

BayWa Group Financials

in EUR million	2012	2013	2014	2015	2016
Revenues	10,531.1	15,957.6	15,201.8	14,928.1	15,409.9
Agriculture Segment	5,051.9	10,748.5	10,105.3	10,149.5 ¹	10,884.5
Energy Segment	3,676.8	3,496.3	3,489.0	3,264.2	2,976.0
Building Materials Segment	1,740.4	1,703.1	1,524.8	1,496.4	1,530.1
Innovation & Digitalisation Segment				5.2 ²	6.0
Other Activities	61.9	9.7	82.7	12.8	13.3
EBITDA	306.6	281.4	279.8	288.3	272.6
EBIT	186.8	137.4	152.1	158.1	144.7
Agriculture Segment	91.0	121.4	107.8	90.1 ¹	70.1
Energy Segment	43.0	45.1	42.3	77.2	83.1
Building Materials Segment	35.4	23.9	28.0	27.4	28.5
Innovation & Digitalisation Segment				-2.9 ²	-8.6
Other Activities	17.4	-53.0	-26.0	-33.7	-28.6
EBT	122.6	75.1	80.4	88.1	69.6
Net income for the year	118.0	54.3	80.7	61.6	52.7
Of which: profit due to minority shareholders	21.3	23.1	19.3	13.4	21.6
Of which: profit due to shareholders of the parent company	96.7	31.2	61.4	48.2	31.1
Total assets (as per 31/12)	4,460.2	5,199.3	5,652.0	6,036.7	6,474.9
Non-current assets	1,783.3	2,094.0	2,261.7	2,287.2	2,355.7
Current assets	2,444.4	3,061.8	3,371.8	3,739.7	4,094.2
Non-current liabilities	1,408.0	1,662.5	2,108.1	2,191.5	2,292.2
Current liabilities	1,947.3	2,421.7	2,488.4	2,769.3	3,084.3
Equity	1,078.0	1,115.0	1,050.4	1,075.9	1,098.3
Equity ratio in percent	24.2	21.4	18.6	17.8	17.0
Share capital (as per 31/12) in EUR million	88.1	88.4	88.7	89.0	89.3
Number of shares (as per 31/12) in million	34.5	34.6	34.7	34.8	34.9
Earnings per share in EUR	2.82	0.91	1.78	1.39	0.90
Dividend per share in EUR	0.65	0.75	0.80	0.85	0.85³
Employees (as per 31/12) number	16,559	16,834	15,917	16,578	16,711

¹ Excluding former business unit Digital Farming, ² Figure of former business unit Digital Farming

³ Subject to approval by the Annual General Meeting of Shareholders



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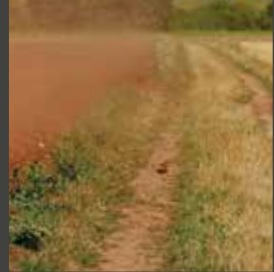
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Financial Calendar 2017 / 2018

30 March 2017	Annual Results Press Conference	10.30 am	BayWa, Munich
31 March 2017	Analysts' Conference	11.00 am	DZ Bank, Frankfurt/M
11 May 2017	First-Quarter Results, Press release		
11 May 2017	Analysts' Conference Call on the First Quarter	2.00 pm	
23 May 2017	Annual General Meeting	10.00 am	ICM Munich
3. August 2017	Second-Quarter Results Half-yearly Press Conference	10.30 am	BayWa, Munich
3. August 2017	Analysts' Conference Call on the Second Quarter	2.00 pm	
9. November 2017	Third-Quarter Results, Press Conference	10.30 am	BayWa, Munich
9. November 2017	Analysts' Conference Call on the Third Quarter	2.00 pm	
29 March 2018	Annual Results Press Conference	10.30 am	BayWa, Munich
29 March 2018	Analysts' Conference	4.00 pm	DZ Bank, Frankfurt/M



BayWa Fact Sheet 2016

BayWa AG is a listed international trading, logistics and services company. As an interface between industry and customers, it offers a large range of trading and service activities in the agriculture, energy and construction industries.

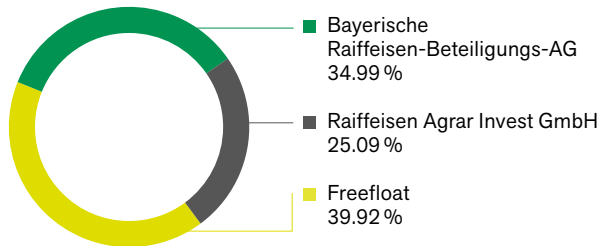


BayWa

Business Model

The BayWa business model combines trade, distribution, logistics and service in its three core segments Agriculture, Energy and Building Materials and the newly established Innovation & Digitalisation segment. These core businesses cover fundamental needs in the areas of food, energy, mobility and shelter and serve future-oriented markets from a single source. BayWa's business is focused on Europe, although the Agriculture and Energy Segments can draw on a global trading, service, distribution and procurement network. The focal point of BayWa's strategy is to generate sustainable growth and increase profitability by pursuing its internationalisation approach, tapping new business sectors and expanding its digital offerings.

Shareholder Structure

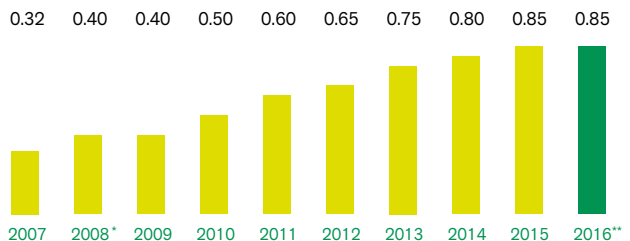


BayWa Share Profile

Stock Exchanges	Frankfurt, Munich, Xetra
Segment	Official Market/Prime Standard
Stock Exchanges Index	SDAX (sec. code nos 519406 and 519400)
ISIN	DE0005194062 and DE0005194005
Share Capital	€ 89,347,033.60
Number of Shares	34,901,185

Dividend development

Dividend per share
(in Euro)



* Including 0.06 € special dividend

** Subject to approval by the Annual General Meeting of Shareholders

Agriculture Segment

The Agriculture Segment is divided into four business units and accounts for the largest share of consolidated revenues, 71 percent. Business ranges from international trade and logistics activities in certain agricultural commodities to the distribution of operating resources and feedstuff. Trading activities also encompass the procurement and sale of many types of fruit. When it comes to agricultural machinery, BayWa's activities range from sales of new machinery and maintenance and repair services to sales of used machinery. The Agriculture Segment covers the entire value chain, from the field right through to marketing the produce. Aside from trading and logistics activities, BayWa also offers associated services in all four business units and is therefore one of Europe's leading trading companies with global reach.



Agriculture Segment Financials

in EUR m	2012	2013	2014	2015*	2016
Revenues	5,051.9	10,748.5	10,105.3	10,149.5	10,884.5
EBIT	91.0	121.4	107.8	90.1	70.1
Employees (number)	8,730	9,038	9,489	9,997	10,212

Key Operating Data of the Agriculture Segment (Sales volume in thousand tons)

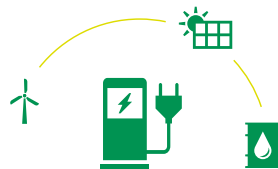
BAST & BAV					
Grain	5,396.4	13,352.8	14,925.5	19,473.0	21,512.4
Oilseed and additional products		12,148.7	11,877.4	10,706.9	12,275.4
Fertilisers	1,955.2	2,071.3	2,346.9	2,479.7	2,429.4
Seed	258.7	241.9	244.1	270.0	256.8
Feedstuff	2,374.2	2,536.0	2,450.1	2,148.5	1,632.7
Fruit					
Dessert pome fruit	194.1	180.7	194.3	236.4	205.7
Soft and stone fruit	14.3	18.9	22.4	21.3	25.1
Tropical fruits	39.4	44.5	54.0	58.5	81.8
Vegetable fruits	12.6	18.1	17.8	18.9	19.4
Agricultural Equipment					
Number of tractors sold/ new	4,661	4,855	4,366	3,986	3,529
Number of tractors sold/ used	1,612	1,766	1,748	1,789	1,663

* Excluding former business unit Digital Farming

Energy Segment

The Energy Segment is divided into two business units and accounts for roughly 19 percent of consolidated revenues. The Group pools its entire renewable energy value chain in BayWa r.e. renewable energy. Activities span four different areas: project development/realisation, services, photovoltaic trade and energy trade. This business unit has a strongly international outlook and operates in the core markets of Europe and the USA. In the future, Asian markets and Australia are to be developed with greater intensity.

In its conventional energy business, BayWa sells heating oil, fuels, lubricants and wood pellets, primarily in southern Germany and Austria. It also offers comprehensive and tailor-made energy provision solutions for commercial, municipal and private properties.



Energy Segment Financials

in EUR m	2012	2013	2014	2015	2016
Revenues	3,676.8	3,496.3	3,489.0	3,264.2	2,976.0
EBIT	43.0	45.1	42.3	77.2	83.1
Employees (Number)	1,564	1,720	1,830	1,825	1,911

Key Operating Data of the Energy Segment (Sales volume in thousand tons)

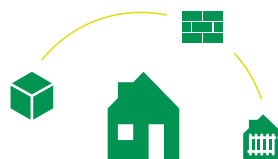
Conventional Energy					
Heating Oil	1,159	1,149	1,022	1,047	1,014
Fuels	1,534	1,473	1,460	1,466	1,478
Lubricants	21	24	26	27	26
Wood Pellets	259	326	311	360	401
Number of fuel stations	278	278	279	278	272
Renewable Energy					
Wind, realised output capacity** in megawatts	102.3	27.6	72.9	205.2	121.1
Wind, sold output capacity*** in megawatts	20.3	105.5	79.2	164.2	89.2
Solar, realised output capacity** in megawatts	66.7	67.7	91.0	86.6	141.3
Solar, sold output capacity*** in megawatts	3.7	18.0	128.3	123.1	123.7
Biogas, realised output capacity** in megawatts	1.2	0.0	3.2	3.1	2.6
Biogas, sold output capacity*** in megawatts	1.0	2.8	3.2	0.0	0.0
Geothermal, sold output capacity*** in megawatts	-	-	-	-	11.0
PV trading, sold capacity in megawatt peak	167.3	221.0	206.4	245.6	272.3

* Realised output capacity: commissioning of plants in the respective financial year

** Sold output capacity: sale of plants in the respective financial year

Building Materials Segment

The Building Materials Segment accounts for around 10 percent of consolidated revenues. This business serves commercial and private customers, supplying the full spectrum of building materials. The range of products covers all bases when it comes to trade and services – from the building shell to interior design, garden landscaping, site logistics, assembly services, building services and arranging qualified craft enterprises. BayWa is one of the largest providers of building materials in the German-speaking world. In addition, BayWa also operates a franchise model for its building materials and DIY/garden centre business in Germany and Austria.



Building Materials Segment Financials

In EUR m	2012	2013	2014	2015	2016
Revenues	1,740.4	1,703.1	1,524.8	1,496.4	1,530.1
EBIT	35.4	23.9	28.0	27.4	28.5
Employees (number)	4,868	4,718	4,178	4,093	4,081

Key Operating Data of the Building Materials Segment

Building Materials	2012	2013	2014	2015	2016
Number of locations (incl. outlets in Austria)	275	269	226	221	202
Surface area in thousand m ² (all locations)	1,909	1,965	1,964	1,907	1,682

Innovation & Digitalisation Segment

The Segment is responsible for developing and marketing digital products and services for enhancing productivity in agriculture and pools the BayWa Group's e-business activities in the BayWa Online World. With the software product Agrar Office farmers are offered a future-oriented and interoperable farm management system. A number of modular tools and solutions are also available. The next innovative step is the networking of entire areas of farms and processes. To this end, the NEXT Farming product generation was developed, providing an overall concept for medium-sized and small farms.



Innovation & Digitalisation Segment Financials

In EUR m	2012	2013	2014	2015*	2016
Revenues				5,2	6,0
EBIT				-2,9	-8,6
Employees (number)				97	126

* Figures of former business unit Digital Farming

Structure BayWa Group 2017

