



Factsheet

BayWa is a listed company with international operations and a broad-based portfolio in the energy, agriculture and building materials businesses. As a project and solutions provider, BayWa offers innovative and sustainable services for a wide range of different customer groups. BayWa serves the basic human needs for food, mobility, warmth and housing.

BayWa

Business Model

The BayWa Group business model includes planning, wholesale, retail and logistics, as well as extensive supporting and consultancy services, in the three core segments Energy, Agriculture and Building Materials, and in the development-focused segment Innovation & Digitalisation. It therefore meets essential basic needs for energy, mobility, food and housing. These are future-oriented markets, which BayWa serves from a single source. BayWa's business is focused on Europe, where the Agriculture and Energy Segments can draw on a global trading, service, distribution and procurement network.

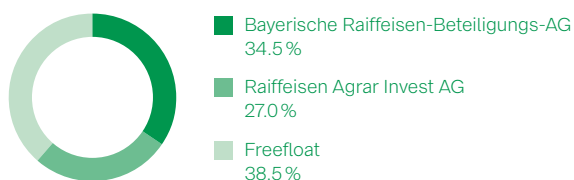
To strengthen its independence and competitiveness, the Group strategy focuses on increasing profitability in its core business and growth in innovative business areas. Sustainability is increasingly the driving force and motivator behind the strategic focus of the company, with substantial effects at all levels. By combining products with consultancy and supporting services, the Group is developing into an integrated solutions provider and project developer.

BayWa Share Profile

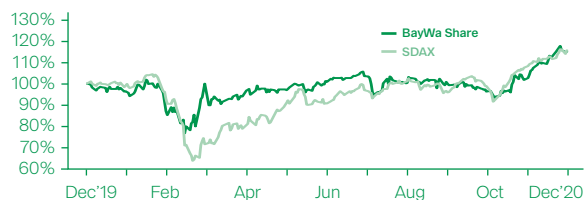
Stock Exchanges	Frankfurt, Munich, Xetra
Segment	Official Market/Prime Standard
Security Code	519406 and 519400
ISIN	DE0005194062 and DE0005194005
Share Capital	EUR 90,671,895.04
Number of Shares	35,418,709

Shareholder Structure

as of 31 December 2020

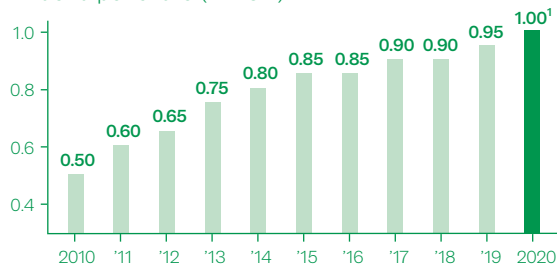


Positive price performance of the BayWa share in 2020 (Performance development in comparison)



Sustainable dividend development

Dividend per share (in EUR)



¹ Subject to approval by the Annual General Meeting of Shareholders

Energy Segment Financials

		2016	2017	2018	2019	2020
Revenues	in EUR m	2,976.0	3,594.8	3,968.5	4,474.3	4,245.8
EBIT	in EUR m	83.1	85.1	96.0	127.4	142.7
– Of which: Renewable Energies	in EUR m	67.3	66.6	72.5	101.0	110.9
– Of which: Conventional Energy	in EUR m	15.8	18.5	23.5	26.4	31.8
Employees	number	1,911	2,079	2,407	2,812	3,289

Key Operating Data of the Energy Segment (Sales volume)

BayWa r.e. renewable energy

Wind, realised output capacity ¹	in MW	121.1	182.6	61.9	125.4	352.7
Wind, sold output capacity ²	in MW	89.2	260.2	116.2	282.8	364.6
Solar, realised output capacity ¹	in MW	141.3	222.3	153.3	307.3	393.7
Solar, sold output capacity ²	in MW	123.7	147.7	324.0	628.3	302.3
Biogas, realised output capacity ¹	in MW	2.6	–	–	–	–
Biogas, sold output capacity ²	in MW	–	6.6	12.3	0.5	0.1
PV trading, sold capacity	in MW _{peak}	272.3	425.4	544.1	927.0	1,179.0
Biomethane, sold capacity	in GW	1,338.0	1,550.0	1,280.0	–	–
Geothermal, sold output capacity ²	in MW	11.0	–	–	–	–

Conventional Energy

Heating Oil	in Kt	1,013.9	1,024.9	936.0	1,002.6	1,022.9
Fuels	in Kt	1,477.5	1,499.0	1,690.9	1,522.9	1,123.9
Lubricants	in Kt	25.6	27.1	26.4	25.5	21.8
Wood Pellets	in Kt	401.3	457.6	464.1	576.9	616.2
Fuel stations	number	272	279	281	125	124

¹ Realised output capacity: commissioning of plants in the respective financial year; ² Sold output capacity: sale of plants in the respective financial year

Innovation & Digitalisation Segment Financials

		2016	2017	2018	2019	2020
Revenues	in EUR m	6.0	6.9	10.7	10.6	10.2
EBIT	in EUR m	-8.6	-10.7	-12.3	-14.6	-10.9
Employees	number	126	158	183	198	225

Energy Segment

The Energy Segment is divided into two business units and accounts for roughly 25% of the BayWa Group's revenues. The Group covers the entire renewable energies value chain in BayWa r.e. AG³. Its activities comprise the three divisions: Projects (solar and wind energy), Operations (operations management and IPP) and Solutions (trading in photovoltaic components and solutions for energy supply). Along with Europe and North America, BayWa r.e. is also active in the Asia/Pacific region and Australia. In its Conventional Energy business unit, BayWa predominantly sells heating oil, fuels, lubricants and wood pellets, mainly in southern Germany and Austria. To this end, it offers CO₂-optimised mobility solutions in the fields of electromobility, liquefied natural gas (LNG) and digital mobility via BayWa Mobility Solutions GmbH.

³ formerly: BayWa r.e. renewable energy GmbH



Energy

Renewable Energies

Project development, services, independent power producer (IPP), energy trading, PV trading, energy solutions

Conventional Energy

Mobility solutions, trading of heating materials, fuels & lubricants

Innovation & Digitalisation Segment

The Innovation & Digitalisation segment is responsible for developing and marketing digital products and services for enhancing productivity in agriculture, as well as for pooling the further development of innovative approaches and the e-business activities at the BayWa Group in the BayWa Portal. The NEXT Farming OFFICE software product offers farmers a future-oriented farm management system. A number of modular tools and solutions are also available. The next innovative step towards connecting entire areas of farms and processes is the development of NEXT Farming LIVE, an overall concept for medium-sized and small farms. In e-business, the focus is on connecting digital service offerings such as online purchasing with the stationary sales channel, as well as on further advancing and optimising consultation apps.



Innovation & Digitalisation

Digital Farming & e-Business

Development & sales of digital solutions for farming, BayWa Portal



Agriculture

Cefetra Group

(formerly: BayWa Agri Supply & Trade – BAST)

Trading of agricultural products, Supply Chain Management

Global Produce

Trade of fruits, cultivation and marketing of selected vegetables

Agri Trade & Services

Collection of agricultural products, trading of input resources & feedstuff, logistics

Agriculture Equipment

Trading of agricultural machinery, repair & maintenance services

Agriculture Segment

The Agriculture Segment is divided into four business units and accounts for the largest share of the BayWa Group revenues, at around 64%. The range of services includes recording, international trade and logistics for select agricultural commodities and specialities, and the sale of agricultural inputs and feedstuffs. Trading activities also encompass the procurement and sale of many types of fruit. When it comes to agricultural equipment, BayWa covers a range of activities, from the sale of new machinery, maintenance and repair to the marketing of used machinery. Aside from trading and logistics activities, BayWa also offers comprehensive services in all four business units. As a result, it covers the entire value chain from the field to the marketing of agricultural products, making it one of Europe's leading trading companies with a global reach.



Building Materials

Building Materials

Trading of building materials, services, system supplier

Building Materials Segment

The Building Materials Segment accounts for almost 11% of the BayWa Group's revenues. The building materials trade serves commercial customers and private customers, supplying the full range of building materials – from civil engineering, structural engineering, renovations, modernisation, gardening and landscaping to solution packages for energy efficiency and healthy building. The range of products on offer encompasses all specialist areas, trade and services, from the building shell to interior design, garden landscaping, construction site logistics, assembly services and building services. BayWa is one of the largest providers of building materials in the German-speaking world. In addition, through BayWa Bau Projekt GmbH BayWa realises innovative and sustainable construction projects by joining forces with regional building contractors and property developers in the role of a joint venture partner.

Agriculture Segment Financials

		2016	2017	2018	2019	2020
Revenues	in EUR m	10,884.5	10,836.6	11,015.9	10,857.5	10,988.0
EBIT	in EUR m	70.1	82.0	100.1	96.6	107.1
– Of which: Cefetra Group ³	in EUR m	-11.5	7.0	31.1	19.1	25.2
– Of which: Global Produce	in EUR m	42.3	29.4	27.2	36.9	41.8
– Of which: Agri Trade & Service	in EUR m	28.7	25.7	5.2	7.8	-14.3
– Of which: Agricultural Equipment	in EUR m	10.6	19.9	36.6	32.8	54.4
Employees	number	10,212	10,613	10,428	10,580	11,762

Key Operating Data of the Agriculture Segment (Sales volume)

Cefetra Group⁴ and Agri Trade & Service

Grain	in Kt	21,512.4	21,859.9	19,116.4	20,188.6	20,189.2
Oilseed and additional products	in Kt	12,275.4	11,514.2	13,946.8	12,054.0	11,299.7
Fertilisers	in Kt	2,429.4	2,414.9	2,268.5	2,317.2	2,388.4
Seed	in Kt	256.8	265.5	251.6	236.9	262.3
Feedstuff	in Kt	1,632.7	2,051.3	2,639.0	2,549.9	2,525.4

Global Produce

Dessert pome fruit	in Kt	205.7	256.3	260.7	247.6	322.2
Soft and stone fruit	in Kt	25.1	14.1	17.0	27.8	30.2
Tropical fruits	in Kt	81.8	58.0	59.1	86.8	122.9
Vegetable fruits	in Kt	19.4	20.3	15.1	18.3	23.9

Agricultural Equipment

Tractors sold / new	number	3,529	3,659	4,815	4,617	5,882
Tractors sold / used	number	1,663	1,873	1,760	1,936	2,215

⁴ formerly: BayWa Agri Supply & Trade – BAST

Building Materials Segment Financials

		2016	2017	2018	2019	2020
Revenues	in EUR m	1,530.1	1,606.1	1,617.5	1,702.8	1,899.0
EBIT	in EUR m	28.5	30.1	31.1	32.1	46.9
Employees	number	4,081	4,113	4,211	4,371	4,528

Key Operating Data of the Building Materials Segment

Building Materials

Locations (incl. outlets in Austria)	number	202	199	200	203	202
Surface area (all locations)	in 1,000 m ²	1,682.1	1,669.8	1,687.0	1,688.9	1,691

BayWa – At a Glance

BayWa Group Financials

		2016	2017	2018	2019	2020
Revenues	in EUR m	15,409.9	16,055.1	16,625.7	17,059.0	17,155.4
Energy Segment	in EUR m	2,976.0	3,594.7	3,968.5	4,474.3	4,245.8
Agriculture Segment	in EUR m	10,884.5	10,836.5	11,015.9	10,857.5	10,988.0
Building Materials Segment	in EUR m	1,530.1	1,606.1	1,617.5	1,702.8	1,899.0
Innovation & Digitalisation Segment	in EUR m	6.0	6.9	10.7	10.6	10.2
Other Activities	in EUR m	13.3	10.9	13.1	13.8	12.4
EBITDA	in EUR m	272.6	318.5	315.3	403.0	468.4
EBIT	in EUR m	144.7	171.2	172.4	188.4	215.2
Energy Segment	in EUR m	83.1	85.0	96.0	127.4	142.7
Agriculture Segment	in EUR m	70.1	82.1	100.1	96.6	107.1
Building Materials Segment	in EUR m	28.5	30.1	31.1	32.1	46.9
Innovation & Digitalisation Segment	in EUR m	-8.6	-10.8	-12.3	-14.6	-10.9
Other Activities	in EUR m	-28.6	-15.2	-42.5	-53.1	-70.6
EBT	in EUR m	69.6	102.4	92.6	79.2	111.2
Net income for the year¹	in EUR m	52.7	67.2	54.9	65.1	61.3
Of which: profit due to minority shareholders	in EUR m	21.6	27.9	22.6	24.4	24.7
Of which: profit due to shareholders of the parent company ¹	in EUR m	31.1	39.3	32.3	40.7	36.6
Total assets (as per 31/12)¹	in EUR m	6,474.9	6,488.0	7,511.5	8,847.6	9,044.4
Non-current assets ¹	in EUR m	2,355.7	2,396.9	2,476.9	3,257.0	3,707.6
Current assets	in EUR m	4,094.2	4,077.4	5,030.4	5,585.9	5,331.7
Non-current liabilities	in EUR m	2,292.2	2,065.7	2,074.7	3,131.5	3,036.0
Current liabilities	in EUR m	3,084.3	2,986.8	4,047.7	4,377.1	4,752.3
Equity ¹	in EUR m	1,098.3	1,435.5	1,389.1	1,339.0	1,256.1
Equity ratio ¹	in percent	17.0	22.1	18.5	15.1	13.9
Share capital (as per 31/12)	in EUR m	89.3	89.6	89.9	90.3	90.6
Number of shares (as per 31/12)	in m shares	34.9	35.0	35.1	35.3	35.4
Earnings per share¹	in EUR	0.56	0.56	0.56	0.80	0.68
Earnings per share^{1,2}	in EUR	0.90	1.13	0.92	1.16	1.04
Dividend per share	in EUR	0.85	0.90	0.90	0.95	1.00³
Employees (as per 31/12)	number	16,711	17,323	17,864	19,193	21,207

¹ The previous year's figures have been adjusted in accordance with IAS 8.42. For further details, please see (A.5.) of the Notes to the Consolidated Financial Statements in BayWa AG's Consolidated Financial Statements 2020. ² Earnings per share excluding hybrid dividends; ³ Subject to approval by the Annual General Meeting of Shareholders



BayWa AG

Arabellastraße 4
D-81925 Munich
T +49 (0) 89 9222-0

Josko Radeljic

Head of Investor Relations
T +49 89 9222-3887
investorrelations@baywa.de

BayWa Group on the internet:

www.baywa.de
www.baywa.com
www.baywa.de/shop
www.baywa.com/en/sustainability
www.baywastiftung.de

Financial Calendar 2021/2022

25 March 2021	Annual Results Press Conference, Full-year 2020	10.30 am	BayWa, Munich
26 March 2021	Analysts' Conference Call, Full-year 2020	11.00 am	BayWa, Munich
6 May 2021	Analysts' Conference Call on the First Quarter	8.30 am	BayWa, Munich
6 May 2021	First-Quarter Results, Press Release		
11 May 2021	Virtual Annual General Meeting	10.00 am	
5 August 2021	Analysts' Conference Call on the Second Quarter	8.30 am	BayWa, Munich
5 August 2021	Second-Quarter Results, Half-yearly Press Conference	10.30 am	BayWa, Munich
11 November 2021	Analysts' Conference Call on the Third Quarter	8.30 am	BayWa, Munich
11 November 2021	Third-Quarter Results, Press Conference	10.30 am	BayWa, Munich
24 March 2022	Annual Results Press Conference, Full-year 2021	10.30 am	BayWa, Munich
25 March 2022	Analysts' Conference, Full-year 2021	11.00 am	BayWa, Munich