



## 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 Coppenstrath & 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.

## **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.

### **Note:**

In July 2021, the owners 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 owners 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 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.



## Group Management



**Dr. Albert Christmann**

General Partner of Dr. August Oetker KG

*Food; Beer and Non-Alcoholic Beverages;  
Order and delivery platforms,  
Oetker Digital; Corporate Communication*



**Ute Gerbaulet**

Chief Representative of Dr. August Oetker KG

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



## Key Indicators 2018 – 2020

	2018	in %	2019	in %	2020	in %	Nominal Change 2019/2020 in %	Organic Change 2019/2020 in % <sup>2</sup>
<b>NET SALES BY DIVISION<sup>1</sup></b> (IN EUR MILLION)	<b>7,140</b>	<b>100.0</b>	<b>7,406</b>	<b>100.0</b>	<b>7,330</b>	<b>100.0</b>	<b>-1.0</b>	<b>-0.1</b>
- Food	3,477	48.7	3,883	52.4	4,137	56.4	6.5	8.1
- Beer and Nonalcoholic Beverages	2,232	31.3	1,792	24.2	1,625	22.2	-9.3	-9.8
- Sparkling Wine, Wine and Spirits	821	11.5	1,053	14.2	970	13.2	-7.9	-6.5
- Other Interests	610	8.5	678	9.2	598	8.2	-11.7	-10.5
<b>NET SALES BY REGION</b> (IN EUR MILLION)	<b>7,140</b>	<b>100.0</b>	<b>7,406</b>	<b>100.0</b>	<b>7,330</b>	<b>100.0</b>	<b>-1.0</b>	
Germany	3,757	52.6	3,427	46.3	3,381	46.1	-1.3	
Rest of the EU	2,169	30.4	2,384	32.2	2,360	32.2	-1.0	
Rest of Europe	276	3.9	299	4.0	309	4.2	3.3	
Rest of the world	938	13.1	1,296	17.5	1,280	17.5	-1.2	
<b>INVESTMENTS (IN EUR MILLION)</b> (without first-time consolidations)	<b>350</b>	<b>100.0</b>	<b>358</b>	<b>100.0</b>	<b>343</b>	<b>100.0</b>	<b>-4.3</b>	
- Food	191	54.5	176	49.1	191	55.6	8.4	
- Beer and Nonalcoholic Beverages	90	25.7	93	25.9	82	23.9	-11.5	
- Sparkling Wine, Wine and Spirits	33	9.5	36	10.0	18	5.3	-49.2	
- Other Interests	36	10.4	54	15.0	52	15.2	-3.5	
<b>EQUITY (IN EUR MILLION)</b>	<b>4,027</b>		<b>4,104</b>		<b>4,226</b>		<b>3.0</b>	
Equity ratio (in %)	41.0		41.0		41.0			
<b>BALANCE SHEET TOTAL</b> (IN EUR MILLION)	<b>9,822</b>		<b>10,010</b>		<b>10,307</b>		<b>3.0</b>	
<b>EMPLOYEES (BY HEADCOUNT)</b>	<b>30,937</b>	<b>100.0</b>	<b>34,060</b>	<b>100.0</b>	<b>36,831</b>	<b>100.0</b>	<b>8.1</b>	
- Food	17,394	56.2	18,743	55.0	20,040	54.4	6.9	
- Beer and Nonalcoholic Beverages	7,989	25.8	7,094	20.8	7,083	19.2	-0.2	
- Sparkling Wine, Wine and Spirits	2,701	8.7	3,556	10.4	3,494	9.5	-1.7	
- Other Interests	2,853	9.2	4,667	13.7	6,214	16.9	33.2	

<sup>1</sup> In the 2020 financial year, the allocation of sales to the individual divisions was changed. The nonoperating and other sales of the companies are no longer reported in the Other Interests Division, but are allocated directly to the divisions responsible for the companies concerned. The previous year's figures have been adjusted accordingly.

<sup>2</sup> 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.