

STANDING UP

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We are taking a stance!

In times of inflation and volatile energy prices, war, and a climate crisis, it is time to stand strong. For diversity and social cohesion. For the protection of natural resources. For agriculture and regional infrastructure. For our employees and the middle class. And above all, to ensure that all people in Germany can continue to afford high-quality food for a balanced nutrition.

Our cooperative principle provides the necessary energy for this. The creative power of our independent retailers is what drives us to peak performance time and time again, enabling us to actively address all challenges. Each year, over 100 new entrepreneurs join us, enriching the EDEKA-owned pool of ideas.

“**Standing up**” means not just going with the flow. It means showing backbone, even in the face of resistance. Taking responsibility. Standing firm, even when not everyone agrees. And never giving up in our efforts to become even better. The fiscal year 2023 has shown that it pays off when we focus on our strengths. Genuine diversity, shopping experiences, personalised consultations, and fair prices are facets from which our partners, suppliers, and customers will continue to benefit in the future.

THE EDEKA GROUP in Profile

Once again, in the fiscal year 2023, the cooperative principle of the EDEKA Group demonstrated its effectiveness. A robust economic performance, highlighted by a 6.7 percent increase in sales, underscores the concerted effort across all tiers of the association. Independent retailers, regional wholesalers, and EDEKA's headquarters collaborated seamlessly despite a challenging economic landscape. The company's track record attests to the wisdom of seizing every opportunity and leveraging strengths to thrive.



3,400
SELF-EMPLOYED
RETAILERS

with their family businesses stand for innovative entrepreneurial action, customer proximity and strong local commitment. Among them 122 business founders in 2023.



410,700
EMPLOYEES

at all retail levels form the backbone of the EDEKA Group with their day-to-day commitment. That is 1,800 more people than a year ago.



19,220
APPRENTICES/TRAINEES

are currently starting their professional careers in the EDEKA Group. 8,170 of them were newly hired last year.

FUTURE CAPITAL

The EDEKA Group invested approximately 2.8 billion euros in its infrastructure during the past financial year, thereby reinforcing Germany's position as a business hub. For the current year, investments totaling around 3.1 billion euros are planned. These funds will primarily support the expansion of modern supermarkets and hypermarkets, logistics, production facilities, and IT infrastructure, thereby ensuring the future sustainability of all companies within the EDEKA Group.



5,759

independent
retail stores
(EDEKA and
Marktkauf)

940

directly managed
retail stores (EDEKA
and Marktkauf)



SHOPPING EXPERIENCE

Variety, freshness, excellent service, and competitive prices are the hallmarks of supermarkets, hypermarkets, and discount stores within the EDEKA network. In 2023, a total of 249 new stores were opened across Germany, leading to an increase in the total retail sales area to 12.1 million square meters.

4,349
Netto Marken-Discount
branches

TURNOVER GROWTH* IN THE EDEKA GROUP, IN BN EUROS

* turnover

	2022	2023	%
Independent Retailers	36.5	39.3	+ 7.7
Directly Managed Retail Trade	8.8	8.5	- 3.4
Netto Marken-Discount	15.8	17.1	+ 8.5
Bakery Retail Trade	0.6	0.5	- 5.3
RETAIL FOOD SECTOR	61.6	65.5	+ 6.2
C+C Edeka Food Service	2.9	3.1	+ 5.4
E-Commerce Sales	0.1	0.2	+ 30.6
International Offset Turnover	0.2	0.5	+ 137.2
Customer Sales	1.4	1.5	+ 10.3
EDEKA GROUP TOTAL	66.2	70.7	+ 6.7



70.7 bn €

TOTAL SALES

The results are attributed to an exceptional team effort across all three levels of the EDEKA Group. In addition to the independent retailers, the retail trade once again demonstrated its strength, with the discount segment, in particular, serving as a key driver of growth.

VARIETY AS A MODEL FOR SUCCESS

The core business field and traditional pillar of the EDEKA Group is the stationary supermarkets and consumer markets, which are operated by the vast majority of approximately 3,400 independent merchants and their teams. In 2023, they once again demonstrated their strength and ability to quickly and creatively adapt to the changing market demands in an immensely challenging economic and social environment.

The retailers' recipe for success: a clear focus on the strengths that set EDEKA apart from the competition, such as the shopping experience, genuine variety, service and personalised advice. All of this comes at competitive prices, always with an attractive range of own-brand products that can match the quality of branded products. In 2023, unity towards the branded-products industry paid off, with the firm stance of not accepting any unreasonable price increase demands.

39.3 bn €

+7.7 %

TOTAL SALES IN THE INDEPENDENT RETAIL TRADE

This strengthened EDEKA's credibility and helped to successfully compensate for short-term gaps in the brand shelf by offering alternative brands and private-label products.

In the area of tension between sales, margins and product availability, the independent EDEKA family businesses with their 223,000 employees generated total sales of 39.3 billion euros – an increase in sales of 7.7 per cent compared to the previous year. On a like-for-like basis, growth

was 4.8 per cent. This means that the 3,400 entrepreneurs hold the largest share of total food retail sales in the EDEKA Group, which reached the €65.5 billion mark in 2023 (+6.2 per cent). The seven EDEKA wholesalers also operate full-range stores independently, always with the cooperative mandate to transfer each location to entrepreneurs whenever possible. In line with this strategy, the company-owned operations achieved sales of €8.5 billion in 2023 – slightly below the previous year's level, as planned. On a comparable basis, sales increased by 4.3 per cent. Similar trends apply to the Marktkauf superstores operated under company management. Since the transfer of the original 186 self-service department stores to regional wholesalers, the vast majority of locations have now been handed over to independent retailers.

Despite the economic uncertainties, EDEKA also maintained a high pace of expansion. A total of 133 new supermarkets and hypermarkets were opened over the course of the year. As numerous smaller and older stores were also closed during the same period – mostly due to relocations or closures – the number of EDEKA stores fell slightly to a total of 6,699; the vast majority of these (5,759 stores) were operated by independent retailers. In the entire EDEKA network – i.e. including Netto Marken-Discount – the number of retail outlets was 11,048 with a sales area of 12.1 million square metres (+1.1 per cent).

133

NEW OPENINGS IN THE EDEKA RETAIL 2023



Excellent!

A perfect shopping experience – that's what many EDEKA stores across Germany stand for. And behind each one are many retailers and their teams. For their achievements, they are awarded prizes every year – externally at industry events or also in internal EDEKA competitions. Here's a selection from 2023:

SUPERMARKET OF THE YEAR

E centre Angerbogen
in Duisburg (Rhine-Ruhr)

EDEKA Prechtl
in Brannenburg (Southern Bavaria)

EDEKA SUPERCUP

EDEKA Stefan Alex
in Höhenkirchen (Southern Bavaria)

EDEKA Ueltzhöfer
in Neuenstadt am Kocher (Southwest)

EDEKA Meyer's
in Neumünster (North)

E Centre Wolfsburg
(Minden-Hanover)

AWARD FOR RESPONSIBLE BEHAVIOUR

Hieber's Freshness Centre
in Binzen (Southwest)

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122 ENTREPRENEURS SET UP THEIR OWN BUSINESS WITH EDEKA IN 2023

In order to strengthen entrepreneurship within their own ranks, EDEKA wholesalers handed over a total of 91 self-managed stores to independent retailers in 2023, 45 of them to start-ups. A total of 122 young entrepreneurs took the step into self-employment with EDEKA over the course of the year. In the past five years alone, the number of start-ups totalled 538. To minimise the risk associated with starting a business, all founders are supported with individually tailored service packages, including location analyses, attractive financing options from EDEKABANK, demand-oriented food logistics, competitive purchasing conditions, and a wide range of regional advisory services.





Renewable, climate-friendly, low-emission: currently, two fuel stations in Lower Saxony and Saxony-Anhalt are supplying EDEKA's trucks with bio-LNG fuel, with additional locations planned.

EDEKA retailers have been working closely with farmers, craft businesses and manufacturers from their local area for many years. Online platforms can assist in minimising entry barriers, particularly for smaller suppliers. The platform launched by wholesaler EDEKA Southwest in 2021 now lists more than 2,000 suppliers and is used by 1,100 EDEKA retailers. In 2022, a comparable platform was launched by the wholesale business Northern Bavaria-Saxony-Thuringia, where EDEKA markets also offer an average of 30 to 40 regional manufacturers.

Following a similar path, EDEKA wholesale Rhein-Ruhr introduced the innovative "From the Best Neighbourhood" concept. What sets it apart? The produce hails exclusively from local producers within a radius of no more than 30 kilometres surrounding the participating markets. Such innovative platforms and concepts perfectly complement the long-established regional brand programmes driven by all wholesalers for many years. These programmes are

characterised by close and long-term collaborations with fresh food producers such as fruits and vegetables, meat and sausage, as well as dairy products.

Short distances – that's what EDEKA Fruchtkontor stands for, responsible for the network-wide procurement of fresh fruits and vegetables. In 2023, the Fruchtkontor operated eight logistics platforms across Germany, the Netherlands, Spain, and Italy, with an additional new site in Geldermalsen (NL), expanding collaboration with Picnic as part of Everest. Unlike its competitors, EDEKA Fruchtkontor doesn't source its goods through exporters or intermediaries, but directly from local producers. This ensures that freshly harvested produce takes the shortest route to EDEKA or Netto wholesalers and from there to the fresh departments of nearby markets. The direct line to producers not only guarantees controlled quality but also fosters trust, laying the foundation for long-term, personal relationships.

A dense network of 63 logistics centres across the country ensures that the routes for approximately 6,600 trucks within the EDEKA group remain manageable. However, even short distances should be covered in as environmentally friendly a way as possible. Alternative fuels are one of the key levers for reducing CO₂ emissions. As part of a field trial, wholesale companies EDEKA North and Netto Marken-Discount participated in a station for emission-free "green" hydrogen in Neumünster. Additionally, wholesale company Minden-Hanover is implementing renewable and environmentally friendly bio-LNG fuel across its operations, derived from hydrogen and organic waste. Since 2023, the truck fleet has been gradually transitioning to this fuel. Currently, two stations in Lower Saxony and Saxony-Anhalt supply EDEKA's trucks with bio-LNG fuel. The approximately 320 LNG trucks travel about 350 kilometres daily, resulting in approximately 11,000 tons of

IN 2023 LNG VEHICLES SAVED **CO₂**
11,000 t

CO₂ savings compared to conventional diesel trucks in 2023. Furthermore, since last year, the first LNG trucks fuelled by biofuel have been operating in the region under Bauerngut, the production subsidiary of EDEKA Minden-Hanover. These gas-powered trucks are also significantly quieter than conventional diesel vehicles. Moreover, Bauerngut has several new fully electric refrigerated trailers, primarily powered by kinetic energy generated automatically while driving.

+++ LOGISTICS-SITE-INVESTMENT-TICKER +++

- Topping-out ceremony in Hirschaid: the EDEKA Fresh Factory, a state-of-the-art, climate-neutral production and logistics centre with a focus on regionalism and sustainability, celebrated its topping-out ceremony. Total area: 78,000 m². From 2024, it is set to supply over 400 EDEKA markets daily (see image on the right).
- Inauguration in Heddeshelm: the expanded and modernised dry goods warehouse stores more than 5,500 items on approximately 32,000 m² and supplies around 280 markets in the region.
- Commissioning in Neumünster-Eichhof: dry goods, fruits, and vegetables will be traded fully automatically on approximately 100,000 m².
- Significant progress in Hamburg: the EDEKA Fruchtkontor is constructing a 17,000 m² energy-efficient site, including a new banana ripening facility, in the HafenCity.



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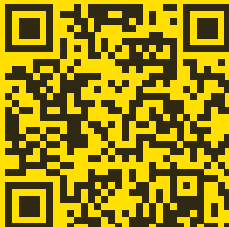
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