# **PRESS INFORMATION**

# RESULT FOR BUSINESS YEAR 2009/2010

(1 APRIL 2009 to 31 MARCH 2010)

International growth and diversification				
ensure top results f	or DO & CO			
SALES	EUR 352.74 million	- 9.0 %		
EBITDA	EUR 36.03 million	+ 25.0 %		
EBIT	EUR 18.57 million	+ 115.7 %		

**VIENNA – 8 June 2010** – DO & CO Restaurants & Catering AG announced its business results today in accordance with IFRS for business year 2009/2010 (1 April 2009 to 31 March 2010).

The DO & CO Group recorded sales of EUR 352.74 million in business year 2009/2010 (previous year: EUR 387.78 million). That represents a decline in sales of EUR -35.03 million, or - 9.0 %. This reduction is mostly attributable to the EURO 2008 having been staged in the first guarter of business year 2008/2009.

Sales by division	BY 2009/10 in Mio €			Change in %
Airline Catering	258.56	246.84	11.71	4.7%
International Event Catering	34.00	76.87	-42.88	-55.8%
Restaurants, Lounges & Hotel	60.19	64.06	-3.87	-6.0%
Group sales	352.74	387.78	-35.03	-9.0%

At the same time, the DO & CO Group did improve its results in comparison with the previous year.

Group	BY 2009/10 in Mio €	BY 2008/09 in Mio €	Change in Mio €	Change in %
Sales	352.74	387.78	-35.03	-9.0%
EBITDA	36.03	28.83	7.20	25.0%
Depreciation/amortization	-17.46	-20.22	2.76	13.6%
EBIT	18.57	8.61	9.96	115.7%
EBITDA margin	10.2%	7.4%		
EBIT margin	5.3%	2.2%		
Employees	3,542	3,835	-293	-7.7%

The DO & CO Group increased consolidated EBITDA by EUR +7.20 million, from EUR 28.83 million to EUR 36.03 million and consolidated earnings before interest and

tax (EBIT) from EUR 8.61 million to EUR 18.57 million. This figure represents an increase of EUR +9.96 million against the same period the previous year. The EBITDA margin rose in the period under review from 7.4 % to 10.2 % while the EBIT margin improved from 2.2 % to 5.3 %.

A detailed account of the development of the three divisions of DO & CO AG is given below:

#### **1. AIRLINE CATERING**

Airline Catering	BY 2009/10 in Mio €		Change in Mio €	Change in %
Sales	258.56	246.84	11.71	4.7%
EBITDA	27.67	18.47	9.20	49.8%
Depreciation/amortization	-14.48	-16.66	2.18	13.1%
EBIT	13.19	1.81	11.37	628.3%
EBITDA margin	10.7%	7.5%		
EBIT margin	5.1%	0.7%		
Share in consolidated sales	73.3%	63.7%		

Airline Catering recorded sales of EUR 258.56 million in business year 2009/2010 (previous year: EUR 246.84 million). This figure represents a 4.7 % increase over the same period the previous year. EBITDA and EBIT improved significantly over the figures the year before. EBITDA totaled EUR 27.67 million, a rise of EUR 9.20 million, or 49.8 %, against the previous year. EBIT increased from EUR 1.81 million to EUR 13.19 million. The EBIT margin in Airline Catering thus rose from 0.7 % in business year 2008/2009 to 5.1 % in the year under review.

It should be noted in this context that the results for business year 2008/2009 contain a special write-off of EUR 3.41 million as well as restructuring expenses of EUR 1.33 million. With these items taken into account, the adjusted EBIT totals EUR 6.55 million and the adjusted EBITDA amounts to EUR 19.80 million.

The company managed to offset the strong declines in business with its main customer in Austria by taking quick action to boost efficiency and by adding new customers, particularly at the international business locations of DO & CO. In particular, DO & CO added a number of airlines to its clientele as new customers, including Singapore Airlines, China Airlines or Oman Air.

Activities in Turkey continue to develop satisfactorily. Customer satisfaction has improved substantially at the main customer Turkish Airlines but also at a number of other airlines.

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It was especially encouraging to see major DO & CO customers fare so well at the Skytrax World Airline Awards 2010, the Oscars of the aviation industry. Our customers won all the top spots in the category "World's Best Onboard Catering". The first place won by Turkish Airlines for world's best catering in the Economy Class deserves special mention as does the second place won by Austrian Airlines, as second best Business Class worldwide. The rankings broke down as follows:

- World's Best Economy Class Onboard Catering: First place: Turkish Airlines Second place: Etihad Airways Third place: Qatar Airways
- World's Best Business Class Onboard Catering: First place: Qatar Airways Second place: Austrian Airlines Third place: Singapore Airlines
- World's Best First Class Onboard Catering: First place: Etihad Airways Second place: Cathay Pacific Airways Third place: Singapore Airlines

These results and above all the number of new customers added in this difficult market climate confirm that even in times of crisis, there is great demand for the DO & CO strategy of investing in innovative quality products.

# 2. INTERNATIONAL EVENT CATERING

International	BY 2009/10	BY 2008/09	Change	Change
Event Catering	in Mio €	in Mio €	in Mio €	in %
Sales	34.00	76.87	-42.88	-55.8%
EBITDA	3.97	5.70	-1.73	-30.4%
Depreciation/amortization	-0.97	-1.32	0.34	26.1%
EBIT	2.99	4.38	-1.39	-31.7%
EBITDA margin	11.7%	7.4%		
EBIT margin	8.8%	5.7%		
Share in consolidated sales	9.6%	19.8%		

Sales for International Event Catering decreased by EUR -42.88 million, dropping from EUR 76.87 million to EUR 34.00 million. DO & CO handled all culinary services for the EURO 2008 European soccer championships in Austria and Switzerland in business year 2008/2009. That is the main reason for the decline this year. If last year's sales figure is adjusted for the EURO 2008 sales and then compared to sales in business

year 2009/2010, there is no decline in sales for DO & CO. DO & CO achieved more than respectable results despite extremely difficult market conditions.

EBITDA in International Event Catering in business year 2009/2010 amounts to EUR 3.97 million, a figure EUR -1.73 million lower than the previous year's (EUR 5.70 million). The EBITDA margin rose from 7.4 % last year to 11.7 % in the current year. EBIT fell by EUR -1.39 million, declining from EUR 4.38 million to EUR 2.99 million. The EBIT margin increased from 5.7 % to 8.8 %.

International Event Catering put in a sterling performance internationally. A special highlight in the year under review was the ATP Tennis Masters Series tournament in Madrid, where DO & CO treated over 30,000 VIP guests to the finest in culinary delights. Along with the core services in catering, the now extensive range of DO & CO services did much to create a unique atmosphere at this event, internationally considered one of the best in the world.

In addition, DO & CO continues to handle "classics" such as culinary services for the VIP guests at the Formula 1 races, the Hahnenkamm ski races in Kitzbühel or other major skiing events, the CHIO equestrian tournament in Aachen, the beach volleyball tournament at Wörthersee, or the finals of the Champions League. As such, DO & CO is one of the leading providers of premium hospitality worldwide and capable of reliably handling all aspects of event management as a one stop partner, from initial conception to detailed execution.

Restaurants, Lounges & Hotel	BY 2009/10 in Mio €	BY 2008/09 in Mio €	Change in Mio €	
Sales	60.19	64.06	-3.87	-6.0%
EBITDA	4.39	4.66	-0.27	-5.7%
Depreciation/amortization	-2.01	-2.25	0.24	10.7%
EBIT	2.39	2.41	-0.03	-1.1%
EBITDA margin	7.3%	7.3%		
EBIT margin	4.0%	3.8%		
Share in consolidated sales	17.1%	16.5%		

#### 3. RESTAURANTS, LOUNGES & HOTEL

Restaurants, Lounges & Hotel posted sales of EUR 60.19 million in business year 2009/2010. That represents a decline of EUR -3.87 million, or -6.0 %, compared with the year before. EBITDA dropped slightly, from EUR 4.66 million in the previous year to EUR 4.39 million in the year under review. EBIT amounted to EUR 2.39 million, a

figure on a par with the year before. This corresponds to an EBITDA margin of 7.3 % (previous year: 7.3 %) and an EBIT margin of 4.0 % (previous year: 3.8 %).

Business continues to flourish at classic DO & CO restaurant locations such as DO & CO St. Stephen's Square and DO & CO in the Albertina and at the locations in London, Frankfurt and Munich. The Demel locations in Salzburg and Vienna also report encouraging sales trends. A new location is currently being evaluated in New York City.

# DO & CO STOCK

The ATX posted considerable gains of 55.2 % in the period under review, closing at 2,634 points on 31 March 2010 (previous year: 1,697 points).

In this same period, the price of DO & CO stock rose by nearly 100 %, closing on 31 March 2010 at a price of EUR 16.00. This price represents market capitalization of EUR 122.62 million (taking into account the shares bought back as of the reporting date).

DO & CO continued its stock buy-back program in business year 2009/2010 and repurchased 115,785 shares over the course of the year. At the end of the business year, the total number of shares that had been bought back reached 131,740 (previous year: 15,955 shares). That corresponds to 1.69 % of the share capital.

# OUTLOOK

Business at Airline Catering continues to be subject to high volatility and extremely dynamic market events.

The dynamism of market developments is expressed in particular in many customers inviting bids on new airline catering contracts in search of cost reductions or innovative product improvements. DO & CO is therefore currently taking part in a number of international tenders. This gives it the opportunity to grow further and add additional customers to its clientele and to expand its customer portfolio to an even greater extent.

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DO & CO noted generally improved passenger numbers at airlines in the final months of the business year. This trend or at least a moderate version of it is likely to continue in the months ahead.

In Austria, the main customer Austrian Airlines was taken over by Lufthansa. This situation has stabilized in the meantime in spite of major austerity measures. Austria is also likely to see a continuation in the recovery of passenger figures parallel to the improvement in the economic situation.

In Turkey, Turkish Airlines and other third-party customers continued to grow dynamically. In April 2010, Turkish Airlines began using "Flying Chefs" on long-distance flights to improve its on-board service further. The plan is to extend the use of "Flying Chefs" in the months ahead to all long-distance flights to strengthen on-board service.

The situation in International Event Catering has become increasingly stable over the last two quarters. Activities in International Event Catering have mainly involved special events for many national and international companies and private customers as well as major international events again. DO & CO provided premium quality culinary services once again this year for the Formula 1 Grands Prix, the Champions League finals and other big sports events. The aim of DO & CO is to secure the leading market position in premium events and continue to add new customers to its clientele.

Restaurants, Lounges and Hotel is focused this business year on project work for creating a hotel in Istanbul. If all permit procedures can be completed successfully, construction will begin at the end of calendar year 2010. The opening of the hotel is set for 2012.

The first airport lounge in Turkey opened in May 2010. This lounge is being run for Turkish Airlines at the airport in Adana and will be followed by further lounges at other airports in Turkey in the quarters ahead.

In general, DO & CO management is confident that the company can remain on the same successful course it has taken in recent years. Even in this difficult market environment, DO & CO continues to have bright prospects for growth thanks to its winning blend of innovations, top product and service standards, and well-trained employees. Business results are thus expected to develop as planned for business year 2010/2011 barring the occurrence of unforeseen circumstances, especially circumstances outside the control of DO & CO.

#### **Investor Relations:**

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#### **Financial Calendar:**

General Meeting of Shareholders	08.07.2010
Ex-dividend date	12.07.2010
Payable date	26.07.2010
Business results for the first quarter of 2010/2011	19.08.2010
Business results for the first half of 2010/2011	11.11.2010
Business results for the first three quarters of 2010/2011	10.02.2011