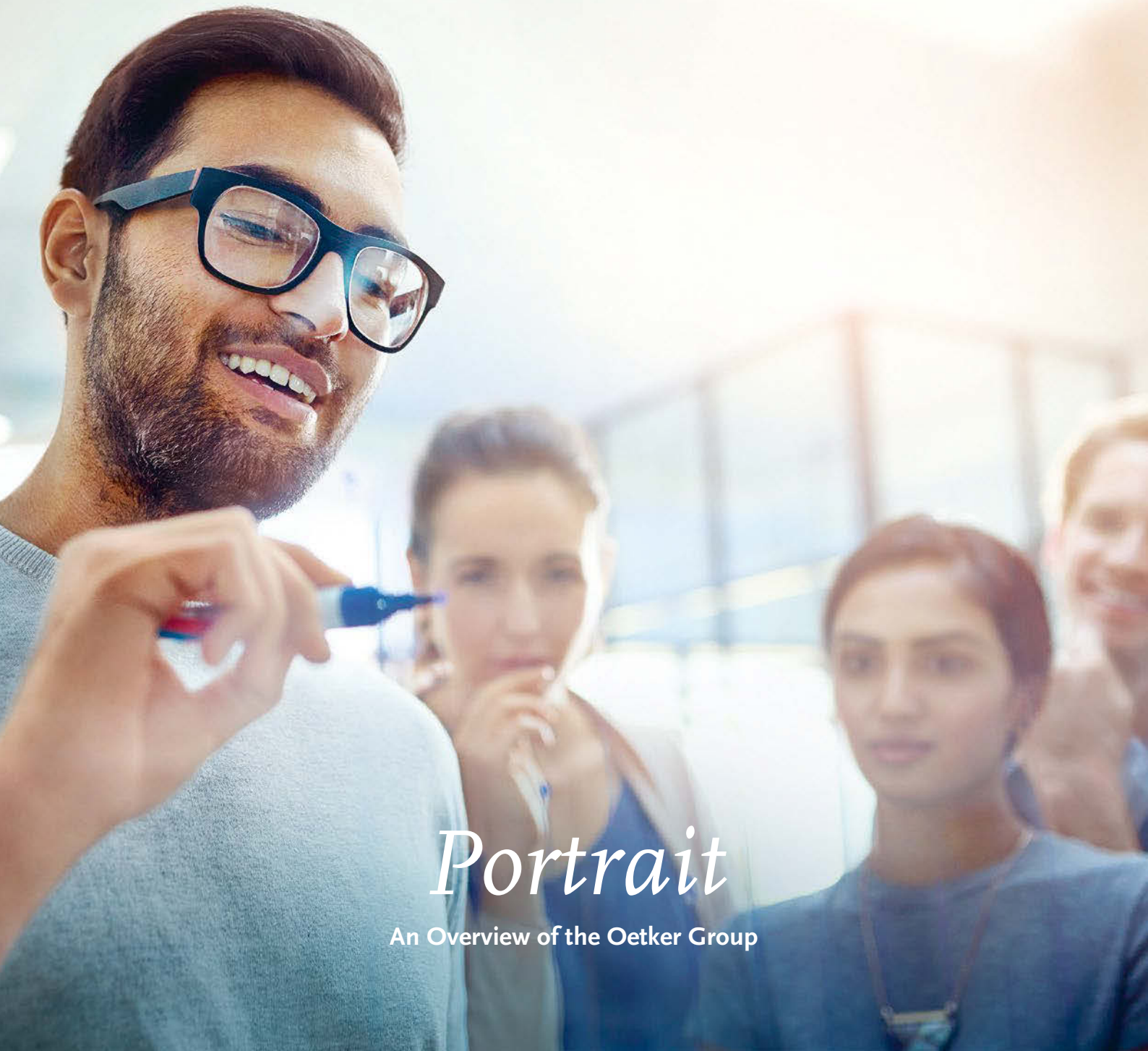


DR. AUGUST OETKER KG



Portrait

An Overview of the Oetker Group

Key Indicators

	2015		2016		2017		% ²
	in %		in %		in %		
NET SALES BY DIVISION¹ (IN EUR MILLION)	11,949	100.0	11,704	100.0	11,601	100.0	-0.9
Food	2,990	25.0	3,071	26.2	3,135	27.0	2.1
Beer and Nonalcoholic Beverages	1,878	15.7	1,901	16.2	1,908	16.4	0.4
Sparkling Wine, Wine and Spirits	501	4.2	502	4.3	523	4.5	4.2
Shipping	6,057	50.7	5,624	48.1	5,398	46.5	-4.0
Other Interests	524	4.4	606	5.2	637	5.5	5.0
NET SALES BY REGION¹ (IN EUR MILLION)	11,949	100.0	11,704	100.0	11,601	100.0	-0.9
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
INVESTMENTS¹ (IN EUR MILLION) (without first-time consolidations)	740	100.0	405	100.0	558	100.0	37.8
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
EMPLOYEES¹ (BY HEADCOUNT)	30,787	100.0	32,078	100.0	32,204	100.0	0.4
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

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

² Percentage change 2016/2017.

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 26,330 employees and yearly sales revenue of almost EUR 6.2 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 now has a history spanning more than 125 years.

26,330
employees

327
consolidated companies

6.2
*billion euros
annual revenue*

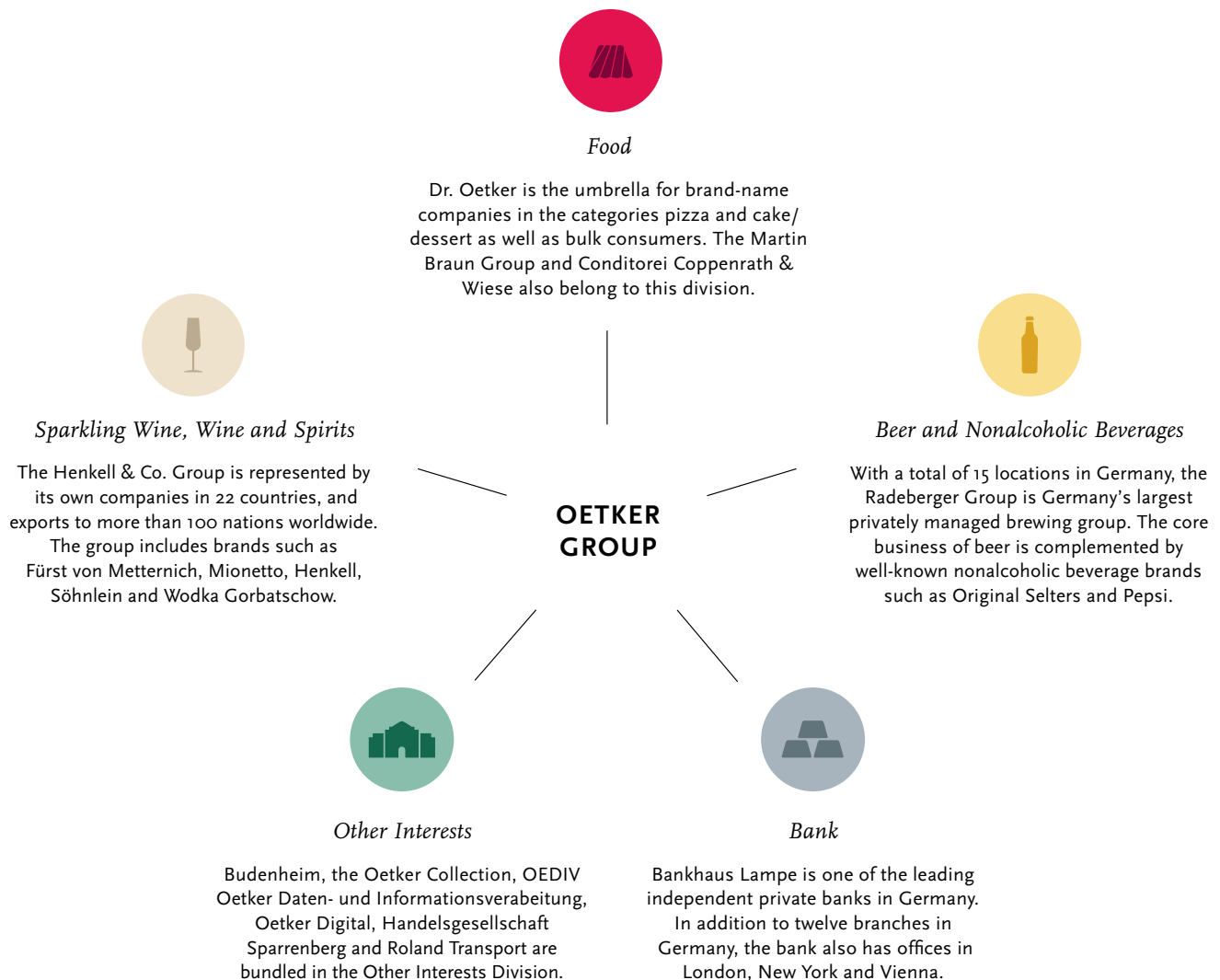
Over **125**
years of corporate history

Bielefeld
Head office

Note: The sale of the Shipping Division took effect on November 30, 2017. The numbers shown above no longer take this division into account.

Business Divisions

Under the Oetker Group umbrella, Dr. August Oetker KG has united more than 300 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.

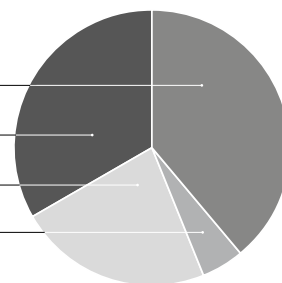
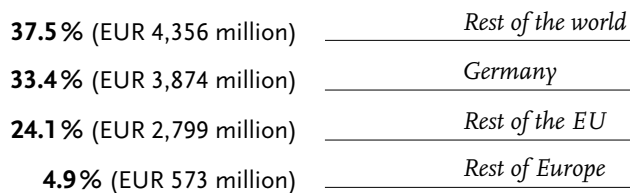


Note: The sale of the Shipping Division took effect on November 30, 2017. From that point on, the Oetker Group has been divided into five divisions.

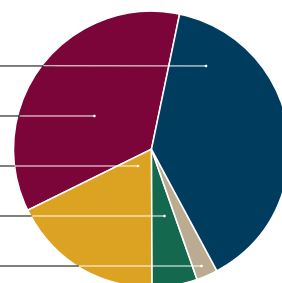
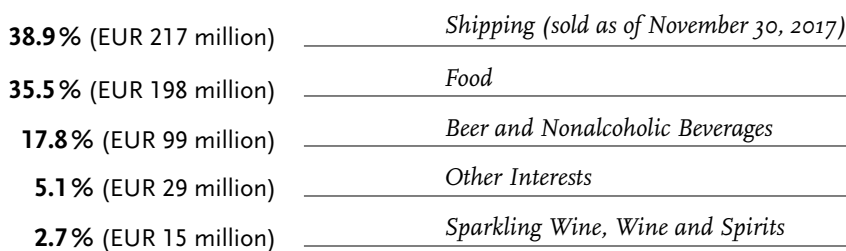
Financial Year 2017



Distribution of sales revenue by region



Distribution of investments by division



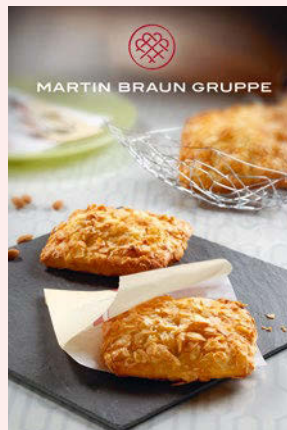
The key figures for the 2017 financial year include Shipping until November 30, 2017, the date of the sale.



Food

People on every continent trust the delicious products of the Oetker Group. Besides Dr. Oetker, the Food Division includes the Martin Braun Group and Conditorei Coppenrath & Wiese. In the 2017 financial year, 15,733 employees achieved sales revenue of EUR 3,135 million.

➤ oetker.com | oetker.de | oetker-professional.de | martinbraungruppe.de | coppenrath-wiese.de



Dr. Oetker

In the year 1891, Dr. August Oetker took over a pharmacy in Bielefeld. There he sold health cocoa, tinctures and baking powder. Today, the Dr. Oetker family business has more than 11,600 employees worldwide producing more than 4,000 products – still including baking powder and many other baking products, but also baking mixes, decorations, desserts and sweet meals, chilled desserts, preservation products, ready-made cakes, muesli, frozen pizzas and snacks, refinement products, a wide range of products for bulk consumers and much more.

Martin Braun Group

The Martin Braun Group brings together all companies in the field of “bulk consumer baking”. A full range of convenience food 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 1,600 people and is represented at 14 locations worldwide

with the companies Agrano, Capfruit, Cresco, C. Siebrecht, Delite, 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. In addition, the Belgium premium frozen baked goods producer Diversi Foods, which has over 1,000 employees and ten locations, joined the Martin Braun Group in early 2018.

Conditorei Coppenrath & Wiese

Sweet temptations are the main business of Conditorei Coppenrath & Wiese, which employs around 2,500 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, strudels, mini confectionery and desserts, the company's product line also includes frozen rolls and baguettes.



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 2017 financial year, the 6,066 employees in this division achieved sales revenue of EUR 1,908 million.

➤ radeberger-gruppe.de



Beers

Pilsner and wheat beer brands that are known throughout Germany can be found under the umbrella of the Radeberger Group: the unique Radeberger Pilsner, the sparkling Schöfferhofer Weizen or the dry Frisian beer Jever Pilsener. The Radeberger Group can service the current trend towards regional products like no other company in the German beer market: Allgäuer Büble Bier, Berliner Kindl and Berliner Pilsner, Brinkhoff's No. 1, Dortmunder Kronen, Sion Kölsch, Ur-Krostitzer, Freiburger, Stuttgarter Hofbräu and Tucher, to name just a few of the many premium regional brands on offer. Furthermore, many brands of the Radeberger Group in different varieties are also represented in the market for nonalcoholic beers. Well-known interna-

tional premium brands such as Guinness, Kilkenney, Sol and Estrella Damm add to the comprehensive range of beers. However, the products of the Radeberger Group are not only sold in Germany. They also enjoy a continuously growing international popularity.

Nonalcoholic beverages

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



Sparkling Wine, Wine and Spirits

With 1,934 employees, the Henkell & Co. Group makes up the Sparkling Wine, Wine and Spirits Division of the Oetker Group. Henkell is Germany's most exported brand of sparkling wine. In addition, the group is represented with its own companies in 22 countries and exports to more than 100 countries worldwide. In the 2017 financial year, the Henkell & Co. Group achieved sales revenue of EUR 523 million.

➤ henkell-gruppe.de



Sparkling wine

The Henkell & Co. Group offers all popular types of sparkling wine from its own production. Apart from well-known German sparkling wine brands such as Henkell, Fürst von Metternich and Söhnlein Brillant, the portfolio includes proprietary champagnes and crémants under the brands Alfred Gratien and Gratien & Meyer from France, Mionetto prosecco from Italy and cava from the small cava manufactory Cavas Hill in Spain. Also part of the portfolio are long-established sparkling wine brands from Hungary, the Czech Republic, Romania, Slovakia and Ukraine. Henkell & Co. is the market leader for premium sparkling wine in Germany, and for sparkling wine in Austria, Hungary, Estonia, the Czech Republic, Slovakia and Canada. The Mionetto brand is the leading prosecco in the world.

Wine

Besides sparkling wine, renowned national and international wines complete the group's product line. The German winery Fürst von Metternich-Winneburg'sche Domäne Schloss Johannisberg stands for exquisite, world-famous Riesling wines. With wineries in the Czech Republic, Slovakia and Hungary, Henkell & Co. is one of the leading providers of quality wines in Central Europe, and with the wine brand i heart WINES it has one of the fastest-growing wine brands in England.

Spirits

The Henkell & Co. Group offers a wide range of spirits, including almost all relevant types from vodka, "Korn" schnapps, gin, brandy and cream and bitter liqueurs, to aperitifs. In the spirits sector, Henkell & Co. is the market leader for vodka in Germany, gin in Poland and brandy in Slovakia.



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 areas of procurement and logistics. In the 2017 financial year, the 2,597 employees in this division achieved sales revenue of EUR 637 million.

➤ budenheim.com | oetkercollection.com | oediv.de | oetkerdigital.com | roland-transport.de



Budenheim

The chemical specialist Budenheim has its origins in the eponymous municipality in Rheinhessen. On the world markets it has developed into a leading international supplier of customized and high-quality specialty chemicals. Over 1,000 employees produce more than 1,000 products for around 3,000 customers in more than 100 countries. The chemical specialist focuses on the pharmaceutical and medical fields and is breaking new ground in the fields of nutrition and health. It also offers solutions for more sustainability and the protection of natural resources.

Oetker Collection

Singular elegance and distinctive hospitality – that is what the Masterpiece Hotels of the Oetker Collection represent. Four of these masterpieces – the Brenners Park-Hotel & Spa, the Hotel Le Bristol, the Château Saint-Martin & Spa and the Hotel du Cap-Eden-Roc – are owned by the group. Six 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 large number of IT systems for external companies. The main focus includes applications by SAP and Microsoft, as well as corresponding solutions for visualizing integrated process

chains. In the course of development of the SAP and Microsoft product range towards cloud-based solutions, OEDIV is also continuously expanding its expertise and service portfolio to include these operating models.

Oetker Digital

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 expertise, services, tools – Handelsgesellschaft Sparrenberg supports the Oetker Group as well as selected external companies in strategic procurement, with information and consulting services for procurement market research, material group analysis, performance/calculation and tender management.

Roland Transport

Roland Transport is a service-oriented partner for logistics services. Besides freight and other logistics services, Roland offers support for tenders, transport planning and other 4PL activities (4PL = fourth-party logistics).



Bank

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, it makes up the Bank Division. In addition to Bankhaus Lampe, with twelve branches in Germany and other locations in London, New York and Vienna, this division includes several subsidiaries and shareholdings.

➤ bankhaus-lampe.de



Bankhaus Lampe

In 1852, Hermann Lampe founded the bank in Minden, East Westphalia. Today, the 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 range of services includes intelligent wealth and asset management as well as corporate finance services for high net worth individuals, companies and institutional clients.

As a bank by entrepreneurs for entrepreneurs, the long-established company represents continuity in the market, thus providing ideal conditions for long-term and trusting business relationships.

"Achieving the extraordinary" is the motto to which the bank and its employees have always been committed. The four values of responsibility, excellence, partnership and innovation characterize the work of Bankhaus Lampe. A future-proof business model, independence and an innate understanding of the mid-sized sector ensure a clear distinction from the competition.

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.



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.

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



In addition to the above-mentioned contact and entry opportunities as well as direct entry, many of the group companies also offer school and student internships as well as training courses or dual study programs. Further information is available at ➔ 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**.



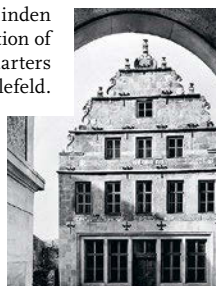
1936

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



1949

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



1923

Investment in **Chemische Fabrik Budenheim**.



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.



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.



1995

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

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.



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**.



2008

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



2015

Acquisition of **Conditorei Coppenrath & 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.



Publishing Information

Published by

Dr. August Oetker KG
Lutterstraße 14
33617 Bielefeld
Germany
Telephone: +49-521-1550
Fax: +49-521-1552-995
Email: presse@oetker.de
Website: www.oetker-gruppe.de

Edited by

Public relations department

Design and production

3st kommunikation, Mainz

Photos

Dr. August Oetker KG and
group companies
Cover: Getty Images

Printed by

Hans Gieselmann Druck und
Medienhaus GmbH & Co. KG, Bielefeld





Published by
Dr. August Oetker KG
Public relations department
Lutterstraße 14
33617 Bielefeld
Germany
www.oetker-group.com