



Comunicato stampa

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The Group opens 32 new points of sale in Vietnam and Indonesia

Autogrill continues its expansion in South East Asia

- Estimated total revenues of over 180 million euros over the duration of the contracts
- New contract to open 5 points of sale in Bali-Ngurah Rai Airport in Indonesia
- 27 new openings announced in Vietnam. Autogrill points of sale in the country to top 80 in 2015

Milan, 29th October 2014 – Through its HMSHost International division, Autogrill Group (Milano: AGL IM) is carrying forward its expansion in South East Asia, where it has secured a new 5-year concession at Bali-Ngurah Rai Airport in Indonesia, where it will build 5 new points of sale. The estimated total revenues of these new locations over the duration of the contract is nearly 25 million euros.

In Vietnam, as part of an agreement entered in April 2013 with Imex Pan Pacific Group, the country's main F&B catering operator, to manage over 80 points of sale, the company has launched a programme of 27 new openings at the international airports of Ho Chi Minh, Hanoi and Nha Trang. The new locations are expected to generate overall revenues of around 160 million euros in the period 2015-2025.

“With the new openings in Vietnam and Indonesia, the Group is stepping up its development in South East Asia, where the company has established solid partnerships with the main local operators in the airport F&B sector,” said HMSHost International CEO, **Walter Seib**. “These new openings are the continuation of a programme which, in line with our strategy of expansion in emerging economies, will enable the Group to have an increasingly global and capillary presence.”

Bali-Ngurah Rai Airport

In Indonesia, where HMSHost International started up in November 2013 with a joint venture with Taurus Gemilang, a major local airport F&B operator, the company has now secured 5 new commercial locations in the domestic Terminal at Bali-Ngurah Rai, the country's 3rd largest airport by passenger traffic. These points of sale are in addition to the 16 announced last November and are due to open by the end of 2014 at Bali-Ngurah Rai Airport and at Surabaya-Juanda and Balikpapan-Sepinggan airports.

At Bali Airport, Autogrill will be introducing a wide-ranging F&B offering featuring both global and local brands, including **Tri Datu**, **The Coffee Club**, **All About Chocolate** and **House of Beans**.

Indonesia is one of the fastest growing economies in the South-East Asia region. Thanks to such expansion, airport traffic is expected to grow strongly, with an annual average of over 9% in the next two years. To accommodate the exponential increase in numbers of travellers – in 2013 international tourists were up 13.3% on 2012 – Bali Airport recently opened two new terminals and completed the renovation of the entire airport, which now has a capacity of over 20 million passengers.



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Ho Chi Minh, Hanoi and Nha Trang Airports

The strengthening of the Group's operations in Vietnam will involve the opening in 2014 and 2015 of 12 new points of sale at the domestic Terminal of Ho Chi Minh Airport, the biggest in Vietnam, the operation of 11 locations (totalling over 1,800 square meters) in Hanoi's International Terminal, and the opening of a further 4 points of sale at Nha Trang Airport.

Autogrill's F&B proposal for the three airports in Vietnam is designed to satisfy the needs of all travellers, local and international, and is based on an offering of high quality cuisine and café service featuring international brands including **Burger King** and **Popeyes**, and concepts from the Group's proprietary brand portfolio, such as **Puro Gusto**, **Two Tigers**, **Chill**, **Star Café** and **Big Bowl**.

Ho Chi Minh and Hanoi airports, respectively no. 1 and no. 2 in the country by passenger traffic, are strategically important for the development of airport traffic in Vietnam, which is forecast to grow at an annual average of 8.6% till 2020¹, the fastest growth after China and India.

Active in over 100 airports worldwide, HMSHost operates in the top 30 airports in North America by passenger traffic. Through its HMSHost International division, the company has F&B operations in 18 European and another 21 airports across the Middle East, Asia and the Pacific.

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¹ Source: ACI