

A photograph of a multi-story building under construction, featuring extensive scaffolding and wooden formwork against a clear blue sky.

Factsheet 2017

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 Group Financials

in EUR million	2013	2014	2015	2016	2017
Revenues	15,957.6	15,201.8	14,928.1	15,409.9	16,055.1
Agriculture Segment	10,748.5	10,105.3	10,149.5	10,884.5	10,836.5
Energy Segment	3,496.3	3,489.0	3,264.2	2,976.0	3,594.7
Building Materials Segment	1,703.1	1,524.8	1,496.4	1,530.1	1,606.1
Innovation & Digitalisation Segment			5.2	6.0	6.9
Other Activities	9.7	82.7	12.8	13.3	10.9
EBITDA	281.4	279.8	288.3	272.6	318.4
EBIT	137.4	152.1	158.1	144.7	171.3
Agriculture Segment	121.4	107.8	90.1	70.1	82.1
Energy Segment	45.1	42.3	77.2	83.1	85.0
Building Materials Segment	23.9	28.0	27.4	28.5	30.1
Innovation & Digitalisation Segment			-2.9	-8.6	-10.8
Other Activities	-53.0	-26.0	-33.7	-28.6	-15.2
EBT	75.1	80.4	88.1	69.6	102.4
Net income for the year	54.3	80.7	61.6	52.7	67.2
Of which: profit due to minority shareholders	23.1	19.3	13.4	21.6	27.9
Of which: profit due to shareholders of the parent company	31.2	61.4	48.2	31.1	39.3
Total assets (as per 31/12)	5,199.3	5,652.0	6,036.7	6,474.9	6,488.0
Non-current assets	2,094.0	2,261.7	2,287.2	2,355.7	2,396.9
Current assets	3,061.8	3,371.8	3,739.7	4,094.2	4,077.4
Non-current liabilities	1,662.5	2,108.1	2,191.5	2,292.2	2,065.7
Current liabilities	2,421.7	2,488.4	2,769.3	3,084.3	2,986.8
Equity	1,115.0	1,050.4	1,075.9	1,098.3	1,435.5
Equity ratio in percent	21.4	18.6	17.8	17.0	22.1
Share capital (as per 31/12) in EUR million	88.4	88.7	89.0	89.3	89.6
Number of shares (as per 31/12) in million shares	34.6	34.7	34.8	34.9	35.0
Earnings per share in EUR	0.91	1.78	1.39	0.90	1.13
Dividend per share in EUR	0.75	0.80	0.85	0.85	0.90¹
Employees (as per 31/12) number	16,834	15,917	16,578	16,711	17,323

¹ Subject to approval by the Annual General Meeting of Shareholders

Business Model

The BayWa business model combines trade, distribution, logistics and service in its three core segments Agriculture, Energy and Building Materials as well as the Innovation & Digitalisation development segment. These core business cover fundamental needs in the areas of food, energy, mobility, 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 focus of Group Strategy is the increase of corporate profitability in the core business and the promotion of growth in innovative business areas, to strengthen independence and competitiveness. By combining products, consulting and services, the Group is developing into an integrated and digital solution provider.

Shareholder Structure

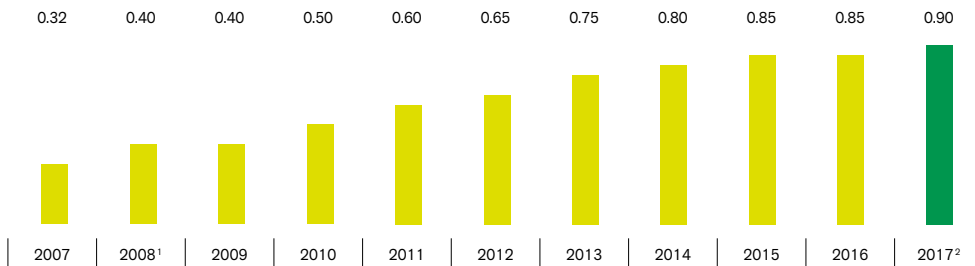


- Bayerische Raiffeisen-Beteiligungs-AG: **34.87%**
- Raiffeisen Agrar Invest GmbH: **25.01%**
- Freefloat: **40.12%**

BayWa Share Profile

Stock Exchanges	Frankfurt, Munich, Xetra
Segment	Official Market/Prime Standard
Security Code	519406 and 519400
ISIN	DE0005194062 and DE0005194005
Share Capital	€ 89,632,783.36
Number of Shares	35,012,806

Dividend development (Dividend per share in Euro)



¹ Including 0.06 € special dividend

² 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 million	2013	2014	2015	2016	2017
Revenues	10,748.5	10,105.3	10,149.5	10,884.5	10,836.5
EBIT	121.4	107.8	90.1	70.1	82.1
Employees (number)	9,038	9,489	9,997	10,212	10,613

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

BAST and Agri Trade & Service					
Grain	13,352.8	14,925.5	19,473.0	21,512.4	21,859.9
Oilseed and additional products	12,148.7	11,877.4	10,706.9	12,275.4	11,514.2
Fertilisers	2,071.3	2,346.9	2,479.7	2,429.4	2,414.9
Seed	241.9	244.1	270.0	256.8	265.5
Feedstuff	2,536.0	2,450.1	2,148.5	1,632.7	2,051.3
Global Produce					
Dessert pome fruit	180.7	194.3	236.4	205.7	256.3
Soft and stone fruit	18.9	22.4	21.3	25.1	14.1
Tropical fruits	44.5	54.0	58.5	81.8	58.0
Vegetable fruits	18.1	17.8	18.9	19.4	20.3
Agricultural Equipment					
Number of tractors sold/new	4,855	4,366	3,986	3,529	3,659
Number of tractors sold/used	1,766	1,748	1,789	1,663	1,873

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 million	2013	2014	2015	2016	2017
Revenues	3,496.3	3,489.0	3,264.2	2,976.0	3,594.7
EBIT	45.1	42.3	77.2	83.1	85.0
Employees (number)	1,720	1,830	1,825	1,911	2,079

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

	2013	2014	2015	2016	2017
Conventional Energy					
Heating Oil	1,148.6	1,021.5	1,047.0	1,013.9	1,024.9
Fuels	1,472.7	1,459.9	1,466.0	1,477.5	1,499.0
Lubricants	24.1	25.9	27.1	25.6	27.1
Wood Pellets	325.9	310.8	359.5	401.3	457.6
Number of fuel stations	278	279	278	272	279
Renewable Energy					
Wind, realised output capacity ¹ in megawatts	27.6	72.9	205.2	121.1	182.6
Wind, sold output capacity ² in megawatts	105.5	79.2	164.2	89.2	260.2
Solar, realised output capacity ¹ in megawatts	67.7	91.0	86.6	141.3	222.3
Solar, sold output capacity ² in megawatts	18.0	128.3	123.1	123.7	147.7
Biogas, realised output capacity ¹ in megawatts	–	3.2	3.1	2.6	–
Biogas, sold output capacity ² in megawatts	2.8	3.2	–	–	6.6
PV trading, sold capacity in megawatt peak	221.0	206.4	245.6	272.3	425.4
Biomethane, sold capacity in gigawatts	552.1	769.7	1,153.0	1,338.0	1,550.0
Geothermal, sold output capacity ² in megawatts	–	–	–	11.0	–

¹ Realised output capacity: commissioning of plants in the respective financial year

² 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 customers 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 million	2013	2014	2015	2016	2017
Revenues	1,703.1	1,524.8	1,496.4	1,530.1	1,606.1
EBIT	23.9	28.0	27.4	28.5	30.1
Employees (number)	4,718	4,178	4,093	4,081	4,113

Key Operating Data of the Building Materials Segment

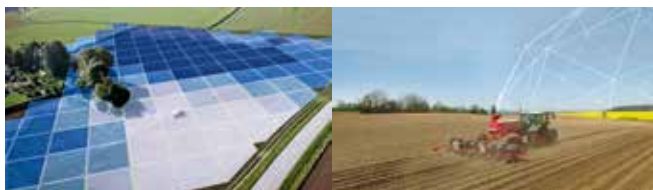
Building Materials					
Number of locations (incl. outlets in Austria)	269	226	221	202	199
Surface area in thousand m ² (all locations)	1,964.6	2,110.3	2,030.0	1,682.1	1,669.8

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

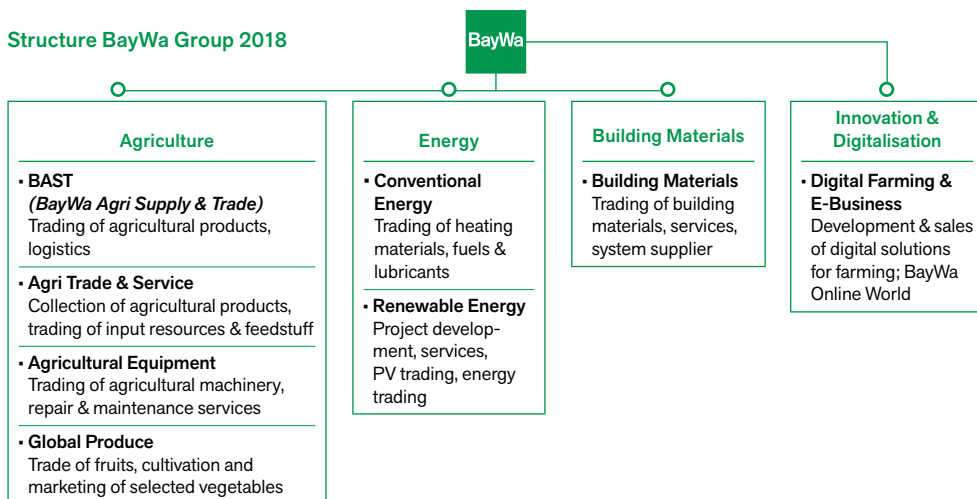
management system. A number of modular tools and solutions are also available. The next innovative step is the networking of entire areas of farms and processes. To this end, the NEXT Farming product generation was developed, providing an overall concept for medium-sized and small farms.



Innovation & Digitalisation Segment Financials

in EUR million	2013	2014	2015	2016	2017
Revenues	-	-	5.2	6.0	6.9
EBIT	-	-	-2.9	-8.6	-10.7
Employees (number)	-	-	97	126	158

Structure BayWa Group 2018



Financial Calendar 2018/2019

29 March 2018	Annual Results Press Conference	10.00 am	BayWa, Munich
29 March 2018	Analysts' Conference	2.00 pm	BayWa, Munich
9 May 2018	First-Quarter Results, Press Release		
9 May 2018	Analysts' Conference Call on the First Quarter	2.00 pm	BayWa, Munich
5 June 2018	Annual General Meeting	10.00 am	ICM Munich
9 August 2018	Second-Quarter Results, Half-yearly Press Conference	10.30 am	BayWa, Munich
9 August 2018	Analysts' Conference Call on the Second Quarter	2.00 pm	
8 November 2018	Third-Quarter Results, Press Release	10.30 am	BayWa, Munich
8 November 2018	Analysts' Conference Call on the Third Quarter	2.00 pm	
28 March 2019	Annual Results Press Conference	10.00 am	BayWa, Munich
29 March 2019	Analysts' Conference	11.00 am	DZ Bank, Frankfurt/M

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