

Factbook 2021

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

BayWa

Sustainable Solutions for Life

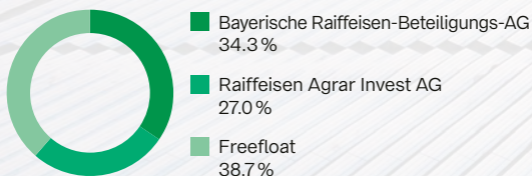
Over the years, BayWa has transformed from a traditional trading company into an internationally leading group of companies with regional unity in the business units Energy, Agriculture and Building Materials. The BayWa Group's business activities encompass planning, wholesale, retail and logistics, as well as extensive supporting services and consultancy. As a reliable partner to its customers and stakeholders, BayWa develops Sustainable Solutions for Life: products and solutions to meet the basic human needs for food, shelter, warmth and mobility.

BayWa share

Stock exchanges	Frankfurt, Munich, XETRA
Stock market segment	Regulated Market / Prime Standard
Sec. ident. no.	519406 and 519400
ISIN	DE0005194062 and DE0005194005
Share capital	EUR 91,250,199.04
Number of shares	35,644,609

BayWa AG shareholder structure

as at 31. December 2021



Sustainable dividend development

(Dividend per share in EUR)



¹ Subject to approval by the Annual General Meeting of Shareholders.

BayWa Group

Revenues in 2021
EUR m

19,839

29%¹

60%¹

11%¹

Energy

Revenues
in 2021 EUR m
5,688

Renewable
Energies



Energy



Agri- culture

Revenues
in 2021 EUR m
12,045

Cefetra
Group



Global
Produce



Agri Trade &
Service



Agricultural
Equipment



Building Materials

Revenues
in 2021 EUR m
2,084

Building
Materials



Strategic goals

BayWa
2025

Excellence and growth

400 – 450
EUR m EBIT

Diversification and flexibility

>70% of EBIT
from multinational
business activities

Business innovation

>50% of EBIT
from green
business activities

Climate change

-22%
of own greenhouse
gas emissions

¹ Share of revenues per business unit

Renewable Energies Segment

BayWa AG pools the entire project business for wind and solar energy in BayWa r.e. AG. BayWa r.e. also trades in photovoltaic components and storage technology for electricians and develops innovative solutions for energy supply.



Renewable Energies Segment

		2017	2018	2019	2020 ¹	2021
Revenues	in EUR m	1,366.7	1,530.2	1,975.3	2,209.7	3,560.0
EBIT	in EUR m	66.6	72.5	101.0	110.9	135.0
Employees	Number	1,101	1,449	1,826	2,272	2,821

Key operating data of the Renewable Energies Segment

Wind, realised output capacity ²	in MW	182.6	61.9	125.4	352.7	198.0
Wind, sold output capacity ³	in MW	260.2	116.2	282.8	364.6	119.8
Solar, realised output capacity ²	in MW	222.3	153.3	307.3	393.7	631.7
Solar, sold output capacity ³	in MW	147.7	324.0	628.3	302.3	493.0
PV module trading, sold output capacity	in MW _{peak}	425.4	544.1	927.0	1,179.0	2,046.4

¹ The previous year's figures have been adjusted in accordance with IAS 8.42. ² Realised output capacity: commissioning of turbines or plants in the respective financial year. ³ Sold output capacity: sale of turbines or plants in the respective financial year.

Energy Segment

In the Energy Segment, BayWa sells heating oils, fuels, lubricants, AdBlue, wood pellets and heating solutions, mainly in southern Germany and Austria. BayWa Mobility Solutions GmbH completes our range with solutions in CO₂-optimised mobility.



Energy Segment

		2017	2018	2019	2020 ¹	2021
Revenues	in EUR m	2,228.1	2,438.3	2,499.0	1,745.2	2,128.2
EBIT	in EUR m	18.5	23.5	26.4	31.8	17.4
Employees	Number	978	958	986	1,017	1,359

Key operating data of the Energy Segment

Heating oil	in kt	1,024.9	936.0	1,002.6	1,022.9	802.5
Fuels	in kt	1,499.0	1,690.9	1,522.9	1,123.9	1,100.2
Lubricants	in kt	27.1	26.4	25.5	21.8	22.9
Pellets	in kt	457.6	464.1	576.9	616.2	758.2
Filling stations	Number	279	281	125	124	120

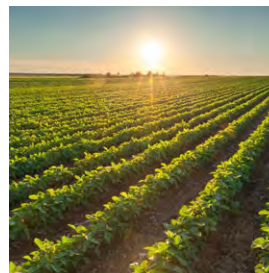
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Cefetra Group Segment

Cefetra Group acts as a supply chain manager for international trading with grain, oilseed and specialities – from purchasing and logistics to distribution. When it comes to the procurement and marketing of products, it possesses a global trading network as well as inland and deep water ports.

Agri Trade & Service Segment

The Agri Trade & Service Segment covers in particular the collecting, sales and service stages of the value chain for farms. It supplies farmers with agricultural inputs such as seed, fertilizers, crop protection and feedstuff throughout the entire agricultural year and takes responsibility for collecting and marketing the harvest. The portfolio also includes the range for organic agriculture.



Cefetra Group Segment and Agri Trade & Service Segment

		2017	2018	2019	2020 ¹	2021
Cefetra Group Segment						
Revenues	in EUR m	5,817.8	5,286.8	4,875.8	4,205.6	4,996.3
EBIT	in EUR m	7.0	31.1	19.1	21.6	38.8
Employees	Number	563	438	487	477	496
Agri Trade & Service Segment						
Revenues	in EUR m	2,812.9	3,298.8	3,454.4	3,574.3	4,178.7
EBIT	in EUR m	25.7	5.2	7.8	-14.3	12.3
Employees	Number	3,496	3,543	3,533	3,502	3,408

Key operating data for Cefetra Group Segment and Agri Trade & Service Segment

Grain	in kt	21,859.9	19,116.4	20,188.6	20,189.2	18,790.1
Oilseed and additional products	in kt	11,514.2	13,946.8	12,054.0	11,299.7	11,400.6
Fertilizers	in kt	2,414.9	2,268.5	2,317.2	2,388.4	2,301.6
Seed	in kt	265.5	251.6	236.9	262.3	263.6
Feedstuff	in kt	2,051.3	2,639.0	2,549.9	2,525.4	2,520.9

¹ The previous year's figures have been adjusted in accordance with IAS 8.42.

Global Produce Segment

Thanks to its Global Produce Segment, BayWa is a leading global player in fruit and vegetable trading. The company markets a wide range of pome fruit, exotic fruits and other high-quality fruit and vegetable products through BayWa Global Produce GmbH and its subsidiaries.



Global Produce Segment

		2017	2018	2019	2020 ¹	2021
Revenues	in EUR m	805.6	807.9	843.9	938.5	960.7
EBIT	in EUR m	29.4	27.2	36.9	41.8	42.6
Employees	Number	2,925	2,768	2,788	3,997	3,650

Key operating data of the Global Produce Segment

Dessert pome fruit	in kt	256.3	260.7	247.6	322.2	289.6
Soft and stone fruit	in kt	14.1	17.0	27.8	30.2	26.7
Tropical fruit	in kt	58.0	59.1	86.8	122.9	107.0
Vegetable fruits	in kt	20.3	15.1	18.3	23.9	21.1

¹ The previous year's figures have been adjusted in accordance with IAS 8.42.

BayWa – at a Glance

Consolidated Income Statement 2021

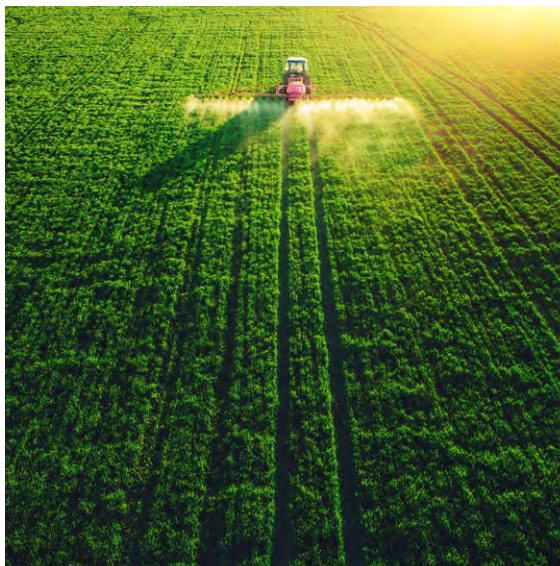
		2017	2018	2019	2020 ¹	2021
Revenues	in EUR m	16,055.1	16,625.7	17,059.0	16,464.7	19,839.1
Inventory changes	in EUR m	-101.0	217.0	223.2	446.6	928.8
Other own work capitalised	in EUR m	8.2	10.8	13.7	16.4	16.3
Other operating income	in EUR m	206.9	211.3	225.6	353.7	404.2
Cost of materials	in EUR m	-14,384.3	-15,175.7	-15,513.0	-14,939.3	-18,457.1
Gross profit	in EUR m	1,784.9	1,889.1	2,008.5	2,342.1	2,731.3
Personnel expenses	in EUR m	-936.2	-990.6	-1,081.9	-1,184.9	-1,320.5
Depreciation / amortisation	in EUR m	-147.2	-142.9	-214.6	-253.2	-286.2
Other operating expenses	in EUR m	-570.1	-599.0	-629.4	-695.6	-855.0
Result of operating activities	in EUR m	131.4	156.6	82.6	208.4	269.6
Income from participating interests recognised at equity	in EUR m	2.5	9.0	11.2	-3.3	-10.3
Other income from shareholdings	in EUR m	37.4	6.8	94.6	6.5	7.3
Interest income	in EUR m	7.6	12.0	12.8	14.5	15.7
Interest expenses	in EUR m	-76.5	-91.8	-122.0	-118.5	-121.7
Financial result	in EUR m	-29.0	-64.0	-3.4	-100.8	-109.0
Earnings before tax (EBT)	in EUR m	102.4	92.6	79.2	107.6	160.6
Income tax	in EUR m	-35.2	-37.7	-14.1	-48.1	-31.8
Consolidated net result for the year	in EUR m	67.2	54.9	65.1	59.5	128.8
thereof: profit share of minority interest	in EUR m	27.9	22.6	24.4	23.6	58.2
thereof: profit share of shareholders of the parent company	in EUR m	39.3	32.3	40.7	35.9	70.7
EBIT	in EUR m	171.3	172.4	188.4	211.6	266.6
EBITDA	in EUR m	318.4	315.3	403.0	464.8	552.8
Issued share capital (as at 31 / 12)	in EUR m	89.6	89.9	90.3	90.6	91.2
Number of shares (as at 31 / 12)	in m shares	35.0	35.1	35.3	35.4	35.6
Earnings per share	in EUR	1.13	0.56	0.80	0.66	1.63
Earnings per share²	in EUR	1.13	0.92	1.16	1.02	1.99
Dividend per share	in EUR	0.90	0.90	0.95	1.00	1.05³
Employees (as at 31 / 12)	Number	17,323	17,864	19,193	21,207	21,468

¹ The previous year's figures have been adjusted in accordance with IAS 8.42. ² Earnings per share excluding hybrid dividends.

³ Subject to approval by the Annual General Meeting of Shareholders.

Agricultural Equipment Segment

The Agricultural Equipment Segment offers a full line from a variety of different manufacturers of machinery, equipment and systems for all areas of agriculture. A workshop network with 278 locations and 780 mobile service vehicles provides maintenance and repair services. BayWa also sells used machinery via its locations.



Agricultural Equipment Segment

		2017	2018	2019	2020 ¹	2021
Revenues	in EUR m	1,400.3	1,622.4	1,683.4	1,869.8	1,909.0
EBIT	in EUR m	19.9	36.6	32.8	54.4	48.6
Employees	Number	3,629	3,679	3,772	3,786	3,805

Key operating data of the Agricultural Equipment Segment

Number of tractors sold – new	Number	3,659	4,815	4,617	5,882	4,973
Number of tractors sold – used	Number	1,873	1,760	1,936	2,215	2,119

¹ The previous year's figures have been adjusted in accordance with IAS 8.42.

Building Materials Segment

The Building Materials Segment covers the entire range of products and solutions for building materials – from civil engineering, structural engineering, construction, renovations, modernisation, gardening and landscaping, to solution packages for energy efficiency and healthy building. Digital resources expand the range of services and boost sales potential.



Building Materials Segment

		2017	2018	2019	2020 ¹	2021
Revenues	in EUR m	1,606.1	1,617.5	1,702.8	1,899.0	2,084.2
EBIT	in EUR m	30.1	31.1	32.1	46.9	73.2
Employees	Number	4,113	4,211	4,371	4,528	4,454
Key operating data of the Building Materials Segment						
Number of locations (including Austrian markets)	Number	199	200	203	202	199
Surface area (all locations)	in thousand m ²	1,669.8	1,687.0	1,688.9	1,691.6	1,691.7

¹ The previous year's figures have been adjusted in accordance with IAS 8.42.

Financial Calendar 2022 / 2023

5 May 2022	Analysts' Conference Call on the First Quarter	8.30 am	BayWa, Munich, Germany
5 May 2022	Press release – First-Quarter Results		
24 May 2022	Virtual Annual General Meeting	10.00 am	
4 August 2022	Analysts' Conference Call on the Second Quarter	8.30 am	BayWa, Munich, Germany
4 August 2022	Press Conference on the Second-Quarter Results	10.30 am	BayWa, Munich, Germany
10 November 2022	Analysts' Conference Call on the Third Quarter	8.30 am	BayWa, Munich, Germany
10 November 2022	Press Conference on the Third-Quarter Results	10.30 am	BayWa, Munich, Germany
30 March 2023	Annual Results Press Conference FY 2022	10.30 am	BayWa, Munich, Germany
30 March 2023	Analysts' Conference Call on FY 2022	2.00 pm	BayWa, Munich, Germany

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