



Press release

Castelvetro di Modena, 15<sup>th</sup> October 2004

## **CREMONINI GROUP GROWS IN ONBOARD CATERING**

- **The Group has won part of the tender run by the French National Railways for the management of catering services on 40 trains.**
- **Planned turnover is 33 million Euros over 5 years.**
- **The Group has further consolidated it's presence in the French market with a share over 20%.**

The Cremonini Group, market leader in Europe in the food sector, has won part of the tender run by the SNCF (Société Nationale des Chemins de Fer Français – French National Railways) for the management of onboard catering services on 40 Corail trains.

The concession is for services on Corail trains that operate on the lines Paris Austerlitz – Toulouse, the Paris - Clermont-Ferrand and the Bordeaux – Nice.

The concession begins on the 1<sup>st</sup> January 2005 and will last for 5 years, generating a total turnover of around 33 million Euros.

By winning this tender the Group has further consolidated it's presence in the onboard catering business in France, of which it now has more than 20% of share. In fact Cremonini has been active in France for several years with onboard catering services on some Intercity trains, high-speed trains that link France to both Italy and Switzerland (TGV, Lyria) and with the logistics services present in our centres at the Gare du Nord and the Gare de Lyon in Paris.

The catering services managed by the Group in France include restaurant cars, self-services, bars and mini-bars.

This consolidation in the French market further strengthens Cremonini's position internationally. In only 14 years of activity the Group has grown to become the second European player with more than 630 trains serviced every day in 7 countries.

The Group manages services on Trenitalia trains in Italy, on the Eurostar that links London, Paris and Brussels through the Channel Tunnel, on Thalys trains that run on the lines between Brussels – Paris – Cologne - Düsseldorf and Amsterdam, and on the Italian-Swiss service Cisalpino.

In 2003 the catering division of Cremonini had a consolidated gross turnover of 235.1 million Euros with 2,800 members of staff; the specific sales figure for onboard services was 133 million Euros, of which 62% was made abroad.



## GRUPPO CREMONINI

Cremonini, with roughly 5,500 members of staff, is one of the most important Groups in the European food sector, and is active in three business areas: Distribution to the food services sector, Production and Catering.

The Group, with total Sales of 1,786.2 million Euros in 2003, is Italian leader in the production of beef and transformed meat products (Montana) and in commercialising and distributing food products to the food services sector (Marr). The Group also has an important part of the catering sector and in particular, is Italian Leader for onboard catering and railway catering services (Chef Express).

Cremonini SpA is listed on the Italian Stock Exchange since 1998, and since 2001 has been part of the STAR segment.

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