



# HOW WE MAKE THE ENERGY TRANSITION HAPPEN.

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Matthias Taft,  
BayWa r.e. AG, Capital Markets Day



**Since March 2021, BayWa r.e. has a second shareholder and changed its legal form to a stock corporation.**

## **BayWa** BayWa AG

- Founded in 1923
- Globally active group
- Core segments: Energy, Agriculture, Building Materials, Innovation & Digitalization
- Over 3,000 locations in more than 50 countries

**51%**

## **Energy Infrastructure Partners AG (EIP)**



- Founded in 2014, specialist energy investors
- Collective assets focused on high quality, large-scale renewables and system-critical energy infrastructures
- Extensive network, transaction and investment management experience

**49%**



## **BayWa r.e. AG**

**With the closing in March 2021, BayWa r.e. has changed its legal status from a GmbH to an AG**





**Bloomberg**

18.04.2022

**“Russia’s War in Ukraine Puts Global Energy Transition at Crossroad”**



**“Germany introduces bill to accelerate wind power expansion”**

 **REUTERS**

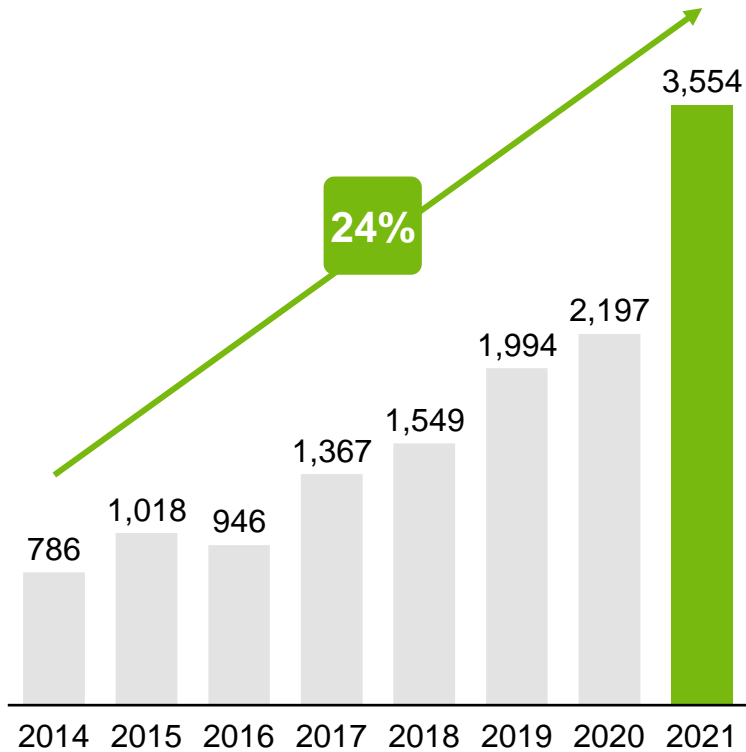
08.06.2022



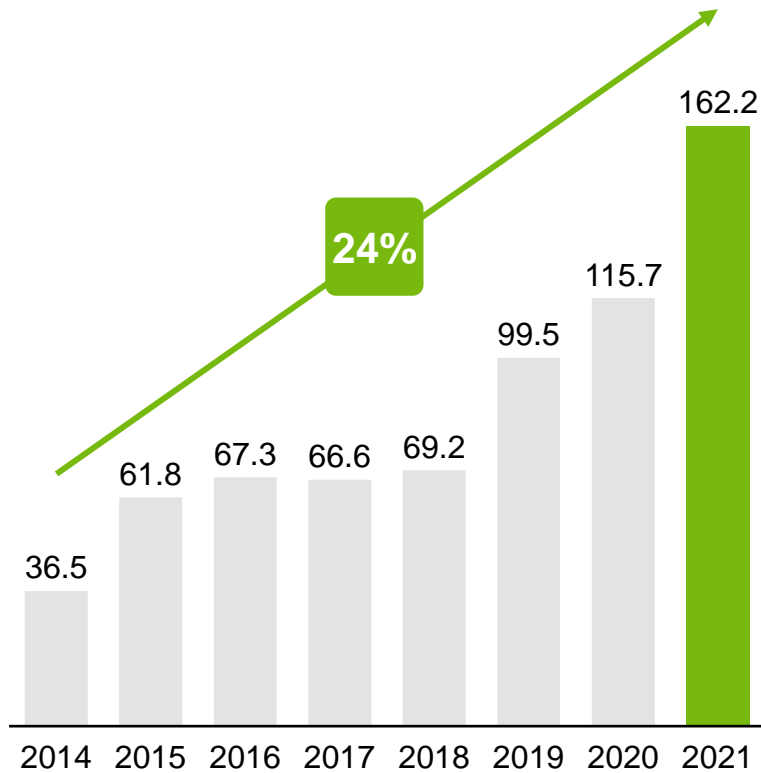
# We achieved dynamic growth and sustainable profitability since CMD 2015.



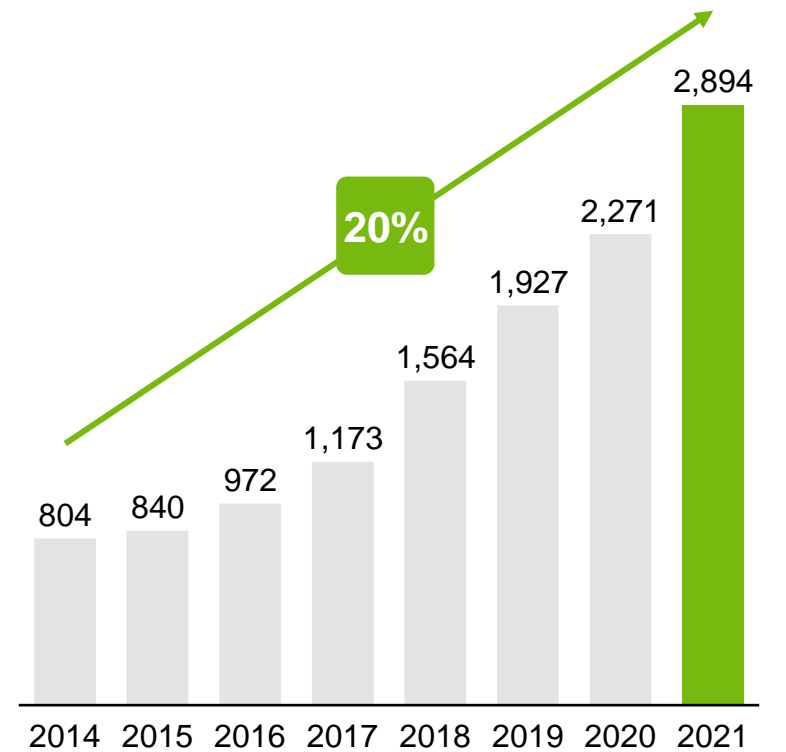
## Revenue [m€]



## EBIT [m€]



## FTEs\*



\* As of 31.12.



# 2021 was a year with record results for BayWa r.e.



## Wind Projects

Installed Capacity **0.3 GW**  
Pipeline **8 GW**



## IPP

Under Mgmt. **700 MW (IPP)**  
Direct Marketing **6 GW**



## Solar Trade

Sold Modules **> 2 GWp**  
Sold Inverters **> 3 GW**



Turnover  
**3.6 bn€**

EBITDA  
**216 m€**

EBIT  
**162 m€**



## Solar Projects

Installed Capacity **0.7 GW**  
Pipeline **14 GW**



## Services

Under Mgmt. **10 GW**



## Energy Solutions

Installed Capacity **80 MWp**

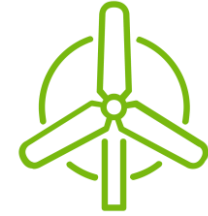


ONE PILLAR  
OF OUR SUCCESS  
IS OUR STRONG

# PROJECTS

PIPELINE.





**250 MW**  
**Amadeus wind farm**  
Texas | US

One of the largest windfarms  
developed by BayWa r.e.



**269.7 MWp**  
**Los Cuervos solar farm**  
Mexico

The 4<sup>th</sup> largest solar project  
in Mexico







**41.1 MWp**  
**Sellingen Floating-PV farm**  
Netherlands

The largest Floating-PV park  
outside of Asia



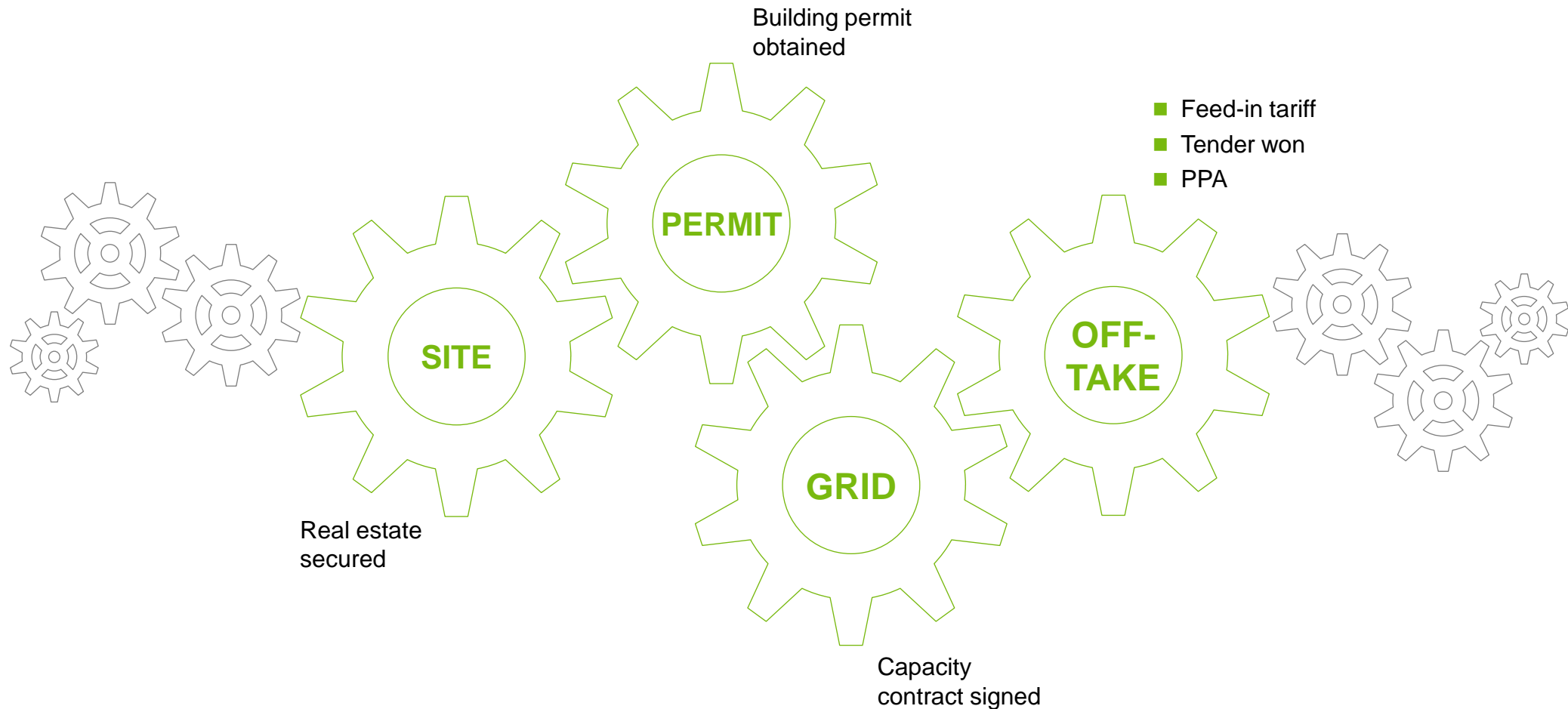
**2.7 MWp**  
**Agri-PV project**  
Netherlands

One of the largest Agri-PV  
projects in Europe



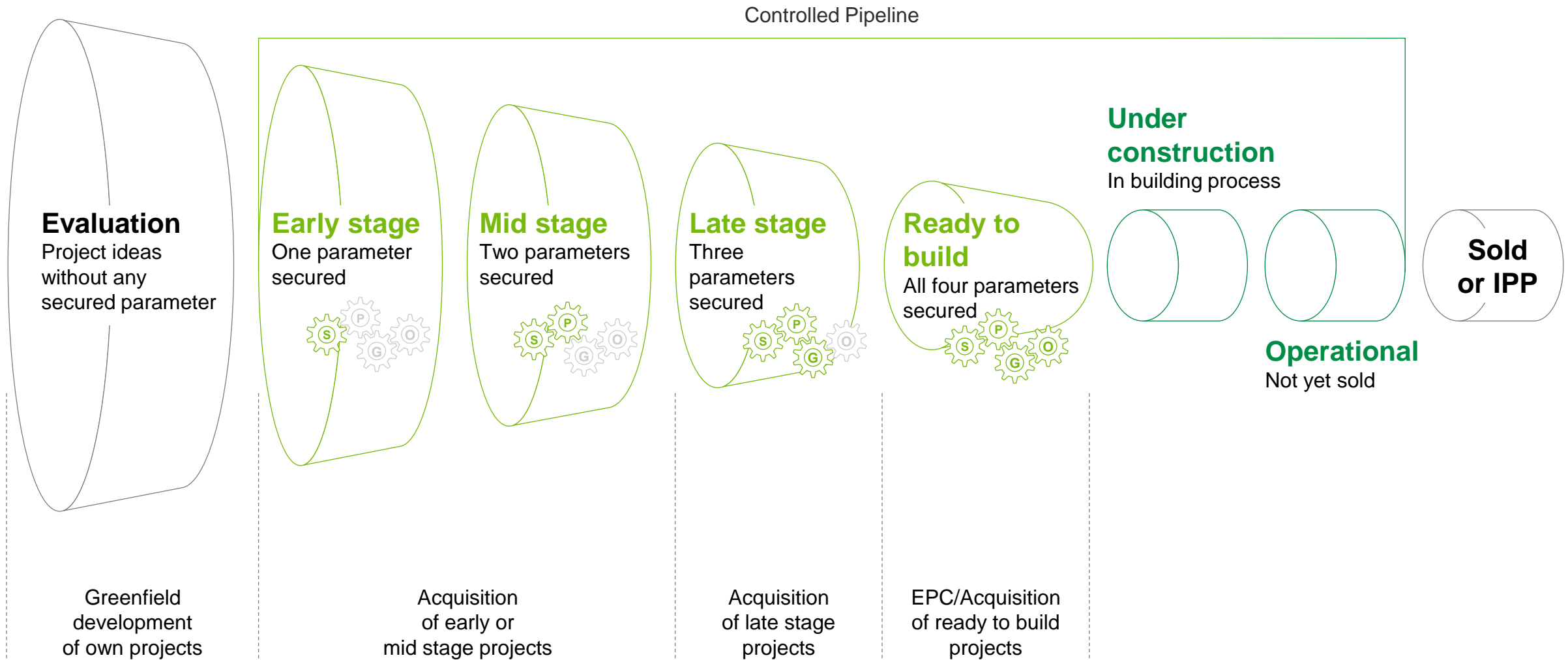


# Four key parameters are used as criteria to categorize the maturity of a project.





# We develop and acquire projects at all stages of project development.

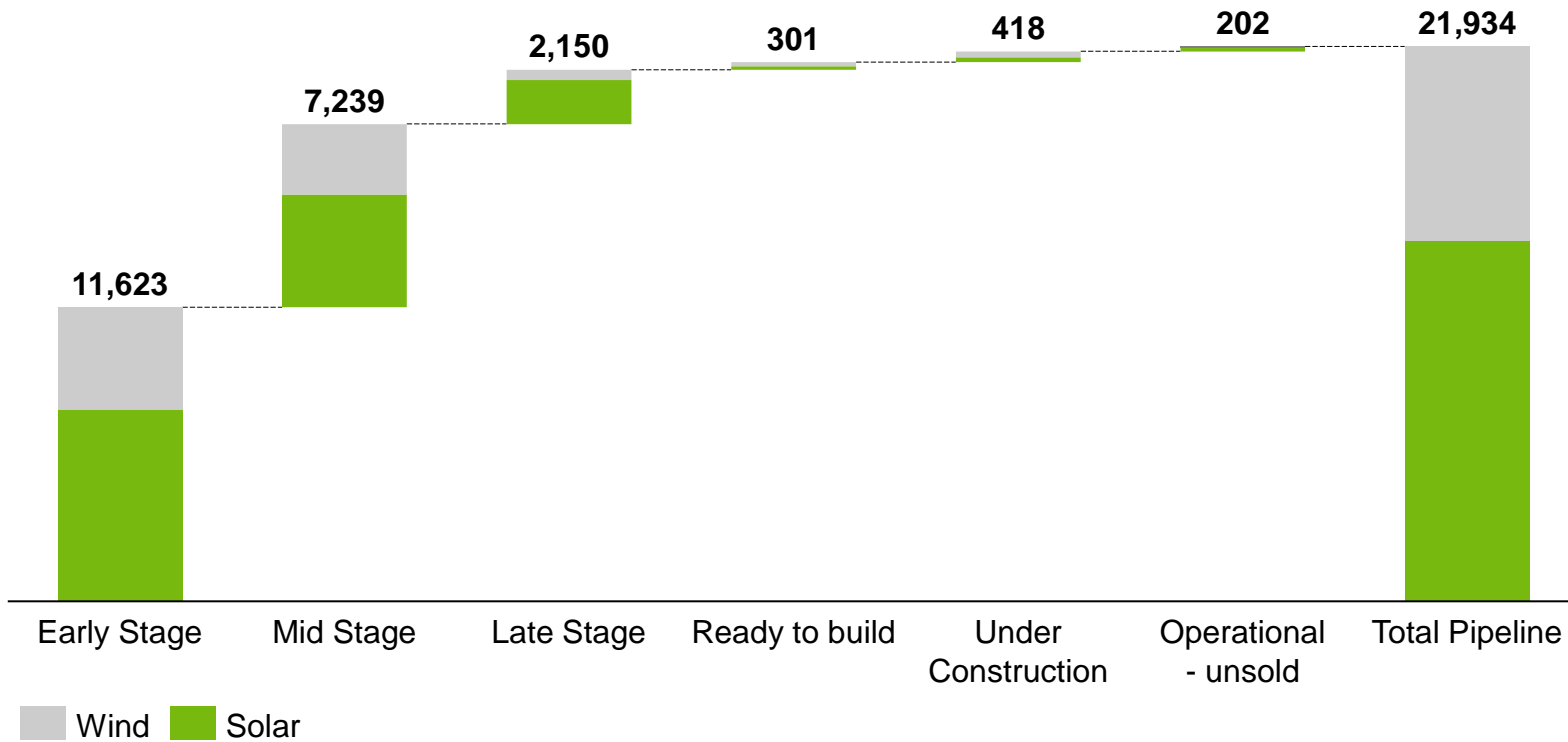




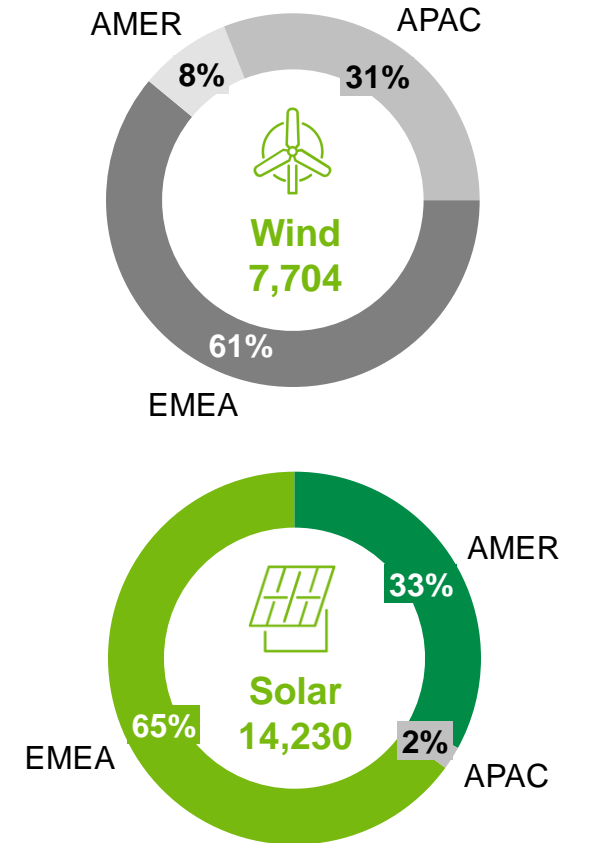
# About 22 GW of Wind and Solar projects in the Global Project Pipeline.



## Global project development pipeline in MW [as of April 2022]



## Geographic Breakdown [as % of MW]





AS AN

**IPP** INDEPENDENT  
POWER  
PRODUCER

WE KEEP  
RENEWABLE ENERGY  
PROJECTS AND SELL  
THE ELECTRICITY.

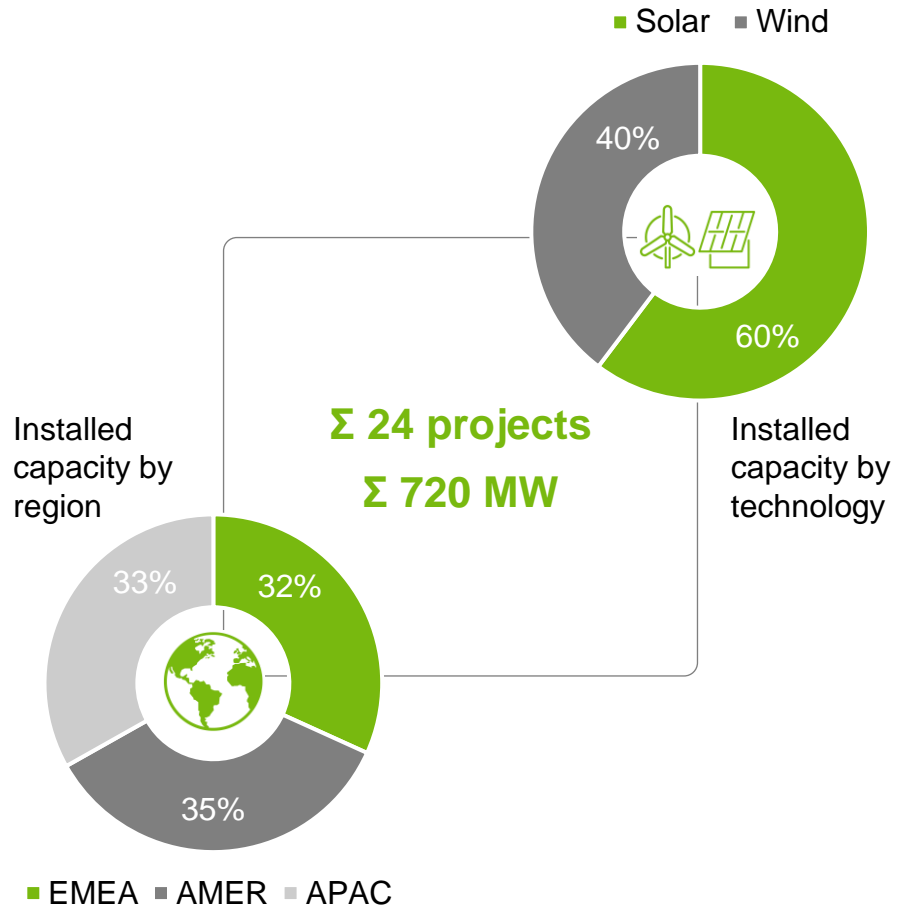




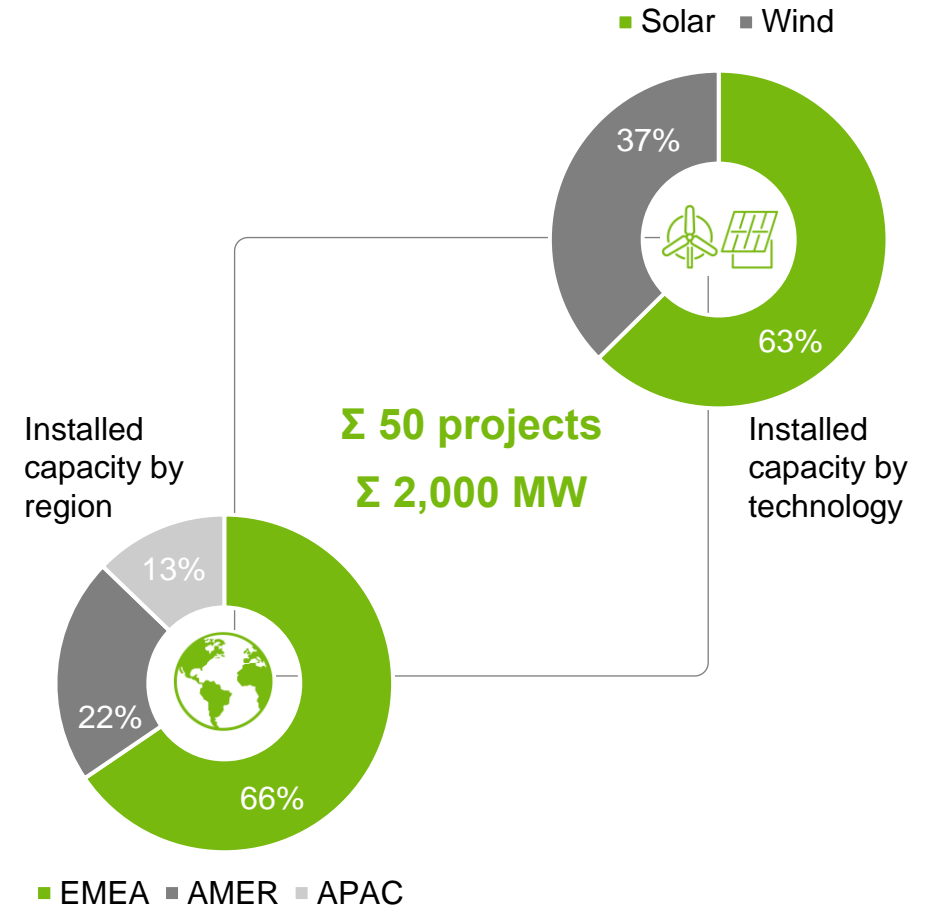
# Our IPP portfolio will ramp up to 2 GW including ~50 projects until 2024.



## IPP portfolio today



## IPP portfolio 2024





**99 MW**  
**La Muela wind farm**  
Spain

One of the first assets included  
in BayWa r.e.'s IPP portfolio





**31.5 MW**  
**Wilhelmshöhe II wind farm**  
Germany

Repowering project increasing capacity from 18 MW to 31.5 MW while lowering the number of wind turbines from 12 to 7 turbine generators. Part of our IPP portfolio.





150  
9001

# SERVICES

ENSURE MAXIMIZED  
ASSET PERFORMANCE  
ALONG THE ENTIRE  
ASSET LIFETIME.





**10 GW  
under operational  
management**

Three locations monitoring  
solar and wind farms  
worldwide 24/7.

WE PROVIDE  
FULL SERVICE WITHIN

# SOLAR TRADE

THROUGH OUR  
OWN CHANNELS  
AND PARTNERS.





## Leading PV distributor in Europe

Over 3 GW of inverters and  
2 GW of modules sold in 2021,  
more than 50 warehouses.

Soon to reach over 2 billion  
in sales.



WE SUPPORT  
COMMERCIAL &  
INDUSTRIAL CUSTOMERS  
FUELED BY THE NEED  
FOR GREEN AND  
COST-EFFICIENT ENERGY  
SUPPLY PROVIDING

**ENERGY  
SOLUTIONS.**





**5.4 MWp  
PV rooftop solar at Daimler  
Germany**

“Factory 56” as one of the  
largest rooftop installations by  
BayWa r.e.



WE ARE PRIVILEGED TO  
DETERMINE

**OUR OWN**

**FUTURE,**

WHICH IS A HUGE  
MOTIVATION FOR ALL OF US.







WE NEED  
**INNOVATIVE  
SOLUTIONS**  
TO FACE THE CHALLENGES  
OF CLIMATE CHANGE,  
OVERCOMING SOCIAL AND  
POLITICAL HURDLES.



# In densely populated areas like central Europe, innovative solutions and double use of land are key.



**Offshore Wind**  
as a new area of growth



**Agri-PV**  
for double-land use and  
additional benefits for plants



**Floating-PV**  
for large, human-made  
lakes without recreational use



THIS IS JUST THE BEGINNING.

# **MASSIVE SCALE-UP**

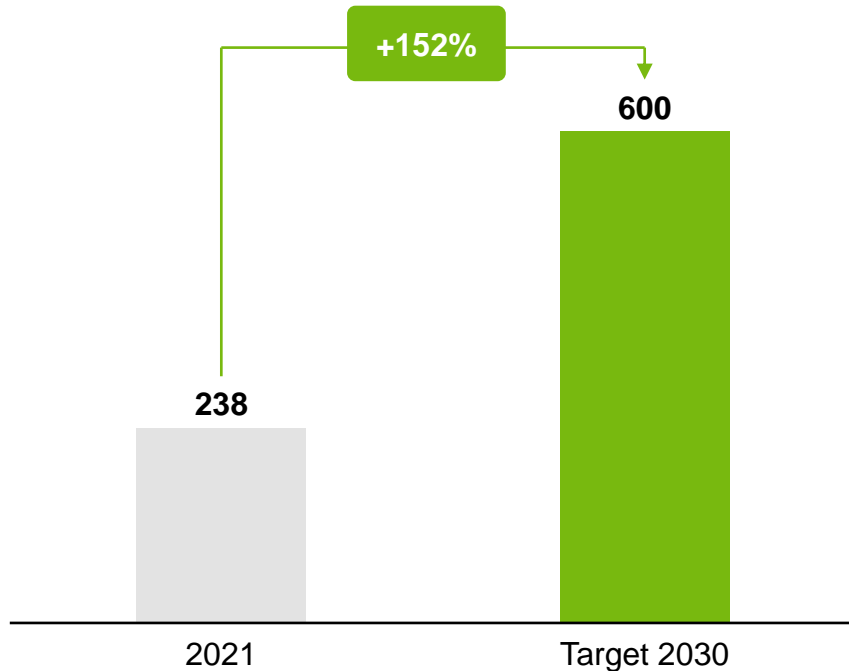
OF RENEWABLE ENERGIES  
IS NEEDED GLOBALLY.



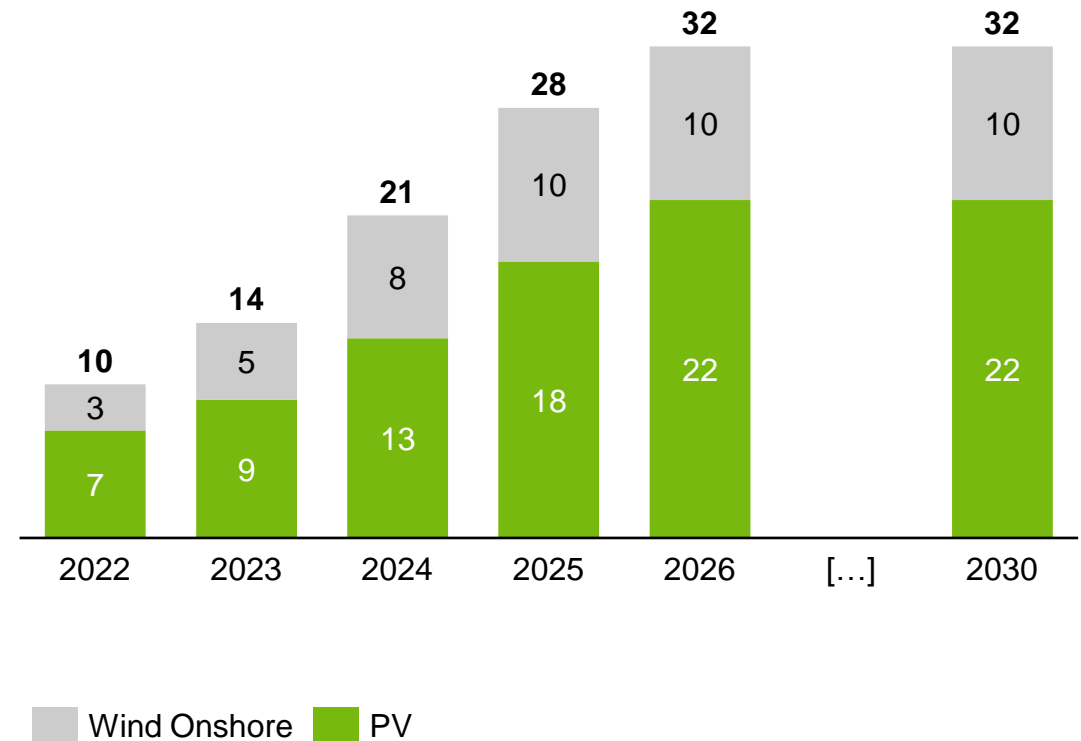
# We need installations of up to 32 GW in Germany – per year.



## Renewable power generation Germany [TWh]



## Required installations in Germany [Additional GW per year]



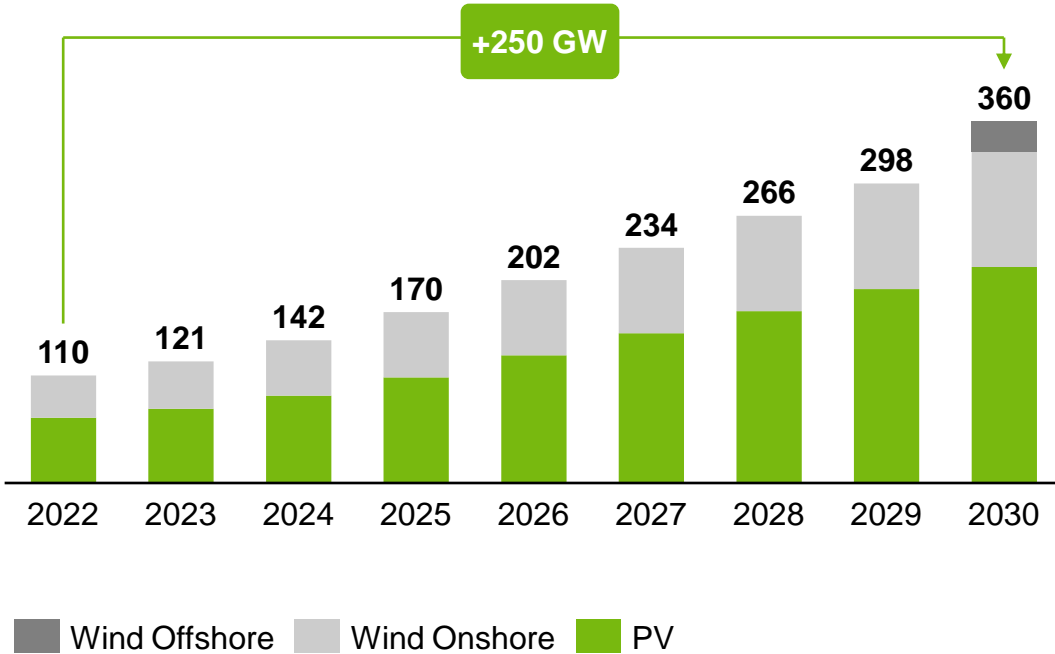
Source: "Osterpaket", BMWK



# Markets are with us. Massive deployment of renewables needed.



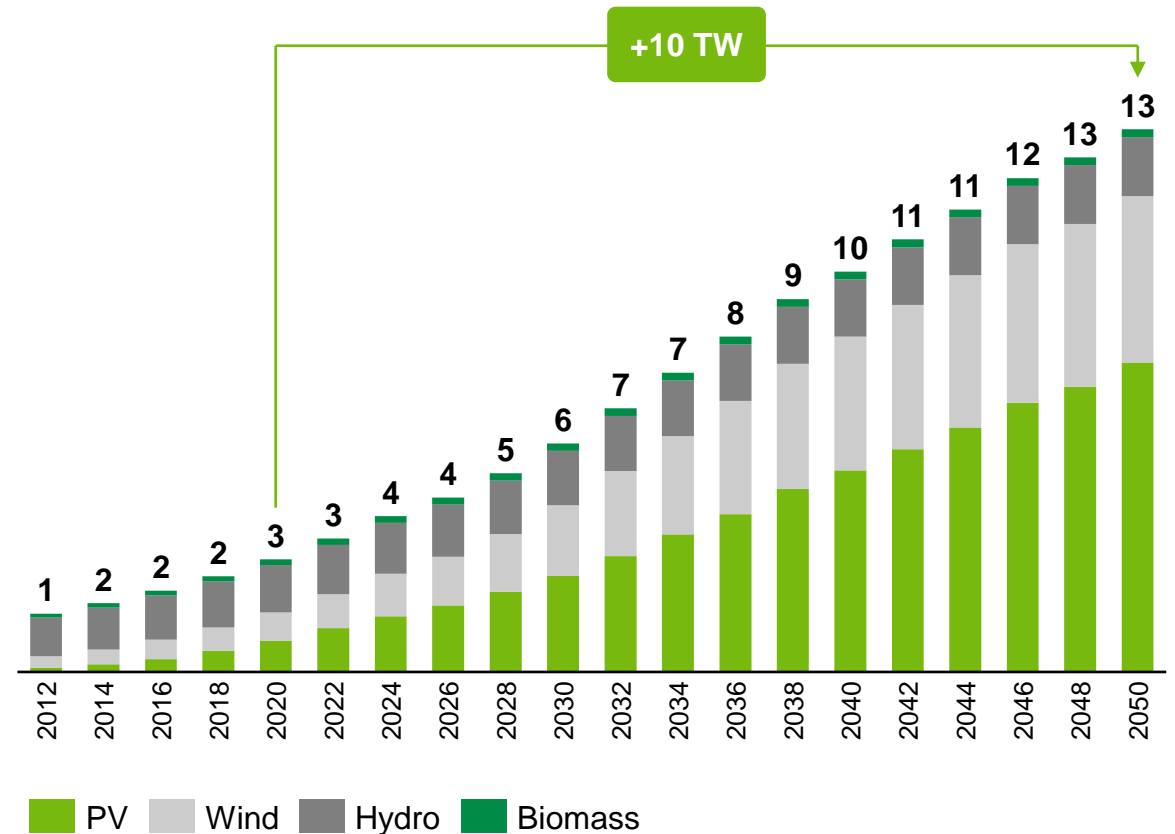
## Germany: Cumulative renewables capacity [GW]



Source: Fraunhofer, "Osterpaket", BMWK; BNEF



## Global: Cumulative renewables capacity [TW]





# Renewables form the basis for the energy transition. In addition, we will need batteries and green hydrogen to make it happen.

## Renewable Energies

- Needed for electricity as well as energy generation
- Production at different costs will take place all over the world



## Green Hydrogen

- Way to decarbonize hard-to-abate sectors
- Imports from countries with low energy costs will be needed (roughly 30% of production in Germany and 70% as import volume)



## Batteries

- Allowing for short-term flexibility and deliver auxiliary services
- Ensure grid stability

A photograph of two solar technicians working on a solar panel array in a field. The technician in the foreground is wearing a white hard hat and a high-visibility yellow safety vest over a dark jacket. He is holding a long, rectangular solar panel component. In the background, another technician, also wearing a white hard hat and a high-visibility yellow safety vest, is working on a solar panel. The solar panels are mounted on a metal structure in a grassy field. The sky is clear and blue, and the sun is low on the horizon, creating a warm, golden light. The text "IT'S UP TO US TO MAKE THE ENERGY TRANSITION HAPPEN." is overlaid on the right side of the image in white, bold, sans-serif font.

IT'S UP TO US TO MAKE THE  
**ENERGY**  
**TRANSITION**  
HAPPEN.



THANK  
YOU.

**Matthias Taft**

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