



RESTAURANTS  
HOTEL  
LOUNGES  
CATERING

**DO & CO**  
The Gourmet Entertainment Company  
Company Presentation

# DO & CO

unique gourmet entertainment around the globe

**premium caterer** and full-service hospitality provider

**globally active** – 33 gourmet kitchens in 12 countries on 3 continents

**financial strength** and **entrepreneurial flair**

## AIRLINE CATERING



## INTERNATIONAL EVENT CATERING



## RESTAURANTS | LOUNGES | HOTEL



# COST-COMPETITIVE

through synergies between DO & CO's divisions and brands

## AIRLINE CATERING



## INTERNATIONAL EVENT CATERING



## RESTAURANTS | LOUNGES HOTEL



# GOURMET KITCHENS

BRAND | KNOW HOW | INNOVATION | STAFF | CUSTOMERS

- 72% of group sales \*)
- 33 "gourmet kitchens"
- on 3 continents
- more than 60 airline customers

- 14% of group sales \*)
- international customer portfolio
- worldwide activities
- events in any size

- 14% of group sales \*)
- brand awareness
- set trends
- creative core of the group

**multi-divisional, multi-dimensional business model**

\*) Business year 2019/20

# STRONG BRANDS

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DOLCO

## premium hospitality brand of the group

- gourmet entertainment to highest standards
- hand-made high-quality products
- finest raw materials, always freshly produced



DEMEL  
K. U. K. HOFZUCKERBÄCKER  
WIEN

## exclusive pastry and chocolate

- chocolatiers since 1786
- luxurious patisserie brand
- traditional confectionery artistry



Henry  
the art of living®

## premium take-away products

- broad choice of take-away products
- focus on organic food and innovative packaging
- enormous potential to grow



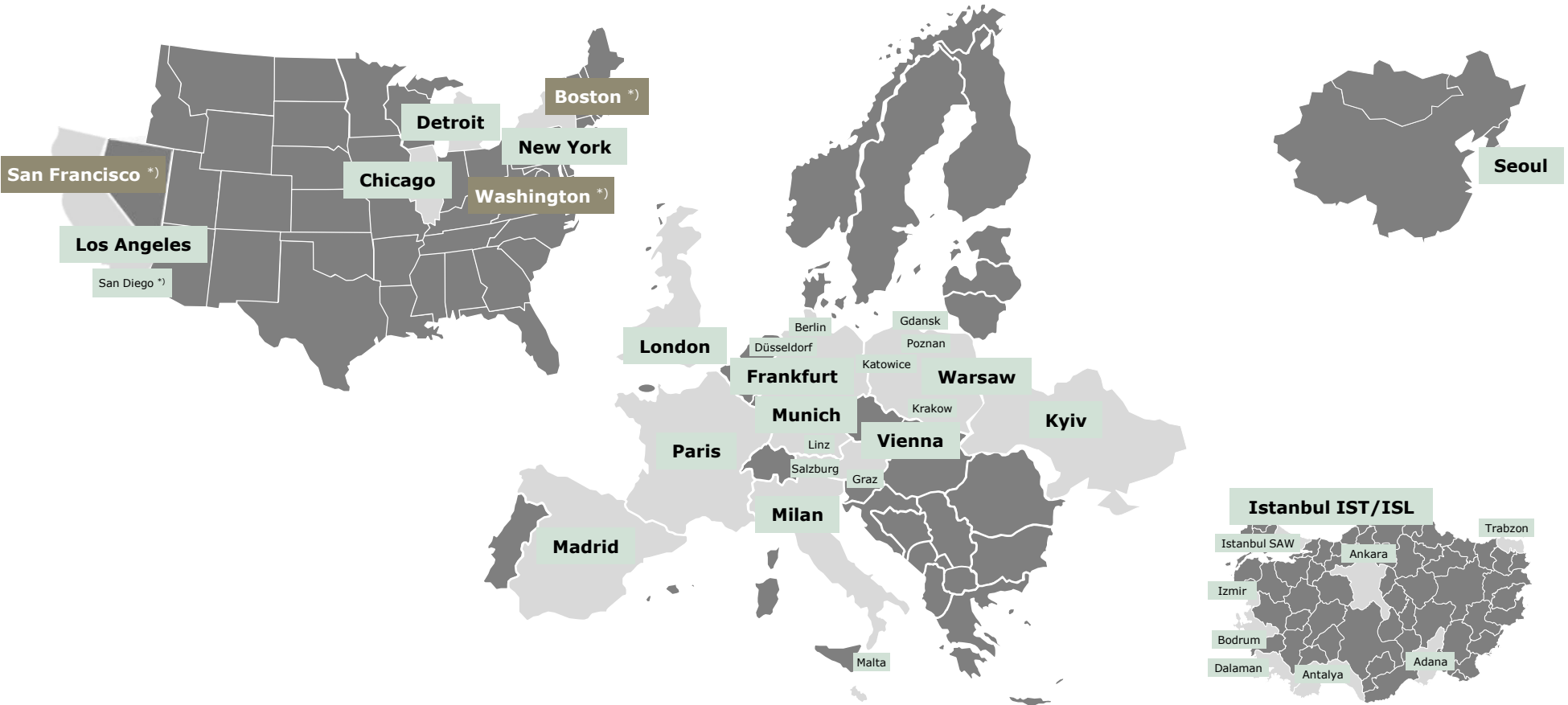
1854  
HEDIARD  
PARIS

## one of the leading luxury grocery brands in France

- well-known brand with a long tradition
- flagshipstore on Place de la Madeleine in Paris

# MULTI REGION STRATEGY

leveraging infrastructure and brand awareness



33 gourmet kitchens | 12 countries | 3 continents

\*) new gourmet kitchens planned, San Diego ex Los Angeles



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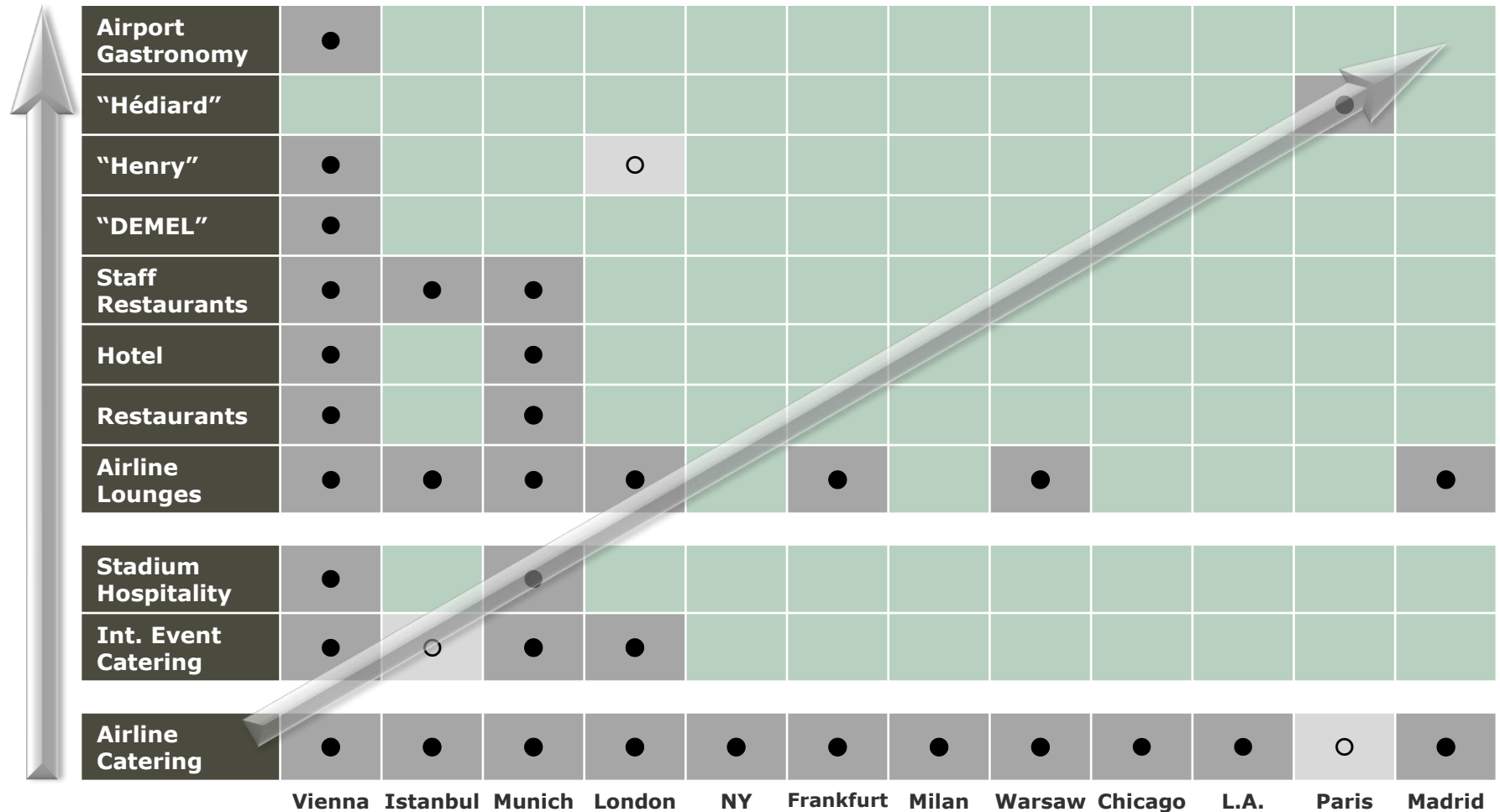
INTERNATIONAL  
EVENT CATERING

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# DIVERSIFICATION ACROSS DIVISIONS, CLIENTS, LOCATIONS

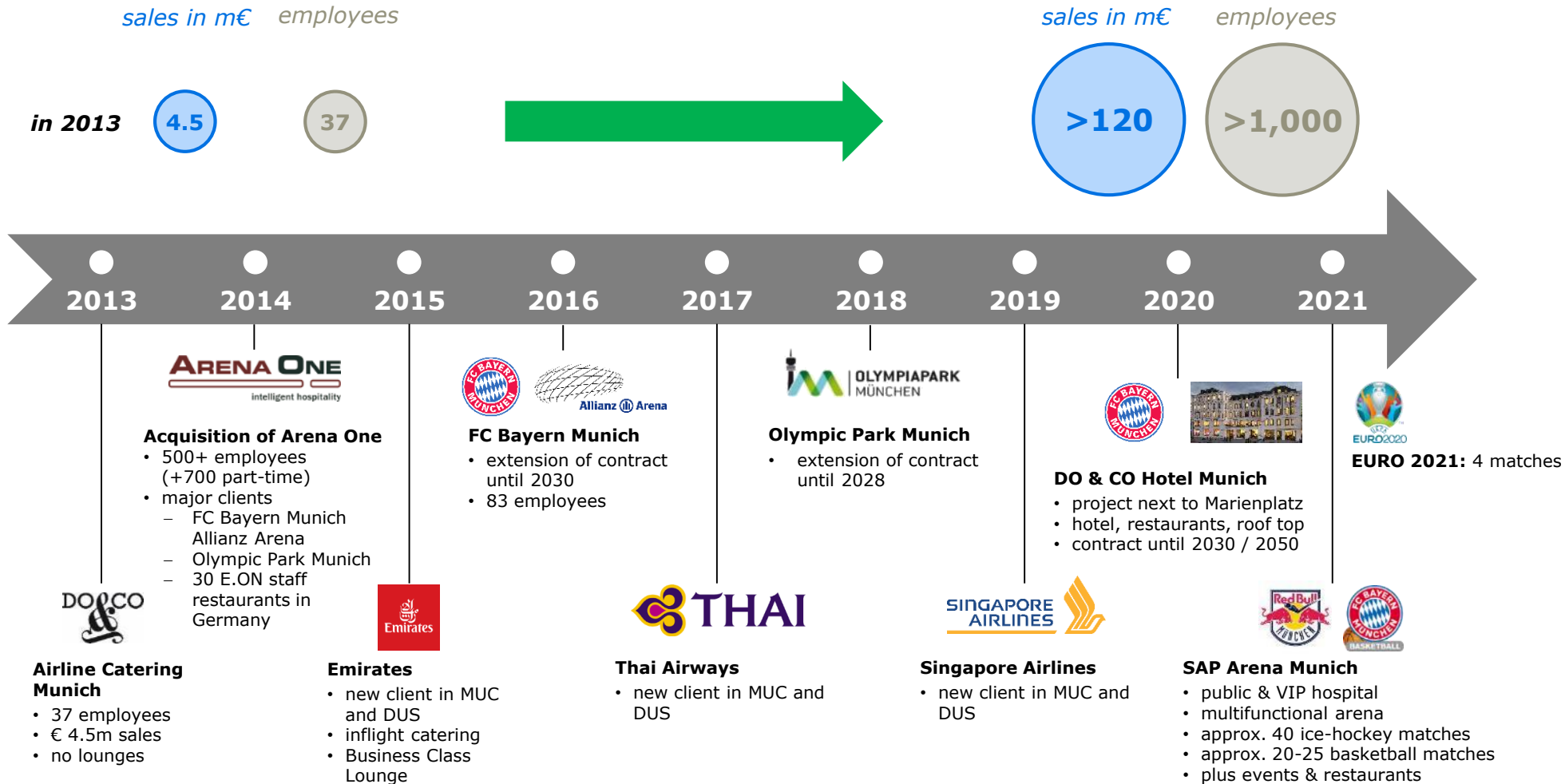
3 dimensions of growth



Current status: ● well established; ○ under development

# DIVERSIFICATION OPPORTUNITY & TRACK RECORD

## Munich expansion since 2013 – case study



# CUSTOMER SATISFACTION

proven for onboard catering and airline lounges



	2014	2015	2016	2017	2018	2019
<b>Business Class</b>	1 Turkish Airlines	1 Austrian Airlines 2 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	1 Austrian Airlines	1 Austrian Airlines
<b>Premium Economy</b>	3 Turkish Airlines	3 Turkish Airlines				1 Austrian Airlines
<b>Economy</b>	2 Turkish Airlines	2 Turkish Airlines	3 Turkish Airlines	2 Turkish Airlines		
<b>FC Lounge</b>	2 Lufthansa	1 Lufthansa	2 Lufthansa	1 Lufthansa	2 Lufthansa	
<b>BC Lounge</b>	2 Turkish Airlines	1 Turkish Airlines	2 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	
<b>BC Lounge Dining</b>	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	



# OUR RECIPE

best quality, innovation and an unique team

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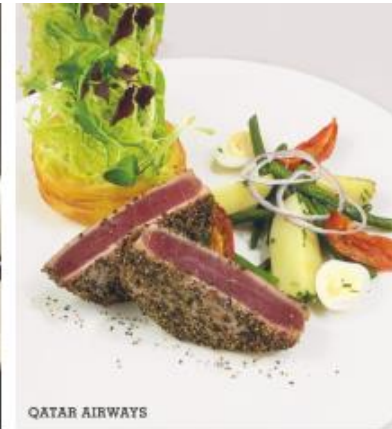


DO&CO

**Airline Catering**

# AWARD WINNING PREMIUM AIRLINE CATERING

the best restaurants at 39,000 feet – gourmet entertainment by DO & CO



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# AWARD WINNING PREMIUM AIRLINE CATERING

the best restaurants at 39,000 feet – Turkish Airlines



Partners in Excellence



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# AWARD WINNING PREMIUM AIRLINE CATERING

the best restaurants at 39,000 feet – British Airways



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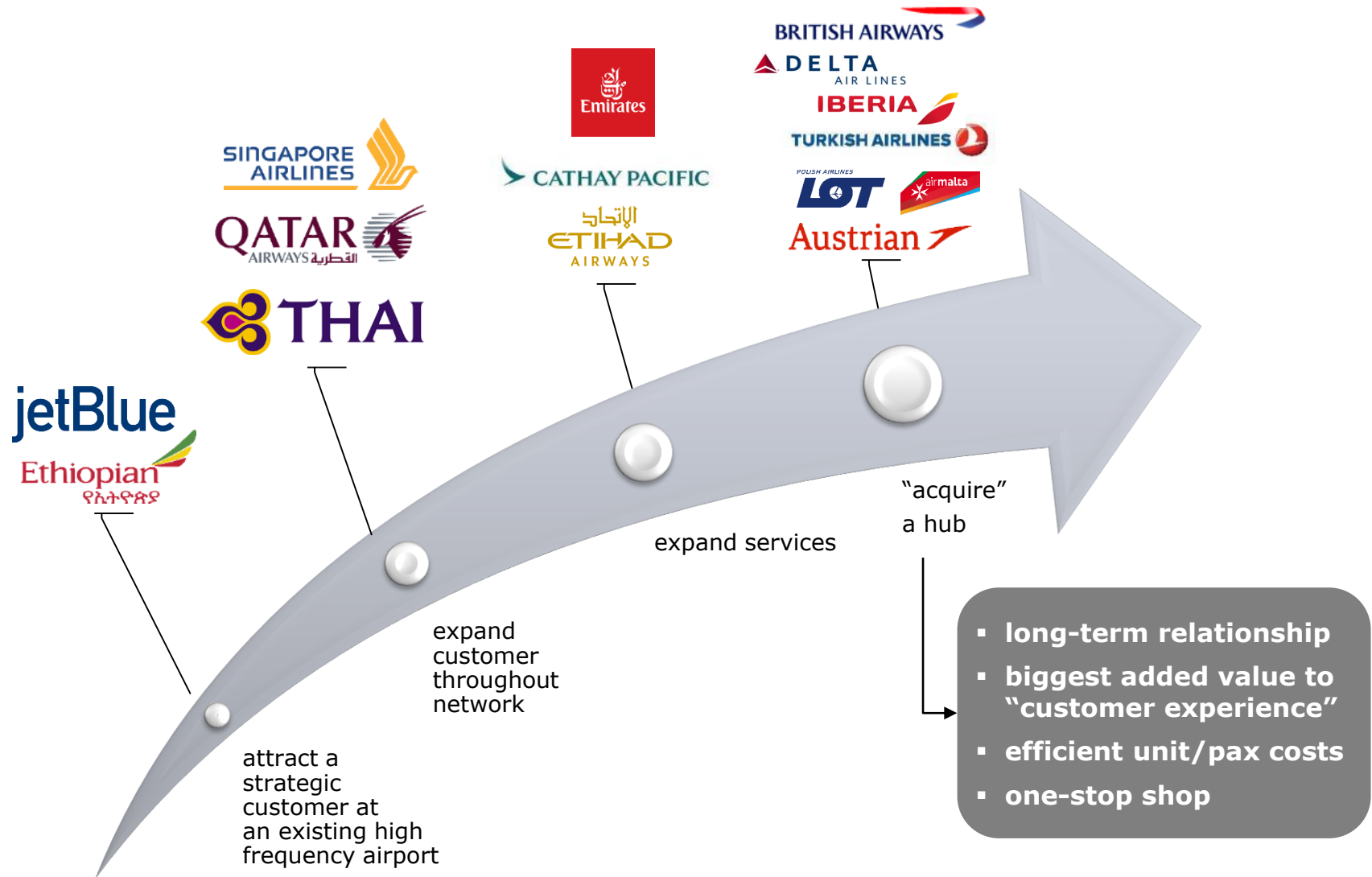
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# DIFFERENTIATION THROUGH "ADDED VALUE"

from high frequency locations to the home base



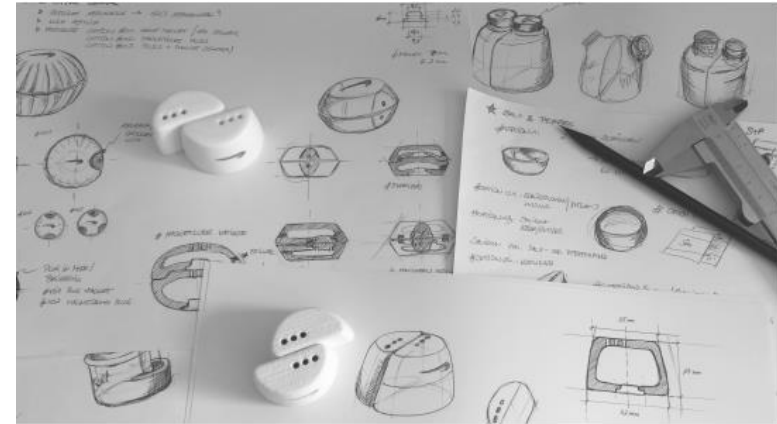
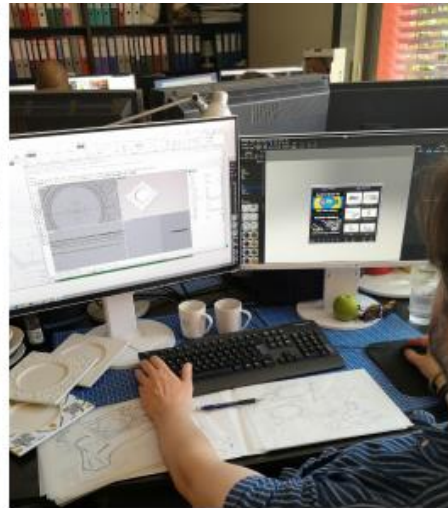
# DIFFERENTIATION THROUGH "ADDED VALUE"

from high frequency locations to the home base using the BA example



# AWARD WINNING PREMIUM AIRLINE CATERING

custom on board concepts – DO & CO design center in Vienna





# NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

one of the largest gourmet kitchens worldwide

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# NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

one of the largest gourmet kitchens worldwide



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# NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

top-notch training centre & offices



# NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

top-notch training centre & offices



# DO & CO's TRACK RECORD OF NEW AIRLINE CUSTOMERS

between 2017 and 2020 – serving more than 60 airline clients worldwide





DO & CO  
*&*


# International Event Catering

# BUSINESS MODEL

at a glance

## HIGH PROFILE SPORT EVENTS


### CAR RACING

 Worldwide since 1992\*


### FOOTBALL




### TENNIS

 Madrid since 2002, Geneva in 2015

### SKIING / NORDIC

 Hahnenkamm ski race at Kitzbühel  
Alpine Ski World Cup | World Ski Championships  
Four Hills Tournament – Innsbruck; Bischofshofen


### HORSE RIDING

 CHIO Aachen – World Equestrian Festival

### GOLF



### BEACH VOLLEYBALL

 Grand Slam – Wörthersee | Carinthia

## COMPANY EVENTS



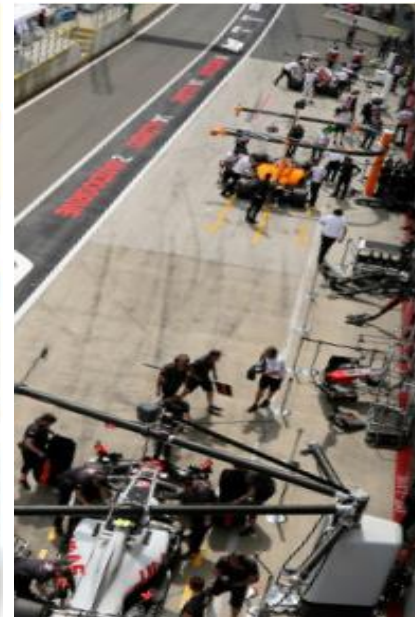
\* excluding Australia, South America and Singapore

# DO & CO F1 HOSPITALITY

Formula One Paddock Club™ since 1992

## AROUND THE WORLD

- Shanghai
- Baku
- Barcelona
- Monte Carlo
- Montreal
- Le Castellet
- Spielberg
- Silverstone
- Hockenheim
- Budapest
- Spa
- Monza
- Singapore
- Sochi
- Suzuka
- Austin
- Mexico City
- Abu Dhabi



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# WE SERVE GOURMET ENTERTAINMENT

at the highest level at our events



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# STADIUM HOSPITALITY MANAGEMENT

Allianz Arena Munich – Home of FC Bayern Munich



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# OLYMPIC PARK MUNICH

Gourmet Entertainment by DO & CO



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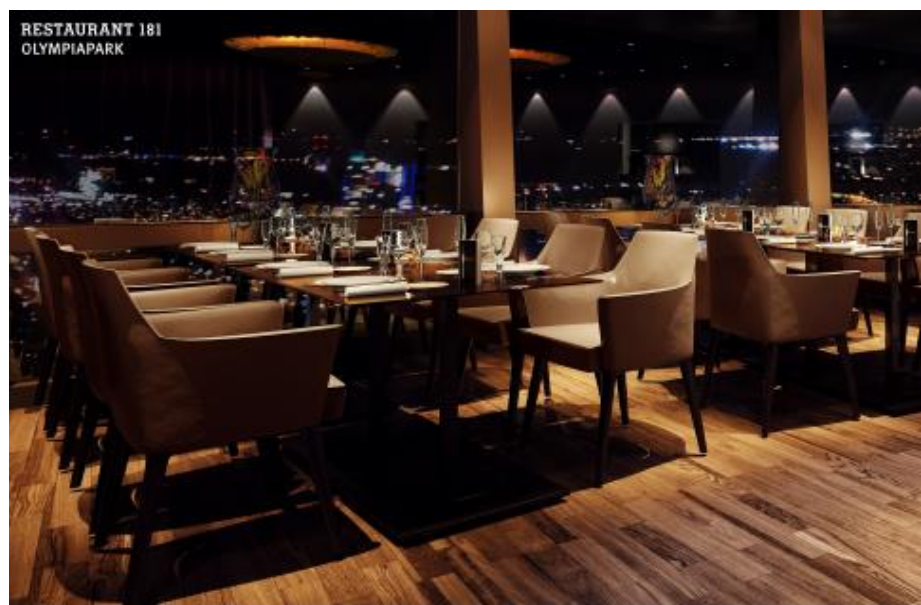


DO & CO

**Restaurants, Lounges & Hotel**

# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

innovation, market fresh ingredients only, handmade premium quality



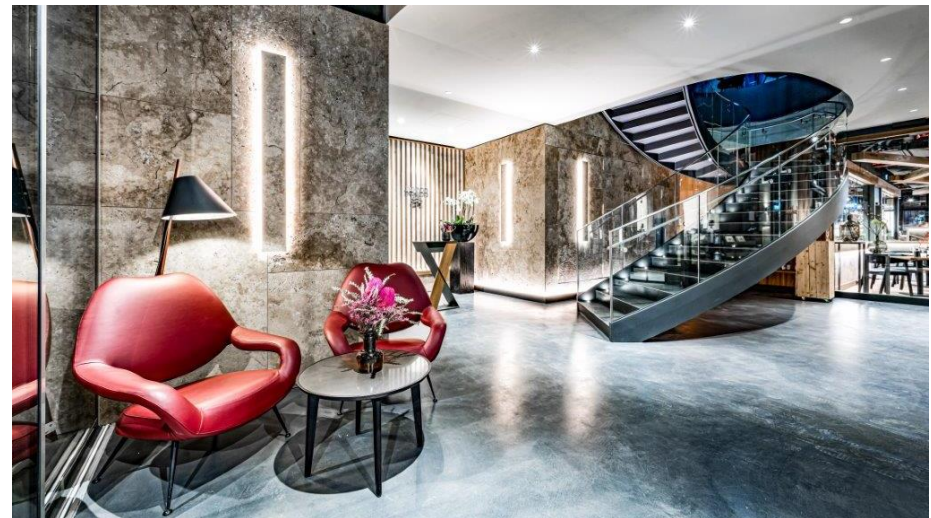
# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

DO & CO Munich – Hotel / Restaurant / Gastwirtschaft



# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

DO & CO Munich – Hotel / Restaurant / Gastwirtschaft



# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

innovation, market fresh ingredients only, handmade premium quality





# PREMIUM LOUNGES & AIRPORT GASTRONOMY

award-winning, trend setting





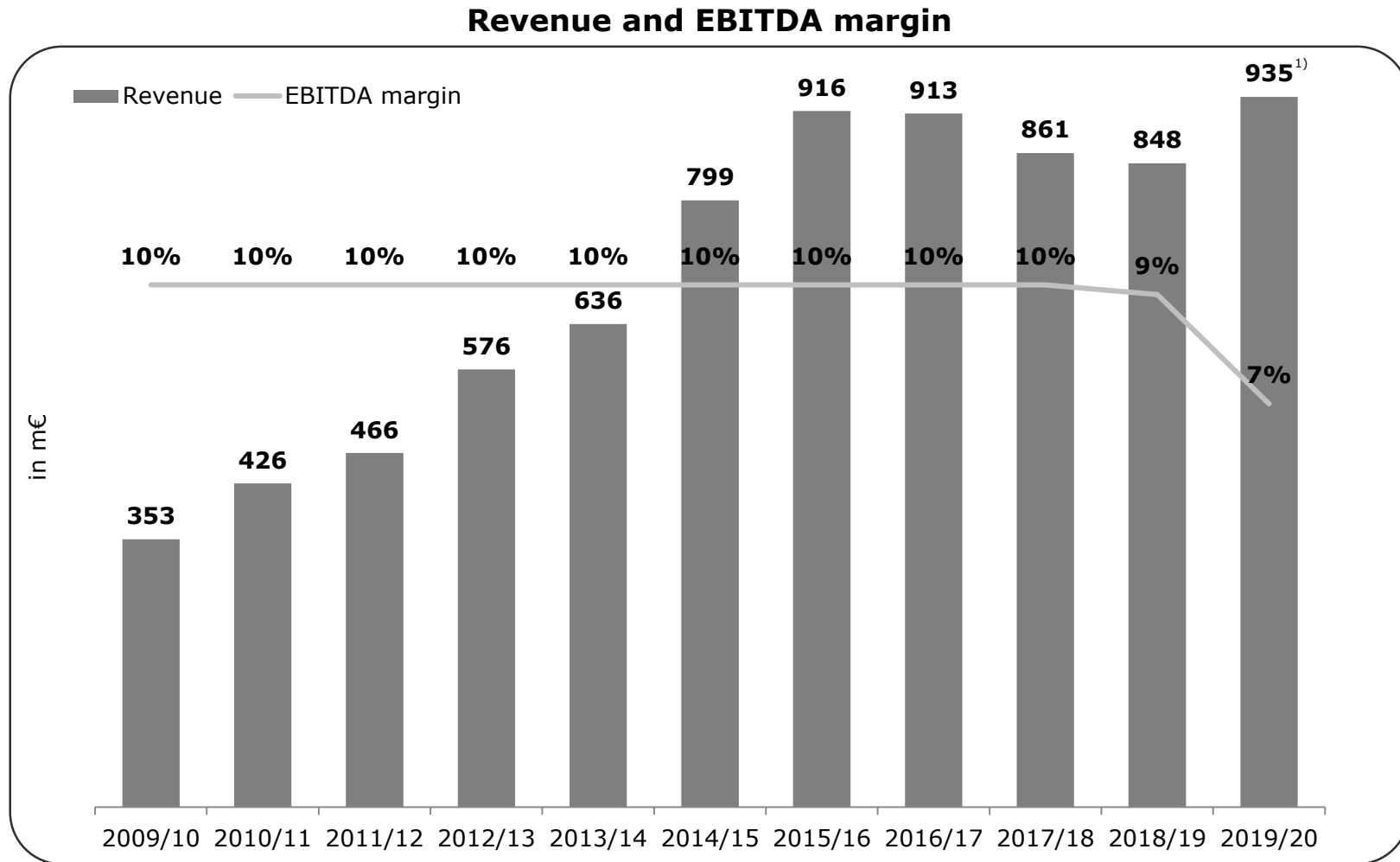
THE  
GOURMET  
ENTERTAINMENT  
COMPANY



# Financial Overview

# CONTINUOUS GROWTH AND STABLE MARGINS

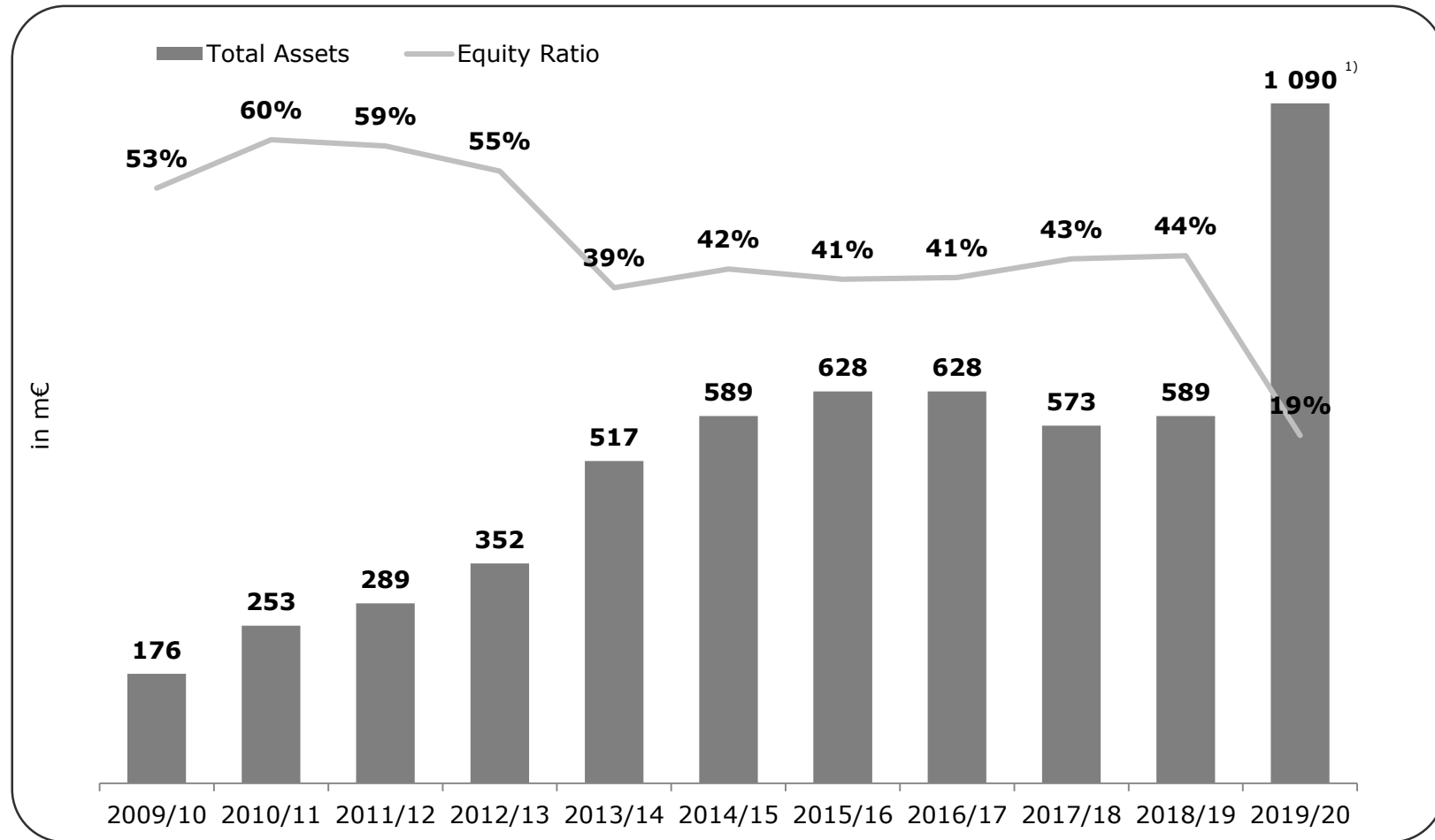
in the past 10 years



Remark: <sup>1)</sup> revenue growth Q1-Q3 2019/20 +17% purely organic → COVID-19 effect approx. € -65m

# STRONG BALANCE SHEET

## Total assets and equity ratio



Remark: <sup>1)</sup> first-time application of IFRS 16 → effect -5.1 pp on the equity ratio

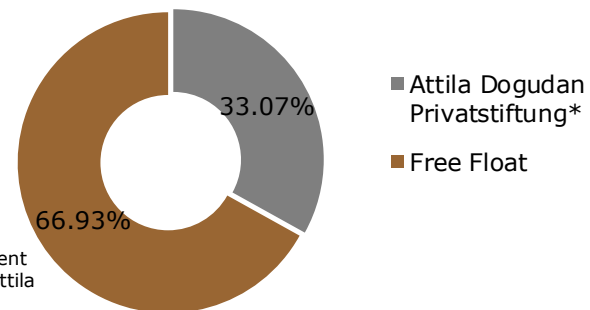
# DO & CO SHARE

<b>LISTING</b>	<b>Borsa Istanbul</b>	<b>Vienna Stock Exchange</b>
<b>ISIN</b>	ISIN:AT0000818802 (single ISIN code, fully fungible shares)	
<b>REUTERS</b>	DOCO.IS	DOCO.VI
<b>BLOOMBERG</b>	DOCO. TI	DOC AV
<b>INDEX</b>	BIST ALL, BIST-100	ATX Prime, ATX
<b>CURRENCY</b>	TRY	EUR
<b>DATE OF LISTING</b>	02.12.2010	30.06.1998

## SHAREHOLDER STRUCTURE

**Issued capital:** EUR 19,488,000

**Number of shares:** 9,744,000



\* These shares include stakes to be allocated to management and employees of 1.59% which are administrated by the Attila Dogudan Private Foundation.

# FINANCIAL CALENDAR

2021/2022

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17.06.2021

Results for the BY 2020/2021

05.07.2021

Record Date General Meeting of Shareholders for BY 2020/2021

15.07.2021

General Meeting of Shareholders for BY 2020/2021

12.08.2021

Results for the first Quarter 2021/2022

18.11.2021

Results for the first Half Year 2021/2022

17.02.2022

Results for the first three Quarters 2021/2022



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**THANK YOU!  
STAY HEALTHY!**

## Investor Relations contacts

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DO & CO Aktiengesellschaft

Vienna, 19 February 2021

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