

centred on strong differentiating factors: a specialization in grilled meat with exciting flavours and an emphasis on quality and authenticity.

In view of the acceptance of this new concept, two new units were opened in Lisbon and one in Cascais, consolidating MiiT as one of the Ibersol Group's new concepts in Portugal.

A winning bid in Madeira Airport

The Ibersol Group opened four new restaurant spaces in Madeira Airport. The new spaces, located on Floor 3 (one on the land side, open to the general public, the others on the ocean side, in a restricted area):

- Clocks, a cafeteria with a large selection, including fresh salads, pasta, hamburgers, steak sandwiches and fruit juices
- Cockpit restaurant bar with table service, offering a variety of tapas, mini-sandwiches, cooked meals and wine by the glass
- Go To café, a self-service cafeteria for those who do not have a minute to spare
- Pizza Hut, a high impact international brand, with its range of cooked-to-order pizzas

The architectural space, complemented by a contemporary interior design, takes advantage of the privileged

ocean and mountain views to create unique settings that invite customers to relax and enjoy themselves. These concepts also offer a number of additional services: laptop and mobile phone battery charging, free wi-fi, spaces for the use of PCs, videowall with Sport TV and access to the main international channels, children's play area, lounge area and terraces with a smokers' area.

They serve to strengthen the Ibersol Group's competitive position in the Madeira market, where we have been present since 2000.

With this new project the Ibersol Group has investments totalling more than 5.5 million euros and employs nearly 130 people, most of them from Madeira.

The Angolan market

2013 was marked by the consolidation of the Ibersol Group's internationalization strategy in the Angolan market.

We gave ourselves three years to assess the maturity of the Angolan market by offering the possibility to consumers of KFC products.

During the year we opened the third restaurant in Luanda, in an urban environment. So far, sales in the Angolan units have performed as planned and the product seems to be well received by consumers.