



The Oetker Group at a glance

Company Information

With about 30,800 employees and turnover of more than 12 billion euros, the Oetker Group ranks among the major European family enterprises. The Oetker Group's holding company is Dr. August Oetker KG. Broad diversification in various business fields encompassing more than 400 firms characterises the globally operating company.

Under the Group umbrella and building on the strategic potential and core competencies of the Oetker Group, the divisions are developed and expanded autonomously. As the Group holding company, Dr. August Oetker KG steers this process centrally through mature structures, a leadership framework with clear responsibilities, coordination of finance and personnel and central service departments. Standards and values across the Group form the cultural framework for effective cooperation that builds on high business continuity.

The Oetker Group consists of six divisions:

- Food
- Beer and Nonalcoholic Beverages
- Sparkling Wine, Wine and Spirits
- Shipping
- Other Interests
- Bank

On all continents around the world, people rely on delicious food from Dr. Oetker. The **Food** Division bundles its brand product companies under this umbrella. It is completed by the Martin Braun Group and Conditorei Coppenrath & Wiese. 14,478 staff work in this division's companies and generated sales revenue of EUR 2,990 million in the 2015 financial year.

Internationally familiar names, brands sold across Germany, regional specialties: the Radeberger Group offers beer aficionados a broad product portfolio. Original Selters from Selters an der Lahn, Bionade from Ostheim vor der Rhön, Ti, the alternative refreshing tea, and Pepsi, the top international brand, in the range of non-alcoholic beverages round off the diverse portfolio of Germany's largest privately run brewing group. They form the **Beer and Nonalcoholic Beverages** Division, where 5,894 employees generated EUR 1,966 million in sales revenue in 2015.

Henkell – this name stands for Germany's most exported sparkling wine brand. And it stands for the Henkell & Co. Group, whose tradition-rich companies with 1,972 employees form the **Sparkling Wine, Wine and Spirits** Division. In the 2015 financial year they generated revenues of EUR 689 million. The Group, which is based in the original headquarters in Wiesbaden, is



represented with its own companies in 20 countries and exports to more than 100 nations worldwide.

With more than 250 offices, including over 100 of its own, the Hamburg Süd Group is represented worldwide. With more than 125 container ships, including 48 owned by the Group, it is one of the world's ten biggest container lines and is a leading provider in north-south trades. Within the Oetker Group, it forms the **Shipping** Division and in 2015, it realized sales of EUR 6,057 million with 5,960 employees. Its core business is container liner shipping, including all pre- and post-shipment logistical services with Hamburg Süd as a German carrier and Aliança as a Brazilian shipping line. In addition, the Group operates with around 50 ships in bulk shipping and with ten ships in product tanker shipping.

The **Other Interests** Division with its companies covers the chemical industry, luxury hotels, information technology, procurement services and logistics and has a varied product and services portfolio. The 2,482 employees of this division generated sales revenue of EUR 524 million in the 2015 financial year.

Bankhaus Lampe is one of Germany's leading private banks and stands for quality. The select customer base includes wealthy private customers, companies and institutional clients. With 661 employees, the Group of the same name forms the **Bank** Division. Besides Bankhaus Lampe with twelve branches and other offices in London, New York and Vienna, it includes further subsidiaries and equity participations. As planned, Bankhaus Lampe's Group total assets of EUR 2,658 million are lower than last year (2014: EUR 2,779 million).

The owner family exerts considerable influence on the Oetker Group's strategy and business policy. It has established the principle of its entrepreneurial engagement in the following words: "The interests of the company have priority over those of the owner family." That principle forms the basis for continuous development of the business, as it puts the Oetker Group in a position to combine sustainable and healthy profitability with a high earnings retention rate. The management level consists of the stockholders' meeting, 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 and responsible for the Divisions Food and Sparkling Wine, Wine and Spirits as well as the Divisions Other Interests, Banking, Finance, Controlling, Legal and Taxes.



Dr. Ottmar Gast

General Partner of Dr. August Oetker KG, Chairman of the Executive Board of Hamburg Südamerikanische Dampfschiffahrts-Gesellschaft KG (Hamburg Süd) and responsible for the Division Shipping.



Dr. Niels Lorenz

Chairman of the Executive Board of Radeberger Gruppe KG and responsible for the Division Beer and Nonalcoholic Beverages.

More information can be found on the Internet at www.oetker-group.com

In case of queries, please contact:

Dr. August Oetker KG
Public relations department
Dr. Jörg Schillinger
Phone: +49 (0) 521/155-2619
Fax: +49 (0) 521/155-112619
E-mail: joerg.schillinger@oetker.de
Internet: www.oetker-group.com

Dr. August Oetker KG
Public relations department
Julia Tiemann
Phone: +49 (0) 521/155-2349
Fax: +49 (0) 521/155-112349
E-mail: julia.tiemann@oetker.de
Internet: www.oetker-group.com



Key Data Oetker-Group 2015

	2013	2014	2015	Change 2014/2015
NET SALES (IN EUR MILLION)	10,844	10,934	12,226	11.8 %
- Food	2,577	2,622	2,990	14.0 %
- Beer and Nonalcoholic Beverages	1,843	1,929	1,966	1.9 %
- Sparkling Wine, Wine and Spirits	687	697	689	-1.2 %
- Shipping	5,254	5,186	6,057	16.8 %
- Other Interests	483	500	524	4.7 %

INVESTMENTS (IN EURO MILLION) (excluding companies consolidated for the first time)	777	667	740	11.0 %
- Food	158	132	153	16.3 %
- Beer and Nonalcoholic Beverages	105	121	97	-20.3 %
- Sparkling Wine, Wine and Spirits	12	16	15	-1.7 %
- Shipping	450	348	437	25.4 %
- Other Interests	52	50	38	-23.5 %

EQUITY (IN EURO MILLION)	3,105	3,484	3,613	3.7 %
As a percentage of the balance sheet total	40.0	41.0	41.0	

BALANCE SHEET TOTAL (IN EURO MILLION)	7,770	8,499	8,812	3.7 %
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EMPLOYEES	26,907	28,354	30,787	8.6 %
- Food	12,272	12,790	14,478	13.2 %
- Beer and Nonalcoholic Beverages	5,689	5,757	5,894	2.4 %
- Sparkling Wine, Wine and Spirits	2,028	2,007	1,972	-1.7 %
- Shipping	4,491	5,360	5,960	11.2 %
- Other Interests	2,427	2,440	2,482	1.7 %

Percentages relate to exact turnover figures, not to rounded sums.