

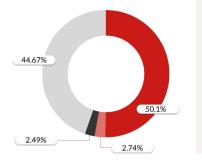
# Factsheet 01 | FY 2015



# AUTOGRILL AT A GLANCE

Autogrill is the world's leading provider of Food & Beverage services for travelers. Present in 30 countries with a workforce of about 54,000, it manages more than 4,300 points of sale in about 1,000 locations. It operates mainly through concessions: at airports and railway stations, along motorways, on high streets and at shopping centers, trade fairs and cultural attractions.

over 3	9 billion		30	r	nore	than <b>4</b>
2014	revenue	COL	untries			store
Geographical Australia Austria Belgium Canada Czech Republic China	<b>presence</b> Denmark Emirates Finland France Germany Greece	India Indonesia Ireland Italy Malaysia New Zealand	The Nr Polanc Russia Singap Sloven Spain	ore		/ I Arab Emirate I Kingdom
Location by channel	l North America	International	Italy	Other Eur	opean Intries	Total
Airports	82	43	8		11	144
Motorways	97	_	410		215	722
Railway stations	-	_	14		37	56
Malls	5	_	36		9	50
Others	-	-	20		7	27
Total	184	43	488		279	994



### Ownership structure

Autogrill - listed on the Italian stock exchange - is controlled by Schematrentaquattro S.p.A.( which is totally owned by Edizione S.p.A., the Benetton family holding company) which hold 50.1% of the stock.

Schema 34	50.1%	Invesco	2.74%	UBS	2.49%	
Market	44.67%					



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THE GROUP

FOOD & BEVERAGE

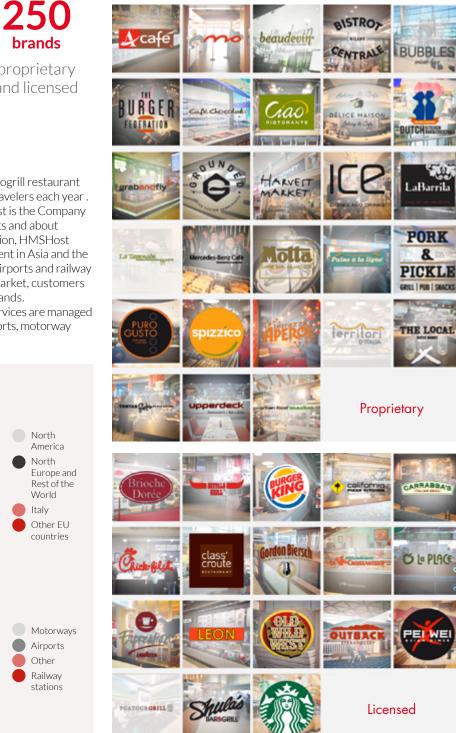
ECONOMIC & FINANCIAL INFORMATION

Food & Beverage

# BRAND PORTFOLIO

The Company manages a portfolio of 250 brands specially selected for each country.

The rich variety of brands provided, both proprietary and licensed, together with the ability of create food & beverage concepts in line with international gastronomic trends, is one of the strengths of Autogrill's marketing strategy that makes its business model unique.



services managed through concession contracts

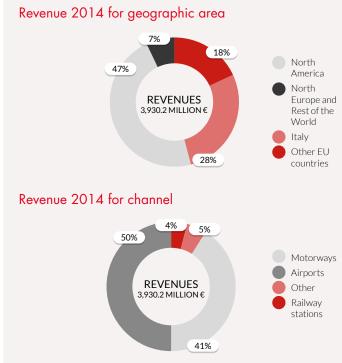
90%

900 million

customers proprietary served each year and licensed

### **BUSINESS SEGMENT**

Autogrill serves a world on the move. The global Autogrill restaurant provides Food & Beverage services to 900 million travelers each year . The Group operate across four continents. HMSHost is the Company through which the Group operate in over 80 airports and about 100 gas stations in North America. Through its division, HMSHost International, the Group pursue business development in Asia and the Middle East, and manage the activities in the main airports and railway stations in Northern Europe and Oceania. In each market, customers know us through familiar international and local brands. About the 90% of the Group's food and beverage services are managed through concession contracts with landlords of airports, motorway service stations and railway stations.



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Contacts: investorrelations@autogrill.net | dir.com@autogrill.net



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### PERFORMANCE

2014 was characterized by sustained growth in passenger traffic in airports and a recovery in motorway traffic in all the main geographical regions in which the Group operates. Passenger traffic in airports was up 5.1% worldwide. Growth was significant in Europe (up 5.3%) and North America (up 3.3%) and particularly sustained in airports in the Middle East (up 9.4%) and Asia (up 5.9%).

The motorway channel in Italy showed faint signs of recovery, with traffic up 0.9%, due in part to falling fuel prices in the last quarter. Motorway traffic in the United States grew 0.5%.

In this scenario Autogrill carried forward its business development strategy, both by strengthening its commercial operations, especially in the airport channel, in markets where the Group is already active, like the United States, the UK, Germany and Scandinavian countries, and by exploiting major opportunities to expand in emerging and faster growing economies like Vietnam, Indonesia, Turkey and United Arab Emirates. In parallel, given the persistent weakness of the Italian market, the Company concentrated on redefining its operating perimeter through selective renewals in the motorway channel.

(m€)	Full Year 2014	Full Year 2013	Change 2013	Change at constant	
Revenue	3,930.2	3,984.8	-1.4%	-0.9%	
EBITDA	316.2	314.0	0.7%	1.2%	
EBITDA margin	8.0%	7.9%			
EBIT	118.6	88.3	34.4%	35.7%	
EBIT margin	3.0%	2.2%			
Profit from continuing operations	37.0	8.3	343.7%	398.5%	
% of revenue	0.9%	0.2%			
Profit from discontinued operations (demerger)	-	91.1	-100.0%	-100.0%	
Profit attributable to owners of the parent	25.1	87.9	-71.4%	-71.1%	
Earnings per share (€ cents)*					
- basic	9.9	34.7			
- diluted	9.9	34.6			
Net cash flows from operating activities	223.5	148.1			
Net investment	196.4	162.6	20.8%	21.0%	
% of net sales	5.0%	4.1%			

(m€)	31.12.2014	31.12.2013	Change 31.12.2013	Change at constant
Net invested capital	1,184.0	1,117.5	66.5	(17.3)
Net financial position	693.3	672.7	20.6	(35.4)

#### The Autogrill share

Autogrill S.p.A. has been listed on the Italian stock exchange since 1997 and is in the FTSE MIB index, which lists major enterprises in terms of market capitalization.

#### Change in net financial position (€m)

Autogrill share historical figures	2014	2013	2012	2011	2010	2009	2008	2007
Number of shares making up share capital (million)	254.4	254.4	254.4	254.4	254.4	254.4	254.4	254.4
Capitalization (end of period - €m)	1,590	1,562	1,906	2,277	2,399	1,674	2,185	2,964
Average price over period (€)	6.48	4.99	7.49	8.95	9.43	6.58	8.59	14.21
Price at the end of period (€)	6.25	6.14	8.68	7.54	10.57	8.80	5.41	11.65
EPS (€)	0.09	0.34	0.38	0.49	0.41	0.14	0.33	0.62

