



Press release

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The Group acquires 11 f&b locations in Tennessee and 10 retail points of sale in Florida

Autogrill starts up in Nashville Airport and expands in Miami airport with retail outlets

- At Nashville International Airport: estimated accumulated sales of over \$182 million over a 13-year contract
- At Miami International Airport; estimated accumulated sales of \$97 million over an 8-year contract

Milan, 7th August 2006 – Autogrill Group (Milan: AGL IM), acting through its US subsidiary HMSHost Corp., has won its first ever contract in **Nashville International Airport** (Tennessee), securing a concession to operate 11 food&beverage locations. The 13-year contract will generate accumulated sales of over \$182m.

Beside international brands like Starbucks Coffee (two points of sale), Burger King and Baja Burrito, HMSHost will be giving the airport in Nashville – Mecca for country and western lovers – some powerful local names, such as Jack Daniel's Tennessee Tavern, Gibson Café (from the name of the celebrated maker of guitars and other instruments) and Nashville Delicatessen, all placed in an architectural and design setting that breathes strong Tennessee atmosphere. Business is scheduled to open in Nashville in June 2007.

With a population of 1.2 million and rising steadily, Nashville has more than 180 recording studios and can boast one of the healthiest growth rates in the entire US entertainment industry. In 2005, Nashville International Airport moved 8.9 million passengers, up 6.5% on 2004. Served by 17 airlines, including Southwest, the airport provides 424 arrivals and departures everyday, linking Nashville to over 80 cities in the USA, Canada and Mexico.

Teaming up with local partner Master Concessionaire, LLC, HMSHost has also expanded its operations in **Miami International Airport** (where it started up in 1998), with a contract for 10 new retail locations to add to the 27 it already operates in the hub. The new 8-year concession is expected to produce accumulated sales of \$97m.

Opening to the public in May 2007, the new locations will be in terminals H and J (the latter still under construction), which will handle an estimated flow of around 3.5 million passengers a year, most of whom users of Skyteam (Continental, Northwest, Air France, Alitalia) and Star Alliance carriers (United, America West, Air Canada, Lufthansa).

In tune with Miami's eclectic personality, the new points of sale will meet the specific needs of the city's visitors with an offering ranging from Cuban products in Little Havana To Go to HMSHost's



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classic coffee+news concept, to be provided here by Starbucks and Miami News Connection, and Island Styles, a coolly sophisticated boutique selling casual wear for business people.

Miami International Airport is the United States' no. 3 airport in terms of international flights, moving nearly 31 million passengers in 2005 (up 2.21% on 2004) and served by 79 airlines. A gateway for travellers moving between the Americas, Europe and the Caribbean, it connects Florida to around 140 cities across four continents. It's the sort of hub where travellers spend a lot of time.

In 2005, Autogrill Group posted revenues of \$1,667.6m in its North American airports and in 1st half 2006 the figure was \$797m, up 6% on the \$751.8m posted in 1st half 2005 in spite of a 0.9% downturn in traffic (source: A.T.A.).