



Press release

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## The Group upgrades in Malaysia and acquires a local operator

# Autogrill back in Baltimore Airport with five points of sale

- Baltimore-Washington International Airport expected to generate accumulated sales of over \$60m
- HMSHost's points of sale in Kuala Lumpur International Airport rise to 12

Milan, 27<sup>th</sup> April 2005 - HMSHost Corp., the north-American subsidiary of Autogrill (Milan: AGL IM), is back in business at Baltimore-Washington International Airport (BWI) with five points of sale under new contracts running from between five and ten years. Part of a significant expansion and upgrading of the airport involving investments of some \$1.8bn, the operation will generate accumulated sales of over \$60m for Autogrill.

BWI Airport is one of the main hubs in North America, serving the USA's fourth biggest metropolitan area (over seven million inhabitants), one of the world's most important bio-tech districts and the US capital itself. In 2004 the airport was used by over 20 million passengers (up 3.3% on 2003) from surrounding Maryland, Northern Virginia, District of Columbia and south-east Pennsylvania. With 700 flights a day on average, 52 airline companies operating direct to over 70 destinations, 81 gates and over 10,000 employees, the growth trend in traffic through BWI Airport is one of the most sustained in America, with an expected increase of around 6% in the period 2003-2010.

HMSHost will bring the following brands into the airport:

- **Starbucks Coffee:** the best known and most widespread brand in the cafeteria industry, with over 10 million coffees sold every week in airports (Starbucks is North America's biggest coffee importer);
- **Phillips Seafood:** one of the best local American seafood specialists, famous for its award-winning Maryland crab cakes;
- **Manchu Wok:** Chinese fast food with traditional recipes ranging from Cantonese to Sichuan;
- **News-exchange:** point of sale dedicated to information, with a selection of over 400 publications, including dailies, magazines and travel reading.

### HMSHost strengthens operations in Malaysia

Further, HMSHost is upgrading its presence in Malaysia, in Kuala Lumpur International Airport (KLIA), with the acquisition of Ruby Terrace Sdn Bhd, a local caterer operating five points of sale which posted sales of nearly \$2.5m in 2004.

Worth around \$1m, the operation will bring to 12 the number of locations run by HMSHost in KLIA through Dewina Host – a joint venture between HMSHost and Dewina Holdings, a quality food



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producer and the prime F&B concession operator in the airport since 1998, with brands such as Burger King, Sbarro and Cheers.

Served by 42 airlines, Kuala Lumpur International Airport is one of the main East-Asian airports, moving some 21 million passengers in 2004 (up 20.6% on 2003).

With a population of over 25 million growing annually at 1.7%, Malaysia is experiencing vigorous development, its GDP growing at an annual 5.3%. One of the world's main exporters of electrical and electronic appliances, the country should, according to government plans, become a major global force in the production of high technology and software. In 2003 Malaysia was the USA's 10<sup>th</sup> biggest trade partner, with total business worth around \$36.4bn.