

Investor Relations Newsletter | Half-year 2023

BayWa



BayWa Group remains on course

Renewable Energies and Agricultural Equipment Segments exceed expectations

The BayWa Group generated consolidated revenues of around €12.6 billion in the first half of 2023, falling 2.7% short of the record-setting figure seen in 2022. Earnings before interest and tax (EBIT) performed in line with the expectations and decreased by €141.6 million to a total of €186.9 million. In a difficult market environment with tremendous variations in business performance between the segments, the Renewable Energies and Agricultural Equipment Segments exceeded the earnings records set in 2022. In the Renewable Energies Segment, the rise in earnings is mainly attributable to the Independent Power Producer (IPP) business entity and its Energy Trading division, where above-average energy prices and a high level of production by the plants and systems had a positive impact. The Agricultural Equipment Segment benefited from high order volume from the previous year and the improved

ability of manufacturers to deliver goods, as well as price increases and better trade margins, helping it also achieve a year-on-year rise in earnings.

The Energy, Cefetra Group and Agri Trade & Service Segments achieved above-average earnings performance compared to the long-term average but were unable to match the previous year's record earnings, as expected. The weaker earnings performance of the Global Produce and Building Materials Segments was attributable specifically to external factors. While the Global Produce Segment continues to contend with the effects of Cyclone Gabrielle in New Zealand, the Building Materials Segment was more strongly affected by the downturn in construction activity than anticipated. Both segments recorded a sharp decline in earnings that was nevertheless balanced out by BayWa's broad portfolio.

Overview

- Board of Management confirms full-year guidance for 2023 of €320 million to €370 million
- Energy business unit: Renewable Energies Segment continues to benefit from solar boom
- Agriculture business unit: varied performance in agriculture segments
- Building Materials business unit: negative effects due to slump in residential construction
- Dividend of €1.20 per share paid in 2023, BayWa's anniversary year
- Capital Market Day 2023 at BayWa location in Bamberg sees great response

Key Financials of the BayWa Group

Income Statement

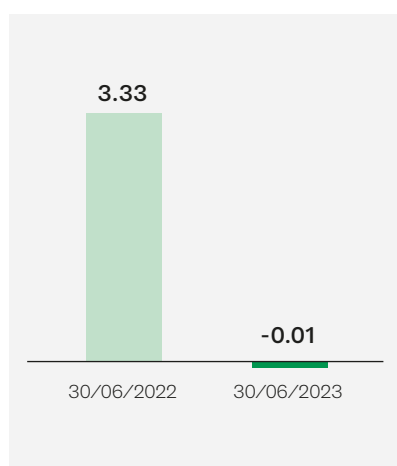
in € million	Q1 2023	Q2 2023	HY 2023	HY 2022	Change
Revenues	6,280.4	6,278.8	12,559.2	12,913.9	-2.7%
EBITDA	158.8	163.1	321.9	455.0	-29.3%
EBIT	91.8	95.1	186.9	328.5	-43.1%
EBT	14.6	18.1	32.7	250.6	-87.0%
Consolidated net result	10.4	12.8	23.2	177.6	-86.9%

EBIT per Business Unit and Segment

in € million	Q1 2023	Q2 2023	HY 2023	HY 2022	Change
Energy ¹	57.5	50.2	107.7	105.6	2.0%
Renewable Energies	53.0	45.4	98.4	85.0	15.8%
Energy	4.5	4.8	9.3	20.6	-54.9%
Agriculture ¹	57.9	54.0	111.9	222.3	-49.7%
Cefetra Group	17.1	13.2	30.3	36.6	-17.2%
Agri Trade & Service	31.0	8.8	39.8	134.2	-70.3%
Agricultural Equipment	22.4	21.5	43.9	35.1	25.1%
Global Produce	-12.6	10.5	-2.1	16.4	>-100%
Building Materials ¹	-9.1	9.8	0.7	43.5	-98.4%
Innovation & Digitalisation	-1.1	-2.1	-3.2	-5.0	36.0%
Other Activities	-13.4	-16.8	-30.2	-37.9	20.3%
Total	91.8	95.1	186.9	328.5	-43.1%

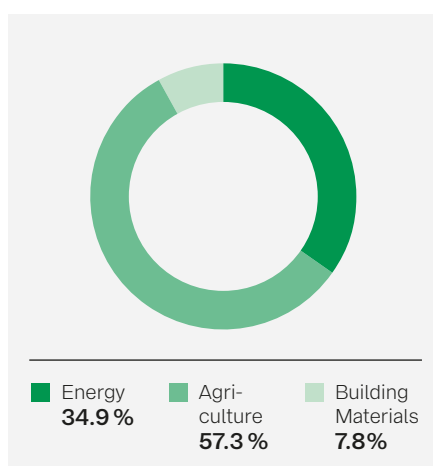
Earnings per Share (EPS)

in €



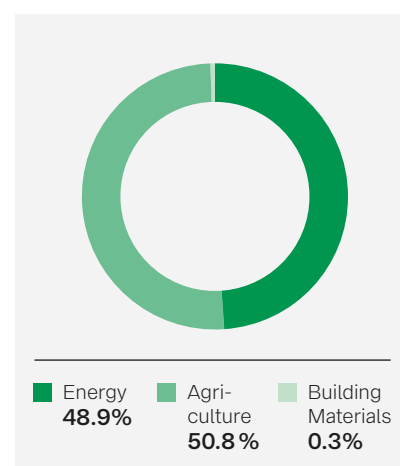
Share of Revenues per Business Unit

in % as at 30/06/2023



Share of EBIT (operational) – per Business Unit

in % as at 30/06/2023



¹ Business Unit

Capital market

First half of 2023 – a look back

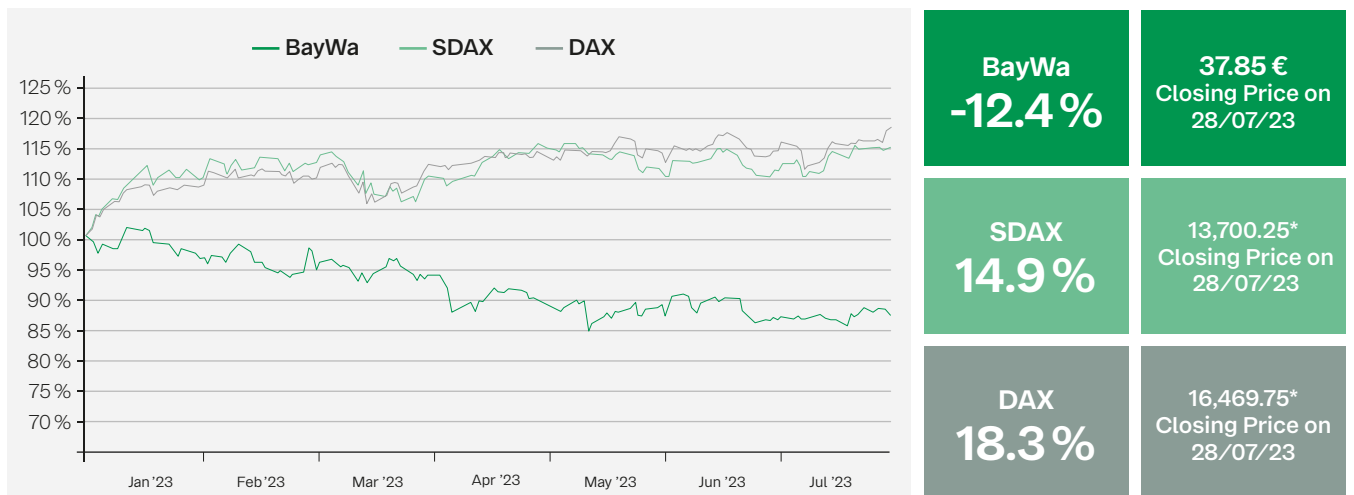
For key stock markets, the only way was up in the first half of 2023!

The DAX ended the first half of the year on a positive note, having gained just under 16% to stand at 16,147.9 points as a sort of 35th birthday gift to itself. Germany's most valuable stock index has grown more than sixteenfold in the space of 35 years. Internationally, the US tech index Nasdaq succeeded in outperforming even the DAX in the first half of the year, gaining more than 39% to finish the first six months with the sharpest rise in its history thanks to factors such as the hype surrounding artificial intelligence. The Euro Stoxx 50, which includes 50 major listed companies from the euro area, also generated a return of 16%. Given their buoyancy, the capital markets appeared resilient in the face of the economic and political developments.

Despite the euphoria, the rally is also arousing plenty of scepticism among market participants. Aside from the recurring topics of war, inflation and interest rates, the first half of the year was also marked by financial turmoil at banks (such as Credit Suisse and SVB Financial Group) and a months-long conflict about raising the US debt ceiling to prevent the country's insolvency. According to economists, the signs of a weak second half of 2023 are mounting, especially in Germany. As a result, the uncertainty and volatility on stock markets is likely to remain high in the second half of the year.

Those uncertainties are reflected in global issuance markets. Around the world, businesses are taking a restrained approach to IPOs. In terms of issue volume, the first half of 2023 was the weakest since 2020, which was marked by Covid.

BayWa Share 2023: Price performance compared with the SDAX and DAX



* Points

Current Analyst Recommendations

Kepler Cheuvreux	Buy	July 2023
Pareto Securities	Buy	July 2023
Metzler	Buy	July 2023
Warburg Research	Buy	July 2023
DZ Bank	Buy	May 2023

BayWa Share

Closing Price on 28/07/2023	37.85 €
Closing Price on 30/06/2023	37.75 €
52W-High	48.65 €
52W-Low	36.65 €

Financial Calendar 2023/2024

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



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