



When it tastes  
great,  
we all speak  
**the same  
language.**

Capital Markets Day 2023



Dr Peter Stadelmann  
CEO



Jörg Walter  
CFO

# Agenda

The following program awaits you:



- ~10 a.m.** Arrival at the municon conference centre
- 10:15 a.m.** Welcome by CEO Dr Peter Stadelmann and CFO Jörg Walter
- 10:30 a.m.** Insights into Airline Catering (Oliver Fischer, gategroup)
- 12:00 p.m.** Lunch break (Airbräu)
- 1:00 p.m.** Guided tour of the kitchen/brewery with beer tasting
- 3:00 p.m.** Get together/Networking
- 4:00 p.m.** End of the event



# COMPANY PRESENTATION **2023**

**gate**group



•1

•ABOUT GATEGROUP

# We are a global food focused company and the world leading inflight caterer

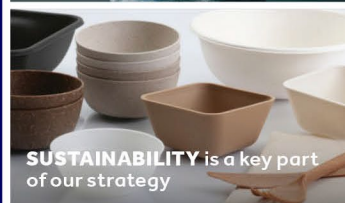
We believe in changing the way people experience food through culinary excellence and hospitality.

## Aviation Services:

- Airline catering
- Retail on board
- Airport lounges
- Equipment

## Food Service:

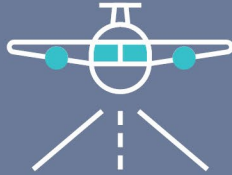
- Ready-to-eat meals & ingredients
- Catering solutions
- Platform driven food experiences
- Packaging solutions



## Key facts & figures 2022



**ca. 520**  
MILLION  
AIRLINE  
PASSENGERS  
SERVED



**300+**  
GLOBAL  
AVIATION  
CUSTOMERS

**80+**  
LOUNGES



**20+**  
AIRLINE RETAIL  
CUSTOMERS  
SERVED



**250+**  
FOOD  
SERVICE  
CUSTOMERS



**60** COUNTRIES  
**6** CONTINENTS

OPERATING IN

**200+**  
LOCATIONS



**ca. 3.3 million**  
FLIGHTS CATERED



**CHF**  
**3.9bn**  
REVENUE

FLEET OF  
HIGHLOADERS

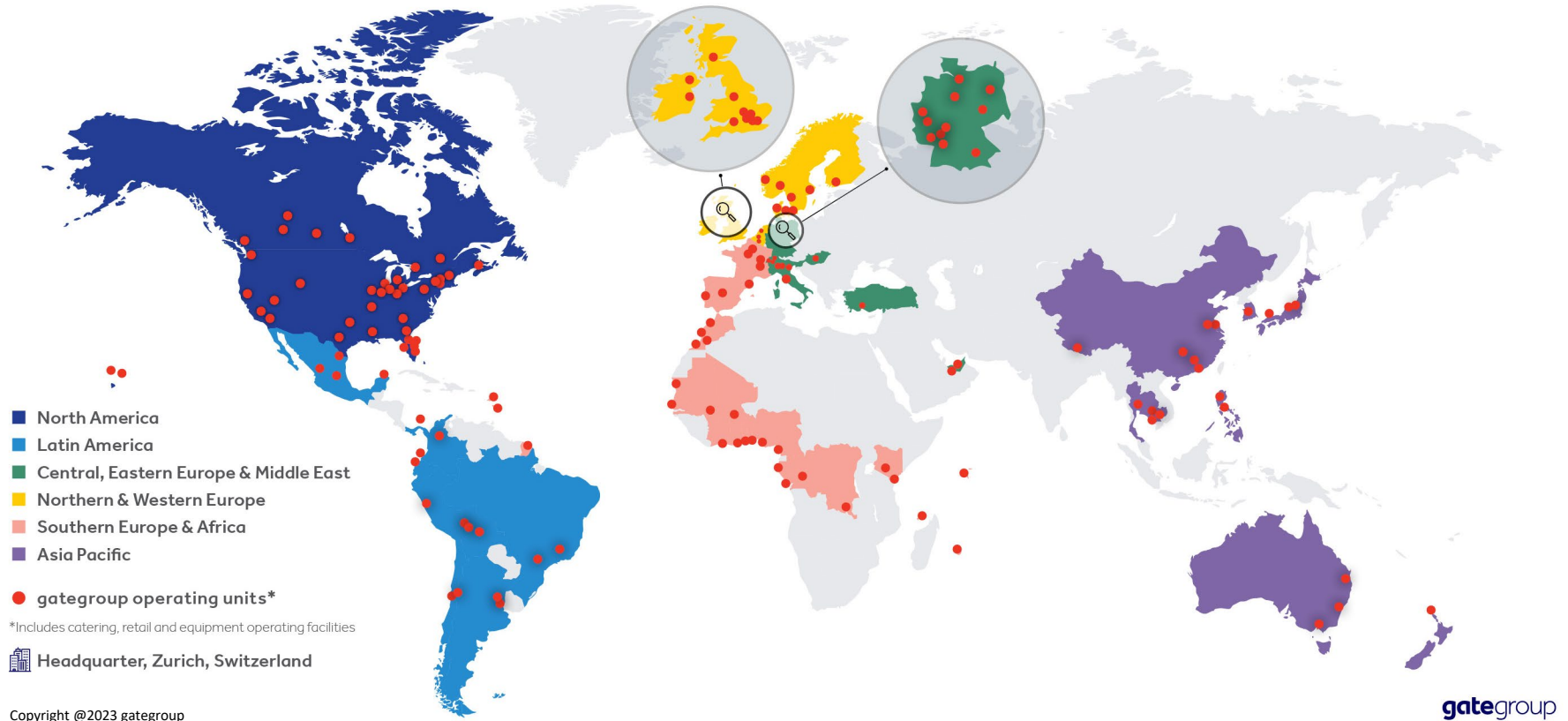
**2800+**



**38k+**  
EMPLOYEES

## 1. ABOUT GATEGROUP

# gategroup global presence and network

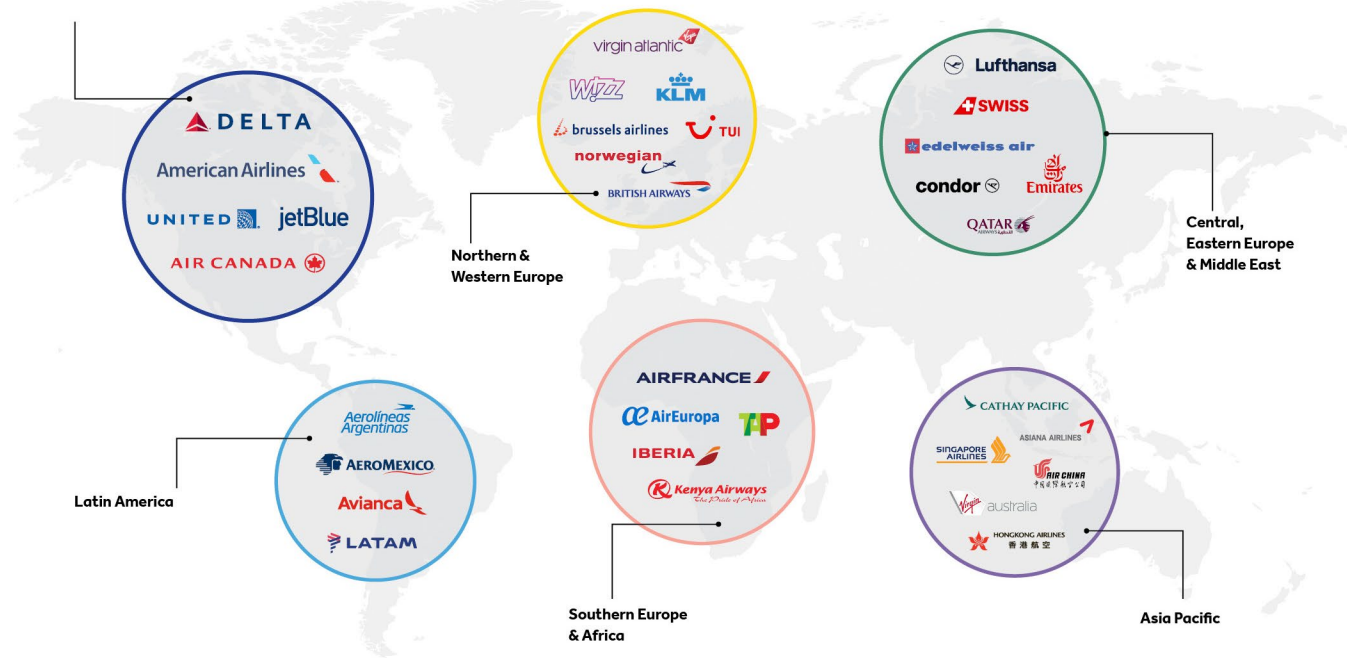


## 1. ABOUT GATEGROUP

# A diverse portfolio of international customers

### AVIATION SERVICES

North America



Source: gategroup - selection of customers for illustrative purposes

### FOOD SERVICE

Ready-to-meal & ingredients



Catering solutions



Platform-driven food experiences



Packaging solutions





A close-up photograph of a chef in a blue jacket garnishing a dish. The chef is using a pair of tweezers to place a thin slice of radish on top of a dish that includes white fish, orange caviar, and green garnishes. The dish is served on a small, round, textured stone base. In the background, there is a white bowl and a plate with a piece of fried food. The scene is set in a professional kitchen or restaurant environment with soft lighting.

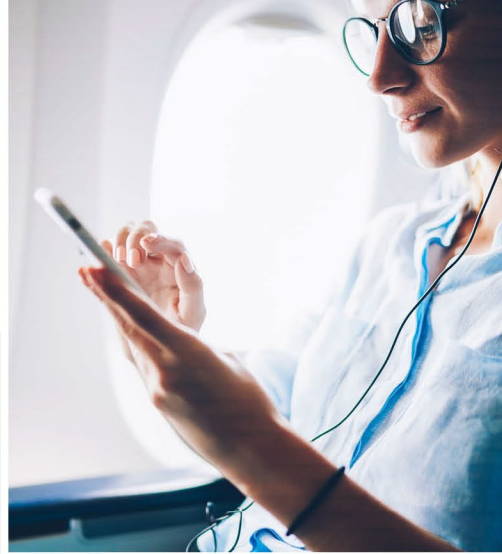
•2

## • OUR CORE CAPABILITIES AND EXPERTISE

## Our unique competitiveness

Sustained by enhancing, leveraging  
and renewing our core capabilities

- 1. Culinary excellence**
  - Culinary philosophy and core capabilities
  - Global culinary community
- 2. Technology, innovation & data science**
  - Catering and retail technology solutions
  - Social data & open innovation
- 3. Operational performance**
  - gateOPEX
  - Quality standards
- 4. Sustainability**
  - Our ESG framework
  - Circular economy commitment
  - People strategy & awards
  - Community engagement



## gategroup culinary philosophy

**To amplify the heart and soul of our customers through the power of culinary experiences.**

*By combining the art and science of culinary.* The art of imagining and creating food that delights and satisfies people's desires. The science of innovation, technology & data to realize incredible experiences under challenging conditions, exceeding expectations of every guest.

### INNOVATIVE & DEMAND DRIVEN CULINARY DESIGN

- Excelling on premium & qualitative culinary creations by gategroup's team of passionate chefs.
- Food vision and menu design based on data- driven analytics and insights of customer needs and expectations.
- Striving for higher quality and tastier food by using innovative culinary techniques, efficient in production and more sustainable.

### FOOD AS A BRAND CHANNEL

- Supporting our customers with an end to end culinary identity, onboard and on the ground.
- Bespoke menu design & culinary storytelling that truly amplifies the customer brand.
- Products & ingredients providing wellness benefits and nutritional value, driving positive guest experiences.

### SUPPORTING A SUSTAINABLE FUTURE

- Focus on a new generation of high performing catering facilities.
- Responsible Sourcing. Working with local suppliers and communities, harvesting local "hero products" with superb quality.
- Moving to a circular economy and reducing food waste.

- SUSTAINABILITY

- **People strategy – Together is better**
- enable organizational agility and our diverse talent to perform



**AGILE DECISION CULTURE**

**An agile climate to make a difference:**

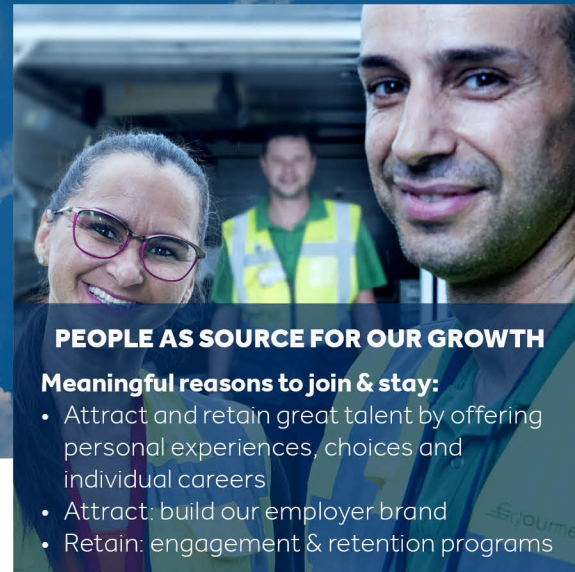
- We are excellent in agile execution and need to push our decision agility
- This requires a culture of trust, empowerment and open communication



**ENABLING OUR LEADERS TO LEAD**

**Role models who inspire us:**

- Inspire & nurture role model leadership across the organization
- Leaders are the cultural ambassadors for our new organization
- Coaching & mentoring for better leadership



**PEOPLE AS SOURCE FOR OUR GROWTH**

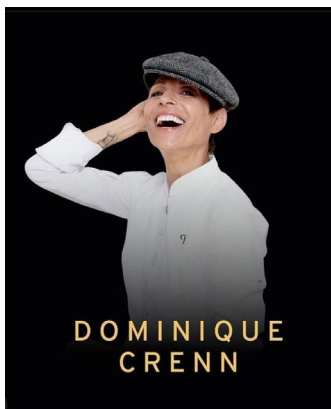
**Meaningful reasons to join & stay:**

- Attract and retain great talent by offering personal experiences, choices and individual careers
- Attract: build our employer brand
- Retain: engagement & retention programs

**Diversity, Equity and Inclusion:**

Bring forward fresh and diverse perspectives – represent and live the diversity of our end consumers in our people across all hierarchical levels

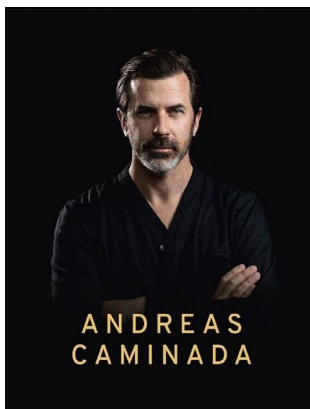
# Uqonic



DOMINIQUE  
CRENN



SIMON  
HULSTONE



ANDREAS  
CAMINADA



MAURO  
COLAGRECO






PEPPE  
GUIDA

- SUSTAINABILITY

## Addressing environmental matters at gategroup

We are committed to reducing our environmental impacts across our operations by developing systems to monitor and reduce water use, waste production and GHGs.

	 Water	 Waste	 Energy, climate change & GHG emissions
Ambition	Cut water usage by 50% across our locations in water-stressed areas by 2035.	Zero food waste solution across our production operations and promotion of recycling and circular solutions to reduce waste to landfill & incineration by 50% by 2040.	Become a Net Zero Business by 2050.
Targets	<ul style="list-style-type: none"> <li>◦ Conduct groupwide water usage assessment by EoY 2023 and create water management strategy by EoY 2024.</li> <li>◦ Deploy a proactive water management program and show demonstrable results by 2025.</li> </ul>	<ul style="list-style-type: none"> <li>◦ Conduct groupwide waste assessment by EoY 2023 and create waste management strategy to maximize recycling &amp; minimize single use materials by EoY 2024.</li> <li>• Deploy a proactive waste reduction program and show demonstrable results by 2025.</li> </ul>	<ul style="list-style-type: none"> <li>◦ Conduct a groupwide energy assessment by EoY 2023 and create an energy management strategy by EoY 2024.</li> <li>• Begin proactive energy reduction program and show demonstrable results by 2025.</li> </ul>



# 4 STANDARDIZATION and Digitalisation

## Airlines Culinary offering today





## GLOBAL CULINARY STANDARDS

- APT
- [Advanced Kitchen Production Techniques](#)
- [For Gastronomical Kitchens](#)



## Menu



a. Sous Vide



b. Hot Fill



c. Pasteurization



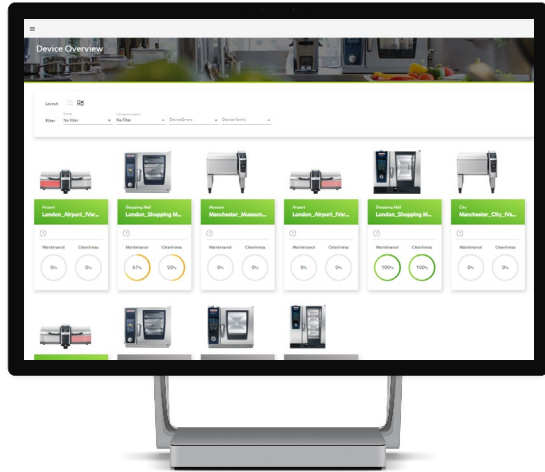
d. Modified Atmosphere Packaging

## Standardized State of the Art Kitchen Equipment



# ConnectedCooking by Rational

Over 300 Rational SelfCookingCenter/iCombi and iVario connected globally



# ConnectedCooking by RATIONAL

gategroup

- Recipe Management
- Asset Management
- My Devices
- Dashboard
- Device Overview
- Software Download
- Chain Firmware
- MyDisplay
- Hygiene Management
- Media library
- Support
- Imprint
- Administration
- Martin.rational@gategroup@gmail.com  
Gategroup Global



**Rational-SCC-halal-upper**  
GG Haneda - HND

Program -

Care Status  Cleanliness

73 % 100 %

Online

New Version available!



**R&D Paris**  
Servair 1

Program -

Care Status  Cleanliness

0 % 89 %

Online

New Version available!




**iVario Pro 1**  
GG Sydney

Program -

Online

New Version available!




**Foodsolutions CH iCombiPro HK1**  
Zurich Lounges

Program -

Care Status  Cleanliness

100 % 86 %

Offline: 11/21/23, 3:12 PM



**Oven Oslo**  
GG Oslo


Program -

Care Status  Cleanliness

6 % 73 %

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New Version available!




**Food Solutions CH iCombi Pro HK2**  
Zurich Lounges

Program -

Care Status  Cleanliness

100 % 97 %


Offline: 11/21/23, 3:11 PM



**Food Solutions CH iVario Pro HK1**  
Zurich Lounges

Program -

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**Rational-SCC-upper-left**  
GG Haneda - HND

Program -

Care Status  Cleanliness

84 % 73 %

Offline: 11/21/23, 2:03 PM




**Rational-SCC-halal-bottom**  
GG Haneda - HND

Program -

Care Status  Cleanliness

84 % 84 %

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**MD kitchen**  
GG Korea

Program -

Care Status  Cleanliness

0 % 23 %

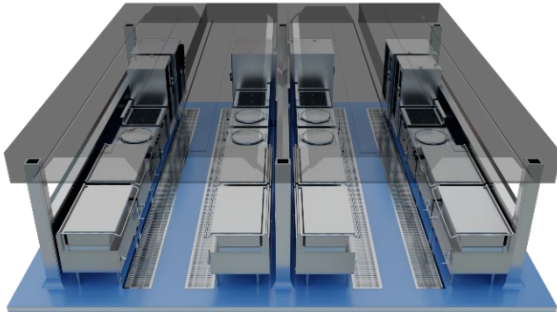
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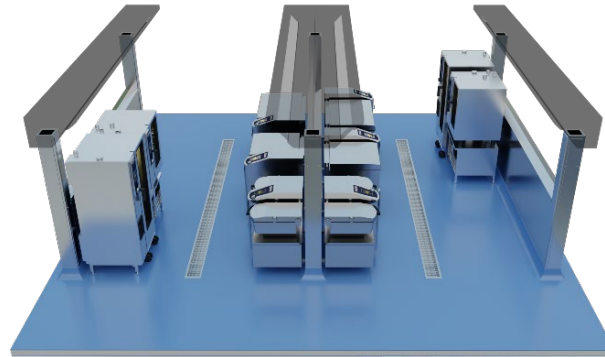
# RATIONAL iCombi Pro and iVario Pro

Good for the environment, good for the cash flow

Conventional Kitchen



RATIONAL

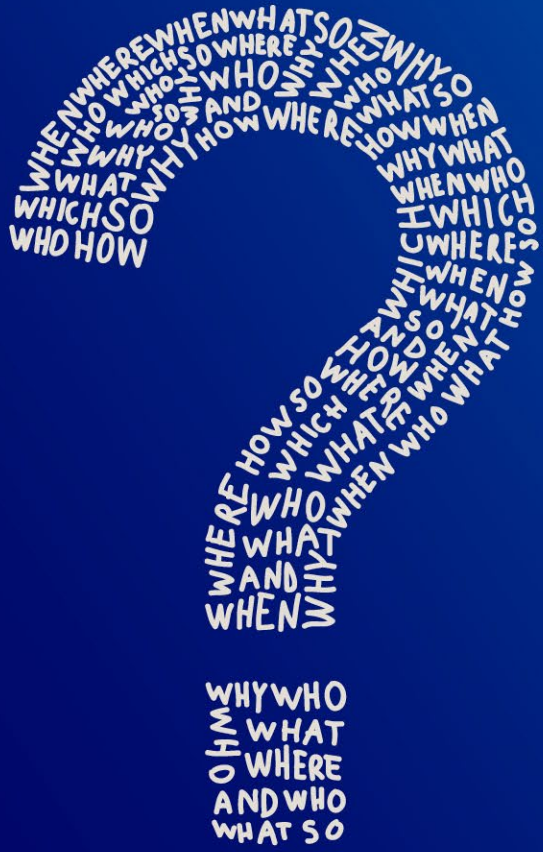


# Science meets the Food Business

Partners and Thinktanks from Gategroup



# Q&A





## Disclaimer

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