



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 34,000 people worldwide and a sales revenue of EUR 7,406 million (2019).

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 2019 financial year, the 18,743 employees of this division achieved sales revenue of EUR 3,862 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 2019 financial year, 7,094 employees achieved sales revenue of EUR 1,741 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 2019 financial year, sales amounted to EUR 1,044 million. Henkell Freixenet employs 3,556 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 2019 financial year, the 4,667 employees in this division achieved sales revenue of EUR 759 million.

Bankhaus Lampe and its subsidiaries form the Bank Division and are regarded as being among the leading independent and general partner-managed private banks in Germany. The bank's business activities are focused on consultation and support for its three target customer groups: high net worth individuals, companies and institutional clients. It is included in the consolidated financial statements at equity. On March 5, 2020, the shareholders of Bankhaus Lampe KG signed a contract to sell all shares to Hauck & Aufhäuser Privatbankiers AG, Frankfurt. The merger of the two traditional companies is subject to approval by the supervisory authorities.

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 129 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

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

If case of queries, please contact:

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Key Indicators 2017 – 2019

| | 2017 | in % | 2018 | in % | 2019 | in % | Nominal Change 2018/2019 in % | Organic Change 2018/2019 in % ² |
|--|---------------|--------------|---------------|--------------|---------------|--------------|-------------------------------------|--|
| NET SALES BY DIVISION¹ (IN EUR MILLION) | 11,601 | 100.0 | 7,140 | 100.0 | 7,406 | 100.0 | 3.7 | 1.8 |
| - Food | 3,135 | 27.0 | 3,460 | 48.5 | 3,862 | 52.1 | 11.6 | 3.5 |
| - Beer and Nonalcoholic Beverages | 1,908 | 16.4 | 2,181 | 30.5 | 1,741 | 23.5 | -20.2 | -2.0 |
| - Sparkling Wine, Wine and Spirits | 523 | 4.5 | 816 | 11.4 | 1,044 | 14.1 | 27.9 | -2.2 |
| - Shipping | 5,398 | 46.5 | - | - | - | - | - | - |
| - Other Interests | 637 | 5.5 | 684 | 9.6 | 759 | 10.2 | 11.0 | 8.3 |
| NET SALES BY REGION¹ (IN EUR MILLION) | 11,601 | 100.0 | 7,140 | 100.0 | 7,406 | 100.0 | 3.7 | |
| Germany | 3,874 | 33.4 | 3,757 | 52.6 | 3,427 | 46.3 | -8.8 | |
| Rest of the EU | 2,799 | 24.1 | 2,169 | 30.4 | 2,384 | 32.2 | 9.9 | |
| Rest of Europe | 573 | 4.9 | 276 | 3.9 | 299 | 4.0 | 8.3 | |
| Rest of the world | 4,356 | 37.5 | 938 | 13.1 | 1,296 | 17.5 | 38.1 | |
| INVESTMENTS¹ (IN EUR MILLION) (without first-time consolidations) | 558 | 100.0 | 350 | 100.0 | 358 | 100.0 | 2.2 | |
| - Food | 198 | 35.5 | 191 | 54.5 | 176 | 49.1 | -7.9 | |
| - Beer and Nonalcoholic Beverages | 99 | 17.8 | 90 | 25.7 | 93 | 25.9 | 3.0 | |
| - Sparkling Wine, Wine and Spirits | 15 | 2.7 | 33 | 9.5 | 36 | 10.0 | 8.3 | |
| - Shipping | 217 | 38.9 | - | - | - | - | - | |
| - Other Interests | 29 | 5.1 | 36 | 10.4 | 54 | 15.0 | 48.1 | |
| EQUITY (IN EUR MILLION) | 3,749 | | 4,027 | | 4,104 | | 1.9 | |
| Equity ratio (in %) | 41.0 | | 41.0 | | 41.0 | | | |
| BALANCE SHEET TOTAL (IN EUR MILLION) | 9,143 | | 9,822 | | 10,010 | | 1.9 | |
| EMPLOYEES¹ (BY HEADCOUNT) | 32,204 | 100.0 | 30,937 | 100.0 | 34,060 | 100.0 | 10.1 | |
| - Food | 15,733 | 48.9 | 17,394 | 56.2 | 18,743 | 55.0 | 7.8 | |
| - Beer and Nonalcoholic Beverages | 6,066 | 18.8 | 7,989 | 25.8 | 7,094 | 20.8 | -11.2 | |
| - Sparkling Wine, Wine and Spirits | 1,934 | 6.0 | 2,701 | 8.7 | 3,556 | 10.4 | 31.7 | |
| - Shipping | 5,874 | 18.2 | - | - | - | - | | |
| - Other Interests | 2,597 | 8.1 | 2,853 | 9.2 | 4,667 | 13.7 | 63.6 | |

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.