

DO & CO

The Gourmet Entertainment
Company

—
Company Presentation

DO & CO Aktiengesellschaft
January 2023



Company Overview

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1 Company Overview

2 Airline Catering

3 International Event Catering

4 Restaurants, Lounges & Hotels



What makes us different

We draw inspiration direct from our premium restaurants and lounges ...



What makes us different

... and bring a personal touch to the most prestigious experiences in the world.

Delivering restaurant quality regardless of the limitations. Using only the best ingredients with **no additives**, **no flavor enhancers** and **no preservatives**.



Our Culinary Platform

Our vertically integrated approach means we constantly innovate upon our global culinary platform.

always prioritizing
quality, motivation & innovation



multi-divisional, multi-dimensional business model

Our Brand Portfolio

Valued by customers with a legacy of quality and tradition.

Our track record has led to us being a preferred partner for premium gourmet entertainment for over 30 years.



DO&CO

Culinary delights from around the world
DO & CO's restaurants draw on culinary traditions from across the globe, creating elegant and inspired menus that offer gourmet dishes for every taste.



DEMEL
K.K. HOFZUCKERBÄCKEREI
WIEN 1790

World renowned patisserie and confectionery since 1786
Historic purveyor of confectionery to the imperial court of Austria, Demel is a Viennese icon specializing in all things sweet.



ONYX
VIENNA

Japanese inspired sharing dishes
Inspired by the skill, precision and inventiveness of Japanese cuisine, ONYX serves the freshest sashimi, sushi and ceviche from its raw bar, and bold, fiery dishes from the robata grill.



GIACOMO
MILANO

Luxurious Milanese Pizza
Time-honoured tradition meets luxurious produce to create next-level pizzas that draw on Milan's stylish and sophisticated character.



1854
HÉDIARD
PARIS

The quintessential luxury Parisian Épicerie
Hédiard was established as a luxury importer of teas, spices and delicacies from around the world in 1854, growing to become a cultural export of its own with a worldwide following.



Henry
the art of living

Premium, market-fresh food to go
Henry provides fresh, quality meals and snacks from around the world, to be eaten on the go, in the office or at home. It emphasizes freshness of ingredients and preparation.



Aioli

Casual and Mediterranean
the Aioli brand embodies southern-European flair and Mediterranean cuisine. Its young, dynamic image and flexible pricing enables the brand to attract a broad audience.

Our Locations

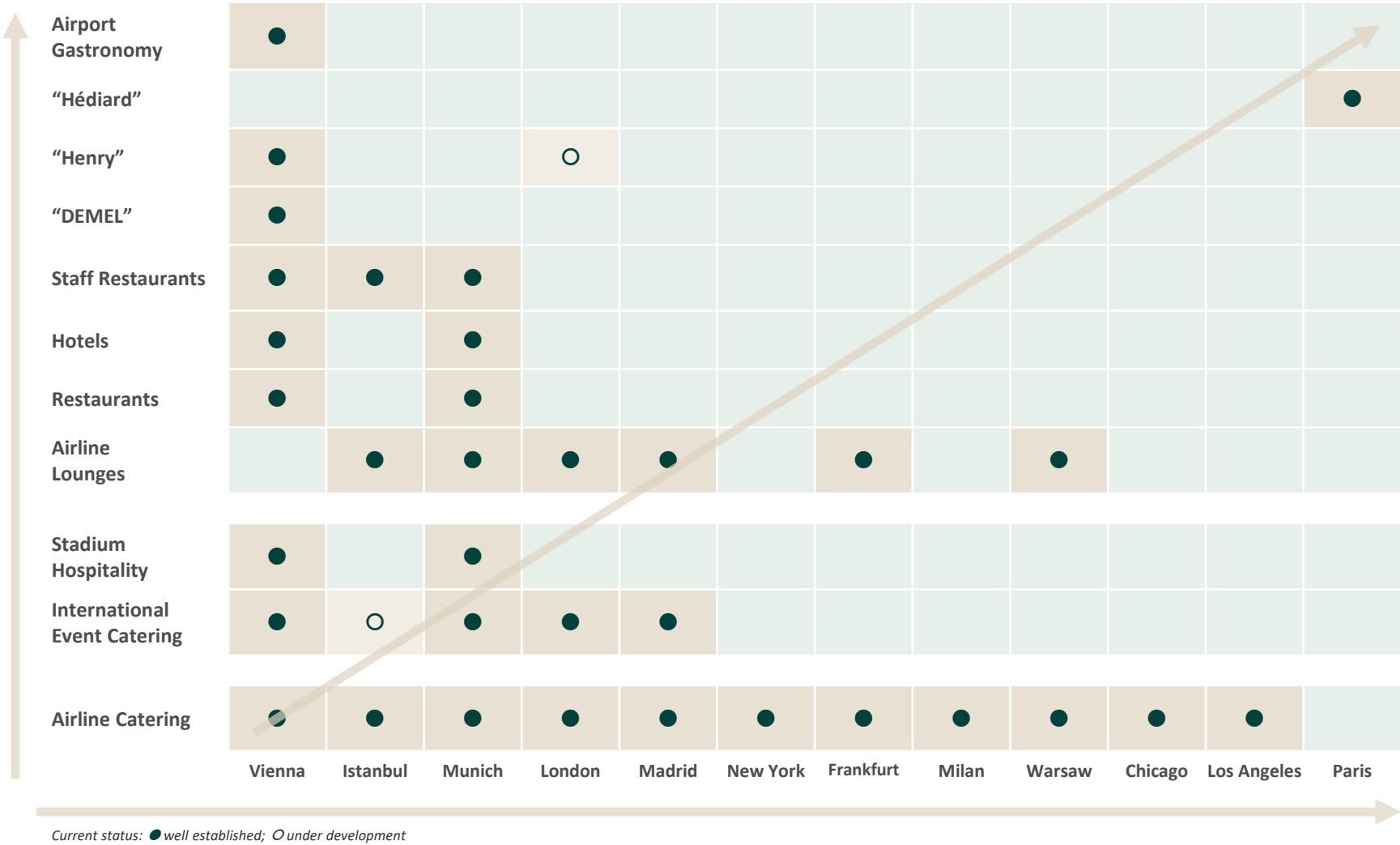
multi region strategy, leveraging
infrastructure and brand awareness

Chicago Detroit Boston
Los Angeles New York
Miami *



Diversification

the three dimensions of growth



Diversification

the Munich expansion since 2013:
case study



Airline Catering

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Our mission

the best restaurant and
hospitality customer
experience at 39,000 feet

Highlights Business Year 2021/2022



- new revenue record → best quarter in DO & CO's corporate history
- various wins of significant airline catering customers
- increased footprint in the US

 DELTA



Austrian 

QATAR 
AIRWAYS القطرية

الإتحاد
ETIHAD




CATHAY PACIFIC

jetBlue

POLISH AIRLINES
LOT

TURKISH AIRLINES 

IBERIA 

BRITISH AIRWAYS 

Delta Air Lines in Detroit and Boston

- all menus in Business Class SH/LH + Economy Class LH freshly prepared by DO & CO



2 Airline Catering

Award Wining Premium Airline Catering

- the best restaurants at 39,000 feet
- Gourmet Entertainment by DO & CO



British Airways in London Heathrow

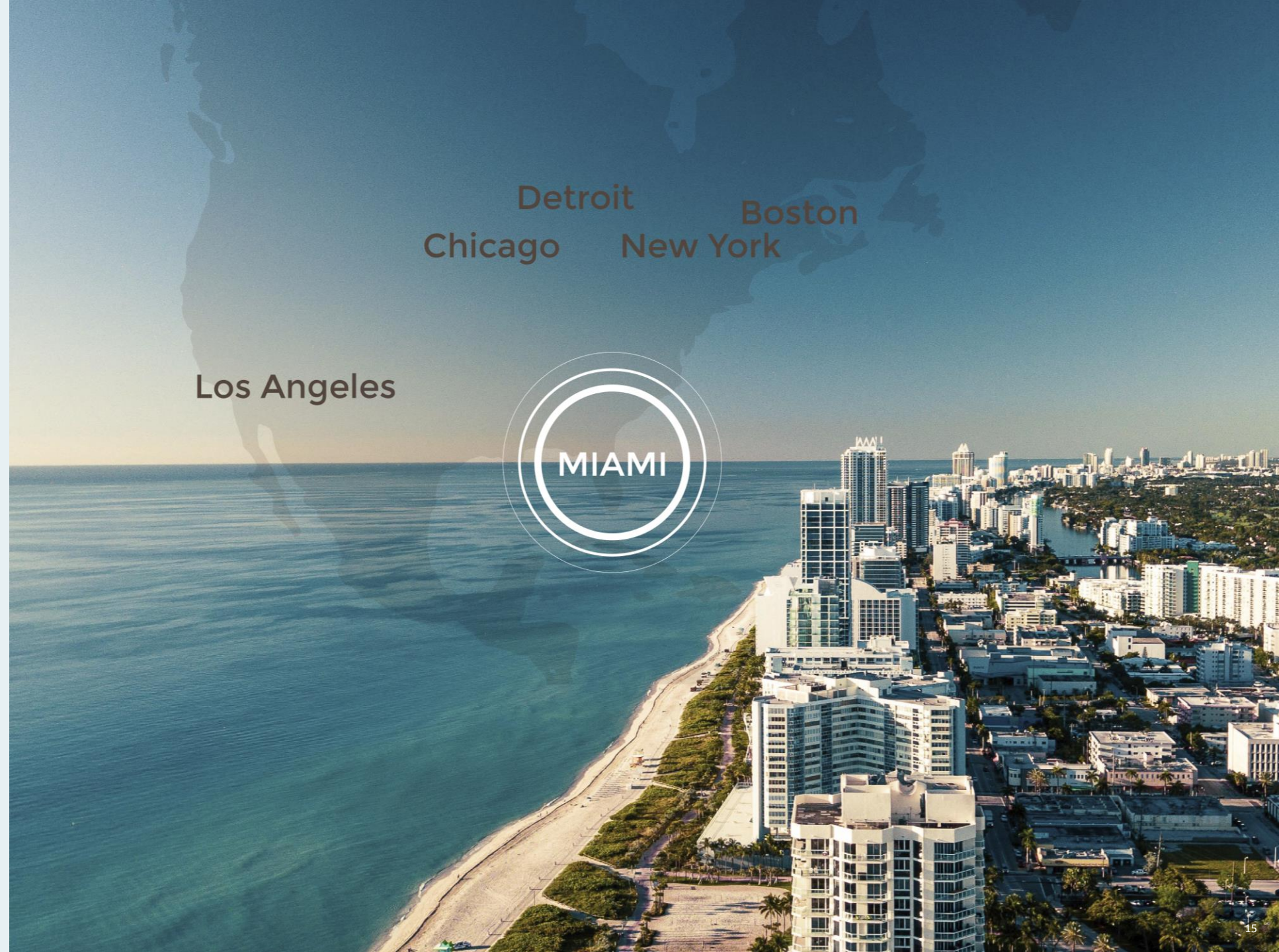
- World Traveller Economy Class
- freshly prepared DO & CO menus on all British Airways LH flights



DO & CO Miami

33rd gourmet kitchen
opening in business year
2023/24

- property of 20,000 m² already secured focusing on:
 - airline and event catering
 - logistics centre for events in the Americas regions
- already the sixth US location:
 - New York
 - Detroit
 - Boston
 - Chicago
 - Los Angeles
 - Miami
- participating in various tenders with various customers



Customer satisfaction proven for onboard catering and airline lounges



	2016	2017	2018	2019	2021	2022
Business Class Onboard Catering	1 Turkish Airlines	1 Turkish Airlines	1 Austrian Airlines	1 Austrian Airlines	1 Turkish Airlines	1 Turkish Airlines
Premium Economy Class Airline Catering				1 Austrian Airlines	1 British Airways	
Business Class Airline Catering	3 Turkish Airlines	2 Turkish Airlines				4 Turkish Airlines
FC Airline Lounge Catering	2 Lufthansa	1 Lufthansa	2 Lufthansa		1 Lufthansa	3 Lufthansa
BC Airline Lounge	2 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines		1 Turkish Airlines	3 Turkish Airlines
BC Lounge Lounge Catering	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines			2 Turkish Airlines

International Event Catering

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Our mission

the world's leading
hospitality and gourmet
entertainment company

innovative concepts and
the best personal service

Highlights Business Year 2021/2022



- business is back – high demand in all areas
- especially for big global events
- removed COVID-19 restrictions enables boom for public events (big open airs etc.)



Formula 1

strong demand for
Paddock Club hospitality
tickets in almost all
countries

- 31st Formula 1 season with 22 races in 20 countries
- especially high focus on US and middle east markets
- „money cannot buy” customer experience – developed by Formula 1 and DO & CO



3 International Event Catering

DO & CO is back for Formula 1 in Miami long term contract signed

- contract for 5 years
- starting 2023
- DO & CO in charge of the full Paddock Club operation:
 - including concept, design, guest experience
 - security, entertainment, etc.

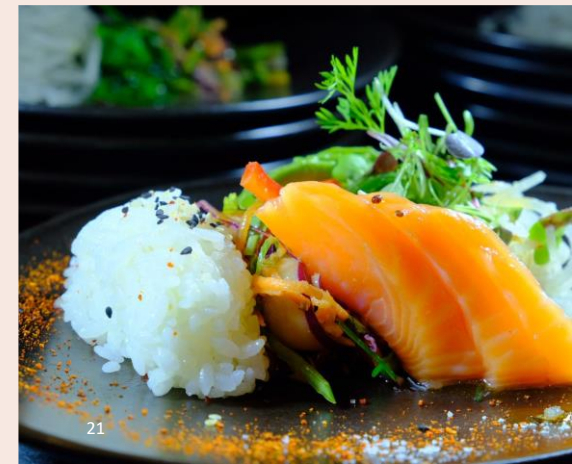


3 International Event Catering

ATP Masters 1000 Madrid

one of the most premium tennis events in the world powered by DO & CO

- took place in May 2022
- more than 34,000 guests
- great feedback from guests, sponsors and players



UEFA Champions League Final 2022 – Paris

- 5,000 VIP guests
- only a few weeks preparation time to change from St. Petersburg to Paris
- and on the same weekend as Formula 1 Monaco grand prix
- very positive feedback



Allianz Arena

nine matches including
Champions League game
against FC Barcelona

- up to 75,000 spectators allowed
- thereof 6,000 VIP's
- DO & CO VIP gourmet entertainment:
 - 106 Skyboxes
 - 8 Eventboxes
 - Business Club
 - Sponsors Lounges
 - Säbener Lounge
- DO & CO public gourmet entertainment:
 - 39 kiosks on two levels
 - 221 point of sales
 - 45,000 beers, 17,000 soft drinks and 20,000 sausages per match



Olympic Park in Munich

big open air events
(concerts, festivals etc.) are
back – no more restrictions

- “The Rolling Stones”, “Ed Sheeran” and “Guns n’ Roses” with up to 70,000 spectators each
- European Championship with up to 1,470,000 spectators on the occasion of the 50th anniversary of the Olympic Park in Munich
- Music Festival “Superbloom” with up to 100,000 spectators



Restaurants, Lounges & Hotels

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Our mission

best tastes from around the world and the region

- market-fresh ingredients
- from the region
- authentic preparation
- personal service
- innovation
- experience
- brand
- our origin!



Highlights Business Year 2021/2022



- business is back in all areas
- high utilization in premium restaurants and cafes
- gourmet retail, airport gastronomy and airline lounges back with high demand

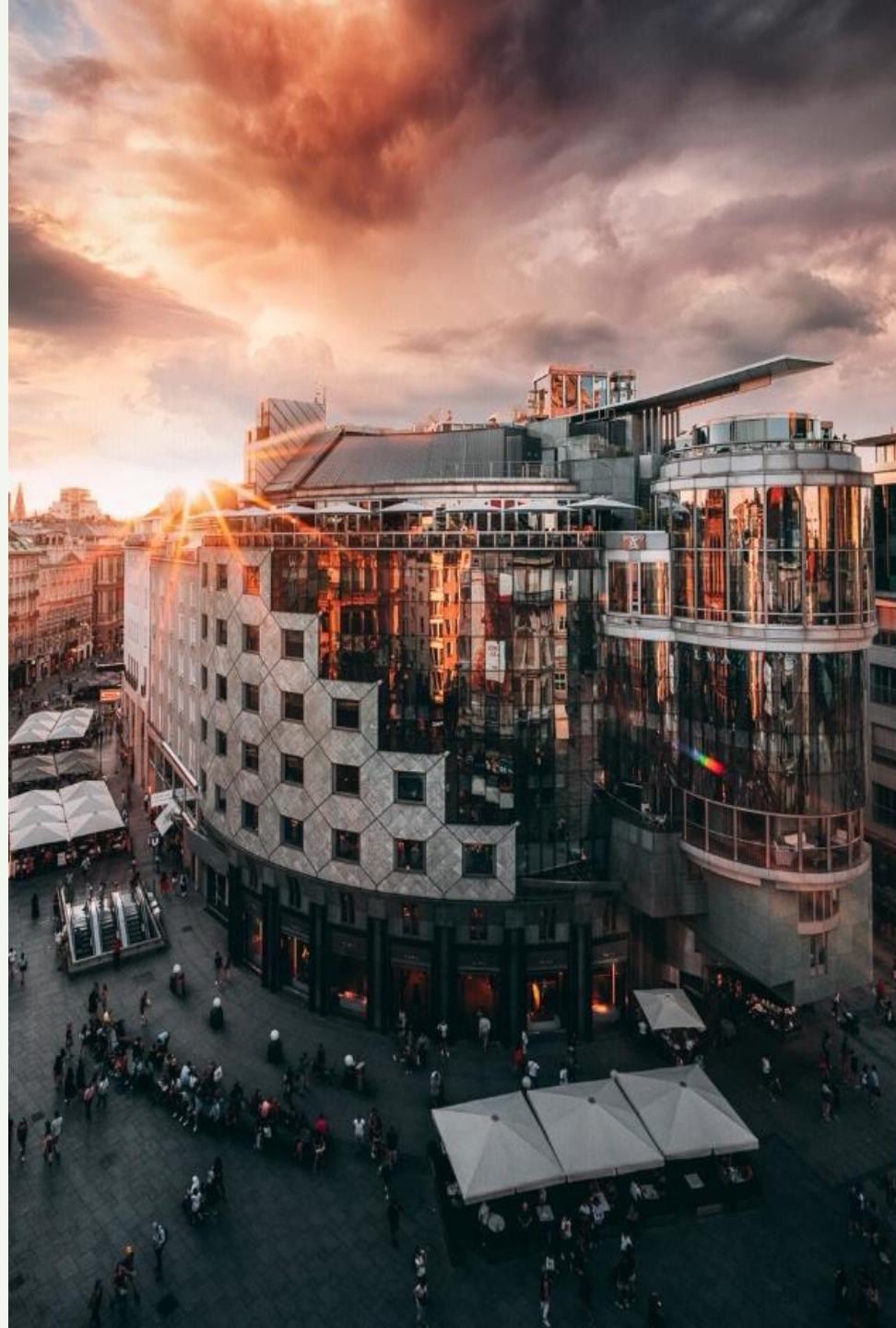


4 Restaurants, Lounges & Hotels

Our Restaurants

DO & CO Restaurants in
Vienna and Munich

incredible tastes of the
world delivered through the
highest quality ingredients



4 Restaurants, Lounges & Hotels

Our Gourmet Shops Henry

- premium, market fresh ingredients,
always handmade



4 Restaurants, Lounges & Hotels

Our Prestige Stores Demel, Hédiard

- Artisan products
- made to perfection



4 Restaurants, Lounges & Hotels

Our Hotels

Vienna, Munich

- warm and luxurious boutique hotels



4 Restaurants, Lounges & Hotels

Our Lounges all around the world

- award-winning, trend setting
Premium Lounges & Airport
Gastronomy



4 Restaurants, Lounges & Hotels

Airport Hospitality Vienna

- contract extension at the Vienna International Airport until 2029 achieved
- already a long-term partnership for more than 10 years
- partnership further strengthened
- new restaurants concepts introduced



Thank you.

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