



**Tamoil SA, in close collaboration with Autogrill, wins  
a new 30-year concession in Switzerland**

Geneva/Milan, 26.07.2022 – Swiss Oil Company Tamoil SA, in close collaboration with Autogrill, the world's leading provider of foodservice for travellers, has secured a new concession for the operation of the Herrlisberg Nord motorway service area in the canton of Zürich.

The 30-year concession (with an option for a further 10 years) is expected to generate sales of around 400 million euros<sup>1</sup> (over the 30 years), of which approximately 40% will come from the oil business and about 60% from the food business and retail, through Autogrill's GranBar, Holy Cow and SPAR concepts. The partnership will run from 2023.

The Herrlisberg Nord service area is located at km 123.650 on the A3, one of Switzerland's most important motorways and carrying over 55'000 vehicles a day.

The new service area building being built here has a modern architecture and knows how to offer guests a warm and light-flooded ambience with lots of glass and wood. By means of well thought-out details, such as a photovoltaic system and heat pumps, the focus is on sustainability and resource awareness.

Tamoil's retail network consists of some 250 service stations distributed throughout the country, manned and unmanned. For the Herrlisberg Nord service area, the traditional fuel offering will be supplemented by electrical charging stations in order to meet the needs of the growing segment of electric vehicles.

Tamoil always works with a partner on the hospitality side of the business, and in this case chose to collaborate with Autogrill.

Hans Boesch, Manager of Tamoil's Retail Network, is very pleased with this collaboration, stating that "with Autogrill, we were able to find an experienced partner and a leader in the field of Food & Beverage for travellers in high-frequency locations. We are delighted to delegate this

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<sup>1</sup> FY2021 Rates €/CHF: 1.08



very important part of the project to Autogrill and to collaborate with them for the first time in Switzerland.”

Autogrill's offering at the Herrlisberg Nord service area includes innovative concepts such as the GranBar, Holy Cow and SPAR express.

GranBar, the first of its kind in Switzerland, is an authentic Italian coffee bar with comfortable seating. Here, guests enjoy freshly brewed Italian Kimbo coffee daily from early in the morning until late in the evening, and can choose from a large snack selection ranging from croissants to paninis and hot snacks of incomparable Italian quality.

Holy Cow is the burger concept developed in Lausanne, which has revolutionized Swiss burger gastronomy with its gourmet approach. Under the credo "a gourmet burger made with the best local products from the region, served in less than 10 minutes," the group successfully operates 13 restaurants in Switzerland.

In the SPAR express, shoppers are offered a rich selection of fresh foods and a wide range of food and non-food products for daily needs over an area of 120sqm, 24 hours a day, 365 days a year.

“We’re delighted to be consolidating our business in Switzerland and strengthen our collaboration with Tamoil, a very important partner for us,” said Autogrill Europe CEO Andrea Cipolloni. “The policy of granting such long-term concessions is unique if you look at other countries in Europe and reflects a vision of market stability that favours highly experienced operators, like Autogrill, who can guarantee consistently high quality over time.”

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#### **Tamoil SA**

Tamoil SA is a Swiss limited company which is part of the OILINVEST group. Its commercial activities are centred around the sale and distribution of petroleum products in Switzerland. Through its network of approximately 250 TAMOIL service stations, its wholesale division as well as 6 local affiliates, ca. 1'200 M m<sup>3</sup> of petroleum products are sold in the country annually. In addition, Tamoil SA is also active in tank revision business.

#### **Autogrill Group**



Autogrill is the world's leading travel catering operator. Doing business in 30 countries with over 34'000 employees, it runs about 3'300 points of sales in about 829 venues, mainly run as concessions in the main travel channels, with selected places in shopping centers, trade fairs and cultural attractions. The Company manages a portfolio of over 300 international and local brands, either directly or as a licensee.

### **Autogrill Schweiz AG**

Autogrill Schweiz AG, headquartered in Olten, is one of Switzerland's largest catering companies. It concentrates on traffic catering on freeways, airports and train stations and operates around 100 points of sale at 21 locations in German- and French-speaking Switzerland.

### **The SPAR Group**

The SPAR Group Switzerland includes 250 SPAR Neighborhood Markets, SPAR express Convenience Markets and SPAR mini as well as 11 TopCC Cash & Carry wholesale stores. Independent maxi// retailers and other customers are also supplied by SPAR. The SPAR Group employs over 2'200 people (converted to full-time positions) - including 254 apprentices.

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