

PRESS RELEASE

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## **ELIOR TEAMS UP WITH SNCF GARES & CONNEXIONS TO INVEST IN REFASHIONING AND EXPANDING THE FOOD SERVICES OFFERINGS AT 14 FRENCH RAILWAY STATIONS**

**Elior has stepped up its partnership with SNCF Gares & Connexions by undertaking to refashion and refurbish the food services outlets at 14 French railway stations, including Paris Gare de Lyon (Hall 2), Lyon Part-Dieu and Marseille Saint Charles.**

SNCF Gares & Connexions has called on Elior's expertise as a food services provider at transport hubs and a benchmark player in the French railway station market to help it roll out a modernization program at its sites. For Elior, this involves refashioning outlets and expanding the food services offerings at 14 stations across France: Paris Gare de Lyon (Hall 2), Toulouse, Lyon Part Dieu (*Paul*), Marseille, Dijon (*Paul and Quick*), Nancy, Nice, Lyon Perrache, Nîmes, Valence TGV, Nantes Sud, Angers, Saint Etienne and Narbonne.

Elior's objective within the program is twofold: refurbish existing points of sale in order to enhance customers' comfort and overall travel experience, and round out its offering by introducing new brands and spaces that will meet the needs and expectations of each and every railway passenger.

Work under the program will start as from 2016, notably at:

- Nice station, where Elior already operates a Paul outlet. Two new Elior banners will be introduced here: Agora – a new café-brasserie concept with a strong regional identity – and Deli&cia, a take-out concept which is already used by Elior in both Spain and the United States and offers “fast casual” products made on site.
- Valence TGV station, where Elior also already has an operating presence. Here, a new Paul outlet will replace the existing Pain Soleil et Cie point of sale.

Commenting on the partnership with Elior, Patrick Ropert, Chief Executive Officer of SNCF Gares & Connexions said: *"Shops make our stations more lively, modern and practical places and help them blend into the city fabric. The railway station retail sector now represents over €1 billion and contributed €170 million to SNCF Gares & Connexions' revenue in 2014. I am excited about the prospects of this partnership with Elior, which will enable us to leverage the opportunities presented by the retail boom that is currently taking place in railway stations."*

### About Elior

Founded in 1991, Elior has grown into one of the world's leading operators in the contracted food and support services industry, generating revenue of €5,341 million in FY 2013-2014 through 18,000 restaurants and points of sale in 13 countries. Driven by an unwavering commitment to excellence, our 106,000 passionately professional employees provide personalized catering and service solutions on a daily basis to 3.8 million customers in the business & industry, education, healthcare, leisure and travel markets, taking genuine care of each and every person they serve. We place particular importance on corporate social responsibility and have been a member of the United Nations Global Compact since 2004. Our corporate philosophy – which is centered on quality and innovation as well as responsible relations with others and the community at large – is reflected in our motto: "Because the whole experience matters".

For further information please visit our website ([www.elior.com](http://www.elior.com)) or follow us on Twitter (@Elior\_France/@Elior\_Group)

### About SNCF Gares & Connexions

Headed by Patrick Ropert since October 2014, SNCF Gares & Connexions is reinventing the passenger experience at railway stations while ensuring high-quality services on a daily basis.

Our overarching aim is to put well-being at the heart of people's everyday lives and to achieve this we have set ourselves three main strategic goals:

1. Real estate – Refashioning sites to create stations that are destinations.
2. Services – Designing and running stations that are practical, user-friendly and welcoming.
3. Operations – Effectively and efficiently managing 14,000 train departures and 10 million visitors at 3,000 stations every day.

<http://www.gares-sncf.com/fr>  Gares & Connexions on Twitter: <http://twitter.com/ConnectGares>

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