



## The Oetker Group

### Key Indicators

	2019		2020		2021		2020 <sup>1</sup> Jan 1– Oct 31		2021 <sup>1</sup> Jan 1– Oct 31		% <sup>1</sup> Jan 1– Oct 31
		in %		In %		in %		in %		in %	
<b>NET SALES BY DIVISION (IN EUR MILLION)<sup>2</sup></b>	<b>7,406</b>	<b>100.0</b>	<b>7,330</b>	<b>100.0</b>	<b>7,413</b>	<b>100.0</b>	<b>6,057</b>	<b>100.0</b>	<b>6,392</b>	<b>100.0</b>	<b>+5.5</b>
Food	3,883	52.4	4,137	56.4	4,104	55.4	3,364	55.5	3,375	52.8	+0.3
Beer and Nonalcoholic Beverages	1,792	24.2	1,625	22.2	1,621	21.9	1,417	23.4	1,370	21.4	-3.3
Sparkling Wine, Wine and Spirits	1,053	14.2	970	13.2	788	10.6	726	12.0	788	12.3	+8.5
Other Interests	678	9.2	598	8.2	900	12.1	549	9.1	859	13.4	+56.3
<b>NET SALES BY REGION (IN EUR MILLION)<sup>2</sup></b>	<b>7,406</b>	<b>100.0</b>	<b>7,330</b>	<b>100.0</b>	<b>7,413</b>	<b>100.0</b>					
Germany	3,427	46.3	3,381	46.1	3,581	48.3					
Rest of the EU <sup>3</sup>	2,384	32.2	2,360	32.2	1,820	24.6					
Rest of Europe <sup>3</sup>	299	4.0	309	4.2	738	10.0					
Rest of the world	1,296	17.5	1,280	17.5	1,273	17.2					
<b>INVESTMENTS (IN EUR MILLION) (WITHOUT FIRST-TIME CONSOLIDATIONS)<sup>2</sup></b>	<b>358</b>	<b>100.0</b>	<b>343</b>	<b>100.0</b>	<b>361</b>	<b>100.0</b>					
Food	176	49.1	191	55.6	169	46.9					
Beer and Nonalcoholic Beverages	93	25.9	82	23.9	99	27.5					
Sparkling Wine, Wine and Spirits	36	10.0	18	5.3	17	4.8					
Other Interests	54	15.0	52	15.2	75	20.9					
<b>EMPLOYEES (BY HEADCOUNT)<sup>2</sup></b>	<b>34,060</b>	<b>100.0</b>	<b>36,831</b>	<b>100.0</b>	<b>46,384</b>	<b>100.0</b>					
Food	18,743	55.0	20,040	54.4	19,926	43.0					
Beer and Nonalcoholic Beverages	7,094	20.8	7,083	19.2	6,921	14.9					
Sparkling Wine, Wine and Spirits	3,556	10.4	3,494	9.5	2,805	6.0					
Other Interests	4,667	13.7	6,214	16.9	16,732	36.1					

<sup>1</sup> Sales revenue figures from internal controlling.

<sup>2</sup> With effect from November 2, 2021, the limited partner Dr. Alfred Oetker, Carl Ferdinand Oetker and Julia Johanna Oetker left Dr. August Oetker KG by way of a nongenuine real division and in return received companies from the Oetker Group in the Food, Sparkling Wine, Wine and Spirits and Other Interests divisions. These companies are included in the consolidated financial statements of Dr. August Oetker KG until October 31, 2021, the date of deconsolidation.

Further details can be found in the Corporate Structure section of the group management report.

<sup>3</sup> As of 2021, UK sales are reported in the Rest of Europe region. They were previously allocated to the Rest of the EU region.

The percentages included in the group management report and the consolidated financial statements refer to the exact amounts, not the rounded amounts. Due to rounding up or down, it is possible that individual numbers (€, %, etc.) do not add up exactly to the specified sum.