



Press release

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Autogrill grows in North American airports

- The Group doubles its business at George Bush Intercontinental Airport, Houston, by winning 15 new points of sale
- The Company strengthens its position at Montréal–Pierre Elliott Trudeau International Airport, Canada, by securing two contracts to operate 19 locations

Milan, 21 April 2015 – Through its subsidiary HMSHost, Autogrill Group (Milan: AGL IM) strengthens its position in the North American airport channel by winning 4 contracts to operate a total of 40 points of sale in George Bush Intercontinental Airport, Houston, United States and Montréal–Pierre Elliott Trudeau International Airport, Canada. The two operations are expected to generate accumulated sales of around 790 million dollars in the overall contracts' term. Thanks to these agreements, the Group is doubling its business at Houston Airport and strengthening its position at Montreal Airport, where it's the main food & beverage operator, thus consolidating its leadership in the North American airport channel, which saw growth of 3.3% in 2014¹.

Houston Airport, United States

Autogrill has entered into two agreements to operate 21 points of sale at George Bush Intercontinental Airport, Houston, that are expected to produce overall revenues of around 360 million dollars in the 10-year term of the concessions. The two contracts provide for the opening of 15 new locations, which will generate estimated total sales of around 280 million dollars, and the renewal of 6 locations of the 15 currently operated points of sale. The Company expects these 6 renewed locations to produce overall sales in excess of 80 million dollars. With the opening of the 15 new locations Autogrill Group doubles its presence at Houston Airport.

Autogrill's proposition for the new locations, to open in 2016, is geared to the tastes and needs of all travellers, both local and international. It will introduce labels offering local-inspired cuisine, such as **Landry's Seafood**, **EL Real**, **Ray's BBQ**, and **The Breakfast Klub Express**; restaurants like **Cadillac Mexican Kitchen and Bar** and **Hugo's Cocina**, which specialize in typical recipes of the Mexican food & wine tradition; brands like **Red Mango**, **Chick-fil-A** and **Blaze Pizza**, offering products suitable for faster meals, and labels like **American Craft Tavern** and **Mockingbird Distillery & Smokehouse**, providing refined food, brew and cocktail solutions for slower enjoyment. Autogrill's offering in Houston Airport is rounded out by 6 renewed **Starbucks** points of sale, which represent guaranteed quality for coffee lovers worldwide.

Montreal Airport, Canada

In Canada, Autogrill has secured two contracts to operate 19 points of sale at Montréal–Pierre Elliott Trudeau International Airport. Business here will generate estimated total revenues of around 430 million dollars over the period of the two concessions. With this operation Autogrill has renewed in advance its management of 14 locations and acquired 5 new locations. The renewal of the 14 points of sale is expected to generate total revenues of over 350 million dollars in the 10-year contract period, while the Company estimates that the opening of the 5 new locations will produce total sales of over 76 million dollars during the 7-year contract. With this operation Autogrill Group strengthens its position at Montreal Airport, thus consolidating as the main food & beverage operator in the country's fourth biggest airport.

In Montreal, Autogrill will be opening its first Bistrot in the country - **Bistrot Montreal** –, emblem of the Company's new food & beverage philosophy developed in collaboration with the Italian University of Gastronomic Science in Pollenzo (UNISG). At this Bistrot, travellers will be able to enjoy selected local products

¹ Source: IATA – Industry Financial Forecast – December 2014.



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in an atmosphere both characteristic and original thanks to an interior design and fittings employing sustainable materials.

Autogrill's food & beverage offering will be further enriched by labels like **Avenue des Canadiens** and **Montreal Cuisine de Rue**, which will serve an internally developed menu inspired by Montreal's food truck scene. There will also be concepts specializing in local flavours, like **L'Auberge St. Gabriel**, **John Molson Public House** and **Six Pints-Academie de la Bière**. In addition to high prestige brands at the national level, Autogrill will be guaranteeing travellers in transit at the airport international food & beverage solutions, in the form of world-famous labels such as **Starbucks** (in the **Starbucks Reserve** formula, offering customers a selection of the world's most exclusive coffee blends), **Burger King** and **Tim Hortons**. The offering will be rounded out with brands like **La Cage Aux Sports**, where traditional dishes can be enjoyed in an original atmosphere modelled after the popular street side sports bar, **Pork & Pickle**, specializing in Anglo-American food traditions, and **ICE**, a refined cocktail concept.

Houston Airport²

With around 40 million passengers in 2013, George Bush Intercontinental Airport is the world's 28th busiest and the 12th busiest in the country. It's the 2nd biggest airport in Texas and links to 180 destinations worldwide, as well as offering the highest number of connections with Mexico. Houston is the main hub of United Airlines, with over 800 departures a day. According to estimates by FAA (Federal Aviation Administration), boardings will grow at an average of 4% over the next ten years to top 27 million in 2021.

Montreal Airport³

Montréal-Pierre Elliott Trudeau International Airport is the country's 4th busiest airport, with 13 million passengers and over 7 million boardings in 2014. The airport is just 20 km from the city centre and served by over 30 airlines linking it to over 130 national and international destinations. By virtue of its strategic location, Montreal is the most important hub in eastern Canada and the country's main gateway to Europe. According to *Aéroports de Montréal* estimates for the next ten years, there will be growth of over 2% in the number of boardings to reach 9 million in 2025. To accommodate such growth in traffic, a major investment programme was implemented to expand and upgrade infrastructure, that has made this airport one of the most efficient and advanced hubs in the country.

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² Source: *Houston George Bush Intercontinental Airport*

³ Source: *Aéroports De Montréal*