



Press release

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**New retail activity for HMSHost in Vancouver airport and a new appointment to the management team**

## **Autogrill: new contracts in Canada. Gianmario Tondato nominated President and Chief Operating Officer of HMSHost**

Milan, 29<sup>th</sup> April 2002 - HMSHost, the American subsidiary of Autogrill, has signed a five-year contract for the construction and management of two new sales outlets inside Vancouver airport, Canada's second busiest. The contract was awarded to HMSHost on account of the high quality of the commercial proposals put forward.

The two new outlets will go under the names of Gifts of the Raven (gift ideas, jewelry and local art) and Exploration (science and nature products for all the family: from jigsaw puzzles to telescopes, from educational games to a variety of posters).

The opening is set for 1 July and expected turnover during the five years of the contract is over 10 million dollars.

HMSHost was already present in Vancouver airport with a wide range of restaurant services including well-known names in Canada, as well as other famous international brands such as Starbucks, Pizza Hut and Burger King.

The award of the two new concessions followed soon after the announcement of a new appointment which rewards the excellent results achieved in the last few months in North America by the HMSHost management team. Gianmario Tondato is the new President and Chief Operating Officer at HMSHost. 42 years old, from Treviso, Tondato started his career at the Benetton Group in 1987; in January 2000 he joined Autogrill as Executive Vice President and Chief Administrative Officer at HMSHost, the American company which the Group had acquired a few months before from Host Marriot. In the three years since the acquisition, HMSHost's EBITDA has risen from 10.2% to over 12%, while its winning rate on contracts is 85%.

Gianmario Tondato reports to the Chief Executive Officer of HMSHost, John J. McCarthy, who continues to manage the Business and Concept Development functions. "In the sure knowledge that operational command is in excellent hands - said McCarthy commenting on Tondato's appointment - I will be able to dedicate more time to expansion strategies: there are many opportunities outside North America, and we must move quickly to take advantage of them".