



Press release



Autogrill and Starbucks Coffee extend partnership in Europe

- Autogrill to introduce the Starbucks Coffee brand for the first time at its points of sale in French railway stations, Marseille Airport and on Dutch motorways
- Autogrill currently operates around 370 Starbucks worldwide, generating revenues of over \$450million¹ in 2010

Milan/Seattle, 11 January 2012 – Autogrill Group (Milan: AGL IM) and Starbucks Coffee Company (Nasdaq: SBUX), which started their co-operation in the United States in 1991, have extended their global partnership to develop new business in Europe.

Autogrill will start operating Starbucks stores at its select points of sale in France this year. The first stores will be located in railway stations, a channel of strategic importance. Later this year, two stores will open in Marseille Airport in Halls 1 and 4.

In the Netherlands, in the coming months, Autogrill will also introduce the Starbucks brand on motorways with the first openings in AC sites in De Meern and Meerkerk.

Autogrill currently operates around 370 Starbucks (352 in North America and 15 in Europe) with operations that generated revenues of more than US\$450 million (over €340 million)¹ in 2010.

Through this extended collaboration, Autogrill intends to offer its European customers the experience and quality of products and service from the premier roaster and retailer of speciality coffee in the world. Starbucks confirms its intention to continue its international expansion in the increasingly important travel channel with the support of its long term partner Autogrill.

“Following the renewal of the exclusive agreement that Autogrill and Starbucks signed last year in North America,” said Autogrill CEO **Gianmario Tondato Da Ruos**, “this is an important step enabling the two groups to extend their strategic collaboration in Europe too and continue to explore new business opportunities together.”

“We are proud to announce the extension of our partnership with Autogrill into the strategic markets of France and The Netherlands,” said **Michelle Gass**, president, Starbucks Europe, Middle East and Africa. “This move illustrates our commitment to growing our business with valued licensed partners who have a long track record of proven experience and demonstrated success.”

¹ 2010 Average exchange rate: €/€ 1.3257



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The Autogrill-Starbucks partnership in Europe and the USA

In Europe, Autogrill has developed Starbucks operations at Amsterdam, Copenhagen, Cork and Dublin airports through its American subsidiary HMSHost. Autogrill also operates other Starbucks stores across Belgium, in Brussels airport and central railway station, in Antwerp railway station and in the recently opened store in the city centre of Ghent.

Last year the two companies extended their exclusivity agreement in the United States to operate in airports and on highways until 2020. The agreement provides for the opening of 120 new stores in the U.S. and Canada over the next ten years.

Autogrill and Starbucks have been working together since 1991, a fact celebrated in November with the 20th anniversary of the airport store which HMSHost opened in Seattle-Tacoma Airport. The original exclusivity contract was signed by HMSHost in 1994, when Starbucks had only 116 store locations. That year also saw the opening of the first location in Canada, in Vancouver Airport, followed in 1998 by the first point of sale on the Maryland motorway.

About the Autogrill Group

Autogrill is the world's leading provider of food & beverage and retail services for travellers. Present in 35 countries with approximately 62,500 employees, it manages over 5,300 points of sale in over 1,200 locations. It operates mainly through concessions in airports, along motorways and in railway stations, and also has operations in select shopping centres, trade fairs, museums and other sites of cultural interest. The Group is active in two business segments: Food & Beverage and airport retail (Travel Retail & Duty-Free). It manages a portfolio of more than 350 international and local brands, directly or under license. Listed on the Milan Stock Exchange, Autogrill is controlled indirectly by Edizione S.r.l. (the Benetton family's investment arm), which holds 59.3% of the share capital.

About Starbucks

Since 1971, Starbucks Coffee Company has been committed to ethically sourcing and roasting the highest quality *arabica* coffee in the world. Today, with stores around the globe, the company is the premier roaster and retailer of specialty coffee in the world. Through our unwavering commitment to excellence and our guiding principles, we bring the unique *Starbucks Experience* to life for every customer through every cup. To share in the experience, please visit us in our stores or online at www.starbucks.com.

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