

Investor Relations Newsletter

Half-year
2021

BayWa



BayWa Group generates record-breaking half-year results

The BayWa Group's consolidated revenues stood at roughly €9.3 billion after the first six months of the current financial year, up 13.3% year on year. Earnings before interest and tax (EBIT) improved by €90.8 million to a total of €144.6 million. All three operating segments – Energy, Agriculture and Building Materials – recorded a significant year-on-year increase in earnings (EBIT) in the first half of 2021.

The Energy Segment posted the largest improvement in earnings, more than tripling its EBIT compared to the same period in the previous year due to the completion of major project sales and sustained high demand in trade activities involving PV components. In the Building Materials Segment, EBIT almost doubled compared to the previous year. The robust development of the construction industry saw

sales rise across the entire product range. The Agriculture Segment also recorded earnings growth, with both international and domestic product trading benefiting from the positive price trend on grain markets.

“All operating segments contributed to this dynamic rise in earnings,” says Chief Executive Officer Prof. Klaus Josef Lutz. “Thanks to its diversified business portfolio, BayWa is positioned with an eye to the future and is crisis-resilient.”

Based on the segments' operating earnings in the first half of 2021, the Board of Management has now raised its forecast increase in the BayWa Group's full-year operating result for 2021 from “moderate” (1% to 5%) to “significant” (10% to 20%).

Highlights

- Full-year guidance raised
- Higher earnings in all three operating segments:
 - Energy (>+100%)
 - Building Materials (+95.3%)
 - Agriculture (+43.3%)
- Above-average second quarter
- Participation in Bavarian COVID-19 vaccination project

Key Financials of the BayWa Group

Income Statement

in EUR million	Q1 2021	Q2 2021	HY 2021	HY 2020	Change
Revenues	4,272.1	5,011.3	9,283.4	8,193.7	13.3%
EBITDA	103.0	159.9	262.9	160.4	63.9%
EBIT	45.1	99.5	144.6	53.8	>+100%
EBT	20.9	73.0	93.9	0.6	>+100%
Consolidated net result	14.7	52.1	66.8	0.4	>+100%

EBIT per Segment

in EUR million	Q1 2021	Q2 2021	HY 2021	HY 2020	Change
Energy	37.0	20.3	57.3	16.7	>+100%
Renewable Energies	33.7	17.1	50.8	-1.3	>+100%
Conventional Energy	3.3	3.2	6.5	18.0	-63.9%
Agriculture	31.2	57.1	88.3	61.6	43.3%
Cefetra Group	11.0	9.1	20.1	8.6	>+100%
Global Produce	1.0	13.5	14.5	18.2	-20.3%
Agri Trade & Service	14.7	24.3	39.0	18.9	>+100%
Agricultural Equipment	4.5	10.2	14.7	15.9	-7.5%
Building Materials	-5.7	39.3	33.6	17.2	95.3%
Innovation & Digitalisation	-3.2	-1.6	-4.8	-6.8	29.4%
Other Activities	-14.2	-15.6	-29.8	-34.9	14.6%
Total	45.1	99.5	144.6	53.8	>+100%

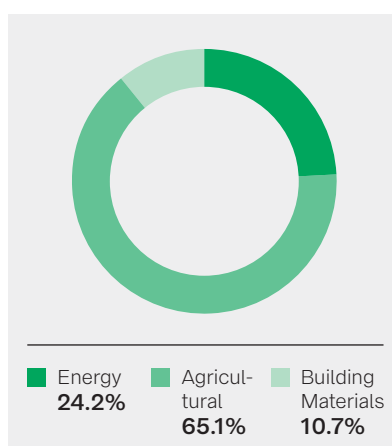
Earnings per share (EPS)*

in EUR



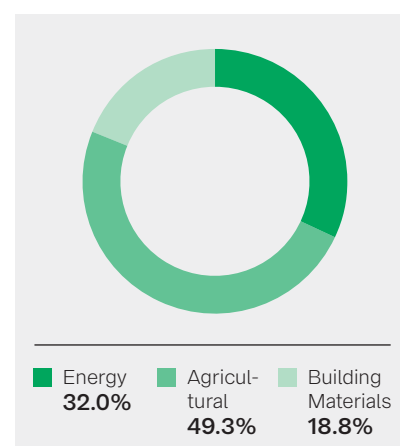
Share of revenues per Segment

in % as at 30/06/2021



Share of EBIT (operational) – per segment

in % as at 30/06/2021



* Earnings per share including hybrid dividend

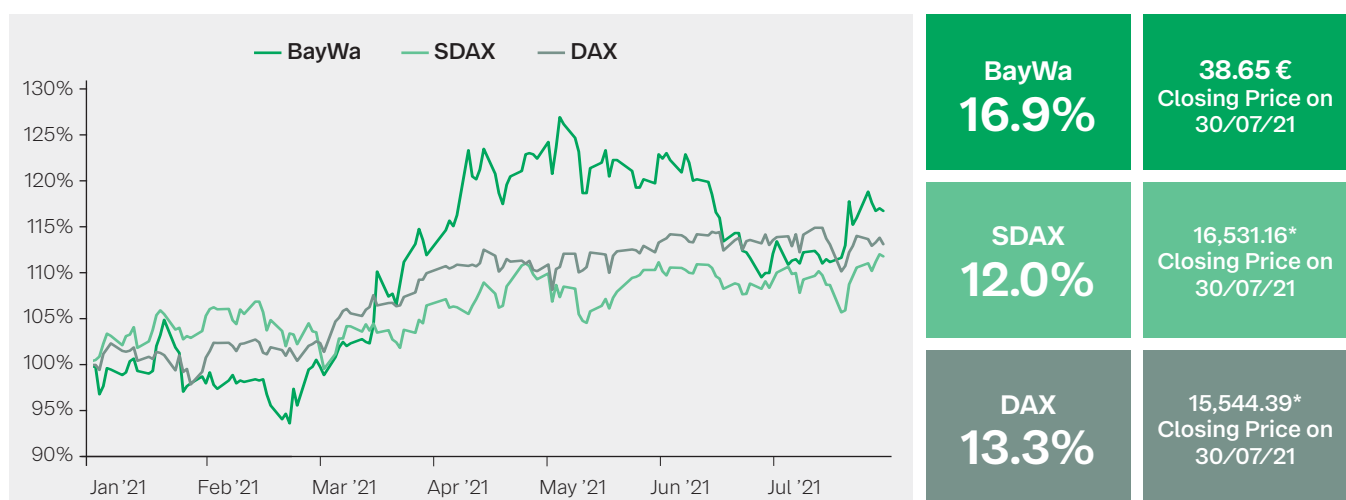
Capital Market

First half of 2021 – a look back

The first half of 2021 remained positive for investors. Optimism regarding the performance of the economy and progress on vaccination helped to fuel a marked recovery on global capital markets, especially in the second quarter. The DAX gained 13.2% in the first half of the year. Automotive stocks, which are strongly represented in the index, were the driving factor behind this encouraging development. The US benchmark index Dow Jones saw similarly strong development of 12.7%, with the tech-heavy Nasdaq Composite also recording a rise of 12.5%. Germany saw a new record number of initial public offerings (IPOs), with 14 flotations and issue volume of roughly €8.8 billion in the first half of 2021. That figure beats out not only the first half of 2018, when multiple heavyweights such as Siemens Healthineers and the DWS Group made their stock market debut, but also the dot-com boom of 2000.

The record was powered by the increasing easing of the Covid crisis, higher valuations and a series of IPOs that were postponed last year due to the coronavirus pandemic. The second half of 2021 also looks promising thanks to a well-filled pipeline with a total of ten more upcoming flotations between now and the end of the year. The green bond market also recorded strong growth in the first six months of the year, having already exceeded the previous year's volume by a factor of two and a half to stand at roughly €240 billion. Experts believe that a new issue volume of €550 billion could be achieved by the end of 2021 (2020: €230 billion). The growth is attributable to stricter reporting obligations under the Sustainable Finance Disclosure Regulation, which are fuelling issuers' interest in issuing "green" investments.

BayWa Share 2021: Price performance compared with the SDAX and DAX



* Points

Current analyst recommendations

Kepler Cheuvreux	Buy	July 2021
Pareto Securities	Buy	July 2021
Metzler	Buy	May 2021
Warburg Research	Hold	May 2021

BayWa Share

Closing Price on 30/07/2021	38.65 €
Closing Price on 30/06/2021	36.40 €
52W High	42.05 €
52W Low	26.40 €

Financial Calendar 2021/2022

5 August 2021	Analysts' Conference Call on the Second Quarter	8.30 am	BayWa, Munich
11 November 2021	Analysts' Conference Call on the Third Quarter	8.30 am	BayWa, Munich
25 March 2022	Analysts' Conference, Full-year 2021	11.00 am	BayWa, Munich
5 May 2022	Analysts' Conference Call on the First Quarter	8.30 am	BayWa, Munich
24 May 2022	Annual General Meeting	10.00 am	ICM, Munich

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