Press Release

Despite the pandemic: Oetker Group only recorded a slight decline in sales

Diversification ensures stable annual results

<Bielefeld, June 15, 2021> Despite some significant losses in sales in individual business areas, the Oetker Group ended the 2020 financial year in good fashion and in line with its expectations, which were adjusted due to the corona pandemic. The Food, Beer and Nonalcoholic Beverages, Sparkling Wine, Wine and Spirits and Other Interests divisions achieved consolidated net sales of EUR 7,330 million.

"Despite all the adversities that the 2020 financial year brought, the Oetker Group managed to maintain business operations and even grow in individual areas. We were able to absorb the losses associated with the Corona pandemic within the group," says Dr Albert Christmann, General Partner of Dr. August Oetker KG, commenting on the figures published today. Due to the measures taken to contain the pandemic, the group's hotels and the Beer and Nonalcoholic Beverages division suffered particularly. In contrast, the Food division and Oetker Digital/New Business Models in particular were able to close the 2020 financial year on a positive note.

It is difficult to make a forecast for the current financial year: "Much will certainly depend on the success of vaccination in all countries of the world. Because if there is one thing we have learned, it is that we must find global solutions together. Neither the virus nor the global economy are impressed by national go-it-alone mentalities", says Christmann.

THE 2020 FINANCIAL YEAR IN DETAIL:

Oetker Group Sales

In the 2020 financial year, the companies of the Oetker Group generated sales of EUR 7,330 million, which almost reached the previous year's figure of EUR 7,406 million. In view of the difficult global framework conditions, the Group therefore still closed the 2020 financial year in good order and in line with its expectations. Changes in the scope of consolidation resulted in an increase in turnover of EUR 55 million. This is largely due to the year-round consideration of the companies acquired in the previous year at Dr. Oetker as well as further company acquisitions in 2020, such as the acquisition of the Pachmayr Group in the Beer and Nonalcoholic Beverages division. The development of exchange rates had a negative impact of EUR 127 million in total, mainly as a result of the devaluation of the Brazilian real, the Mexican peso as well as the US dollar and the Turkish lira against the euro. The strong organic sales growth in the Food division was thus compensated for by the operational sales losses which the hotels of the Oetker Collection and the other consumer goods-oriented business areas in particular had to deal with.

The Group's sales in **Germany** fell by 1.3 to EUR 3,381 million. The share of sales generated **outside Germany** remained virtually unchanged at 53.9 of total sales. Compared to 2019, the Rest of Europe region showed an increase of 3.3 percent, mainly supported by growth in food products in Switzerland and Turkey. By contrast, the other foreign regions recorded slight declines overall at Group level.

Investments

The investment volume (excluding first-time consolidations) of EUR 343 million in the Oetker Group was slightly below the level of the previous year (EUR 358 million). At 66.4 percent (previous year: 65.6 percent), the investment share of companies in Germany remained very high. Most of the investment was in the Food Division. Expenditures there were 8.4 percent higher than in the previous year and were mostly in the areas of production and logistics.

Employees

The Oetker Group's headcount rose by 8.1 percent to 36,831 employees in the reporting year (previous year: 34,060). In 2020, 20,830 employees worked for the Group inside Germany and 16,001 outside Germany. The Food Division accounted for slightly less than half of the total increase of 2,770 employees, with an average increase of 6.9 percent compared to the previous year. This increase also resulted from acquisition-related changes at Dr. Oetker from the 2019 financial year, which were taken into account for the whole of 2020 for the first time.

While the number of employees within Sparkling Wine and Beer declined slightly, the Other Interests Division recorded a significant increase of 33.2 to 6,214 employees, which was largely the result of staff increases in the new digital business models, especially at Durstexpress.

Sales revenues of the individual divisions

<u>Growth in the Food division</u>

The **Food** Division is comprised of the companies in the **Dr. Oetker Group** including **Conditorei Coppenrath & Wiese** and **Martin Braun**. During financial year 2020 it generated total sales of EUR 4,137 million and thus grew by 6.5 percent in the reporting year. Adjusted for the effects of changes in the scope of consolidation and exchange rates, sales growth was 8.1%. Investments amounted to EUR 191 million (previous year: EUR 176 million). The division saw a 6.9 percent increase in the number of employees to 20,040 employees, mainly due to the year-round inclusion of the companies acquired in 2019. Without changes in the scope of consolidation, the number of employees rose by 3.7 percent.

In terms of acquisitions, the focus in 2020 was primarily on the continued integration of the companies acquired in previous years. In addition, smaller companies were acquired that complemented organic growth: As of July 30, 2020, the shares in InterNestor GmbH, an online provider of home-baked individualized gateaux, were increased from 49 to 100 percent. With economic effect from December 31, 2020, Dr. Oetker acquired NewCakes B.V., the European market leader in multi-brand Specialty Store Cakes in the Netherlands.

After a solid start to the year in January 2020 across all product ranges and countries, the corona pandemic had a major impact on business in all areas from February onwards. On the one hand, all activities related to out-of-home consumption have collapsed. On the other hand, the Group's Food division was simultaneously confronted with strong and unexpected demand across many retail ranges in the first half of the year. The expenses and hygiene measures necessary to ensure supply capability resulted in a high cost burden.

In the Cakes and Desserts category, Dr. Oetker achieved significant net sales growth compared with the previous year, benefiting in particular from business with baking ingredients. Baking mixes, chilled desserts, ready-to-use dry products and frozen cakes also recorded double-digit percentage growth over the course of the year as a whole. The Pizza category participated in the increased consumption of pizza products for home consumption. Due to the growth rates, La Mia Grande, which was launched in the previous year, and the frozen snacks Intermezzo, which was also launched in 2019, as well as the already established Chicago Town Range, deserve a special mention. Developments in the Professional Division went against this positive trend. Following a sharp drop in business in the first months of the pandemic due to the well-documented lockdown measures and the considerable restrictions imposed by hygiene precautions, slight improvements were achieved in the second half of the year, although these were not sufficient to match the previous year's level.

A regional analysis also essentially reflects the effects of the corona pandemic: The retail product ranges increased, while Out-of-Home consumption and the Professional markets slumped. The Germany and Western Europe regions benefited from solid sales in the retail ranges with weak professional sales. This pleasing development was strongly driven by the two strategic categories of Pizza and Cakes and Desserts, with the powder-based ranges in particular contributing to the increase in sales.

Dr. Oetker also recorded strong year-on-year growth after adjusting for currency effects in the Eastern Europe region. However, this organic increase in sales was weakened by negative effects from the massive devaluation of Eastern European currencies in some cases.

In the Americas region, the impact of the pandemic was felt more strongly than in Europe. Sales in euros were slightly higher than in the previous year, but after adjusting for foreign exchange were significantly higher than in 2019. The national company in Canada achieved double-digit growth rates in local currency, primarily due to its successful pizza range. Dr. Oetker Brazil also showed very good development in the cake and dessert segment in 2020. By contrast, the Mavalério and Wilton companies were strongly negatively affected: The lockdown and the resulting closure of the important Craft Stores in the USA and the Party Stores in Brazil led to a drop in sales.

Business performance in Africa, Asia and Australia was largely driven by growth in the Cake and Dessert category. The strong performance of the national companies in Egypt, Tunisia, Morocco, Australia and India is worthy of particular mention.

Conditorei Coppenrath & Wiese was able to increase its sales revenue by 5.7 percent in 2020. The increase in sales resulted primarily from the pleasing performance of the branded business in Germany, mainly as a result of the strong performance of the strategic segments of sheet cakes and rolls and small cakes, rolls and strudels. The cake business weakened due to the corona-related contact restrictions and the associated lack of occasions for consumption. In business with Great Britain, burdens from the continued unfavorable exchange rate of the British pound to the euro were partially offset by positive deviations in raw material costs and an active product range policy.

With a total of EUR 156 million, the investments of all companies of Dr. Oetker and Conditorei Coppenrath & Wiese in 2020 were above the previous year's level (EUR 149 million). The companies have thus laid the foundations for additional growth in the coming years and ensure state-of-the-art technology and high-quality processes throughout the supply chain. In this context, for example, major investments were made in new production lines or warehouse expansions at the Dr. Oetker production locations in Germany, Poland, South Africa and Brazil. In order to continue expanding capacity, Conditorei Coppenrath & Wiese also made investments in further production lines for rolls and cheesecake and in new production technology for cakes in the past financial year.

In the 2020 financial year, the **Martin Braun-Gruppe** was unable to continue the growth process that had been taking place over many years and had to report a significant decline in sales of 13.1. In addition, negative currency effects, especially the devaluation of the Turkish lira, had a negative impact on the development of sales. Adjusted for currency effects, the organic change in sales was minus 11.4 percent. In the first three months of the corona crisis in 2020, bakeries and food service were severely affected worldwide and many customers in numerous countries had closed completely. The second corona wave in autumn brought with it numerous additional local and national lockdowns in the target markets. With the aid of a comprehensive package of measures, the Group responded to the difficult market conditions and was thus able to mitigate part of the decline in sales.

The Beer and Nonalcoholic Beverages division posted pandemic related losses

As Germany's leading brewery group, the Radeberger Group was unable to escape the sales trend of the German beer market as a whole, with the result that sales fell by 9.3 percent to EUR 1,625 million – due to the Corona-related sharp decline in sales at its gastronomy-oriented beverage wholesalers.

After eliminating currency and consolidation effects, the decline in sales was 9.8 percent or EUR 177 million.

The development within the individual company divisions was different. For the brewery business, in addition to the massive losses in draft beer, there was a significant increase in sales in the retail business due to increased home consumption. However, this volume growth in the reusable range could not compensate for the drastic slump in sales of catering containers, so that the total volume declined compared to the previous year. The shift from out-of-home to home consumption also had a clearly negative structural effect, as the volume shrank, especially for high-margin articles / containers. Overall, the Group's domestic beer sales decreased by 4.5% compared to the previous year. In view of the idle catering business, the business of catering-oriented beverage wholesalers also came to a complete standstill at times, both during the hard closings in spring and during the lockdowns from November 2020, which resulted in a renewed closure of the catering trade. The situation was different in the area of beverage outlets: With clearly double-digit growth rates, Getränke Hoffmann developed better than the already very dynamic market.

In line with the general market development, the Radeberger Group's portfolio also declined overall in the year under review, in particular brands with a strong presence in the catering trade were hit hard by the effects of the corona pandemic. The brands Radeberger Pilsner, Jever and Schöfferhofer recorded an overall moderate decline in sales compared to the previous year. After a stable previous year in 2020, sales of the main draft beer brand

Radeberger Pilsner could not be maintained and fell by 5.5 percent. Sales of the Frisian brand Jever, on the other hand, developed positively, in particular due to the strong growth of the alcohol-free version Jever Fun.

In the case of national specialties, the Clausthaler and Guinness volume brands experienced a significant decline in sales. In contrast, the Altenmünster and Berliner Weisse brands were able to hold their own in the difficult market environment and kept the previous year's level.

In the regional premium brands segment, there are individual brands which successfully defied the general negative trend and performed stably to positively compared to the previous year. The segment's biggest brand, Ur-Krostitzer, stayed on track for success in 2020, recording a moderate year-on-year increase in sales volumes. The second strongest brand in the segment, Freiberger, was also able to hold its own in the difficult market environment with a stable sales volume compared to the previous year. In addition, the Kloster Scheyern segment brand achieved growth, while Allgäuer Büble could not quite match the previous year's good level.

The strongly catering-oriented nonalcoholic beverages segment was hit hard by the corona pandemic and had to cope with a sharp drop in sales.

In 2020, the number of employees was 7,083, roughly the same as in the previous year (7,094). Adjusted for additions and disposals in the scope of consolidation, the number of employees decreased by 2.9 in 2020. The Radeberger Group's investments totaled EUR 82 million and were thus 11.5 percent below the previous year's figure, mainly due to lower investments in the areas of technology, administration and sales.

Sparkling Wine, Wine and Spirits Division: Decline in sales due to the catering closures

In the 2020 financial year, **Henkell Freixenet** achieved sales of EUR 970 million (previous year: EUR 1,053 million). This corresponds to a decrease of 7.9 percent, which is largely due to the effects of the corona crisis and exchange rate effects. Adjusted for the effects of the scope of consolidation and exchange rates, sales fell by 6.5 percent. Henkell Freixenet's investments in 2020 amounted to EUR 18 million compared to EUR 36 million in the previous year. The focus here was on the development of the site in Mionetto, Italy.

The average number of employees decreased by 62 employees to 3,494 employees in 2020, among other things due to restructuring measures in Spain and the sale of wineries in Australia.

Sales in the DACH region (Germany, Austria and Switzerland) were EUR 302 million, 1.1 percent above the previous year's figure. The development of Germany’s leading premium sparkling wine Fürst von Metternich and Wodka Gorbatschow was very pleasing. The Freixenet Mederaño and Mia wines also performed very well. In Austria, Henkell Trocken, Austria’s sales revenue market leader, and Kupferberg Gold, Austria’s sales market leader, grew. In Switzerland, the sparkling wine brand Freixenet, which has been leading for decades, was able to achieve a sales record.

In 2020, sales in the Western Europe region totaled EUR 323 million (previous year: EUR 359 million). Sales development in this region was particularly affected by multiple lockdowns. The high proportion of catering related business in Spain, Italy and France led to disproportionate declines, resulting in a double-digit drop in sales.

The Eastern Europe region is characterized by the strong national companies Bohemia in the Czech Republic, Törley in Hungary and Hubert in Slovakia, each of which has a market share of more than 60 percent of the national sparkling wine market. Added to this are Henkell Freixenet Polska – the group's second spirits competence center alongside Germany – as well as Romania and the Ukraine. Sales in the region fell by 5.3 percent to EUR 165 million.

The American continent is an increasingly important growth region, which was nevertheless severely affected by the effects of the corona pandemic in 2020. Net sales in the Americas region fell to EUR 133 million (previous year: EUR 167 million). In the USA, Mionetto's sales in the catering business fell against positive sales for the Freixenet and Segura Viudas cava brands.

The Asia / Pacific region comprises the activities of the Henkell-Freixenet companies in Japan, Australia and China as well as all other export activities in the Asia-Pacific and Africa region. Overall, the region achieved sales of EUR 42 million (after EUR 50 million in the previous year).

In the RoW/Global region, the group combines business with importers and distributors in countries where it does not have its own sales company. The duty-free business, which effectively ceased to exist in times of corona, is also part of the Global region. However, sales in this region could be expanded to EUR 5 million.

The international core brands showed a mixed performance. The sales of the most important brand Freixenet were above the previous year's level. Corona-related declines in Cordon Negro and Carta Nevada were offset by positive developments in Freixenet Prosecco and Italian Rosé and in the wine range with the newly launched Freixenet Italian Range as well as Freixenet Mederaño and Mia. In addition, there were positive effects from the relaunch of the Spanish Freixenet Wine Collection in frosted bottles.

Mionetto Prosecco, with its focus markets Italy, USA, Germany, UK, France, Canada and Eastern Europe, showed a single-digit decline.

Overall, Henkell was below the level of the previous year. In Austria, the brand was able to set tones as the sales market leader as well as on the Canadian and Australian markets.

i heart WINES achieved significant double-digit growth to more than 30 million 1/1 bottles. The growth is mainly attributable to the home market of the United Kingdom, as well as to business in the Benelux countries and in exports.

Mangaroca Batida de Côco was able to continue the growth dynamic in 2020. The original Mangaroca Batida de Côco was complemented with the clear variant Mangaroca Batida Pura Côco and Mangaroca Batida Pineapple in the ready-to-drink can.

Slump in sales of the Oetker Collection leads to losses in the Other Interests division

The Other Interests division brings together companies from the Oetker Group, which operate in different industries. These include the chemical specialist **Budenheim**, the hotels of the **Oetker Collection** and other companies such as **OEDIV Oetker Daten- und Informationsverarbeitung**, **Handelsgesellschaft Sparrenberg** and **Roland Transport**. In addition, the segment **Oetker Digital/new business models** was expanded. With regard to the different markets, the companies have developed differently. Overall, the Other Interests division recorded a drop in sales of 11.7 percent to EUR 598 million. The main reason for this was the significant drop in sales of the Oetker Collection. In contrast, the digital sector, with its companies such as the e-commerce wine retailer Belvini or the online beverage delivery services, continued on its growth path. The latter will be further strengthened by the merger of Flaschenpost and Durstexpress in December 2020 After adjusting for exchange rate and consolidation effects, sales in 2020 fell by 10.5 percent to EUR 598 million. Expenditure on investments amounted to EUR 52 million for the reporting year compared to EUR 54 million in the previous year. While higher investments were made at Budenheim, the hotels have significantly reduced their investments. The number of employees grew from 4,667 to 6,214. This corresponds to an increase of 33.2 percent, which is largely attributable to Oetker Digital/new business Models. Excluding changes in the scope of consolidation, the headcount increased by 31.5 percent, in particular due to the staff increases at Durstexpress.

Budenheim continued to face highly competitive market conditions in 2020, which were further exacerbated by the global COVID 19 pandemic. As a result, sales fell by 6.4 percent year-on-year to EUR 304 million. Adjusted for the effects of the scope of consolidation and exchange rates, sales fell by 3.3 percent. Food Ingredients is the business unit with the highest sales within Budenheim. Here, sales in the Nutrition and Baking clusters increased moderately year-on-year, supported by higher demand for bakery and health products in supermarkets. Nevertheless, this growth could not compensate for a decline in sales in the Savory Solutions cluster, which was hit hard by the global pandemic. Almost a third of business in this cluster is associated with the food service market (hotels, restaurants and catering), where demand declined dramatically.

The Performance Materials business unit is continuing its transformation toward increased exchange with direct customers and has adapted the structures and activities of the global sales team for this purpose. In the course of this, the sales team in the Asia-Pacific region was also strengthened to support the high regional growth. This benefits the Pharmaceutical and Medical Products cluster in particular, whose position in China and other emerging Asian markets has been significantly expanded. Driven by stronger demand and the successful launch of products with active ingredient approval, sales in the Pharmaceuticals business increased significantly. In contrast, the Metal Treatment cluster suffered a significant decline as a result of the low oil price and the associated collapse in steel pipe production.

The Material Ingredients business unit was also significantly affected by the corona pandemic. The business unit's technical applications were affected, particularly the Polymers cluster. Overall, 2020 was marked by significant declines in the trend industries in the field of electrical and electronic plastic applications, which could not be offset by projects in the field of more stable construction applications. The size of the polymer additives market continues to offer a wide range of growth options, which Budenheim is taking advantage of, among other things, through the merger with masterbatch manufacturer QolorTech. This merger is driving the transformation of the company into a provider of complete solutions.

The hotels of the **Oetker Collection** were unable to escape the disastrous market environment and the effects of the COVID 19 crisis. The consolidated sales of the hotel group were EUR 118 million or 69.4 percent below the previous year’s figure of EUR 170 million. Le Bristol Paris, which had to close for five months due to the local corona regulations, had to cope with the biggest drop in sales. The Brenners Park-Hotel was able to reopen in June 2020 after only three months of closure and showed promising occupancy figures during the summer. Nevertheless, the occupancy rate was well below the level of the previous year, which means that overall high sales losses were also recorded here. The Hôtel du Cap-Eden-Roc had a very short summer season. A decent business performance in July and August, considering the circumstances, helped to reduce the impact on sales and earnings, at least in part. The Château St. Martin & Spa remained closed for the entire 2020 season and consequently did not generate any sales. However, this step helped to limit operating losses.

In the 2020 financial year, **OEDIV Oetker Daten- und Informationsverarbeitung**'s sales significantly exceeded the level of the previous year, which had already been positively impacted by high one-off sales. OEDIV benefited from increased demand from existing customers for additional, previously unused services from its portfolio of services as well as growth-related extensions to existing infrastructures. Since the beginning of the corona pandemic, the focus has been on services such as Collaboration, Microsoft 365, SAP HANA projects and hybrid IT services. Great efforts to place these services successfully compensated for a "corona gap".

OEDIV was also able to grow as a result of acquisitions. For the first time, the consolidated figures include the sales of iSM SecuSys AG in Rostock, which was acquired on February 1, 2020 and which was renamed OEDIV SecuSys GmbH in April 2020.

<u>Bank Division</u>

Bankhaus Lampe KG and its subsidiaries form the Bank Division and are regarded as being among the leading independent and general partner-managed private banks in Germany. Additional locations are in London, New York and Vienna. The bank's business activities are focused on consultation and support for its three target customer groups: high net worth individuals, companies and institutional clients. It is included in the consolidated financial statements at equity. Additional information is available in the bank's separate annual report and associated press release.

On March 5, 2020, the shareholders of Bankhaus Lampe KG signed an agreement to sell all of the shares to Hauck & Aufhäuser Privatbankiers AG, Frankfurt. The merger of the two traditional companies will take place once all permits from the supervisory authorities have been obtained.

Key Financials of the Oetker-Group

Total assets increased by EUR 297 million compared to Tuesday, December 31, 2019, to EUR 10,307 million. As of December 31, 2020, the balance sheet structure showed a significant increase in fixed assets (+16.9 percent), while the other items on the assets side fell by 6.2 percent.

Intangible assets increased by EUR 621 million to EUR 1,579 million compared to the previous year. The additions in 2020 totaled EUR 893 million (previous year: EUR 316 million) and, at EUR 874 million, are largely due to the first-time consolidations of the year. Of this, EUR 638 million was accounted for by goodwill, which is mainly accounted for in the Digital/New Business Models division and in the Beer division. In addition, brand rights to the value of EUR 234 million were acquired, primarily as a result of the purchase price allocation for the acquisition of flaschenpost. Property, plant and equipment fell by EUR 28 million to EUR 2,309 million. Additions of 348 million euros (previous year: EUR 403 million), of which EUR 24 million were acquisition-related, included depreciation of EUR 279 million (previous year: EUR 274 million). Most of the investments related to assets under construction and advance payments made for the Food division. Total additions to property, plant and equipment and intangible assets amounted to EUR 1,241 million (previous year: EUR 719 million). EUR 898 million of this can be attributed to acquisitions (previous year: EUR 361 million). Current investments amounted to EUR 343 million, down EUR 15 million on the previous year From a regional perspective, the focus was again on investments in domestic companies; the share of foreign companies in current investments was 33.6 percent (previous year: 34.4 percent). Amortization of intangible assets and property, plant and equipment totaled EUR 504 million (previous year: EUR 547 million).

The fixed capital of Dr. August Oetker KG remained unchanged at EUR 450 million. The group’s reserves increased by EUR 249 million, to EUR 3,887 million on the balance sheet date. The negative change in the equity difference from currency translation of EUR 132 million resulted mainly from the devaluation of the Brazilian real, the US dollar and the Turkish lira against the euro. The equity item attributable to noncontrolling interests rose from EUR 137 million to EUR 142 million as of the balance sheet date and is mainly attributable to minority interests in the Freixenet Group. This resulted in a total equity increase of EUR 122 million to EUR 4,226 million as of December 31, 2020.

Outlook for the financial year 2021

The global economy continues to be shaped by the development of the corona pandemic. As before, parts of the economy are severely affected by precautionary measures to avoid infection, in particular the areas of gastronomy, tourism and events. Nevertheless, as the population becomes increasingly vaccinated, the prospect of a normalization of economic activity is growing. The Kiel Institute for the World Economy (IfW) forecasts global economic growth of 6.7 percent for the year as a whole. However, this means that the pre-crisis level of 2019 will not yet be reached again in key regions of the world. Strong growth rates are expected in the United States, mainly due to fiscal stimulus. The IfW forecast for the growth of the gross domestic product in the European Union (EU) is 4.6 percent. Household consumption expenditure in the EU is expected to increase by 3 percent. Additional inflows of EU funds from the program adopted to deal with the consequences of the pandemic will have a supporting effect on the economy.

The business development of the Oetker Group will also depend to a large extent on the development of the general economic conditions in 2021, which are to a considerable extent influenced by the pandemic. However, group management is confident that by working on diverse product ranges and sales channels, the divisions will be able to continue to overcome the crisis and continue on the growth path they have embarked upon. Sales planning for 2021 is primarily based on organic growth, supplemented by individual acquisitions. With regard to the exchange rates of the foreign currencies that are important to the Oetker Group, with the exception of the Mexican peso, the Turkish lira and the Brazilian real, the 2020 annual average has been planned across the board. Overall, the group management expects a significant increase in sales to a level of over EUR 8 billion. In addition to the positive outlook for hotels in particular, growth impetus is expected in the new business models. The net financial balance will continue to show a clearly positive balance. There will be a significant increase in the number of employees.

Notes:

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.

You can access this press release and the current annual report from Tuesday, June 15, 2021 in the press area of the Oetker Group: www.oetker-group.com

Contact for inquiries:

Dr. August Oetker KG
Corporate Communication
Dr. Jörg Schillinger
Tel.: +49 (0) 521/155-2619
Fax: +49 (0) 521/155-112619
Email: joerg.schillinger@oetker.com

Dr. August Oetker KG
Corporate Communication
Thierry Krauser
Tel.: +49 (0) 521/155-2349
Fax: +49 (0) 521/155-112349
Email: thierry.krauser@oetker.com

Key Indicators 2018 – 2020

	2018	in %	2019	in %	2020	in %	Nominal Change 2019/2020 in %	Organic Change 2019/2020 in %[2]
NET SALES BY DIVISION[1] (IN EUR MILLION)	**7,140**	**100.0**	**7,406**	**100.0**	**7,330**	**100.0**	**-1.0**	**-0.1**
- Food	3,477	48.7	3,883	52.4	4,137	56.4	6.5	8.1
- Beer and Nonalcoholic Beverages	2,232	31.3	1,792	24.2	1,625	22.2	-9.3	-9.8
- Sparkling Wine, Wine and Spirits	821	11.5	1,053	14.2	970	13.2	-7.9	-6.5
- Other Interests	610	8.5	678	9.2	598	8.2	-11.7	-10.5
NET SALES BY REGION (IN EUR MILLION)	**7,140**	**100.0**	**7,406**	**100.0**	**7,330**	**100.0**	**-1.0**	
Germany	3,757	52.6	3,427	46.3	3,381	46.1	-1.3	
Rest of the EU	2,169	30.4	2,384	32.2	2,360	32.2	-1.0	
Rest of Europe	276	3.9	299	4.0	309	4.2	3.3	
Rest of the world	938	13.1	1,296	17.5	1,280	17.5	-1.2	
INVESTMENTS (IN EUR MILLION) (without first-time consolidations)	**350**	**100.0**	**358**	**100.0**	**343**	**100.0**	**-4.3**	
- Food	191	54.5	176	49.1	191	55.6	8.4	
- Beer and Nonalcoholic Beverages	90	25.7	93	25.9	82	23.9	-11.5	
- Sparkling Wine, Wine and Spirits	33	9.5	36	10.0	18	5.3	-49.2	
- Other Interests	36	10.4	54	15.0	52	15.2	-3.5	
EQUITY (IN EUR MILLION)	4,027		4,104		4,226		3.0	
Equity ratio (in %)	41.0		41.0		41.0			
BALANCE SHEET TOTAL (IN EUR MILLION)	9,822		10,010		10,307		3.0	
EMPLOYEES (BY HEADCOUNT)	**30,937**	**100.0**	**34,060**	**100.0**	**36,831**	**100.0**	**8.1**	
- Food	17,394	56.2	18,743	55.0	20,040	54.4	6.9	
- Beer and Nonalcoholic Beverages	7,989	25.8	7,094	20.8	7,083	19.2	-0.2	
- Sparkling Wine, Wine and Spirits	2,701	8.7	3,556	10.4	3,494	9.5	-1.7	
- Other Interests	2,853	9.2	4,667	13.7	6,214	16.9	33.2	

[1] In the 2020 financial year, the allocation of sales to the individual divisions was changed. The nonoperating and other sales of the companies are no longer reported in the Other Interests Division, but are allocated directly to the divisions responsible for the companies concerned. The previous year's figures have been adjusted accordingly.

[2] Sales revenue adjusted for scope of consolidation and exchange rate effects.

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