



Result for the first three quarters of the 2014/2015 business year (1 April 2014 to 31 December 2014)

- . continuous increase in sales and earnings
- . unique business model with a range of brands and divisions secures sustainable growth
- . quality and innovation as core differentiation tools

SALES	EUR	597.79 Mio	+ 23.8 %
EBITDA	EUR	58.91 Mio	+ 23.7 %
EBIT	EUR	39.74 Mio	+ 16.9 %

VIENNA – 12 February 2015 – DO & CO Aktiengesellschaft is today publishing its results under IFRS for the first three quarters of its 2014/2015 business year (1 April 2014 to 31 December 2014).

In the first nine months of its 2014/2015 business year, the DO & CO Group recorded sales of € 597.79m, an increase of 23.8% or € 114.97m over the first three quarters of the previous business year.

Sales	Q1-Q3 2014/15 in Mio €	Q1-Q3 2013/14 in Mio €	Change in Mio €	Change in %
Airline Catering	397.35	346.75	50.60	14.6%
International Event Catering	76.17	43.83	32.34	73.8%
Restaurants, Lounges & Hotel	124.26	92.23	32.03	34.7%
Group sales	597.79	482.82	114.97	23.8%

At the same time, earnings of the DO & CO Group also improved over those in the corresponding period of the previous year.

Group	Q1-Q3 2014/15 in Mio €	Q1-Q3 2013/14 in Mio €	Change in Mio €	Change in %
Sales	597.79	482.82	114.97	23.8%
EBITDA	58.91	47.63	11.28	23.7%
Depreciation/impairment	-19.17	-13.62	-5.54	-40.7%
EBIT	39.74	34.01	5.73	16.9%
EBITDA margin	9.9%	9.9%		
EBIT margin	6.6%	7.0%		
Employees	8,683	7,080	1,603	22.6%

Consolidated earnings before interest and tax (EBIT) of the DO & CO Group amounted to € 39.74m for the first three quarters of the 2014/2015 business year, € 5.73m higher than in the corresponding period last year. The EBIT margin was 6.6% (PY: 7.0%). For its EBITDA, the DO & CO Group reports € 58.91m (PY: € 47.63m). The EBITDA margin was 9.9% (PY: 9.9%).

Below, a detailed account is given of the development of the three divisions of the DO & CO Group:

1. AIRLINE CATERING

Airline Catering	Q1-Q3 2014/15 in Mio €	Q1-Q3 2013/14 in Mio €	Change in Mio €	Change in %
Sales	397.35	346.75	50.60	14.6%
EBITDA	43.90	36.56	7.34	20.1%
Depreciation/impairment	-13.05	-10.61	-2.44	-23.0%
EBIT	30.85	25.95	4.90	18.9%
EBITDA margin	11.0%	10.5%		
EBIT margin	7.8%	7.5%		
Share in consolidated sales	66.5%	71.8%		

In the first nine months of the 2014/2015 business year, the Airline Catering division rang up sales of € 397.35m (PY: € 346.75m), a satisfactory rise of 14.6% over the previous year. The division contributed 66.5% of the Group's sales (PY: 71.8%).

EBITDA and EBIT increased once again: at € 43.90m, EBITDA grew by € 7.34m (+20.1%) over the same period last year. EBIT rose from € 25.95m to € 30.85m (+18.9%). The EBITDA margin for the first nine months of 2014/2015 was 11.0% (PY: 10.5%). The EBIT margin was 7.8% (PY: 7.5%).

The Group's international locations achieved substantially higher growth rates than in the corresponding period of the previous business year.

Turkish DO & CO reported a satisfactory development of its business, both with regard to Turkish Airlines and third-party customers. Newly obtained airline customers further boosted growth.

The US locations reported a very positive performance. At New York's JFK, new customer Ukraine International Airlines added to the growth in sales figures with its five weekly departures. At Chicago's O'Hare, successful startups were carried out for Cathay Pacific and British Airways in the third quarter of the current business year.

The locations at London Heathrow, Frankfurt and Munich also did well. All there gourmet kitchens have been catering for new DO & CO customer South African Airways since March 2014.

The Polish and Austrian locations for DO & CO's airline catering similarly kept their business stable throughout the period under review.

With the founding of a catering venture in Seoul, DO & CO made its first long-term investment in Asia. Jointly with Sharp Aviation K, Inc. the company is initially focusing on South Korea. By the end of 2015, the newly established company will open a modern gourmet kitchen at Seoul's Incheon Airport and expand into airline catering as well as all the other business areas, including retail gourmet shops, high-end coffee-houses and event catering.

2. INTERNATIONAL EVENT CATERING

International Event Catering	Q1-Q3 2014/15 in Mio €	Q1-Q3 2013/14 in Mio €	Change in Mio €	Change in %
Sales	76.17	43.83	32.34	73.8%
EBITDA	6.89	5.01	1.87	37.4%
Depreciation/impairment	-3.30	-0.99	-2.31	-233.0%
EBIT	3.59	4.02	-0.43	-10.8%
EBITDA margin	9.0%	11.4%		
EBIT margin	4.7%	9.2%		
Share in consolidated sales	12.7%	9.1%		

The International Event Catering division generated sales of € 76.17m in the first nine months of the 2014/2015 business year, compared to € 43.83m in the first three quarters of the previous business year. EBITDA amounted to € 6.89m (PY: € 5.01m). The EBITDA margin was 9.0% (PY: 11.4%). EBIT accounted for € 3.59m (PY: € 4.02m), and the EBIT margin was reported at 4.7% (PY: 9.2%).

Of particular note among expansion activities pursued by the International Event Catering division are those in Germany.

Both the culinary catering for the Allianz Arena in Munich and events held at the Munich Olympic Park contributed to the division's growth.

For the 15 Formula 1 races held during the first three quarters of 2014/2015, more than 65,000 VIP guests were hosted with the choicest treats prepared by DO & CO. In the third quarter, DO & CO concluded its racing season with the grand prix races in Japan, Russia, US and Abu Dhabi.

3. RESTAURANTS, LOUNGES & HOTEL

Restaurants, Lounges & Hotel	Q1-Q3 2014/15 in Mio €	Q1-Q3 2013/14 in Mio €	Change in Mio €	Change in %
Sales	124.26	92.23	32.03	34.7%
EBITDA	8.12	6.06	2.07	34.2%
Depreciation/impairment	-2.82	-2.02	-0.80	-39.6%
EBIT	5.30	4.03	1.27	31.4%
EBITDA margin	6.5%	6.6%		
EBIT margin	4.3%	4.4%		
Share in consolidated sales	20.8%	19.1%		

In the first three quarters of 2014/2015, the Restaurants, Lounges & Hotel division accounted for sales of € 124.26m (PY: € 92.23m), an increase of 34.7%.

The division's EBITDA was € 8.12m (PY: € 6.06m) The EBITDA margin was 6.5% (PY: 6.6%). At € 5.30m, EBIT rose above the previous year's level (€ 4.03m in Q1-3 2013/2014). The EBIT margin was 4.3% (PY: 4.4%).

Regarding the Lounges unit, it should be noted that DO & CO has been operating a new senator and business lounge for Lufthansa at London Heathrow since early October, which has already achieved a high passenger satisfaction rate.

The restaurants, Demel Cafés and Henry did well in the first nine months of the 2014/2015 business year.

The Retail unit opened another Henry Shop in December 2014, this time at the Millennium City shopping mall.

The new airport gastronomy opened in November 2014 at Vienna Airport (Pier West) has already achieved satisfactory sales rates. Offering DO & CO, DEMEL, HENRY and BIG DADDY, it is the first location to combine several DO & CO brands on a single site.

DO & CO's railway catering service has been continuously boosting its customer satisfaction rates.

DO & CO STOCK

In the first three quarters of the 2014/2015 business year, DO & CO shares put in a good performance on the stock exchanges of both Vienna and Istanbul. On the Vienna Stock Exchange, DO & CO shares gained 65.9% over the first three quarters, closing at € 62.38 on 30 December 2014. On the Istanbul Stock Exchange, DO & CO shares rose by 58.4%, closing at TRY 179.00 on 31 December 2014.

OUTLOOK

Generally, all divisions and almost all the Company's markets are growing at a satisfactory rate even though the business environment is getting increasingly more difficult.

DO & CO has a unique business model which fosters continuous sustainable growth based on an ever growing number of brands, distribution channels and own gourmet kitchens in all its divisions. In spite of its growth, the primary focus will remain on sustainable margin development.

On 10 February 2015, DO & CO Aktiengesellschaft announced the establishment of a joint company with Nestlé Nespresso S.A. to operate Nespresso Cafés. DO & CO and Nestlé each hold a 50% stake in this company. A first test phase foresees the launching of cafés in Vienna and London. The foundation of the joint company is subject to approval under cartel law.

The new gourmet kitchen at Chicago O'Hare gained Turkish Airlines (from January 2015) and Austrian Airlines (from February 2015) as new customers.

At present, DO & CO is the culinary host of the Austria House for 2,000 VIP guests at the FIS Alpine World Championship in Vail/Beaver Creek.

As in previous quarters, DO & CO continues to evaluate, on an ongoing basis, possible targets for acquisition in various markets.

Overall, DO & CO's management is highly confident that it can continue its successful performance of the past years. A focus on innovation, superior product and service standards and excellently trained and committed staff provide the underpinnings for DO & CO to make the best possible use of all its growth potential.

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Bloomberg	DOC AV, DOCO. TI
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Official quotation	Vienna, Istanbul
Currency	EUR, TRY
Initial listing	30.06.1998 (VSE) 02.12.2010 (ISE)

Financial Calendar:

2 June 2015	Results for the 2014/2015 business year
2 July 2015	General Meeting of Shareholders for BY 2014/2015
6 July 2015	Ex-dividend date
20 July 2015	Dividend payment date