl, a catering firm controlled by Aeroporto di Venezia, in the tender process for food&beverage services at Palermo Airport. The sentence, which applies a rule in the Bersani decree (2006) safeguarding competition, confirmed the validity of the opinion expressed by the public contracts watchdog authority.

“We have always acted on the principles of legality and full trust in the authorities and the courts,” said **Giuseppe Cerroni**, Autogrill Communications and Public Affairs managing director. “This decision reiterates the opinion expressed by the Constitutional Court regarding the limits within which subjects enjoying privileges afforded by special laws may operate in competitive markets.”

Autogrill will therefore operate all the f&b services in the seven new points of sale in Palermo's Falcone-Borsellino Airport. Such business is expected to generate total revenues of around €100m over the 10-year concession.

The offering designed by the Company for this airport will include five snack bars and two restaurants, combining local Sicilian food and wine brands and famous Italian brands from Autogrill's portfolio, such as Acafè, Puro Gusto, Spizzico, Ciao, etc. This choice draws on the wealth and excellence of Palermo's and Sicily's production for cafes, patisseries and ice cream parlours.



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Palermo Falcone-Borsellino, which moved over 4.4 million passengers in 2009 and is thus one of Italy's most important airports, is served by major airlines including, among others, Alitalia, Lufthansa, Meridiana, Ryanair and EasyJet.

### **Autogrill in Sicily**

These new openings bring Autogrill's points of sale in Sicily to 36, of which 24 on roads and motorways, 11 in airports and one in a shopping centre. Around 350 locally selected employees work in Autogrill points of sale, operated directly or under franchising.

The Company works with local supply partners and now has an assortment of 48 local products (with a purchase value of over €3.5m in 2009), including blood oranges, *cannoli* and *cassata*, *arancini*, olive oil, almond pastries from Avola and pistachios from Bronte. A selection of these products is sold in Autogrill locations throughout Italy, and in some cases on the Group's international network as well.

For further information:

Rosalba Benedetto

Press Office Manager

T: +39 02 4826 3209

[rosalba.benedetto@autogrill.net](mailto:rosalba.benedetto@autogrill.net)

Elisabetta Cugnasca

Investor Relations Manager

T: +39 02 4826 3246

[elisabetta.cugnasca@autogrill.net](mailto:elisabetta.cugnasca@autogrill.net)