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**PRESS BRIEFING**

**MESTEMACHER**

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**Mestemacher Group generates a net turnover of 152 million euros with its baked goods in 2021. In 2022, more than 15 million euros in investments are planned. Preparations for SMETA social audit and environmental management audit according to ISO 14001 standard are underway.**

**In its 150th anniversary year, the family-run bread and baked goods Mestemacher Group grows to 152 million euros in net sales in 2021+++Mestemacher benefits from the increased preference for health- and climate-conscious nutrition with self-service packed bread specialities, frozen cakes and crisp breads that remain fresh for a long time when stored unopened +++140th company anniversary in 2022 for the Aerzener Brot und Kuchen GmbH subsidiary+++More than 15 million euros of investments continue the subsidiaries' development.**

With net sales of 152.0 million euros, the Mestemacher Group will grow by 3.1 percent in 2021, when compared to the previous year 2020 (147.4 million net sales). Consolidated sales of 155 million euros are planned for the current financial year 2022. This corresponds to a rate growth of 2 per cent. The increase in net sales is also thanks to the stable convenience preference as well as the demand for health- and climate-conscious nutrition.

2021, the family business has invested EURO 8.0 million in the long term. The investments will provide further benefits for product qualities, automation, rationalisation, capacity expansion, as well as for the humanisation of work. An investment sum of 15.2 million EURO is planned for 2022.

The Group employs a total of 667 people. The export share is approx. 31 per cent. Of this, 74 per cent of export sales are achieved in the European Union's member states. 17 per cent of export volume is sold by Mestemacher outside of Europe – especially to North America, Canada, Australia, New Zealand, Asia, and the United Arab Emirates. 9 per cent of the export volume of self-service packaged breads and baked goods is supplied by Mestemacher to European

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countries that are not members of the EU.

The Mestemacher Group has started preparations for a SMETA social audit and an environmental management audit, in line with the ISO 14001 standard. The indicative timetable sets the end of preparations for the audits at the end of 2023/beginning of 2024.

The areas covered by the audits are:

- Climate and energy
- Packaging
- Raw materials
- Health- and climate-conscious nutrition
- Biodiversity
- Grey water and waste water
- Labour standards
- Occupational safety
- Compliance
- and other social activities.

Mestemacher is the global market leader for unopened long-life fresh wholemeal products and a pioneer when it comes to promoting gender equality (m/f/d) and work-life balance.

The two family trees **Albert & Prof Dr Ulrike Detmers** and **Fritz & Helma Detmers** each hold a 50% share of the Mestemacher Bread and Baked Goods Group.

The bread and baked goods portfolio is categorised into

- hygienically-packed and sliced wholemeal rye breads in both organic and conventional quality, with a best-before date (BBD) of 180 days, when stored unopened,
- High Protein breads and toast rolls with 180 days best-before date, when stored unopened,
- Seeded breads without yeast, without flour and with valuable omega-3 fatty acids, with 180 days best-before date, when stored unopened,
- original Westphalian pumpernickel, with 180-day best-before date, when stored in the unopened and pasteurised bread packaging. In the pasteurised bread tin, the bread will stay fresh for 365 days,
- international bread specialities such as naan bread, pita, wraps in organic and conventional quality, focaccia and organic spelt toast bread and organic wholemeal toast bread with 90-day best-before date, when stored unopened,
- crisp breads with 180 days best- before date, when stored unopened,
- mueslis with 270 days best-before date, when stored unopened,
- and frozen cake slices with 450 days best-before date, when stored unopened.

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All items are sold through food retailers' self-service bread and freezer departments.

The following subsidiaries belong to the medium-sized **Mestemacher Group**:

- **Mestemacher GmbH**
- **Modersohn's Mühlen- und Backbetrieb GmbH**
- **Aerzener Brot und Kuchen GmbH**
- **BENUS Spółka z o.o.**

### 1. Mestemacher GmbH

The main company in Gütersloh, founded in 1871, celebrated its 150th anniversary in 2021.

To find out more about the company's history, see:

<https://www.mestemacher.de/unternehmensgeschichte-1871-2021/>.

Mestemacher supplies food retailers' bread departments in Germany and in more than 80 countries worldwide with Westphalian pumpernickel, high protein specialities, seed bread specialities without yeast and flour, organic and conventional wholemeal rye breads as well as international bread specialities such as Italian organic wraps, Italian organic spelt wraps, organic wholemeal wheat toast, organic spelt toast, Indian Naan bread specialities baked Tandoori style, gourmet focaccia specialities, pita bread varieties, as well as wrap varieties.

Mestemacher operates its own mill and freshly grinds organic and conventional rye into wholemeal rye meal prior to baking it. While conventional flours lose valuable ingredients, the rye meal remains rich in minerals such as potassium, phosphorus and B vitamins.

Mestemacher breads were among the first products on the German market to be labelled with the Nutri-Score rating. Approximately 70 per cent of Mestemacher products carry the Nutri-Score A rating and about 30 per cent the Nutri-Score B rating. This means that the breads are ideally suited for daily consumption.



Source: Santé Publique France

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Mestemacher has registered its own quality seals for vegan and vegetarian products as word/figurative marks. The Mestemacher bread labels depict the company's own seals of quality.



About 80 per cent of the assortment is suitable for a vegan diet and about 20 percent is suitable for a vegetarian diet.

As the first producer of packaged wholemeal breads from controlled organic cultivation, the industrial bakery has been encouraging the existence and operational growth of organic farmers since 1985. Organic farming stands for harmony between soil, water, plants, animals and people. Organic cultivation foregoes the use of any chemical sprays and fertilisers, in addition to protecting the environment. Organic farming protects groundwater from excessive nitrate pollution and contributes to maintaining soil fertility.

Mestemacher is a pioneer in advocating work-life balance and gender equality (m/f/d), both in business and in society.

Mestemacher has awarded the following prizes annually since 2000:

- Mestemacher Day-Care Centre Prize (from 2001 to 2013),
- MESTEMACHER PRIZE FEMALE MANAGER OF THE YEAR (since 2001),
- Mestemacher Prize Top Father of the Year (since 2006),
- Mestemacher Prize Mothers' Organisation (since 2020)
- Mestemacher Prize Living Together (since 2017).
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<https://www.mestemacher.de/gleichstellungsaktivitaeten/>

## 2. Modersohn's Mühlen- und Backbetrieb GmbH

This subsidiary, which has its headquarters in Lippstadt, specialises in the production of bread in tins and original Westphalian pumpernickel breads. The tinned breads are especially preferred as provisions for holiday trips and expeditions, as the sliced pumpernickel and wholemeal breads are fresh to eat for at least 12 months when unopened. The reusable bread tins are excellently suited for storage purposes.



**Modersohn`s Mühlen- und Backbetrieb GmbH** was founded in 1876. In 1992, the speciality bakery for Westphalian pumpernickel was bought by the two family trusts Albert & Prof Dr Ulrike Detmers and Fritz & Helma Detmers.

### 3. Aerzener Brot und Kuchen GmbH

The Mestemacher Group's Aerzen-based subsidiary was founded in 1882. It produces frozen cakes, wholemeal breads in both organic and conventional quality, as well as crisp breads made from organic and conventional ingredients.

The subsidiary Aerzener Brot und Kuchen GmbH celebrates its 140th anniversary in 2022. 6.7 million euros will be invested in 2022 in the expansion of the dispatch hall with offices, social wing and workshop. The planned new building with a net floor area of approx. 3500 m<sup>2</sup> meets the requirements for an energy-efficient building.

Among others, these are:

- The design of the buildings is in accordance with the BEG Effizienzhaus 55- EE level for particularly energy-efficient buildings.
- The existing CHP resources are used for thermal conditioning of the buildings.
- Heat is distributed throughout the buildings by means of concrete core activation.
- In the course of installing the thermal insulation for the walls and ceilings, EPS insulation materials are not used and instead the use of mineral insulation materials is increasingly aimed at promoting sustainability.

Aerzener Brot und Kuchen GmbH has been a part of the Mestemacher Group since 2002.

### 4. BENUS Spólka z o.o.

The foreign company, which has its headquarters in Poznan, Poland, produces wholemeal rye breads and conventional muesli products.

The products are best suited for stockpiling and have a minimum shelf life of 180 days. **BENUS Spólka z o.o.** has been a part of the Mestemacher Group since 1993.



## FORECAST

The planned investments of over 15 million euros in 2022 will modernise and stabilise the productive and economic performance of the Mestemacher Group. The Mestemacher Group remains a reliable value-added partner for retailers, employees, input suppliers and municipal organisations.

Mestemacher also continues to benefit from the trend towards stocking food with unopened freshness for long periods of enjoyment. Sales increases are also expected from an expanding natural lifestyle. This lifestyle sustainably supports the demand for foods that are vegan, vegetarian, low in salt, and have a positive nutritional balance.

Another positive effect is that Mestemacher is a pioneer in gender equality (m/f/d) and work-life balance. The Mestemacher Group is planning net sales of 155 million euros for 2022. This corresponds to a growth in net sales of 2 per cent, when compared to the previous year 2021.