



Press release

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Autogrill expands in the United Kingdom

The Group wins f&b contracts in Eurotunnel stations.
New concessions also at East Midlands Airport.

- Estimated revenues of around £175m in the overall duration of the contracts

Milan, 17 October 2013 – Autogrill Group (Milan: AGL IM), through its HMSHost International subsidiary, pushes forward its expansion strategy in Northern Europe and strengthens operations in the UK, where it has won two new food & beverage concessions, one in the Eurotunnel stations and the other at East Midlands Airport. The first agreement, to run for 10 years, provides for operation of eight points of sale which are expected to generate total revenues of around £105m from 2013 to 2023. The latter, an 8-year contract, covers seven points of sales expected to generate total revenues of around £70m in the period 2013 - 2021.

The Eurotunnel

With five points of sale on the UK side and three on the French side, the Group will be the main provider of f&b services in both of the rail terminals of the tunnel linking England and France. The offering will include international brands such as **Starbucks**, **Burger King**, **Leon** and **Bagel Street** and internally developed concepts like **Harvest Market**, a food market with a wide assortment of fresh and local products.

50 kilometres long (38 km under the sea), the Channel tunnel links Folkestone in Kent with Coquelles (near Calais) in France. With overall traffic of around 20 million passengers in 2012, the Eurotunnel is an alternative link between continental Europe and the UK, and looks set to develop further. There have been over 300 million passengers and over 60 million vehicle transits in the tunnel since it was opened in 1994. It is expected to see 3% average annual growth over the next five years¹.

East Midlands Airport

The new contract consolidates the Group's business in the UK airport – where it already manages two points of sale – and strengthens its collaboration with Manchester Airport Group, the UK's biggest public airport operator, which controls East Midlands, Manchester, Bournemouth and Stansted airports.

The new points of sale will be located airside and landside to replace the existing ones and will introduce to the airport national and international brands such as **Leon** and **Burger King** and local brands like **Pork & Pickle English Delicatessen** and **Castle Rock Taproom & Kitchen**.

With over 4 million passengers a year, East Midlands Airport serves more than 80 business and leisure destinations and is the 10th airport in the UK in terms of traffic².

Group operations in Northern Europe

In addition to the new contracts secured in the Eurotunnel stations and recently at Helsinki Airport in Finland, Autogrill provides f&b services at Amsterdam-Schipol Airport in The Netherlands, at six airports in the UK (London-Stansted, London-Heathrow, Manchester, Belfast, Inverness and East

¹ Source: Eurotunnel

² Source: East Midlands Airport



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Midlands), at three Irish airports (Cork, Dublin and Shannon), at the airports of Copenhagen in Denmark and Stockholm-Arlanda in Sweden.

Active in over 100 airports in the United States, Canada, Europe, Asia and Oceania, HMSHost has operations in North America's top 30 airports by passenger traffic.

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