

**DO & CO Aktiengesellschaft**

**First three quarters of 2016/2017  
(unaudited)**



RESTAURANTS  
HOTEL  
LOUNGES  
CATERING

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# Key Figures of the DO & CO Group in accordance with IFRS

The calculation of the key figures is explained in the Glossary of Key Figures.

		1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016 <sup>1</sup>	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016 <sup>1</sup>
Sales	m€	737.08	710.53	232.41	235.59
EBITDA	m€	73.32	70.15	22.95	21.87
EBITDA margin	%	9.9%	9.9%	9.9%	9.3%
EBIT	m€	47.04	45.35	14.28	13.19
EBIT margin	%	6.4%	6.4%	6.1%	5.6%
Profit before income tax	m€	42.32	42.33	11.75	11.71
Net result	m€	21.09	24.19	5.94	5.27
Net result margin	%	2.9%	3.4%	2.6%	2.2%
Employees		9,888	9,775	9,466	9,545
Equity <sup>2</sup>	m€	258.97	256.15	258.97	256.15
Equity ratio <sup>2</sup>	%	42.6%	41.5%	42.6%	41.5%
Net debt (net financial liabilities)	m€	18.07	97.36	18.07	97.36
Net debt to EBITDA		0.19	1.06	0.19	1.06
Net gearing	%	7.0%	38.0%	7.0%	38.0%
Working capital	m€	21.15	-1.13	21.15	-1.13
Cash flow from operating activities	m€	21.38	67.49	-7.32	26.71
Cash flow from investing activities	m€	-45.53	-49.65	-10.87	-21.20
Free cash flow	m€	-24.16	17.84	-18.19	5.51
ROS	%	5.7%	6.0%	5.1%	5.0%

1 ... 1. - 3. Quarter 2015/2016 adjusted (see Section 1.3. in the Notes)

2 ... Calculation method changed over the previous year (see Glossary)

## Key figures per share

		1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016 <sup>1</sup>	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016 <sup>1</sup>
EBITDA per share	€	7.52	7.20	2.36	2.24
EBIT per share	€	4.83	4.65	1.47	1.35
Earnings per share	€	2.16	2.48	0.61	0.54
Equity per share (book entry) <sup>2</sup>	€	21.43	21.39	21.43	21.39
High <sup>3</sup>	€	107.60	100.00	72.75	100.00
Low <sup>3</sup>	€	53.03	64.03	53.03	73.62
Price at the end of the period <sup>3</sup>	€	62.42	100.00	62.42	100.00
Number of shares at the end of the period	TPie	9,744	9,744	9,744	9,744
Market capitalization at the end of the period	m€	608.22	974.40	608.22	974.40

1 ... 1. - 3. Quarter 2015/2016 adjusted (see Section 1.3. in the Notes)

2 ... Adjusted by equity attributable to non-controlling interest; calculation method changed over the previous year

3 ... Closing price

# Group Management Report for the 1<sup>st</sup> to 3<sup>rd</sup> Quarter of 2016/2017 (unaudited)

## 1. Business development

### 1.1. Airline Catering

Airline Catering		1. - 3. Quarter				3 <sup>rd</sup> Quarter			
		2016/2017	2015/2016 <sup>1</sup>	Change	Change in %	2016/2017	2015/2016 <sup>1</sup>	Change	Change in %
Sales	m€	476.55	482.17	-5.62	-1.2%	148.47	156.05	-7.57	-4.9%
EBITDA	m€	53.47	54.90	-1.43	-2.6%	15.38	16.23	-0.86	-5.3%
Depreciation/amortisation	m€	-19.23	-16.27	-2.96	-18.2%	-6.47	-5.97	-0.50	-8.4%
Impairment	m€	-0.42	0.00	-0.42		0.00	0.00	0.00	
EBIT	m€	33.82	38.63	-4.81	-12.5%	8.90	10.26	-1.36	-13.3%
EBITDA margin	%	11.2%	11.4%			10.4%	10.4%		
EBIT margin	%	7.1%	8.0%			6.0%	6.6%		
Share of Group Sales	%	64.7%	67.9%			63.9%	66.2%		

1... 1. -3. Quarter 2015/2016 adjusted (see Section 1.3. in the Notes)

The majority of the DO & CO locations reported a growth in sales in local currency, with the locations in the USA and Germany being particularly worth mentioning. Austria, Italy and Poland are stable. Business has declined in Ukraine, particularly due to the loss of the main customer who does its own catering.

In Turkey, one of the most important markets of DO & CO, sales increased when expressed in the local currency, the Turkish lira, by +3.5%. However, this increase is shown as a decline in sales of -4.8% in DO & CO's consolidated income statement because the Turkish lira has lost in value against the euro. The same development is reported for the British pound, since this currency also shows a loss in value against the euro. Instead of an increase in sales of +6.8% (local currency), sales declined due to this development by -7.9% (in euro). As the major part of costs is incurred in the respective local currencies, the margins remain largely unaffected.

### 1.2. International Event Catering

International Event Catering		1. - 3. Quarter				3 <sup>rd</sup> Quarter			
		2016/2017	2015/2016	Change	Change in %	2016/2017	2015/2016	Change	Change in %
Sales	m€	130.08	100.09	30.00	30.0%	37.13	34.99	2.14	6.1%
EBITDA	m€	11.96	8.99	2.97	33.1%	3.73	3.30	0.42	12.7%
Depreciation/amortisation	m€	-3.94	-3.65	-0.29	-8.0%	-1.29	-1.34	0.05	3.5%
EBIT	m€	8.02	5.33	2.68	50.3%	2.44	1.97	0.47	23.7%
EBITDA margin	%	9.2%	9.0%			10.0%	9.4%		
EBIT margin	%	6.2%	5.3%			6.6%	5.6%		
Share of Group Sales	%	17.6%	14.1%			16.0%	14.8%		

The strong sales increase in this division is due to the activities during the European Football Championship UEFA EURO 2016. DO & CO respectively Hédiard Paris was the hospitality production management company at one of the biggest sports events that has ever been hosted in Europe. More than 110,000 VIP guests in 9 cities and 10 different stadiums enjoyed culinary delights at 51 matches.

In addition to this major sports event, DO & CO served culinary delights to the VIP guests for example at the following events in the third quarter of the current business year:

- the Formula 1 Grands Prix in Malaysia, Japan, the USA, Mexico and Abu Dhabi,
- several football matches at the Allianz Arena, home of FC Bayern Munich and TSV 1860 Munich,
- and activities at the Olympic Park in Munich.

## 1.3. Restaurants, Lounges & Hotel

Restaurants, Lounges & Hotel		1. - 3. Quarter				3 <sup>rd</sup> Quarter			
		2016/2017	2015/2016	Change	Change in %	2016/2017	2015/2016	Change	Change in %
Sales	m€	130.45	128.27	2.18	1.7%	46.81	44.56	2.25	5.1%
EBITDA	m€	7.89	6.27	1.62	25.9%	3.85	2.33	1.51	64.8%
Depreciation/amortisation	m€	-2.66	-4.80	2.14	44.5%	-0.90	-1.38	0.47	34.4%
Impairment	m€	-0.02	-0.08	0.06	75.5%	0.00	0.00	0.00	-111.1%
EBIT	m€	5.21	1.38	3.82	276.4%	2.94	0.96	1.98	206.6%
EBITDA margin	%	6.0%	4.9%			8.2%	5.2%		
EBIT margin	%	4.0%	1.1%			6.3%	2.2%		
Share of Group Sales	%	17.7%	18.1%			20.1%	18.9%		

This division reports a significant increase in margins at a slight sales increase.

## 2. Outlook

With its diverse distribution possibilities, a rich brand portfolio as well as activities in various regions, DO & CO is very well positioned also for challenging market conditions and expects good development opportunities in the future as well.

### NEW GOURMET KITCHENS TO COME IN LOS ANGELES AND PARIS

DO & CO will continue its expansion also in the future and open up further regions with two new gourmet kitchens in Los Angeles and Paris.

### TURKEY

As regards the commitment in Turkey, it should be noted that DO & CO will continue its activities in Turkey as planned. DO & CO is fully committed to its long-term projects in Turkey. As regards renewal of the catering contract with Turkish Airlines, it is of interest to note that Turkish Airlines and Turkish DO & CO are negotiating the final wording of the contract, which is expected to be signed in the next few days.

### RETAIL & HENRY GOURMET SHOPS

As regards Retail, at least eight new gourmet shops under the Henry brand will be opened in 2017, four each in Vienna and London.

### NEW ACQUISITIONS

As in previous quarters, DO & CO continues to evaluate, on an ongoing basis, possible targets for acquisition in various markets.

DO & CO's management is confident that it can continue its successful performance of the past years. A focus on innovation, superior product and service standards and excellently trained and committed staff continue to provide the underpinnings for DO & CO to make the best possible use of its available growth potential.

### **3. Consolidated Statement of Financial Position**

In the first three quarters of the business year 2016/2017, current assets decreased by € 25.94m from € 332.69m to € 306.74m. This is due to the decline in liquid funds.

Consolidated equity stands at € 258.97m as at 31 December 2016. The equity ratio thus is 42.6% as at 31 December 2016.

After the UEFA EURO 2016, current provisions and liabilities declined by € 23.95m to € 168.94m compared to the reporting date 31 March 2016.

### **4. Headcount**

The average number of staff (full-time equivalent) was 9,888 in the first three quarters of the business year 2016/2017 (PY: 9,775). This means an increase of 114 members of staff on the prior year. This increase is mainly due to the expansion of business activities in Germany and Great Britain. Ukraine reports a decline in the number of staff.

## 5. Share / investor relations

### Stock market overview

The result of the British Brexit referendum was the determining event in the first three quarters of the business year 2016/2017 and led to rising uncertainties on the European stock markets.

The ATX increased in the reporting period from 2,270.38 points as at 31 March 2016 to 2,618.43 points as at 30 December 2016. This means an increase of 15.3%. The Istanbul Stock Exchange reported a negative development in the first three quarters of the business year 2016/2017. The BIST 100, which is the Turkish leading index, fell from 83,268.04 to 78,138.66 points as at 30 December 2016 (-6.2%).

### DO & CO share

After the share price had gained more than 50% on the Vienna Stock Exchange and 75% on the Istanbul Stock Exchange in the business year 2015/2016, DO & CO's share was subject to a decline in the first three quarters of the business year 2016/2017.

At the Vienna Stock Exchange, DO & CO's share fell by 41.1% in the first three quarters of the business year 2016/2017, reporting a closing rate of € 62.42 on 30 December 2016.



On the Istanbul Stock Exchange, DO & CO's share lost 31.0%, closing at TRY 233.20 on 30 December 2016.



## Trading volumes

The trading volume of the DO & CO share has significantly increased on the previous year both in terms of number and in euro. The average daily trading volume of DO & CO shares on the Vienna Stock Exchange stood at € 1,350t in the first three quarters of the business year 2016/2017. The average daily trading volume of DO & CO shares on the Istanbul Stock Exchange stood at € 691t in the first three quarters of the business year 2016/2017. In consequence, the trading volume at the Vienna Stock Exchange exceeds the trading volume at the Istanbul Stock Exchange. Taking the trading volumes of the two stock exchanges, these stock exchanges traded a daily average of € 2,042t or 28,293 shares.

	Vienna Stock Exchange		Istanbul Stock Exchange		Total	
	1. - 3. Quarter		1. - 3. Quarter		1. - 3. Quarter	
	2016/2017	2015/2016	2016/2017	2015/2016	2016/2017	2015/2016
Volume in shares*	18,958	8,436	9,335	11,337	28,293	19,773
Turnover in €t*	1,350	687	691	940	2,042	1,627

\*Daily average traded volume of the DO & CO shares

## Key figures per share

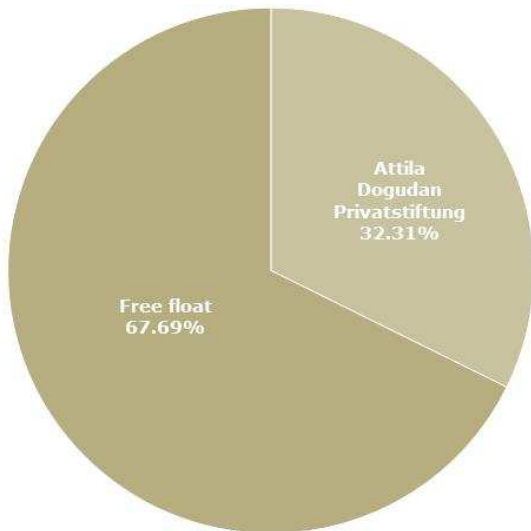
		1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016
High <sup>1</sup>	€	107.60	100.00	72.75	100.00
Low <sup>1</sup>	€	53.03	64.03	53.03	73.62
Share price at the end of the period <sup>1</sup>	€	62.42	100.00	62.42	100.00
Number of shares at the end of the period	TPie	9,744	9,744	9,744	9,744
Market capitalisation at the end of the period	m€	608.22	974.40	608.22	974.40

<sup>1</sup> ... Closing price



## Shareholder structure of DO & CO Aktiengesellschaft

As at the reporting date 31 December 2016, 67.69% of the shares were in free float. The remaining share of 32.31% is held by the private foundation Attila Dogudan Privatstiftung. This figure includes a stake of 1.59% provided for management and staff participation.



## Information on the DO & CO shares

ISIN	AT0000818802
Reuters Code	DOCO.VI, DOCO.IS
Bloomberg Code	DOC AV, DOCO TI
Indices	ATX, WBI, BIST 100
WKN	081880
Listed in	Vienna, Istanbul
Currency	EUR, TRY

## **Investor relations**

In the first three quarters of the business year 2016/2017, the management of DO & CO Aktiengesellschaft held talks with numerous institutional investors and financial analysts. These talks took place in Austria and Turkey.

Analyses and reports involving DO & CO's share are currently published by ten international institutions:

- Kepler Cheuvreux
- Renaissance Capital
- Wood & Company
- Erste Bank
- HSBC
- Raiffeisen Centrobank
- İş Investment
- BGC Partners
- Ünlü & Co
- Garanti Securities

Analysts have an average price target of € 77.84 (status: 30 December 2016).

All published materials and information on DO & CO's share are posted under Investor Relations on the DO & CO website at [\*\*www.doco.com\*\*](http://www.doco.com).

For more information please contact:

Investor relations

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**Interim Consolidated Financial Statements  
for the 1<sup>st</sup> to 3<sup>rd</sup> Quarter of 2016/2017  
of DO & CO Aktiengesellschaft  
in accordance with IFRS (unaudited/condensed)**

# 1. Consolidated statement of financial position as of 31 December 2016 (unaudited)

	<b>Assets</b>	<b>in m€</b>	<b>31 Dec 2016</b>	<b>31 March 2016</b>
Notes				
	Intangible assets		60.30	66.30
2.1.	Property, plant and equipment		217.53	210.37
	Investment property		1.55	1.55
	Investments accounted for using the equity method		9.45	4.28
	Other non-current financial assets		3.18	3.26
	Income tax receivables		0.23	0.23
	Deferred tax assets		9.49	9.32
	<b>Non-current assets</b>		<b>301.73</b>	<b>295.31</b>
	Inventories		26.15	26.17
	Trade receivables		118.51	100.62
	Other current financial assets		10.89	10.10
	Income tax receivables		1.53	3.02
	Other current non-financial assets		14.15	20.87
	Cash and cash equivalents		135.51	171.91
	<b>Current assets</b>		<b>306.74</b>	<b>332.69</b>
	<b>Total assets</b>		<b>608.48</b>	<b>628.00</b>
	<b>Shareholders' equity and liabilities</b>	<b>in m€</b>	<b>31 Dec 2016</b>	<b>31 March 2016</b>
Notes				
	Nominal capital		19.49	19.49
	Capital reserves		70.51	70.51
	Retained earnings		131.99	112.03
	Other comprehensive income		-34.07	-25.87
	Special item from transactions with non-controlling interests		-0.23	-0.27
	Net result		21.09	28.25
	<b>Equity attributable to the shareholders of DO &amp; CO Aktiengesellschaft</b>		<b>208.78</b>	<b>204.13</b>
	Non-controlling interests		50.18	50.24
2.2.	<b>Shareholders' equity</b>		<b>258.97</b>	<b>254.37</b>
	Bond		148.69	148.47
	Other non-current financial liabilities		4.85	4.44
	Non-current provisions		20.81	22.44
	Deferred tax liabilities		6.23	5.38
	<b>Non-current provisions and liabilities</b>		<b>180.58</b>	<b>180.74</b>
	Current financial liabilities		36.11	33.29
	Trade payables		77.35	84.92
	Current provisions		33.69	32.52
	Income tax liabilities		7.86	9.18
2.3.	Other current liabilities		13.93	32.98
	<b>Current provisions and liabilities</b>		<b>168.94</b>	<b>192.89</b>
	<b>Total shareholders' equity and liabilities</b>		<b>608.48</b>	<b>628.00</b>

## 2. Consolidated income statement for the 1<sup>st</sup> to 3<sup>rd</sup> Quarter 2016/2017 (unaudited)

Notes	in m€	1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016 <sup>1</sup>	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016 <sup>1</sup>
	<b>Sales</b>	<b>737.08</b>	<b>710.53</b>	<b>232.41</b>	<b>235.59</b>
	Other operating income	12.31	12.89	4.62	4.71
	Cost of materials	-313.14	-311.68	-93.73	-103.55
	Personnel expenses	-240.61	-228.64	-79.36	-74.44
	Other operating expenses	-120.19	-113.18	-40.58	-40.41
	Result of equity investments accounted for using the equity method	-2.12	0.24	-0.41	-0.03
	<b>EBITDA - Operating result before amortisation / depreciation</b>	<b>73.32</b>	<b>70.15</b>	<b>22.95</b>	<b>21.87</b>
3.1.	Amortisation / depreciation and impairments	-26.28	-24.81	-8.67	-8.68
	<b>EBIT - Operating result</b>	<b>47.04</b>	<b>45.35</b>	<b>14.28</b>	<b>13.19</b>
	Financial income	1.66	2.71	0.49	0.01
	Financial expenses	-5.06	-5.72	-1.69	-1.49
	Other financial result	-1.33	0.00	-1.33	0.00
	<b>Financial result</b>	<b>-4.73</b>	<b>-3.02</b>	<b>-2.53</b>	<b>-1.48</b>
	<b>Profit before income tax</b>	<b>42.32</b>	<b>42.33</b>	<b>11.75</b>	<b>11.71</b>
3.2.	Income tax	-12.05	-5.38	-3.23	-2.38
	<b>Profit after income tax</b>	<b>30.26</b>	<b>36.96</b>	<b>8.52</b>	<b>9.34</b>
	Thereof net profit attributable to non-controlling interests	-9.17	-12.76	-2.59	-4.07
	<b>Thereof net profit attributable to shareholders of DO &amp; CO Aktiengesellschaft (Net result)</b>	<b>21.09</b>	<b>24.19</b>	<b>5.94</b>	<b>5.27</b>
		<b>1. - 3. Quarter 2016/2017</b>	<b>1. - 3. Quarter 2015/2016 <sup>1</sup></b>	<b>3<sup>rd</sup> Quarter 2016/2017</b>	<b>3<sup>rd</sup> Quarter 2015/2016 <sup>1</sup></b>
	<b>Net result in m€</b>	<b>21.09</b>	<b>24.19</b>	<b>5.94</b>	<b>5.27</b>
	Number of shares at the end of the period (in Pie)	9,744,000	9,744,000	9,744,000	9,744,000
<b>3.3.</b>	<b>Basic/diluted earnings per share (in €)</b>	<b>2.16</b>	<b>2.48</b>	<b>0.61</b>	<b>0.54</b>

1... 1<sup>st</sup> to 3<sup>rd</sup> Quarter 2015/2016 adjusted (see Section 1.3. in the Notes)

### 3. Consolidated statement of comprehensive income (unaudited)

in m€	1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016 <sup>1</sup>	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016 <sup>1</sup>
<b>Profit after income tax</b>	<b>30.26</b>	<b>36.96</b>	<b>8.52</b>	<b>9.34</b>
Differences of currency translation	-14.07	-12.91	-7.49	6.22
Income tax	-0.95	0.25	-0.92	-0.24
<b>Total of items that will be reclassified subsequently to the income statement</b>	<b>-15.02</b>	<b>-12.67</b>	<b>-8.41</b>	<b>5.98</b>
Termination benefits and pension payments obligations	-0.18	-0.55	-0.10	-0.06
Income tax	0.05	0.11	0.03	0.01
<b>Total of items that will not be reclassified subsequently to the income statement</b>	<b>-0.13</b>	<b>-0.44</b>	<b>-0.08</b>	<b>-0.04</b>
<b>Other comprehensive income after income tax</b>	<b>-15.16</b>	<b>-13.11</b>	<b>-8.49</b>	<b>5.94</b>
<b>Total comprehensive income for the period</b>	<b>15.11</b>	<b>23.85</b>	<b>0.04</b>	<b>15.27</b>
Thereof attributable to non-controlling interests	2.21	7.39	-2.11	6.38
<b>Attributable to DO &amp; CO Aktiengesellschaft (Total result)</b>	<b>12.90</b>	<b>16.46</b>	<b>2.15</b>	<b>8.89</b>

1... 1<sup>st</sup> to 3<sup>rd</sup> Quarter 2015/2016 adjusted (see Section 1.3. in the Notes)

## 4. Consolidated statement of cash flows (unaudited)

in m€	1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016 <sup>1</sup>
<b>Profit before income tax</b>	<b>42.32</b>	<b>42.33</b>
+ Depreciation / amortisation and impairments	26.28	24.81
- Reversal of impairment loss	-0.01	-0.04
-/+ Gains / losses from disposals of non-current assets	-0.03	-0.69
+/- Gains / losses from associated companies measured at equity without cash effect	2.12	-0.09
+/- Other non cash expense / income	0.00	-0.94
+/- Interest result	3.44	3.15
<b>Gross cash flow</b>	<b>74.11</b>	<b>68.53</b>
-/+ Increase / decrease in inventories and other current assets	-21.82	-16.31
+/- Increase / decrease in provisions	1.07	5.74
+/- Increase / decrease in trade payables and other liabilities	-21.11	18.66
- Income tax payments	-10.87	-9.13
<b>Cash flow from operating activities (net cash flow)</b>	<b>21.38</b>	<b>67.49</b>
+ Income from disposals of property, plant and equipment and intangible assets	0.19	0.69
Payments received for the disposal of subsidiaries, less divested cash	-0.02	0.00
+ Payments received for the disposal of investment property	0.00	-50.88
+ Payments received for the disposal of other financial assets	0.69	0.00
- Additions to property, plant and equipment and investment property	-39.62	0.00
- Additions to intangible assets	-0.83	-0.63
- Additions to associated companies measured at equity	-6.39	-0.48
- Additions to other financial assets	-1.60	-1.57
+ Dividends received	0.44	0.49
+ Interests received	1.62	2.73
<b>Cash flow from investing activities</b>	<b>-45.53</b>	<b>-49.65</b>
- Dividend payment to shareholders of DO & CO Aktiengesellschaft	-8.28	-11.69
- Dividend payment to non-controlling interests	-2.22	-2.76
+ Cash proceeds from the increase of financial liabilities	0.21	1.03
- Repayment of financial liabilities	-0.08	0.00
- Interests paid	-0.24	-1.99
<b>Cash flow from financing activities</b>	<b>-10.61</b>	<b>-15.41</b>
<b>Net increase/decrease in cash and cash equivalents</b>	<b>-34.75</b>	<b>2.43</b>
Cash and cash equivalents at the beginning of the period	171.91	57.37
Effects of exchange rate changes on cash and cash equivalents (opening balance)	-2.19	-2.93
Effects of exchange rate changes on cash and cash equivalents (movement)	0.54	0.03
Decrease / increase of liquid funds due to changes of scope of consolidation	0.00	0.00
Cash and cash equivalents at the end of the period	135.51	56.90
<b>Change in funds</b>	<b>-34.75</b>	<b>2.43</b>

1... 1<sup>st</sup> to 3<sup>rd</sup> Quarter 2015/2016 adjusted (see Section 1.3. in the Notes)

## 5. Consolidated statement of changes in equity (unaudited)

in m€	Equity of the shareholders of DO & CO Aktiengesellschaft							Special item from transactions with non-controlling interests	Total	Non-controlling interests	Total equity
	Nominal capital	Capital reserves	Retained earnings	Net result	Currency translation differences	Revaluation IAS 19	Other comprehensive income				
<b>As of 1 April 2015</b> <sup>1</sup>	<b>19.49</b>	<b>70.51</b>	<b>93.36</b>	<b>35.11</b>	<b>-13.04</b>	<b>-2.21</b>	<b>-1.80</b>	<b>201.42</b>	<b>45.32</b>	<b>246.74</b>	
Dividend payments 2014/2015			-11.69					-11.69	-2.54	-14.23	
Profit carried forward 2014/2015			35.11	-35.11				0.00		0.00	
Total result				24.19	-7.48	-0.25		16.46	7.39	23.85	
Transactions with non-controlling interests							2.27	2.27	-2.48	-0.21	
<b>As of 31 December 2015</b>	<b>19.49</b>	<b>70.51</b>	<b>116.78</b>	<b>24.19</b>	<b>-20.52</b>	<b>-2.46</b>	<b>0.47</b>	<b>208.46</b>	<b>47.69</b>	<b>256.15</b>	
<b>As of 1 April 2016</b>	<b>19.49</b>	<b>70.51</b>	<b>112.03</b>	<b>28.25</b>	<b>-24.50</b>	<b>-1.37</b>	<b>-0.27</b>	<b>204.13</b>	<b>50.24</b>	<b>254.37</b>	
Dividend payments 2015/2016			-8.28					-8.28	-2.22	-10.50	
Profit carried forward 2015/2016			28.25	-28.25				0.00		0.00	
Total result				21.09	-8.06	-0.13		12.90	2.21	15.11	
Transactions with non-controlling interests							0.04	0.04	-0.04	0.00	
<b>As of 31 December 2016</b>	<b>19.49</b>	<b>70.51</b>	<b>131.99</b>	<b>21.09</b>	<b>-32.56</b>	<b>-1.50</b>	<b>-0.23</b>	<b>208.78</b>	<b>50.18</b>	<b>258.97</b>	

1... 1 April 2015 adjusted (see Section 1.3. in the Notes)



# **Notes to the consolidated financial statements for the 1<sup>st</sup> to 3<sup>rd</sup> Quarter 2016/2017 (unaudited/condensed)**

## **1. General information**

### **1.1. Basis**

DO & CO Aktiengesellschaft (DO & CO, the Company), domiciled in 1010 Vienna, Stephansplatz 12, is the parent company of an international catering group. It conducts business in the three divisions Airline Catering, International Event Catering, and Restaurants, Lounges & Hotel.

The reporting date is 31 March.

The interim financial statements of all subsidiaries included in the consolidated financial statements were properly prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU that are effective for the business year 2016/2017, and in accordance with group-wide accounting principles set out by the parent company.

The interim consolidated financial statements as of 31 December 2016 were prepared in accordance with IAS 34 (Interim Financial Reporting). The interim consolidated financial statements do not contain all information and disclosures that are included in the financial statements, and should be read in connection with the consolidated financial statements as of 31 March 2016.

Unless otherwise stated, the interim consolidated financial statements were prepared in millions of euros (m€), figures in the notes are also given in millions of euros (m€). Both individual figures and total amounts represent the smallest rounding difference. When the reported individual figures are aggregated, slight differences to the reported total amounts may therefore arise.

The interim consolidated financial statements as of 31 December 2016 have neither been audited nor reviewed.

### **1.2. Accounting and valuation methods**

The accounting and valuation methods applied in the course of the preparation of these interim consolidated financial statements comply with those used in the consolidated financial statements as of 31 March 2016.

The new and/or amended standards and interpretations effective in the business year 2016/2017 have no material impact on the financial position, financial performance and results of the Group as presented in the interim consolidated financial statements.

For further information on the accounting and valuation methods applied as well as with regard to the new standards effective as of 1 April 2016 (standards to be applied mandatorily by DO & CO), we refer to the consolidated financial statements as of 31 March 2016 that form the basis of these condensed interim consolidated financial statements.

The preparation of the interim consolidated financial statements in accordance with generally accepted accounting and valuation methods requires assumptions and estimates to be made which have an effect on the amount and the presentation of the reported assets and liabilities, on the disclosed contingent assets and liabilities at the end of the interim reporting period, as well as on the income and expenses reported during the reporting period. Although these

estimates are made to the best of our knowledge based on current transactions, the actual values may in the end deviate from these estimates.

### **1.3. Retrospective adjustments**

Due to the retrospective inclusion of Oleander Group AG and its subsidiary Lasting Impressions Food Company Ltd in the business year 2015/2016 DO & CO adjusted the comparative information for the first three quarters of the business year 2015/2016 accordingly. We refer to the further explanations in the consolidated financial statements as of 31 March 2016 under Section 3.2. in the Notes.

### **1.4. Scope of consolidation**

In the first three quarters of the business year 2016/2017, the following company was consolidated for the first time:

- Versilia Solutions Ltd. (at equity; 50%)

Following companies were liquidated and deconsolidated as of 31 December 2016:

- DO & CO Hospitality Management Poland Sp. z o.o. w likwidacji (previously fully consolidated, 100%)
- DO & CO Events Poland Sp. z o.o. w likwidacji (previously fully consolidated, 100%)

In accordance with the joint venture agreement entered into between DO & CO International Investments Ltd. and Versilia Group Holdings Ltd., DO & CO International Investments Ltd. undertook to grant a loan at a maximum of up to GBP 5.00m to the joint venture Versilia Solutions Ltd. for the expansion of the company's business activities. This obligation was not recognised in the consolidated financial statements.

### **1.5. Seasonality**

Airline Catering and International Event Catering are subject to fluctuations in business volume. Whereas increased flight and passenger numbers are of significant importance for airline customers particularly in the first and second quarter of the business year due to the holiday and charter season, the changing dates for major sporting events are key in International Event Catering.

## 2. Notes to the consolidated statement of financial position

### 2.1. Property, plant and equipment

In the first three quarters of the business year 2016/2017, DO & CO recognised impairment for property, plant and equipment in the amount of € 0.44m. This impairment is allocated mainly to the Airline Catering division in Ukraine and results from a decline in expected sales. It is reported in the consolidated income statement under amortisation/depreciation and impairments.

### 2.2. Shareholders' equity

By resolution of the 18<sup>th</sup> General Meeting of Shareholders of DO & CO Aktiengesellschaft held on 21 July 2016, a dividend of € 0.85 per dividend-bearing share for the business year 2015/2016 was approved. The dividend was paid out on 8 August 2016.

### 2.3. Other current liabilities

<b>in m€</b>	<b>31 Dec 2016</b>	<b>31 March 2016</b>
Advanced payments received on orders	1.20	2.81
Other liabilities	10.87	9.46
Deferred income	1.86	20.71
<b>Total</b>	<b>13.93</b>	<b>32.98</b>

The decrease of "deferred income" as compared to the prior year's reporting date is mainly due to the ending of the UEFA EURO 2016 in France. This project was completed in the second quarter of the business year 2016/2017.

### 3. Comments on the consolidated income statement

#### 3.1. Amortisation/depreciation and impairments

in m€	1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016
Amortisation and depreciation	-25.84	-24.72	-8.67	-8.68
Impairment	-0.44	-0.08	0.00	0.00
Total	-26.28	-24.81	-8.67	-8.68

In the first three quarters of the business year 2016/2017, DO & CO recognised impairment for property, plant and equipment in the amount of € 0.44m. This impairment is mainly allocated to the Airline Catering division in Ukraine and results from a decline in expected sales.

#### 3.2. Income tax

in m€	1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016
Current taxes	-11.78	-7.49	-2.00	-0.93
Deferred taxes	-0.27	2.12	-1.22	-1.45
Total	-12.05	-5.38	-3.23	-2.38

The low tax ratio in the prior year results from the one-off effect of capitalising deferred tax assets on loss carry-forwards in the first three quarters of the business year 2015/2016. Further countries with higher tax rates contribute more substantial results in the first three quarters of the business year 2016/2017.

#### 3.3. Earnings per share

	1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016
<b>Net result in m€</b>	<b>21.09</b>	<b>24.19</b>	<b>5.94</b>	<b>5.27</b>
Number of shares at the end of the period (in Pie)	9,744,000	9,744,000	9,744,000	9,744,000
<b>Basic/diluted earnings per share (in €)</b>	<b>2.16</b>	<b>2.48</b>	<b>0.61</b>	<b>0.54</b>

## 4. Additional disclosures

### 4.1. Additional disclosures on financial instruments

The carrying amounts of the financial instruments, classified in measurement categories pursuant to IAS 39, and the fair values allocated to classes are presented in the table below:

in m€	Carrying amount 31 December 2016	Measure- ment category according to IAS 39	Fair Value	Level
Other non-current financial assets <sup>1</sup>	3.18			
Shares in affiliated companies	0.20	AfS		
Securities	0.21	AfS		
Loans	0.98	LaR		
Other	1.80	LaR		
Trade receivables	118.51	LaR		
Other current financial assets	10.89			
Other current assets	10.89	LaR		
Cash and cash equivalents	135.51	AfS		
<b>Total assets</b>	<b>268.10</b>			
Bond	148.69	FLAC	161.22	1
Other non-current financial liabilities	4.85	FLAC	4.29	3
Current financial liabilities	36.11	FLAC		
Trade payables	77.35	FLAC		
<b>Total liabilities</b>	<b>267.00</b>			

in m€	Carrying amount 31 March 2016	Measure- ment category according to IAS 39	Fair Value	Level
Other non-current financial assets <sup>1</sup>	3.26			
Shares in affiliated companies	0.17	AfS		
Securities	0.25	AfS		
Loans	0.01	LaR		
Other	2.84	LaR		
Trade receivables	100.62	LaR		
Other current financial assets	10.10			
Other current assets	10.10	LaR		
Cash and cash equivalents	171.91	AfS		
<b>Total assets</b>	<b>285.89</b>			
Bond	148.47	FLAC	159.75	1
Other non-current financial liabilities	4.44	FLAC	4.33	3
Current financial liabilities	33.29	FLAC		
Trade payables	84.92	FLAC		
<b>Total liabilities</b>	<b>271.13</b>			

1... Measured at cost pursuant to IAS 39

LaR: Loans and Receivables; AfS: Available-for-Sale Financial Assets; HFT: Held for Trading; FLAC: Financial Liabilities at Amortised Cost.

With regard to cash and cash equivalents, trade receivables as well as other current and non-current financial assets, the carrying amounts represent an adequate estimate of the fair values as the remaining maturities are short. The same applies to trade payables, other liabilities and current financial liabilities. The fair value is not disclosed in accordance with the exemption provision set forth under IFRS 7.29(a).

No changes in the accounting and valuation method applied to the financial instruments have occurred in the interim reporting period compared to the financial statements as of 31 March 2016.

## 4.2. Segment reporting

**Segment reporting by division** for the first three quarters of the business year 2016/2017 and the first three quarters of the business year 2015/2016 is as follows:

<b>1. - 3. Quarter 2016/2017</b>		<b>Airline Catering</b>	<b>International Event Catering</b>	<b>Restaurants, Lounges &amp; Hotel</b>	<b>Total</b>
Sales	m€	476.55	130.08	130.45	737.08
EBITDA	m€	53.47	11.96	7.89	73.32
Depreciation/amortisation	m€	-19.23	-3.94	-2.66	-25.84
Impairment	m€	-0.42	0.00	-0.02	-0.44
EBIT	m€	33.82	8.02	5.21	47.04
EBITDA margin	%	11.2%	9.2%	6.0%	9.9%
EBIT margin	%	7.1%	6.2%	4.0%	6.4%
Share of Group Sales	%	64.7%	17.6%	17.7%	100.0%
Total investments	m€	26.69	1.69	12.80	41.19

<b>1. - 3. Quarter 2015/2016</b>		<b>Airline Catering</b>	<b>International Event Catering</b>	<b>Restaurants, Lounges &amp; Hotel</b>	<b>Total</b>
Sales	m€	482.17	100.09	128.27	710.53
EBITDA	m€	54.90	8.99	6.27	70.15
Depreciation/amortisation	m€	-16.27	-3.65	-4.80	-24.72
Impairment	m€	0.00	0.00	-0.08	-0.08
EBIT	m€	38.63	5.33	1.38	45.35
EBITDA margin	%	11.4%	9.0%	4.9%	9.9%
EBIT margin	%	8.0%	5.3%	1.1%	6.4%
Share of Group Sales	%	67.9%	14.1%	18.1%	100.0%
Total investments	m€	36.91	3.06	13.26	53.23

Both earnings figures, EBIT and EBITDA, are of relevance for the management with regard to control. Management predominantly focuses on EBIT in respect of resource allocation; EBIT therefore is the segment result within the meaning of IFRS 8. The values used for segment reporting comply with the accounting and valuation methods applied in the IFRS consolidated financial statements. The operating result (EBIT) is reported as segment result. The transfer prices are defined in line with the OECD Guidelines.

**External sales** of the DO & CO Group can be broken down by **geographical regions** as follows:

<b>1. - 3. Quarter 2016/2017</b>		<b>USA</b>	<b>Germany</b>	<b>Austria</b>	<b>Turkey</b>	<b>Other Countries</b>	<b>Total</b>
Sales	m€	67.90	99.12	154.04	250.78	165.23	737.08
Share of Group Sales	%	9.2%	13.4%	20.9%	34.0%	22.4%	100.0%

<b>1. - 3. Quarter 2015/2016</b>		<b>USA</b>	<b>Germany</b>	<b>Austria</b>	<b>Turkey</b>	<b>Other Countries</b>	<b>Total</b>
Sales	m€	64.38	87.39	145.92	266.86	145.98	710.53
Share of Group Sales	%	9.1%	12.3%	20.5%	37.6%	20.5%	100.0%

**Non-current assets pursuant to IFRS 8 by geographical regions** (excl. income tax receivables and deferred taxes) as of 31 December 2016 and 31 March 2016 are presented below:

31 December 2016		USA	Germany	Austria	Turkey	Other Countries	Total
Non-current assets	m €	41.30	32.49	33.64	99.89	84.69	292.02

31 March 2016		USA	Germany	Austria	Turkey	Other Countries	Total
Non-current assets	m€	37.21	34.47	35.54	100.34	78.20	285.76

### 4.3. Significant events after the reporting period (subsequent report)

No significant events or developments occurred after 31 December 2016 that would be of importance with regard to the Group's financial situation and performance.

### 4.4. Related party disclosures

In the course of its ordinary business activities, DO & CO Aktiengesellschaft directly or indirectly maintains business relations with unconsolidated subsidiaries, joint ventures and associated companies.

Related parties mainly comprise members of the Management Board and the Supervisory Board or entities that are in the sphere of influence of members of the Management Board or Supervisory Board.

All business relations with related parties are carried out at arm's length conditions.

in m€	1. - 3. Quarter 2016/2017				1. - 3. Quarter 2015/2016			
	Other related party	Associated companies	Joint ventures	Non-consolidated subsidiaries	Other related party	Associated companies	Joint ventures	Non-consolidated subsidiaries
Performed deliveries and services	0.00	0.24	0.51	0.46	0.03	0.32	1.48	0.55
Supplies received and services rendered	4.82	8.75	0.06	1.60	3.49	7.91	0.20	1.47

in m€	31 December 2016				31 March 2016			
	Other related party	Associated companies	Joint ventures	Non-consolidated subsidiaries	Other related party	Associated companies	Joint ventures	Non-consolidated subsidiaries
Receivables	0.95	0.04	1.07	0.63	0.95	0.00	1.14	0.52
Payables	0.05	1.51	0.02	0.23	0.36	1.79	0.01	0.15
Granted loans	0.00	0.00	3.57	0.00	0.00	0.00	1.40	0.00

# Statements by the Management Board

We herewith certify to the best of our knowledge:

1. that the condensed interim consolidated financial statements of DO & CO Aktiengesellschaft prepared in conformity with the relevant accounting standards provide a fair presentation of the Group's assets and liabilities, financial situation and results of operations;
2. that the interim management report for the Group provides a fair presentation of the Group's assets and liabilities, financial situation and results of its operations with regard to the significant events during the first nine months of the business year and their impact on the condensed interim consolidated financial statements, and with regard to the main risks and uncertainties concerning the remaining three months of the business year.

Vienna, 16 February 2017

The Management Board:

Attila DOGUDAN m.p.  
Chairman of the Management Board

Gottfried NEUMEISTER m.p.  
Member of the Management Board



# Glossary

			1. - 3. Quarter 2016/2017	1. - 3. Quarter 2015/2016 <sup>1</sup>	3 <sup>rd</sup> Quarter 2016/2017	3 <sup>rd</sup> Quarter 2015/2016 <sup>1</sup>		
EBITDA margin in %	EBITDA External sales	m€ m€	73.32 737.08	9.9%	m€ m€	22.95 232.41	9.9%	9.3%
EBIT margin in %	EBIT External sales	m€ m€	47.04 737.08	6.4%	m€ m€	14.28 232.41	6.1%	5.6%
Return on Sales in %	Profit before income tax External sales	m€ m€	42.32 737.08	5.7%	m€ m€	11.75 232.41	5.1%	5.0%
Adjusted equity <sup>2</sup> in m€	+ Shareholders' equity - (proposed) dividend payment	m€ m€	258.97 0.00	258.97	m€ m€	258.97 0.00	258.97	256.15
Equity ratio <sup>2</sup> in %	Adjusted equity Total capital	m€ m€	258.97 608.48	42.6%	m€ m€	258.97 608.48	42.6%	41.5%
Return on equity (ROE) in %	Profit after income taxes (Q4 2015/2016 till Q3 2016/2017) <sup>3</sup> Ø adjusted equity <sup>4</sup>	m€ m€	38.00 254.76	14.9%	m€ m€	38.00 254.76	14.9%	19.1%
Debt (financial liabilities) in m€	+ Bond + Other non-current financial liabilities + Current loans	m€ m€ m€	148.69 4.85 0.04	153.58	m€ m€ m€	148.69 4.85 0.04	153.58	154.10
Net debt (net financial liabilities) in m€	+ Debt - Cash and cash equivalents	m€ m€	153.58 135.51	18.07	m€ m€	153.58 135.51	18.07	97.36
Net debt to EBITDA	Net debt EBITDA (Q4 2015/2016 till Q3 2016/2017) <sup>3</sup>	m€ m€	18.07 95.85	0.19	m€ m€	18.07 95.85	0.19	1.06
Net gearing in %	Net debt Adjusted equity	m€ m€	18.07 258.97	7.0%	m€ m€	18.07 258.97	7.0%	38.0%
Surplus cash in m€	+ Cash and cash equivalents - 2% of sales (Q4 2015/2016 till Q3 2016/2017) <sup>3</sup>	m€ m€	135.51 18.86	116.65	m€ m€	135.51 18.86	116.65	38.57
Working capital in m€	+ Current assets - Current provisions and liabilities - Surplus cash - Assets held for sale	m€ m€ m€ m€	306.74 168.94 116.65 0.00	21.15	m€ m€ m€ m€	306.74 168.94 116.65 0.00	21.15	-1.13
Free cash flow in m€	+ Cash flow from operating activities + Cash flow from investing activities	m€ m€	21.38 -45.53	-24.16	m€ m€	-7.32 -10.87	-18.19	5.51
EPS (Earnings per Share) in €	Net result Number of shares	m€ Mpie	21.09 9.74	2.16	m€ Mpie	5.94 9.74	0.61	0.54
Price/Earnings ratio	Share price at the end of the period EPS (Q4 2015/2016 till Q3 2016/2017) <sup>3</sup>	€ €	62.42 2.58	24.18	€ €	62.42 2.58	24.18	32.24
Tax ratio in %	Income tax Profit before income tax	m€ m€	12.05 42.32	28.5%	m€ m€	3.23 11.75	27.5%	20.3%
Adjusted EBIT in m€	EBIT - Rent income from investment property + Cost from investment property	m€ m€ m€	47.04 0.00 0.00	47.05	m€ m€ m€	14.28 0.00 0.00	14.28	13.01
Capital employed in m€	+ Adjusted equity + Non-current provisions and liabilities - Cash and cash equivalents - Investment property	m€ m€ m€ m€	258.97 180.58 135.51 1.55	302.48	m€ m€ m€ m€	258.97 180.58 135.51 1.55	302.48	380.45
Return on capital employed (ROCE) in %	Adjusted EBIT (Q4 2015/2016 till Q3 2016/2017) <sup>3</sup> Ø Capital employed <sup>4</sup>	m€ m€	57.70 294.88	19.6%	m€ m€	57.70 294.88	19.6%	18.9%

1 ... 1. - 3. Quarter 2015/2016 adjusted (see Section 1.3. in the Notes)

2 ... Calculation method changed over the previous year

3 ... Calculated as the sum total of the past four quarters

4 ... Calculated as the average amount by the end of the past four quarters and the amount at the beginning of the period under review