

Factbook 2022

BayWa is a listed company with international operations and a broad-based portfolio in the energy, agriculture and building materials sectors. BayWa's products and solutions cater to fundamental, basic needs such as food, energy and housing. They play a role in food and energy security, decarbonisation and digitalisation, all of which are key megatrends. As a result, they offer substantial growth potential for the future.

BayWa

BayWa Group

Revenues in 2022

EUR m

27,062

36%¹

55%¹

9%¹

Energy

Revenues
in 2022 EUR m

9,833

Agri-
culture
Revenues
in 2022 EUR m

14,860

Building
Materials
Revenues
in 2022 EUR m

2,347

Renewable
Energies



Cefetra
Group



Building
Materials



Energy



Agri Trade &
Service



Agricultural
Equipment



Global
Produce



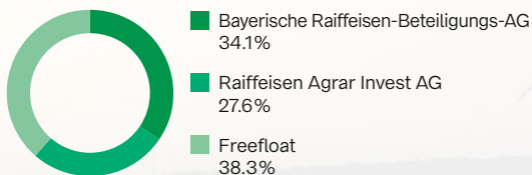
¹ Share of revenues
per business unit

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 91,807,715.84
Number of shares	35,862,389

BayWa AG shareholder structure

as at 31 December 2022



Sustainable dividend development

(Dividend per share in EUR)



¹ Subject to approval by the Annual General Meeting: Increase in the dividend to €1.10 per share and in addition, a special dividend of 10 cents per share.

BayWa investment highlights

Finger on the pulse of megatrends

- BayWa caters to fundamental, basic needs such as food, energy and housing
- Megatrends such as food and energy security offer substantial growth potential for BayWa

Local roots, global scope

- Over 22,000 employees in 53 countries
- Ties with customers stretching back over generations in core regions

High earnings power and rising dividends

- BayWa's high earnings power makes an active innovation and investment policy possible
- EBIT target until 2025: €470–520 million

Clear growth prospects for renewable energies

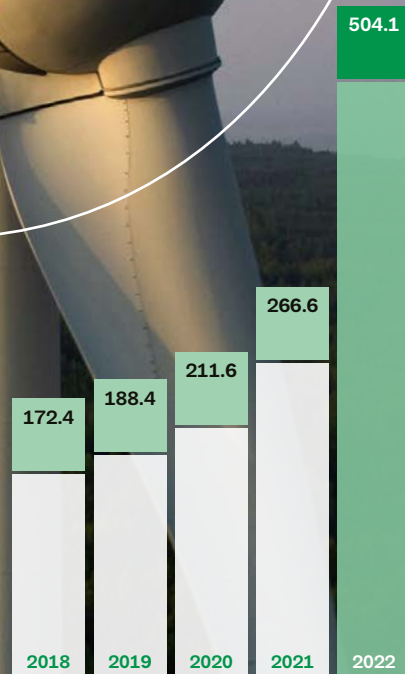
- Energy transition offers significant market potential for BayWa r.e. AG, a Group subsidiary
- BayWa r.e. AG to focus on business as an independent power producer (IPP) and project developer

Strong management and sustainability pioneer

- Management with continuity and strategic foresight
- Leading rating agencies have attested to BayWa's above-average ESG performance

EBIT target 2025

470–520
EUR m



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 (PV) components and storage technology, and will focus on international project business and further expansion as an independent power producer (IPP) going forward.



Renewable Energies Segment

		2018	2019	2020	2021	2022
Revenues	in EUR m	1,530.2	1,975.3	2,209.7	3,560.0	6,489.2
EBIT	in EUR m	72.5	101.0	110.9	135.0	239.1
Employees	Number	1,449	1,826	2,272	2,821	3,754

Key operating data of the Renewable Energies Segment

Wind, sold output capacity	in MW	116.2	282.8	364.6	119.8	65.9
Solar, sold output capacity	in MW	324.0	628.3	302.3	493.0	731.1
PV module trading, sold output capacity	in MW _{peak}	544.1	927.0	1,179.0	2,046.4	3,489.0
Inverters, sold output capacity	in MW _{peak}	937.0	1,497.0	2,025.0	2,940.0	4,649.0

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 the range with solutions in CO₂-optimised mobility.



Energy Segment

		2018	2019	2020	2021	2022
Revenues	in EUR m	2,438.3	2,499.0	1,745.2	2,128.2	3,343.6
EBIT	in EUR m	23.5	26.4	31.8	17.4	53.6
Employees	Number	958	986	1,017	1,359	1,411

Key operating data of the Energy Segment

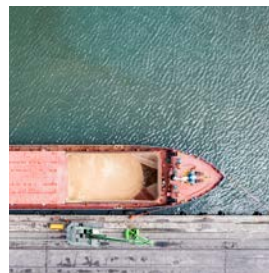
Heating oil	in kt	936.0	1,002.6	1,022.9	802.5	785.7
Fuels	in kt	1,690.9	1,522.9	1,123.9	1,100.2	1,178.0
Lubricants	in kt	26.4	25.5	21.8	22.9	20.8
Pellets	in kt	464.1	576.9	616.2	758.2	692.9
Filling stations	Number	281	125	124	120	115

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

		2018	2019	2020	2021 ¹	2022
Cefetra Group Segment						
Revenues	in EUR m	5,286.8	4,875.8	4,205.6	4,996.3	6,111.2
EBIT	in EUR m	31.1	19.1	21.6	38.8	59.5
Employees	Number	438	487	477	496	623
Agri Trade & Service Segment						
Revenues	in EUR m	3,298.8	3,454.4	3,574.3	4,178.7	5,750.7
EBIT	in EUR m	5.2	7.8	-14.3	12.3	104.7
Employees	Number	3,543	3,533	3,502	3,408	3,630

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

Grain	in kt	19,116.4	20,188.6	20,189.2	17,180.5	15,698.0
Oilseed and additional products	in kt	13,946.8	12,054.0	11,299.7	9,597.0	8,699.8
Fertilizers	in kt	2,268.5	2,317.2	2,388.4	2,301.6	2,326.3
Seed	in kt	251.6	236.9	262.3	263.6	268.0
Feedstuff	in kt	2,639.0	2,549.9	2,525.4	2,434.9	2,443.2

¹ The sales volumes in the previous year were adjusted retrospectively.

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 279 locations and 791 mobile service vehicles provides maintenance and repair services. BayWa also sells used machinery via its locations.



Agricultural Equipment Segment

		2018	2019	2020	2021	2022
Revenues	in EUR m	1,622.4	1,683.4	1,869.8	1,909.0	2,076.5
EBIT	in EUR m	36.6	32.8	54.4	48.6	70.2
Employees	Number	3,679	3,772	3,786	3,805	3,826

Key operating data of the Agricultural Equipment Segment

Number of tractors sold – new	Number	4,815	4,617	5,882	4,973	5,025
Number of tractors sold – used	Number	1,760	1,936	2,215	2,119	1,724

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

		2018	2019	2020	2021	2022
Revenues	in EUR m	807.9	843.9	938.5	960.7	921.3
EBIT	in EUR m	27.2	36.9	41.8	42.6	21.1
Employees	Number	2,768	2,788	3,997	3,650	3,151

Key operating data of the Global Produce Segment

Dessert pome fruit	in kt	260.7	247.6	322.2	307.7	332.9
Soft and stone fruit ¹	in kt	4.6	17.8	26.1	29.3	15.4
Tropical fruit ¹	in kt	59.1	74.7	100.1	83.6	85.8
Vegetable fruits ¹	in kt	15.1	29.1	46.9	44.3	48.0

¹ Deviation from previous years due to new allocation of individual fruit varieties.

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

		2018	2019	2020	2021	2022
Revenues	in EUR m	1,617.5	1,702.8	1,899.0	2,084.2	2,346.9
EBIT	in EUR m	31.1	32.1	46.9	73.2	70.4
Employees	Number	4,211	4,371	4,528	4,454	4,661
Key operating data of the Building Materials Segment						
Number of locations (including Austrian markets)	Number	200	203	202	199	198
Surface area (all locations)	in thousand m ²	1,687.0	1,688.9	1,691.6	1,691.7	1,678.9

BayWa – at a glance

Consolidated Income Statement 2022

		2018	2019	2020	2021	2022
Revenues	in EUR m	16,625.7	17,059.0	16,464.7	19,839.1	27,061.8
Inventory changes	in EUR m	217.0	223.2	446.6	928.8	370.4
Other own work capitalised	in EUR m	10.8	13.7	16.4	16.3	33.2
Other operating income	in EUR m	211.3	225.6	353.7	404.2	492.9
Cost of materials	in EUR m	-15,175.7	-15,513.0	-14,939.3	-18,457.1	-24,581.2
Gross profit	in EUR m	1,889.1	2,008.5	2,342.1	2,731.3	3,377.1
Personnel expenses	in EUR m	-990.6	-1,081.9	-1,184.9	-1,320.5	-1,509.5
Depreciation / amortisation	in EUR m	-142.9	-214.6	-253.2	-286.2	-354.7
Other operating expenses	in EUR m	-599.0	-629.4	-695.6	-855.0	-1,072.0
Result of operating activities	in EUR m	156.6	82.6	208.4	269.6	440.8
Income from participating interests recognised at equity	in EUR m	9.0	11.2	-3.3	-10.3	14.2
Other income from shareholdings	in EUR m	6.8	94.6	6.5	7.3	49.1
Interest income	in EUR m	12.0	12.8	14.5	15.7	17.6
Interest expenses	in EUR m	-91.8	-122.0	-118.5	-121.7	-202.1
Financial result	in EUR m	-64.0	-3.4	-100.8	-109.0	-121.2
Earnings before tax (EBT)	in EUR m	92.6	79.2	107.6	160.6	319.6
Income tax	in EUR m	-37.7	-14.1	-48.1	-31.8	-80.1
Consolidated net result for the year	in EUR m	54.9	65.1	59.5	128.8	239.5
thereof: profit share of minority interest	in EUR m	22.6	24.4	23.6	58.2	71.4
thereof: profit share of shareholders of the parent company	in EUR m	32.3	40.7	35.9	70.7	168.1
EBIT	in EUR m	172.4	188.4	211.6	266.6	504.1
EBITDA	in EUR m	315.3	403.0	464.8	552.8	858.8
Issued share capital (as at 31 / 12)	in EUR m	89.9	90.3	90.6	91.2	91.8
Number of shares (as at 31 / 12)	in m shares	35.1	35.3	35.4	35.6	35.9¹
Earnings per share	in EUR	0.56	0.80	0.66	1.63	4.36
Dividend per share	in EUR	0.90	0.95	1.00	1.05	1.20²
Employees (as at 31 / 12)	Number	17,864	19,193	21,207	21,468	22,508

¹ Including 217,780 employee shares with a share in the capital stock of EUR 557,516.80. These are entitled to dividends from 1 January 2023.

² Subject to approval by the Annual General Meeting: Increase in the dividend to €1.10 per share and in addition, a special dividend of 10 cents per share.

Financial Calendar 2023

30 March 2023	Consolidated Financial Statements 2022: Annual Results Press Conference	10.30 am
	Consolidated Financial Statements 2022: Analysts' Conference	2.00 pm
11 May 2023	Interim Report Q1 2023: Analysts' Conference Call	8.30 am
6 June 2023	Annual General Meeting (in person)	10.00 am
3 August 2023	Half-Year Report 2023: Analysts' Conference Call	8.30 am
	Half-Year Report 2023: Half-Year Press Conference	10.30 am
9 November 2023	Interim Report Q3 2023: Analysts' Conference Call	8.30 am
	Interim Report Q3 2023: Press Conference	10.30 am

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