



Press release

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European airport channel continues to grow

Autogrill enters Palma de Majorca and Vienna airports and renews its concession in Athens

- The new contracts will produce sales of around €33m overall.
- Operations were carried out in collaboration with HMSHost Europe, the Group's European airport network development platform.

Milan, 21st July 2005 - Autogrill S.p.A. (Milano: AGL IM) starts new business in Palma de Majorca and Vienna airports and at the same time renews its concessions in Athens. These contracts, which will generate accumulated sales of around €33m, were secured by subsidiaries Autogrill España SA, Autogrill Austria AG and Autogrill Hellas Epe in collaboration with HMSHost Europe.

In this way Autogrill, world leader in Food&Beverage concessions in the airport channel – mainly through HMSHost Corp., with operations in over 90 airports, mostly in North America – expands its presence in the European airport channel, with 16 airports in eight countries.

With its acquisition of Aldeasa, Autogrill increased its potential for geographical expansion and in the Retail&Duty Free segment in Europe and the rest of the world.

Son San Joan International Airport (Palma de Majorca)

Autogrill España won a contract in Son San Joan International Airport, Palma de Majorca. Running for ten years (2006-2015), this contract will generate accumulated sales of around €8m.

Palma de Majorca's airport is one of the world's most modern. It is the main airport in the Balearic Islands and is subject to intense seasonal fluctuations. Around 75% of its traffic falls between May and October, with peaks in August at five times the January traffic level. With 20.4 million passengers in 2004 (up 7% on 2003), it is one of Europe's top 20 airports and Spain's no. 3. Air Europa, Spanair and Air Berlin are the three airlines operating most frequently through Palma de Majorca, whose main links, apart from Madrid and Barcelona, are London, Frankfurt, Manchester and Düsseldorf. Traffic is expected to grow steadily over coming years (4% over 2005-2008).

Vienna International Airport

Autogrill Austria won a contract in Vienna International Airport (VIA). Running till September 2008, when the rebuilding of the airport will be put out to tender, the contract will produce accumulated sales of around €5m.



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Vienna International Airport is one of central Europe's main hubs. In 2004, over 14 million passengers went through it, up 15.7% on 2003 (source: VIA) due in part to growth in the low-cost segment. The trend is expected to continue throughout 2005, with traffic increasing at around 8% (source: VIA). To handle these new volumes, the airport has planned investments totalling €854m in the period 2004-2008, including the newly completed Handling Center West + Flight Security Center, a Check-in hall in Terminal 1 and a Premium Check-in in Terminal 2.

In 2002, Vienna International Airport was one of the top airports in terms of customer satisfaction in the IATA (International Air Transport Association) world ranking for the "Airports up to 15 million passengers" category.

Eleftherios Venizelos, Athens International Airport

Autogrill Hellas entered an agreement with Athens International Airport (AIA) to extend its F&B concession a further five years, thus prolonging the contract from 2006 to 2010. The operation involves five points of sale under different brands (Acafé, Kafenio, Blue Island Café, Flight Time Café and Illy) and will produce accumulated sales of around €20m over the period.

2004 was a record year for Eleftherios Venizelos, which saw 13.7 million passengers, up 11.5% on 2003. The combined effect of the Olympic Games and the airport's highly effective development strategy was an increase in the number flights in the year as well, reaching 191,000, up 12.3% on 2003. These results put Athens International Airport at no. 2 amongst Europe's faster growing airports.

Winner in 2002, 2003 and 2004 of the AETRA (IATA/ACI) ranking of top European airports, Athens International Airport continues to score very high in the numerous customer satisfaction surveys carried out every year.

Autogrill Hellas has been active in Athens Airport since 2001.