

## **BUSINESS RESULTS FOR BUSINESS YEAR 2008/2009 (1 APRIL 2008 through 31 MARCH 2009)**

### **GOOD ANNUAL BUSINESS RESULTS IN A DIFFICULT MARKET ENVIRONMENT**

Increase in sales, stable operating results

Operating result curbed by special effects

<b>Sales</b>	<b>EUR</b>	<b>387.78 million</b>	<b>+</b>	<b>9.3 %</b>
<b>EBITDA</b>	<b>EUR</b>	<b>28.83 million</b>	<b>-</b>	<b>4.3 %</b>
<b>EBIT*</b>	<b>EUR</b>	<b>8.61 million</b>	<b>-</b>	<b>41.3 %</b>

\*EBIT curbed by one-time special effects in Airline Catering in Austria

adjusted EBITDA	EUR	30.16 million		+0.1 %
adjusted EBIT	EUR	13.35 million		-8.9 %

**VIENNA – 16 June 2009** – DO & CO Restaurants & Catering AG announced its business results today in accordance with IFRS for business year 2008/2009 (1 April 2008 to 31 March 2009).

In business year 2008/2009, sales in the DO & CO Group increased by EUR 33.15 million, rising from EUR 354.62 million to EUR 387.78 million. That corresponds to sales growth of 9.3 %.

<b>Sales by division</b>	<b>FY 2008/2009 in m €</b>	<b>FY 2007/2008 in m €</b>	<b>Change in m €</b>	<b>Change in %</b>
Airline Catering	246.84	251.96	-5.12	-2.0%
International Event Catering	76.87	41.65	35.23	84.6%
Restaurants, Lounges & Hotel	64.06	61.02	3.04	5.0%
<b>Group sales</b>	<b>387.78</b>	<b>354.62</b>	<b>33.15</b>	<b>9.3%</b>

Sales in Airline Catering totaled EUR 246.84 million, a figure slightly below the previous year. Despite an increasingly difficult market environment, the decrease was only 2.0 %

International Event Catering can look back on the best year in the company history. Sales rose from EUR 41.65 million to EUR 76.87 million, an increase of 84.6 %. Sales growth results from DO & CO being contracted as Hospitality Production Partner for the VIP areas at the EURO 2008 in Austria and Switzerland.

Restaurants, Lounges & Hotel recorded sales of EUR 64.06 million for the period under review, a figure EUR 3.04 million higher than the previous year's EUR 61.02 million. This growth can be traced to improved use of capacity at existing business locations and the opening of the new Demel in New York and the Lufthansa First Class Lounges (also in New York).

Earnings before interest and tax (EBIT) and after EUR 3.41 million in amortization of intangible assets amounted to EUR 8.61 million in business year 2008/2009.

Group	FY 2008/2009 in m €	FY 2007/2008 in m €	Change in m €	Change in %
Sales	387.78	354.62	33.15	9.3%
EBITDA	28.83	30.14	-1.31	-4.3%
Depreciation/amortization	-20.22	-15.48	-4.74	-30.6%
<i>extraordinary depreciation</i>	-3.41	0.00	-3.41	
EBIT	8.61	14.66	-6.05	-41.3%
EBITDA margin	7.4%	8.5%		
EBIT margin	2.2%	4.1%		
Employees	3,835	3,774	61	1.6%

Three special factors influenced the reported results and the margins:

- Extraordinary amortization of intangible assets amounting to EUR 3.41 million (re-valuation of the catering contract with Austrian Airlines)
- One-time costs of EUR 1.33 million for staff reduction/social plans in Airline Catering in Austria
- Margin-free sales (infrastructure) in connection with the EURO 2008.

Adjusted for the one-time costs for staff reduction, EBITDA amounted to EUR 30.16 million. Adjusted for the one-time costs for personnel reduction and the extraordinary amortization, EBIT amounted to EUR 13.35 million.

After making adjustments for all special effects, the EBITDA margin was 8.2 % while the adjusted EBIT margin was 3.6 %.

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

## 1. AIRLINE CATERING

Airline Catering	FY 2008/2009 in m €	FY 2007/2008 in m €	Change in m €	Change in %
Sales	246.84	251.96	-5.12	-2.0%
EBITDA	18.47	21.11	-2.64	-12.5%
Depreciation/amortization	-16.66	-11.86	-4.80	-40.4%
<i>extraordinary depreciation</i>	-3.41	0.00	-3.41	0.0%
EBIT	1.81	9.25	-7.44	-80.4%
EBITDA margin	7.5%	8.4%		
EBIT margin	0.7%	3.7%		
Share in consolidated sales	63.7%	71.0%		
<b>After correction for extraordinary effects</b>				
EBITDA	19.80	21.11		
EBIT	6.55	9.25		
EBITDA-Marge	8.0%	8.4%		
EBIT-Marge	2.7%	3.7%		

Airline Catering produced sales of EUR 246.84 million in the year under review, a decrease of 2.0 % compared to business year 2007/2008. Its share in consolidated sales thus decreased from 71.0 % to 63.7 % in business year 2008/2009.

The company had to respond to reduced sales in the fourth quarter by taking quick reorganization measures at all Airline Catering locations in Austria. The one-time expenses associated with these measures cut into the results of Airline Catering for business year 2008/2009.

EBITDA totaled EUR 18.47 million, a decline of EUR 2.64 million, or 12.5 % against the previous year. EBIT fell from EUR 9.25 million last year to EUR 1.81 million. The EBIT margin at Airline Catering dropped by 3.7 % in 2007/2008 to 0.7 % in business year 2008/2009.

The operating result was curbed by one-time costs of EUR 1.33 million connected to staff reductions. The result also contained a special write-off of EUR 3.41 million. The catering contract with Austrian Airlines underwent a (conservative) revaluation due to the decline in passengers and the new service concept at these airlines. This new

valuation led to an extraordinary write-off of intangible assets capitalized for the Austrian Airlines contract.

The other international locations all remained quite stable for DO & CO despite the volatile climate (new clients compensated for declines in sales volumes to the maximum extent). Business in Turkey fared especially well. Turkey remains a fast growing market with a bright future for DO & CO. Turkish Airlines is still the key account but DO & CO also has 60 further customers.

Turkish Airlines as well as other customers in this market continue to invest to improve the quality of board service. These efforts are paying off in permanent gains in market share. Flight frequencies have also increased, making the product of Turkish Airlines even more appealing and helping Turkish DO & CO to generate further sales.

Adjusted for the one-time costs for staff reductions, EBITDA amounted to EUR 19.80 million. Adjusted for the one-time costs for staff reductions and extraordinary amortization, EBIT amounted to EUR 6.55 million.

After making adjustments for all special effects, the EBITDA margin was 8.0 % while the adjusted EBIT margin was 2.7 %.

## 2. INTERNATIONAL EVENT CATERING

International Event Catering saw its sales rise by EUR 35.23 million, from EUR 41.65 million to EUR 76.87 million. This substantial growth in sales is attributable to the EURO 2008 in Austria and Switzerland, by far the largest event ever handled by DO & CO. Other national and international highlight events followed as the year went on. They included fourteen Formula 1 Grands Prix races, the CHIO equestrian riding and jumping tournament in Aachen, the ATP Tennis Masters Series in Madrid and the Beach Volleyball Grand Slam Tournament in Klagenfurt.

International Event Catering	FY 2008/2009 in m €	FY 2007/2008 in m €	Change in m €	Change in %
Sales	76.87	41.65	35.23	84.6%
EBITDA	5.70	4.59	1.11	24.2%
Depreciation/amortization	-1.32	-1.55	0.23	15.0%
EBIT	4.38	3.04	1.34	44.2%
EBITDA margin	7.4%	11.0%		
EBIT margin	5.7%	7.3%		
Share in consolidated sales	19.8%	11.7%		
<b>After correction for transitory sales</b>				
EBITDA-Marge	10.2%	11.0%		
EBIT-Marge	7.8%	7.3%		

EBITDA for International Event Catering increased by EUR 1.11 million, rising from EUR 4.59 million to EUR 5.70 million, for an EBITDA margin of 7.4 % (previous year: 11.0 %). EBIT for business year 2008/2009 improved by EUR 1.34 million, rising from EUR 3.04 million to EUR 4.38 million. The EBIT margin amounted to 5.7 % (previous year: 7.3 %).

The high portion of margin-free sales on guest infrastructure for the EURO 2008 in the first quarter is what caused this reduction in the margins. Following adjustments for margin-free sales, the EBITDA margin was 10.2 % and the adjusted EBIT margin was 7.8 %.

### 3. RESTAURANTS, LOUNGES & HOTEL

Restaurants, Lounges & Hotel	FY 2008/2009 in m €	FY 2007/2008 in m €	Change in m €	Change in %
Sales	64.06	61.02	3.04	5.0%
EBITDA	4.66	4.44	0.22	4.9%
Depreciation/amortization	-2.25	-2.07	-0.18	-8.5%
EBIT	2.41	2.37	0.04	1.8%
EBITDA margin	7.3%	7.3%		
EBIT margin	3.8%	3.9%		
Share in consolidated sales	16.5%	17.2%		

Restaurants, Lounges & Hotel saw its sales rise by a further EUR 3.04 million in business year 2008/2009, from EUR 61.02 million last year to EUR 64.06 million in the year under review.

The business locations reported satisfactory trends overall. The following front-runners deserve special mention for the year under review: the DO & CO Restaurant and Hotel in Vienna, the first DEMEL in the United States (New York), the Lufthansa First Class Lounges at Frankfurt Airport, the Lufthansa Lounges opened at JFK in January 2009, and the catering units at the British Museum in London.

EBITDA for Restaurants, Lounges & Hotel rose from EUR 4.44 million in the previous year to EUR 4.66 million in the year under review. EBIT amounted to EUR 2.41 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 3.8 %.

## **DO & CO STOCK**

The financial crisis unleashed massive price losses on all international exchanges in 2008. The Vienna Stock Exchange was not spared these unfavorable trends. The trading price of DO & CO stock fell by 51.2 % from its level on 31 March 2008, closing on 31 March 2009 at a price of EUR 8.10. The trend for DO & CO shares reflected that of the ATX in general. It sustained price losses of 54.9 % during this same period.

The current favorable price of DO & CO stock was utilized for a stock buyback program based on the Management Board resolution of 14 October 2008. As of the reporting date, the company had repurchased 15,955 shares of stock. That corresponds to 0.205 % of the share capital.

## **OUTLOOK**

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

Changes have come to certain individual markets such as Austria with its decline in passenger figures and product reductions. Other markets such as Turkey continue to grow and help to offset at least part of the declines in sales.

Close monitoring, maximum flexibility and stringent cost management are essential for achieving the economic goals that have been set.

In general, the Management of DO & CO expects possible drops in the quantity and value of sales in Airline Catering at most business locations as the business year unfolds. The company has already responded in a timely way to this trend and taken steps to adjust costs rapidly to the changing markets.

The objective is to offset declines caused by the general economic situation with new accounts and increased efficiency.

Markets in International Event Catering are also volatile. DO & CO reacted to this situation on time, adjusting costs quickly and as effectively as possible.

Several major sports events are still well-attended (e.g. soccer) but the economic crisis has affected other events, causing a decline in the figures for sponsors and guests.

DO & CO expects the market to remain volatile in business year 2009/2010 and is well-positioned for a further contraction of the market as well as an improved market situation.

Preparations are concurrently underway for classic national and international events such as the Formula 1 Grands Prix, the famous CHIO riding and jumping tournament in Aachen, the Beach Volleyball Tournament in Klagenfurt and numerous other events to which DO & CO will again play culinary host this year.

A special highlight returned this year after a two-year interruption: VIP catering for the finals of the Champions League in Rome. DO & CO entertained some 5,500 VIP guests at this event with its finest culinary creations.

Another highlight was the ATP Tennis Tournament, the Madrid Open 2009, where DO & CO handled the catering for a further 45,000 VIP guests.

The trend for Restaurants, Lounges und Hotel is stable. There are no signs at the moment that this division will suffer major declines in sales.

Besides focusing on process optimization at existing business locations, DO & CO keeps pushing expansion in this division by participating in a large number of tenders.

A further Demel in New York and a hotel in Istanbul are new projects currently being planned. Planning and permit procedures are also underway for an exclusive top-category hotel on one of the most beautiful squares in Istanbul. The intention is to create the first DO & CO Hotel in Istanbul at a spot directly on the Bosphorus, next to the first bridge between Europe and Asia, in two buildings protected as historic monuments. An opening is planned for 2011/2012 provided all permit procedures are completed on schedule and with positive results.

DO & CO is a dynamic company and responded early to changes in the market environment. The management is therefore confident it can remain on the successful course it has followed in recent years.

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Reuters Code:

Bloomberg Code:

Vienna Stock Exchange:

Security code number:

ISIN code:

Trading segment:

Market segment:

In following indices:

Number of shares:

Listed nominal:

Initial listing:

DOCO.VI

DOC AV

[www.wienerboerse.at](http://www.wienerboerse.at)

Security abbreviation: DOC

081880

AT0000818802

Official Trading

Prime Market

ATX Prime, WBI

7.795.200

€ 15,590,400

30. June 1998

## Financial Calendar

09.07.2009

13.07.2009

27.07.2009

20.08.2009

19.11.2009

18.02.2010

General Meeting

Ex-dividend date

Payable date

Business results for the first quarter of 2009/2010

Business results for the first half of 2009/2010

Business results for the first three quarters of 2009/2010