



THE GOURMET ENTERTAINMENT COMPANY

COMPANY PRESENTATION

1-3 Quarters 2024/2025

Company Overview

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1 Company Overview

2 Airline Catering

3 International Event Catering

4 Restaurants, Lounges & Hotels

What makes us different

DO & CO brings a personal touch to the most prestigious experiences in the world. Delivering restaurant quality regardless of the limitations.

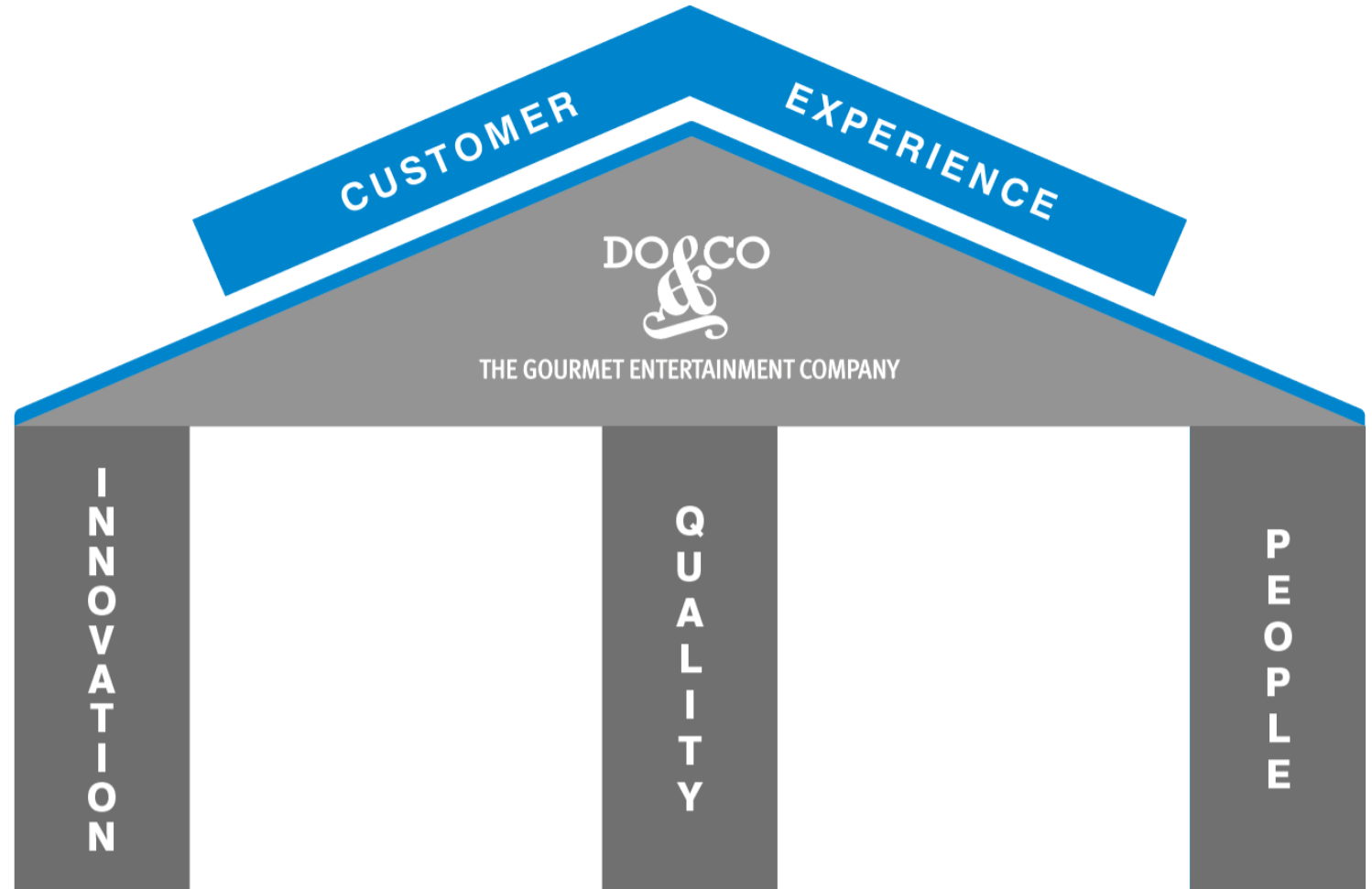
Using only the best ingredients with **no additives, flavor enhancers or preservatives.**



The 3 main pillars of the DO & CO DNA

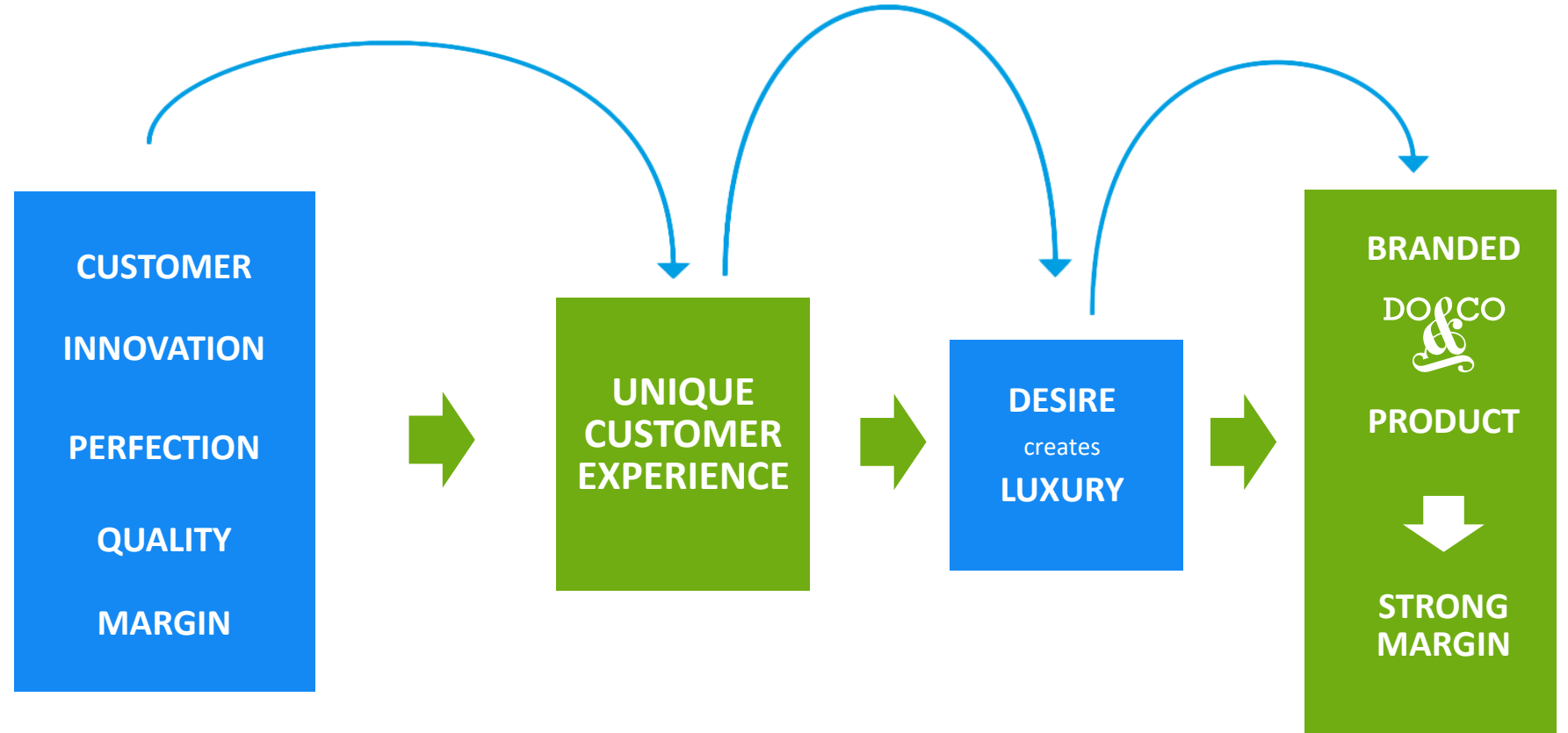
THE 3 MAIN PILLARS OF THE DO & CO DNA

Back to the roots - this is what we stand for



THE DO & CO PRINCIPLES

The DO & CO principles



Our Culinary Platform

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

Highest customer satisfaction through always prioritizing innovation, sustainable high quality and motivation of people.

AIRLINE CATERING



INTERNATIONAL EVENT CATERING



RESTAURANTS LOUNGES | HOTELS



GOURMET KITCHENS

BRAND | KNOW HOW | INNOVATION | MOTIVATION | CUSTOMERS

- 33 gourmet kitchens
- on 3 continents
- more than 60 airline customers

- leading premium hospitality
- worldwide activities
- events in any size

- DO & CO's DNA
- brand awareness
- training center and R & D

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. HOFZIGERBÄCKER
WIEN 1784

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.



1854
HEDIARD
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.



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.



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.

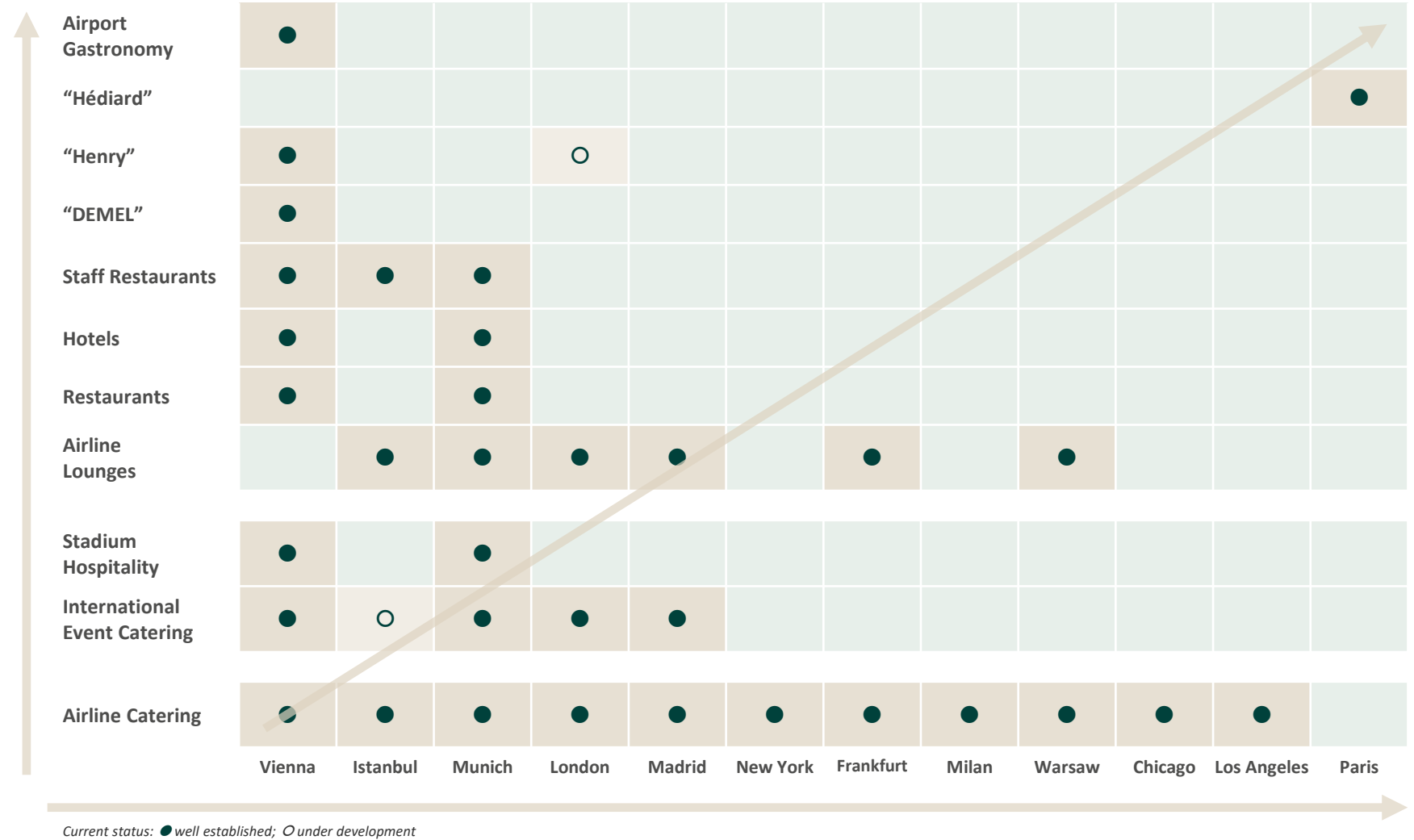


Our Locations

multi region strategy, leveraging infrastructure and brand awareness

Diversification

the three dimensions of growth



BUSINESS CASE - DO & CO MUNICH



Acquisition of Arena One

- +500 employees (+700 part-time)
- major clients
 - FC Bayern Munich Allianz Arena
 - Olympic Park Munich
 - 30 E.ON staff restaurants in Germany



FC Bayern Munich

- extension of contract until 2030
- 83 employees



Olympic Park Munich

- extension of contract until 2028
- > 200 VIP events annually



DO & CO Hotel Munich

- next to Marienplatz
- boutique hotel
- two restaurants, roof top
- contract until 2030 / 2050



NFL Match in Allianz Arena

- Tampa Bay Buccaneers – Seattle Seahawks
- first NFL match ever in Germany



SAP Garden

- opened in Sep 2024
- multifunctional arena
- public & VIP hospital

2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024



Airline Catering Munich

- 37 employees
- € 4.5m sales
- no lounges



Emirates

- new client in MUC and DUS
- inflight catering
- Business Class Lounge



Thai Airways

- new client in MUC and DUS



Singapore Airlines

- new client in MUC, DUS and FRA



EURO 2020

- 4 matches (including one quarter final) in Allianz Arena
- postponed to 2021 due to corona



EURO 2024

- in Germany
- 6 matches in Allianz Arena

Airline Catering

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Our mission

the best restaurant
experience over 39,000 feet

1-3 Quarters 2024/2025 vs. Q1-Q3 2023/2024



- New York JFK :
 - JetBlue extends contract for another 2 years
 - financial improvements
- Rich client portfolio, ongoing good load factors



Award Winning Premium Airline Catering

- freshly prepared menus
- Gourmet Entertainment by DO & CO
- various wins of significant airline catering customers
- multiple times awarded by SKYTRAX



Customer satisfaction
proven for onboard
catering and airline
lounges



	2018	2019	2021	2022	2023	2024
Business Class Onboard Catering	1 Austrian Airlines	1 Austrian Airlines	1 Turkish Airlines	1 Turkish Airlines	1 Turkish Airlines 5 Austrian Airlines	1 Turkish Airlines
Premium Economy Class Airline Catering		1 Austrian Airlines	1 British Airways		9 Austrian Airlines 10 British Airways	
Economy Class Airline Catering				4 Turkish Airlines	1 Turkish Airlines	3 Turkish Airlines
FC Airline Lounge Catering	2 Lufthansa		1 Lufthansa	3 Lufthansa		
BC Airline Lounge	1 Turkish Airlines		1 Turkish Airlines	3 Turkish Airlines	6 Turkish Airlines	8 Turkish Airlines 9 Iberia
BC Lounge Dining Catering	1 Turkish Airlines			2 Turkish Airlines	4 Turkish Airlines	5 Turkish Airlines

International Event Catering

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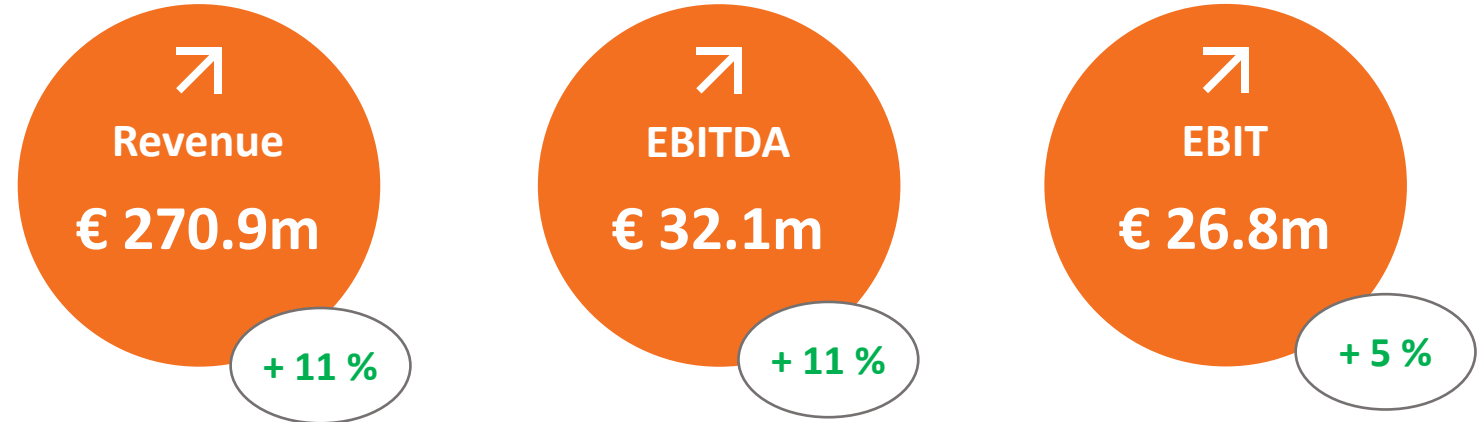


Our mission

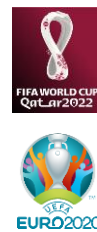
the world's leading premium hospitality and gourmet entertainment experience

- innovative concepts
- best quality
- personalized service

1-3 Quarters 2024/2025 vs. Q1-Q3 2023/2024



- F1 Paddock Club contract extended by another 10 years – now partner since 1992
- DO & CO further expands its market position at international sports events



Formula 1

10-years Contract Extension
Partners in excellence
since 1992

- DO & CO continues as **official supplier to the F1 Paddock Club**
- **strong demand** in almost all locations continues
- **high customer satisfaction feedback**
- **state of the art hospitality guest experience** – benchmark of the sport hospitality industry



3 International Event Catering
Status quo

UEFA EURO 2024

51 matches in all 10 stadiums -
47,000 VIP guests

ATP Masters 1000 Madrid

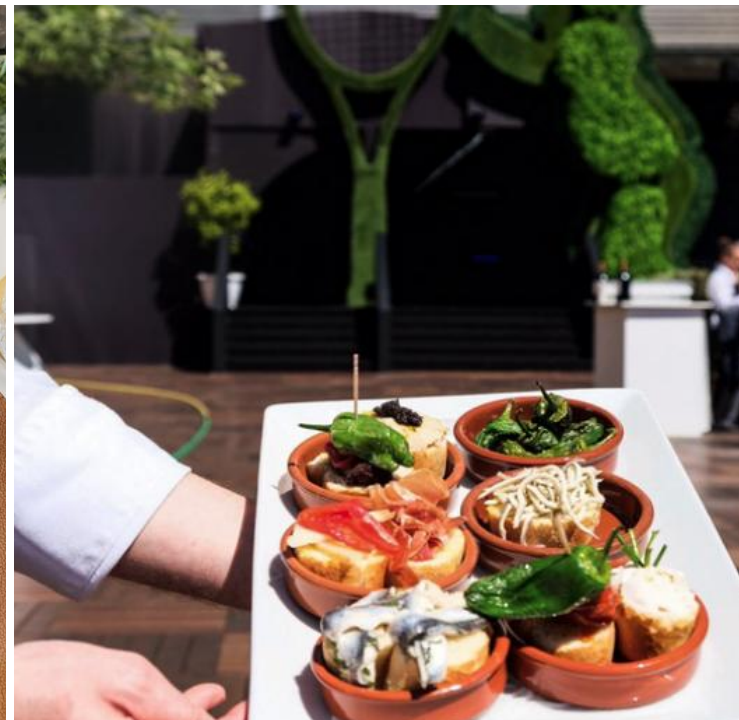
one of the most premium
tennis events in the world

Acciona Open de España

one of the oldest and most
prestigious golf tournaments in
the world

SKI RACING – Kitzbühel 2025

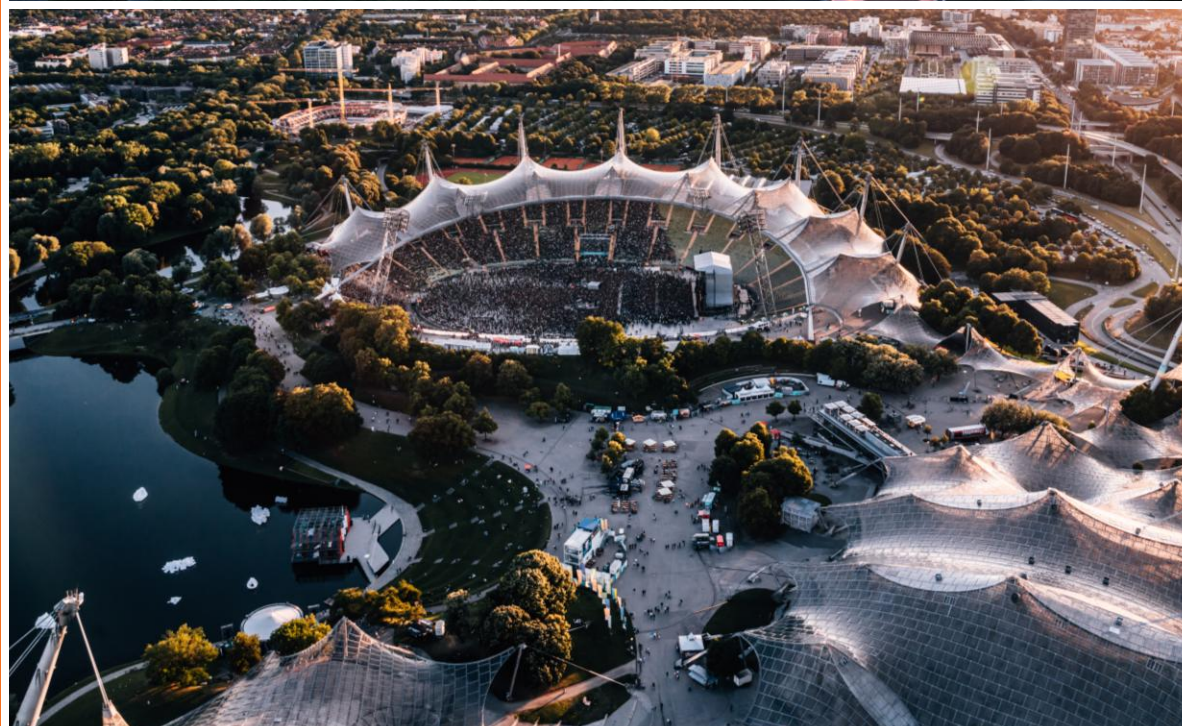
the most prestigious
sport events in the world -
powered by DO & CO



Event Catering in Munich

DO & CO is responsible
for the culinary delights
at many top-class events

- long term partnership with
FC Bayern Munich
- DO & CO in charge of VIP
hospitality and public catering at
Allianz Arena
- Olympic Park : venue for
numerous events (concerts,
festivals etc.)



SAP Garden in Munich

- new indoor location in Munich
- state of the art stadium
- multifunctional set up
- Red Bull ice hockey and FC Bayern Munich Basketball in one location
- capacity :
 - 11,000 guests
- catering areas :
 - VIP areas / 11 Skyboxes
 - 13 public kiosks
 - 1 Henry Restaurant
- multiple events :
 - ~40 hockey games
 - ~20 basketball games per year
- opened on 27th September



Restaurants, Lounges & Hotels

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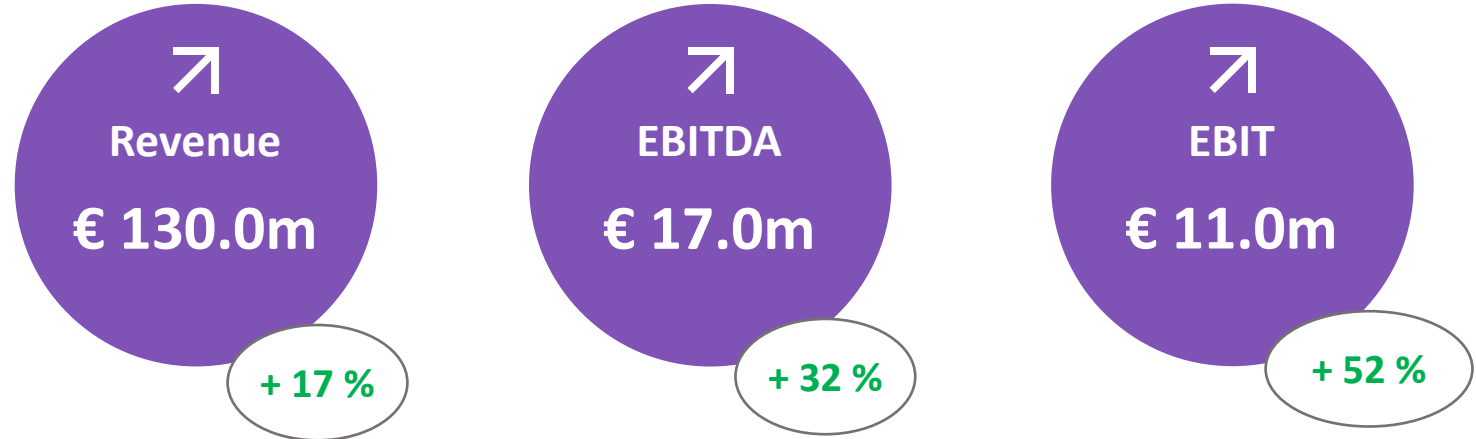
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Our mission

Innovative,
best quality and
personalized
customer experience

1-3 Quarters 2024/2025 vs. Q1-Q3 2023/2024



- improved sales and margins - compared to previous year
- very pleasing development in the division over the last quarters
- DO & CO Albertina, Vienna | reopening with new concept

ONYX
VIENNA

Aioli

DO&CO

GIACOMO
MILANO

DO&CO
HOME

1854
HEDIARD
PARIS

Henry
the art of living

DEMEL
K.u.K. HOFZUCKERBÄCKER
WIEN 1786

DO&CO
HOTELS
VIENNA
MUNICH

4 Restaurants, Lounges & Hotels

DEMEL

K. u. K. Hofzuckerbäcker
since 1786

- successful new concept
- clear retail and gastronomy segmentation
- **DEMEL KAISERSCHMARRN** has become a signature product and creating strong demand



4 Restaurants, Lounges & Hotels
Status quo

DO & CO Hotels and Restaurants Munich and Vienna

DO & CO MUNICH :

- luxury Boutique Hotel in the heart of the city
- first time **Michelin Key Award** for a DO & CO Hotel 
- two restaurants at the same location

DO & CO STEPHANSPLATZ :

- flagship of the group
- one of the most scenic locations in the city
- basis for the group's R & D and innovation activities

→ Hotels and restaurants in both cities are highly popular showing pleasing occupancy rates!



4 Restaurants, Lounges & Hotels
Status quo

DO & CO ALBERTINA Vienna

**CONTRACT EXTENSION FOR
10 YEARS AND REOPENING
IN NOVEMBER!**

- ALBERTINA - one of the leading museums worldwide with 2,000 - 3,000 visitors a day
- co-branding

DO & CO and DEMEL

ALBERTINA x DEMEL
co-branded chocolate and gift line

- DEMEL Kaiserschmarrn to go
- casual offering during the day
- cool fine dining in the evening



4 Restaurants, Lounges & Hotels

A wide range of additional activities all around the world

- **HÉDIARD** : prestigious French luxury food brand
- **HENRY** : premium, market fresh ingredients, always handmade
- **LOUNGES** : award-winning, trend setting Premium Lounges
- **AIRPORT HOSPITALITY** : increased traffic and passenger numbers show positive impact on sales



Contact Details

Investor Relations

investor.relations@doco.com

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