

**WH Smith PLC to open 50 new units in motorway service areas**

WH Smith PLC announces agreements with Moto Hospitality Limited and Swayfield Group to open travel stores in UK motorway service areas. 48 new units will be opened in Moto service areas and a further 2 units at Swayfield Group sites.

These agreements open up a new channel for WHSmith Travel and bring WHSmith's products and services direct to motorists for the first time.

The 50 new units will enhance WHSmith Travel's existing network, which comprises 203 units in key air and rail locations.

Today's announcement follows the trials of WHSmith Travel stores at two of Moto's busiest sites, Birch West on the M62 near Manchester and Leigh Delamere on the M4 near Chippenham.

The Moto stores will be operated under a franchise agreement, with the majority opening in 2007. The Swayfield Group sites are a leasehold arrangement and are expected to open during 2008.

Commenting on the announcement, Kate Swann, WHSmith Group Chief Executive, said:

"We are delighted to be working with Moto and the Swayfield Group to open up a new channel for our Travel Retail business and bring WHSmith products and services direct to the motorist for the first time."

Tim Moss, Moto's Chief Executive, said:

"We are very excited at the prospect of having Britain's biggest CTN\* retailer as a partner in our network of motorway service areas. The agreement comes on the back of a trial of WHSmith's Travel format, which showed itself to be extremely popular with our customers."

"We are looking forward to rolling out WHSmith stores across the entire estate. This is a natural step for Moto in providing the widest and best choice of familiar high street brands to our customers."

Andrew Long, Managing Director of Swayfield Group, commented:

"We are pleased to be working closely with WHSmith."

\* CTN - confectioner, tobacconist, newsagent

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NOTE TO EDITORS

**WH Smith PLC** is made up of 543 high street stores and a further 203 retail units in 129 airports and stations. The High Street business sells a wide range of newspapers, magazines, stationery, books and entertainment products, while WHSmith Travel sells a tailored range of newspapers, magazines, books and confectionery products for people on the move. In addition, WHSmith Direct – [www.whsmith.co.uk](http://www.whsmith.co.uk) - serves customers on the internet 24 hours a day.

**Moto Hospitality Ltd** is Britain's biggest operator of motorway service areas, with 48 sites catering for the needs of over 100 million travellers every year.

Moto is owned by Macquarie Bank, a diversified international provider of specialist investment banking and financial services, with more than 8000 people in 23 countries. Macquarie Bank is listed on the Australian Stock Exchange, with a market capitalisation of approx £6.2bn. The Macquarie Bank Group's total assets are approximately £43.7bn, with a further £57.8bn in assets under management. Macquarie is a global leader in the acquisition, funding and management of infrastructure and essential service assets, with more than 90 assets globally.

**Swayfield Group** owns and operates 7 existing motorway service areas and has planning consent for a further 5 new developments, which are due to open over the next 12-18 months. The majority of the existing and new motorway service areas operate under the Swayfield umbrella brand 'Extra'.