

Paris, 22 December 2011

Elior awarded the tender for the new food service and catering outlets at the Gare de Lyon

Elior, the third largest operator in the European contracted food service and related services market, has been selected by Gares & Connexions, the station management and development business unit of the SNCF, to manage the new food service outlets in Hall 2 of the Gare de Lyon in Paris.

This 10-years contract covers investments in and operation of nine retail outlets and represents estimated revenues of €200 million for the period.

Gares & Connexions is the fifth of the SNCF's business units and is tasked with the management and development of 3,000 French railway stations. As part of a tender process, it selected Elior based on its innovative and original offer, its ability to provide differentiating food service concepts and to attract leading brands to SNCF stations.

With its extensive portfolio of franchise brands and new trademarks hitherto unavailable in stations in France, Elior will provide a range of food services for travellers at the Gare de Lyon to suit all budgets and meet all needs.

From summer 2012, two PAUL bakeries and a PHILEAS café will offer fast food options to travellers and the public. A DAILY MONOP' outlet will cater to the needs of customers on the go, while BERKO, specialising in traditional American pastries and cakes, will offer a specially revamped range of gourmet cakes to customers at the station throughout the day.

As the key innovation of Elior's bid, COSTA COFFEE, the leading brand in the UK market, will make its debut in France offering a wide range of both savoury and sweet foods. The first RED D'HIPPO to open in a station will feature a comprehensive range of hospitality options from full table service to take-out. At the higher end of the scale, the prestigious FAUCHON will make its appearance at the Gare de Lyon, alongside CAFE PREMIER, showcasing Elior's expertise combining food service in a lounge area with reception and office services in special business points.

Gilles Petit, Chief Executive Officer of the Elior Group commented on the successful bid: *"We are delighted to extend our partnership with Gares & Connexions by playing our part in the flagship development of the Gare de Lyon. This success provides the opportunity to showcase our expertise in designing innovative and high-quality catering outlets and services and confirms our leadership position in the station sector in France."*

About ELIOR

Founded in 1991, Elior ranks third in the European market for contracted catering and related services. The Group, which achieves a turnover of 4.2 billion Euros in 2011, applies its knowhow to three sectors: catering, concessions and services.

Its 85 000 staff offer catering and personalised service solutions to three million clients in fourteen countries every day with unwavering commitment: welcoming and taking care of each one enthusiastically and competently.

As a responsible company, Elior has been a member of the United Nations Global Pact since 2004. The Group pays particular attention to new consumer expectations in terms of nutrition and quality, to the professional development of its staff, and to the impact of its activities on the environment. For more information go to: www.elior.com

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