

DR. AUGUST OETKER KG



*Portrait*

An Overview of the Oetker Group

# Key Indicators

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

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

<sup>2</sup> Percentage change 2017/2018.

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.

## At a Glance

With 30,937 employees and yearly sales revenue of EUR 7.1 billion, the Oetker Group is one of the largest family-run businesses in Germany. A broad diversification in five business divisions characterizes the internationally operating company, which looks back on a history spanning more than 128 years.

**30,937**  
*employees*

**7.1**  
*billion euros  
annual revenue*

**394**  
*consolidated companies*

Bielefeld  
*Head office*

**128**  
*years of corporate history*



# Business Divisions

**Under the Oetker Group umbrella, Dr. August Oetker KG has united almost 400 companies worldwide. Divided into five business divisions, the group companies produce consumer-related products as well as phosphate-based products and are also active in the luxury hotel industry, data and information processing and banking. Several additional companies complement the group's broad, diversified portfolio.**



*Food*

Dr. Oetker offers branded products in the categories pizza and cake/dessert as well as a product range for bulk consumers. Conditorei Coppenrath & Wiese and the Martin Braun Group complete the division.



*Sparkling Wine, Wine and Spirits*

Henkell Freixenet is the world's leading sparkling wine producer and offers sparkling wine, cava, prosecco, champagne and crémant all from a single provider – complemented by a diverse range of wines and spirits.

**OETKER  
GROUP**



*Beer and Nonalcoholic Beverages*

With a total of 15 locations in Germany, the Radeberger Group is Germany's largest privately managed brewing group. The core business of beer is complemented by well-known nonalcoholic beverage brands such as Original Selters and Pepsi.



*Other Interests*

Budenheim, the Oetker Collection, OEDIV Oetker Daten- und Informationsverarbeitung, Oetker Digital, Handelsgesellschaft Sparrenberg and Roland Transport are bundled in the Other Interests Division.



*Bank*

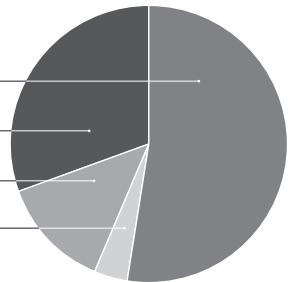
Bankhaus Lampe is one of the leading independent private banks in Germany. In addition to several branches in Germany, the bank also has locations in London, New York and Vienna.

# Financial Year 2018



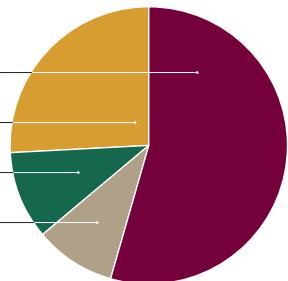
Distribution of sales revenue by region

<b>52.6%</b> (EUR 3,757 million)	<i>Germany</i>
<b>30.4%</b> (EUR 2,169 million)	<i>Rest of the EU</i>
<b>13.1%</b> (EUR 938 million)	<i>Rest of the world</i>
<b>3.9%</b> (EUR 276 million)	<i>Rest of Europe</i>



Distribution of investments by division

<b>54.5%</b> (EUR 191 million)	<i>Food</i>
<b>25.7%</b> (EUR 90 million)	<i>Beer and Nonalcoholic Beverages</i>
<b>10.4%</b> (EUR 36 million)	<i>Other Interests</i>
<b>9.5%</b> (EUR 33 million)	<i>Sparkling Wine, Wine and Spirits</i>



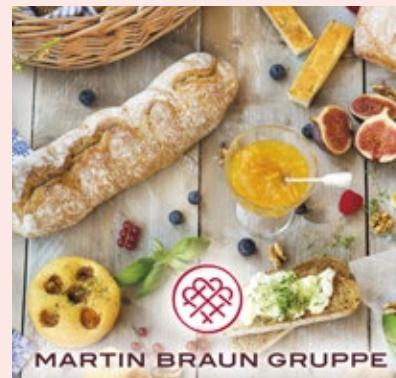


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## *Food*

People on every continent trust the delicious products of the Oetker Group. In addition to Dr. Oetker, the Food Division also includes the Conditorei Coppenrath & Wiese and Martin Braun Group. In the 2018 financial year, 17,394 employees achieved sales revenue of EUR 3,460 million.

↗ [oetker.com](http://oetker.com) | [oetker.de](http://oetker.de) | [oetker-professional.de](http://oetker-professional.de) | [coppenrath-wiese.de](http://coppenrath-wiese.de) | [martinbraungruppe.de](http://martinbraungruppe.de)



## Dr. Oetker

Dr. Oetker offers a broad national and international product portfolio in the categories cake/dessert and pizza. With around 12,100 employees worldwide, the company produces and distributes more than 4,000 products. In addition to the original product baking powder, this range includes many other baking products, but also baking mixes, decorations, desserts and sweet meals, chilled desserts, preservation products, ready-made cakes, cereals, frozen pizzas and snacks, refinement products and a varied range for bulk consumers. The companies and brands Alsa (France), Wilton (USA), Tag El Melouk (Egypt) and Château Gâteaux (South Africa) have also recently joined Dr. Oetker. New, digital business models complete the offer.

## Conditorei Coppenrath & Wiese

Sweet temptations are the main business of Conditorei Coppenrath & Wiese, which employs around 2,800 people: The company is a market leader in the production of frozen gateaux and cakes, which are produced in Mettingen near

Osnabrück. In addition to cream pies, baked cakes, sheet cakes, cream rolls and tarts, swirls, mini-confectionery and desserts, the product line also includes frozen rolls and baguettes.

## Martin Braun Group

The Martin Braun Group brings together all companies in the “bulk consumer baking” sector. A full range of convenience products for the bakery, confectionery and catering industries is distributed worldwide through wholesalers, retailers, bakeries, confectioners and industrial companies. The Martin Braun Group employs more than 2,500 people at 24 locations worldwide with the companies Agrano, Capfrucht, Cresco, C. Siebrecht Söhne, Delite, Diversi Foods, Martin Braun, Polen Gida and Wolf ButterBack. The product portfolio for commercial processing includes ingredients at many levels of convenience for baked goods, desserts and ice cream as well as premium frozen bakery products.

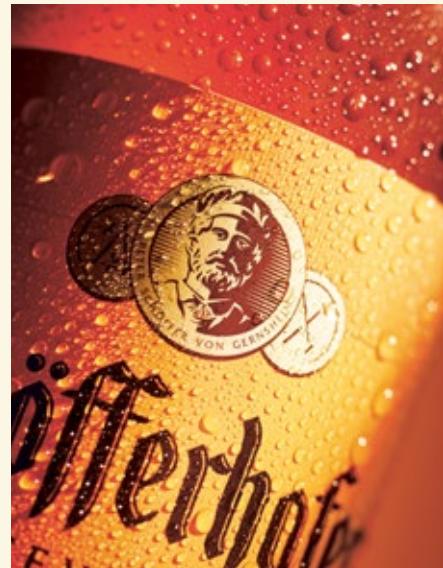


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## *Beer and Nonalcoholic Beverages*

Internationally renowned names, nationally sold brands, regional specialties: The Radeberger Group offers beer enthusiasts a diverse product portfolio. An assortment of nonalcoholic beverages completes the wide variety of Germany's largest private brewing group. It forms the Beer and Nonalcoholic Beverages Division. In the 2018 financial year, the 7,989 employees in this division achieved sales revenue of EUR 2,181 million.

↗ [radeberger-gruppe.de](http://radeberger-gruppe.de)



## Beers

Pilsner and wheat beer brands that are famous throughout Germany can be found under the umbrella of the Radeberger Group: the special Radeberger Pilsner, the bubbly and refreshing Schöfferhofer Weizen, the Frisian fresh Jever Pilsener or the nonalcoholic Clausthaler. The Radeberger Group can serve the current trend towards regional products like no other company in the German beer market: Allgäuer Büble Bier, Berliner Pilsner, Brinkhoff's No. 1, Sion Kölsch, Ur-Krostitzer, Freiberger, Stuttgarter Hofbräu and Tucher, to name just a few of the many regional premium brands.

International premium brands such as Guinness, Kilkenny and Sol enhance the extensive beer assortment. However, the products of the Radeberger Group are not only sold in Germany. They are also enjoying ever-increasing international popularity.

## Nonalcoholic beverages

The portfolio of nonalcoholic beverages includes one of the world's first brand products: Original Selters from Selters an der Lahn. The Pepsi, Mirinda, 7Up and Schwip Schwip brands from the cooperation partner PepsiCo Germany complete the offer of nonalcoholic beverages.

## Subsidiaries and stakes

With its beverage wholesalers, a distance logistics company, a beverage retailer and an express delivery service, the Radeberger Group is represented in all areas of the beverage market as a provider of holistic solutions. On the basis of various stakes and strong ties with market entrants, the Radeberger Group is also developing a new, trendsetting ecosystem within the industry.



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## *Sparkling Wine, Wine and Spirits*

**Henkell Freixenet forms the sparkling wine, wine and spirits division of the Oetker Group. The merger of the Henkell & Co. Group and Freixenet S. A. in the summer of 2018, made the company the world's leading sparkling wine producer.**

**Henkell Freixenet has subsidiaries in 30 countries and exports its brands to in almost 150 countries worldwide. In the 2018 financial year, the company generated sales revenue of EUR 816 million with around 2,700 employees.**



## Sparkling wine

Henkell Freixenet offers a unique portfolio of cava, prosecco, sparkling wine, champagne and crémant from a single provider: from Freixenet Cava from Spain, Mionetto Prosecco from Italy, Champagne Alfred Gratien and Gratien & Meyer Crémant from France to many renowned sparkling wine brands from Germany, Hungary, the Czech Republic and Slovakia such as Henkell, Fürst von Metternich, Söhnlein Brillant, Törley, Bohemia and Hubert de Luxe. Highest standards for quality and craftsmanship, coupled with market and brand expertise, make the group the market leader for cava, prosecco and sparkling wine in many countries.

## Wine

In addition to sparkling wines, renowned wines complete the offer from Henkell Freixenet. The German winery Fürst von Metternich-Winneburg'sche Domäne Schloss Johannisberg offers exquisite, world-famous Riesling wines.

With its wineries in the Czech Republic, Slovakia and Hungary, the group is one of the leading quality wine suppliers in Central Europe and is also represented by renowned wineries in California and Mexico. The wine brand i heart WINES is successful in international markets and is also regarded as one of the fastest-growing wine brands in the UK. The Spanish brand wine Mederaño has its focus on the German market.

## Spirits

Henkell Freixenet also offers a broad portfolio of well-known spirits brands, which includes almost all relevant categories such as vodka, "Korn" schnapps, gin, brandy and cream and bitter liqueurs as well as aperitifs. In the spirits market, Henkell Freixenet is the market leader for vodka in Germany, for gin in Poland and for brandy in Slovakia.



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## *Other Interests*

**The Other Interests Division has a diverse product and service portfolio: It includes companies in the chemical, luxury hotel and data and information processing sectors, as well as in the fields of procurement and logistics. In the 2018 financial year, 2,853 employees in this division achieved sales revenue of EUR 684 million.**

➤ [budenheim.com](http://budenheim.com) | [oetkercollection.com](http://oetkercollection.com) | [oediv.de](http://oediv.de) | [oetkerdigital.com](http://oetkerdigital.com) | [roland-transport.de](http://roland-transport.de)



## Budenheim

The chemical specialist Budenheim has its origins in the eponymous municipality in Rheinhessen. It has developed into an internationally leading provider of customized and high-quality specialty chemicals on the world market. Almost 1,200 employees produce more than 1,000 products for around 3,000 customers in some 100 countries. The chemical specialist focuses on the pharmaceutical and medical fields and is breaking new ground in the fields of diet and health. It also offers solutions for more sustainability and the protection of natural resources.

## Oetker Collection

Unique elegance and distinctive hospitality – that is what the Masterpiece Hotels of the Oetker Collection represent. Four of these masterpieces – the Brenners Park-Hotel & Spa, Hotel Le Bristol, Château Saint-Martin & Spa and Hotel du Cap-Eden-Roc – are owned by the group. Five other grand hotels complete the collection. The management of the hotels is entrusted to the Oetker Hotel Management Company (OHMC).

## OEDIV Oetker Daten- und Informationsverarbeitung

OEDIV Oetker Daten- und Informationsverarbeitung not only operates the group's own data centers, but also a steadily growing number of IT systems for external companies. The main focus is on SAP and Microsoft applications as well as related solutions for mapping holistic process chains. In

the course of the further development of the SAP and Microsoft product spectrum towards cloud-based solutions, OEDIV is continuously expanding its expertise and its portfolio of services to include these operating models.

## Oetker Digital

As a partner and using professional methods and skills, Oetker Digital actively supports the group companies on their way to the digital future, thereby strengthening the established brands. In addition, the company identifies and develops new, sustainable business models that enhance the digital profile of the Oetker Group.

## Handelsgesellschaft Sparrenberg

Market competence, services, tools – Handelsgesellschaft Sparrenberg supports the Oetker Group and external companies in strategic purchasing with information and consulting services in the areas of procurement market research, commodity group analysis, calculation, performance measurement and tender management.

## Roland Transport

Roland Transport is a service-oriented partner for logistics services. In addition to freight forwarding and other logistics services, Roland offers support with tenders, transportation planning and other 4PL activities (4PL = fourth-party logistics).



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## *Bank*

**Bankhaus Lampe** is one of the leading independent private banks in Germany. Its clients include high net worth private investors, medium-sized companies, institutional investors and large companies. With the 676 employees, it forms the core of the Banking Division, alongside a number of subsidiaries and equity investments. Today, the traditional headquarters are in Bielefeld while the head office is in Düsseldorf. In addition, Bankhaus Lampe has further branches in Germany as well as locations in London, New York and Vienna.

↗ [bankhaus-lampe.de](http://bankhaus-lampe.de)



### **Bankhaus Lampe**

In 1852, Hermann Lampe founded the bank in Minden, East Westphalia. Today, the traditional headquarters are in Bielefeld and the head office in Düsseldorf. Other branches and subsidiaries are represented at selected locations throughout Germany as well as in London, New York and Vienna.

The bank's portfolio comprises the divisions Asset Management, Private and Corporate Banking, Capital Markets and Corporate Finance. Its clients include wealthy private investors, medium-sized and large companies and institutional investors.

Responsible business practices, independence, respectability and integrity characterize the actions of the traditional company and thus offer ideal conditions for strong business relationships.

The bank develops individual solutions for its customers, which are always oriented towards their requirements. In addition, its services are characterized by maximum transparency and consistency. Thanks to its in-depth expertise, Bankhaus Lampe is able to deal with complex issues and always treats them with the necessary confidentiality.

# Careers

**The success of the globally active Oetker Group is based on its qualified and dedicated employees worldwide. The company offers attractive entry-level opportunities and career prospects in the various sectors.**



**Gap Year Program:** A gap year offers students the opportunity to gain practical experience before starting their master's studies. The Oetker Group also gives bachelor's graduates this opportunity every year: With just one application, you can qualify for the versatile Gap Year Program, which includes two to three consecutive internships in various Oetker Group companies.

**Talent Days:** Once a year, Talent Day students have the opportunity to get to know the different group companies and learn all about application, entry and career opportunities. Within the framework of workshops and as part of a team, they also work on company-relevant and forward-looking questions and present the results to specialists and executives of the Oetker Group.



**Group-wide job exchange:** The online job exchange offers an overview of all current job advertisements within the entire Oetker Group. Filter functions enable targeted searches based on individual criteria and facilitate the application process.

↗ [oetker-group.com/en/career/current-job-offers](http://oetker-group.com/en/career/current-job-offers)

**Stay in Touch Program:** The Stay in Touch Program maintains close contact with former trainees and apprentices of the group. In addition to group-wide networking, participants who have previously stood out thanks to above-average performance will be offered exciting seminars. They are also sent current job advertisements as well as invitations to workshops and events.



In addition to the above-mentioned contact and entry opportunities as well as direct entry, many of the group companies also offer the opportunity to take part in school and student internships as well as training courses or dual study programs. Further information is available at ↗ [oetker-group.com/en/career](http://oetker-group.com/en/career) and on the websites of the respective group companies.

# Milestones

The history of Dr. August Oetker KG dates back to the year 1891, when company founder Dr. August Oetker laid the foundation for the Oetker Group in Bielefeld. The group now unites five business divisions and operates in various industries worldwide.

## 1891

The pharmacist **Dr. August Oetker** develops Backin baking powder, laying the foundation for the food company **Dr. Oetker**.



## 1923

Investment in **Chemische Fabrik Budenheim**.



## 1936

Acquisition of an interest in the shipping company **Hamburg Süd**, which was sold at the end of 2017.



## 1941

Acquisition of a majority share in the historic **Brenners Park-Hotel & Spa**. Since then, more grand hotels have been added to the worldwide portfolio of the **Oetker Collection**.



## 1944

The founder's grandson, **Rudolf-August Oetker** (1916–2007), takes on the management of the family company and, through acquisitions and start-ups, continuously expands into new areas of business.



## 1949

Acquisition of **Bankhaus Lampe**, founded in Minden in 1852, and relocation of the company's headquarters to Bielefeld.



## 1952

Purchase of the Binding Brewery in Frankfurt am Main. Today, the city is the headquarters of the **Radeberger Group**.



## 1958



Acquisition of Söhnlein Rheingold Sektkellerei. Today's international **Henkell & Co. Group** was formed through the subsequent merger with Henkell & Co.

## 1981

**Dr. h.c. August Oetker**  
becomes General Partner  
of Dr. August Oetker KG.



## 2010

**Richard Oetker** becomes  
General Partner of Dr. August  
Oetker KG and takes over the  
chairmanship of the Executive  
Board of Dr. Oetker.



## 2016

Founding of the company **Oetker Digital**,  
which supports the Oetker Group  
moving into the future with digital  
innovations and business models.

## 2018

Takeovers and investments – high  
investment year for **Dr. August Oetker KG**:  
Alsa, Wilton, Tag El Melouk, Château  
Gâteaux, Diversi Foods and Freixenet join  
the Oetker Group.

## 1965



Founding of the logistics  
company **Roland Transport**.

## 1990

Takeover of the food company  
**Martin Braun**, a leading manufacturer  
of baking ingredients, which later  
becomes the **Martin Braun Group**.



## 1995

Founding of **Oetker Daten- und  
Informationsverarbeitung**,  
OEDIV for short, which is active in  
the IT sector.

## 2008

Founding of the **Oetker Hotel Management  
Company (OHMC)**, which specializes  
in the management of unique, externally  
owned hotels.



## 2015

Acquisition of **Conditorei  
Coppernath & Wiese**, the  
leading manufacturer of  
frozen gateaux and cakes.

## 2017

**Dr. Albert Christmann**,  
General Partner of Dr. August  
Oetker KG, takes over the  
chairmanship of the Executive  
Board of Dr. Oetker.



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Fax: +49-521-1552-995  
Email: [presse@oetker.de](mailto:presse@oetker.de)  
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