

Results for the 1.–3. quarter of the business year 2022/2023

(1 April 2022 to 31 December 2022)

- **DO & CO doubles revenue and increases profit**
- **for the first time, revenue exceeds one billion (after only three quarters)**
- **EBIT margin increased for the third consecutive time**
- **strong global demand in all divisions**
- **well positioned for further growth**

Divisions and Group	Q1 2022/2023 in m€	Q2 2022/2023 in m€	Q3 2022/2023 in m€	Q1-Q3 2022/2023 in m€	Q1-Q3 2021/2022 in m€	Q1-Q3 2022/2023 in m€ excl. IAS 29
Group revenue	288.31	378.85	371.54	1,038.70	494.98	1,015.27
Airline Catering	219.65	287.54	252.59	759.75	352.18	737.78
International Event Catering	42.18	57.42	86.81	186.41	93.53	186.41
Restaurants, Lounges & Hotels	26.48	33.88	32.15	92.55	49.26	91.09
EBITDA	29.16	38.31	41.05	108.53	75.96	108.83
Depreciation/impairment	-14.33	-14.80	-13.94	-43.07	-38.51	-40.44
EBIT	14.83	23.51	27.11	65.45	37.45	68.39
Net Result	3.35	10.69	11.32	25.36	14.72	33.34
EBITDA margin	10.1%	10.1%	11.0%	10.4%	15.3%	10.7%
EBIT margin	5.1%	6.2%	7.3%	6.3%	7.6%	6.7%
Net Result margin	1.2%	2.8%	3.0%	2.4%	3.0%	3.3%
Employees	10,449	11,206	11,196	11,284	8,460	11,284

VIENNA – 17 February 2023 – DO & CO Aktiengesellschaft is publishing its results under IFRS for the first three quarters of the business year 2022/2023 today.

With revenue of € 1,038.70m (PY: € 494.98m) DO & CO has exceeded one billion euros in revenue for the first time and in just three quarters, continuing on course to further success. The current business year is by far the strongest in terms of revenue in the Company's history.

The EBITDA of the DO & CO group amounts to € 108.53m (PY: € 75.96m) in the first three quarters of the business year 2022/2023. The EBITDA margin was 10.4% in the first three quarters of the business year 2022/2023 (PY: 15.3 %). Consolidated earnings before interest and tax (EBIT) of the DO & CO group amounted to € 65.45m, € 28.00m higher than in the same period of the previous year. The EBIT margin was 6.3 % (PY: 7.6 %). In the first three quarters of the business year 2022/2023 the net result increased by € 10.64m to € 25.36m (PY: € 14.72m).

Exchange rate fluctuations against the euro compared to the first three quarters of the business year 2021/2022 resulted in a negative effect on Group revenue in the amount of € 185.90m, which was primarily due to the decline of the Turkish lira. Since a significant portion of costs in the Turkish subsidiaries is incurred in the local currency, the margins have largely remained unaffected by this development.

The result of the first three quarters of the business year 2022/2023 was strongly affected by application of the provisions of IAS 29 "*Financial reporting in hyperinflationary economies*" to the financial statements of the Turkish subsidiaries. These are, however, only valuation effects that do not lead to any cash outflows. At € 33.34 m, the net result would have been € 7.98m higher without applying IAS 29. As regards the result, the positive trend of the previous quarters has continued. Despite capital expenditures and the strain resulting from the depreciation of the Turkish lira, a level of cash and cash equivalents of € 200.27m was reached in the third quarter of the business year 2022/2023.

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

1. AIRLINE CATERING

Airline Catering	Q1-Q3 2022/2023 in m€	Q1-Q3 2021/2022 in m€	Change in m€	Change in %	Q1-Q3 2022/2023 in m€ excl. IAS 29
Revenue	759.75	352.18	407.57	115.7%	737.78
EBITDA	79.28	55.90	23.39	41.8%	79.58
Depreciation/impairment	-33.43	-29.19	-4.24	-14.5%	-30.96
EBIT	45.85	26.71	19.14	71.7%	48.62
EBITDA margin	10.4%	15.9%			10.8%
EBIT margin	6.0%	7.6%			6.6%
Share in consolidated revenue	73.1%	71.2%			72.7%

The Airline Catering division can look back on strong development in the current business year 2022/23. With revenue of € 759.75m, the Airline Catering division reports the strongest first three quarters in terms of revenue in the Company's history. This performance is a significant milestone for DO & CO, and especially welcome given the currently difficult market environment.

Despite the unfavourable market environment, the Airline Catering division generated a strong increase in revenue of 115.7% as compared to the previous year. At € 79.28m, EBITDA is € 23.39m higher than the figure of the same period of the previous year. EBIT amounts to € 45.85m (PY: € 26.71m). As a result, the EBIT margin increased continuously in this financial year. The result of the Airline Catering division in the first three quarters of the business year 2022/2023 has been strongly affected by application of the provisions of IAS 29 "Financial reporting in hyperinflationary economies" to the financial statements of the Turkish subsidiaries. At € 79.58m, the EBITDA would have been € 0.29m higher without applying IAS 29. At € 48.62m, EBIT would have been even € 2.77m higher.

Although demand for international air traffic has increased, enabling development and expansion of customer relations, it should still be noted that the entire Airline Catering market has only reached approximately 70% of pre-crisis levels. However, a strong upward trend is noticeable, which is reflected in a steady increase in frequencies and occupancy rates.

DO & CO is proactively tackling rising prices for raw materials and energy. Necessary price adjustments have already been implemented in the Airline Catering division in almost all airlines, as the Company has fair and long-term relationships with its customers.

Therefore, DO & CO was able to pass on the majority of the disproportionate cost increases that lie beyond the Company's control and could be partially compensated.

In the US, the establishment of the new location in Miami is progressing. The gourmet kitchen will commence operations towards the end of the current business year and will also be used as a logistics hub for international event catering for activities in North, Central and South America. This is the sixth location in the US, following New York-JFK, Chicago, Boston, Detroit and Los Angeles.

Moreover, DO & CO has won the tenders for the airlines Qatar Airways and Oman Air at London Heathrow, strengthening the partnership with both airlines.

In addition to Miami, business activities in New York were also expanded. Since May 2022, DO & CO has been providing catering services on all Etihad Airways flights ex New York-JFK and now ex Los Angeles as well. In addition, it was possible to win Air Premia as a customer at the location Los Angeles.

Moreover, DO & CO is pleased to have won KLM Royal Dutch Airlines as customer at the high frequency locations in New York-JFK, Chicago and Los Angeles for the first time.

The continuous increase in air traffic at London Heathrow as well as the decision by British Airways to also offer freshly prepared DO & CO meals on its economy class long-haul flights ensured that the capacities of the new gourmet kitchen at London Heathrow were much better utilised. Previously, meals had been sourced as frozen products via a third-party supplier. By switching to fresh menus, regional raw ingredients are used as far as possible, and carbon emissions are strongly reduced as long transport routes for individual ingredients of the meals are avoided and the frozen meals are no longer stuck in long supply chains.

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2. INTERNATIONAL EVENT CATERING

International Event Catering	Q1-Q3 2022/2023 in m€	Q1-Q3 2021/2022 in m€	Change in m€	Change in %	Q1-Q3 2022/2023 in m€ excl. IAS 29
Revenue	186.41	93.53	92.87	99.3%	186.41
EBITDA	20.71	17.01	3.70	21.7%	20.71
Depreciation/impairment	-3.59	-3.73	0.14	3.7%	-3.59
EBIT	17.11	13.28	3.83	28.8%	17.11
EBITDA margin	11.1%	18.2%			11.1%
EBIT margin	9.2%	14.2%			9.2%
Share in consolidated revenue	17.9%	18.9%			18.4%

A continuously strong increase is recorded in the International Event Catering division. Major new customers, loyal regular customers as well as pent-up demand after a long pause due to the pandemic are boosting growth in this division. Even in the winter months, major sports and cultural events are now taking place in the same way as before the pandemic.

In the first three quarters of the business year 2022/2023, revenue in the International Event Catering division increased by 99.3% on the previous year to € 186.41m (PY: € 93.53m). At € 20.71m, EBITDA is € 3.70m higher than the figure for the same period of the previous year. EBIT amounts to € 17.11m (PY: € 13.28m).

Formula 1 has succeeded in reigniting Formula 1's appeal in recent years and in attracting strong interest worldwide. Since 1992 DO & CO has been a long-standing partner of Formula 1 and benefits from this particular interest, especially from the rise in guests in the Paddock Clubs' VIP areas. Together with Formula 1 a new and innovative hospitality concept was implemented, making Formula 1 one of the best "money cannot buy experiences" worldwide, setting a new benchmark in the international sports world.

Simultaneously with the last Formula 1 race of the season in Abu Dhabi, the FIFA World Cup in Qatar kicked off, for which DO & CO was engaged as hospitality and catering partner at a World Cup for the first-time. With 8 stadiums, 64 matches in only 29 days and over 60,000 VVIP and VIP guests, DO & CO was able to prove its ability to reliably provide high-quality catering services even at short-notice for one of the largest events worldwide. The feedback by very discerning local and international customers was outstanding.

Additional highlights of the first three quarters of the business year 2022/2023 were the tennis tournament ATP Masters in Madrid, with over 34,000 guests, as well as the ATP

tournament in Vienna. The beach volleyball European Championships in Vienna as well as the UEFA Champions League final at the Stade de France in Paris, for which DO & CO was contracted to cater for guests for the 16th time, were further major events.

Bayern Munich's Allianz Arena has hosted 16 football matches, including Champions League matches against FC Barcelona and Inter Milan. A special highlight was the NFL game between the Tampa Bay Buccaneers and the Seattle Seahawks. Catering was provided by DO & CO to over 70,000 viewers, including 6,800 VIP guests, at the seven-hour event at the stadium. Furthermore, to cover the high demand outside of the stadium, 16 food trucks were positioned there.

DO & CO also provided catering at several major concerts in Munich Olympic Park. These included, among others, shows by "The Rolling Stones", "Guns n' Roses" and "Ed Sheeran" with up to 70,000 guests each. The two-day music festival Superbloom with 100,000 guests and the 11-day sporting event "European Championships" with 1.47m guests also took place. In addition, the Olympic Hall was the venue for a further 35 concerts. Artists such as "Billy Idol", the "Backstreet Boys" and "Placebo" attracted over 220,000 viewers to the Olympic Park.

3. Restaurants, Lounges & Hotels

Restaurants, Lounges & Hotels	Q1-Q3 2022/2023 in m€	Q1-Q3 2021/2022 in m€	Change in m€	Change in %	Q1-Q3 2022/2023 in m€ excl. IAS 29
Revenue	92.55	49.26	43.29	87.9%	91.09
EBITDA	8.53	3.04	5.49	180.4%	8.55
Depreciation/impairment	-6.05	-5.58	-0.46	-8.3%	-5.89
EBIT	2.49	-2.54	5.03	197.9%	2.66
EBITDA margin	9.2%	6.2%			9.4%
EBIT margin	2.7%	-5.2%			2.9%
Share in consolidated revenue	8.9%	10.0%			9.0%

The Restaurants, Lounges & Hotels division is the heart of the DO & CO Group, serving as the basis for the DO & CO Group's innovation activities. In addition, the activities in this division are not only branding and image ambassadors for the Group but at most deliver innovative ideas for menus and service processes for the Airline Catering division and partially also for the International Event Catering division. The division is made up of the units Restaurants, Demel Café, Lounges, Hotels, Staff Restaurants, Gourmet Retail, Delivery Services and Airport Dining.

Revenue in this division was also significantly increased compared to the previous year. In the first three quarters of the business year 2022/2023, the Restaurants, Lounges & Hotels division accounted for revenue of € 92.55m (PY: € 49.26m). This represents an increase of 87.9% on the previous year. With € 8.53m EBITDA is € 5.49m or 180.4% better than in the same period of the previous year. EBIT amounts to € 2.49m (PY: € - 2.54m). As a result, the EBIT and EBITDA margins increased continuously in this financial year.

The first three quarters of the business year 2022/2023 were characterised by the anticipated recovery of international tourism. Like the travel industry, the food service industry has also benefited from return of mobility. The Advent and Christmas season boosted additional demand in this division. As a result, the Restaurants, Lounges & Hotels division reported a positive trend regarding demand and utilisation.

The DO & CO boutique hotel in Munich, which shares the same building as FC Bayern World and has one of the best locations in Munich in the immediate vicinity of Marienplatz, has already had excellent occupancy rates. In addition, DO & CO operates two restaurants at the same location, one offering Asian and international cuisine, the other Mediterranean specialities.

At Vienna Airport, DO & CO was able to reopen restaurants and shops at the redesigned terminal 1 at the end of March 2022, after a break of two years. Airport Dining profited in particular from increased travel activities. Since the partnership with Vienna Airport has lasted for ten years, it is of particular concern to DO & CO to continue to foster this partnership in the future.

This division has also reported further success. Since June 2022, DO & CO has also provided culinary services for the Premium Lounge of Qatar Airways at London Heathrow with over ten thousand guests per month.

OUTLOOK

All business divisions of DO & CO are still experiencing continued high demand. Strong loyalty of regular customers as well as ongoing acquisition of new customers drive continuing growth of the DO & CO group.

Overall, the Airline Catering division expects to see an increase in air traffic demand. In previous quarters, DO & CO has proven to be able to flexibly accommodate customer wishes and to adjust its product within the requested budget. The Company expects additional business not only through winning new customers but also from existing customers adding more destinations and increasing frequencies. Moreover, airlines are again willing to improve the service in premium classes to better differentiate themselves.

Demand in DO & CO's International Event Catering division is equally high, especially in the premium segment. Long-standing partnerships and contracts as well as satisfied customers give reason to expect good utilisation also in the future.

For the first time since the COVID-19 pandemic, DO & CO will again provide catering for winter sports enthusiasts at winter sports events such as the popular Hahnenkamm ski race in Kitzbühel, the Nightrace in Schladming as well as the ski jumping tournament in Bischofshofen.

The new Formula 1 season will begin already in early March 2023 with the first race of the season in Bahrain. For DO & CO the 2023 season consists of 21 races in 18 countries, catering for the first time also in Miami and Las Vegas. With the Grand Prix in Las Vegas, Formula 1 is returning to the "City of Entertainment" for the first time in over 40 years. On Saturday night of Thanksgiving weekend, what is expected to be the largest racing event in the world will take place in the vibrant centre of the city. Also on this especially exclusive weekend, DO & CO will be responsible for a Hospitality Experience for the Paddock Club guests, which was designed especially for Las Vegas. Here the Company will have the opportunity to introduce its high quality product and top personal service to a large number of local and international guests in the American market, and to drive its event business in North and South America.

Along with excellent demand by local customers, the return of tourism promises high occupancy rates at the DO & Co Restaurants, Cafés and Hotels. A further increase in demand for Gourmet Retail is likewise expected. Among other things, the expansion of the

services provided at the Vienna International Airport should contribute to this. Thus, also the Restaurants, Lounges & Hotels division continues to grow.

The restaurants and hotels in Vienna and Munich as well the Demel Cafés are experiencing high occupancy rates. Equally positive is the frequency in Gourmet Retail, especially in Airport Gastronomy, mainly based on increased air traffic after the Corona pandemic.

DO & CO's management is therefore confident that it can keep winning tenders of all sizes to successfully continue on its growth path. Innovative products, best personal service and "money cannot buy experience" are DO & CO's unique selling point and will continue to make up the recipe for qualitative growth.

Investor Relations

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Security abbreviation	DOC, DOCO
Reuters	DOCO.VI, DOCO.IS
Bloomberg	DOC AV, DOCO. TI
Number of shares	9,744,000
Listed nominal amount	19,488,000 EUR
Indices	ATX, ATX Prime, BIST ALL
Official quotation	Vienna, Istanbul
Currency	EUR, TRY
Initial listing	30 June 1998 (Vienna Stock Exchange) 2 December 2010 (Istanbul Stock Exchange)