



**BayWa**

**Annual Financial  
Statements  
as per 31 December 2022  
Analysts' Conference**

**Munich, 30 March 2023**  
Prof. Klaus Josef Lutz, CEO  
Andreas Helber, CFO



## Agenda

- 01** Highlights Financial Year 2022
- 02** Business Development of the Segments in 2022 and Operational Outlook 2023
- 03** Group Financials 2022
- 04** Appendix

# 01

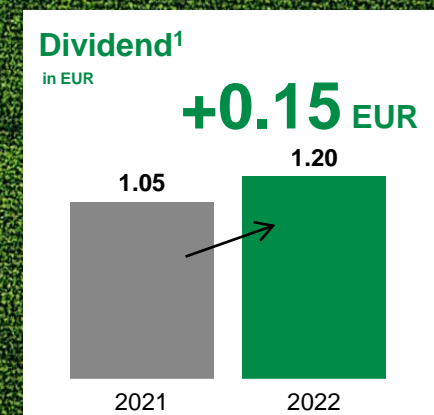
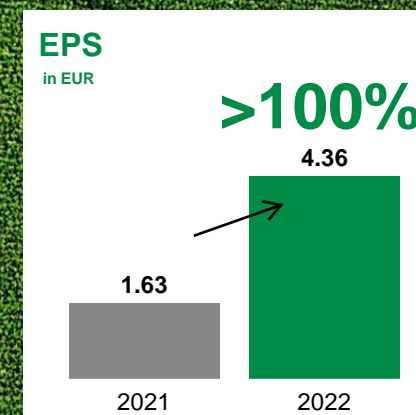
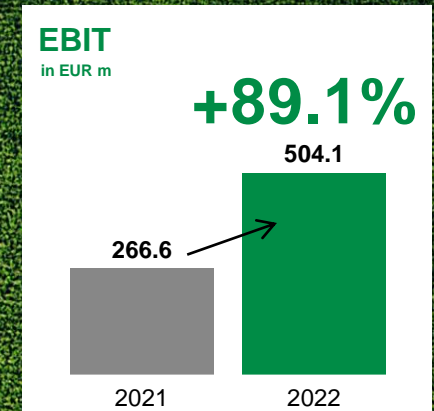
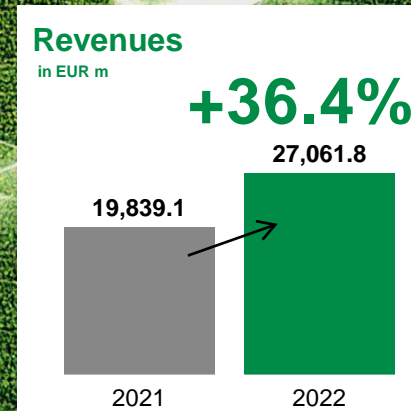
## **Highlights** **Financial Year 2022**

Prof. Klaus Josef Lutz



# Highlights

- **Consolidated revenue and EBIT at record levels**
- **Highest growth rates (EBIT) in the segments:**
  - Agriculture (>100 %)
  - Energy (> 100 %)
  - Renewable Energies (+77.1%)
- **Earnings per share (EPS) up from EUR 1.63 to EUR 4.36**
- **Dividend increase to EUR 1.20 per share<sup>1</sup> (special dividend: EUR 0.10)**
- **BayWa share outperforms all the relevant German indices**



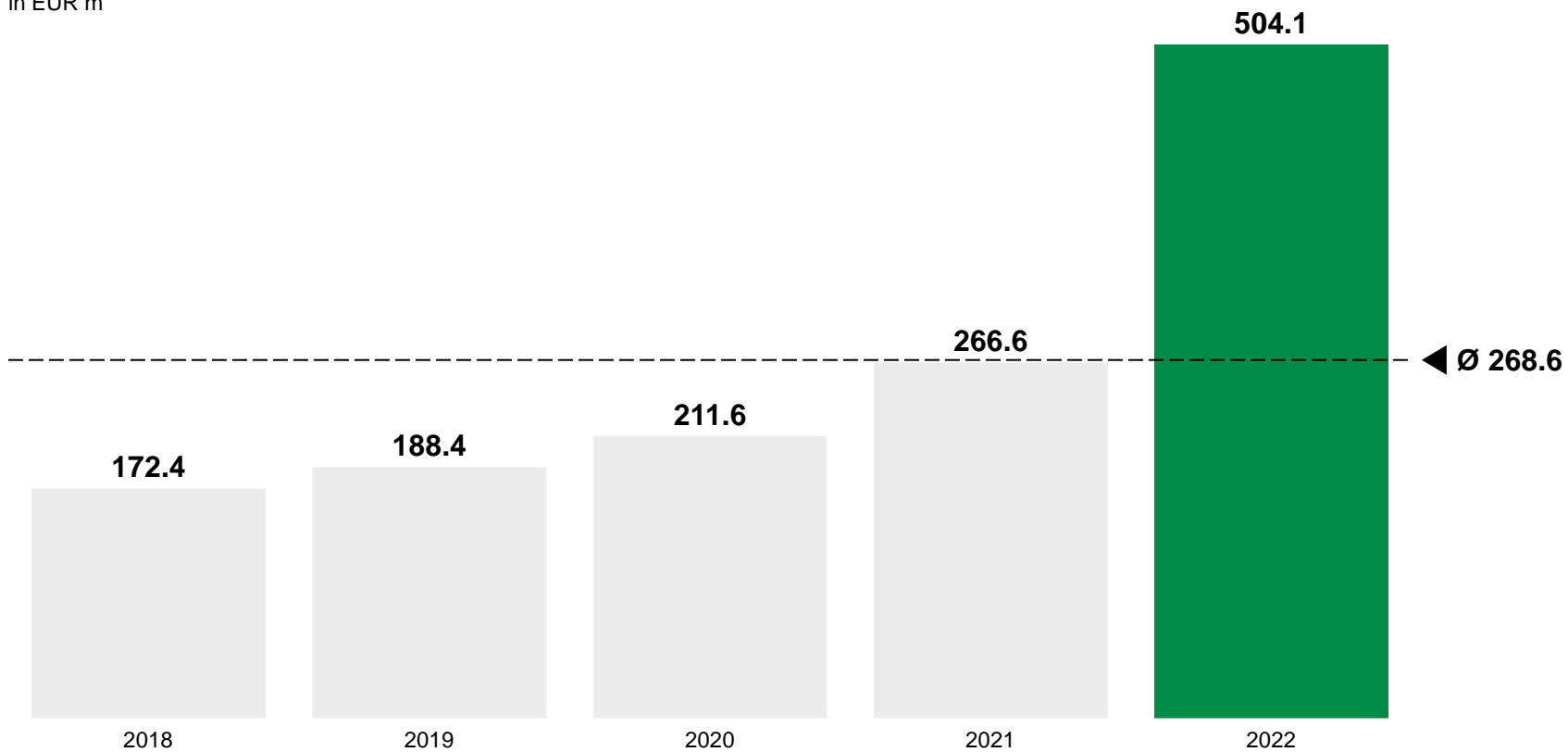
1) Subject to approval by the Annual General Meeting: Increase in the dividend to €1.10 per share and in addition, a special dividend of 10 cents per share.



# Development of the Group 2022

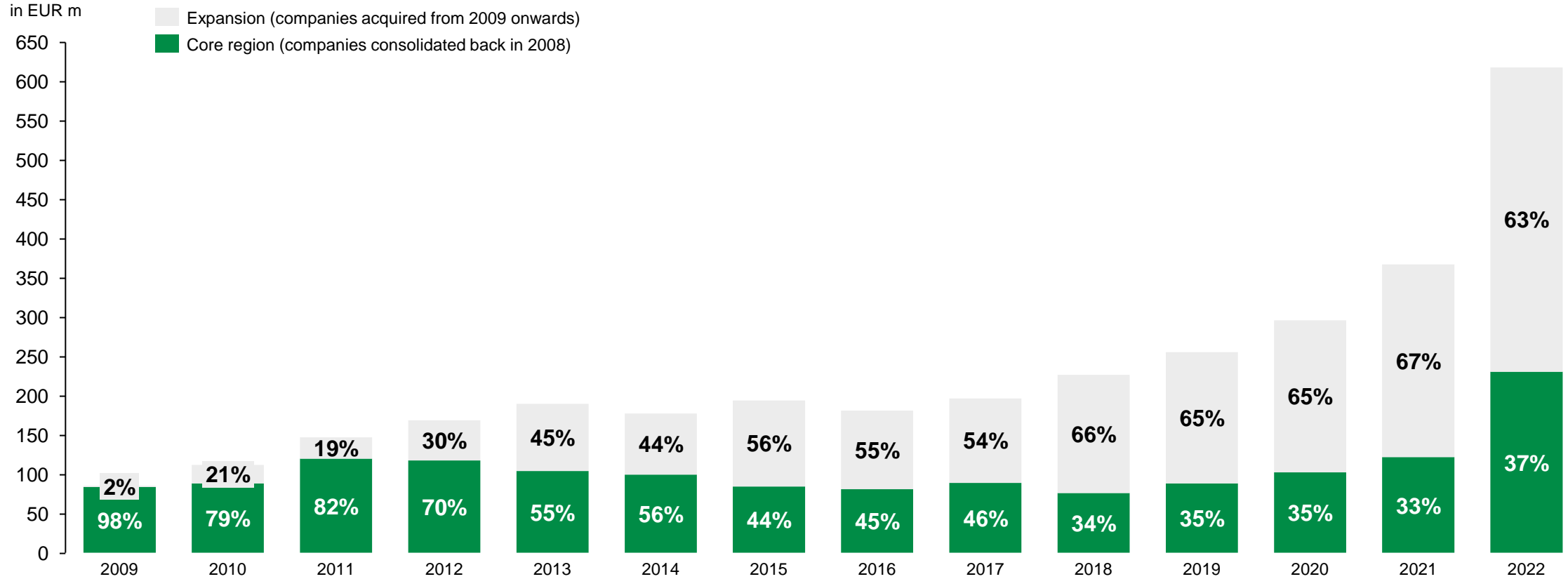
## Multi-year comparison of EBIT

in EUR m



# Expansion progress

## Operating EBIT contribution from expansion in %



# 02

## **Business Development of the Segments in 2022 and Operational Outlook 2023**

Prof. Klaus Josef Lutz

**Business Unit  
Energy**

Key Figures 2022

**Segment  
Renewable  
Energies**

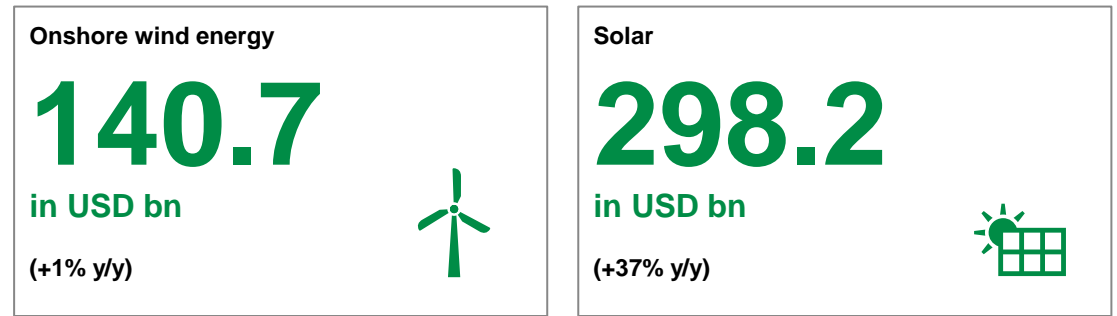
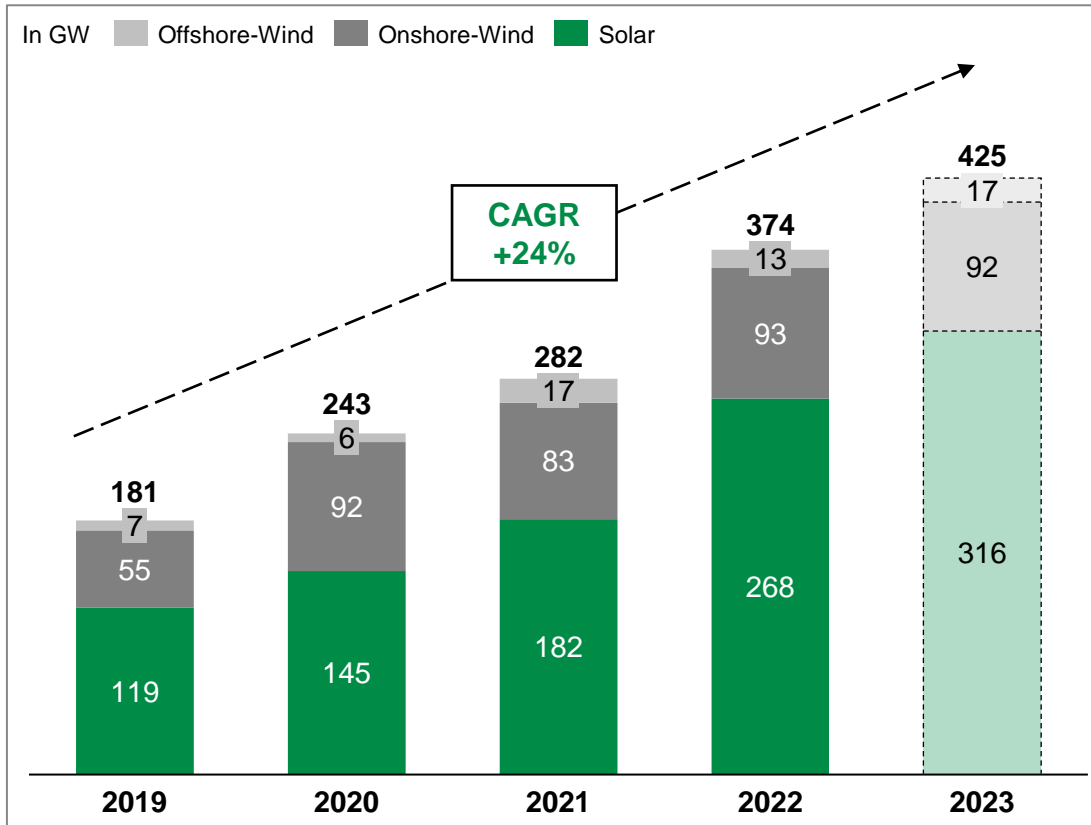
**Segment  
Energy**



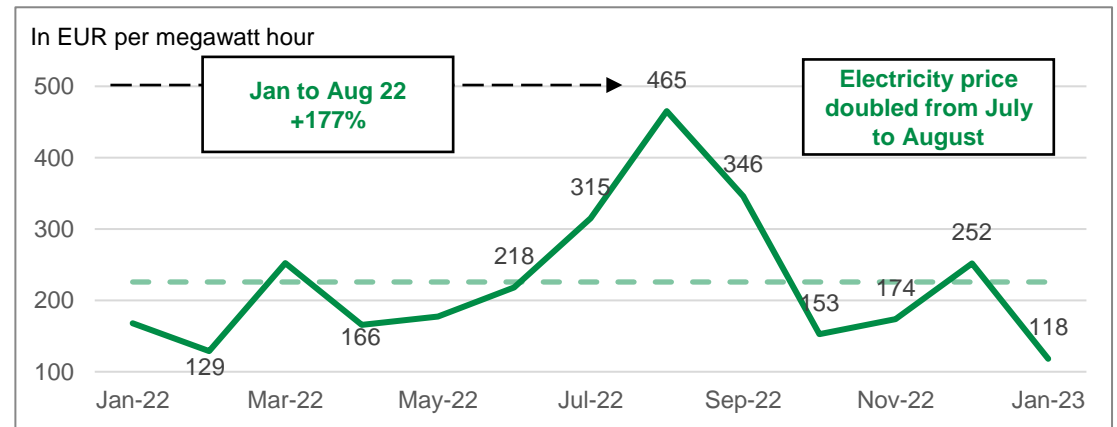
# Market Developments – Renewable Energies

**Global capacity installation – forecast 2023<sup>1</sup>**  
Solar with highest installed capacity

**Global investments in renewable energies in 2022<sup>1</sup>**



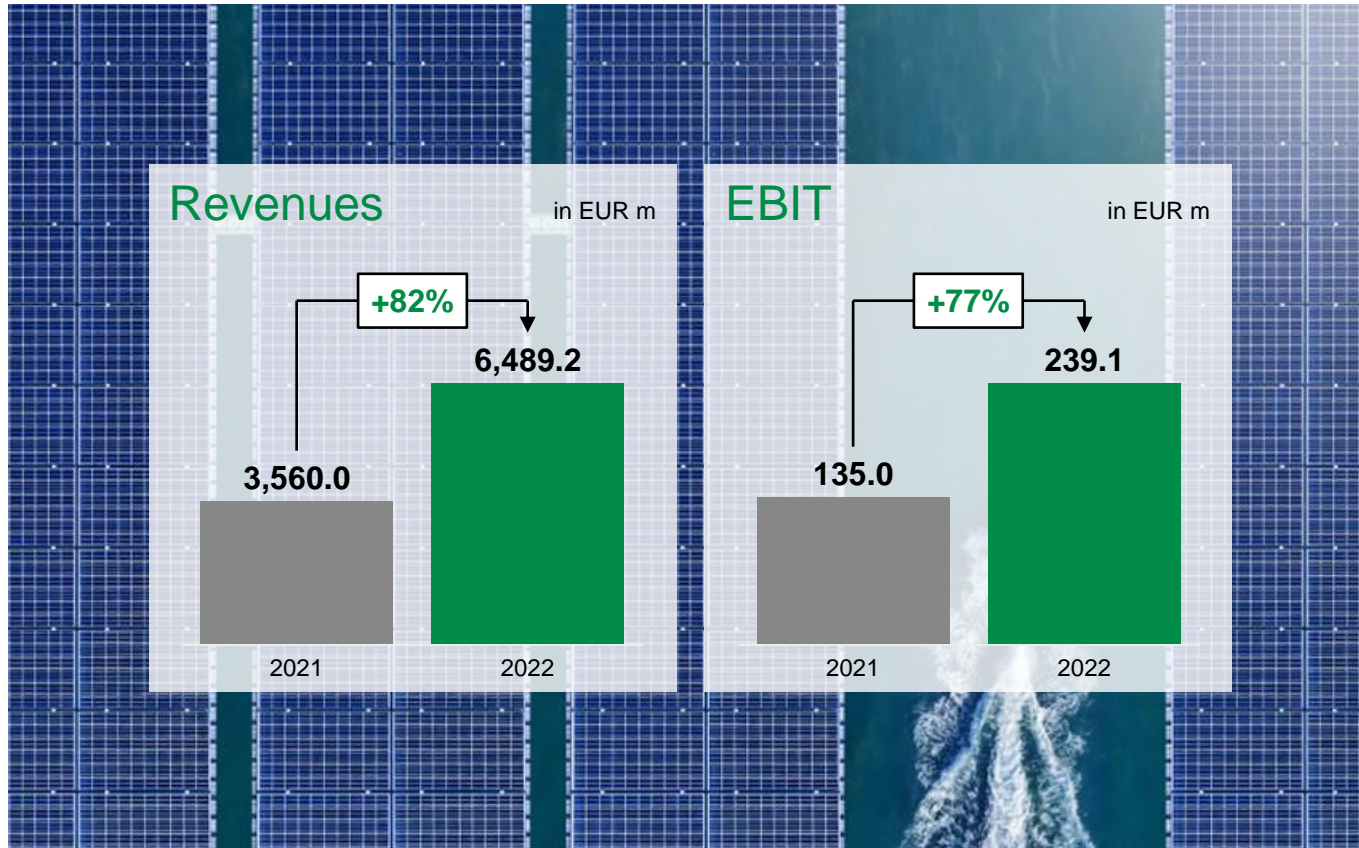
**Average electricity price on EPEX spot market in Germany<sup>2</sup>**



Sources: 1) BNEF; 2) Statista



# Renewable Energies Segment Revenues and EBIT vs previous year



- Revenues:  $\Delta$  21/22 EUR +2,929.2 million
- EBIT:  $\Delta$  21/22 EUR +104.1 million
- Solar trading business: strong growth (60% EBIT share)  
PV modules +71% y/y; inverters +60% y/y
- Energy trade benefits from energy prices
- Project business: total of 26 wind and solar parks with an output of 797 MW sold (previous year: 613 MW)
- IPP portfolio expanded from 19 to 26 wind and solar parks (total output: 0.8 GW)
- Sale of Bioenergy GmbH to Macquarie (accounting profit: EUR 35 million)

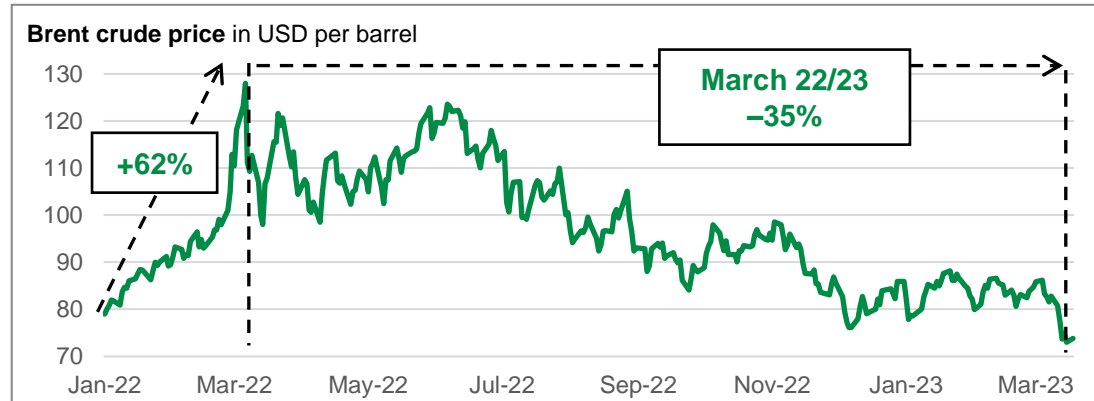
## OUTLOOK 2023

- Ongoing growth path: 2.1 GW planned for 2023, including IPP
- Developing of the IPP pipeline to boost cash flows could reduce the earnings share in the project business in the short term
- Sale of solar trade: signing scheduled for end of 2023

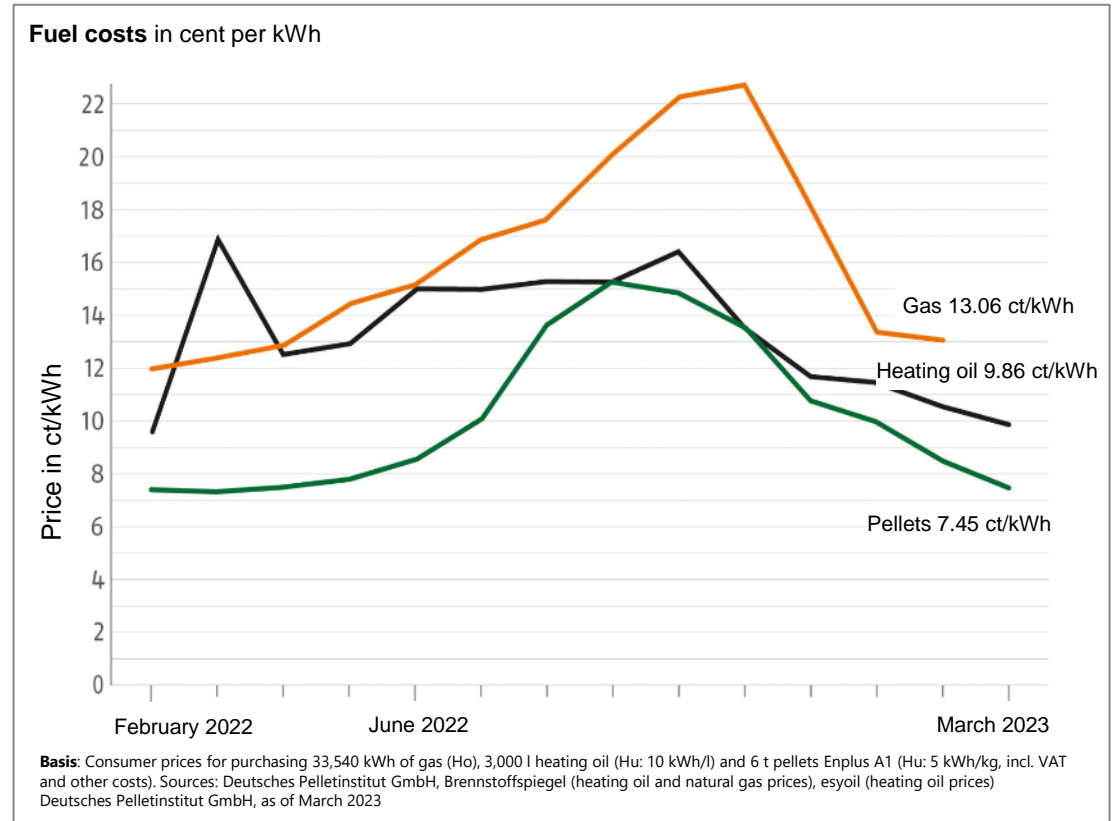


# Market Developments – Energy

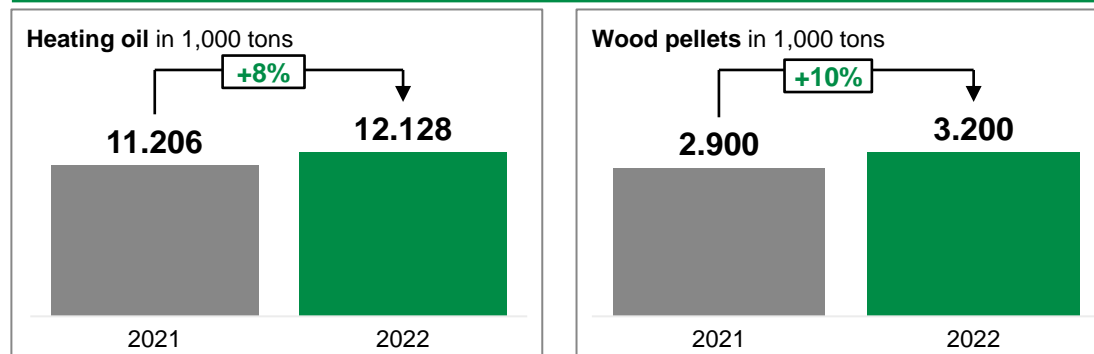
Price trend of Brent crude<sup>1</sup>



Fuel costs in Germany<sup>3</sup> – gas remains most expensive source of energy



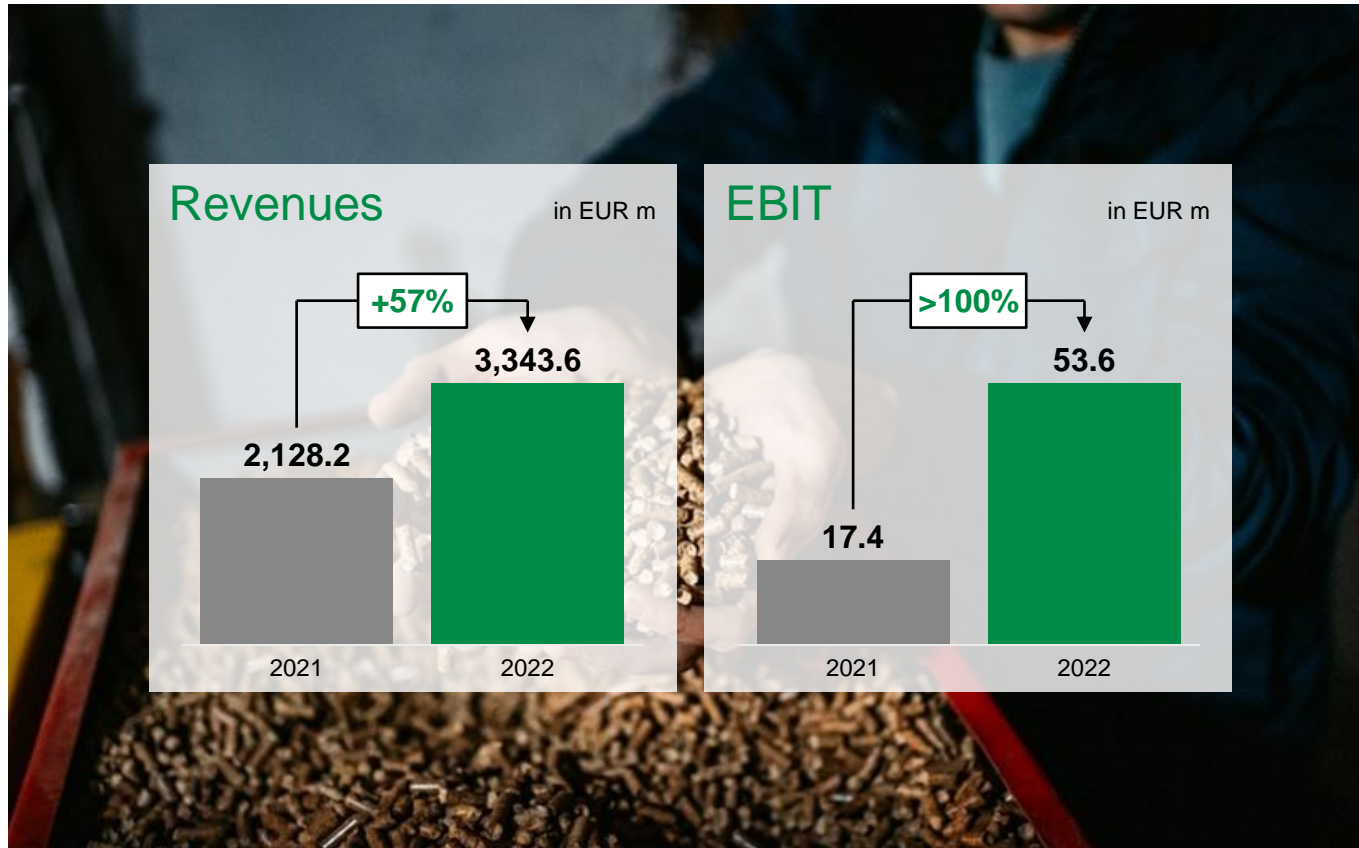
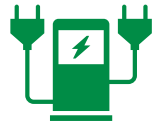
Sale of heating oil<sup>2</sup> and wood pellets<sup>3</sup> in Germany in 2022



Sources: 1) BNEF; 2) BAFA; 3) DEPV



# Energy Segment Sales and EBIT vs previous year



- Revenues:  $\Delta$  21/22 EUR +1,215.4 million
- EBIT:  $\Delta$  21/22 EUR +36.2 million

- Price-induced growth in revenue and profit
- Robust demand for heat energy carriers in Germany despite high price level; expansion of wood pellet production and logistics capacities (+20% y/y)
- Fuel sales (+7% y/y) benefits from higher mileage; trade advantages achieved from temporary energy tax relief
- Sales decline in lubricants (-9% y/y) compensated by better trade margins

## OUTLOOK 2023

- Continuous transition from traditional to climate-compatible sources of energy (green LNG & electromobility)
- Lower trade margins due to weaker market momentum and commodity prices returning to normal levels
- Lubricants supply situation remains tight



**Business Unit**  
**Agriculture**

Key Figures 2022

**Segment**  
**Cefetra**  
**Group**

**Segment**  
**Agri Trade**  
**& Service**

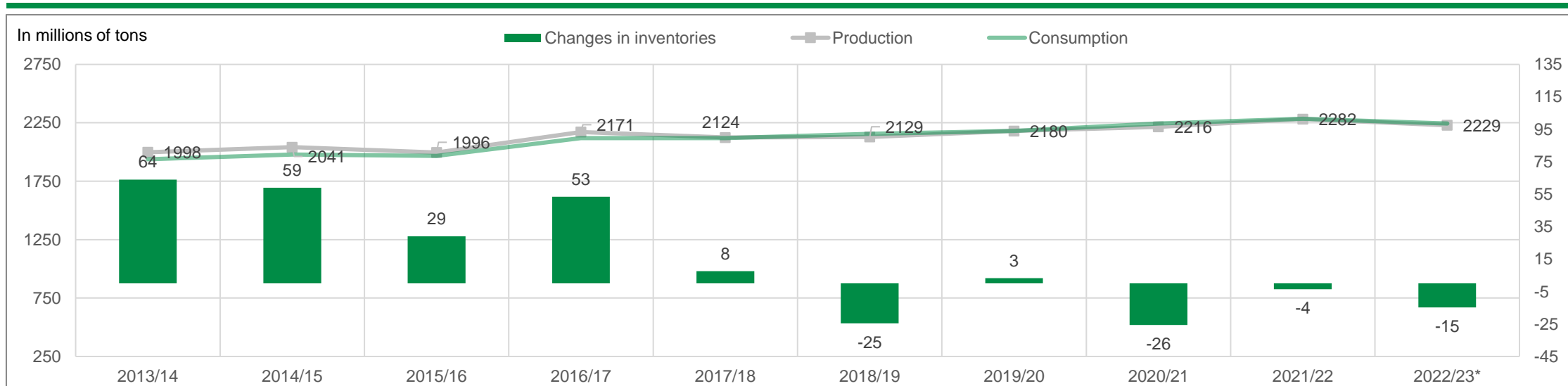
**Segment**  
**Agricultural**  
**Equipment**

**Segment**  
**Global**  
**Produce**



# Market Developments – Agricultural Products I

## GLOBAL GRAIN BALANCE (EXCL. RICE; MARCH 2023)<sup>1</sup>

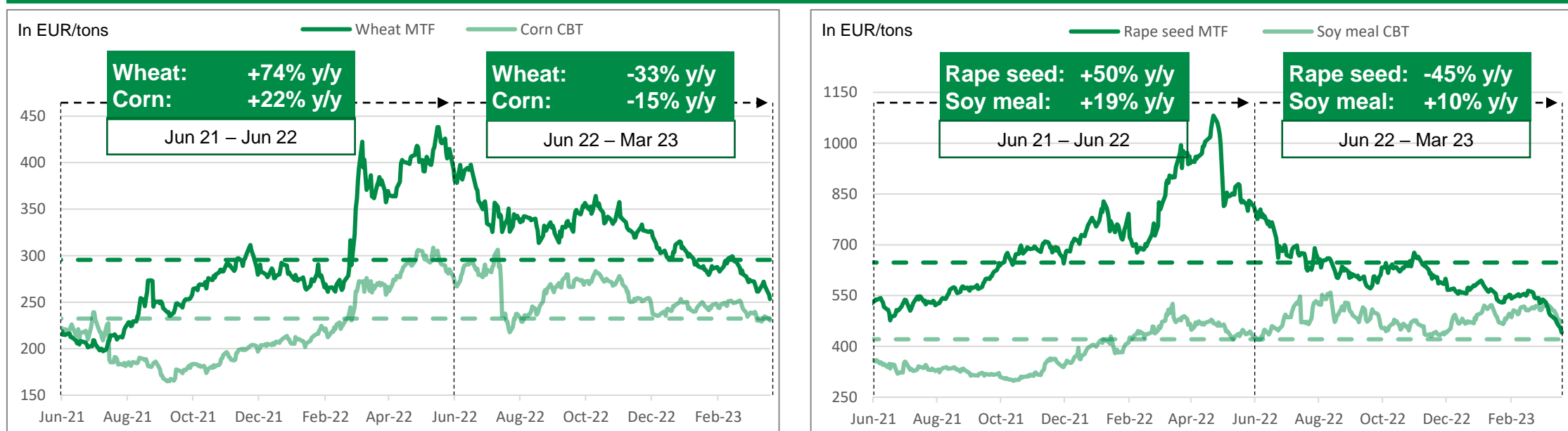


- Tight supply and consumption balance; grain consumption slightly higher than production
- Global crop year 2022/23 anticipated at around 2,229 million tons (–2.3% y/y)
- German grain harvest 2022/23 approx. 43.3 million tons (+2.1% y/y); shortfalls due to heat and drought during the corn grain harvest
- Global oil seed production in 2022/23 of 630 million tons likely to exceed the year-earlier level by +4%

Source: 1) USDA, \*Forecast 2022/23, status March 2023

# Market Developments – Agricultural Products II

## AGRI COMMODITIES PRICE TREND<sup>1</sup>

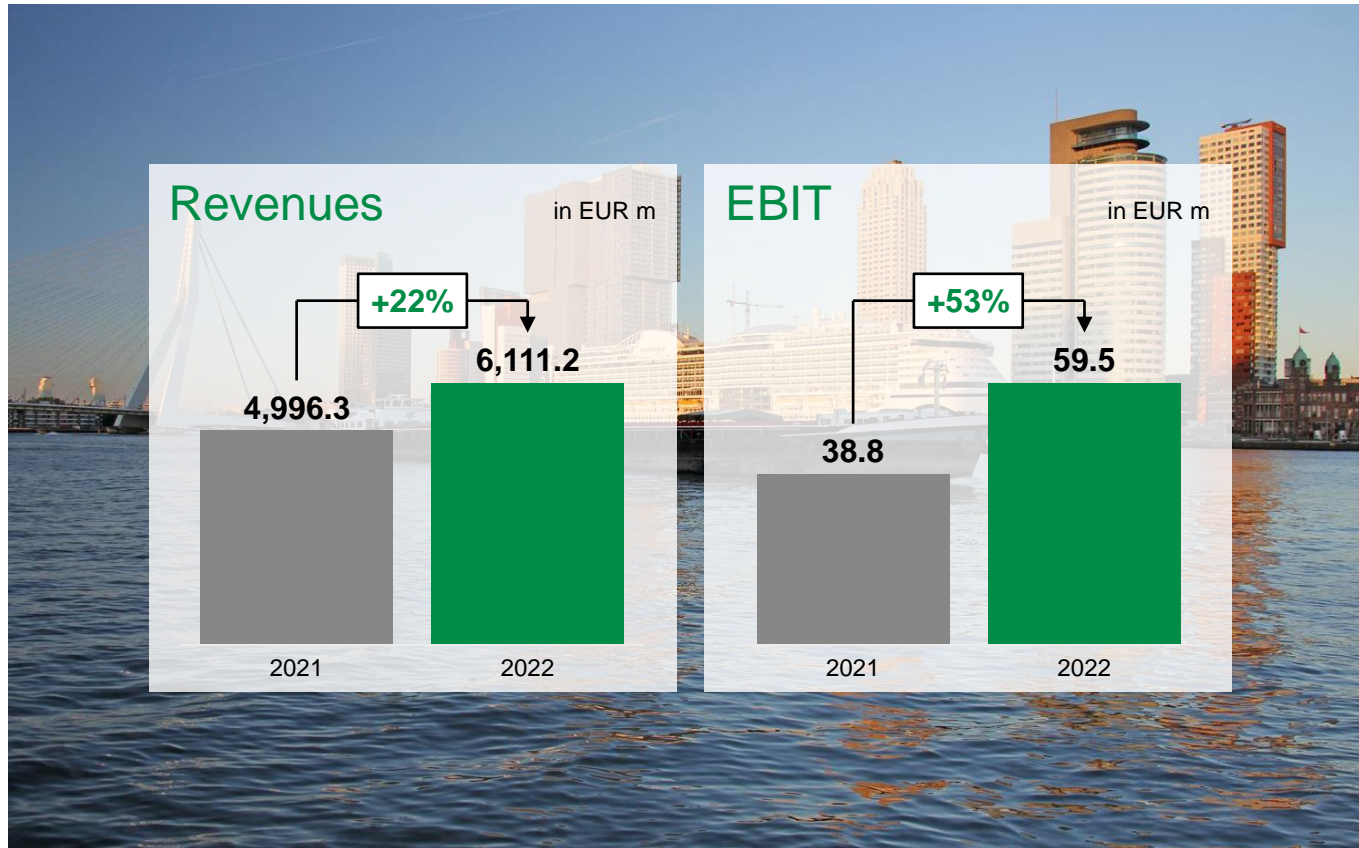


- Concerns about the availability of grain, especially in Europe, because of the war in Ukraine trigger extreme price hikes on occasion on the agricultural commodity markets in H1 2022
- Black Sea Grain Initiative between Ukraine and Russia secures grain exports as from H2 2022; declining prices for nearly all grain varieties
- Decline of around 25% y/y anticipated in soybean harvest in Argentina due to weather conditions (La Niña); soy meal prices remain high

Source: 1) MATIF and CBOT commodity markets



# Cefetra Group Segment Revenues and EBIT vs previous year



▪ Revenues:  $\Delta$  21/22 EUR +1,114.9 million

▪ EBIT:  $\Delta$  21/22 EUR +20.7 million

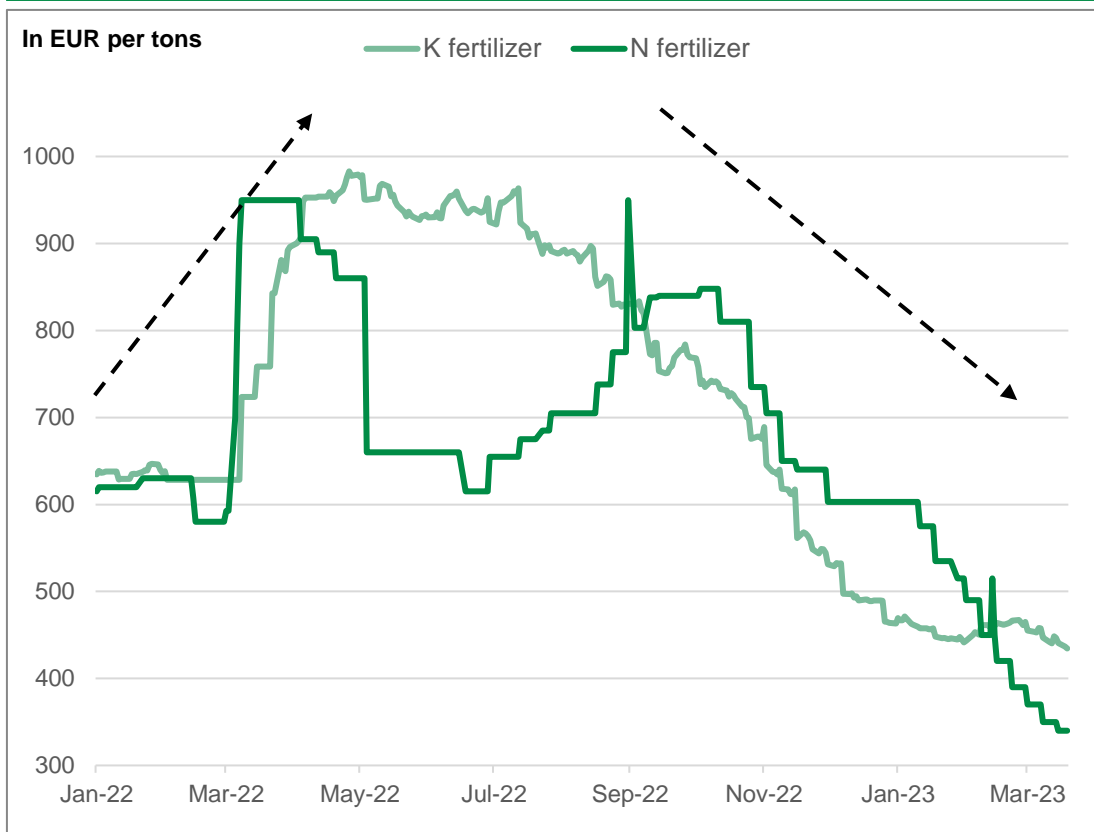
- Price-induced revenue growth on the back of price rallye on the agricultural commodities markets
- Result benefits from:
  - Volatilities in the commodity business
  - Strong development in the speciality business from expanding sales activities in US (Royal Ingredients)
- Decline of 13% y/y in the trading volume of grain and oil seed due to weaker demand for feedstuff (Benelux countries) and limited export volumes from Ukraine
- Loss of EUR 17 million in Odessa overcompensated; cancellation of grain contracts led to more expensive covering on spot market

## OUTLOOK 2023

- Lower trading margins anticipated due to slowing market momentum and lower volatilities
- Competitive advantage through logistics, competence and access to numerous procurement markets in an ongoing challenging market environment

# Market Developments – Operating Resources

## FERTILIZERS PRICE TREND



## OPERATING RESOURCES TRADE IN 2022 IN GERMANY

### Fertilisers:

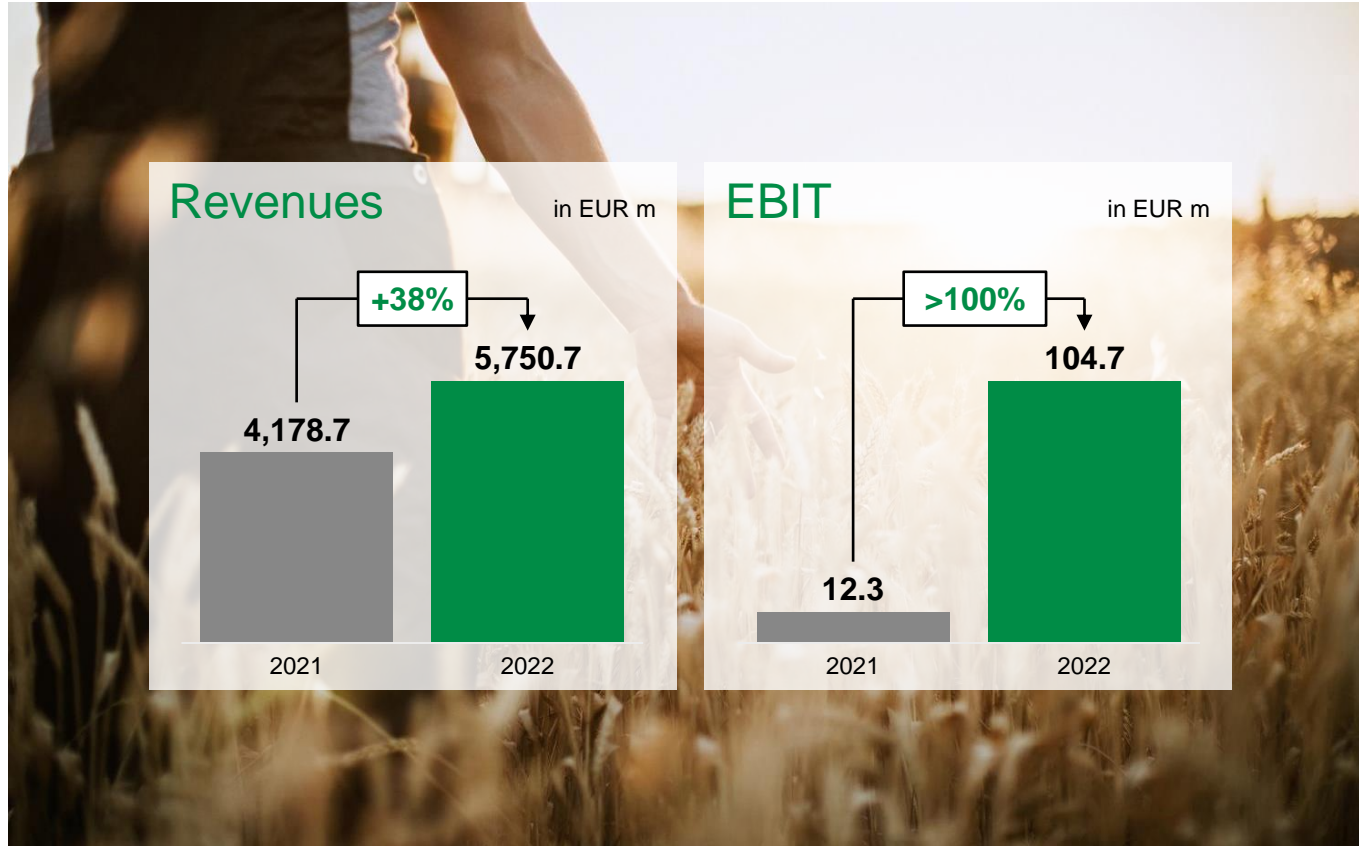
- Rising energy prices and economic sanctions imposed on Russia lead to significant price increases **in the first three months of 2022**: K fertilizer (+41% y/y); N fertilizer (+54% y/y) – declining prices as from H2 due to the downtrend in energy prices
- Decline in sales due to high price levels across all kinds of fertilisers (-7% y/y)

### Crop protection:

- Produce shortfalls due to disrupted supply chains prompt y/y price hikes of around 14% in 2022
- Sales around 8% below the year-earlier level



# Agri Trade & Service Segment Revenues and EBIT vs previous year



- Revenues:  $\Delta$  21/22 EUR +1,572.0 million
- EBIT:  $\Delta$  21/22 EUR +92.4 million

- Price-induced revenue and profit growth
- Commodities: physical grain contracts from previous year realised at above-average profit margins
- Fertilizers: high delivery capability with rising prices at the same time leads to higher trading margins
- Crop protection: sale for fungicides benefits from warm and humid weather in Southern Germany
- Seed: expansion of the product portfolio to include high-margin exclusive varieties (oil plants) and private brands

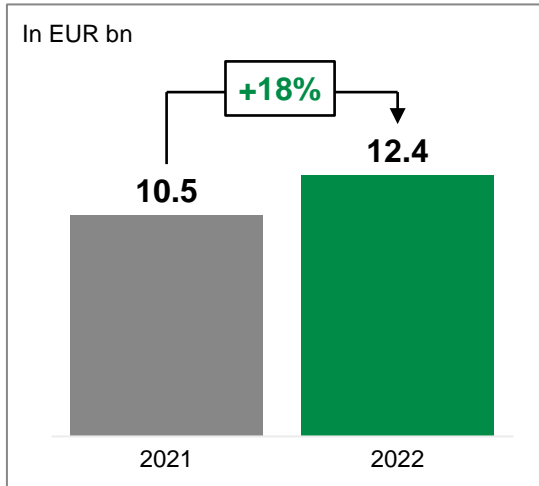
## OUTLOOK 2023

- Commodities: lower price level and lower trade margins anticipated compared with the previous year
- Fertilizers: downturn in sales due to early stockpiling in FY 2022; declining trade margins expected
- Decline in livestock in Western Europe reducing demand for feedstuff

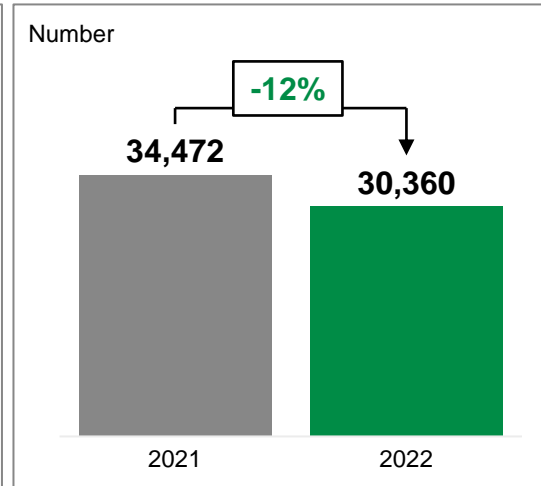
# Market Developments – Agricultural Equipment

## REVENUES IN THE AGRICULTURAL EQUIPMENT SECTOR REACH A NEW RECORD HIGH<sup>1</sup>

**Agricultural equipment revenues in Germany<sup>1</sup>**



**New registrations of tractors in Germany<sup>1</sup>**



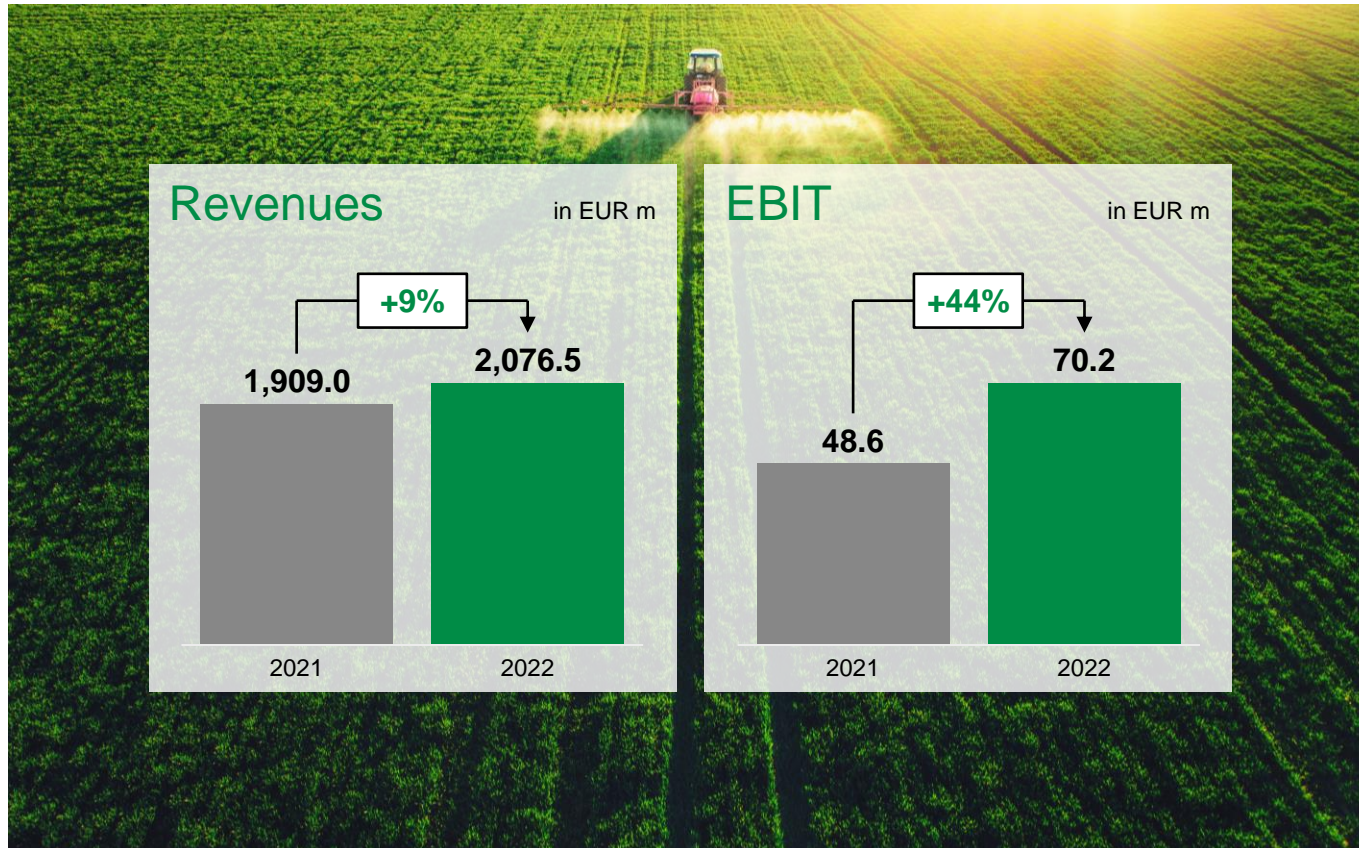
- Despite supply and logistics bottlenecks, sales in the agricultural equipment sector reach a new record high driven by price increases
- Planned investment volume for H1 2023 to increase by 16% (EUR 5.8 billion); capital expenditure focused primarily on renewable energies and purchasing land



Sources: 1) VDMA



# Agricultural Equipment Segment Revenues and EBIT vs previous year



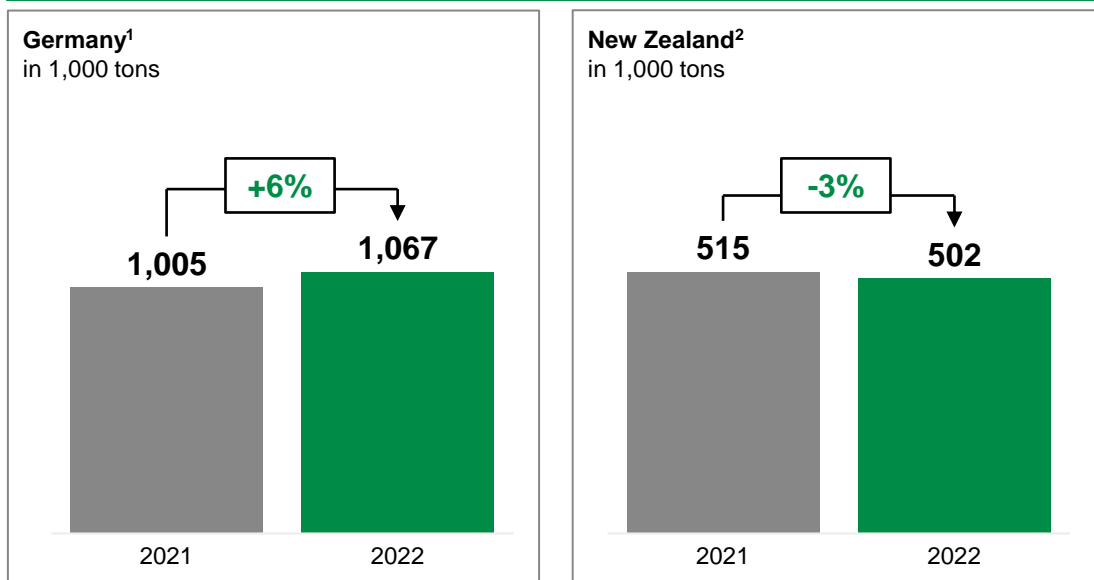
- Revenues :  $\Delta$  21/22 EUR +167.5 million
- EBIT:  $\Delta$  21/22 EUR +21.6 million
- Price-induced increase in revenues and earnings; strong growth above all from domestic business
- New machinery benefits from invoicing the order backlog from 2021 and upfront buying effects due to price hikes announced by manufacturers
- Service business: demand running high for services and replacement parts
- Revenues from e-commerce benefit from a wider product range (+25% y/y)

## OUTLOOK 2023

- Order backlog doubled compared with the previous year should secure profit in H1
- Challenging H2 due to a slowdown in market momentum and with manufacturers raising prices
- Stable capacity utilisation anticipated in the service business; burdens likely to emanate from skills shortage and higher costs

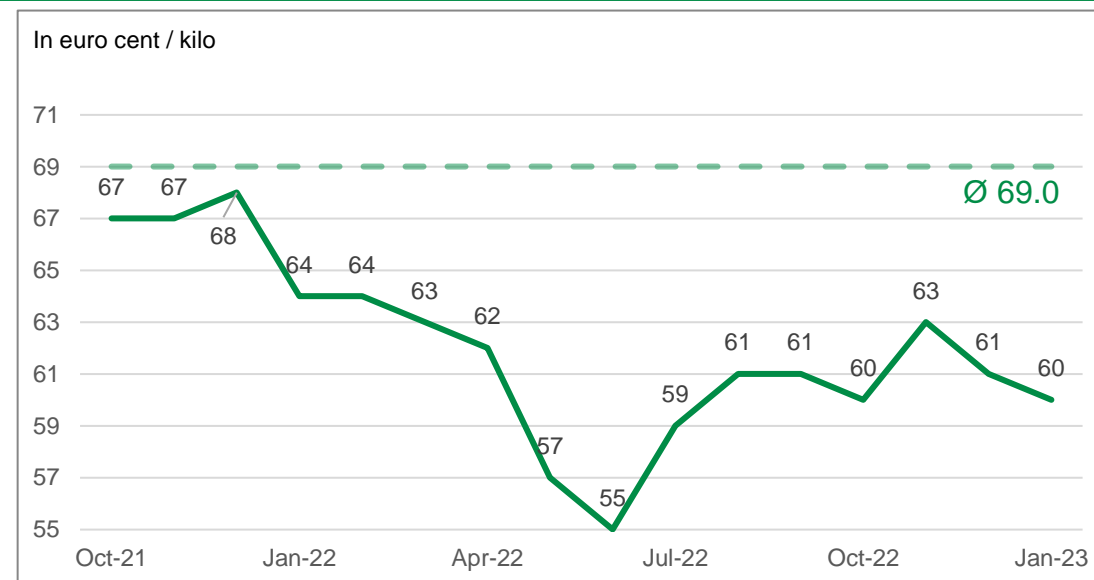
# Market Developments – Fruit

## APPLE HARVEST TREND IN 2022



- Germany: fruit harvest benefited from better weather conditions and a lower incidence of disease/pests
- New Zealand: adverse growth conditions result in poorer qualities and with labour shortages to even lower harvest volumes

## APPLE PRICES IN GERMANY<sup>3</sup>

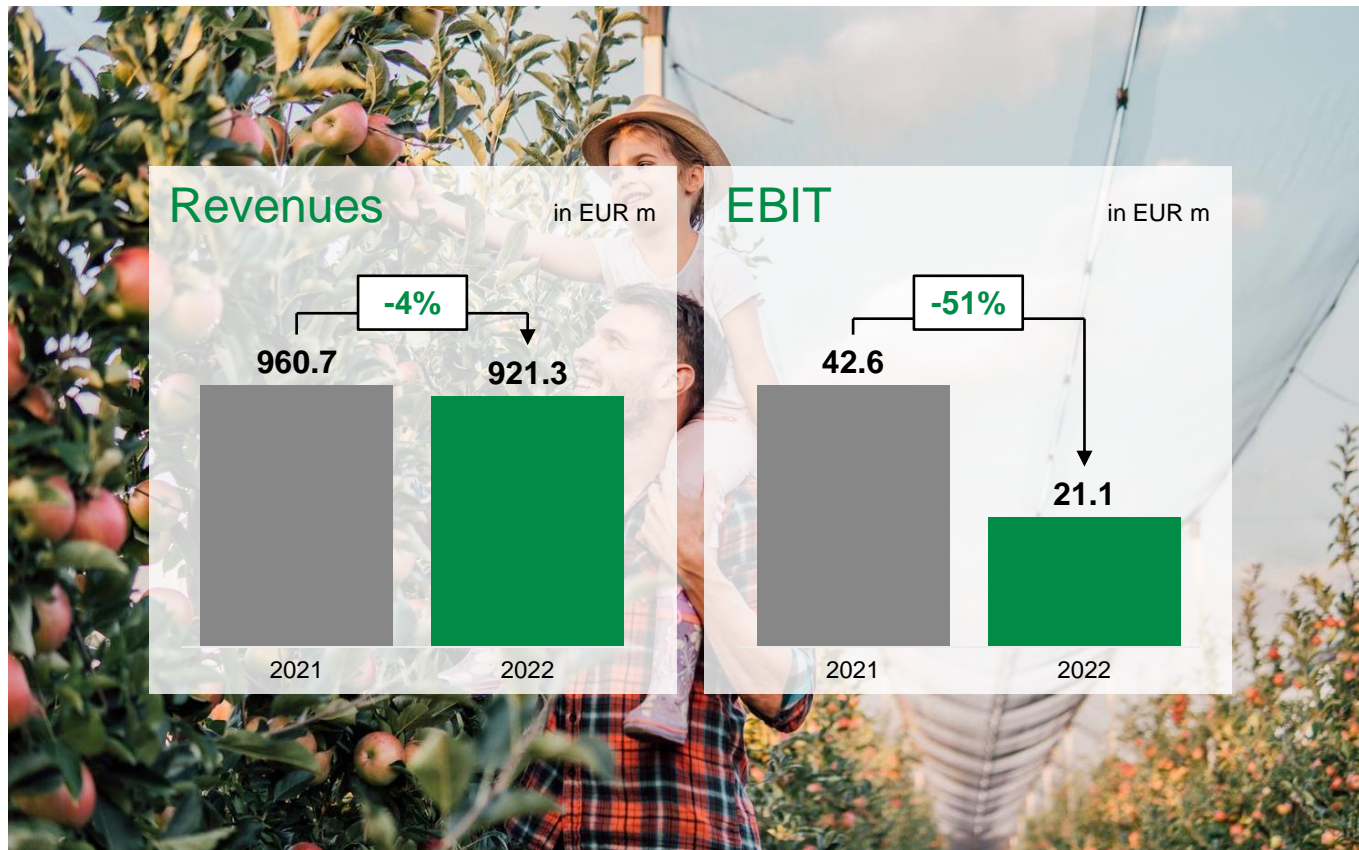


- Apple prices in Germany significantly below the five-year average due to lower demand and higher stocks
- Tropical storm in New Zealand (February 2023) will severely impact the harvest and likely lead to price increases

Sources: 1) Destatis; 2) WAPA; 3) EU Apple Dashboard



# Global Produce Segment Revenues and EBIT vs previous year



- Revenues:  $\Delta$  21/22 EUR -39.4 million
- EBIT:  $\Delta$  21/22 EUR -21.5 million
- Price- and volume-induced decline in revenues
- Declining demand for premium fruit products due to the increase in cost of living
- Rising energy and logistics costs cannot be passed on to retail and are burdening trade margins
- TFC: pressure on earnings from covering requirements for goods at higher prices on the spot market caused by supply bottlenecks
- T&G: adverse weather conditions lead to lower volumes and poorer qualities of New Zealand apple harvest

## OUTLOOK 2023

- T&G: harvest shortfalls anticipated due to tropical storm in New Zealand
- TFC: moving ahead with the verticalisation strategy through successful relocation (to Waddinxveen)
- Rising personnel, energy and logistics costs remain challenging

**Business Unit**  
**Building**  
**Materials**

Key Figures 2022

**Segment**  
**Building**  
**Materials**

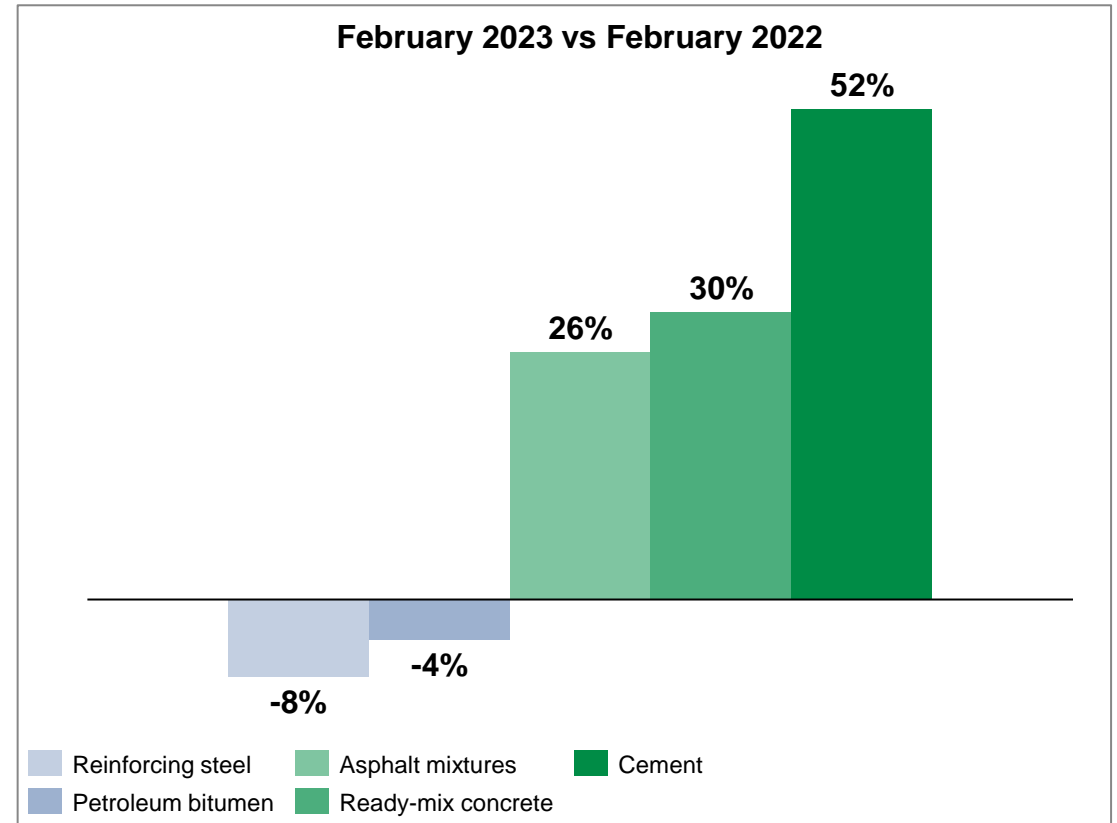
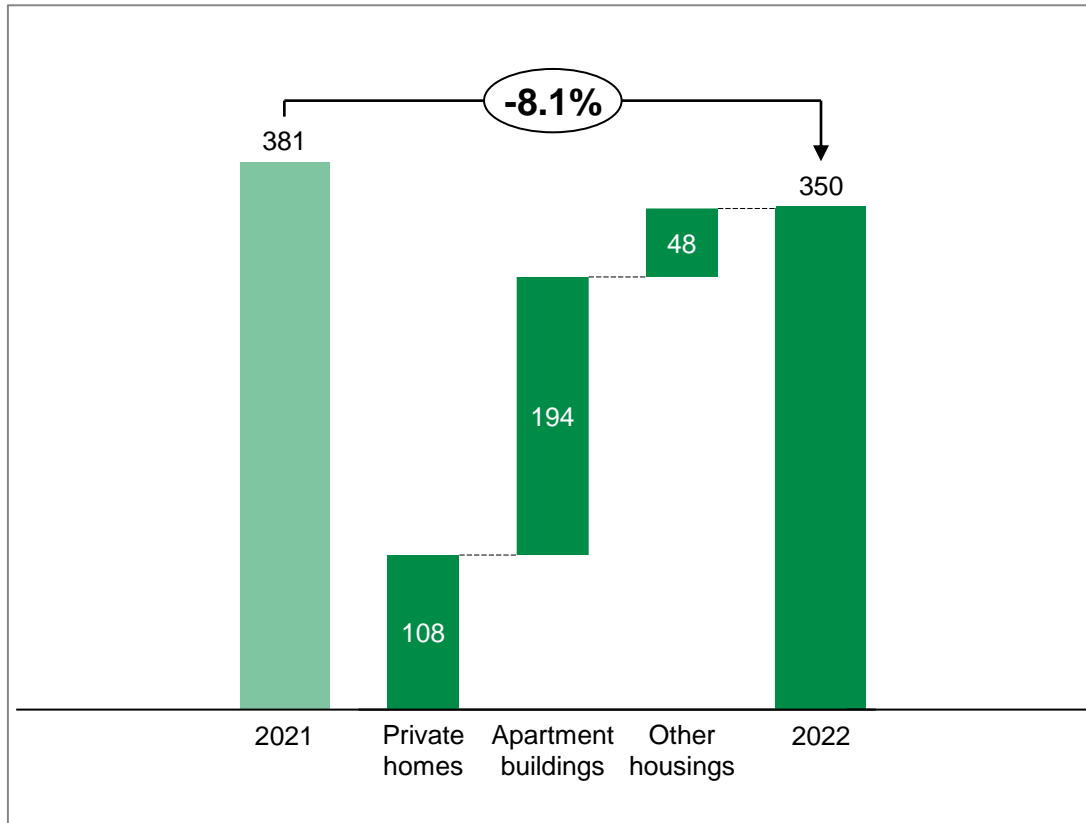




# Market Developments – Building Materials

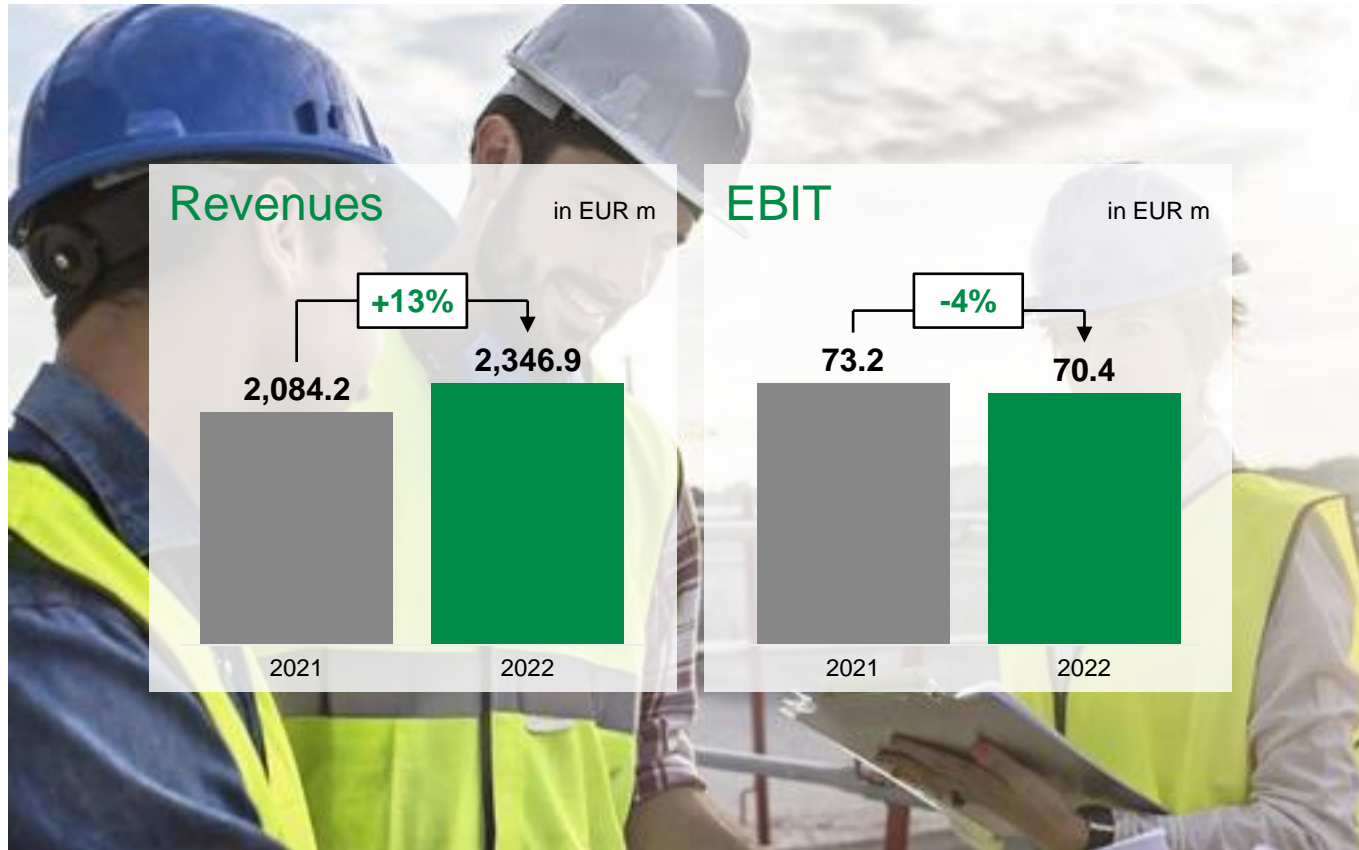
Building permissions in Germany in 2022<sup>1</sup> in 1,000

PRICE TRENDS OF SELECTED BUILDING MATERIALS<sup>2</sup>



Sources: 1) Heinze Monthly Presentation; 2) German Construction Industry Federation (Hauptverband der Deutschen Bauindustrie)

# Building Materials Segment Revenues and EBIT vs previous year



- Revenues:  $\Delta$  21/22 EUR +262.7 million
- EBIT:  $\Delta$  21/22 EUR -2.8 million

- Revenue growth driven by dynamic price trend
- Stronger demand in the area of building refurbishment; sales growth across nearly the entire product range<sup>1</sup>: roof (+14% y/y), building construction (+13% y/y) and civil engineering (+10% y/y)
- BayWa Bau Projekt GmbH (profit contribution: EUR 6 m); full commercialisation of the Lanzenhaarer Weg project in Sauerlach
- Revenue decline due to the rise in costs and from investments for expanding BayWa's private brands

## OUTLOOK 2023

- Growth slowdown due to rising interest rates during construction
- Higher costs due to inflation-related pay increases
- BayWa Bau Projekt GmbH acquires a large number of new projects; earnings mainly expected in 2024/25

1) Sales growth relates to trading in Germany.

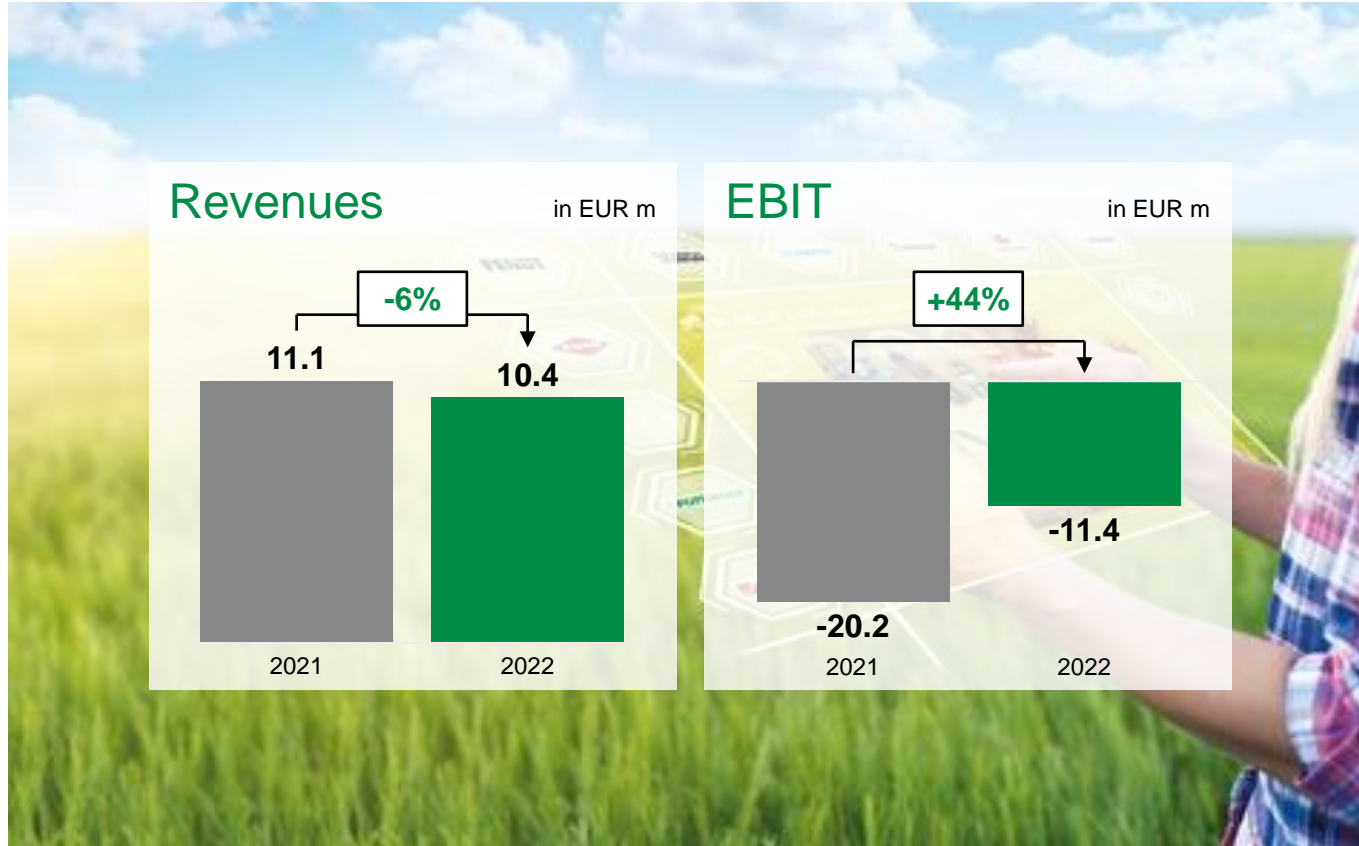


# Segment Innovation & Digi- talisation

Key Figures 2022



# Innovation & Digitalisation Segment Revenues and EBIT vs previous year



- Revenues :  $\Delta$  21/22 EUR -0.7 million
- EBIT:  $\Delta$  21/22 EUR +8.8 million

- Farmers reluctance to invest in software due to volatile and uncertain agri markets, which leads to a decline in revenue
- Improvement in the result through the successful implementation of cost cutting measures; furthermore, impairment was carried out in the previous year
- eBusiness: online sales substantially higher y/y (+52%); sales and earnings are allocated to the individual segments

## OUTLOOK 2023

- Full effect of cost-cutting measures which have been implemented
- Reclassification of eBusiness expenses under the operating segments and other activities

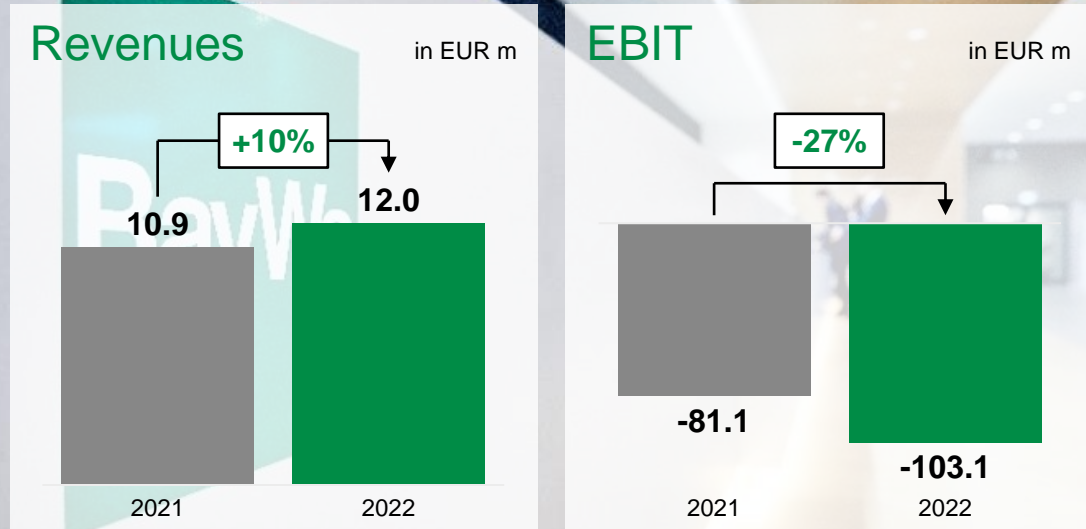


03

**Group Financials 2022**

Andreas Helber

# Other Activities 2022



▪ Revenues:  $\Delta$  21/22 EUR +1.1 million

▪ EBIT:  $\Delta$  21/22 EUR -22.0 million

- EBIT consists of administrative costs and consolidation effects
- Decline compared with year-earlier period driven by:
  - Higher premiums for D&O insurances
  - Higher personnel costs: increase in employee numbers and bonus payments
  - Additional costs for the groupwide upgrading of the digital inventory management system and expanding IT security and the demolition of company buildings

## OUTLOOK 2023

- Greater expenditure for special bonuses and additional advertising campaigns (100 Years BayWa)
- Burden on profit by reclassifying general expenses for the technical development of eBusiness



# Financials Energy Business Unit

## Income Statement

In EUR m	2018	2019	2020	2021	2022	Δ21/22 (in %)
<b>Revenues</b>	3,968.5	4,474.3	3,954.9	5,688.2	<b>9,832.8</b>	72.9
<b>EBITDA</b>	128.4	176.7	212.3	231.8	<b>435.6</b>	87.9
<i>% of Revenues</i>	3.2%	3.9%	5.4%	4.1%	4.4%	
<b>EBIT</b>	96.0	127.4	142.7	152.4	<b>292.7</b>	92.1
<i>% of Revenues</i>	2.4%	2.8%	3.6%	2.7%	3.0%	
<b>EBT</b>	75.2	87.5	102.5	111.7	<b>213.1</b>	90.8
<i>% of Revenues</i>	1.9%	2.0%	2.6%	2.0%	2.2%	

## Financials Agriculture Business Unit

### Income Statement

In EUR m	2018	2019	2020	2021	2022	Δ21/22 (in %)
<b>Revenues</b>	11,015.9	10,857.5	10,588.2	12,044.7	<b>14,859.7</b>	23.4
<b>EBITDA</b>	159.6	188.2	206.9	256.5	<b>387.4</b>	51.0
<i>% of Revenues</i>	1.4%	1.7%	2.0%	2.1%	2.6%	
<b>EBIT</b>	100.1	96.6	103.5	142.3	<b>255.5</b>	79.6
<i>% of Revenues</i>	0.9%	0.9%	1.0%	1.2%	1.7%	
<b>EBT</b>	63.1	56.1	63.6	100.4	<b>183.7</b>	83.0
<i>% of Revenues</i>	0.6%	0.5%	0.6%	0.8%	1.2%	



## Financials Building Materials Business Unit

### Income Statement

In EUR m	2018	2019	2020	2021	2022	Δ21/22 (in %)
<b>Revenues</b>	1,617.5	1,702.8	1,899.0	2,084.2	<b>2,346.9</b>	12.6
<b>EBITDA</b>	47.2	57.0	75.7	104.0	<b>105.7</b>	1.6
<i>% of Revenues</i>	2.9%	3.3%	4.0%	5.0%	4.5%	
<b>EBIT</b>	31.1	32.1	46.9	73.2	<b>70.4</b>	-3.8
<i>% of Revenues</i>	1.9%	1.9%	2.5%	3.5%	3.0%	
<b>EBT</b>	22.2	23.4	36.5	59.3	<b>49.0</b>	-17.4
<i>% of Revenues</i>	1.4%	1.4%	1.9%	2.8%	2.1%	

# Income Statement

In EUR m	2018	2019	2020	2021	2022	Δ21/22 (in %)
<b>Revenues</b>	16,625.7	17,059.0	16,464.7	19,839.1	<b>27,061.8</b>	36.4
<b>EBITDA</b>	315.3	403.0	464.8	552.8	<b>858.8</b>	55.4
<i>% of Revenues</i>	1.9%	2.4%	2.8%	2.8%	3.2%	
<b>EBIT</b>	172.4	188.4	211.6	266.6	<b>504.1</b>	89.1
<i>% of Revenues</i>	1.0%	1.1%	1.3%	1.3%	1.9%	
<b>EBT</b>	92.6	79.2	107.6	160.6	<b>319.6</b>	99.0
<i>% of Revenues</i>	0.6%	0.5%	0.7%	0.8%	1.2%	
<b>Consolidated net income</b>	54.9	65.1	59.5	128.8	<b>239.5</b>	85.9
<i>Tax rate</i>	40.7%	17.8%	44.7%	19.8%	25.1%	
Consolidated net income per share (in EUR)	1.57	1.85	1.69	3.64	6.72	84.7
Share of minority interest	22.6	24.4	23.6	58.2	<b>71.4</b>	22.7
Share of owners of parent company	32.3	40.7	35.9	70.7	<b>168.1</b>	> 100
Earnings per share (EPS) (in EUR)	0.56	0.80	0.66	1.63	<b>4.36</b>	> 100



# Balance Sheet

In EUR m	2018	2019	2020	2021	2022	Δ21/22 (in %)
Total assets	7,511.5	8,781.9	8,950.0	11,771.4	<b>12,976.4</b>	10.2
Equity	1,389.1	1,253.4	1,153.6	1,816.1	<b>1,909.0</b>	5.1
Equity ratio	18.5%	14.3%	12.9%	15.4%	<b>14.7%</b>	
Equity ratio adjusted <sup>1</sup>	21.6%	17.6%	16.2%	17.8%	<b>16.0%</b>	

In EUR m	2018	2019	2020	2021	2022	Δ21/22 (in %)
Non-current assets	2,476.9	3,090.5	3,538.9	3,771.3	<b>4,390.9</b>	16.4
Current assets	5,034.6	5,691.4	5,411.1	8,000.1	<b>8,585.5</b>	7.3
Provisions	929.9	1,084.4	1,170.4	1,227.2	<b>1,153.7</b>	-6.0
Long-term debt (Ci <sup>2</sup> )	883.1	1,301.1	1,114.2	2,717.3	<b>3,560.1</b>	31.0
Long-term leasing liabilities	164.5	706.5	761.8	861.4	<b>926.3</b>	7.5
Short-term debt (Ci <sup>2</sup> )	2,232.2	2,313.6	2,217.1	1,467.3	<b>1,718.7</b>	17.1
Short-term leasing liabilities	11.2	68.2	72.3	76.9	<b>75.6</b>	-1.7

1) Adjusted for the reserve formed for actuarial profits and losses

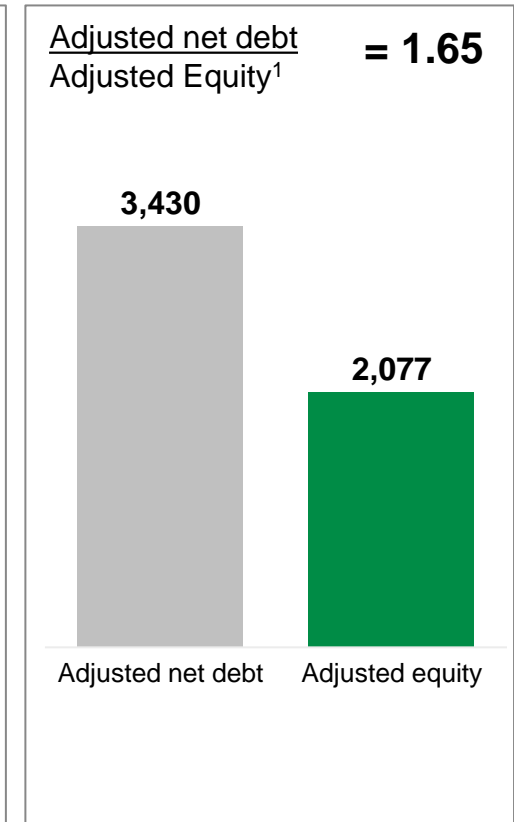
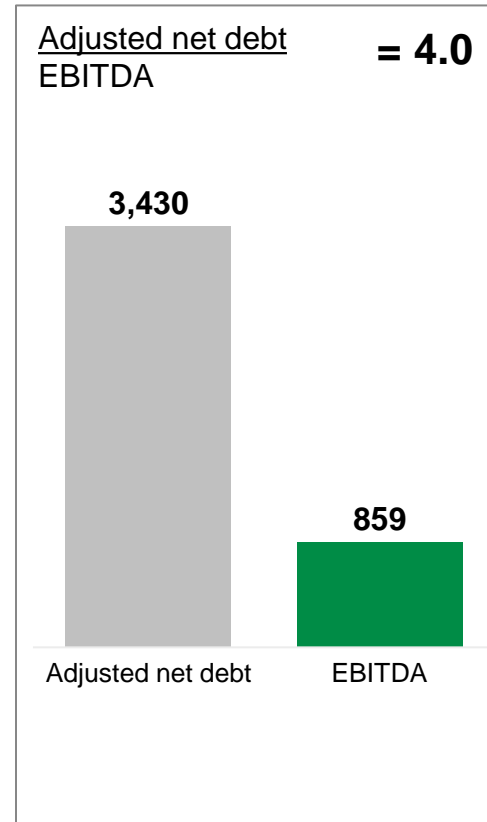
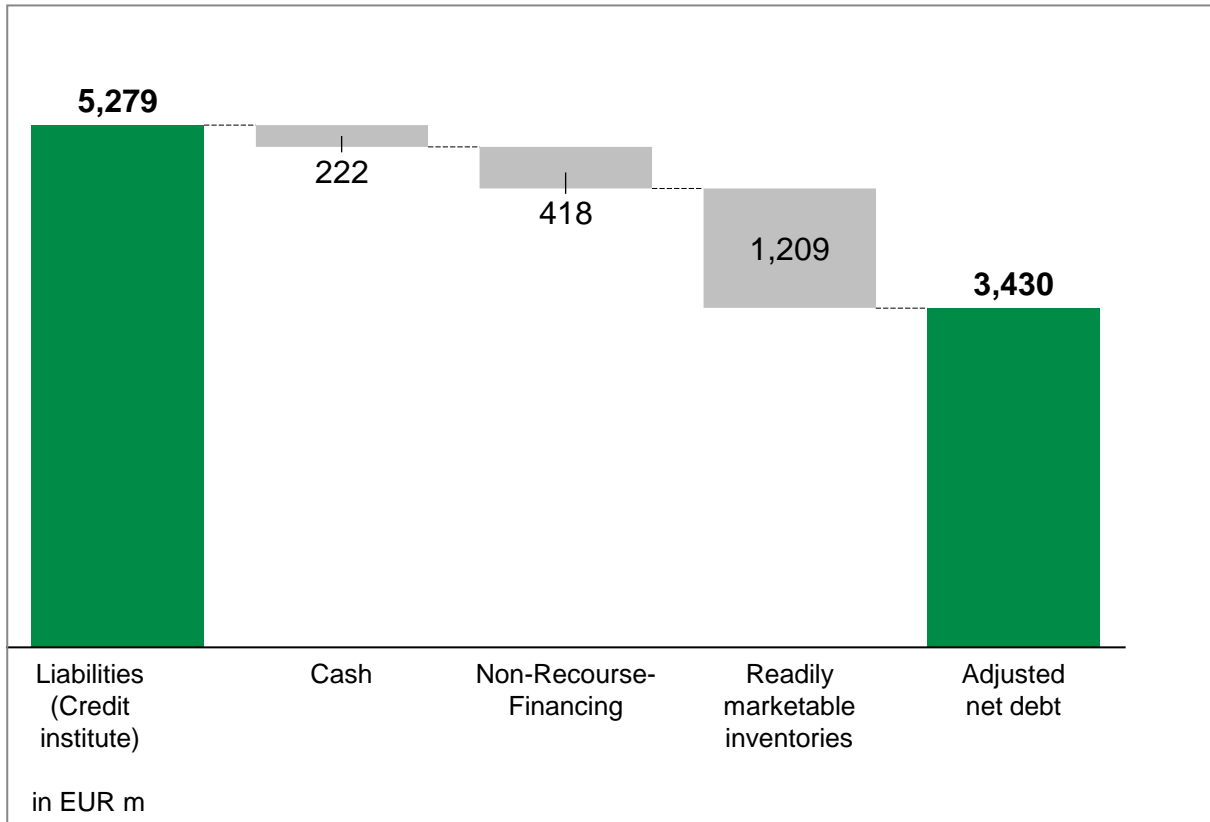
2) Ci = Credit institutes

# Cash Flow Statement

In EUR m	2018	2019	2020	2021	2022	Δ21/22 (in %)
Cash Earnings	238.7	213.9	399.5	491.0	<b>695.6</b>	41.7
Cash flow from operating activities	-452.2	-24.9	675.9	-583.6	<b>-337.2</b>	42.2
Cash flow from investing activities	-243.0	-149.4	-251.5	-197.2	<b>-293.2</b>	-48.7
Cash flow from financing activities	710.8	282.6	-482.6	1,009.0	<b>451.5</b>	-55.3
Cash & cash equivalents at the start of the period	105.5	120.6	229.7	168.4	<b>399.1</b>	> 100
Cash & cash equivalents at the end of the period	120.6	229.7	168.4	399.1	<b>221.8</b>	-44.4



# Adjusted net debt in relation to EBITDA and equity



1) Adjusted for the reserve formed for actuarial profits/losses in the measurement of pension provisions amounting to approx. EUR 168 million

## Economic Profit 2022

In EUR m	Net Operating Profit	Ø Invested Capital	ROIC (in %)	WACC (in %)	Spread (in %)	Economic Profit
Renewable Energies	239.1	2,820.7	8.48	6.63	1.85	52.0
Energy	53.6	115.6	46.4	7.20	39.20	45.3
Cefetra Group	59.5	711.9	8.36	6.30	2.06	14.6
Agri Trade & Service	104.7	1,581.0	6.62	5.90	0.72	11.4
Agricultural Equipment	70.2	699.0	10.04	7.80	2.24	15.6
Global Produce	21.1	444.3	4.74	6.20	-1.46	-6.5
Building Materials	70.4	802.9	8.77	7.00	1.77	14.2



An aerial photograph of a winding river flowing through a lush green agricultural landscape. The river is dark and meanders through various shades of green fields, some of which show distinct patterns from farming machinery. The overall scene is vibrant and natural.

**BayWa**

**Thank you for your  
attention**

Munich, 30 March 2023  
Prof. Klaus Josef Lutz, CEO  
Andreas Helber, CFO

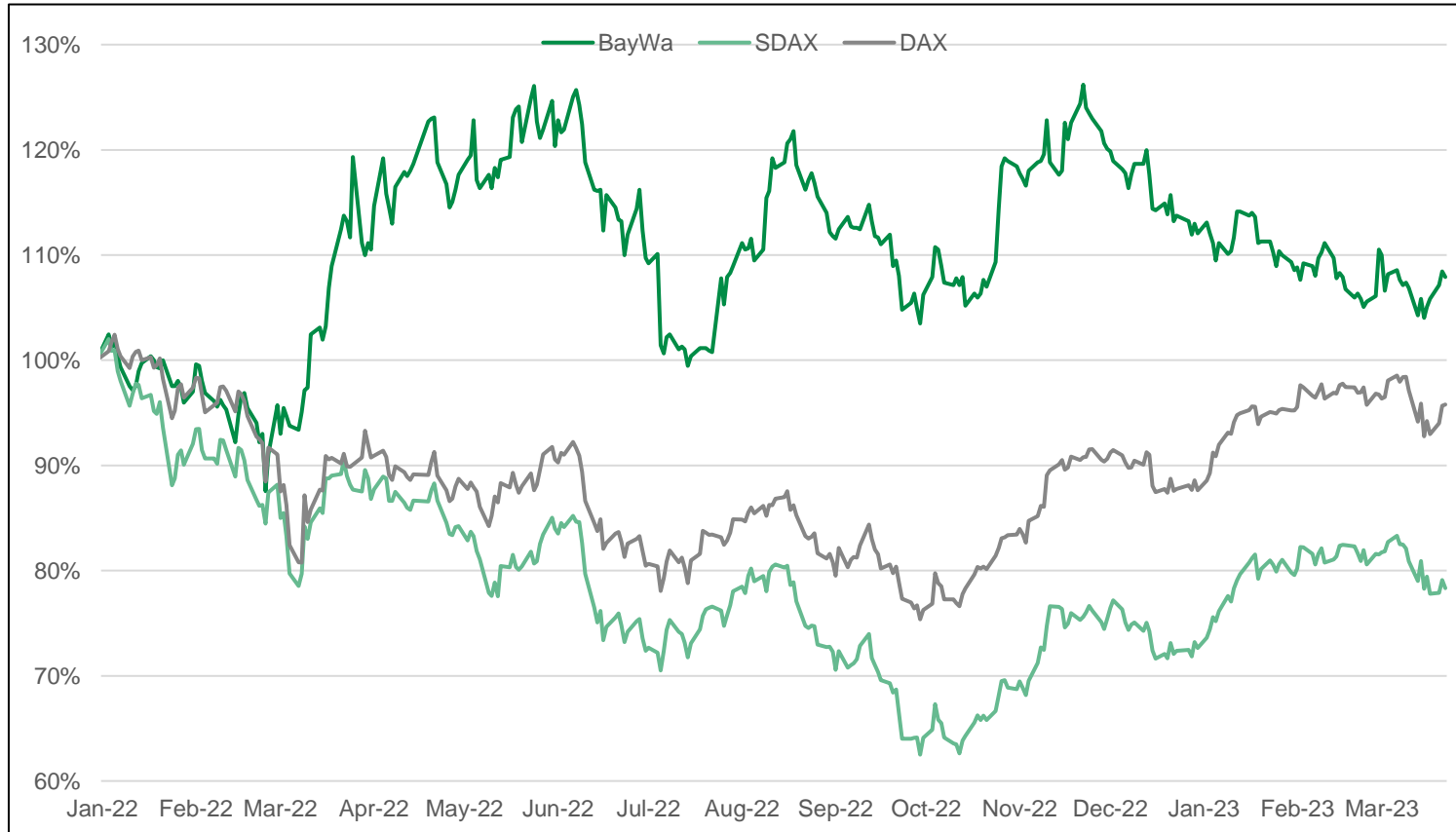


**04**

**Appendix**



# BayWa share 2022/23: Price performance compared with the SDAX and DAX



**1 January 2022 to 22 March 2023:  
performance & closing price<sup>1</sup>**

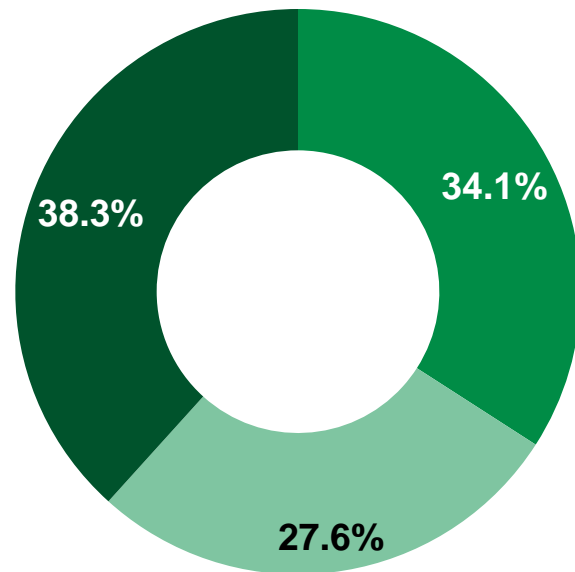
<b>BayWa</b> <b>7.9%</b>	<b>41.60€</b> closing price
<b>SDAX</b> <b>-21.7%</b>	<b>12,858.53*</b> closing price
<b>DAX</b> <b>-4.2%</b>	<b>15,216.19*</b> closing price

Source: 1) Frankfurt Stock Exchange

\*Points

# BayWa share 2022

## Shareholder structure (31/12/2022)



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

## BayWa share profile (31/12/2022)

<b>Stock exchanges</b>	Frankfurt, Munich, Xetra
<b>Segment</b>	Official Market / Prime Standard
<b>Security code</b>	no. 519406 and 519400
<b>ISIN</b>	DE0005194062 and DE0005194005
<b>Share capital</b>	EUR 91,807,715.84
<b>Number of shares</b>	35,862,389
<b>Denomination</b>	No-par value shares with an arithmetical portion of EUR 2.56 each in the share capital
<b>Securitisation</b>	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



**Josko Radeljic**  
Head of Investor Relations  
Tel.: +49 (089) 92 22 3887  
Mob.: +49 162 2828671  
josko.radeljic@baywa.de



**André Pierre Wahlen**  
Investor Relations Manager  
Tel.: +49 (089) 92 22 3879  
andrepierre.wahlen@baywa.de

## Financial Calendar 2023



Follow us on LinkedIn: #BayWaIR



# Disclaimer

## Forward-looking statements and guidance

---

**This presentation includes forward-looking statements. These statements are based on current assessments and forecasts of management and draw on information currently available. These forward-looking statements are therefore not a guarantee of the future developments and the results described. Instead they depend on numerous factors; they harbour various risks and imponderables and are based on assumptions that may not prove to be accurate. BayWa does not assume any guarantee that these forward-looking expectations and assumptions will actually occur nor does it undertake any obligation for updating or adjusting them to future events or developments.**