



Press release

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The Group enters a new channel: food & beverage services at sea

Autogrill: food & beverage and retail services on eight vessels in the Grandi Navi Veloci fleet

Milan, 1st February 2008 – Autogrill enters the maritime channel by securing a contract to provide food&beverage and retail services on eight vessels in the Grandi Navi Veloci fleet. Under the terms of the agreement, the new business will start up in February 2008 and run for five years. Autogrill expects to make sales of around €20 million a year on the eight vessels.

The Group will be operating 23 snack bars, eight self-service cafeterias, five à la carte table service restaurants for the more demanding type of customer and 14 shops offering a range of products from book, newspapers, toys and snacks to clothing and accessories. Autogrill has recruited 70 people who will work alongside GNV's on-board personnel to provide the services.

Grandi Navi Veloci vessels engage in coasting trade (mixed passenger and cargo lines) in the Mediterranean. The lines operated by GNV's ten vessel fleet are Genoa–Porto Torres, Genoa–Olbia, Genoa–Palermo, Civitavecchia–Palermo, Livorno–Palermo, Genoa–Barcelona, Genoa–(Malta)–Tunisi, Civitavecchia–Tunisi, Palermo–Tunisi, Genoa–Barcelona and Barcelona–Tangeri. In holiday periods and long-weekends, and also on a charter basis, Grandi Navi Veloci also provides 3-4 day mini-cruises.

Autogrill and GNV have tailored a special system of on-board services for the shipping line's customers, who are typically of various nationalities. In particular, menus feature the cuisine of the different regions where the vessels stop off and are designed to satisfy the needs of a multiethnic clientele.

"We're very satisfied with this result," said **Aldo Papa**, Autogrill Italia's chief operating officer, "as it gives Autogrill its debut in the maritime onboard f&b market alongside a major operator of the calibre of Grandi Navi Veloci. Given the positive outcome of the test we did in 2007, we think this channel is very interesting and we'll be considering opportunities for developing it in the future".

Ariodante Valeri, general sales manager at GNV: "We're very happy to welcome aboard Autogrill, a group that's a guarantee of quality service and which can boast a consolidated track record in the f&b business. It will be able support GNV's growth on international markets and develop innovative and long-term projects with us. We're also looking at the possibility of integrating our "shore" offering by involving our common client base of private passengers and haulage contractors".

In 2007 GNV carried over 1,200,000 passengers. In addition to its regular business with heavy vehicles transporting goods, it also has to manage seasonal peaks in passenger traffic to and from the islands, both in the summer and at Easter and Christmas/New Year.

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