



Press release

Group Media Relations  
Centro Direzionale Milanofiori  
Palazzo Z, Strada 5

tel + 39 02.4826.3250  
e-mail dir.com@autogrill.net  
www.autogrill.com

## THE GROUP CONTINUES TO EXPAND IN THE MIDDLE EAST

# Autogrill enters Qatar and steps up its operations in the United Arab Emirates

- Estimated total revenues of around 164 million Euros over the average seven and a half years of the Abu Dhabi contracts
- Estimated total revenues in excess of 80 million Euros over the seven years of the contracts at Doha
- Through HMSHost International, Autogrill will operate four new points of sale at Hamad Doha Airport and further 11 points of sale in the new Midfield Terminal at Abu Dhabi International Airport

Milan, 3 May 2016 - Through HMSHost International, Autogrill (Milan: AGL IM) is continuing to expand in Middle Eastern airports by entering Qatar, at the capital Doha's new Hamad international airport, and extending its operations at the international airport of Abu Dhabi, capital of the United Arab Emirates. These airports are located in a strategic area of continual development.

At Abu Dhabi Airport, hub of flag airline Etihad Airways, the Group is strengthening its presence, having opened its first six points of sale two years ago and later added another two. HMSHost International, again in a joint venture with Emirates Capital, has in fact won a contract for 11 points of sale forming part of the foodservice offering in the new terminal now under construction. These points of sale are scheduled to open by the end of 2017. The value of these contracts is nearly €164m over an average of seven and a half years depending on the duration of the agreements.

In Qatar, at Hamad Airport, hub of flag airline Qatar Airways, HMSHost International will operate, in a joint venture with Emirates Capital<sup>1</sup>, four points of sale that will open in the second half of 2016, with estimated total revenues in excess of €80m over the 7-year contract term.

*"This new partnership in Qatar with one of the fastest growing airports in the Gulf region and the agreement for 11 new points of sale at Abu Dhabi with one of our strategic partners represent a significant step forward in our growth strategy for the dynamic, fast growing Middle East market,"* commented HMSHost International CEO Walter Seib.

HMSHost International's offering at Abu Dhabi Airport will include labels that have already enjoyed success at this airport and worldwide, in line with its policy of maintaining high levels of sophisticated, quality foodservice.

<sup>1</sup> The joint venture between Autogrill Middle East LLC and Emirates Capital is consolidated on an equity basis.



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The labels are **Wedgewood Tearoom**, a revisiting of the afternoon tea ritual, **Jones the Grocer**, an artisan-style gourmet deli, **Urban Food Market**, a market-style fresh F&B offering, **Comptoir Libanais**, a fast casual Lebanese restaurant, **Bottega**, specializing in Italian-style lunches and aperitifs, **Outback Steakhouse**, of Australian inspiration, **Puro Gusto**, a contemporary Italian coffee concept, **Fournil de Pierre**, a French pâtisserie, **Masale**, an Indian restaurant, **Cricket Sports Club**, a sports bar, and **Juicy Details**, offering fresh juices.

At Doha Airport, the offering will include concepts of **Burger Federation**, specializing in gourmet hamburgers, **Great Eastern Market**, providing pan-Asiatic street food, **Spizzico**, a pizza and pasta restaurant, and **Harvest Market**, whose various counters will cook international dishes using fresh ingredients.

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## HMSHost

Active in over 100 airports worldwide, HMSHost operates in the top 30 airports in North America by passenger traffic. Through its HMSHost International division the Company provides foodservice in 18 European airports and another 21 airports across the Middle East, Asia and the Pacific.

For further information:

Simona Gelpi

Group Media Relations Manager

T: +39 .02 48263209

[simona.gelpi@autogrill.net](mailto:simona.gelpi@autogrill.net)

Elisabetta Cugnasca

Head of Investor Relations

T: +39 02 4826 3246

[elisabetta.cugnasca@autogrill.net](mailto:elisabetta.cugnasca@autogrill.net)