

PRESS RELEASE

THE COMPANY ALREADY INVOICES MORE THAN 80% OF ITS ACTIVITY OUTSIDE SPAIN

AREAS WINS A NEW \$150 M CONTRACT AT THE GUADALAJARA AIRPORT IN MEXICO

- **Areas, International leader in food&beverage and travel retail, based in Barcelona, has been awarded a contract to manage more than half of the gastronomic offer at the Guadalajara airport, in Mexico.**
- **The company will operate 8 new establishments, in addition to the 9 it currently manages, and is positioned as the airport's leading catering operator, with projected sales of \$150 million over the 7-year concession period.**
- **The company will invest more than 5 million dollars to transform the airport's food&beverage offering, with a totally renewed offer that will already see the light of day in August of this year.**
- **With this award, Areas reinforces its position in Mexico, where the company manages 140 points of sale; 82 establishments in 22 airports, and 58 convenience stores in large tourist complexes.**

Barcelona, June 6th 2023

Areas, the travel hospitality international leader, with world headquarters in Barcelona, has won the new catering contest at the Guadalajara airport, in Mexico, one of the main airports in the country with traffic of 20 million passengers a year. The company will operate 8 new establishments distributed over 1,000 m², which means managing 50% of the airport's catering. Areas already manages a total of 9 establishments at the airport.

The Areas offer is based on the combination of renowned international brands, such as **Carls Jr, Subway, Sbarro or KFC**, local concepts such as **Tacos Don Miguelón, Maestro Dobel Tequila, Moshi Moshi** and **Cantina La Imperial**, as well as other reference own brands, like **Farine** cafeteria.

The company plans sales of around 150 million dollars during the 7-year concession period. The renewal of the gastronomic offer will begin next August, and the company anticipates an investment of more than 5 million dollars to transform the airport's food&beverage offering.

“We continue to grow and diversify our business. Just after winning the Barajas airport and the Ifema fairgrounds tenders in Spain, the recent opening of the Houston airport and the West Virginia travel plazas in the United States, the acquisition of our competitor Sighor on the French highways, and our entry into the Dresden train station in Germany, winning this tender in Guadalajara airport



consolidates us as a leading player in Mexico. Our goal is to continue winning more tenders, both in South America and North America” and “We are excited to partner again with GAP in these new concessions”, says Oscar Vela, Areas CEO.

Growing in Latam

One of the company's growth levers for the coming years is diversification and international expansion. Currently, around 80% of the company's sales come from outside Spain.

Mexico is one of the countries where Areas has focused on continuing to expand its activity in Latin America, where it is currently one of the three main operators in the en route catering sector. Areas has been operating in Mexico since 2001 and currently manages 140 establishments, including the AICM airport, Los Cabos, Puerto Vallarta, Guadalajara and Monterrey.

Areas continues its growth and diversification strategy

Since the end of 2022 and in the first months of the year, Areas has announced several major international projects. In the US, the company won the tender to manage three motorway travel plazas on the West Virginia Highway, one of the main roads in the United States, with an expected volume of 272 million dollars. The company has also recently won a new contract at Houston's William P. Hobby airport, where it will operate 10 new catering establishments, with an expected turnover of some 470 million dollars, and in Spain, it has won the macro-tender for the Adolfo Suárez Madrid-Barajas airport and the exclusive catering business at the Ifema Madrid fairgrounds. Likewise, in Europe, the company has acquired the freeway catering business of the Sighor company in France and has recently won a catering contract for the German railway station of Dresden, with expected sales of 60 million euros over the 10-year concession period.

About Areas

International leader in food&beverage and travel retail. With presence in 10 countries, the company manages more than 2,000 restaurants and stores in Europe and America.

With a team of 20,000 people and locations in the main transport hubs in the world (airports, train stations, travel plazas in motorways), as well as leisure parks, Areas provides service to more than 350 million customers every year.

Founded in 1968 in Barcelona, Areas is committed to offering high quality services to travelers. Since then, Areas has become a global benchmark operator in the industry, with a deep knowledge of the travelers' needs and the widest range of restaurant concepts in the market.