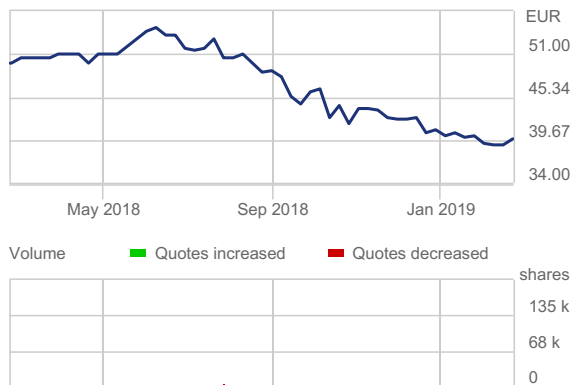


FACT SHEET

COMPANY PROFILE

The Hawesko Group is Germany's largest integrated merchant for premium wines and champagnes and one of the leading sellers of wine in the world. We bundle entrepreneurially managed premium wine selling brands, each with its own and clear profile as well as an established market position. To our brands belong: HAWESKO, Germany's leading wine mail-order and online business; Jacques' Wein-Depot, the largest domestic specialist wine retailer, as well as Wein Wolf und CWD Champagner- und Wein-Distributionsgesellschaft, leading wine wholesalers. Overall, the Hawesko Group achieved sales of € 507 million in 2017 with 18 strong brands and 954 employees.

SHARE CHART



SHAREHOLDER STRUCTURE

72.6%	Tocos Beteiligung GmbH
5.6%	Augendum Vermögensverwaltung
21.8%	Institutional investors and private investors

MANAGEMENT BOARD

> **Thorsten Hermelink (C)** > **Alexander Borwitzky**
 > **Raimund Hackenberger** > **Nikolas von Haugwitz**

SUPERVISORY BOARD

> **Detlev Meyer (C)** > **Thomas R. Fischer**
 > **Dr. Jörg Haas** > **Prof. Dr. iur. Dr. rer. pol. Dres. h.c. Franz Jürgen Säcker**
 > **Wilhelm Weil** > **Kim-Eva Wempe**

STOCK FUNDAMENTALS

ISIN	DE0006042708
WKN	604270
Share type	Ordinary
Bloomberg Code	HAW@GR
Reuters Code	HAWG.DE
Ticker	HAW
Branch	Retail trade, Food and beverages
Index	GEX, HASPAX, CDAX
Segment	Prime Standard
Last Dividend	EUR 1.30 (2017)
No. of shares	8,983,403
Market Cap	EUR 357.54 mn
52 week high	55.00 EUR
52 week low	38.00 EUR
Stock exchanges	Hamburg, Frankfurt, XETRA

FINANCIAL CALENDAR

Apr 25, 2019	Publication annual financial report
May 09, 2019	Publication quarterly financial report (call-date Q1)
Jun 17, 2019	Annual General Meeting
Aug 08, 2019	Publication half-yearly financial report
Nov 07, 2019	Publication quarterly financial report (call-date Q3)

FACT SHEET

ANNUAL FIGURES

	2012	2013	2014	2015	2016	2017
Net sales (€ million)	446.4	465.2	472.8	476.8	480.9	507.0
Gross profit (€ million)	181.8	190.5	198.0	198.4	204.4	212.9
Consolidated EBIT (€ million)	25.6	22.6	20.1	20.1	29.6	30.4
Earnings per share (€)	2.51	1.80	1.65	1.36	2.06	2.06
Roce (%)	18.3	16.0	14.6	14.7	21.2	19.6
Employees	835	925	925	933	940	954

QUARTERLY FIGURES

(€ million)	2017			2018		
	Q1	Q2	Q3	Q1	Q2	Q3
Consolidated sales	109.7	121.5	110.7	112.2	125.7	108.3
Result from operations (EBIT)	4.9	6.6	4.1	5.0	5.7	1.8
Consolidated net income	3.1	4.3	2.6	3.1	3.5	1.9

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