Press Release

Oetker Group Achieves Sales Revenue Growth of 3.7 Percent in 2019

Scope for Action Thanks to Early Strategic Decisions

<Bielefeld, 06/16/2020> The Oetker Group finished the 2019 financial year with a positive result despite a challenging market environment. The divisions *Food, Beer and Nonalcoholic Beverages, Sparkling Wine, Wine and Spirits* as well as *Other Interests* achieved consolidated net sales revenues of EUR 7,406 million. As a result the group grew by 3.7 percent compared to the previous year. 'Our pleasing sales growth was characterized both by organic growth in our core businesses well above the market level and by acquisitions,' commented Dr. Albert Christmann, General Partner of Dr. August Oetker KG. The main growth drivers were acquisitions by Dr. Oetker and the first joint financial year of Henkell and Freixenet, while at the same time the sales revenues of Getränke Essmann were deconsolidated after the joint venture with Deutsche Getränke Logistik (DGL). At the same time, the plans for the current 2020 financial year appear to have been completely overtaken by the corona pandemic. 'The companies within the Oetker Group have also been affected by the restrictions, some of them quite considerably. Fortunately however, sales losses in individual divisions are at least partially being offset by gains in others. We will overcome the crisis, seize the resulting entrepreneurial opportunities with courage and ultimately emerge stronger,' says Christmann, looking forward with cautious optimism.

THE 2019 FINANCIAL YEAR IN DETAIL:

Oetker Group Sales

In view of the difficult global conditions, the Oetker Group performed solidly and in line with expectations in the 2019 financial year. The group achieved sales revenues of EUR 7,406 million, 3.7 percent above the previous year's figure (EUR 7,140 million). Changes in the scope of consolidation resulted in an overall increase in sales in the amount of EUR 101 million. This is largely due to the fact that the companies acquired by Dr. Oetker and Henkell Freixenet in the previous year are taken into account all year round, as well as by further company acquisitions in 2019. This was offset by sales losses due to deconsolidations, especially Getränke Essmann in the Beer and Nonalcoholic Beverages Division. The development of exchange rates had a positive impact of EUR 33 million overall, mainly as a result of the appreciation of the US and Canadian dollars, the British pound and the Mexican peso against the euro. Excluding the effects of initial consolidation and deconsolidation, exchange-rate-adjusted sales were EUR 131 million higher than the comparable figure from the previous year. This corresponds to organic sales growth of 1.8 percent, which is primarily due to the development of the Food and Other Interests divisions, which made pleasing progress.

The share of sales generated in **Germany** was 46.3 percent or EUR 3,427 million (previous year: 52.6 percent or EUR 3,757 million). The **foreign share** of total sales revenues for the Oetker Group rose to 53.7 or EUR 3,979 million (previous year: 47.4 percent or EUR 3,383 million). The EU accounted for 32.2 percent or EUR 2,384 million of the foreign share (previous year: 30.4 percent or EUR 2,169 million) and in Europe outside the EU 4.0 percent or EUR 299 million (previous year: 3.9 percent or EUR 276 million). The share of sales revenues generated by the rest of the world amounted to 17.5 percent or EUR 1,296 million (previous year: 13.1 percent or EUR 938 million).

Investments

The investment volume (excluding first-time consolidations) of EUR 358 million in the Oetker Group was 2.2 percent above the level of the previous year (EUR 350 million). At 65.6 percent (previous year: 61.4 percent), the investment share of domestic companies remained very high. Almost half of the investment was in the Food Division, although expenditure was lower than in the previous year. The focus of investments in the Food Division was again in the areas of production and logistics. Investments in the Other Interests Division increased significantly (+ 48.1 percent), which resulted in an expenditure volume of EUR 54 million in 2019. The investment amount is largely attributed to renovation work in the hotels operated by the Oetker Collection and by expenditure on the digital infrastructure.

Employees

The Oetker Group's headcount rose by 10.1 percent to 34,060 employees in the reporting year (previous year: 30,937). In 2019, the Group had a total of 19,015 employees in Germany and 15,046 employees abroad. The Food Division increased its workforce from 17,394 to 18,743, mainly due to acquisition-related changes.

Furthermore, personnel development in the Oetker Group was shaped by acquisition-related effects in the Beer and Sparkling Wine Division. As a result of Henkell Freixenet's first joint financial year, the number of employees in this division increased to 3,556 (previous year: 2,701). In contrast, the Beer Division reported a decrease to 7,094 employees (previous year: 7,989), mainly due to the deconsolidation of Getränke Essmann and the reclassification of Durstexpress GmbH, which has been carried out in the Other Interests Division since 2019 and partially explain the increase in the number of employees there. Without taking into account the changes in the scope of consolidation of the Oetker Group, the number of employees rose by 4.8 percent.

Sales revenues of the individual divisions

Growth in the Food division

The **Food** Division is comprised of the companies in the **Dr. Oetker Group** including **Conditorei Coppenrath & Wiese** and **Martin Braun**. During financial year 2019 it generated total sales of EUR 3,862 million and thus grew by 11.6 percent in the reporting year. Adjusted for the effects of changes in the scope of consolidation and exchange rates, sales growth was 3.5%. Investments amounted to EUR 176 million (previous year: EUR 191 million). The division saw a 7.8 percent increase in the number of employees to 18,743 employees, mainly due to the acquisitions at Dr. Oetker and the year-round inclusion of the companies acquired in 2018. Without changes in the scope of consolidation, the number of employees rose by 1.4 percent.

Dr. Oetker, including Coppenrath & Wiese, generated sales of EUR 3,345 million in 2019 which was a substantial increase of 12.3 percent for the year under review. Adjusted for the effects of changes in the scope of consolidation and exchange rates, growth was 4.5 percent. Both companies thus recorded an overall positive development in the still challenging economic and market environment.

In 2019, the adjusted growth was again supplemented by several acquisitions. Effective as of January 1, 2019, Dr. Oetker completed the acquisitions of Confetti in Finland and Bagetid in Denmark.
Both companies operate an online platform for the sale of various baked and decorative items from well-known manufacturers to end consumers. In addition, Confetti has its own shops and is a franchiser for five other shops. With the takeover of the Alsa business in France, the Netherlands, Belgium and Portugal on March 1, 2019 and in Morocco on October 1, 2019, Dr. Oetker moved into first place in the French baked goods and dessert market. In July 2019, the manufacturer Mavalério was acquired, which offers cake and dessert decorations for the Brazilian market and the Pan-American export market.

A major reason for the positive development of the area in the past financial year is the large number of relevant innovations in all product ranges and across many countries. For example, in the cake and dessert category, Dr. Oetker launched the “Seelenwärmer”, a creamy cup pudding that not only meets the consumer need for convenience and the demand for one-person dishes. The "My Sweet Table" cake confectionery was also successfully established on the market. In the pizza category, “La Mia Grande” was Dr. Oetker's top innovation in Germany in 2019. The raw dough pizza concept “Die Ofenfrische”/“Casa di Mama” also developed extremely well in many countries.

There was an increase in sales across all regions, but this growth was not uniform. It is pleasing to see that Dr. Oetker recorded significant adjusted growth, especially in Germany and Eastern Europe, and adjusted and acquisition-driven growth in America, Asia, Africa and Australia.

Sales growth in Germany was based in particular on the strong development of baked goods, fresh and powdered desserts and pizza. In contrast, the muesli business, the professional sector and, as a result of the weather, preserving products fell slightly short of expectations.

With the acquisition of Alsa, the region of Western Europe saw growth above all in France, but also in Belgium, the Netherlands and Portugal. In addition, smaller acquisitions into new business models made additional sales contributions in Western Europe. Despite adverse conditions in Great Britain due to the multiple postponements of Brexit, Dr. Oetker UK made a pleasing contribution to sales growth. In contrast, there were declining sales in Denmark due to trade conflicts.

The growth in sales in the Eastern Europe region was partly driven by developments in Poland, both in the cake and dessert category and in the pizza category. In addition, Romania, the Czech Republic and Hungary were also able to grow organically.

The national companies in Mexico and Brazil also showed encouraging organic growth. Brazil also benefited from the acquisition of the baking decoration manufacturer Mavalério. All in all, the Americas region saw a sharp leap in sales compared to the previous year, also thanks to the year-round inclusion of sales of the Wilton business, which was acquired in the USA in October 2018.

The Asia, Africa and Australia region benefited in particular from organic growth in India, South Africa and Korea. Added to this are the growth effects from the acquisition of Tag El Melouk in Egypt in the previous year. In contrast, the distribution of new pizza products in Australia has not yet been set up as planned. Dr. Oetker in Australia kept sales at the previous year's level.

Investments remained at a high level in 2019 at EUR 109 million (EUR 96 million in the previous year). By keeping investment high, the company is laying the foundations for additional growth in the coming years and ensuring the current state of the art and high-quality processes within the entire supply chain. In this context, large investments were made in new production lines and warehouse expansions at the production sites in Germany, South Africa and Canada.

In the 2019 financial year, *Conditorei Coppenrath & Wiese* focused on further improving production processes. This included the continuation of projects that aim at faster set-up when changing production, optimizing dosing and so-called low-cost automation. At the Mettingen location, the new grain roll line for Weltmeister and spelt rolls was put into operation in August 2019 in order to meet the increasing demand in the growing roll business. In addition, Conditorei Coppenrath & Wiese has started to set up further production lines for ready-made cakes.

With regard to sales, customer relationships from the e-commerce sector are increasingly important for the company. Last year, Conditorei Coppenrath & Wiese, together with Oetker Digital, initiated a strategy project on the subject of digitalization. The development of this strategy was completed in 2019; resulting measures will be implemented in 2020. In addition to expanding business relationships in e-commerce, the company was also able to expand and strengthen its customer relationships in traditional sales.

The **Martin Braun Group** achieved sales of EUR 517 million in the financial year 2019, an increase of 7.3 percent compared to the previous year. As planned, all regions of the group contributed to the encouraging growth. Adjusted for currency and acquisition effects, there was still a positive organic increase in sales.
The developments in the country regions of Germany and Western/Northern Europe are particularly positive. Despite increasingly difficult market conditions, the Martin Braun Group is consistently continuing its growth process, which has now been going on for many years. Exchange rate developments, particularly in Turkey, partially reduced the sales revenues of the locally very successful business divisions. The price situation for butter eased again compared to the previous year. As in the past, the range of frozen bakery products was able to expand its success across Europe. Other drivers included specialty bread mixes, organic yeast and various sweet product innovations for both small and large bakeries.

<u>The Beer and Non-Alcoholic Beverages Division holds its own in a challenging market environment</u>

After a record 2018, the **Radeberger Group** was able to hold its own comparatively well in 2019 in the challenging market environment. In terms of business development, it should be noted that the Getränke Essmann companies that were fully consolidated up to March 1, 2019, were then brought into the joint venture concluded with the C. & A. Veltins brewery. The newly founded joint venture under the name Deutsche Getränke Logistik (DGL) bundles the skills of the beverage and logistics specialists of the two brewery groups. The focus here is on the customer-oriented range of holistic solutions in full and empties logistics. With effect from March 1, 2019, the investment will be accounted for using the equity method, meaning the Radeberger Group’s unadjusted sales declined by 20.2 percent to EUR 1,741 million. After elimination of currency and consolidation effects, the Group posted a slight drop in sales. The number of employees fell from 7,989 to 7,094, in particular due to the internal divestiture of Durstexpress and the deconsolidation of Getränke Essmann. Adjusted for additions and disposals in the scope of consolidation, there was a slight increase in the number of employees by 2.0 percent in 2019.

The development within the individual segments and brands varied in the year under review. The national brands in the Radeberger Group's portfolio, i.e. Radeberger Pilsner, Jever and Schöfferhofer, recorded a slight decline in sales compared to the previous year. Sales of the main Radeberger Pilsner brand stabilized again in 2019 after the decline in the previous year and were roughly at the previous year's level. Sales of Jever increased by 1.2 percent thanks to Jever Fun and Jever Fun Lemon, while at Schöfferhofer Weizen the development was particularly affected by the mixed drinks. This was due both to the cooler spring than the previous year and the increasing competition from Naturradler. The three volume brands Clausthaler, Guinness and Altenmünster were able to increase their national specialties. The positive effects of the measures implemented to modernize the Clausthaler and Altenmünster brands were evident.

The regional premium brands remained the growth engine in the brand portfolio. In particular, the Ur-Krostitzer and Freiberger brands, as well as the Berlin brands, were able to continue the positive sales revenue development of recent years in a difficult market environment with growth rates between 2.9 percent and 10.1 percent. But the Allgäuer Büble beer also saw double-digit growth in 2019 of 11.0 percent. As expected, the regional traditional brands showed a decline compared to the previous year.

In the export business, a decline in volumes in the USA, Italy and China could not be fully offset by growth in Canada, Australia and Namibia. In Italy in particular, sales fell significantly short of expectations due to the bad weather and the increasing price war in food retailing.

Non-alcoholic beverages continued the successful development of the past years in 2019 without repeating the summer of the century of 2018. Selters, among others benefited from the switch to the new reusable glass GdB container.

The Radeberger Group's distribution and trading activities are becoming increasingly important, which is not least reflected in the increasing earnings contribution as well as in investments in new partnerships and companies in the corresponding business areas.

In 2019, the Radeberger Group's investments were EUR 93 million, higher than in the previous year, partly due to investments in empties, delivery rights, software and various technical systems and machines.

<u>Sparkling Wine, Wine and Spirits Division: Henkell Freixenet had a pleasing first full financial year</u>

Henkell Freixenet was able to increase sales revenue from EUR 816 million to EUR 1,044 million in the first full year of 2019, which corresponds to an increase of 27.9%. Sales development was supported by almost all regions including the Rest of World (RoW)/Global area, which groups together export sales in 150 countries. Adjusted for the effects of changes in the scope of consolidation and exchange rates, there was a slight decline in sales due to the considerable integration work. Henkell Freixenet's investments in 2019 amounted to EUR 36 million compared to EUR 33 million in the previous year. The focus here was on the development of the site in Mionetto, Italy.

The average number of employees rose significantly from 2,701 to 3,556 in 2019 due to the year-round consideration of Freixenet, while the number of employees rose by 1.1 percent with a constant group of consolidated companies.

With sales of EUR 297 million, the DACH region (Germany, Austria, Switzerland) achieved growth of 29.4 percent. The development of Germany's leading premium sparkling wine brand Fürst von Metternich and Wodka Gorbatschow was a source of great excitement. In Austria, Henkell Trocken, Kupferberg, Mionetto and Freixenet increased significantly compared to the previous year. Schloss Johannisberg was able to successfully focus on Schlossweine; Henkell Freixenet Switzerland maintained the strong level of the previous year.

Sales in the Western Europe region grew from EUR 275 million to EUR 356 million in 2019 (+ 29.7 percent). The main brands in this region were Freixenet, Mionetto as well *i heart* WINES. In Britain, the market position was significantly expanded with Freixenet and *i heart* WINES. The increase in sales in the region is all the more pleasing against the background of consumer restraint due to consumer uncertainty in both Spain (Catalonia conflict) and Great Britain (Brexit).

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. With the additional group companies in Poland and Ukraine, the region's sales were almost maintained at the previous year's level (EUR 173 million versus EUR 174 million in the previous year). The reason for the stagnation was the high inventory of trading partners from the previous season and the closure of production in Ukraine.

The Americas are an increasingly important growth region. With the USA as the most important market, but also strong business in Canada, the group gained a strong market presence in South and Central America thanks to Freixenet. Sales revenues in the Americas region grew from EUR 110 million to EUR 166 million in 2019 (+ 50.4 percent). The backbone of the positive growth trend was Mionetto Prosecco.

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 also belongs to the Global region. The globally strong Freixenet brand is particularly important here, helping sales in 2019 to rise very pleasingly to EUR 51 million (previous year: EUR 38 million).

The international core brands mostly developed positively. The strong development of Freixenet on the international markets was mainly based on Cordon Negro Brut, while in Germany the brand was characterized by the particularly successful Carta Nevada Semi Seco, which underwent a relaunch in 2019 that increased its value. The new Freixenet Prosecco and Italian Rosé were also extremely successful. Overall, the brand grew slightly compared to the previous year.

Mionetto Prosecco showed a clearly positive trend with its main markets Italy, USA, Germany, UK, France, Canada and Eastern Europe. In the USA and Eastern Europe in particular, the brand was able to achieve high double-digit growth rates and thus grow faster than the Prosecco market.

Overall, Henkell was just above the previous year and was able to develop successfully, particularly in Austria, Canada and Australia. Business with Henkell Piccolo grew by double digits.

i heart WINES once again grew in double digits. A continuous portfolio expansion with the *i heart* Regionals (for example *i heart* Rioja) or new products, such as *i heart* gin, enabled better market coverage and supported growth. After successful market launches outside the UK, the Group continued to expand its international presence. The most recent market entries include Poland and Switzerland.

Mangaroca Batida de Côco was able to continue the growth momentum that started with the 2017 relaunch. The original Mangaroca Batida de Côco was supplemented with a clear version of Mangaroca Batida com Rum and Mangaroca Batida Passion in a ready-to-drink can. The brand developed consistently positively and was able to grow in double digits for the third time in a row.

Positive developments in the Other Interests Division

The Other Interests division brings together companies from the Oetker Group, which operate in different industries. These include **Budenheim**, the **Oetker Collection**, the **OEDIV Oetker Daten- und Informationsverarbeitung**, **Oetker Digital**, the **Handelsgesellschaft Sparrenberg, Roland Transport and Atlantic Forfaitierung**. In view of the different markets, the companies of this division developed differently. Overall, the division achieved an 11.0 percent increase in sales revenue to EUR 759 million. The growth was primarily attributable to other companies and included Budenheim, OEDIV, the eCommerce wine dealer BELVINI and Durstex, among others. The latter company was assigned to the Beer and Non-Alcoholic Beverages division in 2018. After adjusting for price effects and changes in the scope of consolidation, sales revenues rose by 8.3 percent in 2019. Expenditure on investments amounted to EUR 54 million for the reporting year compared to EUR 36 million in the previous year. The increase in investment was mainly due to higher spending at OEDIV and on real estate. The number of employees grew from 2,853 to 4,667 in 2019. This corresponds to an increase of 63.6 percent, which is largely attributable to Durstexpress. Without changes in the scope of consolidation, the number of employees rose by 31.0 percent, in particular due to the increase in personnel at Durstexpress, Oetker Digital, OEDIV and Budenheim during the year.

Budenheim was also faced with highly competitive market conditions in 2019. Nevertheless, the group achieved an increase in sales revenues compared to the previous year of 3.7 percent to EUR 325 million. Adjusted for exchange rate effects, sales increased by 1.0 percent. Sales in the highest-selling business unit, Food Ingredients, increased significantly year-on-year. This is the result of intensive customer orientation and successful portfolio optimization. The sharp rise in raw material prices in the previous year was largely offset by an increase in average selling prices. The growth driver in the Food Ingredients division was the “Baking” sector, with a focus on the markets in the regions North America, Asia and Central and South America. The “Dairy & Dairy Substitutes” cluster also recorded significant growth rates compared to the previous year. The “Nutrition” cluster also showed a very positive development in Asia, Europe and North America, which was primarily due to increased value creation activities in the areas of food enrichment and nutraceuticals. Due to the increasing competition and the challenging market dynamics, the “Animal Protein” cluster suffered severe setbacks in Mexico and Europe.

Despite a difficult market environment, the Performance Materials division achieved total sales at the previous year’s level. The strongest-selling cluster, Pharmaceutical & Medical Products, recorded a slight decline in sales in 2019, which is mainly due to exceptionally high inventory effects among Asian customers. In the Material Ingredients division, the Polymers cluster achieved a significant share of sales and successfully transformed itself into a position as a provider of sustainable additive solutions. This enabled it to achieve stable business, contrary to the prevailing trend in the plastics market.

The hotels of the **Oetker Collection** were able to achieve the planned sales targets in 2019 and ended the year with a slight increase in sales of 2.0 percent to EUR 170 million. The Hotel du Cap-Eden-Roc and Hotel Le Bristol made a significant contribution to this thanks to a strong development in the average room rate, while the Brenners Park-Hotel & Spa recorded a slight decline in sales. Hotel Le Bristol benefited from a slight improvement in occupancy and a good level of food and beverage sales. The Brenners Park-Hotel & Spa was unable to compensate for the lack of overnight stays by guests from the Middle East region. Following the complete renovation of the rooms and the restaurant in the previous year, the Château St. Martin in the south of France increased the number of overnight stays in 2019 and thus improved its occupancy rate, which was reflected in strong development of the hotel's sales. In the Oetker Hotel Management Company, 2019 was affected by the extended closure of Eden Rock St. Barths, which continued until November 2019 after the renovation work required as a result of Hurricane Irma.

The revenues of the **OEDIV Oetker Daten- und Informationsverarbeitung** increased significantly in the 2019 financial year. In addition to the organic growth, the sales revenue development was also positively influenced by the year-round inclusion of the sales contributions of Personal Partner Strixner GmbH, which was acquired in August 2018. As in the previous year, the core segments SAP and Microsoft contributed two thirds of the bulk of OEDIV sales. A particular growth driver was the successful acquisition of a large new customer in the retail sector alongside other new customers, which contributed to the increase in sales. In addition, OEDIV benefited from increased demand from existing customers for additional, previously unused services from the OEDIV service portfolio as well as growth-related extensions to existing infrastructures.

The majority of OEDIV's sales were generated by German customers with international locations. These customer groups also accounted for the sales increases described.

<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 189 million compared to December 31, 2018, to EUR 10,010 million. The balance sheet structure showed no significant changes as of December 31, 2019: The share of fixed assets in total assets was 39.6 percent (previous year: 38.9 percent). There were also no structural changes within current assets.
Intangible assets rose by EUR 55 million to EUR 958 million compared to the previous year. The additions totaled EUR 316 million in 2019 and, at EUR 292 million, are largely attributable to first-time consolidations in 2019. Of this, EUR 218 million was attributable to goodwill, which is mainly accounted for in the Food Division. In addition, brand rights with a value of EUR 73 million were acquired, primarily as a result of the purchase price allocations for the acquisitions of Mavalério and Alsa. The increase in tangible and intangible assets by EUR 101 million to EUR 2,336 million is mainly due to the development of the balance sheet positions for land and buildings and the advance payments and assets under construction. In addition to the ongoing investments of EUR 334 million, which significantly exceeded the depreciation volume in the year under review, acquisition-related additions of EUR 70 million were reflected in this asset category, especially in the food and real estate (Other Interests) segments. The total

additions to tangible and intangible assets amounted to EUR 719 million (previous year: EUR 1,331 million). Acquisitions accounted for EUR 361 million of this (previous year: EUR 980 million). Current investments amounted to EUR 358 million, EUR 8 million above the level of 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 34.4 percent (previous year: 38.6 percent). Amortization of intangible assets and property, plant and equipment totaled EUR 547 million (previous year: EUR 433 million).

The fixed capital of Dr. August Oetker KG remained unchanged at EUR 450 million. As compared to the previous year, equity increased by EUR 77 million, to EUR 4,104 million. With a simultaneous increase in total assets by 1.9 percent, the equity ratio remained unchanged at 41.0 percent.

Outlook for the financial year 2020

The global economy has suffered significantly since the beginning of 2020 as a result of the new coronavirus, the measures taken to contain it and the subsequent global recession. Due to the increasing global spread of the virus, there are negative effects on production and demand worldwide, an exact assessment of which is currently not possible. The coronavirus has now reached all countries in which the Oetker Group operates. The closure or severe restriction of the operation of hotels and restaurants is leaving clear marks on the sales and revenue reports of the group companies that either supply these companies with food and beverages or, in the case of the Oetker Hotel Collection, operate them themselves. On the other hand, as more and more people are forced to stay at home, there are positive effects for the Group companies that produce products for home preparation and consumption. However, the corona crisis as a whole is likely to have a significant impact on the earnings of the Oetker Group, even if all companies try to counteract the loss of revenue by means of cost reduction measures. The group management is confident, however, that by refining the diverse product ranges and sales channels, the group will be well-positioned to overcome the crisis. From stable foundations—and with the strategic course set before and during the crisis—it will be able to continue pursuing the growth path on which it has embarked.

Before the Corona virus broke out, sales planning anticipated moderate sales growth based on both organic growth and acquisition-related sales growth. “We are confident that in the Oetker Group, thanks to our values-based corporate culture, we will get through this difficult time together with solidarity, cooperation and team spirit. We will seize the opportunities arising from these times of change in order to drive forward the further development of our company," concluded Dr. Albert Christmann.

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 June 16, 2020 in the press area of the Oetker Group:
www.oetker-gruppe.de

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Oetker-Gruppe

Key Indicators 2017 – 2019

	2017	in %	2018	in %	2019	in %	Nominal Change 2018/2019 in %	Organic Change 2018/2019 in %[2]
NET SALES BY DIVISION[1] (IN EUR MILLION)	**11,601**	**100.0**	**7,140**	**100.0**	**7,406**	**100.0**	**3.7**	**1.8**
- Food	3,135	27.0	3,460	48.5	3,862	52.1	11.6	3.5
- Beer and Nonalcoholic Beverages	1,908	16.4	2,181	30.5	1,741	23.5	-20.2	-2.0
- Sparkling Wine, Wine and Spirits	523	4.5	816	11.4	1,044	14.1	27.9	-2.2
- Shipping	5,398	46.5	-	-	-	-	-	-
- Other Interests	637	5.5	684	9.6	759	10.2	11.0	8.3
NET SALES BY REGION[1] (IN EUR MILLION)	**11,601**	**100.0**	**7,140**	**100.0**	**7,406**	**100.0**	**3.7**	
Germany	3,874	33.4	3,757	52.6	3,427	46.3	-8.8	
Rest of the EU	2,799	24.1	2,169	30.4	2,384	32.2	9.9	
Rest of Europe	573	4.9	276	3.9	299	4.0	8.3	
Rest of the world	4,356	37.5	938	13.1	1,296	17.5	38.1	
INVESTMENTS[1] (IN EUR MILLION) (without first-time consolidations)	**558**	**100.0**	**350**	**100.0**	**358**	**100.0**	**2.2**	
- Food	198	35.5	191	54.5	176	49.1	-7.9	
- Beer and Nonalcoholic Beverages	99	17.8	90	25.7	93	25.9	3.0	
- Sparkling Wine, Wine and Spirits	15	2.7	33	9.5	36	10.0	8.3	
- Shipping	217	38.9	-	-	-	-	-	
- Other Interests	29	5.1	36	10.4	54	15.0	48.1	
EQUITY (IN EUR MILLION)	3,749		4,027		4,104		1.9	
Equity ratio (in %)	41.0		41.0		41.0			
BALANCE SHEET TOTAL (IN EUR MILLION)	9,143		9,822		10,010		1.9	
EMPLOYEES[1] (BY HEADCOUNT)	**32,204**	**100.0**	**30,937**	**100.0**	**34,060**	**100.0**	**10.1**	
- Food	15,733	48.9	17,394	56.2	18,743	55.0	7.8	
- Beer and Nonalcoholic Beverages	6,066	18.8	7,989	25.8	7,094	20.8	-11.2	
- Sparkling Wine, Wine and Spirits	1,934	6.0	2,701	8.7	3,556	10.4	31.7	
- Shipping	5,874	18.2	-	-	-	-		
- Other Interests	2,597	8.1	2,853	9.2	4,667	13.7	63.6	

[1] In the 2017 financial year, the Shipping Division is included until November 30, 2017, the date of deconsolidation.
[2] Sales revenue adjusted for scope of consolidation and exchange rate effects.