



Press release

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**The Group continues to grow in airports**

## **HMSHost enters into agreement to purchase Cara's Airport Terminal Restaurant Division**

- Operation worth around CAN 62m\$, between six and seven times Ebitda
- Closing of the deal, subject to anti-trust approval, expected in second half 2006
- Coverage of Canada extended and brand portfolio enriched

Milan, 8<sup>th</sup> June 2006 – Autogrill Group (Milan: AGL IM), through its US subsidiary HMSHost Corporation, has entered into an agreement with Cara Operations Limited, Canada's leading provider of integrated f&b services, to purchase its Airport Terminal Restaurants Division (ATR), operating in travel concessions in North America, at an enterprise value of approximately CAN 62m\$ (43.5m€<sup>1</sup>), between six and seven times the Ebitda.

Under the terms of the agreement, HMSHost (through its subsidiary, Host International of Canada) will acquire ATR contracts at nine airports: Calgary, Edmonton, Kamloops, Montreal, Ottawa, Saskatoon, Toronto, Vancouver and Winnipeg. Generating approximately CAN 74m\$ in sales (49.1m€<sup>2</sup>) and more than CAN 9m\$ (6m€<sup>2</sup>) in EBITDA, the ATR contracts encompass approximately 90 f&b and retail outlets, employing around 1,000 people, and boast the industry's richest brand portfolio in Canada. The main licensed brands include Sbarro's, ToAst!, Second Cup and Tim Horton's while the best known proprietary brands include Kelsey's, Milestone's, Swiss Chalet and Harvey's.

Closing of the deal is subject to approval from the Canadian anti-trust authority and local authorities and is expected to be granted in the second half of 2006.

HMSHost will enter three of the country's main airports, Ottawa, Edmonton and Winnipeg, which will generate powerful synergy with its existing operations in Calgary, Montreal, Toronto and Vancouver, thus bringing the total of its Canadian airports to ten.

"The agreement with Cara, one of Canada's leading f&b operators, enables us to grow in airports" said Autogrill Group CEO **Gianmario Tondato Da Ruos**, "and extend our brand portfolio".

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<sup>1</sup> Yesterday's exchange rate €CAN \$ 1:1,4264

<sup>2</sup> 2005 average exchange rate €CAN \$ 1:1,5064



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Cara President and Chief Executive Officer, **Don Robinson** commented "The transaction is a win-win for Cara, Host, and our Cara teammates, as well as for the affected airport authorities and the traveling public. Under the arrangement, in many cases the locations will continue to feature our great Cara brands which the traveling public enjoys. Host is a recognized leader in providing services to the traveling public, and has an excellent reputation and track-record with airport authorities across Canada, and with Host being focused on this aspect of the business, it assures our teammates of continuing opportunities."

With around 90 million passengers in 2005, 40% of whom on international flights, Canadian airports are forecasting annual traffic increases in the medium-long term (till 2018) of 3–4%, in line with GDP growth. The biggest increases are expected in the three main airports of Toronto, Vancouver and Montreal.

**Cara**

Cara Operations Limited, based in Toronto in the State of Ontario, is one of Canada's oldest f&b providers (set up in 1883) and the biggest operator of full-service restaurants in the country. It has 40,000 employees, all Canadian, and sales of around CAN 1,800m\$. Cara's businesses, which in addition to its concession operations include in-flight catering, are organized in business units: house brands, Cara Air Terminal Restaurant Division, Cara Airport Services Division and Summit Food Service Distributors Inc.

**HMSHost and Aldeasa in Canada**

HMSHost entered the Canadian market in 1994, with a contract to operate points of sale in Vancouver Airport. It diversified in 2002 by acquiring SMSI Travel Centres Inc., an f&b services provider on Ontario's main motorways (Highways 400 and 401). HMSHost now has over 3,300 employees in Canada serving around 32 million customers a year in 26 locations on Highways 400, 401 and 69 and in Calgary, Edmonton, Halifax, Montreal, Toronto and Vancouver airports. In 2005 HMSHost posted revenues in Canada of over US 145,1m\$, of which 57.6% in the airport channel.

In October 2005, Aldeasa (a 50-50 joint-venture between Autogrill and Altadis) secured a contract to operate duty free stores in Vancouver Airport for eight years, with an option on a further two. Business will start up in June 2007.