



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 | HOTELS



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OVERVIEW

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INTERNATIONAL  
EVENT CATERING

RESTAURANTS |  
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FINANCIAL  
OVERVIEW

# COST-COMPETITIVE

through synergies between DO & CO's divisions and brands

## AIRLINE CATERING



## INTERNATIONAL EVENT CATERING



## RESTAURANTS | LOUNGES HOTELS



# GOURMET KITCHENS

BRAND | KNOW HOW | INNOVATION | STAFF | CUSTOMERS

- 74% of group sales\*
- 33 "gourmet kitchens"
- on 3 continents
- more than 60 airline customers

- 12% of group sales\*
- international customer portfolio
- worldwide activities
- events in any size

- 13% of group sales\*
- brand awareness
- set trends
- creative core of the group

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

\* Business year 2020/2021



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# STRONG BRANDS



**DO&CO**

## 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



**Aioli**

## casual and Mediterranean

- well-known brand with a long tradition
- young, dynamic image and flexible pricing

# 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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AIRLINE  
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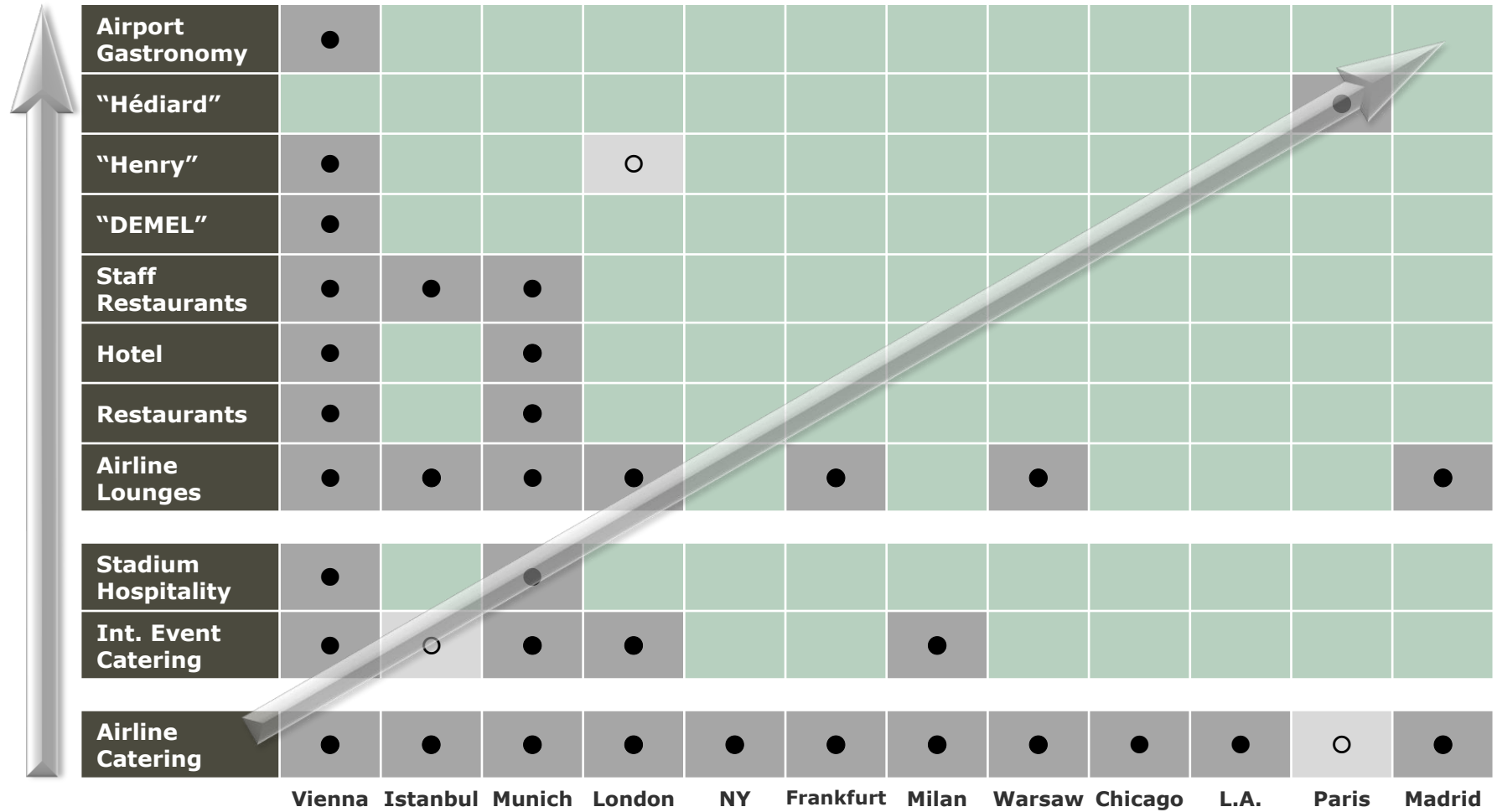
INTERNATIONAL  
EVENT CATERING

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# DIVERSIFICATION ACROSS DIVISIONS, CLIENTS, LOCATIONS

3 dimensions of growth



Current status: ● well established; ○ under development



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AIRLINE CATERING

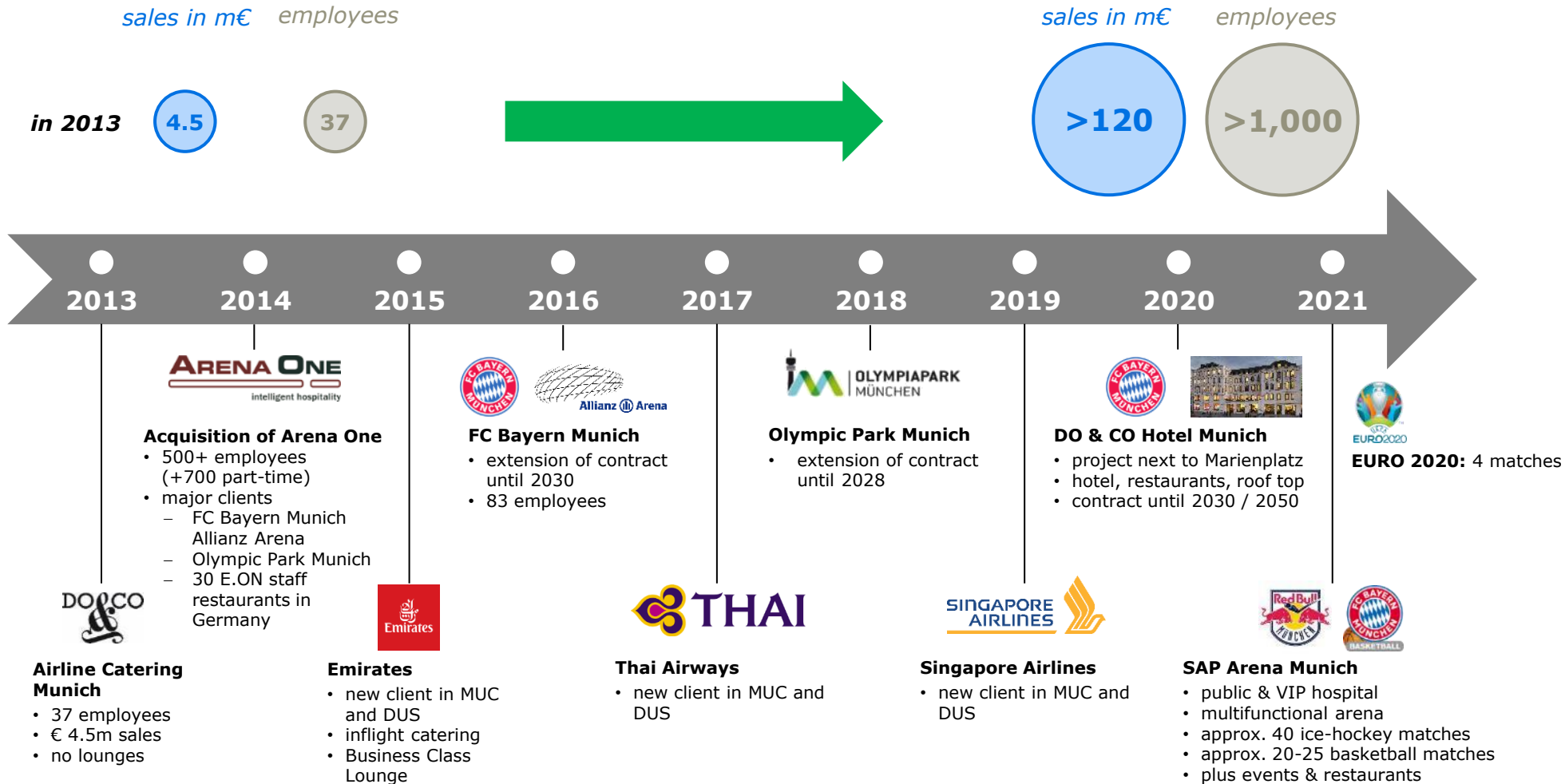
INTERNATIONAL EVENT CATERING

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FINANCIAL OVERVIEW

# DIVERSIFICATION OPPORTUNITY & TRACK RECORD

## Munich expansion since 2013 – case study



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FINANCIAL OVERVIEW

# 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	



# CUSTOMER SATISFACTION

leads to longstanding and trustworthy partnerships

• Formula 1	since 1992 / 30 years	
• CHIO Aachen – World Equestrian Festival	since 1997 / 25 years	
• Beach volleyball Vienna & Wörthersee	since 1998 / 24 years	
• Hahnenkamm ski race at Kitzbühel	since 1999 / 23 years	
• ATP Master 1000 in Madrid	since 2002 / 20 years	
• UEFA Champions League Final	since 2004 / 18 years	
• UEFA European Football Championship	since 2004 / 18 years	
• Lufthansa First Class Lounges in Frankfurt	since 2004 / 18 years	
• Airline catering for Turkish Airlines in Turkey	since 2006 / 16 years	
• Airline catering for Austrian Airlines in Austria	since 2007 / 15 years	

# LONG-TERM PARTNERSHIPS

with key customers secured



Formula 1

until 2024



Austrian Airlines in Vienna

until 2027



Olympic Park Munich

until 2028



FC Bayern Munich at the Allianz Arena

until 2030



British Airways in London Heathrow

until 2030



Iberia and Iberia Express in Madrid

until 2030



Delta Air Lines in Detroit

until 2031



Turkish Airlines in Turkey

until 2034



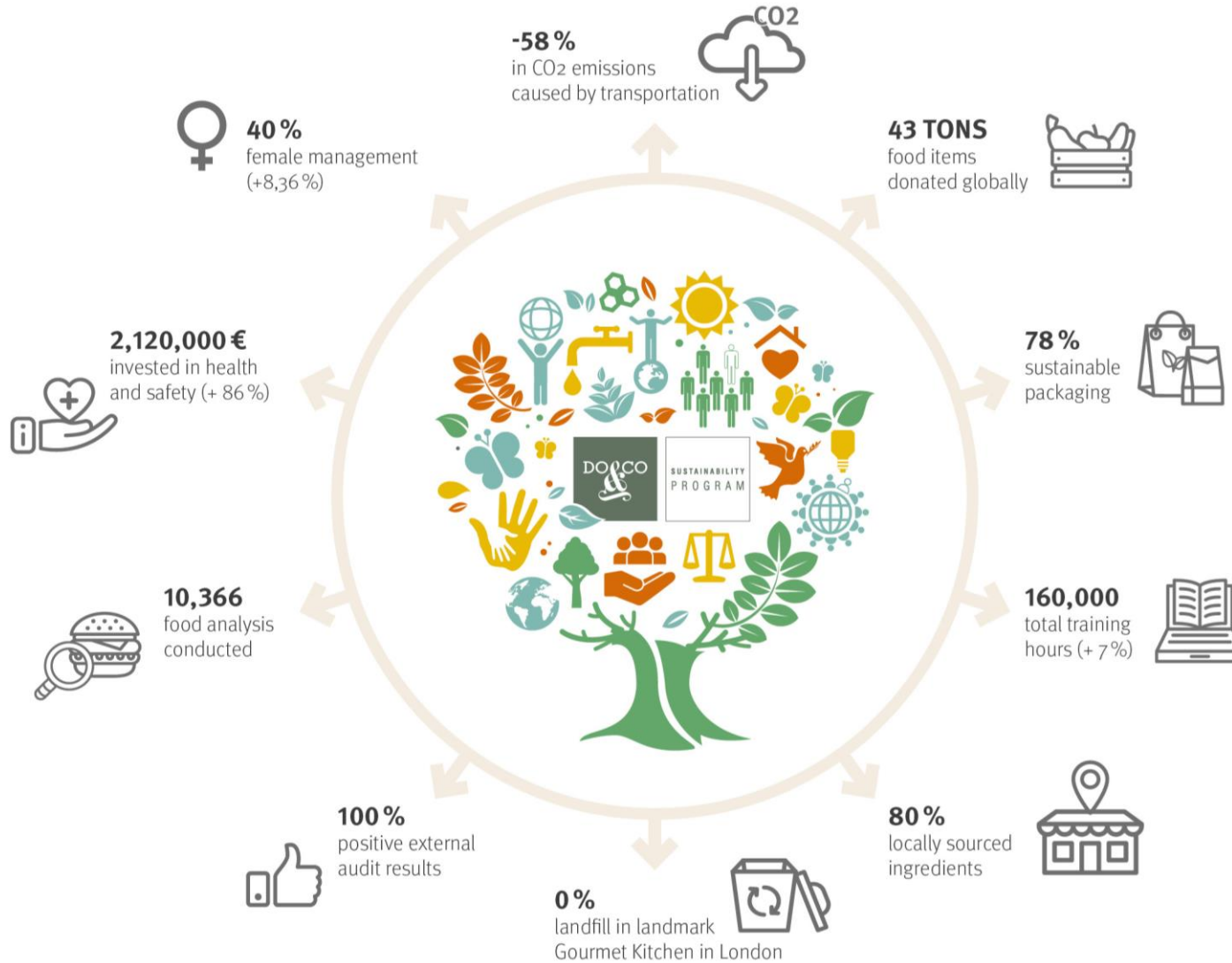
# OUR RECIPE

best quality, innovation and an unique team



# SUSTAINABILITY REPORT

achievements at a glance





DO&CO

**Airline Catering**

# AWARD WINNING PREMIUM AIRLINE CATERING

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



# 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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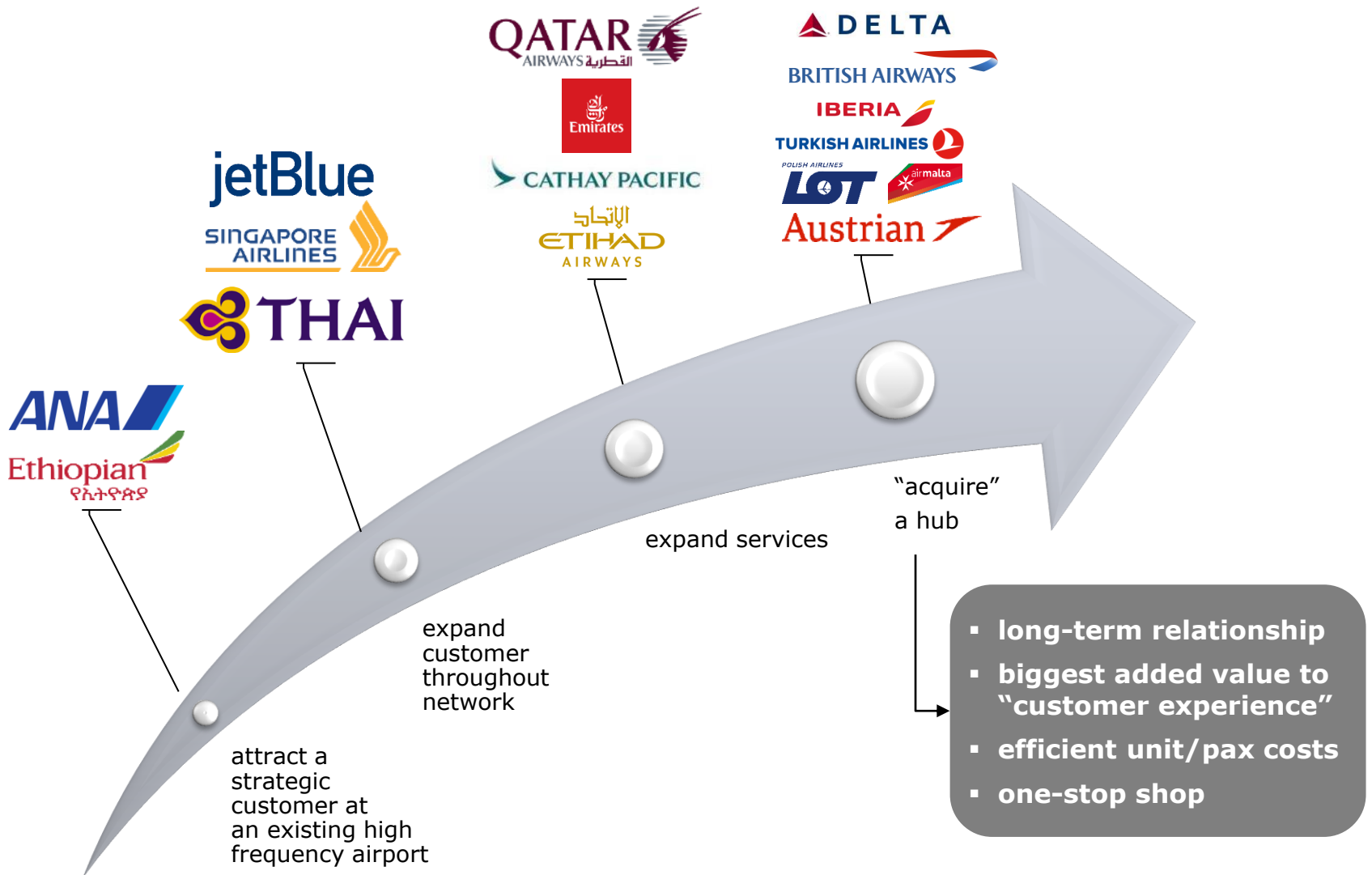
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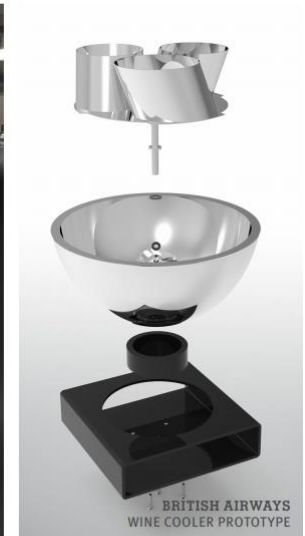
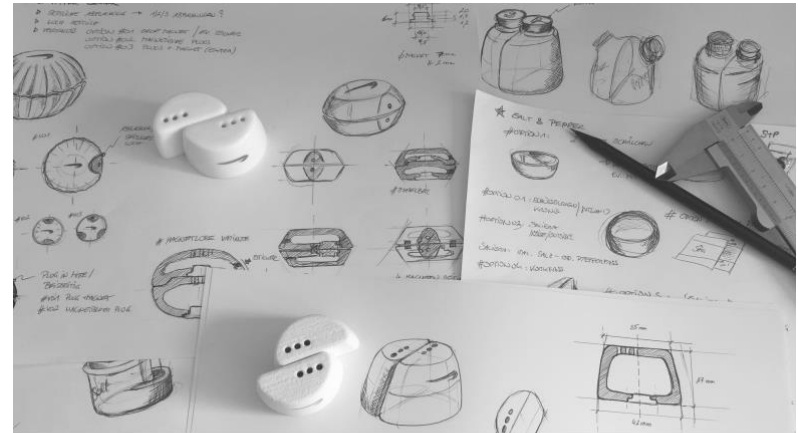
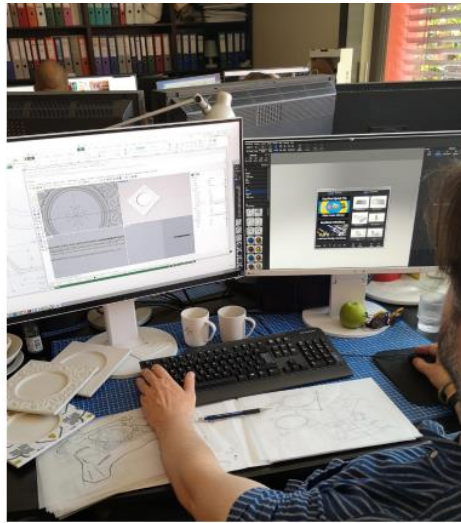
# DIFFERENTIATION THROUGH "ADDED VALUE"

from high frequency locations to the home base



# AWARD WINNING PREMIUM AIRLINE CATERING

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



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

between 2017 and 2021 – serving more than 60 airline clients worldwide





DO & CO  
*&*

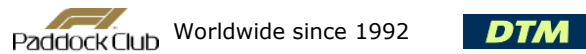
# International Event Catering

# BUSINESS MODEL

at a glance

## HIGH PROFILE SPORT EVENTS

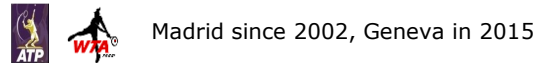
### CAR RACING



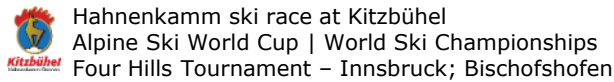
### FOOTBALL



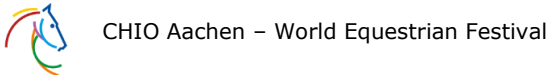
### TENNIS



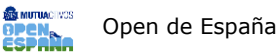
### SKIING / NORDIC



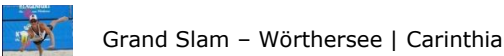
### HORSE RIDING



### GOLF



### BEACH VOLLEYBALL



## COMPANY EVENTS

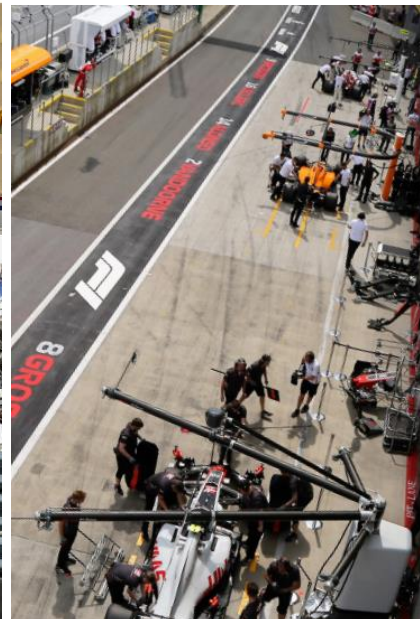


# DO & CO F1 HOSPITALITY

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



# 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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# UEFA European Football Championship 2020

Gourmet Entertainment by DO & CO



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DO & CO

**Restaurants, Lounges & Hotels**

# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

innovation, market fresh ingredients only, handmade premium quality



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# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

DO & CO Munich – Hotel / Restaurant / Gastwirtschaft

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# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

## DO & CO Munich – Hotel



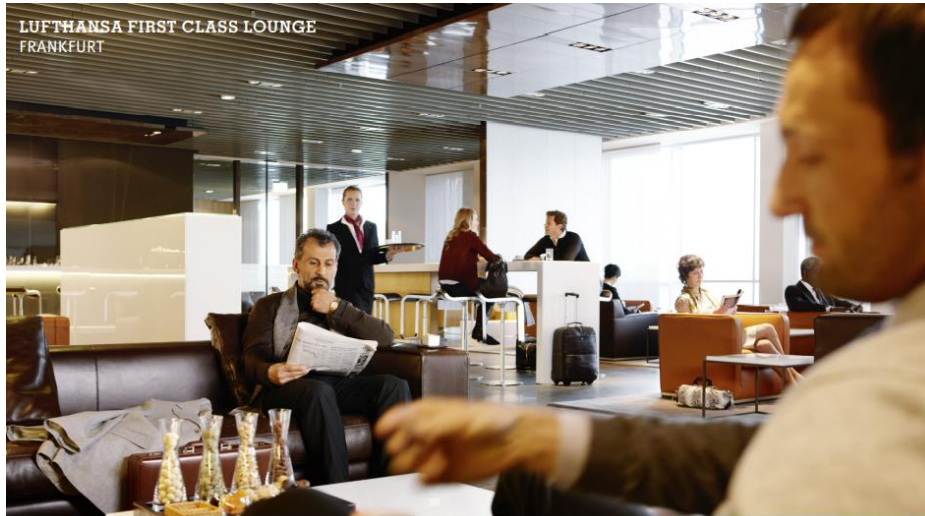
# PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

innovation, market fresh ingredients only, handmade premium quality



# PREMIUM LOUNGES & AIRPORT GASTRONOMY

award-winning, trend setting



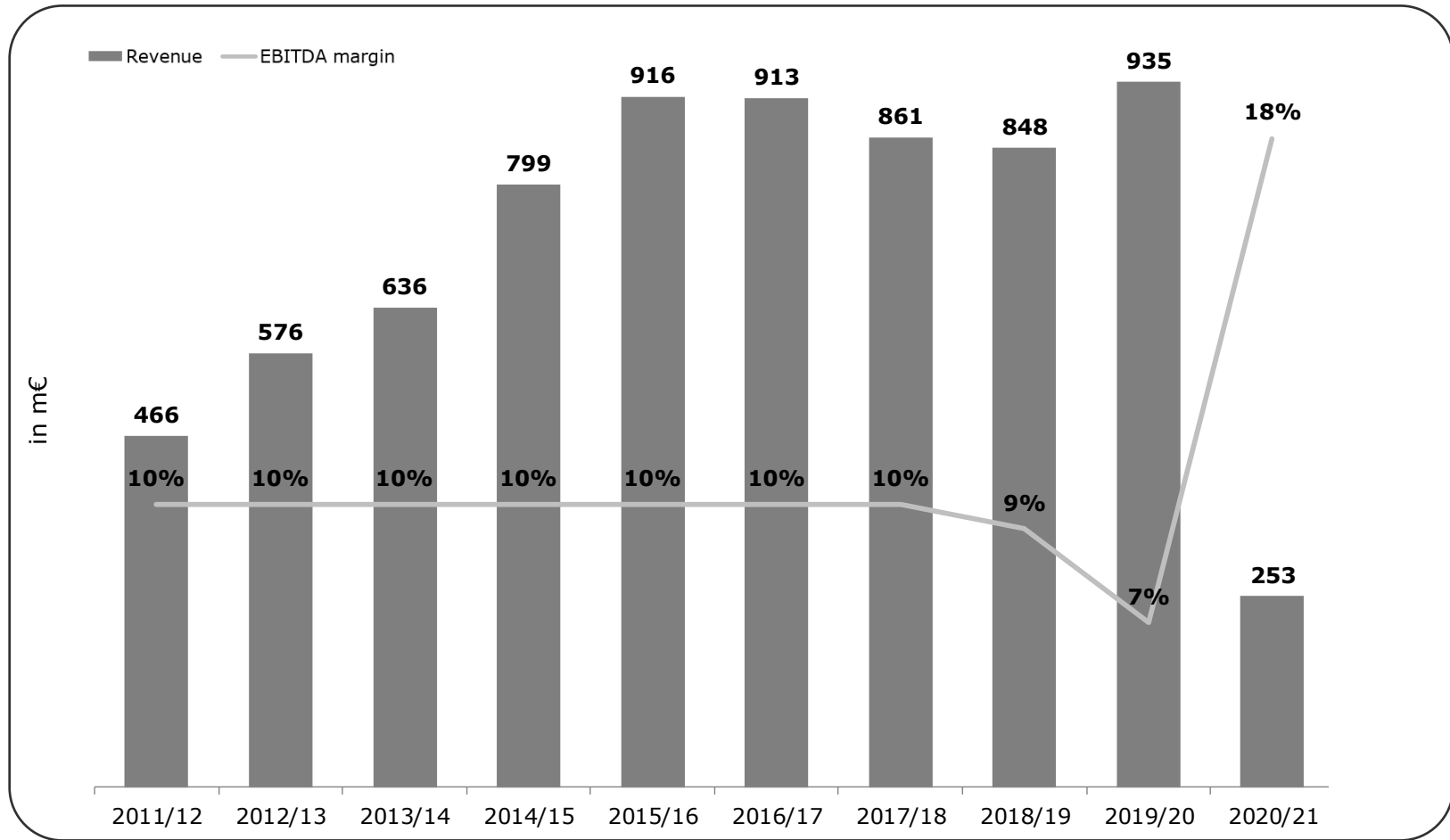


# Financial Overview

# REVENUE AND EBITDA MARGIN DEVELOPEMENT

in the past 10 years

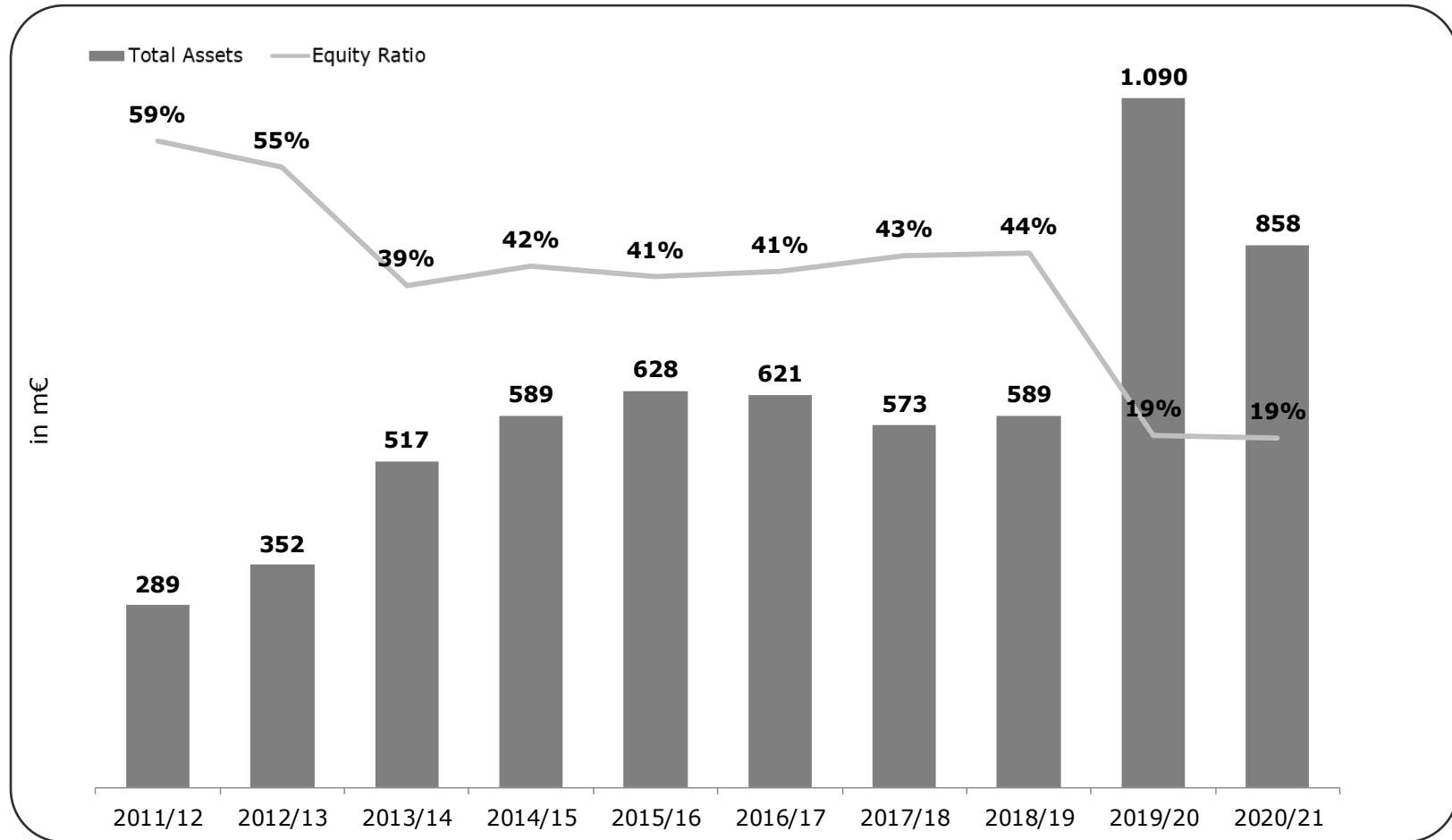
## Revenue and EBITDA margin



# BALANCE SHEET DEVELOPMENT

in the past 10 years

## Total assets and equity ratio



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

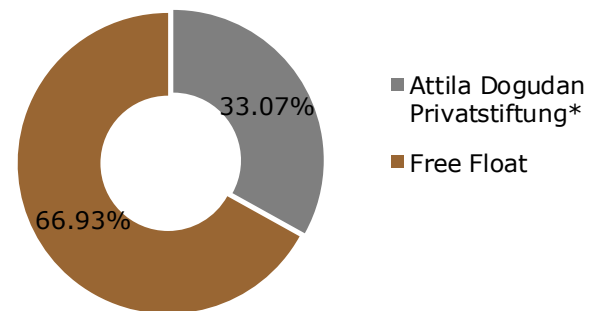
# DO & CO SHARE

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

## 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

Business Year 2021/2022

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18.11.2021

Results for the first Half Year 2021/2022

17.02.2022

Results for the first three Quarters 2021/2022

# MANAGEMENT

well-experienced and long-standing board members

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**Attila Dogudan**

CEO

first appointed to the Board in 1997



**Gottfried Neumeister**

Co-CEO

first appointed to the Board in 2012



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**THANK YOU !**

# Investor Relations contacts

## **Gottfried Neumeister**

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Co-CEO

[gottfried.neumeister@doco.com](mailto:gottfried.neumeister@doco.com)

DO & CO Aktiengesellschaft

Vienna, 31 August 2021

## **Lukas Hasenöhrl**

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Investor Relations / Group Controlling

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