



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 | HOTEL



COST-COMPETITIVE

through synergies between DO & CO's divisions and brands

AIRLINE CATERING



INTERNATIONAL EVENT CATERING



RESTAURANTS | LOUNGES HOTEL



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 2020/21

STRONG BRANDS



DOLCO
&

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



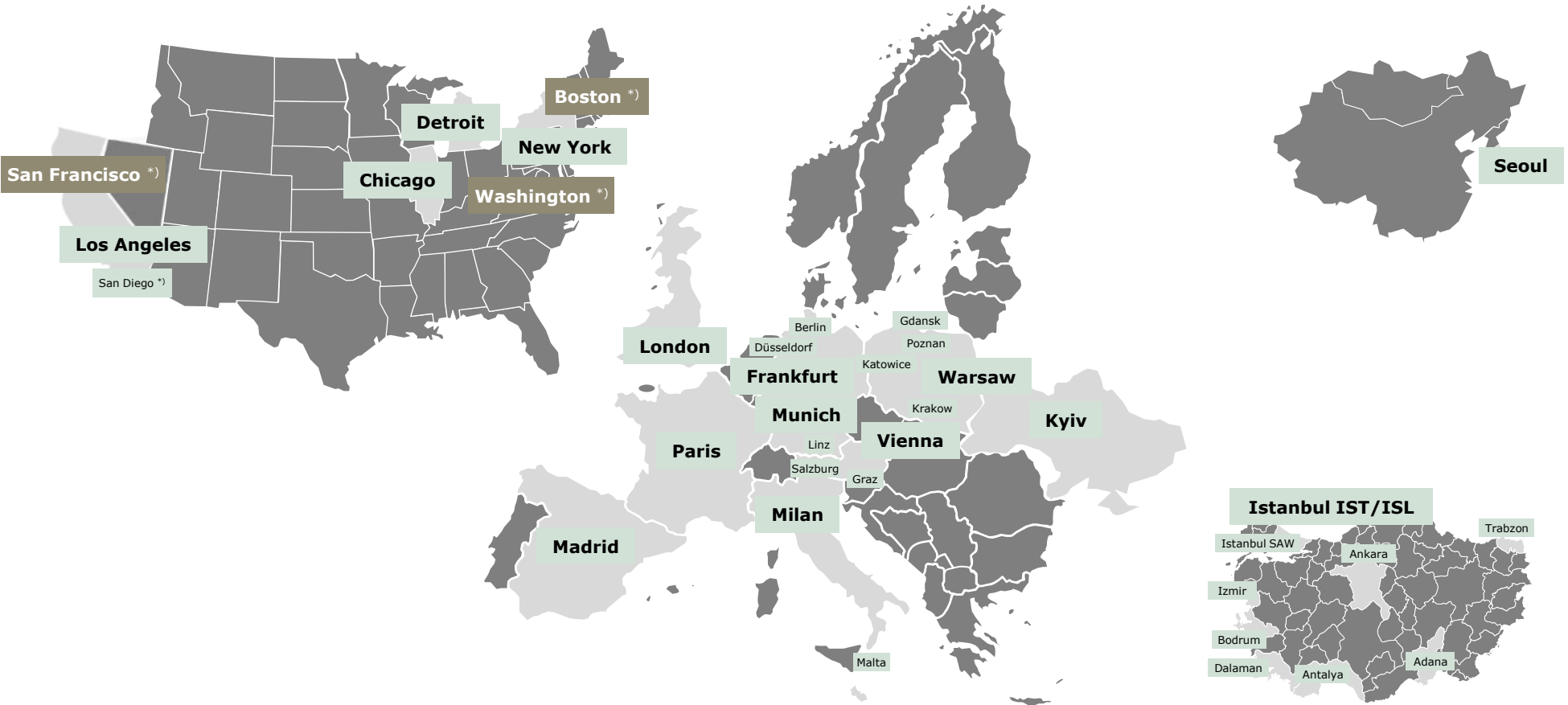
1854
HEDIARD
PARIS

one of the leading luxury grocery brands in France

- well-known brand with a long tradition
- flagshipstore on Place de la Madeleine in Paris

MULTI REGION STRATEGY

leveraging infrastructure and brand awareness



33 gourmet kitchens | 12 countries | 3 continents

*) new gourmet kitchens planned, San Diego ex Los Angeles



COMPANY
OVERVIEW

AIRLINE
CATERING

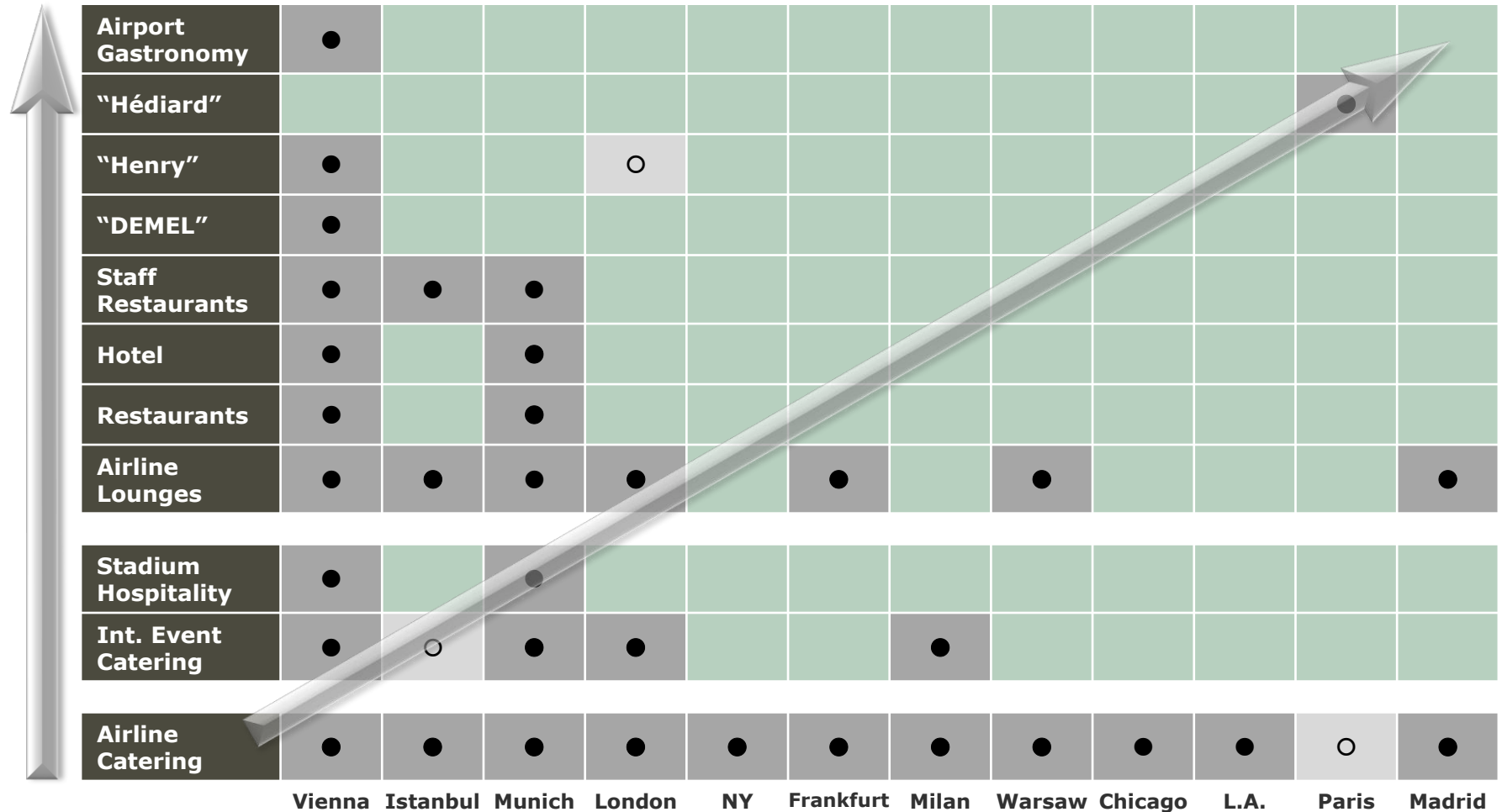
INTERNATIONAL
EVENT CATERING

RESTAURANTS |
LOUNGES | HOTELS

FINANCIAL
OVERVIEW

DIVERSIFICATION ACROSS DIVISIONS, CLIENTS, LOCATIONS

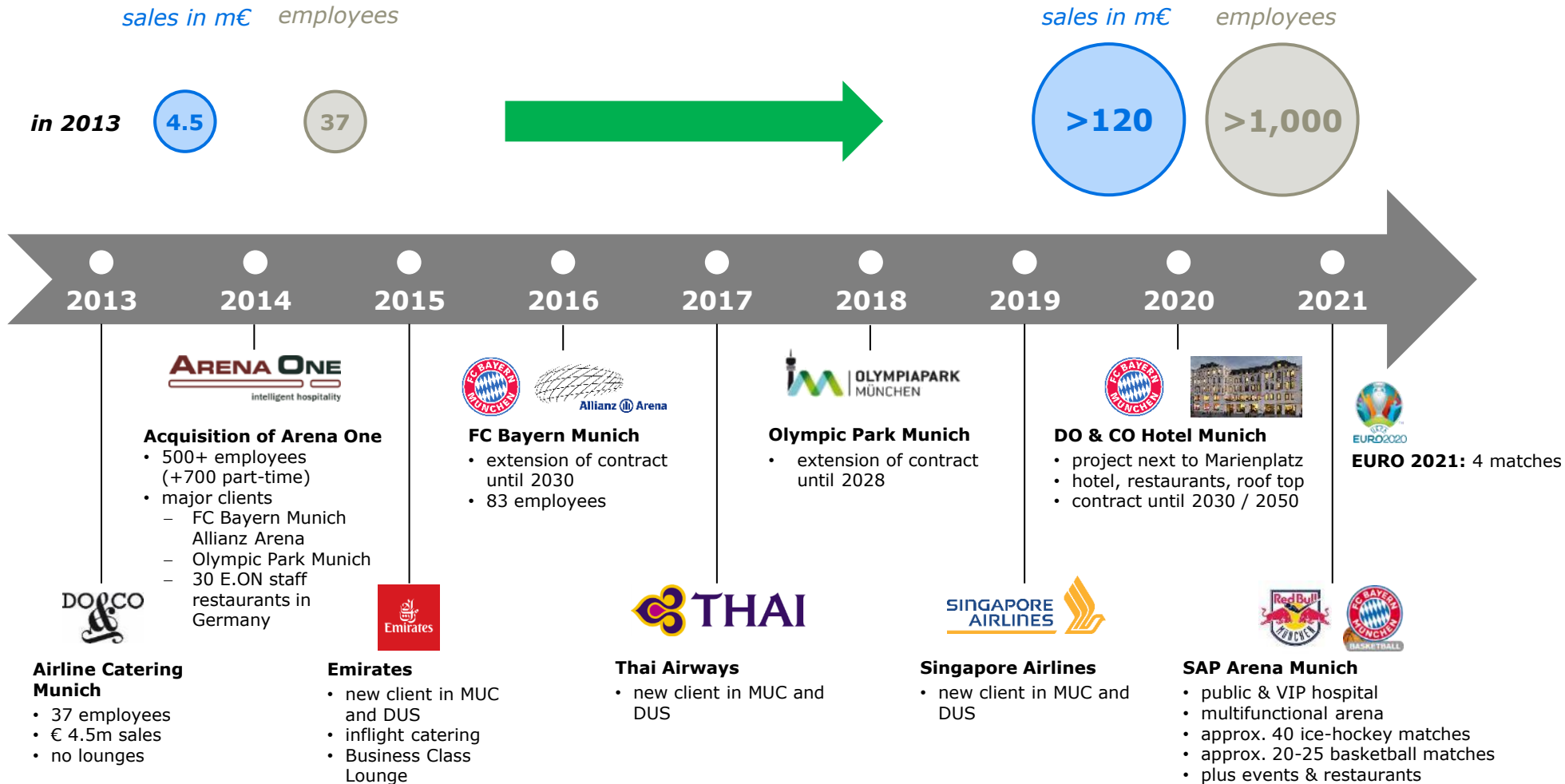
3 dimensions of growth



Current status: ● well established; ○ under development

DIVERSIFICATION OPPORTUNITY & TRACK RECORD

Munich expansion since 2013 – case study



CUSTOMER SATISFACTION

proven for onboard catering and airline lounges



	2014	2015	2016	2017	2018	2019
Business Class	1 Turkish Airlines	1 Austrian Airlines 2 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	1 Austrian Airlines	1 Austrian Airlines
Premium Economy	3 Turkish Airlines	3 Turkish Airlines				1 Austrian Airlines
Economy	2 Turkish Airlines	2 Turkish Airlines	3 Turkish Airlines	2 Turkish Airlines		
FC Lounge	2 Lufthansa	1 Lufthansa	2 Lufthansa	1 Lufthansa	2 Lufthansa	
BC Lounge	2 Turkish Airlines	1 Turkish Airlines	2 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	
BC Lounge Dining	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines	

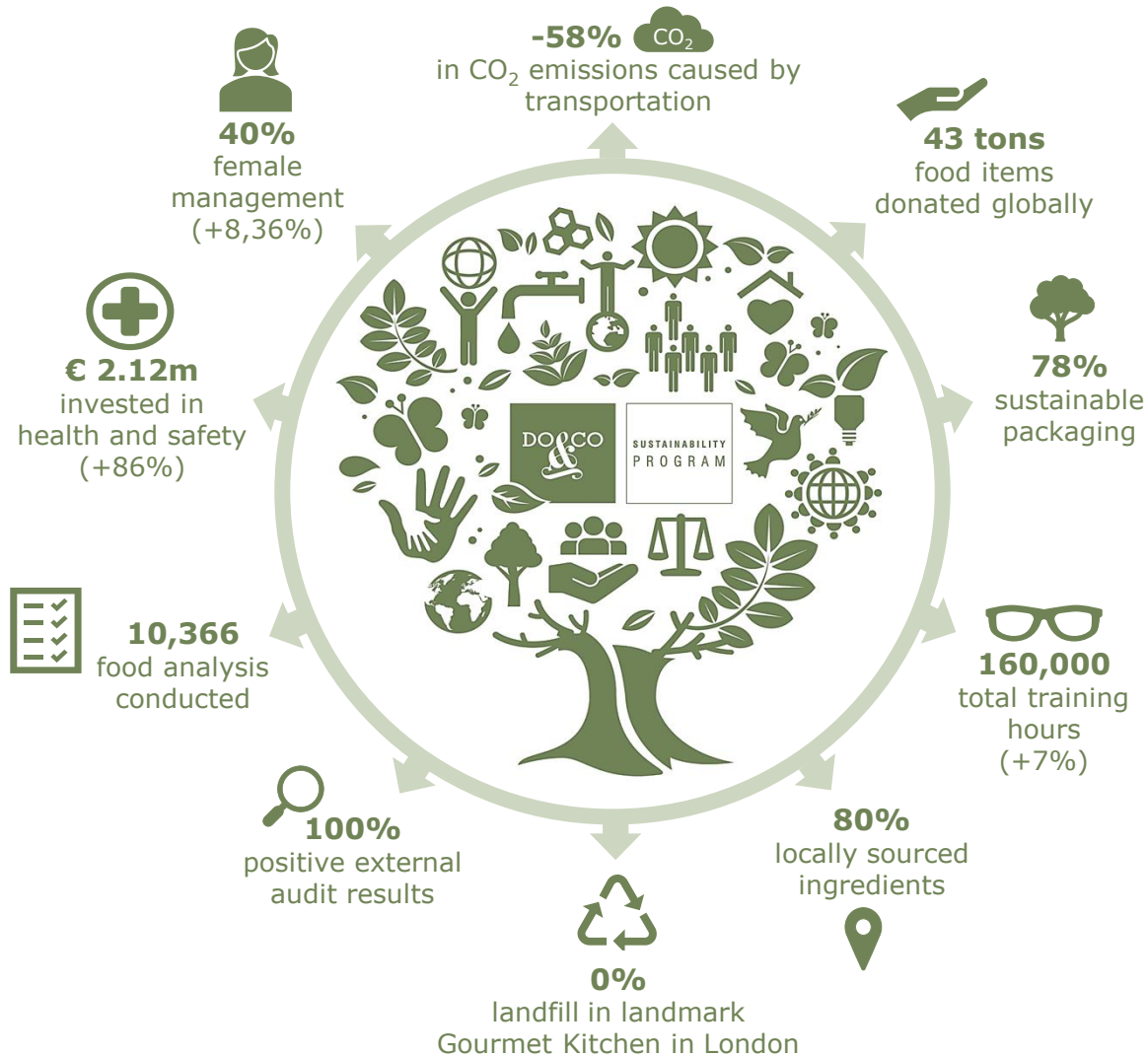
OUR RECIPE

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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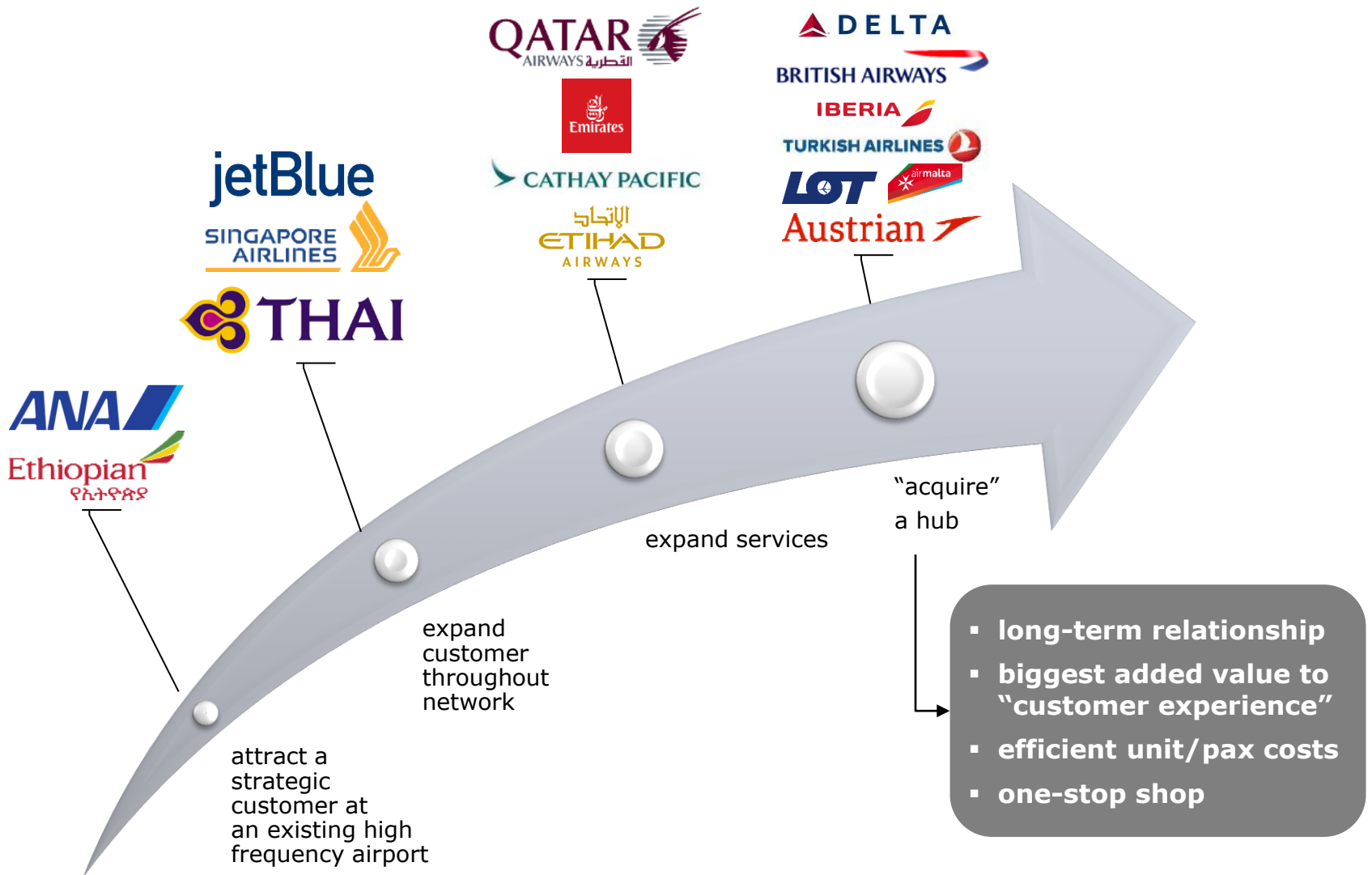
AWARD WINNING PREMIUM AIRLINE CATERING

the best restaurants at 39,000 feet – British Airways



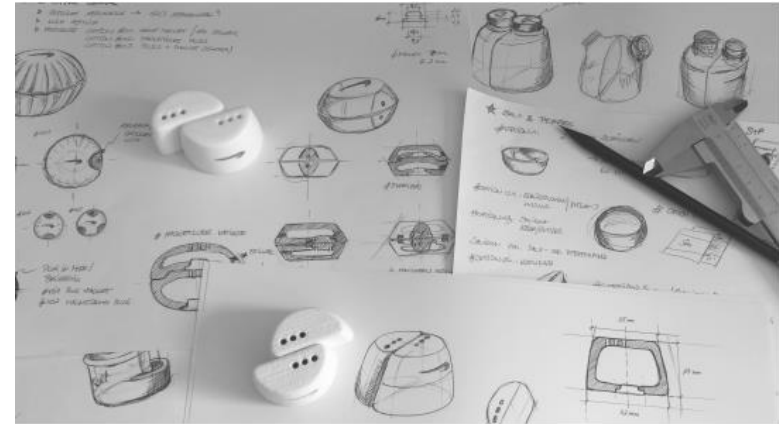
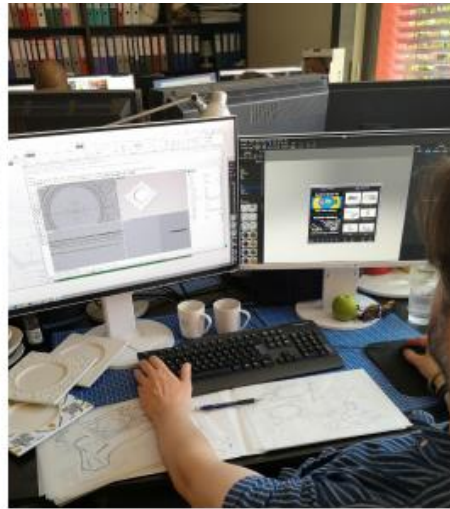
DIFFERENTIATION THROUGH "ADDED VALUE"

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

 Worldwide since 1992* 


FOOTBALL




TENNIS

  Madrid since 2002, Geneva in 2015

SKIING / NORDIC

 Hahnenkamm ski race at Kitzbühel
Alpine Ski World Cup | World Ski Championships
Four Hills Tournament – Innsbruck; Bischofshofen


HORSE RIDING

 CHIO Aachen – World Equestrian Festival

GOLF



BEACH VOLLEYBALL

 Grand Slam – Wörthersee | Carinthia

COMPANY EVENTS



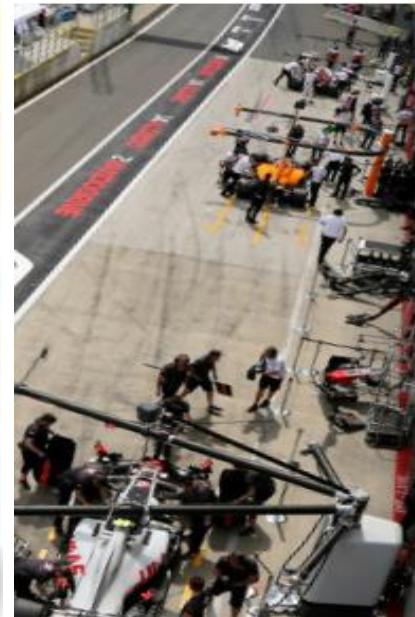
* excluding Australia, South America and Singapore

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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RESTAURANTS |
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FINANCIAL
OVERVIEW

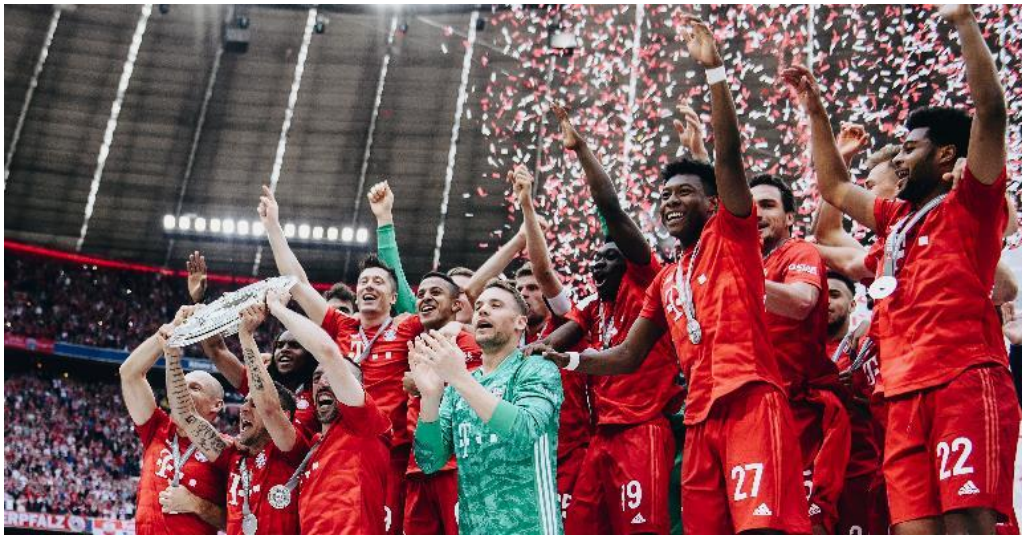
WE SERVE GOURMET ENTERTAINMENT

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



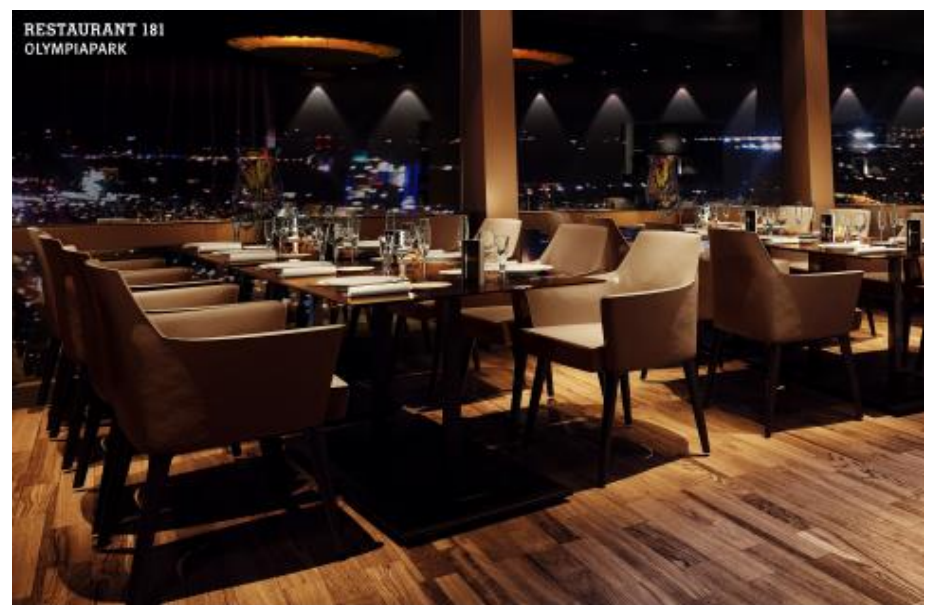


DO & CO

Restaurants, Lounges & Hotels

PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

innovation, market fresh ingredients only, handmade premium quality



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FINANCIAL
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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

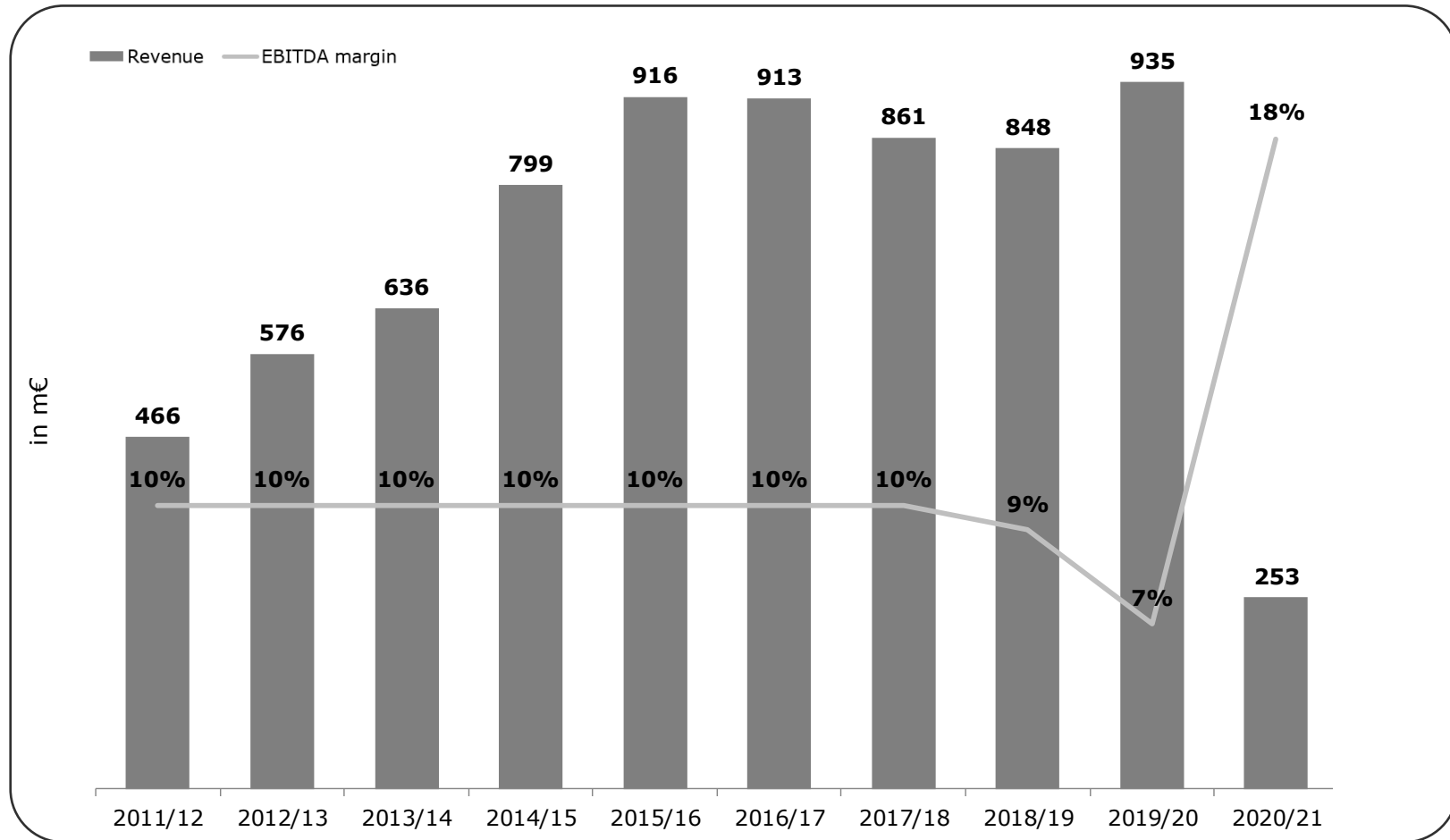


Financial Overview

REVENUE AND EBITDA MARGIN DEVELOPEMENT

in the past 10 years

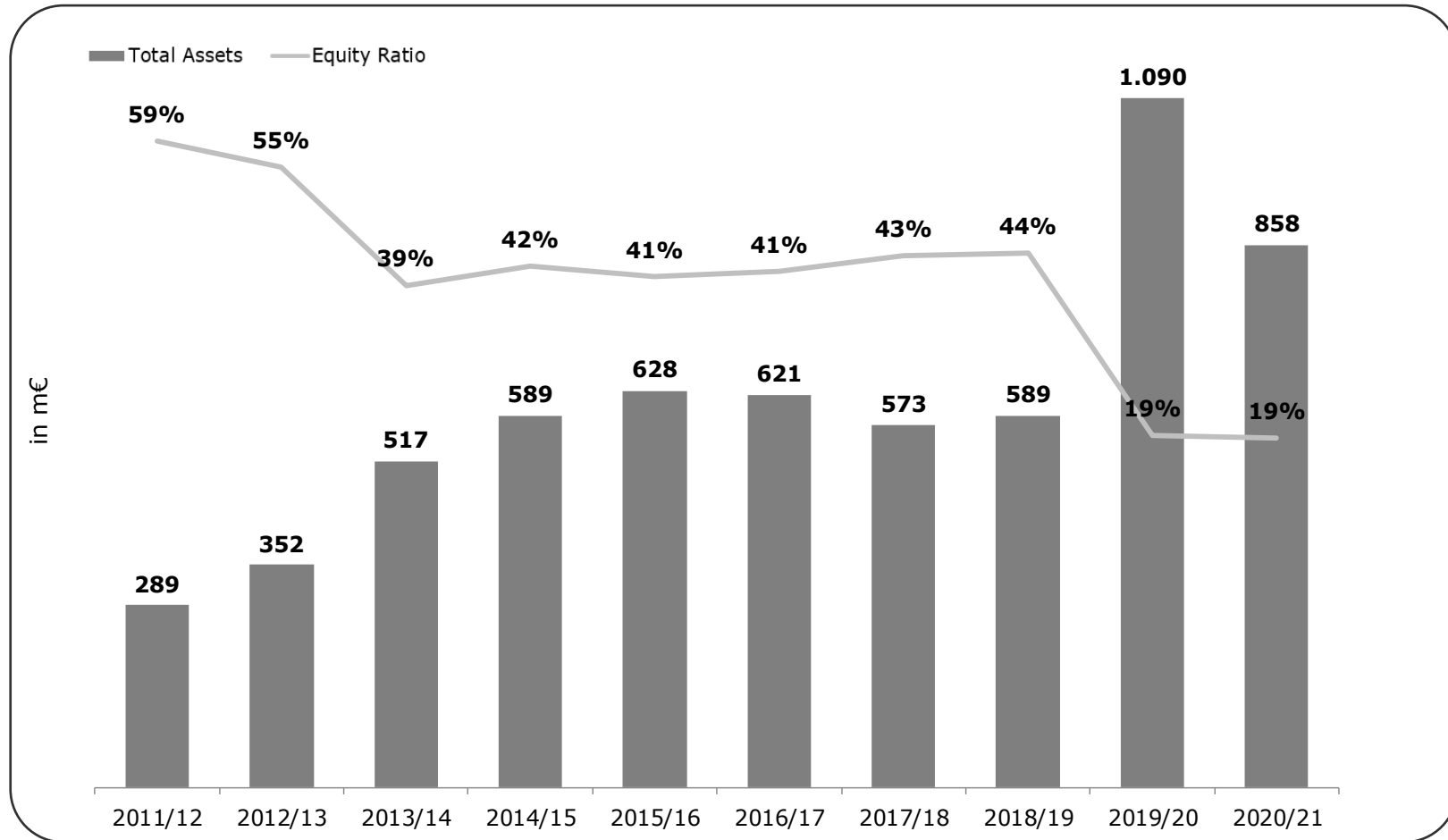
Revenue and EBITDA margin



BALANCE SHEET DEVELOPMENT

in the past 10 years

Total assets and equity ratio



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

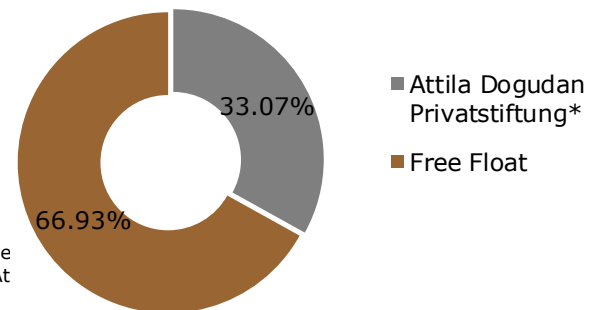
DO & CO SHARE

LISTING	Borsa Istanbul	Vienna Stock Exchange
ISIN	ISIN:AT0000818802 (single ISIN code, fully fungible shares)	
REUTERS	DOCO.IS	DOCO.VI
BLOOMBERG	DOCO. TI	DOC AV
INDEX	BIST ALL, BIST-100	ATX Prime, ATX
CURRENCY	TRY	EUR
DATE OF LISTING	02.12.2010	30.06.1998

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 administered by the At Dogudan Private Foundation.

FINANCIAL CALENDAR

2021/2022

05.07.2021

Record Date General Meeting of Shareholders for BY 2020/2021

15.07.2021

General Meeting of Shareholders for BY 2020/2021

12.08.2021

Results for the first Quarter 2021/2022

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



Attila Dogudan

CEO

first appointed to the Board in 1997



Gottfried Neumeister

CEO

first appointed to the Board in 2012



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LOUNGES
CATERING

THANK YOU!

Investor Relations contacts

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DO & CO Aktiengesellschaft

Vienna, 17 June 2021

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