



Press release

Media Relations

Tel +39.02.4826.3250
Fax +39.02.4826.3614
ufficiostampa@autogrill.com
www.autogrill.com

Summer exodus – the last wave: Autogrill sales up by +6.1% vs. same week in 2002. maximum peak in North America: +11.2%

Autogrill sailing ahead of the wind: record week for sales in the USA (+11.2%) and Italy (+6.5%)

Milan, 13th August 2003 - For those in the know, there are 100 days that are make-it/break-it for annual performance – a total given by the sum of the three summer months and the Easter and Christmas festive seasons. A period that, in outright terms, is short and features its maximum peaks in just a very few key weeks – those of mass “exoduses”. One of these weeks is undoubtedly the week from August 4th to 10th, when Autogrill achieved results showing record growth over the same week in 2002 and versus the whole of 2003, with an all-time record in terms of outright weekly sales. All this adds up to a further breeze of optimism following the first-half data disclosed on August 6th.

At group level, sales grew by +6.1% with positive performance in both the motorway and airport businesses. “This new record” – explained Gianmario Tondato Da Ruos, Autogrill’s CEO - “is the result of the effort being made in all countries to make travel stops more comfortable during times of peak concentration. We have increased the staff on duty, invested in upgrading of service areas, and worked on an offering mix meeting the needs of those travelling in such a hot season”. Sales growth is in the double-digit category if one considers just the figures of the US subsidiary HMSHost, which generates 52% of the group’s revenues, i.e. +11.2%, with a peak of over +14% in airports and some +4% in the motorway outlets. Positive signals from Italy too (31% of group revenues), where the YoY increase was +6.3% on motorways, +8.9% in airports, and +20.1% in railway stations.

This robust trend is corroborated by year-to-date figures. The comparison between revenues achieved in the period January 1st-August 10th 2002 and the same period in 2003 in fact shows group growth of +4.1%.