



The Oetker Group at a glance

Company Information

With 32,078 employees and a turnover of 11,7 billion euros, the Oetker Group ranks among the major German 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

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 Copperrath & Wiese. In the 2016 financial year, 15,368 employees achieved sales revenue of EUR 3,071 million.

Internationally renowned names, nationally sold brands, regional specialties: The Radeberger Group offers beer enthusiasts a highly diverse line of products. 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 2016 financial year, 5,986 employees achieved sales revenue of EUR 1,901 million (EUR 1,988 million including excise taxes).

Henkell is Germany's most exported sparkling wine brand. With 1,922 employees, the Henkell & Co. Group makes up the **Sparkling Wine, Wine and Spirits** Division of the Oetker Group. In the 2016 financial year, the Henkell & Co. Group achieved sales revenue of EUR 502 million (EUR 691 million including excise taxes). It is represented with its own companies in 20 countries, and exports to more than 100 nations worldwide.

The Hamburg Süd Group is represented by more than 250 offices worldwide, more than 100 of those its own. With 120 container ships, 48 of which are owned by the group, it is seventh among the world's largest container shipping lines, and is one of the leading providers along the north-south trading routes. Its core business is container shipping; however, its range of



services goes far beyond just sea transport from port to port. Within the Oetker Group, it forms the **Shipping** Division and in the 2016 financial year, it achieved as an international transport logistics organization with 6,300 employees sales revenue of EUR 5,624 million. It is also active in bulk shipping and product tanker shipping.

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 2016 financial year, the 2,503 employees in this division achieved sales revenue of EUR 606 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 669 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 of EUR 2,885 million are higher than last year (2015: EUR 2,658 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 digitalized 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 stockholders, 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

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Key Indicators Oetker-Group 2016

	2014	in %	2015	in %	2016	in %	Change 2015/2016 in %
NETTOUMSATZ NACH GESCHÄFTS- BEREICHEN¹ (IN MIO. EUR)	10,646	100.0	11,949	100.0	11,704	100.0	-2.1
- Food	2,621	24.6	2,990	25.0	3,071	26.2	2.7 %
- Beer and Nonalcoholic Beverages	1,840	17.3	1,878	15.7	1,901	16.2	1.2 %
- Sparkling Wine, Wine and Spirits	498	4.7	501	4.2	502	4.3	0.2 %
- Shipping	5,186	48.7	6,057	50.7	5,624	48.1	-7.2 %
- Other Interests	500	4.7	524	4.4	606	5.2	15.8 %
NET SALES BY REGION¹ (IN EUR MILLION)	10,646	100.0	11,949	100.0	11,704	100.0	-2.1
Germany	3,512	33.0	3,733	31.2	3,894	33.3	4.3
Rest of the EU	2,523	23.7	2,764	23.1	2,663	22.8	-3.6
Rest of Europe	555	5.2	577	4.8	580	5.0	0.4
Rest of the world	4,057	38.1	4,875	40.8	4,567	39.0	-6.3
INVESTMENTS (IN EUR MILLION) (without first-time consolidations)	667	100.0	740	100.0	405	100.0	-45.3 %
- Food	132	19.7	153	20.7	182	45.1	19.1 %
- Beer and Nonalcoholic Beverages	121	18.2	97	13.0	84	20.8	-12.9 %
- Sparkling Wine, Wine and Spirits	16	2.3	15	2.1	14	3.4	-11.6 %
- Shipping	348	52.2	437	59.0	77	18.9	-82.5 %
- Other Interests	50	7.5	38	5.2	48	11.9	25.2 %
EMPLOYEES (BY HEADCOUNT)	28,354	100.0	30,787	100.0	32,078	100.0	4.2 %
- Food	12,790	45.1	14,487	47.0	15,368	47.9	6.1 %
- Beer and Nonalcoholic Beverages	5,757	20.3	5,894	19.1	5,986	18.7	1.5 %
- Sparkling Wine, Wine and Spirits	2,007	7.1	1,972	6.4	1,922	6.0	-2.5 %
- Shipping	5,360	18.9	5,960	19.4	6,300	19.6	5.7 %
- Other Interests	2,440	8.6	2,482	8.1	2,503	7.8	0.8 %

¹ The initial application of the German Accounting Directive Implementation Act (BilRUG) on January 1, 2016, resulted in the deduction of other directly sales-related taxes from sales revenue. For improved comparability, last year's figures were adjusted accordingly for the excise taxes.

All percentages relate to the exact sums, not the rounded totals.