

BayWa

Annual Financial Statements as per 31 December 2020 Analysts' Conference Call

Munich, 26 March 2021

Prof. Klaus Josef Lutz, CEO
Andreas Helber, CFO



Agenda

1. Financial Year 2020
2. Performance of the Segments
3. Group Financials
4. Operational Outlook for FY 2021

Appendix

Financial Year 2020

Prof. Klaus Josef Lutz

Financial Year 2020 Highlights 1

- ✓ **Closing completed at BayWa r.e (18/03/2021)**
 - Largest transaction in the history of the company
 - EIP (Energy Infrastructure Partners AG) invests EUR 530 million for 49% in BayWa r.e. as part of a capital increase against cash contribution
 - Significant improvement in the equity ratio (about 20%)
- ✓ **BayWa in the year of Corona:**
 - Strong crisis management and systemic importance
 - BayWa Foundation provides free catering for emergency services
 - Self-help campaign for SMEs
 - Burdening effects: expenses incurred by hygiene and protection measures (EUR 6 million)
- ✓ **Proven business model:** resilient throughout the pandemic



Financial Year 2020 Highlights 2

- ✓ EBIT growth in all three operating segments in a year-on-year comparison:

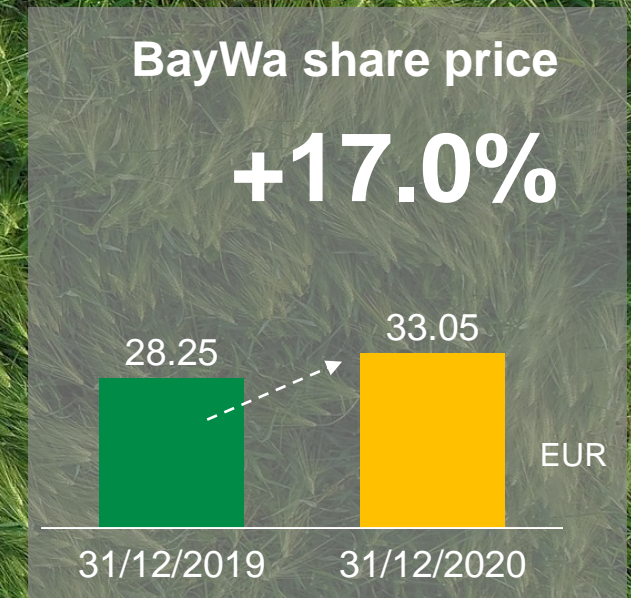
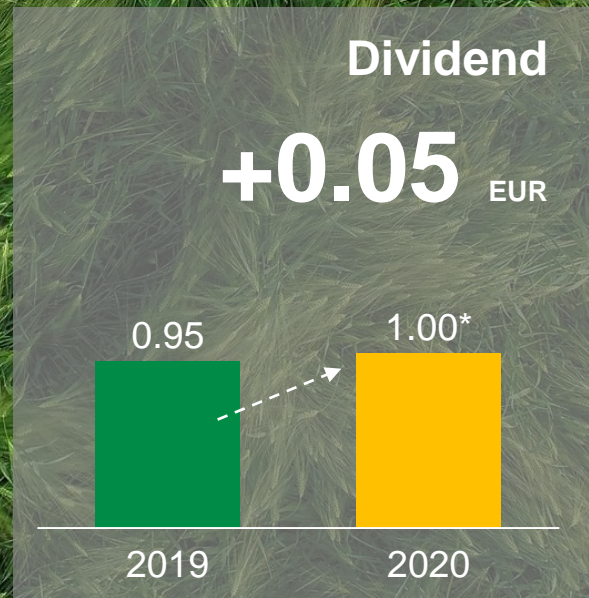
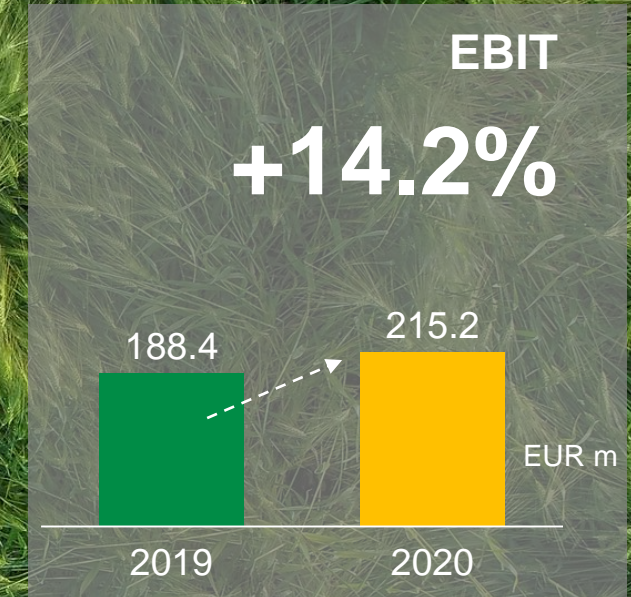
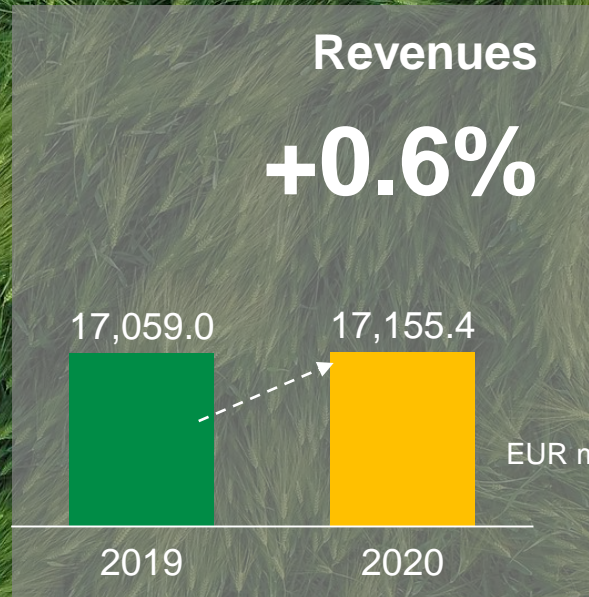
Energy (+12.0%)

Agriculture (+10.9%)

Building Materials (+46.1%)

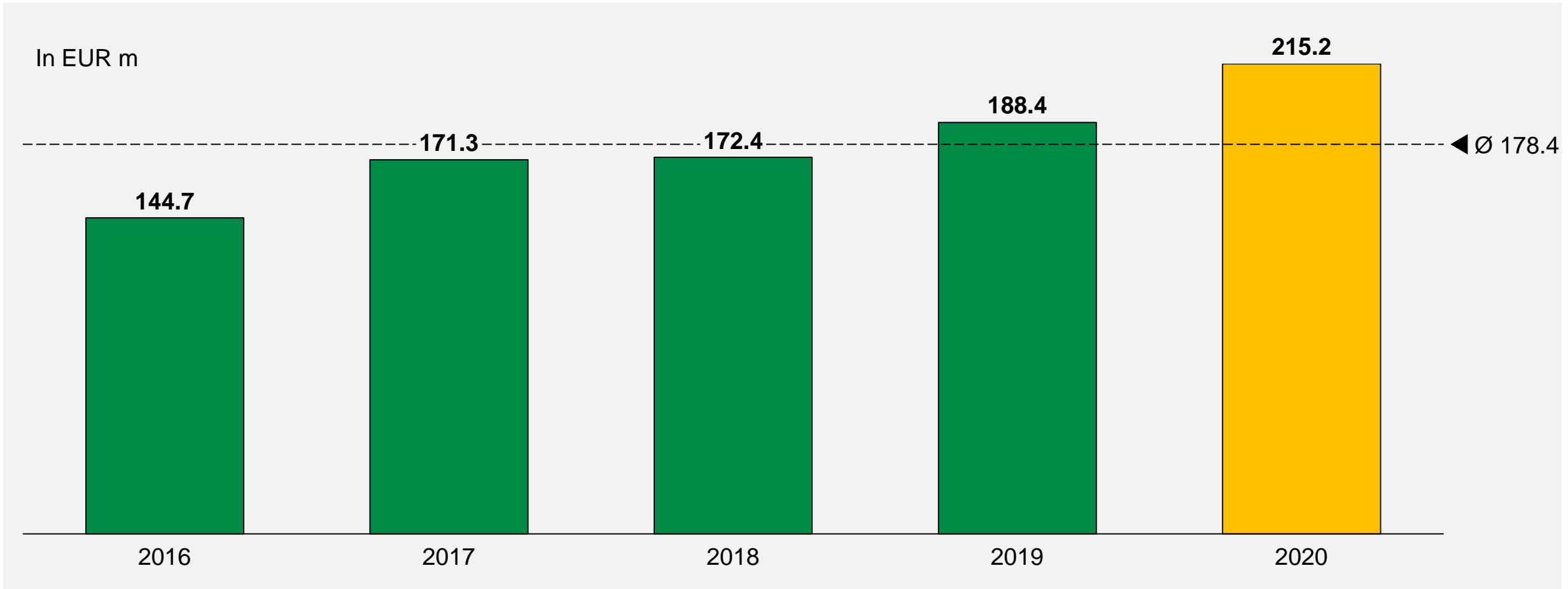
- ✓ BayWa r.e. makes highest EBIT contribution (EUR 111 million)
- ✓ Strong fourth quarter (Agricultural Equipment and BayWa r.e)
- ✓ Dividend proposal of EUR 1.00 per share*; corresponds to dividend yield of 3.0%
- ✓ Positive price trend of the BayWa share

* Subject to approval by the Annual General Meeting of Shareholders



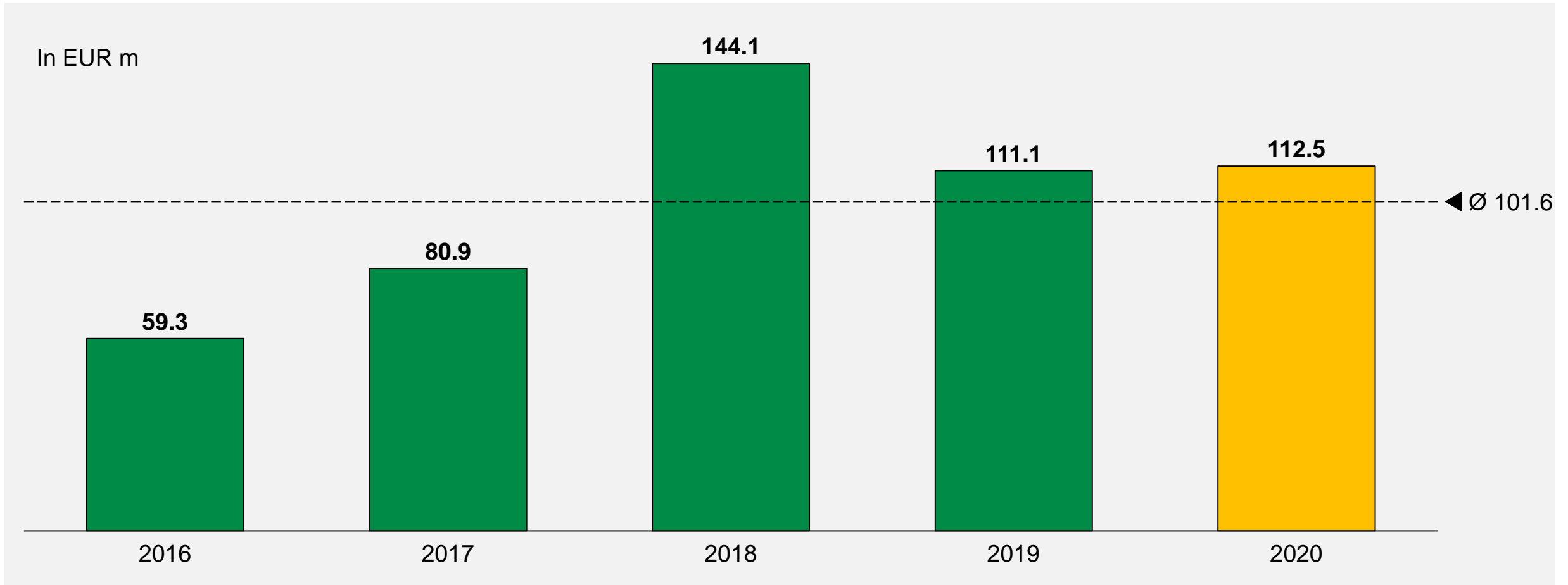
Development of the Group 2020

Multi-year comparison of EBIT



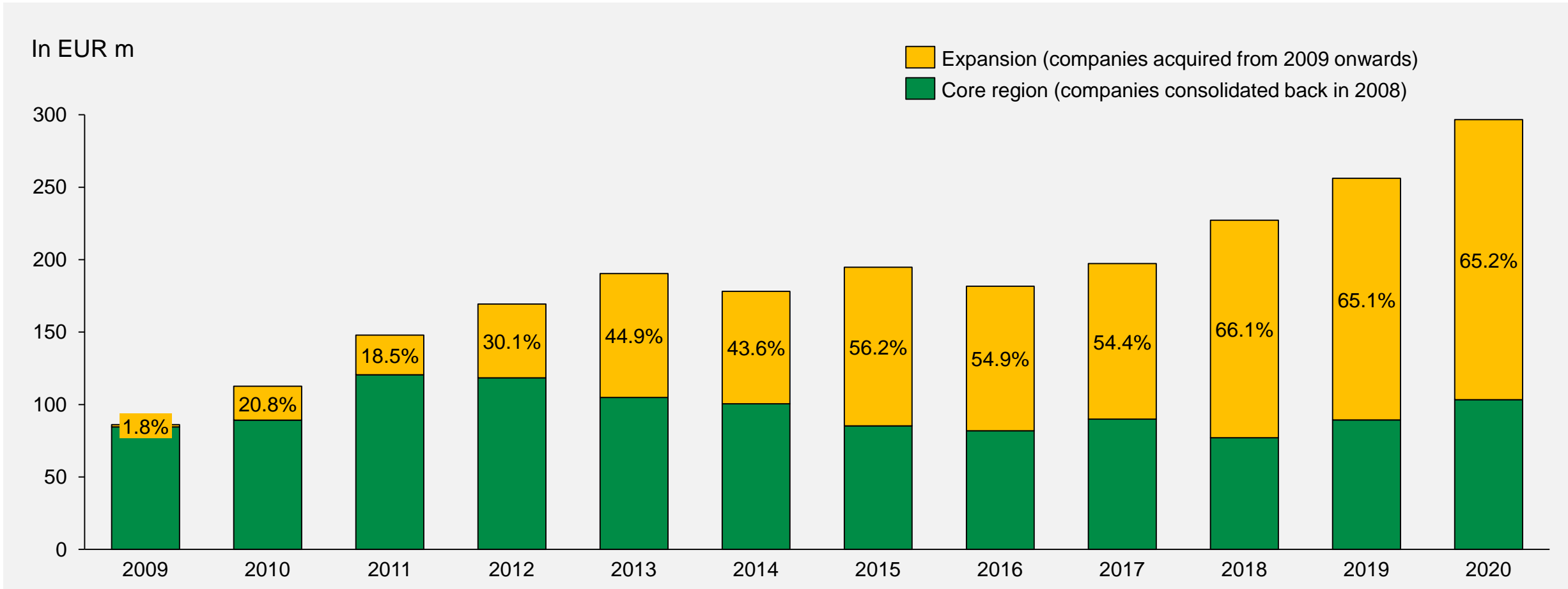
Development of the Group 2020

Multi-year comparison of EBIT Q4



Expansion progress

Operating EBIT contribution from expansion in %



Without Innovation & Digitalisation Segment

Energy Segment

Key Figures 2020

Revenues

4,245.8 EUR m

(-5.1% y/y)

EBIT

142.7 EUR m

(+12.0% y/y)

Employees

3,289

(+17.0% y/y)

Sold Output Capacity

667.0 MW

(LY: 911.6 MW)

Operational Management

9.0 GW

(LY: 8.3 GW)

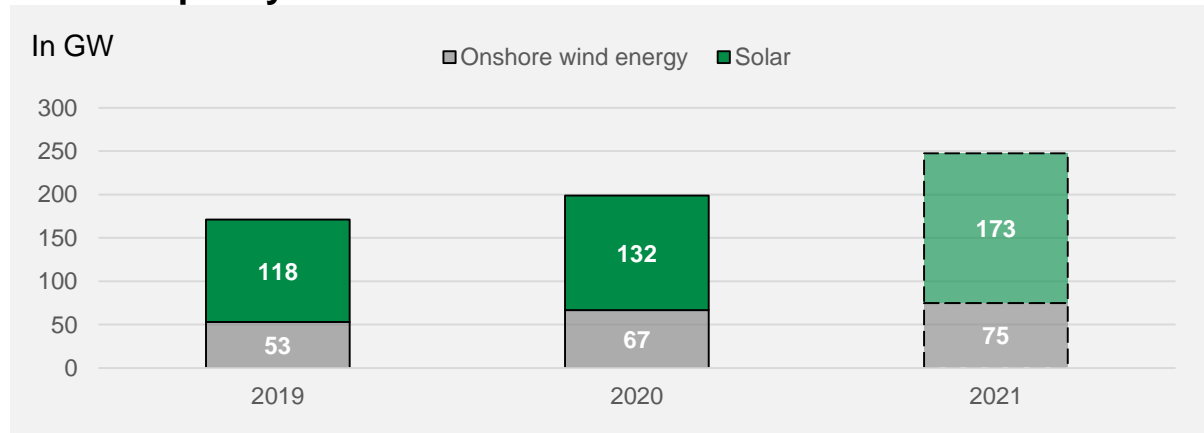
Volume Wood Pellets

+6.8% y/y

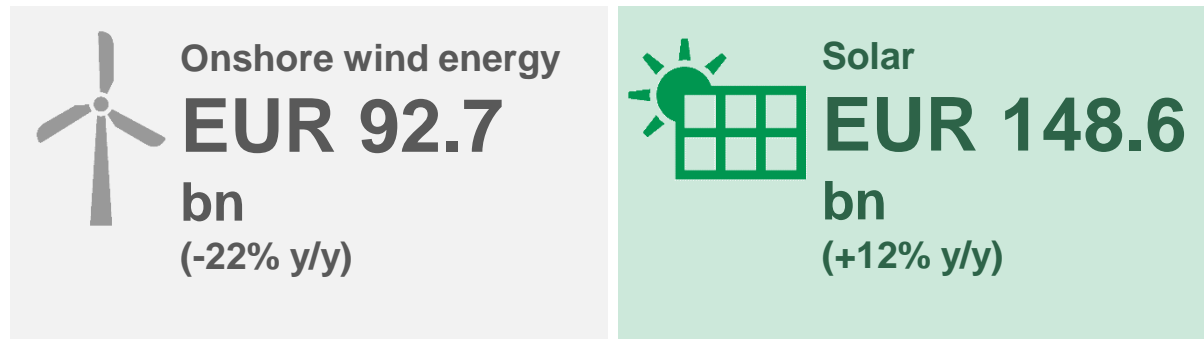
Energy Segment 2020 Market Developments

Renewable Energies

Global capacity installation – forecast 2020¹

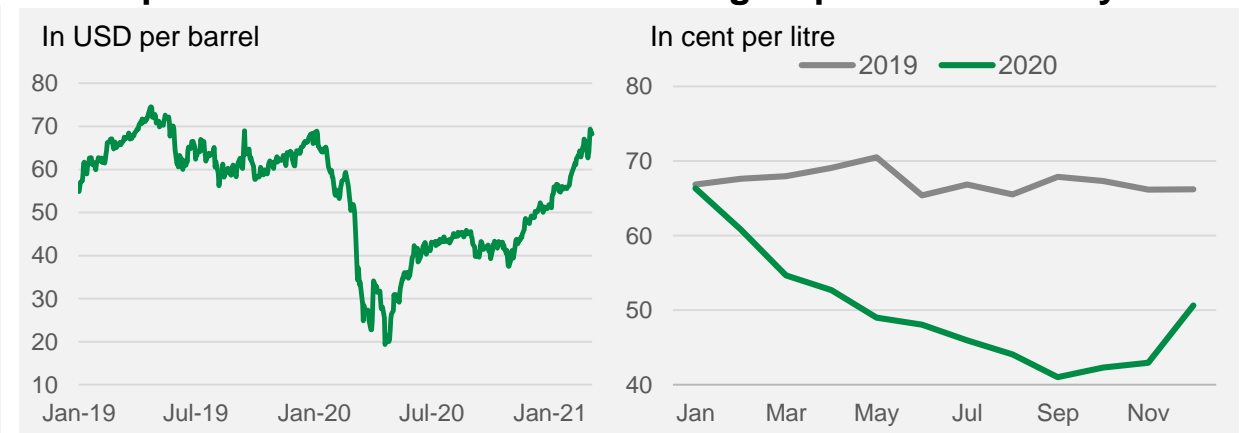


Global investments in renewable energies in 2020¹

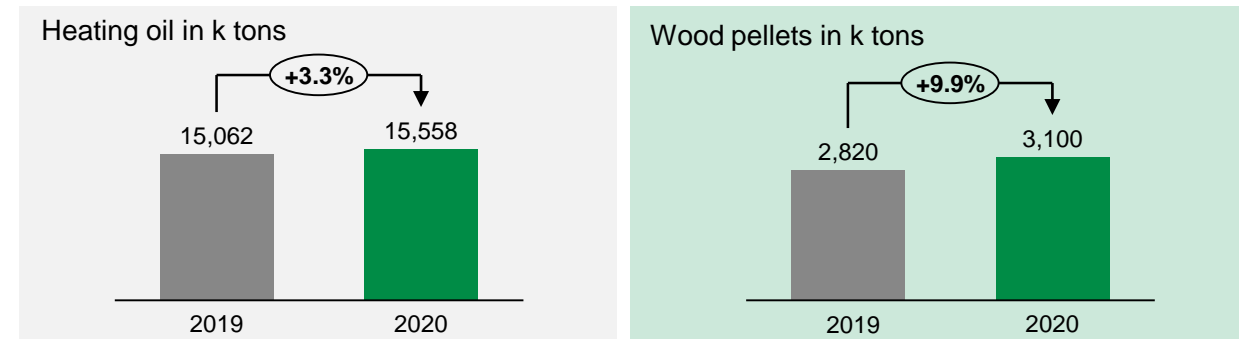


Conventional Energy

Development of Brent crude² and heating oil price in Germany³



Sale of heating oil⁴ and wood pellets⁵ in Germany in 2020



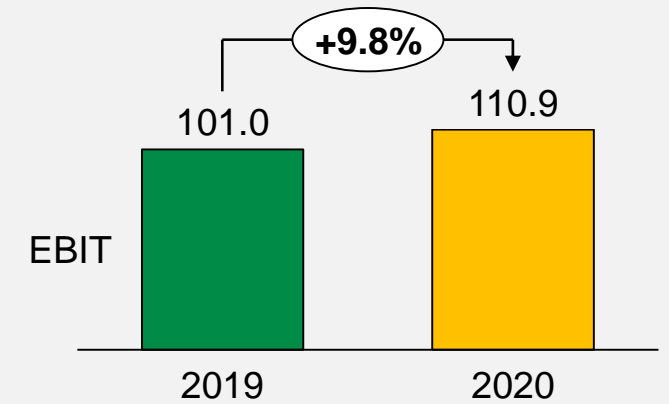
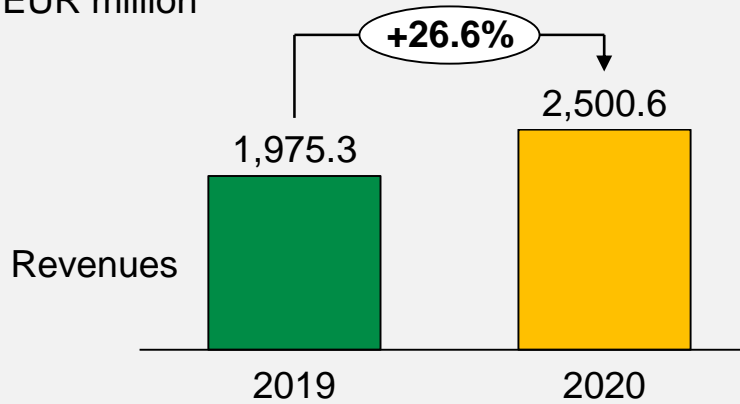
Sources: 1) BNEF; 2) finanzen.net; 3) Statista; 4) BAFA; 5) depv

Energy Segment 2020: Renewable Energies Business Unit Revenues and EBIT vs previous year

Renewable Energies



In EUR million

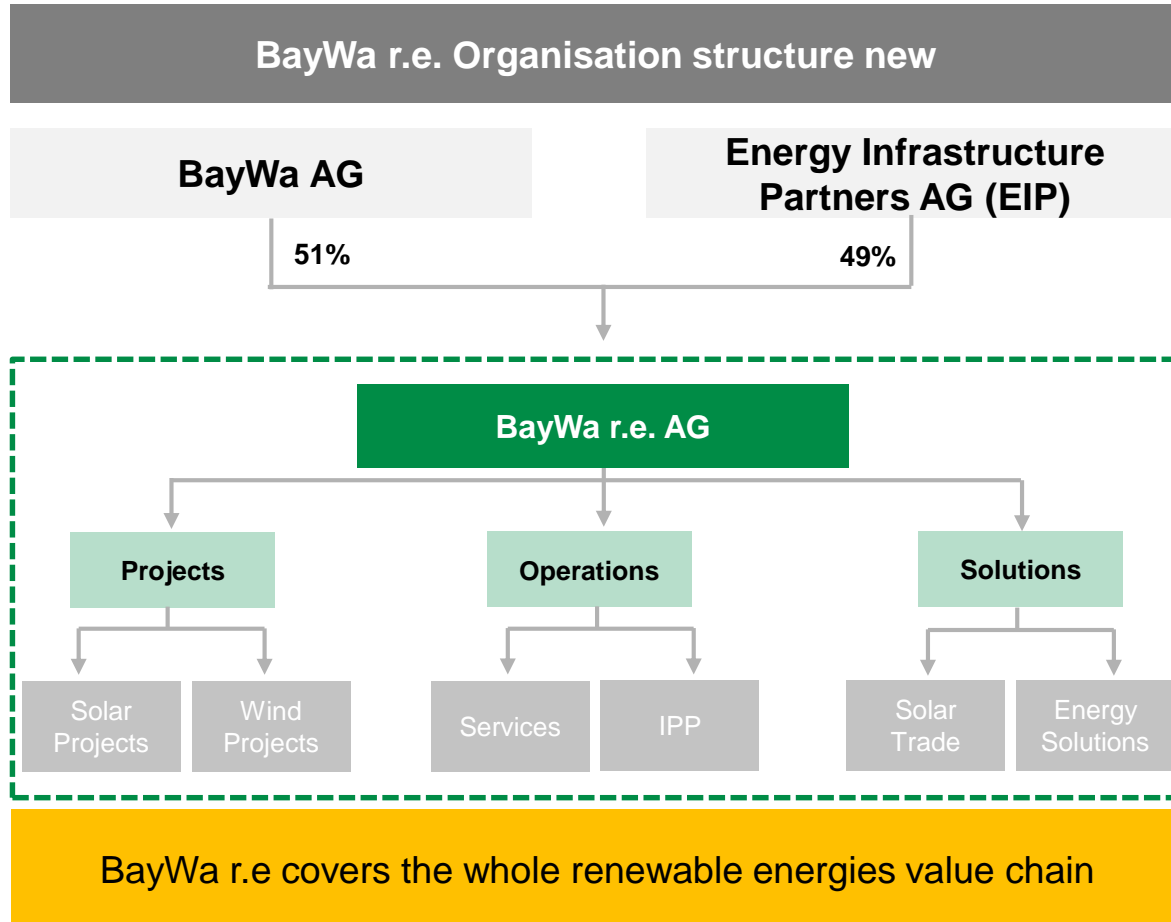


- Revenues: Δ 19/20 EUR +525.3 million
- EBIT: Δ 19/20 EUR +9.9 million
- Increase in revenues and profit through project sales and strong growth in the solar trade
- Project business: total of 30 wind farms and solar parks sold with an output of 667.0 MW, of which 250 MW in USA & 160 MW in Netherlands (previous year: 911.6 MW); increase in turnkey power plants to 94% (previous year: 37%); more project rights sold in the previous year (573 MW)
- Positive development in the PV component trade; sustained high demand: PV modules +27% y/y; converters +35% y/y
- Growth in the service business to 9.0 GW (+8% y/y)

Energy Segment 2020: Renewable Energies Business Unit

BayWa r.e.: capital increase successfully concluded

BayWa r.e. Organisation structure new

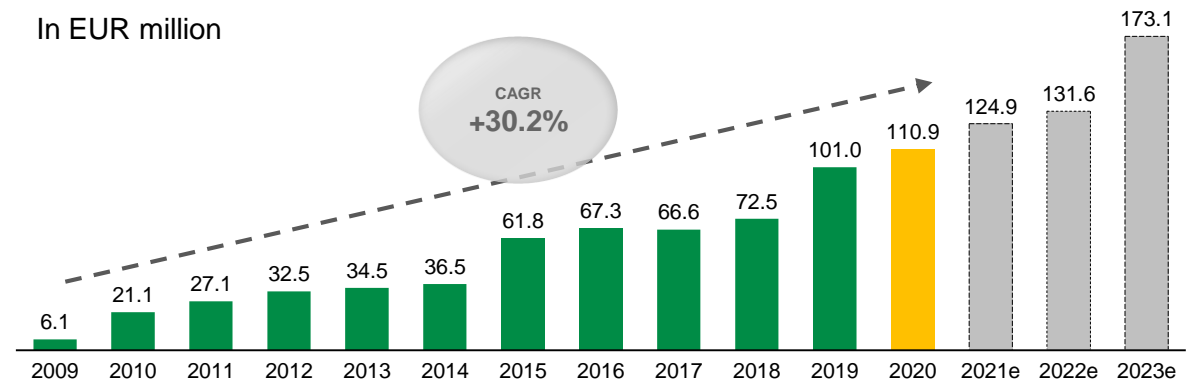


Strategic goals

- Capital inflow enables faster growth
- Result expected to double in the medium term
- Positive effect on the Group's equity ratio
- Stable cash flow through IPP business

Performance trend since 2009

In EUR million



Energy Segment 2020: Renewable Energies Business Unit

BayWa r.e.: Project highlights



Wind project Amadeus – Texas, USA

- Completion Q4/2020
- Households supplied 74.800
- Capacity: 250 MWp

Solar project Izumi – Kagoshima, Japan

- Completion Q4/2020
- Capacity: 100 MWp
- First solar open space project in Japan

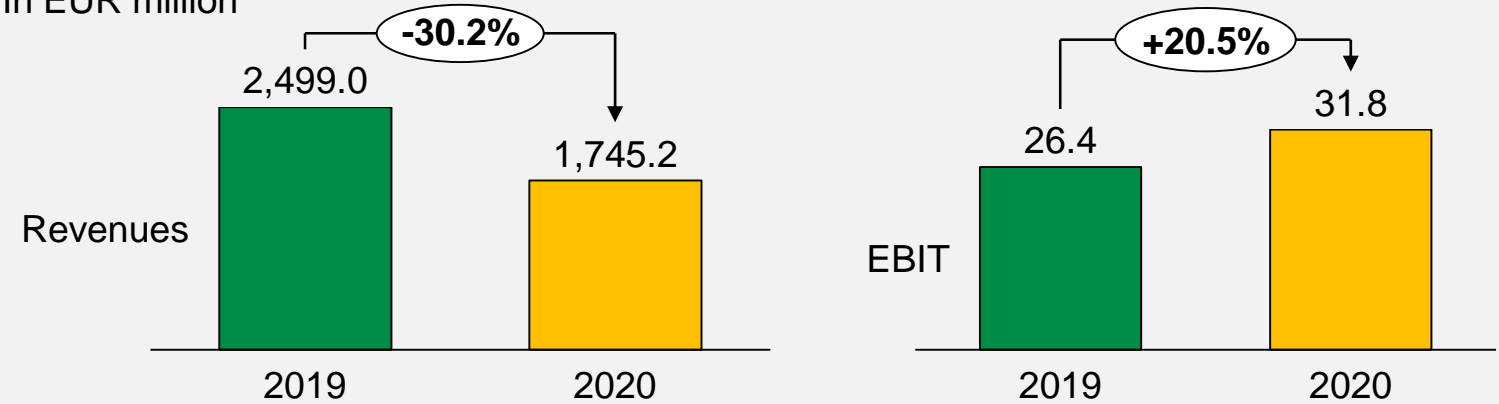


Energy Segment 2020: Conventional Energy Business Unit Revenues and EBIT vs previous year

Conventional Energy



In EUR million



- Revenues: Δ 19/20 EUR -753.8 million
- EBIT: Δ 19/20 EUR +5.4 million
- Price-induced decline in revenue due to strong decreasing crude oil prices in 2020 and the disposal of TESSOL (ca EUR 360 million)
- Increase in earnings on the back of healthy margins in the heating oil and fuel business
- Positive heating oil sales trend (+2.0% y/y) and wood pellets (+6.8% y/y)
- Decline in the sale of fuels (-9.7% y/y) and lubricants (-14.3% y/y)

Agriculture Segment

Key Figures 2020

Revenues

10,988.0 EUR m

(+1.2% y/y)

EBIT

107.1 EUR m

(+10.9% y/y)

Employees

11,762

(+11.2% y/y)

Grains and
Oilseeds

31.5 m tons

(-2.3% y/y)

Fruit

499,259 tons

(+31.2% y/y)

Tractor sales

New

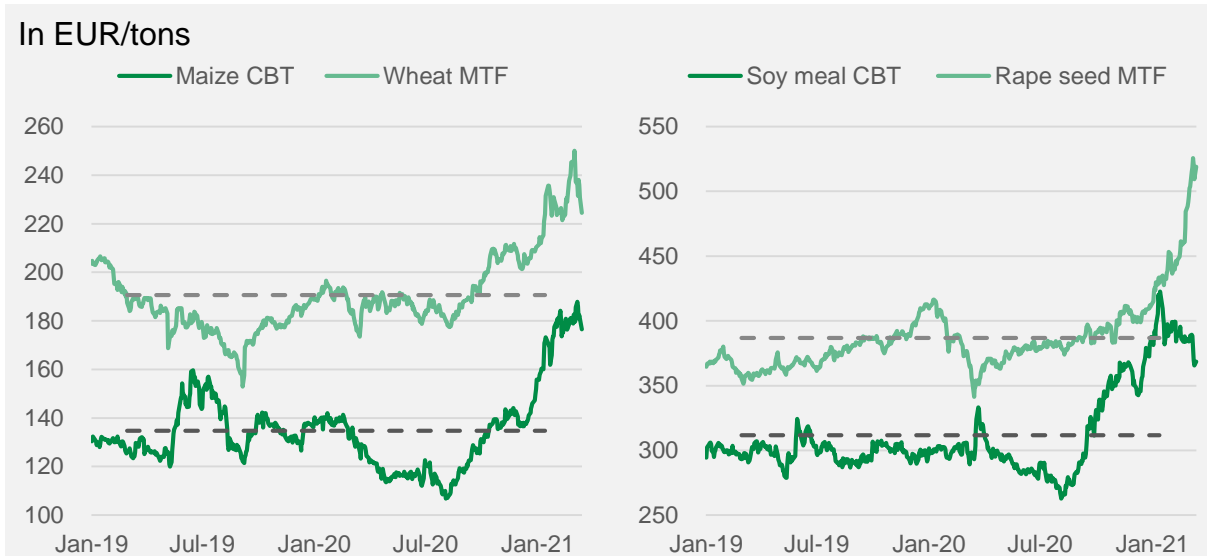
5,882 number

(+27.4% y/y)

Agriculture Segment 2020

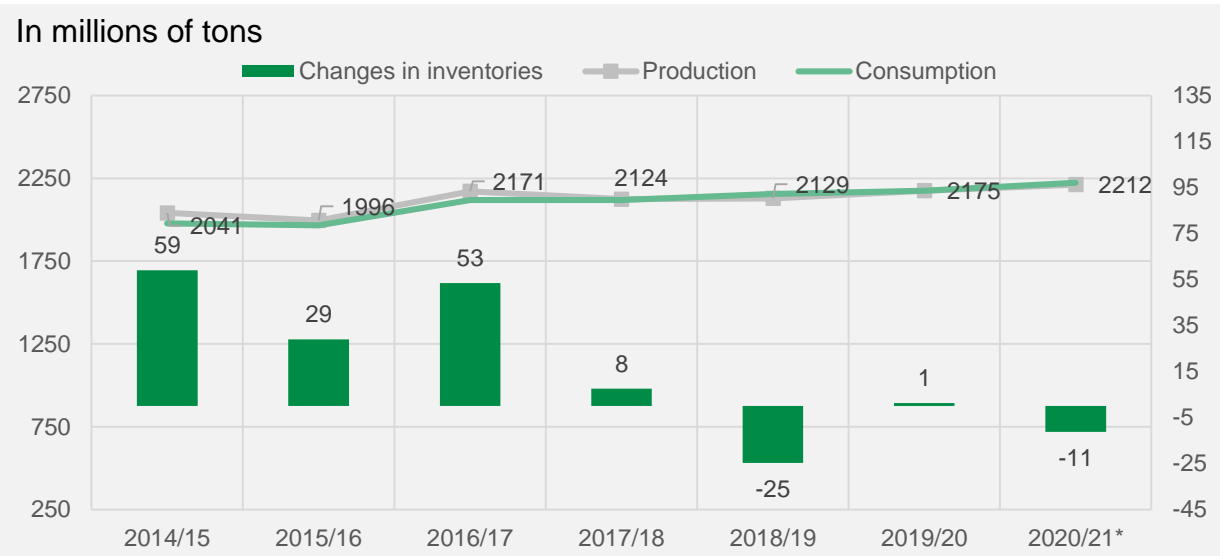
Market Developments: Agricultural Products

Agri commodities price trend¹



- Price rally on the agricultural commodities markets:
 - Keen demand for wheat and strong demand for feedstuff grain from China due to recovery in pig livestock
 - Unfavourable farming conditions in parts of Europe, North America, Black Sea region and Argentina

Global grain balance (excl. rice; February 2021)²



- Around 2,212 million tons (+1.7% y/y) anticipated for the global crop year 2020/21
- German grain harvest 2020 of ca 43.3 million tons (-2.1% y/y) below year-earlier level; slightly below average in a multi-year comparison
- Global oil seed production of 595 million tons in 2020/21 likely to exceed the previous year by 3.3%; oilseed expected to be 2.4% higher y/y

Sources: 1) MATIF und CBOT exchanges; 2) USDA; *forecast 2020/21, as of February 2021

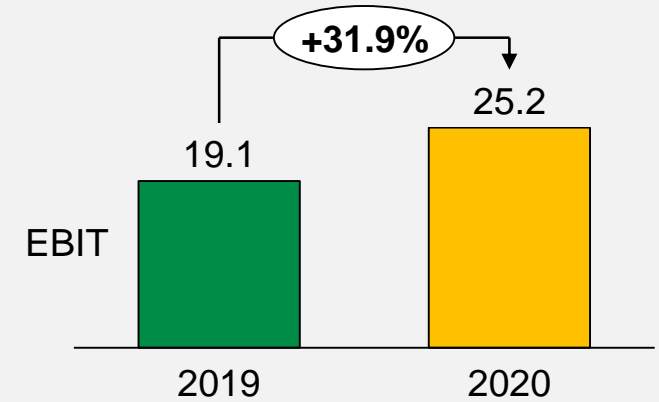
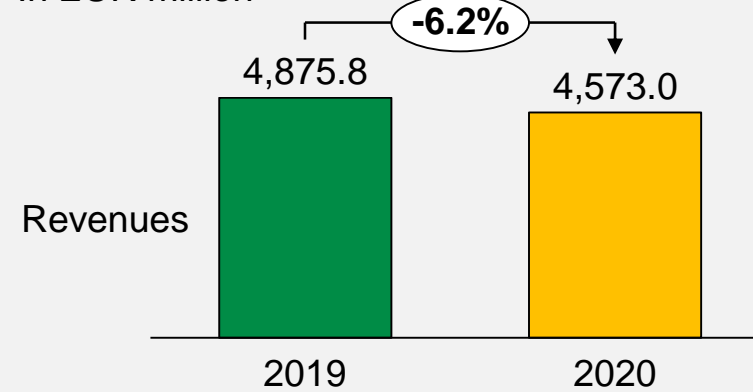
Agriculture Segment 2020: BAST Business Unit (Cefetra Group effective 1/1/2021)

Revenues and EBIT vs previous year

BAST 



In EUR million

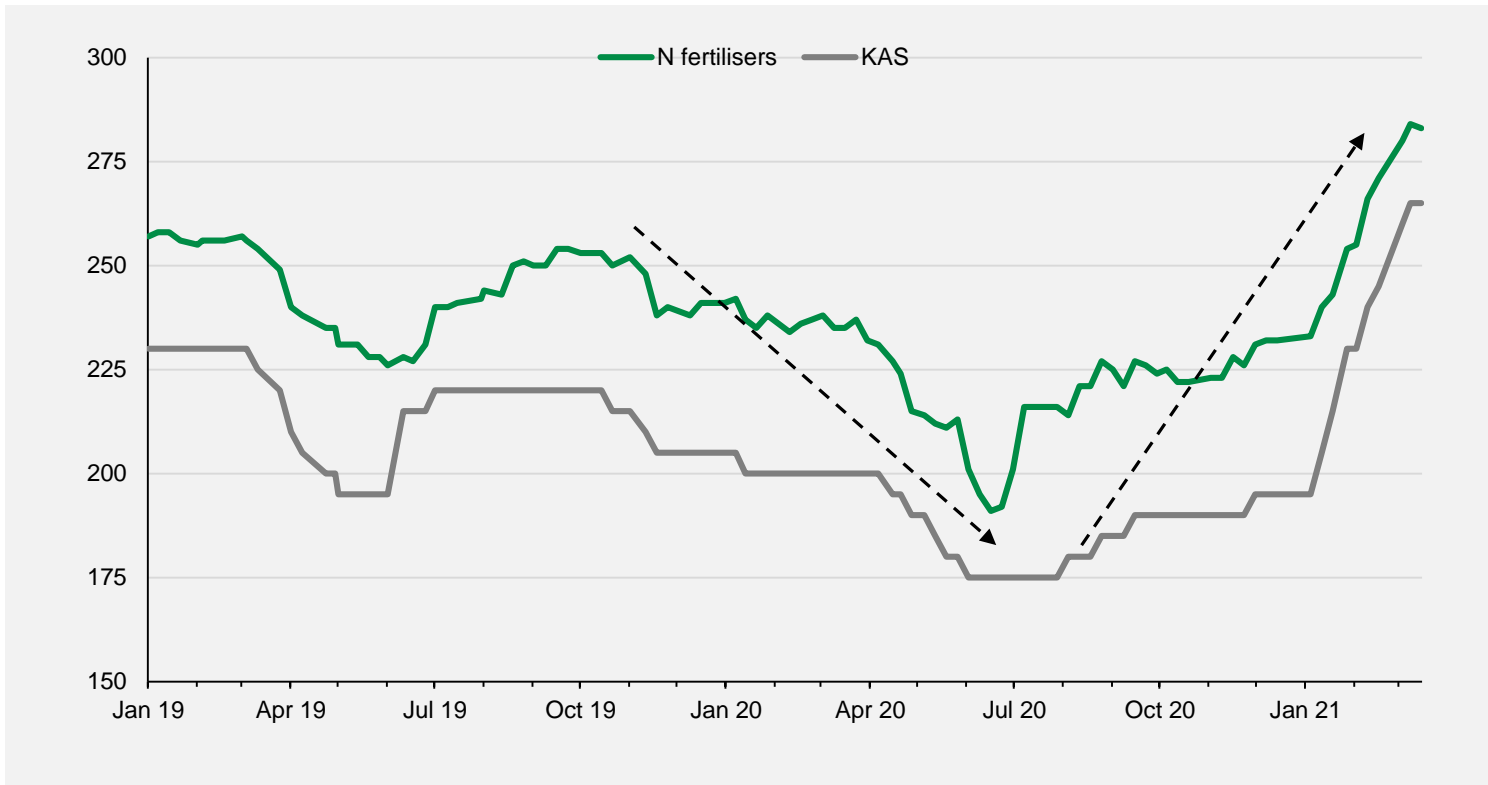


- Revenues: Δ 19/20 EUR -302.8 million
- EBIT: Δ 19/20 EUR +6.1 million
- Volume-induced decline in sales; regrouping of speciality trader Evergrain under the Agriculture Business Unit
- Profit improvement benefits from price rally and restructuring measures; stable development in the speciality business
- Decline of 1.2 million tons in grain and oilseed trading volumes:
 - Closing of the Cefetra Hungary Kft. Trade office
 - Discontinuation of the export business in parts of the Middle East

Agriculture Segment 2020

Market Developments: Operating Resources

Fertiliser prices of N-fertilisers & KAS in euros



Operating resources trade 2020 in Germany¹

- Fertilisers: low fertiliser prices due to crude oil price decline at mid-year 2020 used by consumers to stock up (+6% y/y)
- Crop protection: declining sales (-6% y/y) attributable to lower treatment rate due to weather conditions and restrictions on a growing number of active substances
- Slight increase in farmland in Germany benefits seed sales (+2% y/y)
- Feedstuff remains stable compared with the previous year (+0.5% y/y)

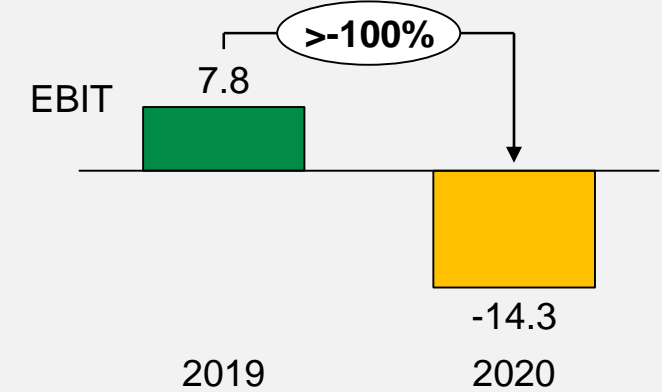
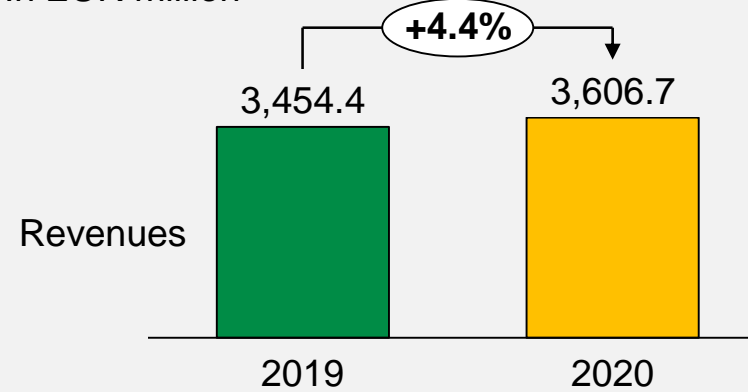
Sources: 1) Destatis

Agriculture Segment 2020: Agriculture Business Unit Revenues and EBIT vs previous year

Agriculture



In EUR million



- Revenues: Δ 19/20 EUR +152.3 million
- EBIT: Δ 19/20 EUR -22.1 million
- Revenues benefit from increase in sales volumes in grain trading, accompanied by a significantly higher price level compared with the previous year
- Products: higher prices and sales volumes (+4.4% y/y) lift revenues; trading contracts from H2 2020 profitably realised in 2021
- Fertilisers: steep price decline (urea) at the start of the fertiliser season squeezes trading margins; sales at year-earlier level
- Crop protection: low incidence of disease and less winter rape seed sown in the previous year burden crop protection sales (-4% y/y)
- Strong pressure on earnings from high level of restructuring expenses in North and East Germany (€ -9 million, 20 locations) & BAH goodwill amortisation (€ -4.5 m)

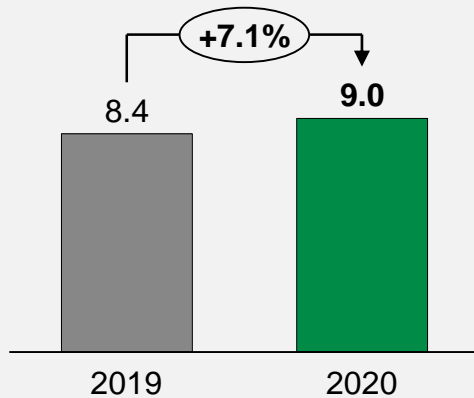
Agriculture Segment 2020

Market Developments: Agricultural Equipment

Strong increase in demand for tractors in 2020

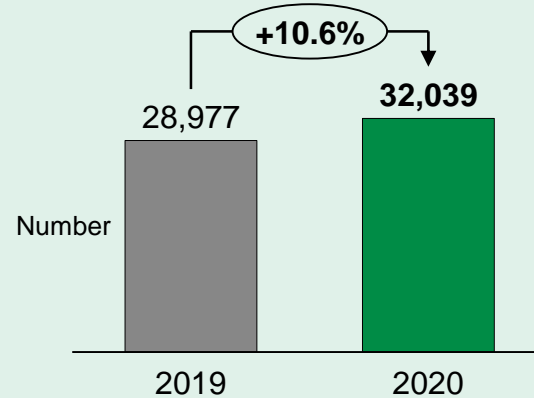
Agricultural equipment sales in Germany

In EUR bn¹



New registrations of tractors in Germany¹

Number



- Income situation of German farmers improved in 2020 compared with previous years
- Investment in agricultural machinery boosted by VAT effect
- Rising demand for tangible assets due to concerns about inflation

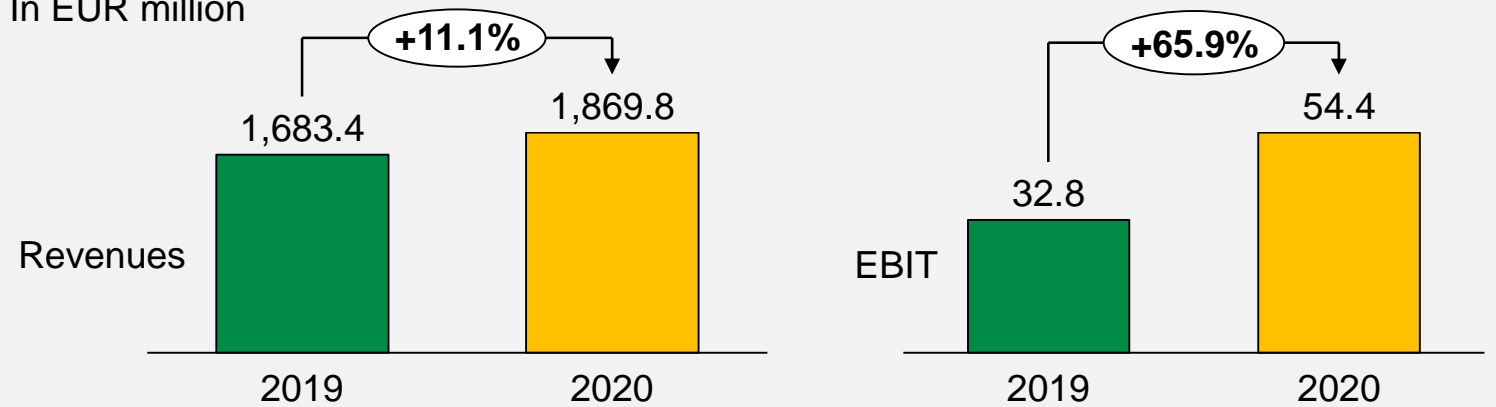
Sources: 1) VDMA

Agriculture Segment 2020: Agri. Equipment Business Unit Revenues and EBIT vs previous year

Agricultural Equipment



In EUR million

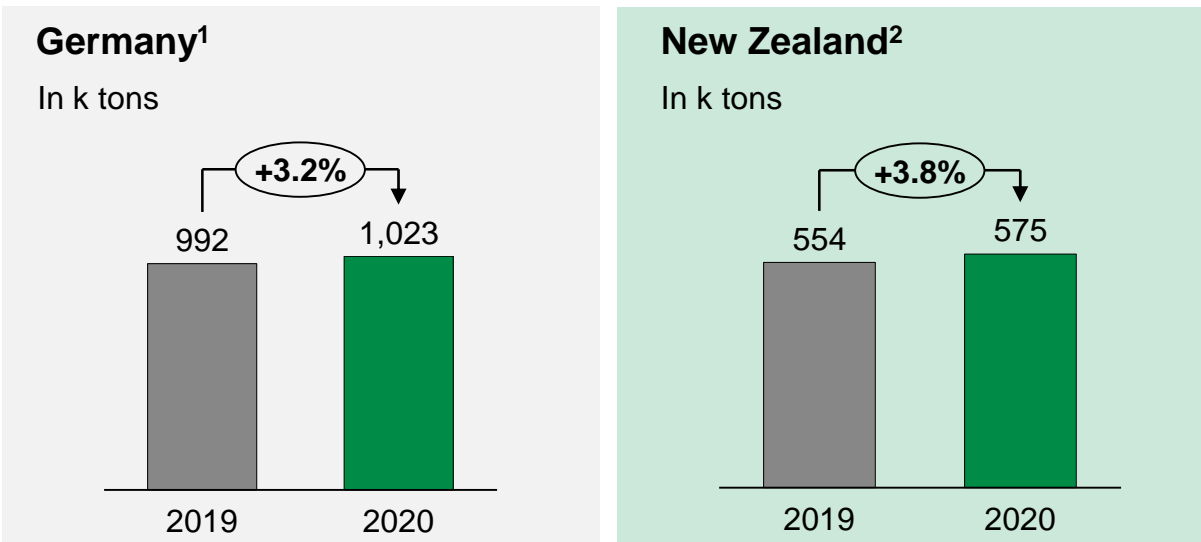


- Revenues: Δ 19/20 EUR +186.4 million
- EBIT: Δ 19/20 EUR +21.6 million
- Revenues and earnings increase through positive development in new and used machinery business; incentive to buy from lowering VAT
- Sales of new machinery +27.4% y/y and used machinery +14.4% y/y
- Growth in the service business on the back of higher sales figures both in the reporting year and in past years
- Earnings benefit from good delivery capability despite the lockdown due to Corona (reduction in stock levels)

Agriculture Segment 2020

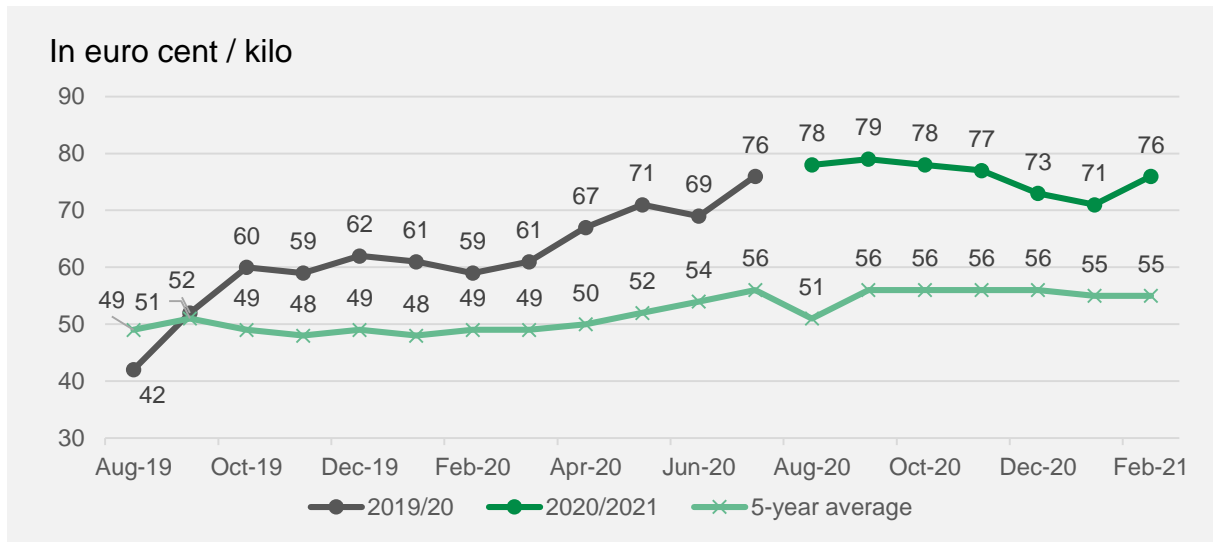
Market Development: Global Produce

Apple harvest development in 2020



- German 2020 fruit harvest slightly lower than the previous year: lower yields of cherries, mirabelles, strawberries & apples due to late frost in flowering phase
- German apple harvest up slightly again after the previous year's leaner harvest
- NZ apple harvest boosted by larger areas under cultivation and positive vegetation development

Apple prices in Germany³



- Short supply from previous year's harvest and greater demand for fruit due to Corona leads to considerable increase in the price of apples
- At the end of the year, apple prices settle 30% above the five-year average

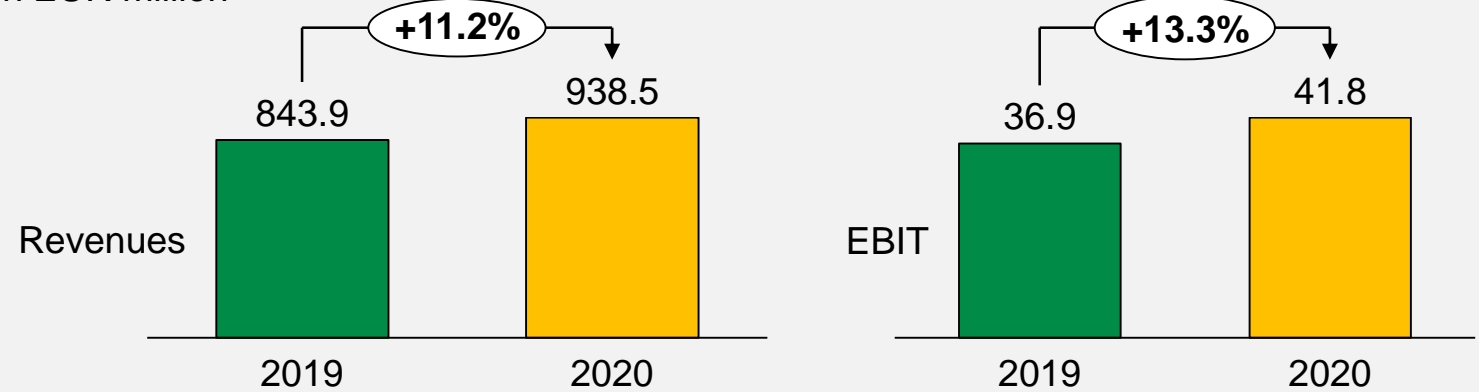
Sources: 1) Destatis; 2) WAPA; 3) EU apple dashboard

Agriculture Segment 2020: Global Produce Business Unit Revenues and EBIT vs previous year

Global Produce



In EUR million



- Revenues: Δ 19/20 EUR +94.6 million
- EBIT: Δ 19/20 EUR +4.9 million
- Volume- and price-induced increase in revenues and earnings
- Overall, fruit sales grew +31% y/y to 499,259 tons in 2020
 - Uptrend in the sale of tropical fruit (+42% y/y) and fruit vegetables (+30% y/y); pome fruit (+30% y/y), berries and stone fruit (+9% y/y)
- Special income (disposal of real estate) in the previous year fully overcompensated by operating result

Building Materials Segment

Key Figures 2020

Revenues

1,899.0 EUR m

(+11.5% y/y)

EBIT

46.9 EUR m

(+46.1% y/y)

Employees

4,528

(+3.6% y/y)

Gardening &
Landscaping
Construction

+22.2% y/y

Roof

+14.9% y/y

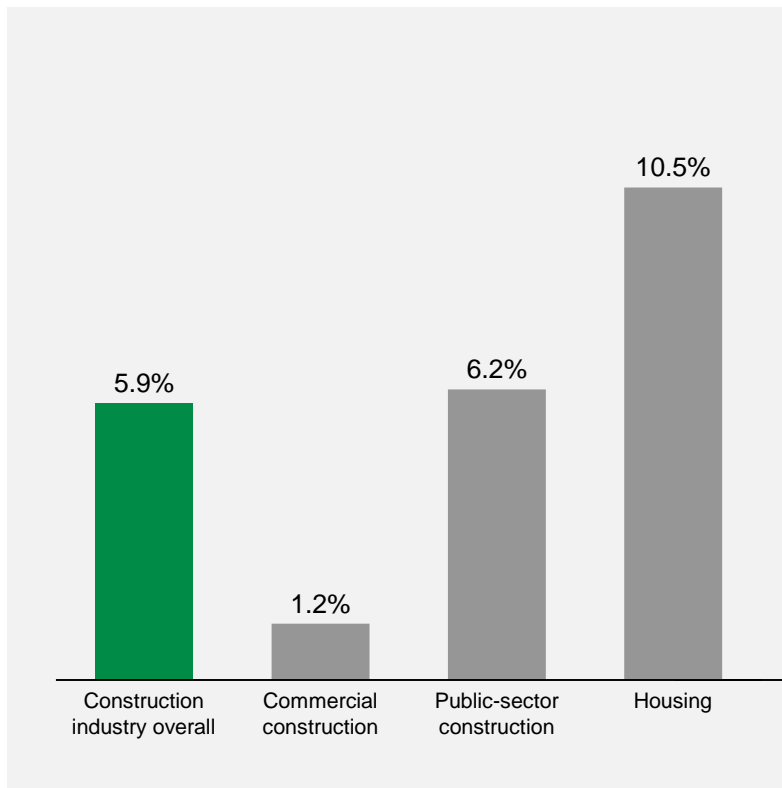
Sites

202

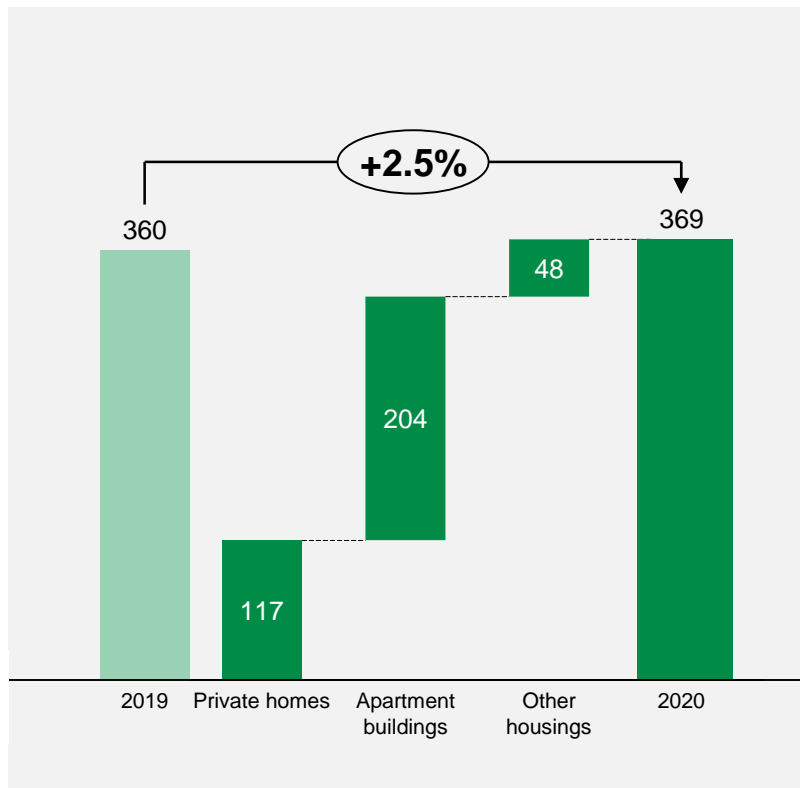
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Building Materials Segment 2020 Market Developments

Sales in the German construction industry 2020
in % vs 2019¹



Building permissions in Germany 2020²
in 1,000



Sources: 1) Hauptverband der deutschen Bauindustrie, Februar 2021); 2) Heinze Marktbericht, February 2021

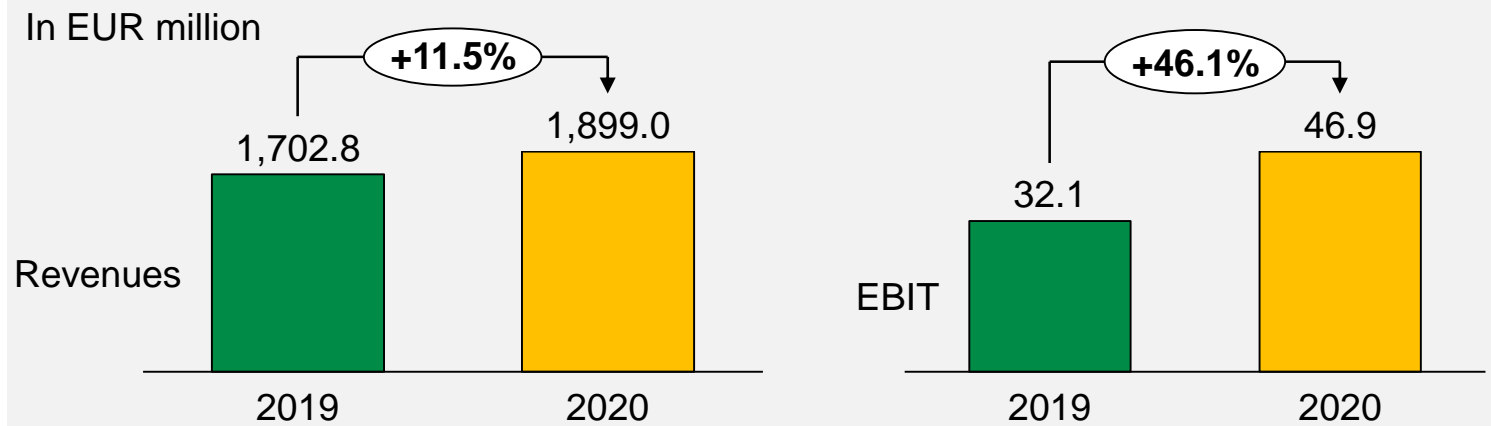
Building Materials Segment 2020

Revenues and EBIT vs previous year

Building Materials



In EUR million



- Revenues: Δ 19/20 EUR +196.2 million
- EBIT: Δ 19/20 EUR +14.8 million
- Volume- and price-induced growth in revenues
- Robust construction industry, investment in the home instead of vacation (due to Corona), additional business due to partly closed DIY and garden centres
- Sale of the first housing units of BayWa Bau Projekt GmbH (Burgkirchen, Seon)
- Strong demand for gardening & landscaping construction (+22.2% y/y), tiles (+15.6% y/y), roof (+14.9% y/y), dry construction (+14.4% y/y), as well as building equipment and tools (+13.1% y/y)
- Burden of around EUR 7.3 million on earnings from fraud case (malversation) at WHG

Innovation & Digitali- sation Segment

Key Figures 2020

Revenues

10.2 EUR m

(-3.8% y/y)

EBIT

-10.9 EUR m

(+25.3 y/y)

Employees

225

(+13.6% y/y)

Land use
NEXT Farming

30% in DE

Users NEXT
Farming

>22,400

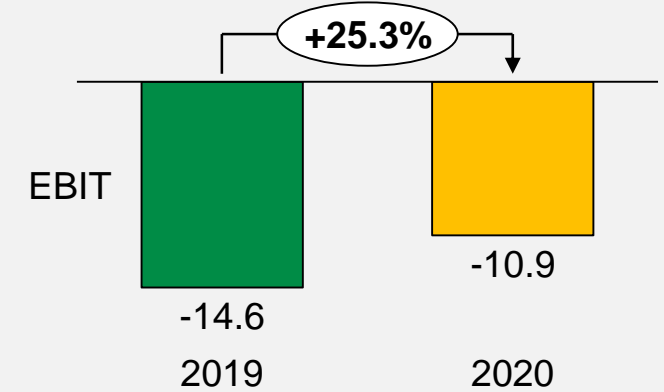
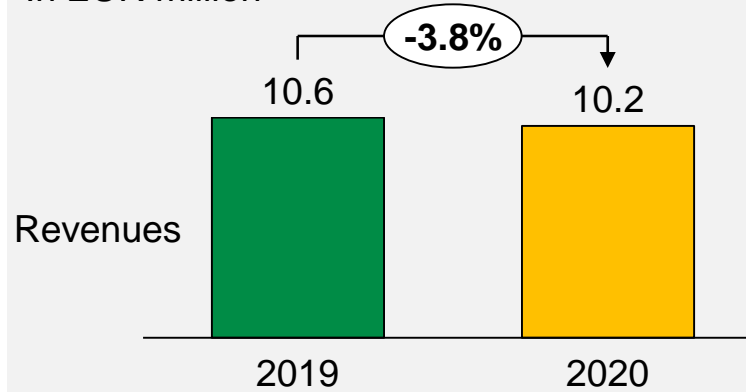
Innovation & Digitalisation Segment 2020

Revenues and EBIT vs previous year

Digital Farming & eBusiness



In EUR million



- Revenues: Δ 19/20 EUR -0.4 million
- EBIT: Δ 19/20 EUR +3.7 million
- Revenues at previous year's level
- Smart Farming: positive development in soil sampling services & hardware components; launch of the NEXT marketplace trading platform of FarmFacts GmbH
- eBusiness: online sales trebled at the onset of the Corona pandemic; sales and earnings allocated to the individual segments
- Negative operating result in line with planning

Group Financials

Andreas Helber

Financials Energy Segment

Income Statement

In EUR m	2016	2017	2018	2019	2020	Δ19/20 (%)
Revenues	2,976.0	3,594.7	3,968.5	4,474.3	4,245.8	-5.1
EBITDA	113.7	121.3	128.4	176.7	213.3	20.7
<i>% of Revenues</i>	3.8%	3.4%	3.2%	3.9%	5.0%	
EBIT	83.1	85.0	96.0	127.4	142.7	12.0
<i>% of Revenues</i>	2.8%	2.4%	2.4%	2.8%	3.4%	
EBT	69.3	69.0	75.2	87.5	102.5	17.1
<i>% of Revenues</i>	2.3%	1.9%	1.9%	2.0%	2.4%	

Financials Agriculture Segment

Income Statement

In EUR m	2016	2017	2018	2019	2020	Δ19/20 (%)
Revenues	10,884.5	10,836.5	11,015.9	10,857.5	10,988.0	1.2
EBITDA	125.6	141.7	159.6	188.2	210.5	11.8
<i>% of Revenues</i>	<i>1.2%</i>	<i>1.3%</i>	<i>1.4%</i>	<i>1.7%</i>	<i>1.9%</i>	
EBIT	70.1	82.1	100.1	96.6	107.1	10.9
<i>% of Revenues</i>	<i>0.6%</i>	<i>0.8%</i>	<i>0.9%</i>	<i>0.9%</i>	<i>1.0%</i>	
EBT	31.8	47.7	63.1	56.1	67.2	19.8
<i>% of Revenues</i>	<i>0.3%</i>	<i>0.4%</i>	<i>0.6%</i>	<i>0.5%</i>	<i>0.6%</i>	

Financials Building Materials Segment

Income Statement

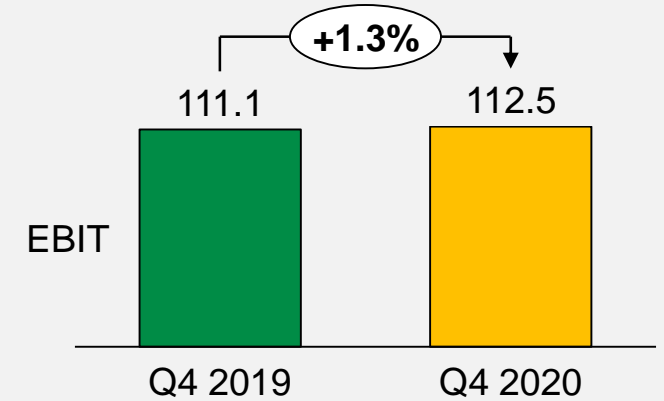
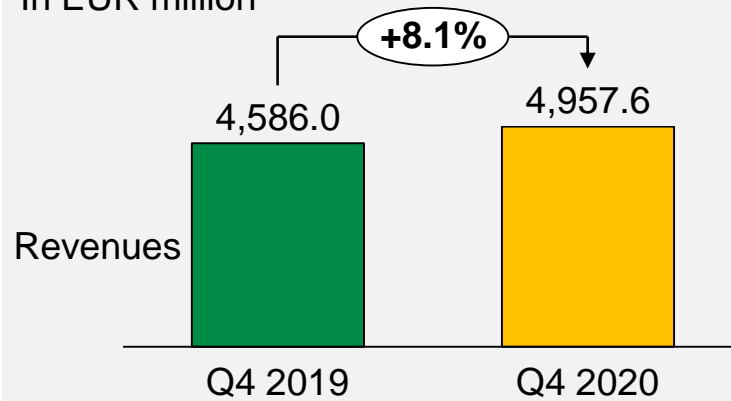
In EUR m	2016	2017	2018	2019	2020	Δ19/20 (%)
Revenues	1,530.1	1,606.1	1,617.5	1,702.8	1,899.0	11.5
EBITDA	43.9	45.8	47.2	57.0	75.7	32.8
<i>% of Revenues</i>	<i>2.9%</i>	<i>2.9%</i>	<i>2.9%</i>	<i>3.3%</i>	<i>4.0%</i>	
EBIT	28.5	30.1	31.1	32.1	46.9	46.1
<i>% of Revenues</i>	<i>1.9%</i>	<i>1.9%</i>	<i>1.9%</i>	<i>1.9%</i>	<i>2.5%</i>	
EBT	18.8	21.2	22.2	23.4	36.5	56.0
<i>% of Revenues</i>	<i>1.2%</i>	<i>1.3%</i>	<i>1.4%</i>	<i>1.4%</i>	<i>1.9%</i>	

Group Financials

Revenues and EBIT 4Q vs previous year



In EUR million



- Revenues: Δ 19/20 EUR +371.6 million
- EBIT: Δ 19/20 EUR +1.4 million
- Second strongest closing quarter in a multi-year comparison
- Slight increase in revenues attributable to BayWa r.e as well as Building Materials and Agricultural Equipment
- Strong final quarter in Agricultural Equipment boosts earnings

Group Financials

Income Statement

In EUR m	2016	2017	2018	2019	2020	Δ19/20 (in %)
Revenues	15,409.9	16,055.1	16,625.7	17,059.0	17,155.4	0.6
EBITDA	272.6	318.4	315.3	403.0	468.4	16.2
<i>% of Revenues</i>	<i>1.8%</i>	<i>2.0%</i>	<i>1.9%</i>	<i>2.4%</i>	<i>2.7%</i>	
EBIT	144.7	171.3	172.4	188.4	215.2	14.2
<i>% of Revenues</i>	<i>0.9%</i>	<i>1.1%</i>	<i>1.0%</i>	<i>1.1%</i>	<i>1.3%</i>	
EBT	69.6	102.4	92.6	79.2	111.2	40.4
<i>% of Revenues</i>	<i>0.5%</i>	<i>0.6%</i>	<i>0.6%</i>	<i>0.5%</i>	<i>0.6%</i>	
Consolidated net income ¹	52.7	67.2	54.9	65.1	61.3	- 5.8
<i>Tax rate¹</i>	<i>24.3%</i>	<i>34.4%</i>	<i>40.7%</i>	<i>17.8%</i>	<i>44.9%</i>	
Consolidated net income per share ¹ (in EUR)	1.52	1.93	1.57	1.85	1.74	
Share of minority interest	21.6	27.9	22.6	24.4	24.7	1.2
Share of owners of parent company ¹	31.1	39.3	32.3	40.7	36.6	- 10.1
Earnings per share (EPS) ¹ (in EUR)			0.56	0.80	0.68	
Earnings per share (EPS) ^{1,2} (in EUR)	0.90	1.13	0.92	1.16	1.04	- 10.3

1) Adjustment of the year-earlier figures due to an error correction pursuant to IAS 8.42.

2) Earnings per share excluding hybrid dividend

Group Financials

Impact of special items on income taxes

In EUR million	2020
EBT	111.2
Income taxes (as reported)	- 49.9
<i>Of which value adjustments to deferred tax assets (EUR -12 million BayWa r.e Group)</i>	- 17.0
<i>Of which imparity-related tax effect from forward exchange transactions</i>	- 12.0
Income taxes (without tax-related special effects)	- 20.9
Consolidated net income (without tax-related special effects)	90.3
Share due to minority interest	24.7
Share due to shareholders of parent company	65.6
Consolidated net income per share (in EUR)	2.56
Earnings per share (EPS) (in EUR)	1.50
Earnings per share (EPS) ¹ (in EUR)	1.86

1) Earnings per share excluding hybrid dividend

Group Financials

Balance Sheet

In Mio. Euro	2016	2017	2018	2019	2020	2020 (Emerald)
Total assets ¹	6,474.9	6,488.0	7,511.5	8,847.6	9,044.4	9,044.4
Equity ¹	1,098.3	1,435.5	1,389.1	1,339.0	1,256.1	1,786.1
Equity ratio ¹	17.0%	22.1%	18.5%	15.1%	13.9%	19.7%
Equity ratio adjusted ²	20.8%	25.7%	21.6%	20.0%	17.5%	23.4%

In Mio. Euro	2016	2017	2018	2019	2020	
Non-current assets ¹	2,355.7	2,396.9	2,476.9	3,257.0	3,707.6	
Current assets	4,094.2	4,077.4	5,030.4	5,585.9	5,331.7	
Provisions	956.2	951.6	929.9	1,084.4	1,170.4	
Long-term debt (Ci ³)	1,269.3	1,042.3	883.1	1,301.1	1,114.2	
Long-term leasing liabilities			164.5	706.5	761.8	
Short-term debt (Ci ³)	1,520.8	1,446.9	2,232.2	2,313.6	2,217.1	
Short-term leasing liabilities			11.2	68.2	72.3	

1) Adjustment of the year-earlier figures due to an error correction pursuant to IAS 8.42.

2) Adjusted for the reserve formed for actuarial profits and losses;

3) Ci = Credit institute

Group Financials

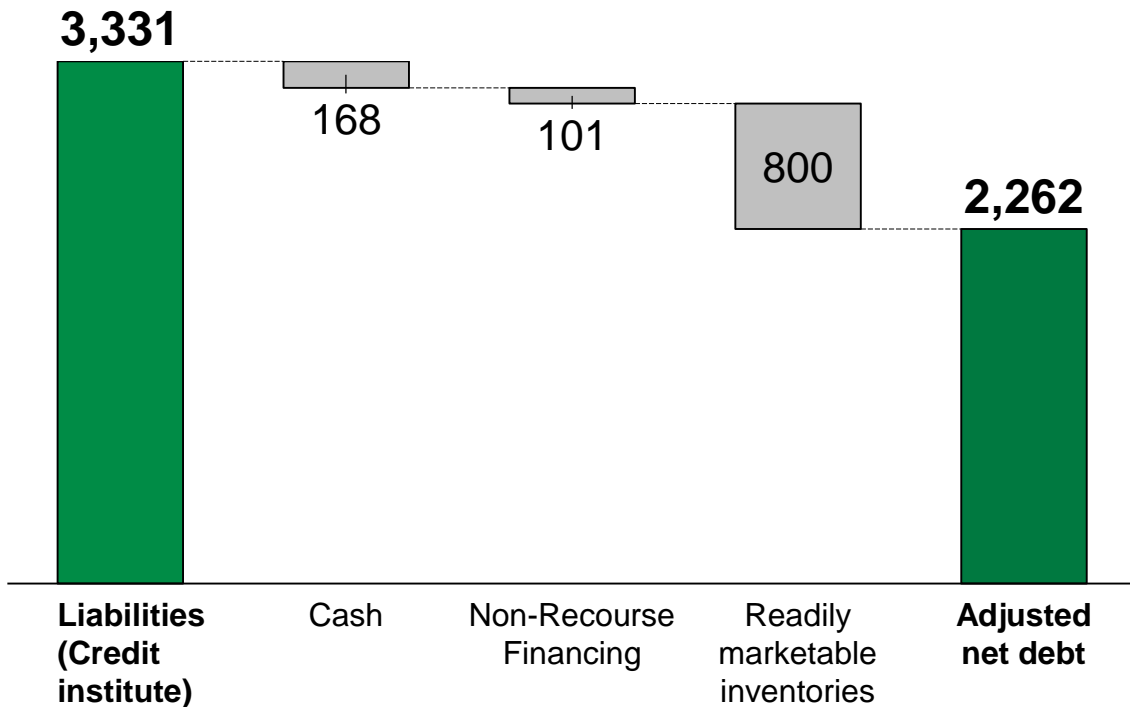
Cash Flow Statement

In EUR m	2016	2017	2018	2019 ¹	2020	Δ19/20 (in %)
Cash earnings	157.5	168.4	238.7	213.9	402.2	88.0
Cash flow from operating activities	208.6	- 170.2	- 452.5	- 24.9	674.8	> 100
Cash flow from investing activities	- 123.6	- 60.5	- 243.0	- 149.4	- 274.8	- 83.9
Cash flow from financing activities	- 63.0	235.9	710.8	282.6	- 458.2	> - 100
Cash & cash equivalents at the start of the period	84.5	104.4	105.5	120.6	229.7	90.5
Cash & cash equivalents at the end of the period	104.4	105.5	120.6	229.7	168.4	- 26.7

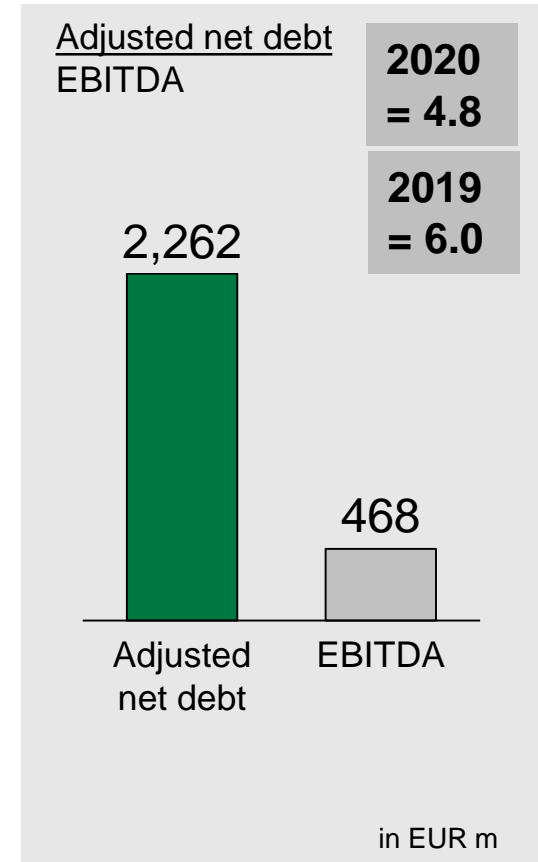
1) Adjustment of the year-earlier figures due change in accounting policy IAS 8.14 ff.

Group Financials

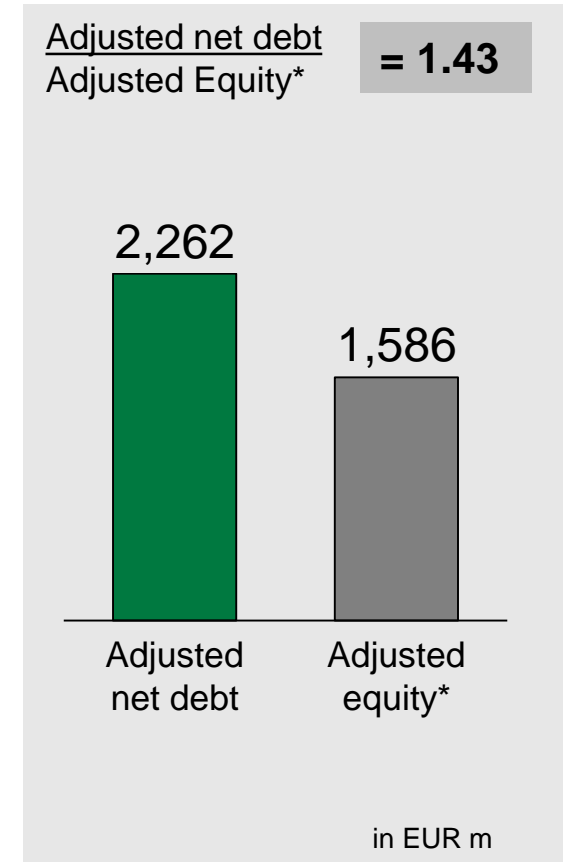
Adjusted net debt in relation to EBITDA and equity



in EUR m



in EUR m



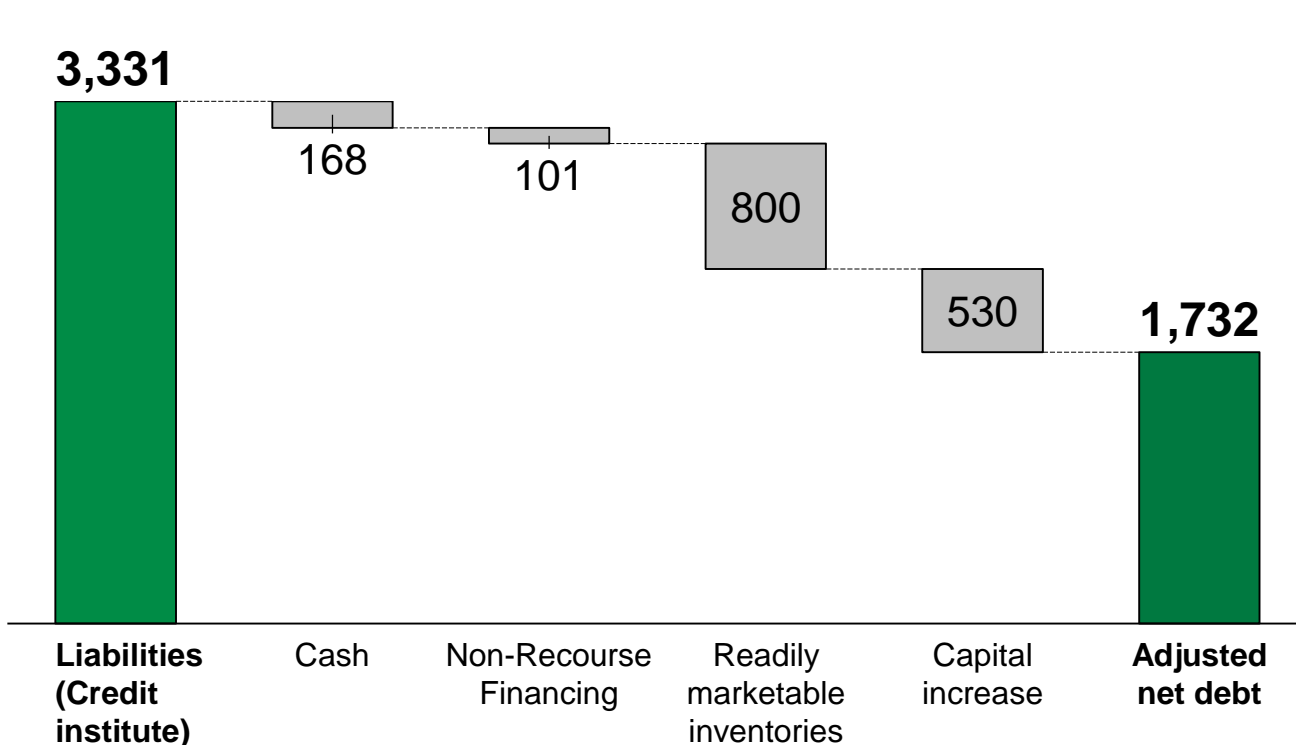
in EUR m

* Adjusted for the reserve formed for actuarial profits/losses in the measurement of pension provisions amounting to approx. EUR 330 million

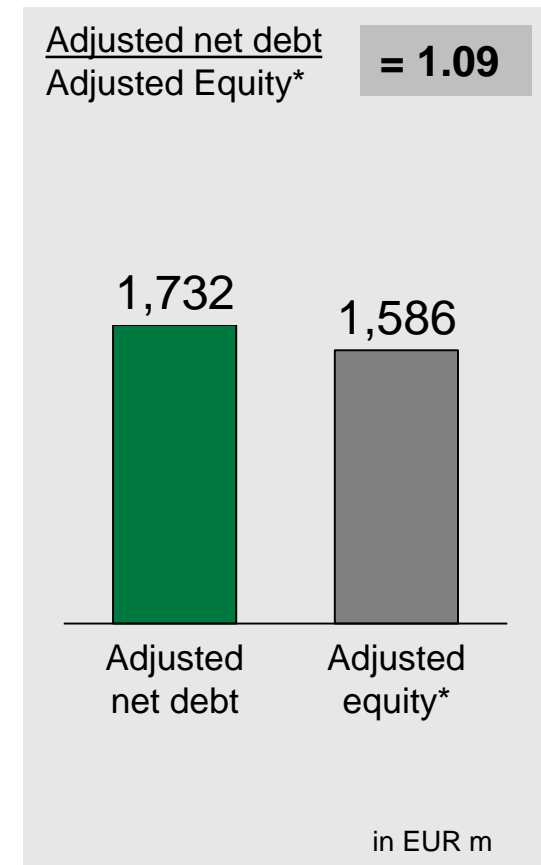
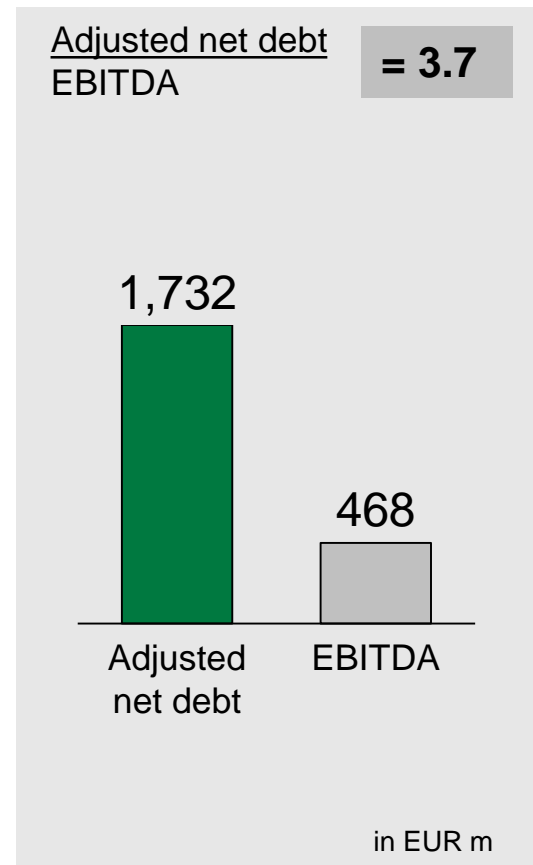
Group Financials

Adjusted net debt in relation to EBITDA and equity

(Post capital increase BayWa r.e.)



in EUR m



* Adjusted for the reserve formed for actuarial profits/losses in the measurement of pension provisions amounting to approx. EUR 330 million

Group Financials

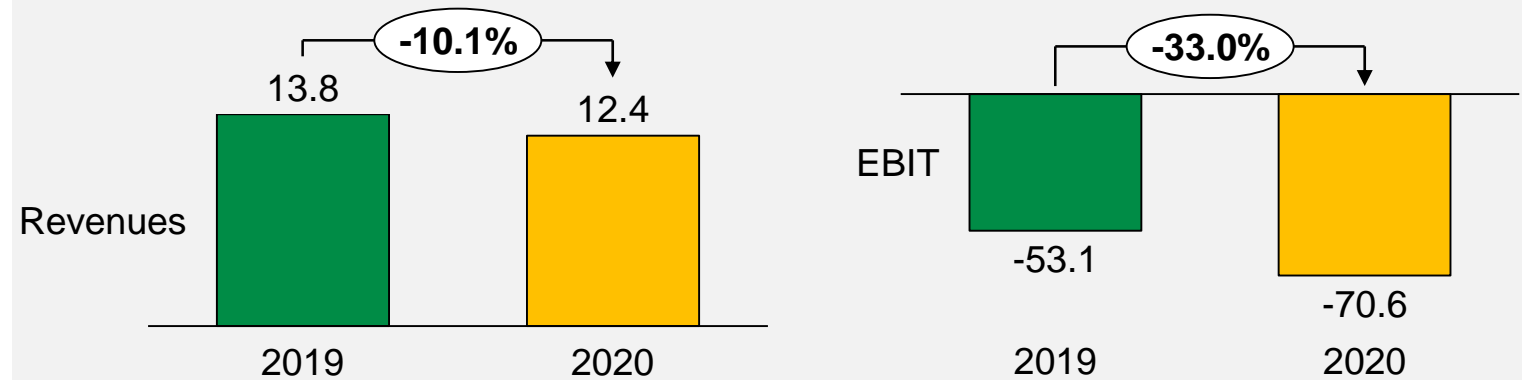
Economic Profit 2020

In EUR m	Net Operating Profit	Ø Invested Capital	ROIC	WACC	Spread	Economic Profit
Renewable Energies	110.9	2,057.1	5.39%	4.30%	1.09%	22.4
Conventional Energy	31.8	38.5	82.62%	5.20%	77.42%	29.8
Energy Segment						52.2
BAST	25.2	475.0	5.31%	4.70%	0.61%	2.9
Global Produce	41.8	399.3	10.46%	5.50%	4.96%	19.8
Agri Trade & Service	- 14.3	1,104.6	-1.29%	4.60%	-5.89%	-65.1
Agricultural Equipment	54.4	611.6	8.89%	5.70%	3.19%	19.5
Agriculture Segment						-22.9
Building Materials Segment	46.9	551.6	8.50%	5.10%	3.40%	18.7

Other Activities 2020



In EUR million



- Revenues: Δ 19/20 EUR -1.4 million
- EBIT: Δ 19/20 EUR -17.5 million
- Revenues slightly lower year on year
- EBIT consists of administrative costs and consolidation effects; decline compared with year-earlier period essentially due to Corona
 - Absence of bank dividend and investment income (EUR 9 million), hedging transactions for currency risks (EUR 7.8 million)
 - Additional expenses for hygiene and protective measures in connection with the Corona pandemic (EUR 6 million)

Operational Outlook for FY 2021

Prof. Klaus Josef Lutz

Outlook 2021

Energy

- BayWa r.e.: growth trend is ongoing; projected output of almost 1.1 GW planned for 2021; sale of the Isohara solar park in Japan (35 MW) and Windfarm Plésidy in France (11 MW) already in Q1; trading in PV components likely to continue good development
- Conventional Energy: forecast for a decline in heating oil sales (exceptional boom in the previous year) and in fuels; positive impetus from expanding the BayWa Mobility Solutions business



Agriculture

- BAST: slightly higher transshipment volume anticipated
- Global Produce: positive stimulus from full-year inclusion of new company (Freshmax) and partnership (Carsol); greenhouses in AI Ain fully operational again – 3 to 4 harvests anticipated
- Agriculture: Ongoing realignment of location structures; restructuring costs for 2021 significantly lower than in the previous year
- Agricultural Equipment: business with new machinery likely to slow somewhat following the exceptional boom in the previous year; “Bauernmilliarde” investment program in the agri industry



Building Materials

- Efficiency raised through digitalisation of interfaces to professional customers
- Positive stimulus from subsidy programs (energy-related renovation) and investments in homes due to Corona
- Rising earnings contributions from project business planned as building permits already available for projects in 2021



Strategic impacts and core targets

Strategic impacts BayWa 2025

- 1 OPERATIONAL EXCELLENCE
- 2 INTERNATIONAL GROWTH
- 3 DIVERSIFICATION & FLEXIBILITY
- 4 INNOVATION & DIGITALIZATION
- 5 IMPACT DRIVEN



Strategic targets BayWa 2025

- 1/2 Excellence & Growth
400-450 m€ EBIT
of operative business units
- 3 Diversification & Flexibility
>70% EBIT
from multi-national operations
- 4 Business Innovation
>50% EBIT
from green business models
- 5 Climate Impact
-22% reduction
of own GHG emissions

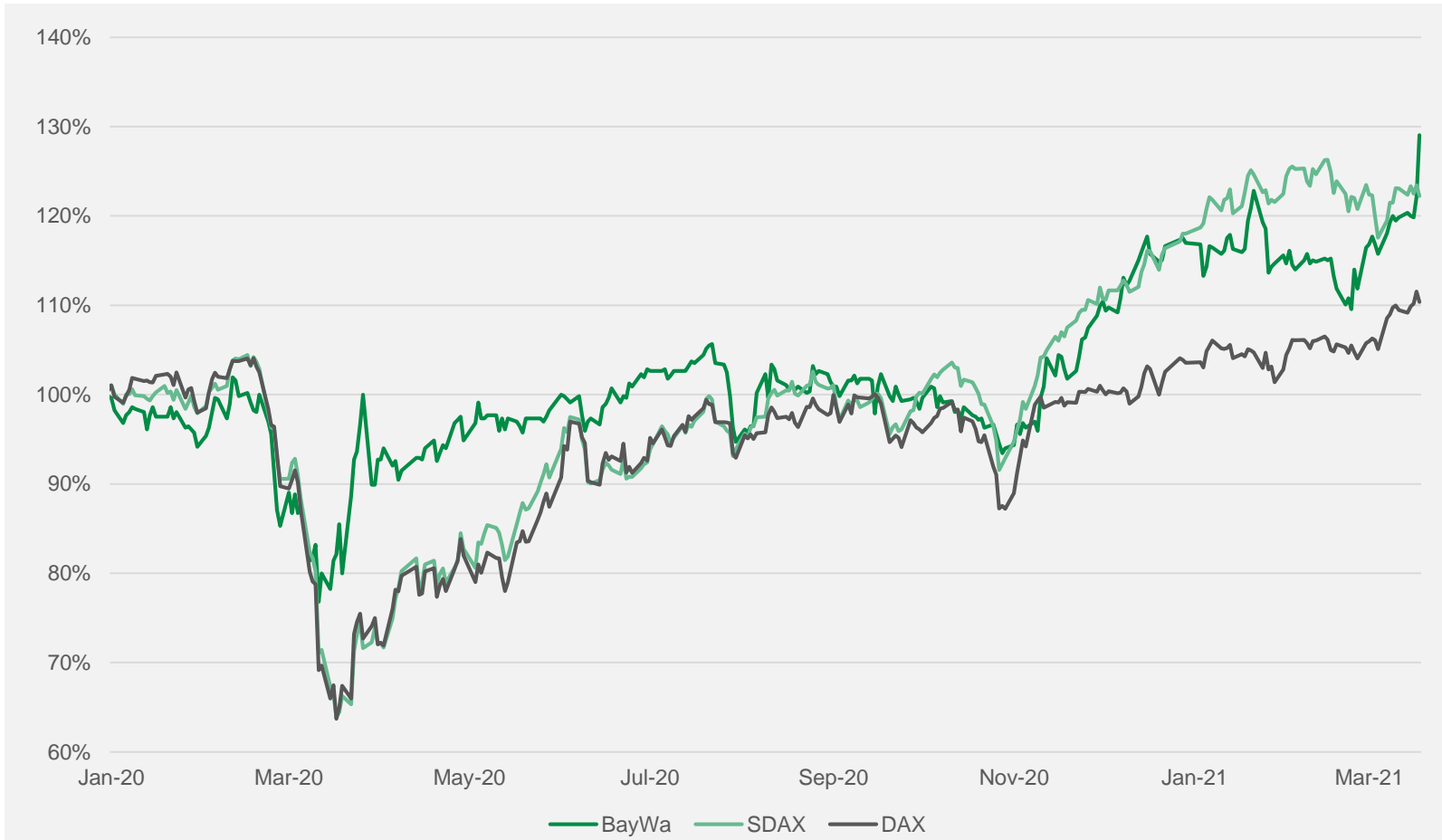
BayWa

Thank you for your
attention!



BayWa Share 2020/21

The BayWa Share 2020/21: Price performance compared with the SDAX and DAX



19 March 2021: performance & closing prices¹

BayWa 29.0%	36.45€ closing price
SDAX 22.2%	15,295.30* closing price
DAX 10.4%	14,621.00* closing price

*Punkte

BayWa

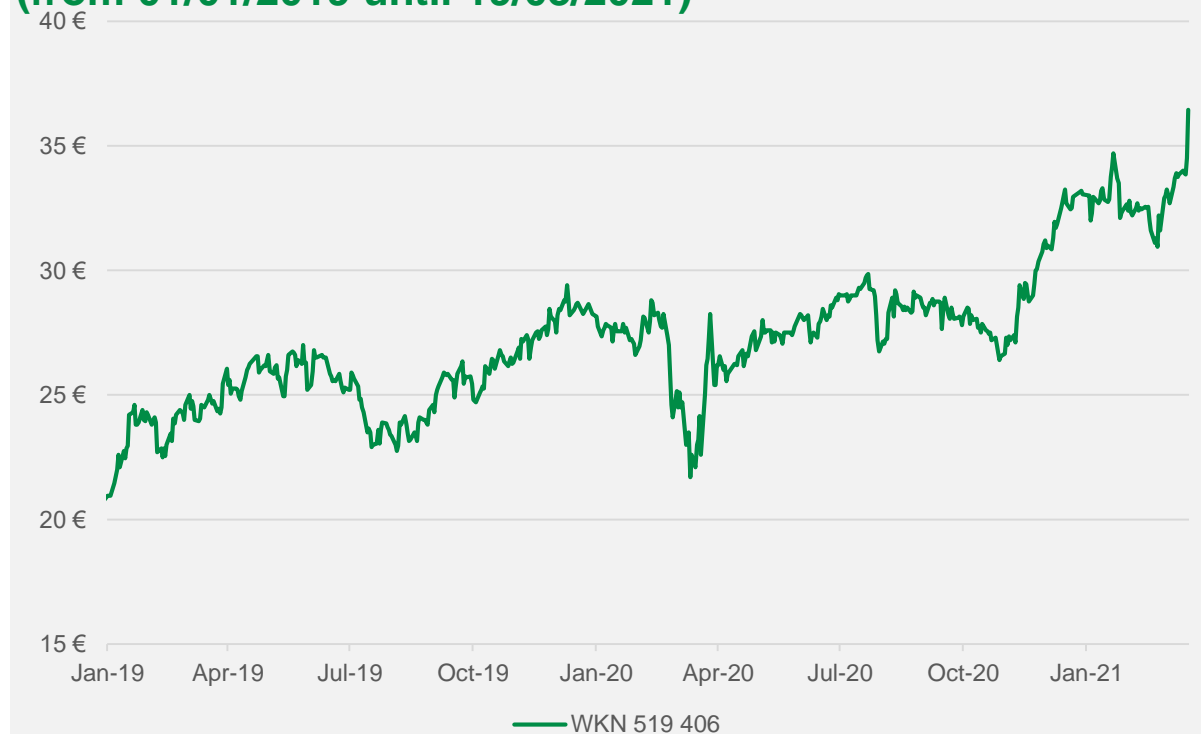
Source: 1) Frankfurt Stock Exchange

26/03/2021

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BayWa Share 2020/21

Share price performance (from 01/01/2019 until 19/03/2021)



Further information (Security code 5194062)

in EUR

Closing price on 31/12/2019

28.25

High (17/12/2020)

33.25

Low (12/03/2020)

21.70

Closing price on 31/12/2020

33.05

Market capitalisation

in EUR m

As per 31/12/2019

994.3

As per 31/12/2020

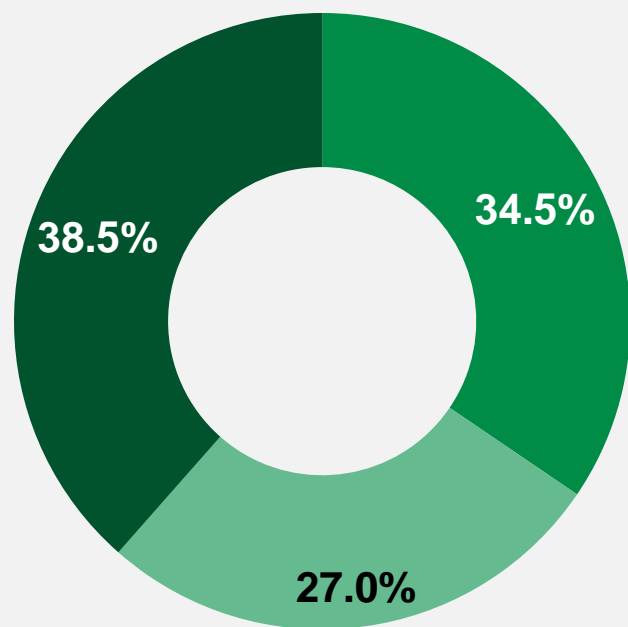
1,169.9




Freefloat Market capitalisation as per 31/12/2020

448.9

BayWa Share 2020

Shareholder structure (31/12/2020)



-  Bayerische Raiffeisen-Beteiligungs AG
-  Raiffeisen Agrar Invest AG
-  Freefloat

BayWa share profile (31/12/2020)

Stock exchanges	Frankfurt, Munich, Xetra
Segment	Official Market / Prime Standard, SDAX
Security code	no. 519406 and 519400
ISIN	DE0005194062 and DE0005194005
Share capital	EUR 90,671,895.04
Number of shares	35,418,709
Denomination	No-par value shares with an arithmetical portion of € 2.56 each in the share capital
Securitisation	In the form of a global certificate deposited with Clearstream Banking AG. Shareholders participate as co-owners corresponding to the number of shares held (collective custody account)

Investor Relations Contact

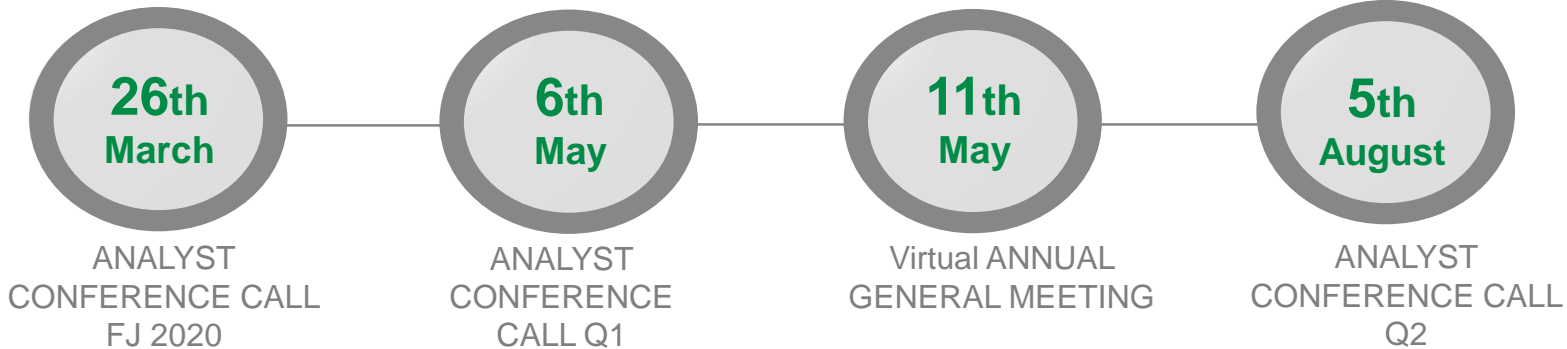


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Financial Calendar 2021



BayWa

Verbundenheit
schafft Erfolg.