



## 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 28,000 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 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 Martin Braun Group and Conditorei Copenrath & Wiese. In the 2017 financial year, the 15,733 employees of this division achieved sales revenue of EUR 3,135 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 2017 financial year, 6,066 employees achieved sales revenue of EUR 1,908 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. The group has subsidiaries in 30 countries and exports its brands to more than 150 countries worldwide. In the 2017 financial year, Henkell & Co. Group sales amounted to 523 million euros, while Freixenet S.A. generated 535 million euros in the past financial year. The companies together employ 4,000 people worldwide.



Companies in the **Other Interests** Division represent the chemicals, luxury hotels, information technology, procurement services, and logistics sectors, thus providing a highly diverse range of products and services. In the 2017 financial year, the 2,597 employees in this division achieved sales revenue of EUR 637 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 637 employees, the eponymous group makes up the **Bank** Division. In addition to Bankhaus Lampe, with 12 branches and other locations in London, New York, and Vienna, this division includes several subsidiaries and shareholdings. Bankhaus Lampe's Group total assets 2017 of EUR 3,104 million are higher than last year (2016: EUR 2,885 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 125 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 Communications*



**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](http://www.oetker-group.de)

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## Key Indicators Oetker Group 2015 – 2017

	2015	in %	2016	in %	2017	in %	Nominal Change 2016/2017 in %	Organic Change 2016/2017 in % <sup>2</sup>
<b>NET SALES BY DIVISION<sup>1, 3</sup></b> (IN EUR MILLION)	<b>11,949</b>	<b>100.0</b>	<b>11,704</b>	<b>100.0</b>	<b>11,601</b>	<b>100.0</b>	<b>-0.9</b>	<b>4.6</b>
- Food	2,990	25.0	3,071	26.2	3,135	27.0	2.1	2.1
- Beer and Nonalcoholic Beverages	1,878	15.7	1,901	16.2	1,908	16.4	0.4	0.0
- Sparkling Wine, Wine and Spirits	501	4.2	502	4.3	523	4.5	4.2	5.0
- Shipping	6,057	50.7	5,624	48.1	5,398	46.5	-4.0	7.5
- Other Interests	524	4.4	606	5.2	637	5.5	5.0	5.7
<b>NET SALES BY REGION<sup>1, 3</sup></b> (IN EUR MILLION)	<b>11,949</b>	<b>100.0</b>	<b>11,704</b>	<b>100.0</b>	<b>11,601</b>	<b>100.0</b>	<b>-0.9</b>	
Germany	3,733	31.2	3,894	33.3	3,874	33.4	-0.5	
Rest of the EU	2,764	23.1	2,663	22.8	2,799	24.1	5.1	
Rest of Europe	577	4.8	580	5.0	573	4.9	-1.2	
Rest of the world	4,875	40.8	4,567	39.0	4,356	37.5	-4.6	
<b>INVESTMENTS<sup>1, 3</sup></b> (IN EUR MILLION) (without first-time consolidations)	<b>740</b>	<b>100.0</b>	<b>405</b>	<b>100.0</b>	<b>558</b>	<b>100.0</b>	<b>37.8</b>	
- Food	153	20.7	182	45.1	198	35.5	8.7	
- Beer and Nonalcoholic Beverages	97	13.0	84	20.8	99	17.8	17.9	
- Sparkling Wine, Wine and Spirits	15	2.1	14	3.4	15	2.7	10.6	
- Shipping	437	59.0	77	18.9	217	38.9	183.0	
- Other Interests	38	5.2	48	11.9	29	5.1	-40.5	
<b>EQUITY<sup>3</sup></b> (IN EUR MILLION)	3,613		3,648		3,749		2.8	
Equity ratio (in %)	41.0		41.0		41.0			
<b>BALANCE SHEET TOTAL<sup>3</sup></b> (IN EUR MILLION)	8,812		8,896		9,143		2.8	
<b>EMPLOYEES<sup>1, 3</sup></b> (BY HEADCOUNT)	<b>30,787</b>	<b>100.0</b>	<b>32,078</b>	<b>100.0</b>	<b>32,204</b>	<b>100.0</b>	<b>0.4</b>	
- Food	14,478	47.0	15,368	47.9	15,733	48.9	2.4	
- Beer and Nonalcoholic Beverages	5,894	19.1	5,986	18.7	6,066	18.8	1.4	
- Sparkling Wine, Wine and Spirits	1,972	6.4	1,922	6.0	1,934	6.0	0.6	
- Shipping	5,960	19.4	6,300	19.6	5,874	18.2	-6.8	
- Other Interests	2,482	8.1	2,503	7.8	2,597	8.1	3.8	

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

<sup>2</sup> Sales revenue adjusted for scope of consolidation and exchange rate effects.

<sup>3</sup> Key figures of Freixenet S.A. not integrated - consolidation will take place in the 2018 Annual Report (publication June 2019).

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.