



The Oetker Group at a glance

Information about the company

The Oetker Group is one of Europe's largest family businesses, with around 400 companies in five different business areas. The Group holding company of the Oetker Group is Dr. August Oetker KG in Bielefeld. There, in 1891, the pharmacist Dr. August Oetker laid the foundation for his company. Since then, new areas of business have been continuously developed thus creating the diversity of the internationally operating group of companies, which currently employs around 31,000 people worldwide and a sales revenue of EUR 7,140 million (2018).

As the group holding company, Dr. August Oetker KG manages the corporate processes and sets the framework with clear responsibilities, coordinates finances and taxes and runs central service departments. Standards and values across the Group form the cultural framework for effective cooperation that builds on high business continuity. Under the Group umbrella and building on the strategic potential and core competencies of the Oetker Group, the divisions are developed and expanded autonomously.

The Oetker Group consists of five business divisions:

- Food
- Beer and Non-Alcoholic Beverages
- Sparkling Wine, Wine and Spirits
- Other Interests
- Bank

People on every continent trust the food specialties of the Oetker Group. Besides Dr. Oetker, the **Food** Division includes the Conditorei Coppenrath & Wiese and the Martin Braun Group. In the 2018 financial year, the 17,394 employees of this division achieved sales revenue of EUR 3,460 million.

Internationally renowned names, nationally sold brands, regional specialties: The Radeberger Group offers beer enthusiasts a highly diverse line of products. An assortment of non-alcoholic beverages completes the wide variety of Germany's largest private brewing group. It forms the **Beer and Non-Alcoholic Beverages** Division. In the 2018 financial year, 7,989 employees achieved sales revenue of EUR 2,181 million.

Henkell Freixenet, the world's leading sparkling wine producer, forms the **Sparkling Wine, Wine and Spirits Division** of the Oetker Group and offers sparkling wine, cava, prosecco, champagne and crémant from a single source - supplemented by a diverse range of wines and spirits. Henkell Freixenet has subsidiaries in 30 countries and exports its brands to more than 150 countries worldwide. In the 2018 financial year, sales amounted to EUR 816 million. Henkell Freixenet employs 2,701 people worldwide.



Companies in the **Other Interests** Division represent the chemicals, luxury hotels, digital services, information technology, procurement services, and logistics sectors, thus providing a highly diverse range of products and services. In the 2018 financial year, the 2,853 employees in this division achieved sales revenue of EUR 684 million.

Bankhaus Lampe is one of the leading private banks in Germany and represents quality. Its select customer base includes high net worth individuals, companies, and institutional clients. With 676 employees, the eponymous group makes up the **Bank** Division. In addition to Bankhaus Lampe, with branches in Germany and other locations in London, New York, and Vienna, this division includes several subsidiaries and shareholdings. Bankhaus Lampe's Group total assets 2018 of EUR 2,938 million are lower than last year due to the balance sheet date (2017: EUR 3,104 million). It is included at equity in the consolidated financial statements.

Management structure of the Oetker Group

To this day, the owner family exerts considerable influence on the group's strategy and business policy. The values, which are solidified in more than 128 years of corporate history and place the human being at the center of all action, are still embodied by the members of the highest executive body, the group management, are being upheld by group companies, and are being actively transferred into the increasingly digitized future.

The management structure ensures that decisions are made locally, close to the market, and based on the needs of the line of business concerned, while resources are pooled centrally at the same time. The management level consists of the shareholders, the advisory board, group management, and the executive boards of the individual companies.



Group Management



Dr. Albert Christmann

General Partner of Dr. August Oetker KG

*Food; Sparkling Wine, Wine and Spirits;
Oetker Digital; Corporate Communication*



Dr. Heino Schmidt

Chief Representative of Dr. August Oetker KG

Other Interests, Banking, Finance, Controlling, Legal and Taxes



Dr. Niels Lorenz

Chief Representative of Dr. August Oetker KG

Beer and Non-Alcoholic Beverages

For more information, see: www.oetker-group.de

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Key Indicators Oetker Group 2016 – 2018

	2016	in %	2017	in %	2018	in %	Nominal Change 2017/2018 in %	Organic Change 2017/2018 in % ²
NET SALES BY DIVISION¹ (IN EUR MILLION)	11,704	100.0	11,601	100.0	7,140	100.0	-38.4	4.7
- Food	3,071	26.2	3,135	27.0	3,460	48.5	10.3	4.5
- Beer and Nonalcoholic Beverages	1,901	16.2	1,908	16.4	2,181	30.5	14.3	3.9
- Sparkling Wine, Wine and Spirits	502	4.3	523	4.5	816	11.4	56.1	5.3
- Shipping	5,624	48.1	5,398	46.5	-	-	-100.0	-100.0
- Other Interests	606	5.2	637	5.5	684	9.6	7.4	8.2
NET SALES BY REGION¹ (IN EUR MILLION)	11,704	100.0	11,601	100.0	7,140	100.0	-38.4	
Germany	3,894	33.3	3,874	33.4	3,757	52.6	-3.0	
Rest of the EU	2,663	22.8	2,799	24.1	2,169	30.4	-22.5	
Rest of Europe	580	5.0	573	4.9	276	3.9	-51.8	
Rest of the world	4,567	39.0	4,356	37.5	938	13.1	-78.5	
INVESTMENTS¹ (IN EUR MILLION) (without first-time consolidations)	405	100.0	558	100.0	350	100.0	-37.1	
- Food	182	45.1	198	35.5	191	54.5	-3.6	
- Beer and Nonalcoholic Beverages	84	20.8	99	17.8	90	25.7	-9.2	
- Sparkling Wine, Wine and Spirits	14	3.4	15	2.7	33	9.5	120.5	
- Shipping	77	18.9	217	38.9	-	-	-100.0	
- Other Interests	48	11.9	29	5.1	36	10.4	27.2	
EQUITY (IN EUR MILLION)	3,648		3,749		4,027		7.4	
Equity ratio (in %)	41.0		41.0		41.0			
BALANCE SHEET TOTAL (IN EUR MILLION)	8,896		9,143		9,822		7.4	
EMPLOYEES¹ (BY HEADCOUNT)	32,078	100.0	32,204	100.0	30,937	100.0	-3.9	
- Food	15,368	47.9	15,733	48.9	17,394	56.2	10.6	
- Beer and Nonalcoholic Beverages	5,986	18.7	6,066	18.8	7,989	25.8	31.7	
- Sparkling Wine, Wine and Spirits	1,922	6.0	1,934	6.0	2,701	8.7	39.7	
- Shipping	6,300	19.6	5,874	18.2	-	-	-100.0	
- Other Interests	2,503	7.8	2,597	8.1	2,853	9.2	9.9	

¹ In the 2017 financial year, the Shipping Division is included until November 30, 2017, the date of deconsolidation.

² Sales revenue adjusted for scope of consolidation and exchange rate effects.

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 it is possible that individual numbers (€, %, etc.) do not add up exactly to the specified sum.