



The Group continues to expand in Eastern Europe

Autogrill enters Polish market in joint-venture with Impel and opens f&b locations on the country's main motorways

- New joint venture, Autogrill Polska, is set up by Autogrill (51%) and Impel (49%)
- 11 food&beverage points of sales to be opened on Corridors 1,2 and 4 by the end of 2010

Warsaw, 27th January 2009 – Autogrill S.p.A. (Milan: AGL IM) and Impel Group (Warsaw: IPL PW), Poland's biggest outsourcing services provider, have signed an agreement to set up a new company, Autogrill Polska (51% Autogrill - 49% Impel), to operate food&beverage locations on the country's main motorways.

By the end of 2009, Autogrill Polska will take over catering management in four service areas on the A4 (Mlynski Staw, Rzedziwojowice, Halemba, Wirek) following an agreement with Shell. Autogrill Polska's overall objective is to have 11 points of sales under management by 2010 which are expected to generate total sales, at capacity, of around € 14 million by 2011. The f&b offer will be based on a snack-bar and self-service concepts providing a wide range of worldwide cuisine.

"We consider our development in Poland as a strategic one, this country representing the main gateway between West and Eastern Europe. Poland is one of the most advanced economies in Eastern Europe and this agreement takes into account the high potential for infrastructure development it has in the near future," said **Giorgio Minardi**, General Manager Autogrill Europe. "Impel is a primary Polish operator, very well rooted in the territory, and with an in-depth knowledge of the local market. Thanks to this joint-venture we will be able to better satisfy consumers' demands with a tailor made offering," he concluded.

Autogrill is one of the first international food&beverage operators to enter the Polish market, which is dominated by many local players. The operation gives further impetus to the Group's business development strategy in Central and Eastern Europe, where it has operated in Slovenia since 2005 and the Czech Republic since 2007.

"We decided to co-operate with Autogrill because of its valuable know-how. The new investment will enable further development of Impel's catering business on a dynamic market. The travel f&b business has great potential, especially in Poland, where we can expect rapid expansion of motorways and freeways in the next few years. Additionally there is a very clear tendency to an intensified movement of the travelling people as well as a constant economic growth in Poland. The decision to work with Autogrill is fully in line with Impel Group's development strategy. At the moment Impel cooperates with PKN Orlen on the gas station in Tulce, Osiecz and Zalesie" - said Impel Group CEO **Grzegorz Dzik**.

The service areas are along the motorways A1, A2 and A4. These three major routes – the first representing the main gateway of the so-called "Corridor 1" (connecting North to South of Poland);



the second being part of the so-called "Corridor 2" (Germany-Belarus) and the third a part of "Corridor 4" (Germany - Ukraine) – represent the main gateway between countries in East and West Europe. The venture takes into account that Poland's motorway systems, which in 2007 totalled around 750 kilometres, will expand to over 1,700 km of motorways and 1,800 km of freeways by the end of 2013, giving it additional opportunities for expansion. Freeways and motorways will be followed by other channels, subject to appraisal of opportunities in airports, railway stations, shopping malls and museums.

Autogrill Group

Autogrill Group is the world's leading provider of food&beverage and retail services for travellers and one of Italy's most internationalised companies. With over € 5.8 billion expected sales in 2008, it operates in 42 countries (43 with Poland) and employs some 74,000 people. It manages over 5,500 stores in more than 1,200 locations. Autogrill operates mainly under concession. The Group's main business segments are airports, motorways and railway stations, but it has significant operations in shopping centres, trade fairs, museums and cities, too. Autogrill operates in three sectors: food&beverage, which is the Group's historical business, retail & duty free, after the acquisitions of Aldeasa, World Duty Free and Alpha Group, and in-flight catering.

Impel Group

The Impel Group is currently the biggest Polish group of companies providing services in Poland. It serves about 3,000 companies throughout the country. It employs more than 40,000 employees, which makes it one of Poland's largest employers. The Group's core activity is supporting clients in the effective management of company costs by outsourcing services. Within the scope of its activity, Impel advises in the process of identifying functions which are not connected with the basic activity of the company and then participates in the process of separating these functions, and takes over their execution. The support of an outside outsourcing company enables these entities to focus on their core business activity, and at the same time guarantees that the auxiliary activity is in good hands of professionals.

Impel SA conducts its activity through four business units. The main activities of the Impel Group are:

- Real Estate Management (facility management, cleaning and maintenance services)
- Security Services
- Distribution (catering, rental and laundry, goods delivery logistics)
- Human Resources Management (temporary work, personnel and payroll services, private healthcare, training services)

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