



Press release

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## **New markets strategy moves forward Autogrill secures duty free concessions in Jamaica**

- Estimated total revenues of over \$200 million in 2012-2020

Milan, 2 May 2012 – Through its World Duty Free Group retail division, Autogrill (Milan: AGL IM) has started up in Jamaica, where it has won a contract to operate duty-free stores at Sangster international airport, the island's biggest in terms of passenger traffic. The concession is expected to generate total revenues of over \$200m in the period 2012 to 2020. Entering the Caribbean, a region that attracts tourists from all over the world, is the latest move in the Group's development strategy in new markets.

Situated in Montego Bay on the north coast of Jamaica – the country's main tourist area, around 900 km from the coasts of Florida – Sangster Airport is the island's busiest airport, with more than 3 million passengers in 2011 (source: ACI) and an annual capacity of up to 9 million. The airport is served by the main international airlines.

The first two stores together cover over 600 m<sup>2</sup> in departures. One of them, a shop dealing exclusively in fragrances and cosmetics, offers major international brands - Chanel, Estée Lauder and Armani. The other is a walk-through store where the offering includes cosmetics, spirits (with special tasting areas), tobacco, and prestige brand travel accessories.

In Central and South America, the Group's main Travel Retail market outside Europe, Autogrill has airport operations in Peru, Chile, the Dutch Antilles and Mexico. At Cancun Airport, for example, it has been operating for ten years and has nine duty free stores.

Autogrill's retail division, World Duty Free Group, is a leading operator in the airport travel retail segment, being active in 69 airports in 16 countries.

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