



## The Oetker Group at a glance

### Information about the company

The Oetker Group based in Bielefeld, Germany, is one of Europe's largest family businesses, with around 350 companies in 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 more than 40,000 people worldwide.

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 Food, Beer and Non-Alcoholic Beverages as well as Other Interests are developed and expanded autonomously.

In more than 40 countries on all continents, people trust in the products and services of the Oetker Group.

Besides Dr. Oetker, the **Food** Division includes the Conditorei Coppenrath & Wiese. In addition, the company is represented worldwide with other strong brands. Within Europe, for example, these include cameo and Paneangeli in Italy, Koopmans in the Netherlands and Chicago Town in Great Britain. In Brazil, Dr. Oetker is also represented by the brand manufacturer of decor products, Mavalério, and in Mexico by D'Gari and Rexal. Dr. Oetker serves the North American market primarily with Wilton, the leading brand in the USA for decor, bakeware and baking accessories.

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.

Companies in the **Other Interests** Division represent digital services, information technology, luxury hotels, procurement services, and logistics sectors, thus providing a highly diverse range of products and services.

**Note:**

In July 2021, the limited partners of Dr. August Oetker KG announced the division of the companies of the former Oetker Group into two independently operating groups of companies. Since 1 November 2021, Richard Oetker, Rudolf Louis Schweizer, Philip Oetker, Markus von Luttitz and Ludwig Graf Douglas have remained as limited partners of Dr. August Oetker KG. Dr. Alfred Oetker, Carl Ferdinand Oetker and Julia Oetker have sole ownership of Henkell & Co. Sektkellerei KG, Martin Braun Backmittel und Essenzen KG, Chemische Fabrik Budenheim KG, Atlantic Forfaitierungs AG, Belvini.de GmbH, Co-lumbus Properties, Inc. as well as Oetker Hotel Management Company GmbH, Hôtel Le Bristol S.A.S. via a newly founded holding company, the Hotel Château du Domaine St. Martin S.A.S. in Vence, and the art collection Rudolf August Oetker GmbH. These companies no longer belong to Dr. August Oetker KG as of 1 November 2021.

**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 130 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; Beer and Non-Alcoholic Beverages; Platforms and Ecosystems; Human Resources; Corporate Communication*



**Ute Gerbaulet**

Chief Representative of Dr. August Oetker KG

*Other Interests; Oetker Digital; be8 Ventures; Finance, Controlling, Legal and Taxes*



## Key Indicators 2019 – 2021

	2019		2020		2021		2020 <sup>1</sup> 1.1.–31.10.		2021 <sup>1</sup> 1.1.–31.10.		% <sup>1</sup> 1.1.–31.10.
		in %		In %		in %		in %		in %	
<b>NET SALES BY DIVISION (IN MIO 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 MIO 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 MIO 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 shareholders Dr. Alfred Oetker, Carl Ferdinand Oetker and Julia Johanna Oetker left Dr. August Oetker KG by way of a non-genuine 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 Group Structure section of the Group management report.

<sup>3</sup> As of 2021, UK sales are reported in the Rest of Europe region and were previously allocated to the Rest of 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 it is possible that individual numbers (€, %, etc.) do not add up exactly to the specified sum.