



DO & CO

RESTAURANTS
HOTEL
LOUNGES
CATERING

DO & CO
The Gourmet Entertainment Company
Company Presentation

NEW YORK | CHICAGO | LOS ANGELES | LONDON | MADRID | ISTANBUL | KIEV | SEOUL | PARIS | MILAN | BERLIN | FRANKFURT | MUNICH | WARSAW | VIENNA

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



multi-divisional, multi-dimensional business model

*) Business year 2019/20

STRONG BRANDS

The logo for DO&CO, featuring the brand name in a serif font with a large, stylized ampersand.

premium hospitality brand of the group

- gourmet entertainment to highest standards
- hand-made high quality products
- finest raw materials, always freshly produced

The logo for DEMEL, featuring a crown above the brand name in a serif font, with 'K. U. K. HOFZUCKERBÄCKER' and 'WIEN' below it.

exclusive pastry and chocolate

- chocolatiers since 1786
- luxurious patisserie brand
- traditional confectionery artistry

The logo for Henry, featuring the brand name in a cursive script with 'the art of living' and a registered trademark symbol below it.

premium take-away products

- broad choice of take-away products
- focus on organic food and innovative packaging
- enormous potential to grow

The logo for HEDIARD, featuring the year '1854' above the brand name in a serif font, with 'PARIS' below it.

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 | HOTEL

FINANCIAL
OVERVIEW

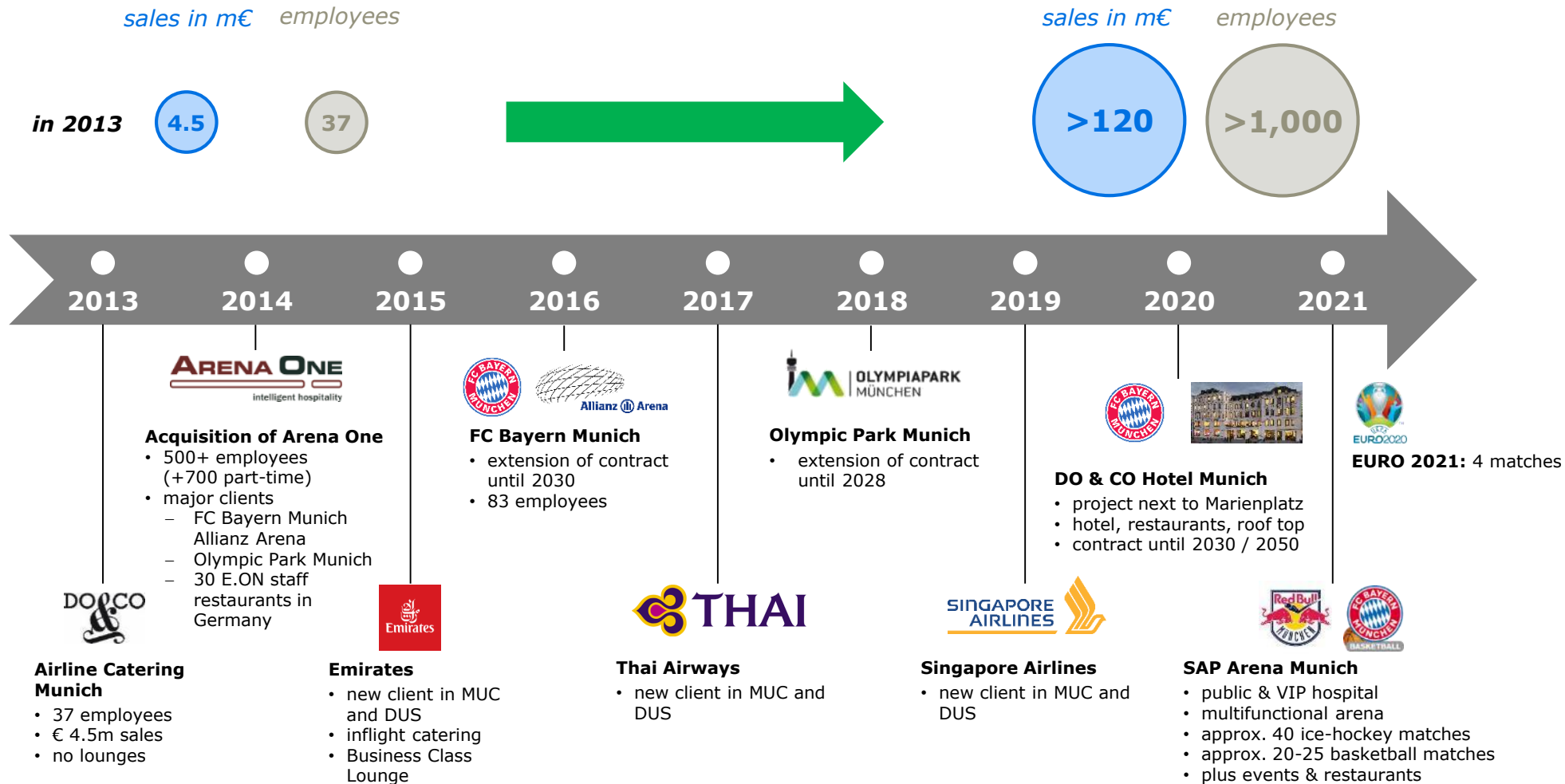
DIVERSIFICATION ACROSS DIVISIONS, CLIENTS, LOCATIONS

3 dimensions of growth



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



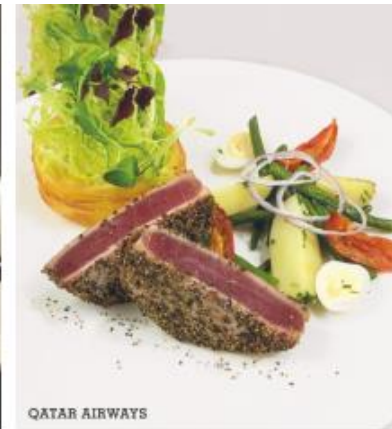


DO&CO

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



COMPANY
OVERVIEW

AIRLINE
CATERING

INTERNATIONAL
EVENT CATERING

RESTAURANTS |
LOUNGES | HOTEL

FINANCIAL
OVERVIEW

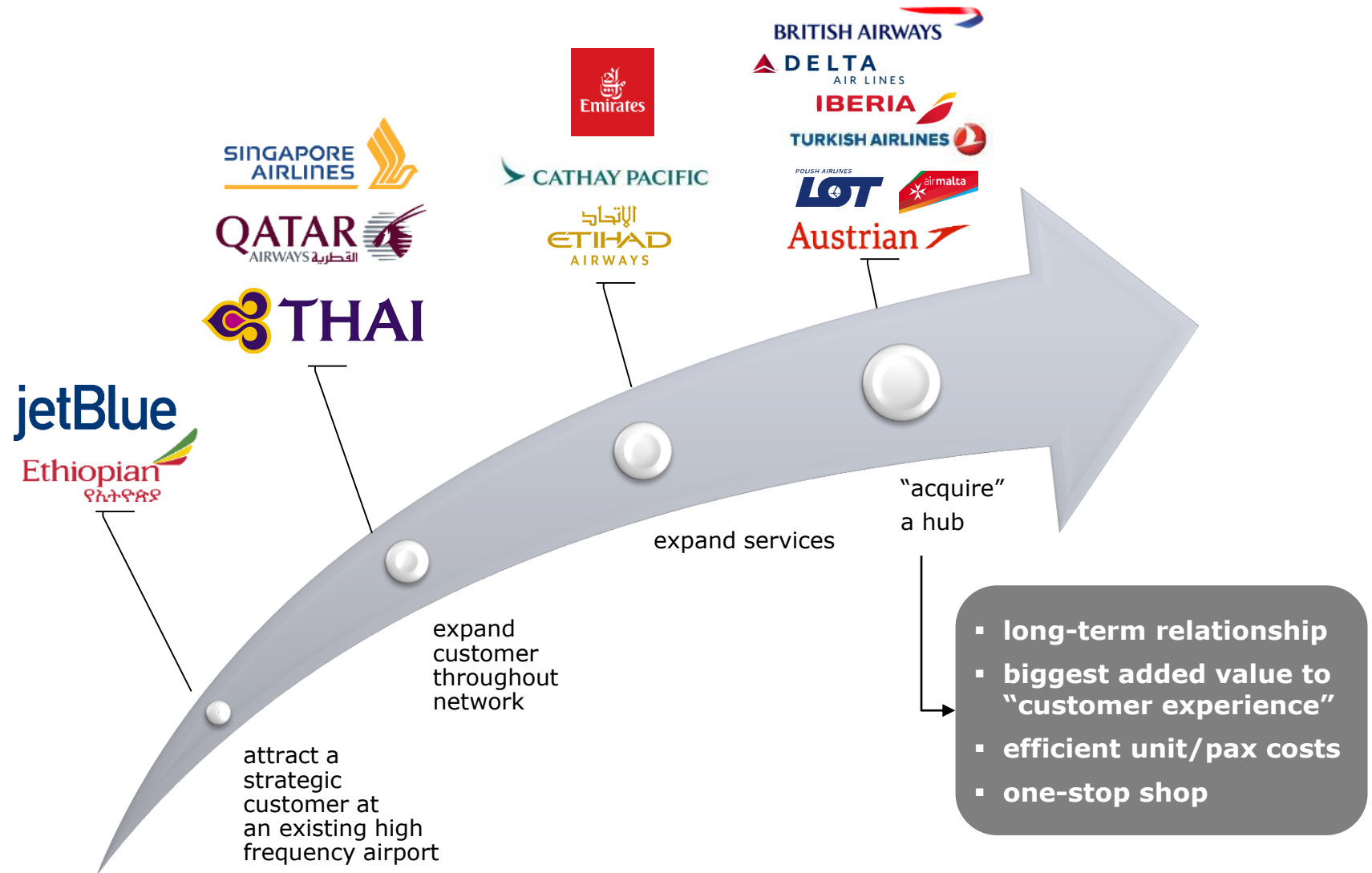
AWARD WINNING PREMIUM AIRLINE CATERING

the best restaurants at 39,000 feet – British Airways



DIFFERENTIATION THROUGH “ADDED VALUE”

from high frequency locations to the home base



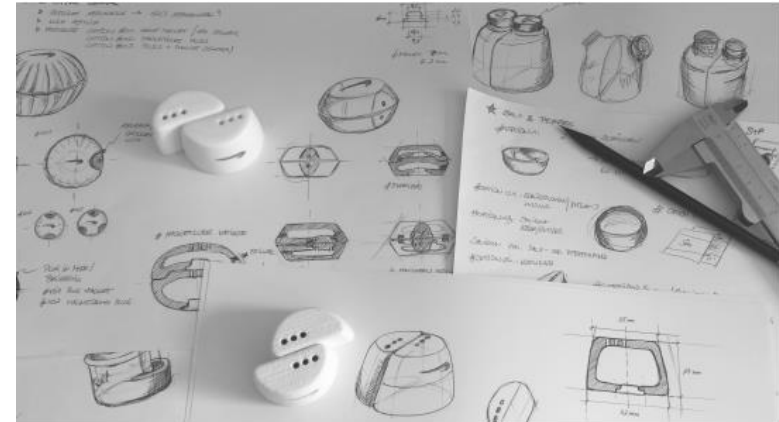
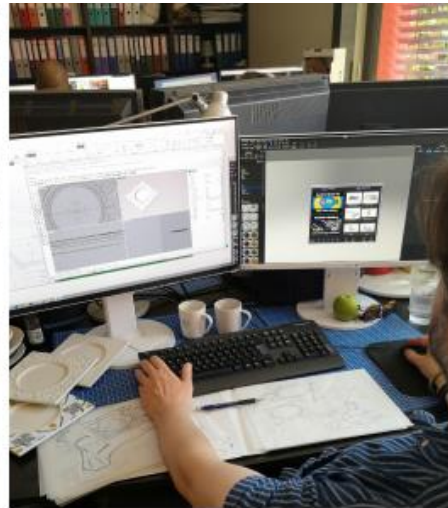
DIFFERENTIATION THROUGH “ADDED VALUE”

from high frequency locations to the home base using the BA example



AWARD WINNING PREMIUM AIRLINE CATERING

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



NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

one of the largest gourmet kitchens worldwide



NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

one of the largest gourmet kitchens worldwide



NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

top-notch training centre & offices



NEW DO & CO GOURMET KITCHEN IN LONDON HEATHROW

top-notch training centre & offices



DO & CO's TRACK RECORD OF NEW AIRLINE CUSTOMERS

between 2017 and 2020 – 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



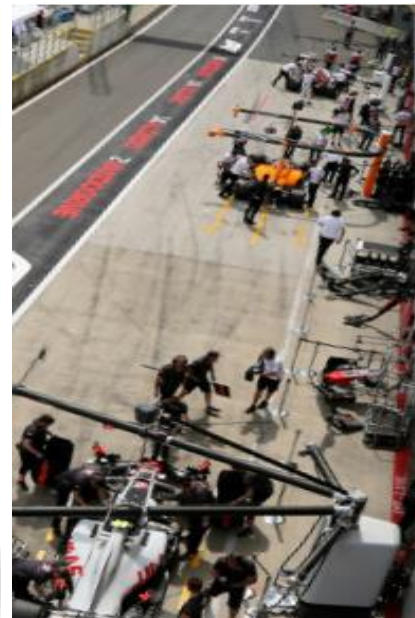
* excluding Australia, South America and Singapore

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



COMPANY
OVERVIEW

AIRLINE
CATERING

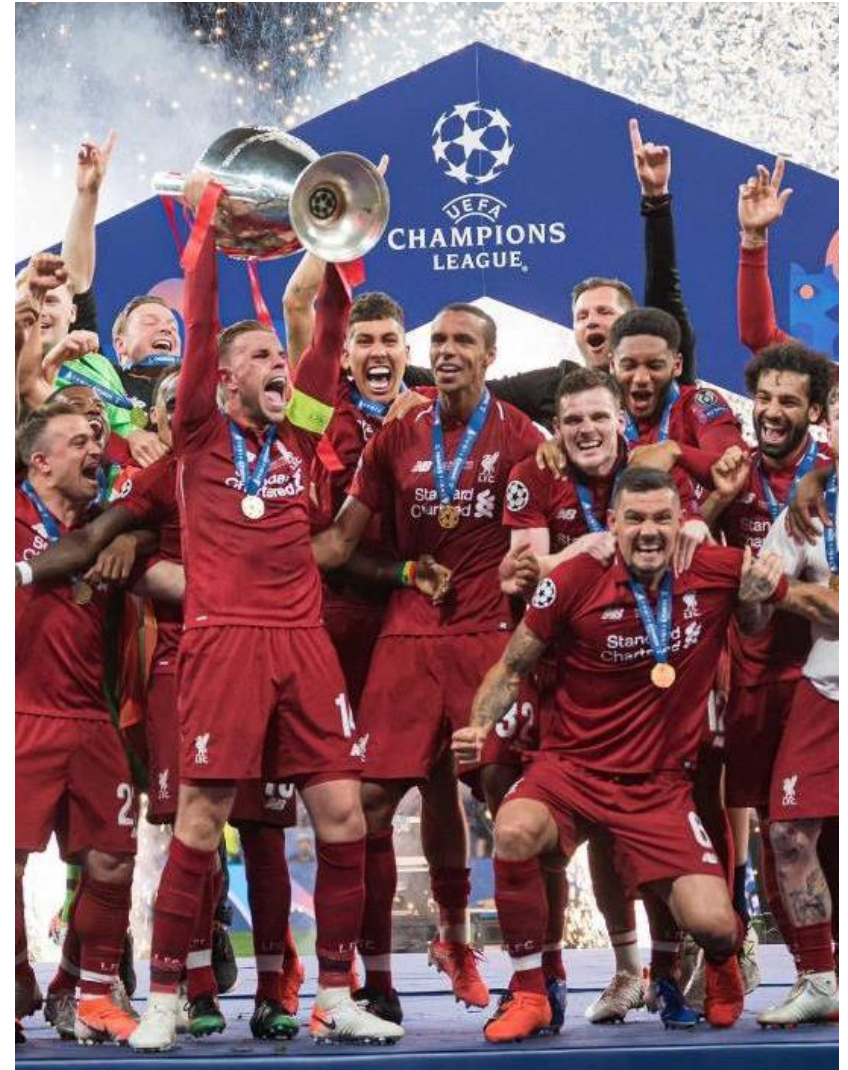
INTERNATIONAL
EVENT CATERING

RESTAURANTS |
LOUNGES | HOTEL

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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FINANCIAL
OVERVIEW

OLYMPIC PARK MUNICH

Gourmet Entertainment by DO & CO



OLYMPIAPARK
MÜNCHEN



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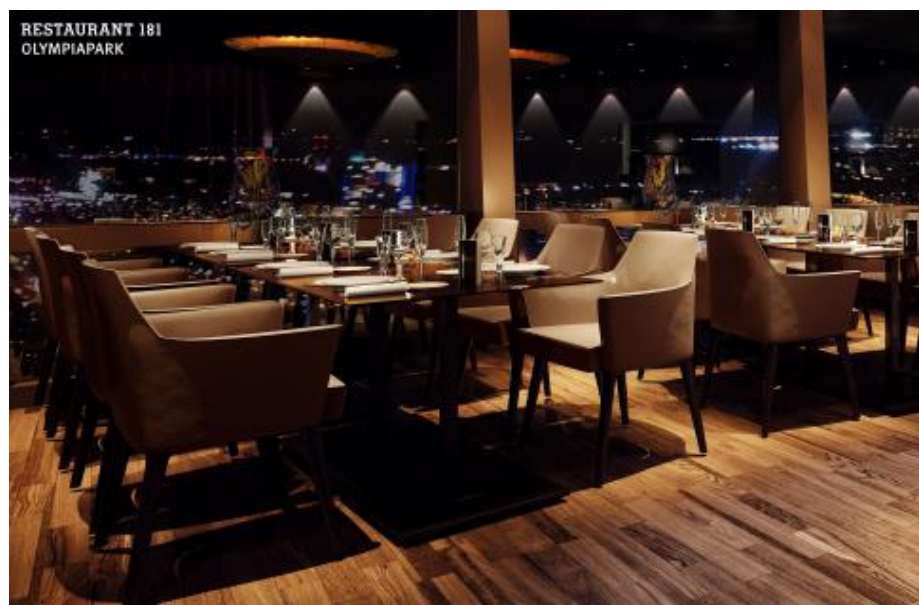


DO & CO

Restaurants, Lounges & Hotel

PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

innovation, market fresh ingredients only, handmade premium quality



PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

FCB Munich Flagship Store and DO & CO Hotel-Restaurant in Munich



PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

FCB Munich Flagship Store and DO & CO Hotel-Restaurant in Munich



PREMIUM RESTAURANTS, HOTELS & GOURMET SHOPS

innovation, market fresh ingredients only, handmade premium quality



PREMIUM LOUNGES & AIRPORT GASTRONOMY

award-winning, trend setting



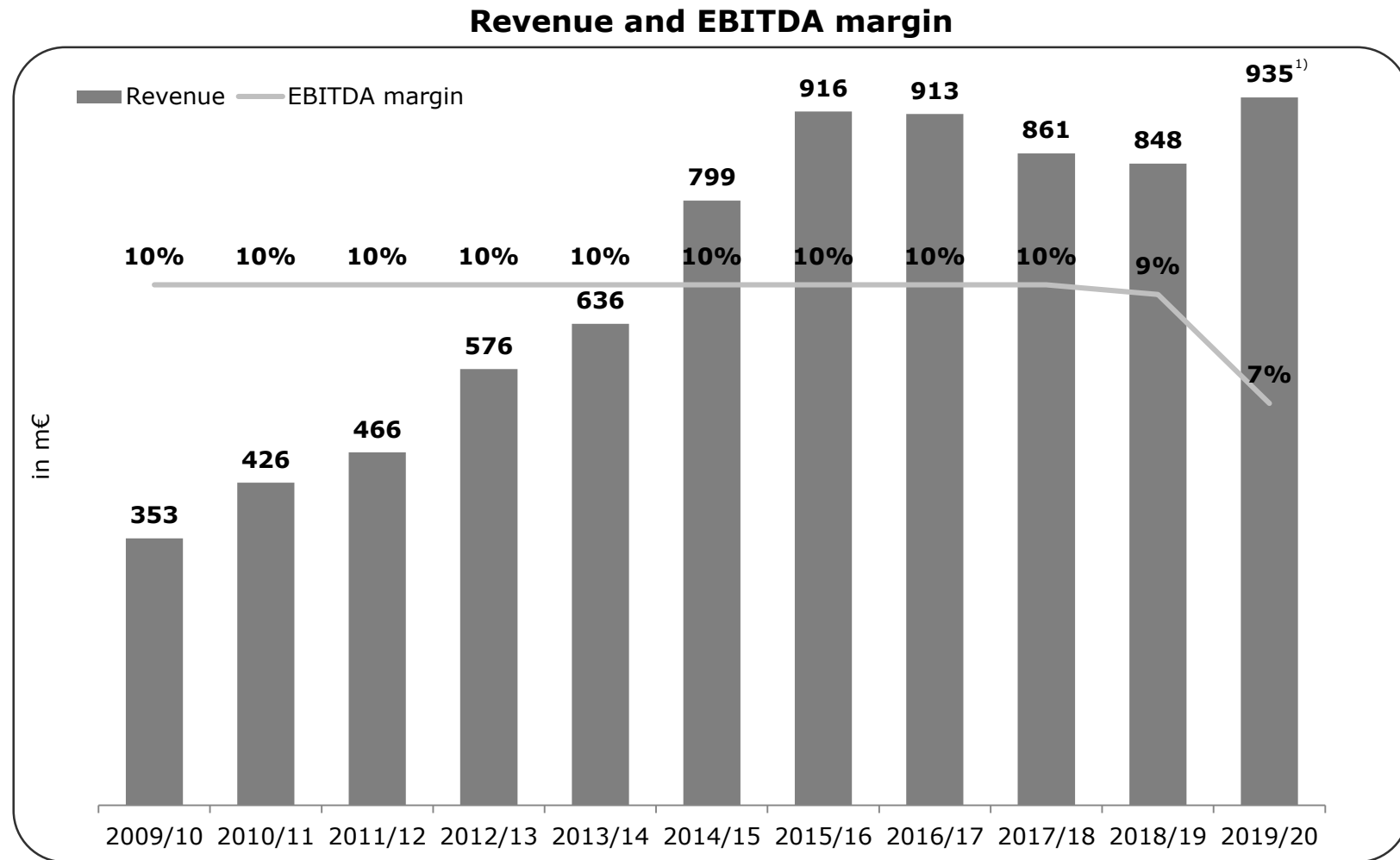
THE
GOURMET
ENTERTAINMENT
COMPANY



Financial Overview

CONTINUOUS GROWTH AND STABLE MARGINS

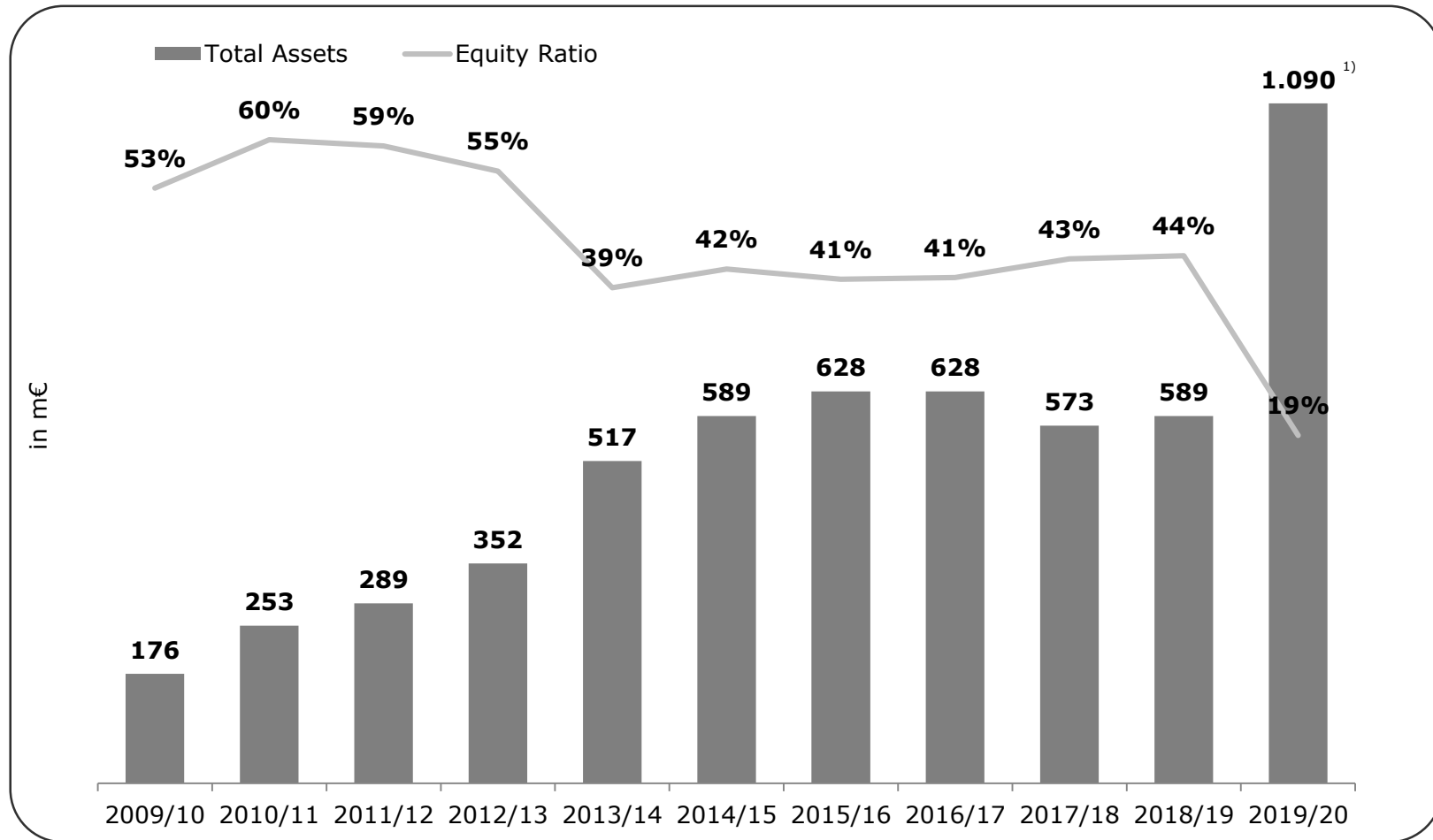
in the past 10 years



Remark: ¹⁾ revenue growth Q1-Q3 2019/20 +17% purely organic → COVID-19 effect approx. € -65m

STRONG BALANCE SHEET

Total assets and equity ratio



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

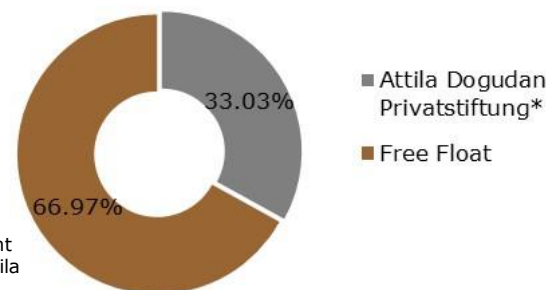
DO & CO SHARE

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 administrated by the Attila Dogudan Private Foundation.

FINANCIAL CALENDAR

2020/2021

18.02.2021

results for the first three quarters of 2020/2021

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**THANK YOU!
STAY HEALTHY!**

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DO & CO Aktiengesellschaft
Vienna, 15 January 2021

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