

Factbook 2023

BayWa is a publicly listed group with over 23,000 employees worldwide. Its business model combines trade, logistics and project development in three business units: energy, agriculture and building materials. BayWa products and solutions cover basic human needs such as energy, food and housing and build on the major megatrends of energy and food security. For more than 100 years, BayWa has stood for responsibility, innovation and growth.

BayWa

BayWa Group

Revenues in 2023

EUR m

23,948¹

36%²

56%²

8%²

Energy

Revenues
in 2023 EUR m

8,609

Agri- culture

Revenues
in 2023 EUR m

13,327

Building Materials

Revenues
in 2023 EUR m

1,988

Renewable
Energies



Cefetra
Group



Building
Materials



Energy



Agri Trade &
Service



Agricultural
Equipment



Global
Produce



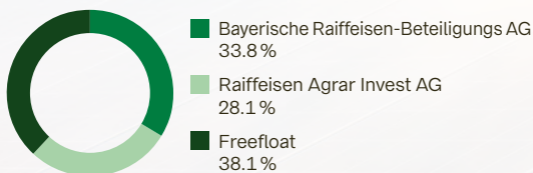
- 1 Including the non-operative segments Innovation & Digitalisation and Other Activities
- 2 Share of revenues per business unit

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 92,497,210.88
Number of shares	36,131,723

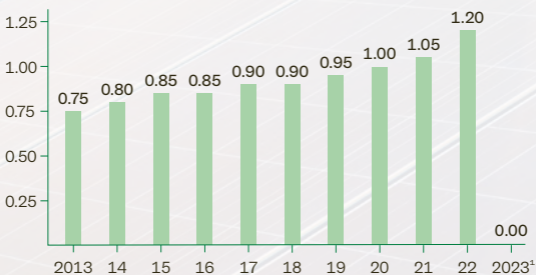
BayWa AG shareholder structure

as at 31 December 2023



Dividend development

(Dividend per share in EUR)



1 Subject to approval by the Annual General Meeting: The Board of Management has proposed to the Supervisory Board that dividend payments be suspended to further strengthen the capital and financing base of the company.

Sustainability at BayWa

- Long-term economic success is possible only if we take responsibility for the societal and ecological impacts of our actions and do business sustainably. The **BayWa Sustainability Strategy** encompasses four action areas:
 - Value creation
 - Environment & Climate
 - Employees
 - Society
- Part of the BayWa Sustainability Strategy is the **Climate Strategy**.
- BayWa borrowing portfolio: **50 % sustainable and green finance products**
- Member of the **UN Global Compact**, the world's largest multi-stakeholder initiative for sustainable and responsible corporate governance
- German Sustainability Award 2023**

Climate Strategy:

Climate targets and status progress



ESG ratings and scores of BayWa for 2023



CDP Score 2023
(Climate): A-

MSCI
ESG RATINGS



CCC B BB BBB A AA AAA



More information about sustainability at BayWa:
BayWa Sustainability Report 2023 (published in April 2024)

1 Base year 2017, taking into account green electricity certificates of origin

2 Related to EBITDA

3 BayWa defines climate neutrality as the avoidance, reduction and compensation of remaining Scope 1 and 2 greenhouse gas emissions (CO₂ and other relevant climate-relevant gases). Compensation is achieved through investments in high-quality climate protection certificates.

Renewable Energies Segment

The BayWa Group 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 focuses on further expansion as an independent power producer (IPP).



Renewable Energies Segment

		2019	2020	2021	2022	2023
Revenues	in EUR m	1,975.3	2,209.7	3,560.0	6,489.2	5,789.4
EBIT	in EUR m	101.0	110.9	135.0	239.1	193.8
Employees	Number	1,826	2,272	2,821	3,754	4,592

Key operating data of the Renewable Energies Segment

Wind, sold output capacity*	in MW	282.8	364.6	119.8	65.9	263.9
Solar, sold output capacity*	in MW	628.3	302.3	493.0	731.1	1,570.7
PV module trading, sold output capacity	in MW _{peak}	927.0	1,179.0	2,046.4	3,489.0	3,677.9
Inverters, sold output capacity	in MW _{peak}	1,497.0	2,025.0	2,940.0	4,649.0	6,365.1

* Including project rights

Energy Segment

In the Energy Segment, BayWa sells lubricants, heating oils, diesel, gasoline and wood pellets and offers heating solutions, mainly in southern Germany and Austria. BayWa Mobility Solutions GmbH concentrates on e-mobility through activities such as expanding and, going forward, also operating charging infrastructure.



Energy Segment

		2019	2020	2021	2022	2023
Revenues	in EUR m	2,499.0	1,745.2	2,128.2	3,343.6	2,820.0
EBIT	in EUR m	26.4	31.8	17.4	53.6	17.8
Employees	Number	986	1,017	1,359	1,411	1,472

Key operating data of the Energy Segment

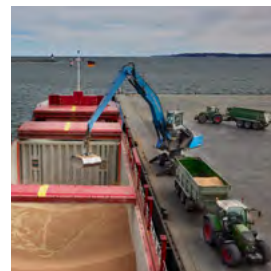
Heating oil	in kt	1,002.6	1,022.9	802.5	785.7	713.4
Fuels	in kt	1,522.9	1,123.9	1,100.2	1,173.5	1,117.6
Lubricants	in kt	25.5	21.8	22.9	25.2	24.3
Pellets	in kt	576.9	616.2	758.2	692.9	734.0
Filling stations	Number	125	124	120	115	111

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 agricultural 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

		2019	2020	2021	2022	2023
Cefetra Group Segment						
Revenues	in EUR m	4,875.8	4,205.6	4,996.3	6,111.2	5,309.3
EBIT	in EUR m	19.1	21.6	38.8	59.5	64.6
Employees	Number	487	477	496	623	709
Agri Trade & Service Segment						
Revenues	in EUR m	3,454.4	3,574.3	4,178.7	5,750.7	4,899.3
EBIT	in EUR m	7.8	-14.3	12.3	104.7	26.4
Employees	Number	3,533	3,502	3,408	3,630	3,761

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

Grain	in kt	20,188.6	20,189.2	17,180.5	15,698.0	15,927.8
Oilseed and additional products	in kt	12,054.0	11,299.7	9,597.0	8,699.8	8,078.3
Fertilizers	in kt	2,317.2	2,388.4	2,301.6	2,326.3	2,074.8
Seed	in kt	236.9	262.3	263.6	268.0	236.9
Feedstuff	in kt	2,549.9	2,525.4	2,434.9	2,443.2	2,426.2

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, along with special vehicles for agriculture, forestry and the public sector. A workshop network with 276 locations and 819 mobile service vehicles provides maintenance and repair services. BayWa also sells used machinery via its locations.



Agricultural Equipment Segment

		2019	2020	2021	2022	2023
Revenues	in EUR m	1,683.4	1,869.8	1,909.0	2,076.5	2,239.3
EBIT	in EUR m	32.8	54.4	48.6	70.2	84.6
Employees	Number	3,772	3,786	3,805	3,826	3,931

Key operating data of the Agricultural Equipment Segment

Number of tractors sold – new	Number	4,617	5,882	4,973	5,025	5,279
Number of tractors sold – used	Number	1,936	2,215	2,119	1,724	1,449

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 other subsidiaries.



Global Produce Segment

		2019	2020	2021	2022	2023
Revenues	in EUR m	843.9	938.5	960.7	921.3	878.6
EBIT	in EUR m	36.9	41.8	42.6	21.1	-15.1
Employees	Number	2,788	3,997	3,650	3,151	2,737

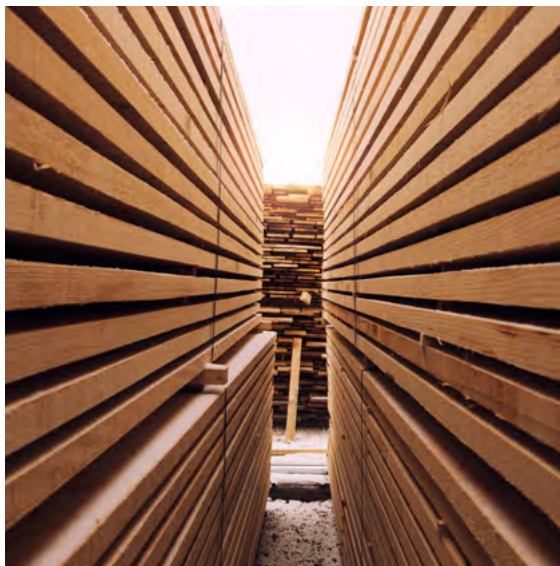
Key operating data of the Global Produce Segment

Dessert pome fruit	in kt	247.6	322.2	307.7	332.9	310.0
Soft and stone fruit*	in kt	17.8	26.1	29.3	15.4	8.2
Tropical fruit*	in kt	74.7	100.1	83.6	85.8	86.4
Vegetable fruits*	in kt	29.1	46.9	44.3	48.0	38.4

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

Building Materials Segment

The building materials business unit and the Building Materials Segment cover 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. Through BayWa Bau Projekt GmbH, BayWa works with developers on the implementation of construction projects in Germany.



Building Materials Segment

		2019	2020	2021	2022	2023
Revenues	in EUR m	1,702.8	1,899.0	2,084.2	2,346.9	1,988.3
EBIT	in EUR m	32.1	46.9	73.2	70.4	6.6
Employees	Number	4,371	4,528	4,454	4,661	4,655
Key operating data of the Building Materials Segment						
Number of locations	Number	203	202	199	198	192
Surface area	in thousand m ²	1,688.9	1,691.6	1,691.7	1,678.9	1,624.9

BayWa – at a glance

Consolidated Income Statement

		2019	2020	2021	2022	2023
Revenues	in EUR m	17,059.0	16,464.7	19,839.1	27,061.8	23,948.2
Inventory changes	in EUR m	223.2	446.6	928.8	370.4	157.1
Other own work capitalised	in EUR m	13.7	16.4	16.3	33.2	43.1
Other operating income	in EUR m	225.6	353.7	404.2	492.9	411.7
Cost of materials	in EUR m	-15,513.0	-14,939.3	-18,457.1	-24,581.2	-21,286.9
Gross profit	in EUR m	2,008.5	2,342.1	2,731.3	3,377.1	3,273.2
Personnel expenses	in EUR m	-1,081.9	-1,184.9	-1,320.5	-1,509.5	-1,605.3
Depreciation/amortisation	in EUR m	-214.6	-253.2	-286.2	-354.7	-283.3
Other operating expenses	in EUR m	-629.4	-695.6	-855.0	-1,072.0	-1,095.9
Result of operating activities	in EUR m	82.6	208.4	269.6	440.8	288.8
Income from participating interests recognised at equity	in EUR m	11.2	-3.3	-10.3	14.2	11.9
Other income from shareholdings	in EUR m	94.6	6.5	7.3	49.1	3.3
Interest income	in EUR m	12.8	14.5	15.7	17.6	20.3
Interest expenses	in EUR m	-122.0	-118.5	-121.7	-202.1	-362.0
Financial result	in EUR m	-3.4	-100.8	-109.0	-121.2	-326.5
Earnings before tax (EBT)	in EUR m	79.2	107.6	160.6	319.6	-37.7
Income tax	in EUR m	-14.1	-48.1	-31.8	-80.1	-55.7
Consolidated net income/loss for the year	in EUR m	65.1	59.5	128.8	239.5	-93.4
thereof: due to minority interest	in EUR m	24.4	23.6	58.2	71.4	4.7
thereof: due to shareholders of the parent company	in EUR m	40.7	35.9	70.7	168.1	-98.1
EBIT	in EUR m	188.4	211.6	266.6	504.1	304.0
EBITDA	in EUR m	403.0	464.8	552.8	858.8	587.3
Issued share capital (as at 31/12)	in EUR m	90.3	90.6	91.2	91.8	92.5
Number of shares (as at 31/12)	in m shares	35.3	35.4	35.6	35.9	36.1
Earnings per share	in EUR	0.80	0.66	1.63	4.36	-2.84
Dividend per share	in EUR	0.95	1.00	1.05	1.20	0.00*
Employees (as at 31/12)	Number	19,193	21,207	21,468	22,508	23,144

* Subject to approval by the Annual General Meeting

Financial Calendar 2024

28 March 2024	Consolidated Financial Statements 2023: Annual Results Press Conference	10.30 am
	Consolidated Financial Statements 2023: Analysts' Conference Call	2.00 pm
8 May 2024	Interim Report Q1 2024: Analysts' Conference Call	2.00 pm
11 June 2024	Annual General Meeting (in person)	10.00 am
8 August 2024	Half-Year Report 2024: Analysts' Conference Call	8.30 am
	Half-Year Report 2024: Half-Year Press Conference	10.30 am
14 November 2024	Interim Report Q3 2024: Analysts' Conference Call	8.30 am

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