



## Company profile

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### ALDI SOUTH – simply successful

Our focus on the essentials and our optimisation of the discount principle has made ALDI SOUTH the leading international retailer it is today. We offer a consciously reduced, carefully selected range of food products and other daily necessities. Throughout our different countries of operation, we offer between 1,390 and 1,800 core range products and a changing selection of 80 to 120 special buys every week. In some countries, we also offer services, such as travel bookings, telephone and photo services, the sale of green electricity, internet streaming, or flower delivery and, in Germany, the delivery of special buys. In addition, our customers in Austria, the United Kingdom, and China can shop online at ALDI.

Our private label brands form the heart of our core product range. These allow us to offer an optimally selected range of products and guarantee quality at the best price. We continually refine our private label brands together with our suppliers while supplementing these with other popular brand-name products.

### A company shaped by simplicity and efficiency

Our corporate structure is based on the principle of 'simplicity and efficiency'. The majority of our processes and structures – from buying and IT to logistics and store workflows – are applied consistently across the different countries and are optimised for maximum efficiency. Our organisational structures are always set up in an equal manner at both regional and national level.

### Decentralised operations and international alignment are the key to success

Our decentralised business model has been a decisive factor in shaping the positive development ALDI SOUTH has continually experienced. The proximity to our customers and our knowledge of national and regional markets allow us to tailor our range to the needs of our customers.

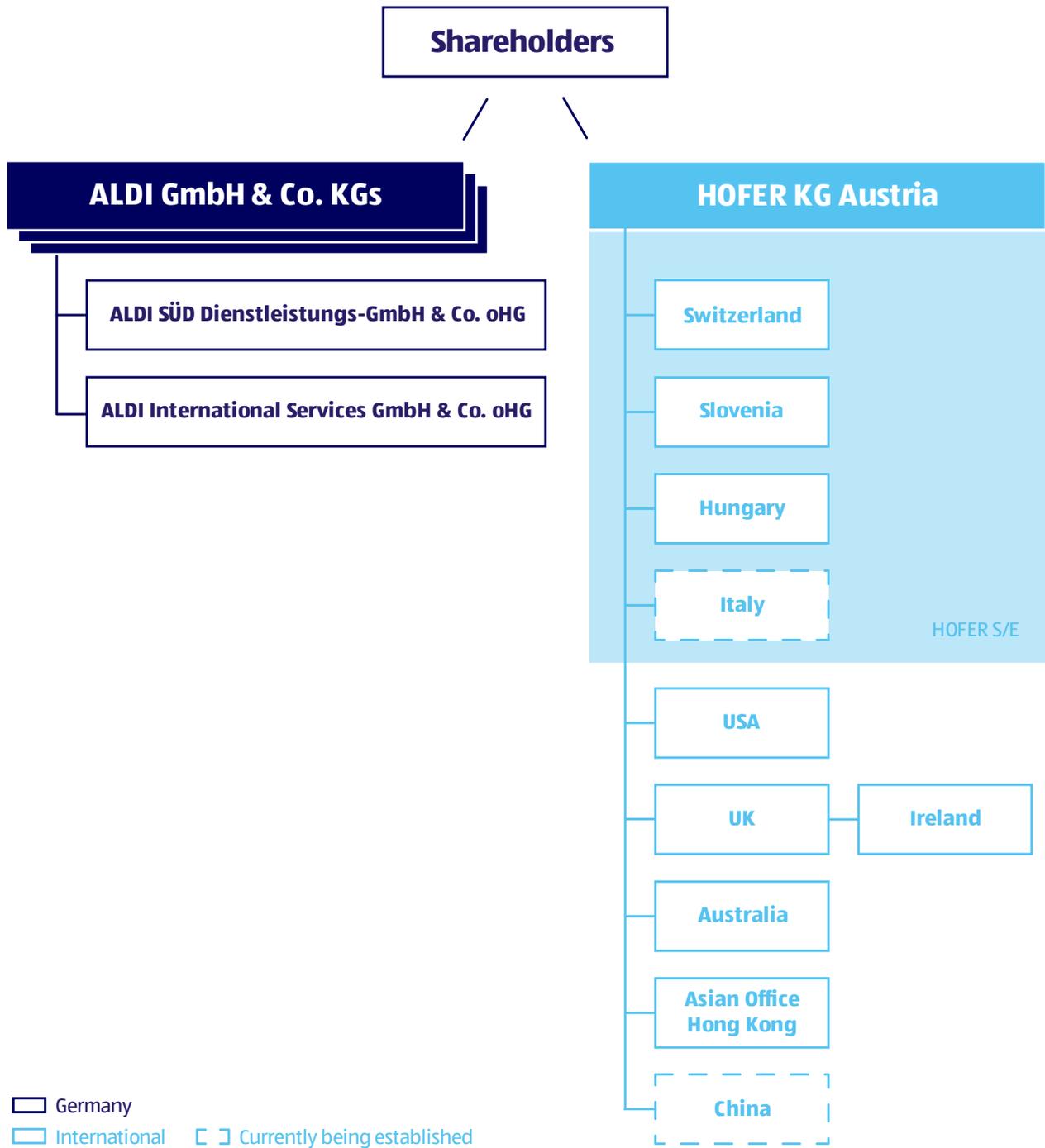
This also applies to the area of corporate responsibility. The expectations and needs of our customers and other stakeholders often differ considerably from country to country. For this reason, we address a variety of topics independently within our individual countries of operation, while other topics are managed based on a common strategic framework and internationally aligned objectives.

## Legal structure

From a legal perspective, ALDI SOUTH is structured as a group of companies based on two pillars. In Germany, our business is operated by a group of 30 independent regional companies. Our international operations are legally separated from these and are bundled and coordinated under the umbrella of HOFER KG in Austria. HOFER KG subsidiaries have been carrying out business operations in Switzerland, Slovenia, Hungary, the United Kingdom, Ireland, the US, and Australia for many years now. In 2017, we launched our ALDI web shop in China. At the beginning of March 2018, a separate HOFER KG subsidiary, ALDI Italy, started business in the Italian market.

HOFER KG in Austria as well as its international subsidiaries across the globe have set up a number of regional branches of similar size within their respective countries of operation. The national operations in Austria, Switzerland, Slovenia, Hungary, and Italy are collectively referred to as HOFER S/E (South East).

The Asian Office in Hong Kong provides support for the companies of the ALDI SOUTH Group in the area of buying. For the implementation of CR goals in Asia, we are additionally supported by our CR Units in Hong Kong and Dhaka, Bangladesh.



As of 31 December 2017

## Centralised corporate services

ALDI SÜD Dienstleistungs-GmbH & Co. oHG in Mülheim an der Ruhr, Germany, provides central services for the German regional companies in the areas of buying, administration, and IT, marketing and communications as well as logistics and services. Similarly, ALDI International Services GmbH & Co. oHG in Mülheim an der Ruhr provides buying, corporate responsibility, auditing, and IT-related services for all of the companies throughout the ALDI SOUTH Group.

## A long tradition

The family-owned business initially founded in 1913 was divided in 1961 to form what has since developed into two groups of companies: ALDI SOUTH and ALDI North. These two business groups have remained linked by family ties, but both are legally and economically independent entities. With the exception of Germany, both groups operate in different countries. (ALDI international: [ALDI.com](https://www.aldi.com))

Today, the ALDI SOUTH Group operates more than 5,900 stores and 85 regional distribution centres around the world. With 126,000 employees, the ALDI SOUTH Group generated net sales of EUR 51.8 billion in 2017.

## Ownership structure

The main capital interests of the companies of the ALDI SOUTH Group are held by the two foundations Siepmann-Stiftung and Carolus-Stiftung, both based in Germany. The foundations' management boards primarily represent the founding family. An Advisory Board consisting of foundation representatives and external experts advises the shareholders on economic and strategic matters. Neither the shareholders nor the Advisory Board are involved in day-to-day operations.

**51.8**  
net sales in billion euros

**5,903**  
stores

**85**  
distribution centres

## GRI disclosures

### Organisational profile

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### Governance

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