



Press release

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## 9 openings over one month

# Autogrill puts spotlight on railway stations

Milan, 13<sup>th</sup> November 2002 - Autogrill is strengthening its railway station business by opening 9 new outlets in 4 European capitals: Rome, Paris, Berne and Madrid.

The number of European stations in which the Group operates therefore rises to 34. A key role in Autogrill's growth plans is played by Italy, where the agreement signed in 2001 with Grandi Stazioni provides for 40 new outlets in Italy's 12 largest railway stations in addition to Rome Termini, Milan Cadorna, Pisa Central and Genoa Brignole. Autogrill expects revenues estimated at more than 750 million euros over the 18-year agreement with Grandi Stazioni.

- **November 13**, Rome Termini. Opening of the second Spizzico outlet, run on a franchising basis. The new unit joins the five existing outlets, which are managed directly by Autogrill: Spizzico, Ciao, two Acafés and an Outdoor Café.
- **November 18**, Paris – Gare du Nord. Three new outlets will be opened on the mezzanine floor, under the Spizzico, Chips & Snacks and Côté Café signs. The 11-year contract is expected to generate revenues of approximately 20 million euros. Autogrill entered the railway station business in France in 1998 when it acquired 20 outlets through its purchase of Frantour Restauration from the French railway authority (SNCF), which it renamed Autogrill Restauration Service. In 2001, the 20 Frantour Restauration locations were joined by 6 other outlets in Lyon's La Part Dieu station, a key node on the Paris-Lyon-Marseilles Méditerranée high-speed rail link.
- **December 6**, Berne railway station. A Spizzico and an Acafé are to be opened. The ten-year concession is expected to generate revenues of 40 million euros. Autogrill already operates in four other Swiss stations: Geneva, Zurich, Chur, Olten.
- **December 20**, Madrid-Atocha. Three outlets – Café Espresso, La Galeria and Pic Nic – will be opened in the new pre-boarding area for the Madrid-Saragossa-Lleida high-speed link. The Group is already active in railway stations in Spain as a result of its acquisition of 70% of the Receco company, which has 9 railway station outlets, including 7 at Madrid-Atocha, Seville and Cordova, the three key nodes of the Spanish high-speed network. The initial 2002 revenue projection for Receco is around 9 million euros, which should rise to approximately 25 million euros per year once all concessions are fully operational. The average contract life is 15 years, and aggregate revenues for the full period are an estimated 350 million euros.