



BayWa

**Annual Financial
Statements
as per 31 December 2021
Analysts' Conference Call**

Munich, 25 March 2022

Prof. Klaus Josef Lutz, CEO

Andreas Helber, CFO

Marcus Pöllinger, Vorstandsmitglied

Agenda

- 01** Highlights Financial Year 2021
- 02** Business Development of the Segments in 2021 and Operational Outlook 2022
- 03** Group Financials 2021
- 04** Appendix

01

Highlights Financial Year 2021

Prof. Klaus Josef Lutz

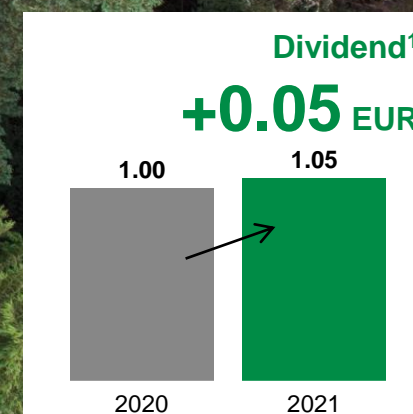
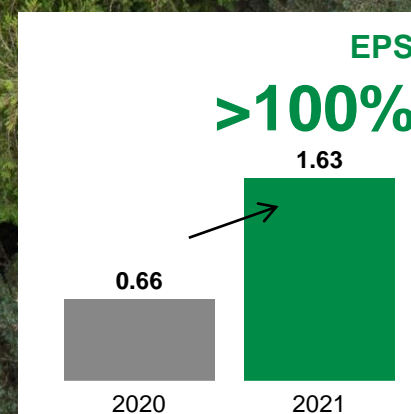
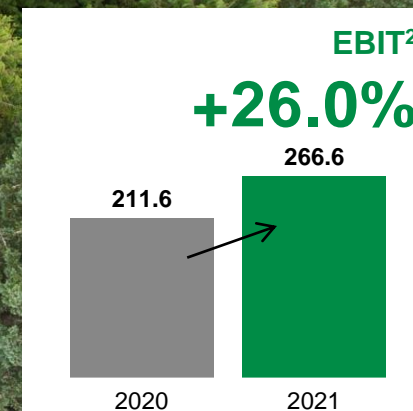
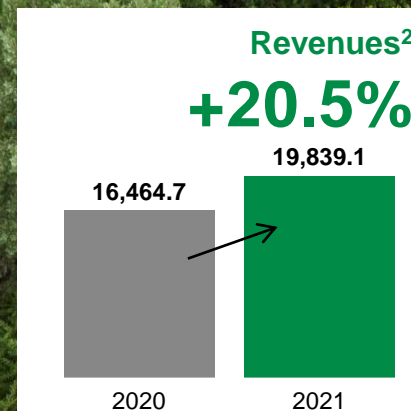
Highlights I

- **Resilient** throughout the pandemic also in the second year of COVID-19
- **BayWa r.e – closing** (March 2021)
 - EIP (Energy Infrastructure Partners AG) invests **EUR 530 million** for 49 % in BayWa r.e. as part of a capital increase against cash contribution
- BayWa AG concludes **ESG-linked syndicated financing** amounting to EUR 1.7 billion and places first **ESG-linked bonded loan** (EUR 350 million)
- **Corporate strategy defined through to 2025**
 - “Sustainable Solutions for Life” motto
 - Operating result to be raised to between EUR 400 million and EUR 450 million by 2025



Highlights II

- **Significant leap in earnings** compared with the previous year (EBIT +26%)
 - Semi-annual forecast once again exceeded
- **EBIT improvement** in five of seven segments
- **Highest growth rates** in the segments:
 - Cefetra Group (+79.6%)
 - Building Materials (+56.1%)
 - Renewable Energies (+21.7%)
- **Agri Trade & Service Segment** generates positive contribution to earnings; restructuring taking effect
- **Earnings per share (EPS)** of EUR 0.66 **more than doubled** to EUR 1.63
- Dividend proposal of **EUR 1.05** per share¹
- **Positive price trend** of the BayWa share (+16.6%)

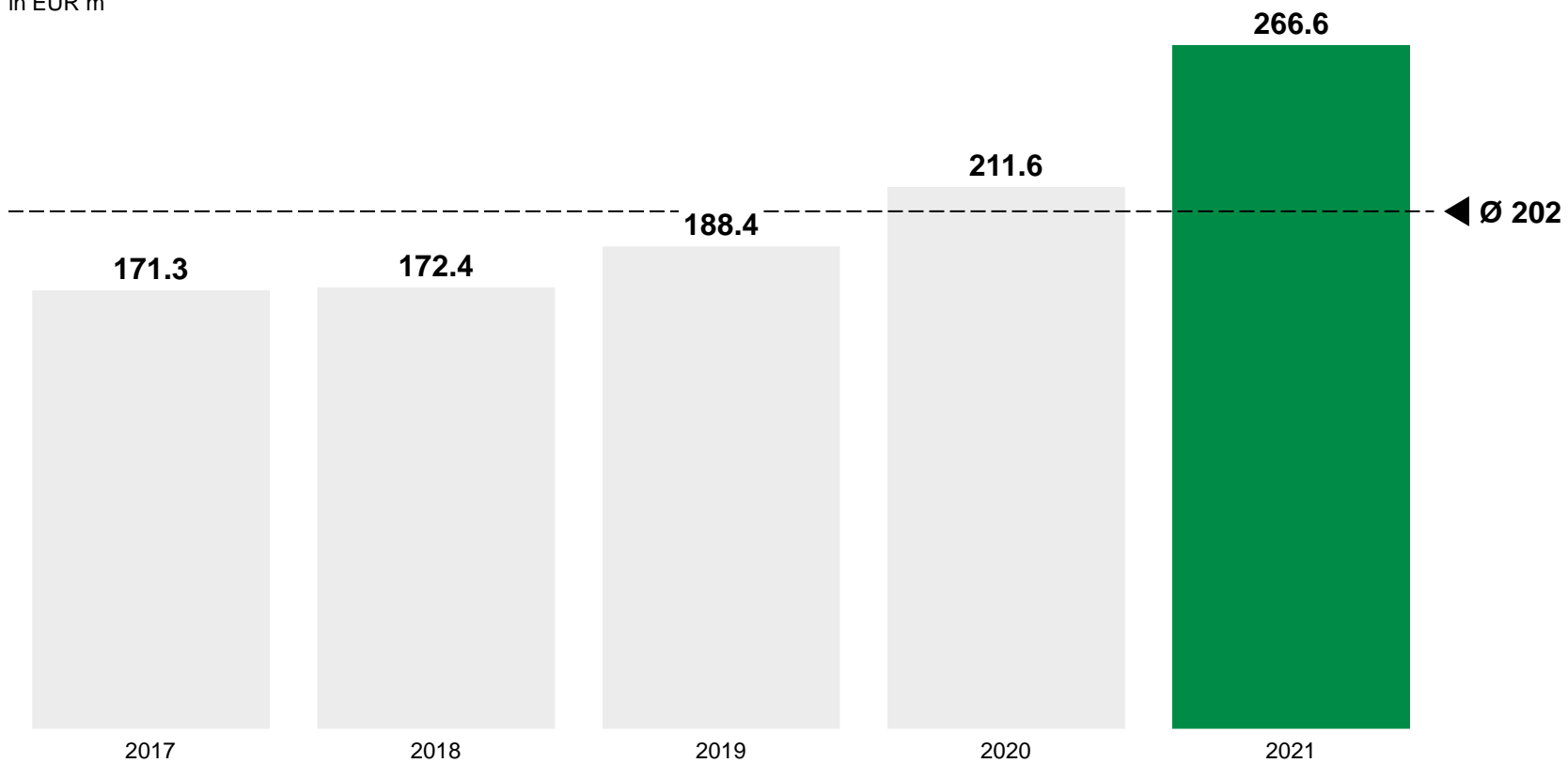


1) Subject to approval by the Annual General Meeting of Shareholders
2) Adjustment of year-earlier figures in accordance with IAS 8.42.

Development of the Group 2021

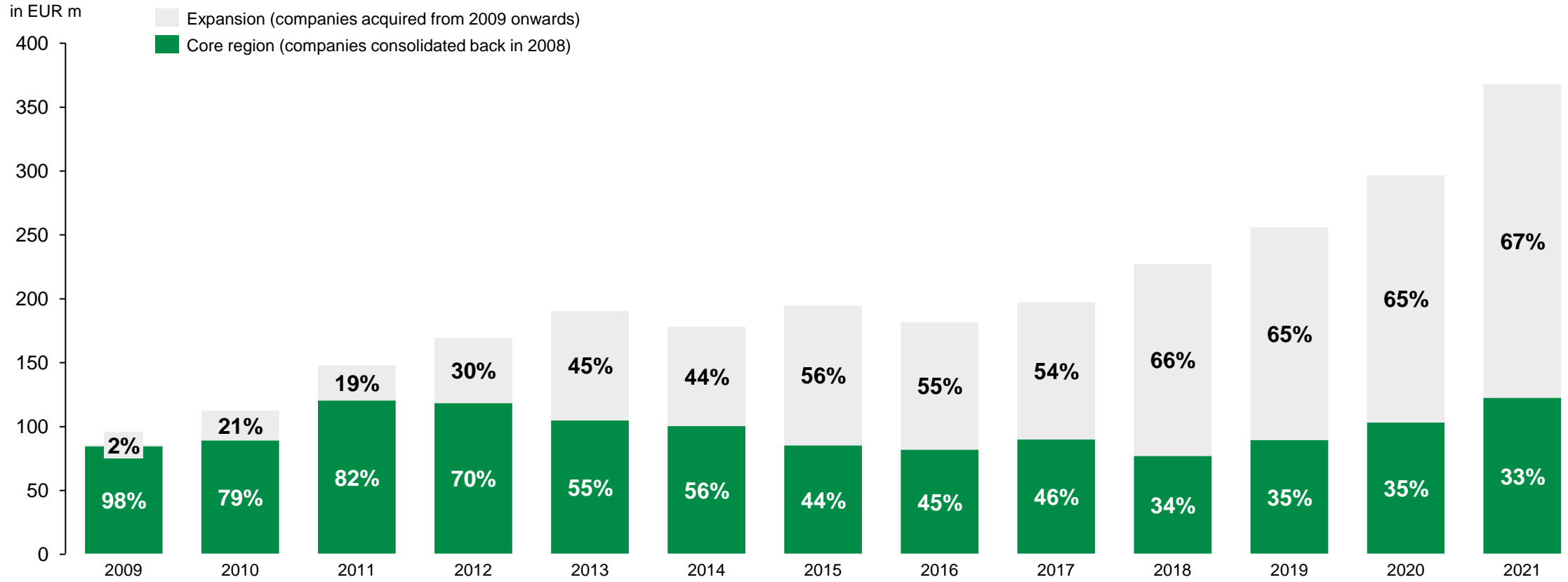
Multi-year comparison of EBIT

in EUR m



Expansion progress

Operating EBIT contribution from expansion in %



Business Unit
Energy

Key Figures 2021

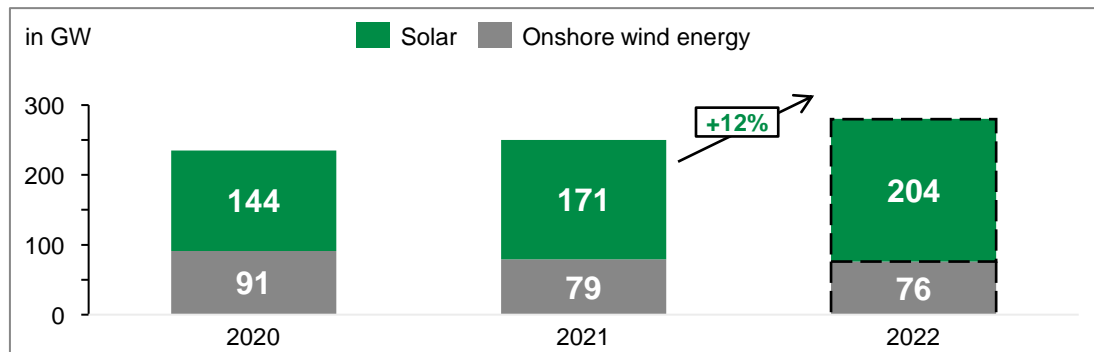
Segment
Renewable
Energies

Segment
Energy

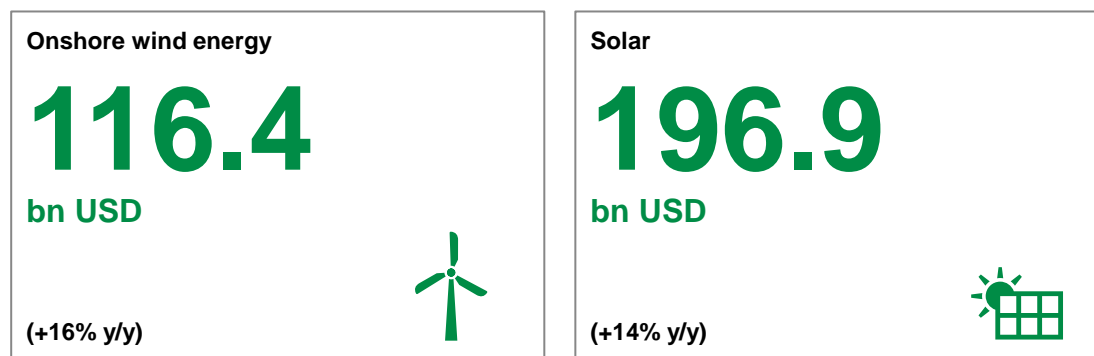
Market Developments

RENEWABLE ENERGIES

Global capacity installation – forecast 2022¹

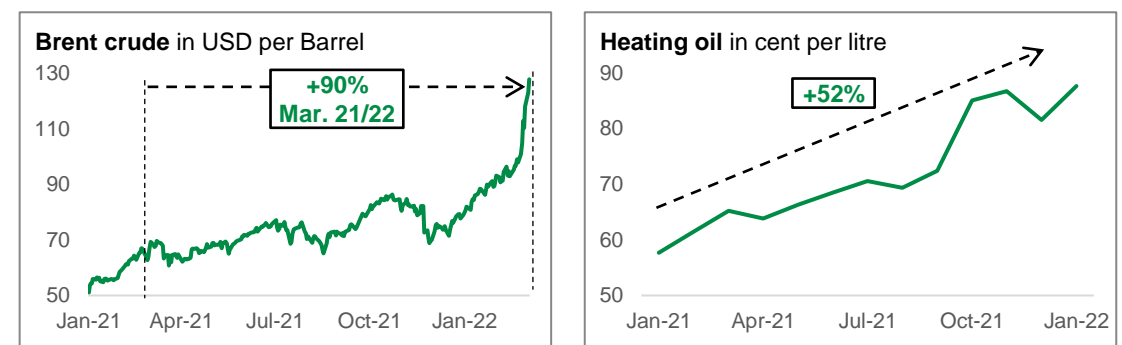


Global investments in renewable energies in 2021¹

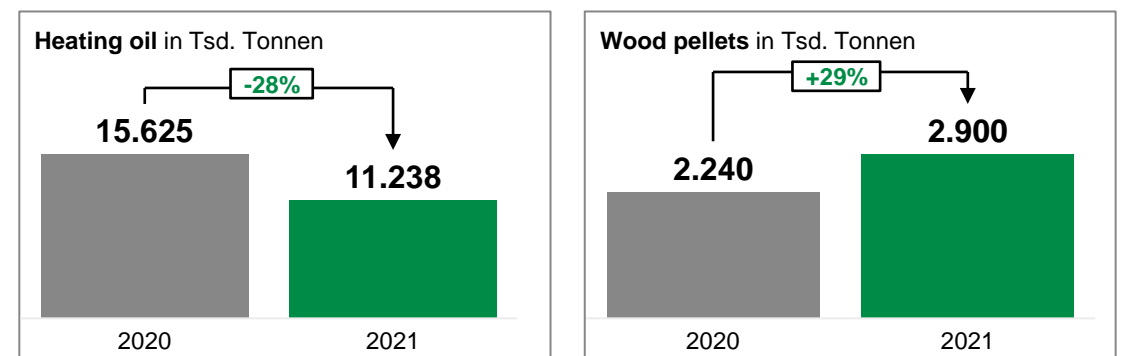


ENERGY

Development of Brent crude² and heating oil price in Germany³

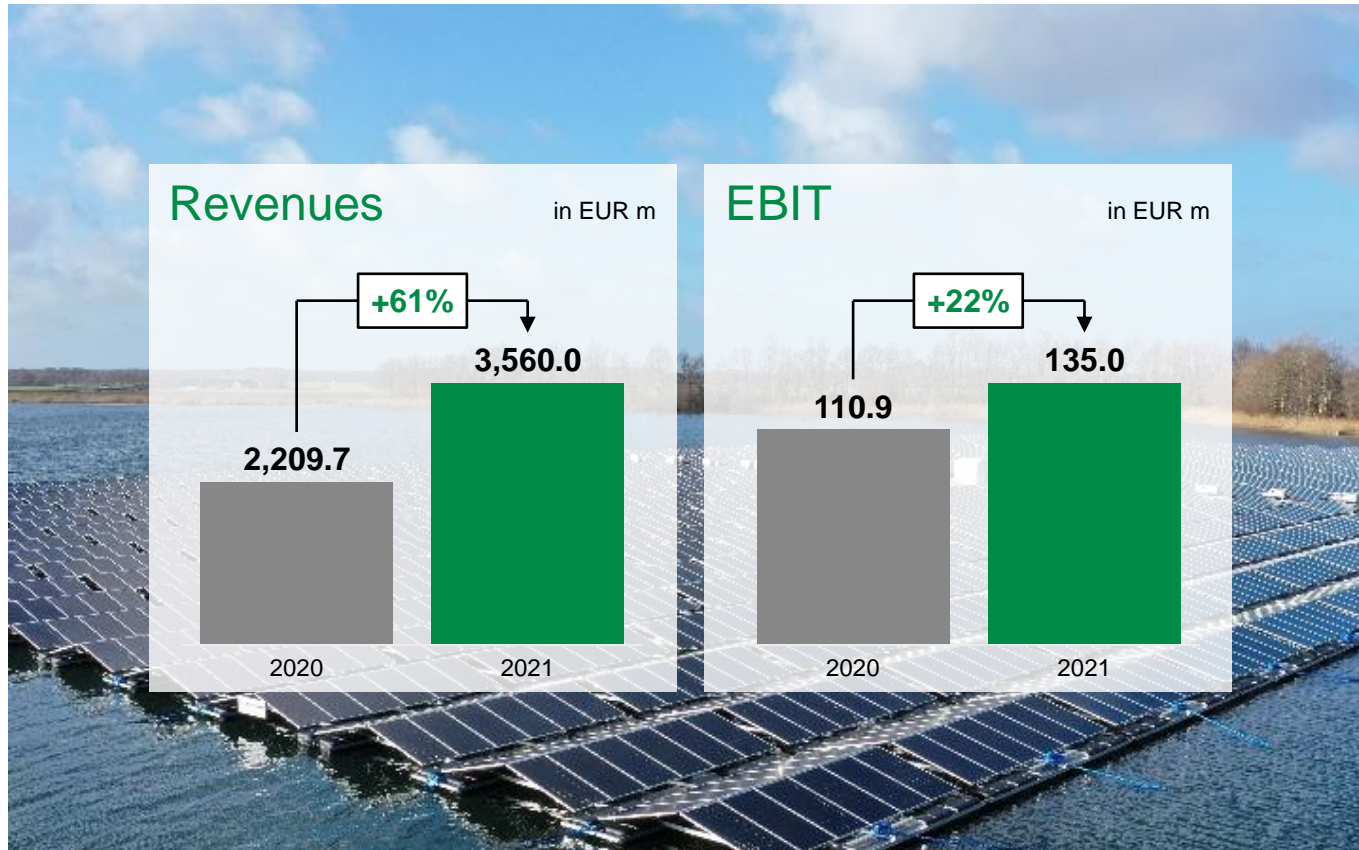


Sale of heating oil⁴ and wood pellets⁵ in Germany in 2021



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

Renewable Energies Segment Revenues and EBIT vs previous year



▪ **Revenues:** Δ 20/21 EUR +1,350.3 million

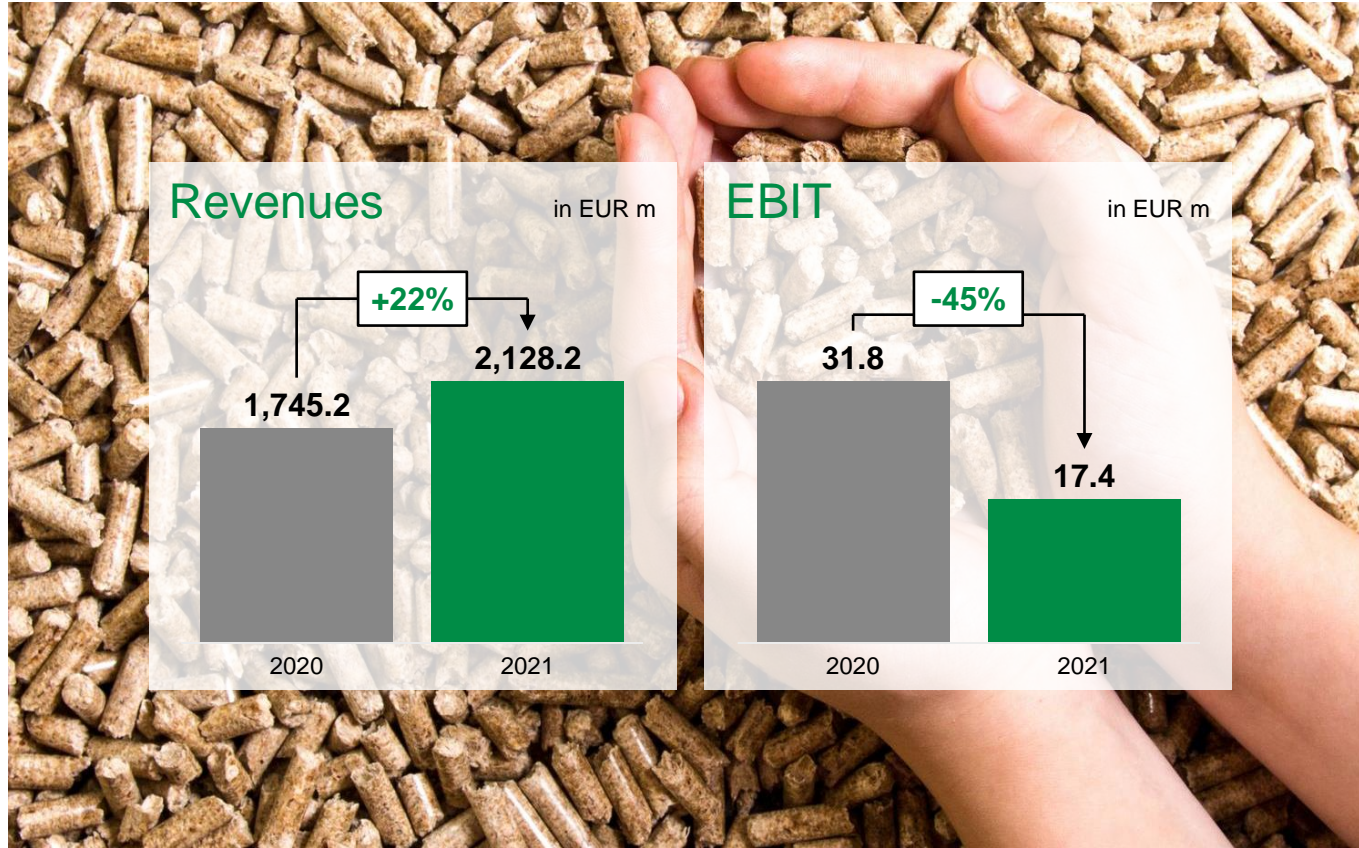
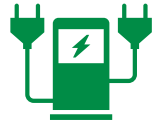
▪ **EBIT:** Δ 20/21 EUR +24.1 million

- Increase in revenues and profit through project sales and strong growth in the solar trade
- Operating EBIT (EUR 162.5 million) adjusted for the cost of raising capital and biogas special depreciation
- Project business: total of 13 wind & solar parks with an output of 612.8 MW sold (previous year: 667.0 MW), of which 203 MW in Spain & 99 MW in US
- Strong performance in the PV component trade; sustained high demand: PV modules +73% y/y; converters +40% y/y
- IPP portfolio: 19 wind and solar parks in Europe, North America and Australia, with a total output of 0.7 GW
- Growth in the service business to 9.7 GW (+8% y/y)
- Energy trade benefits from energy prices

OUTLOOK 2022

- Growth continues; 1.2 GW planned for 2022, including IPP
- High level of sales in PV components trading ongoing
- Corazon Solar Park (Texas / 265 MW) already sold in Q1 2022

Energy Segment Sales and EBIT vs previous year



- Revenues: Δ 20/21 EUR +383.0 million
- EBIT: Δ 20/21 EUR -14.4 million

- Price-induced increase in revenues
- Boom in the previous year (VAT reduction and carbon tax lead to up front buying effects)
- In line with expectations, high energy prices cause demand for heating oil (-21.5% y/y) and fuel (-2.1% y/y) to decline
- Sharp increase in wood pellet sales (+23.1% y/y); increasing production and logistics capacities (third-party business)
- BayWa Mobility Solutions expanding LNG fuel station network (9 LNG fuel stations in operation); expansion of charging infrastructure progressing

OUTLOOK 2022

- Expansion of LNG fuel station network and launch of bio-LNG
- Increasing logistics and service capacities in the wood pellet business by taking over forwarding company Heyne & Naumann
- Volatile energy prices offer sales opportunities in a scenario of declining demand

**Business Unit
Agriculture**

Key Figures 2021

Segment
**Cefetra
Group**

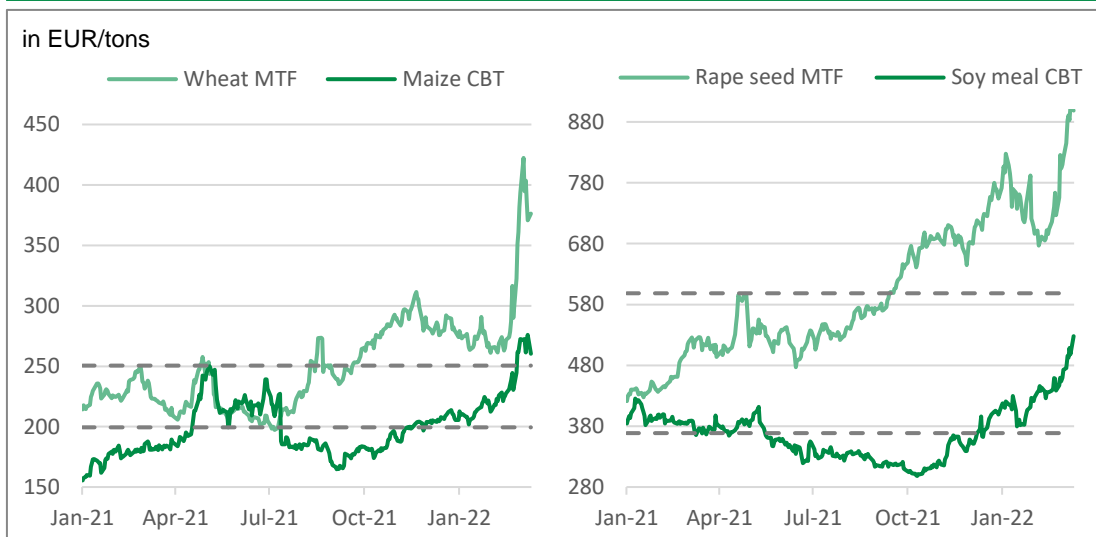
Segment
**Global
Produce**

Segment
**Agri Trade
& Service**

Segment
**Agricultural
Equipment**

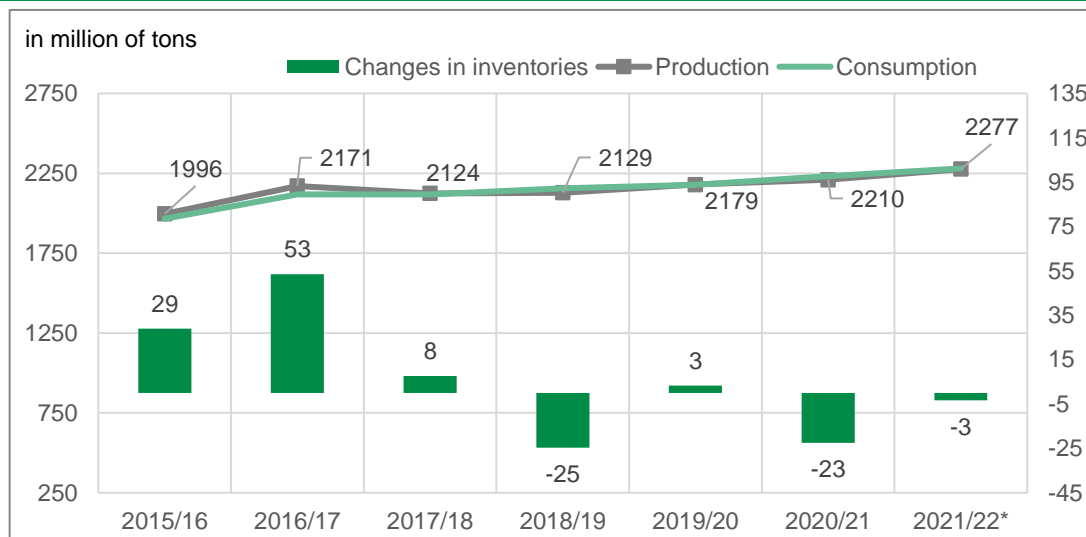
Market Developments: Agricultural Products

AGRI COMMODITIES PRICE TREND¹



- Agri commodities reach their highest price at the end of the financial year 2021 – price rally
- Disruptions to supply chains cause higher uncertainty; Ukraine/Russia conflict fuels concerns about global grain availability
- Wheat and rape seed running at record highs:
 - wheat at approx. 420 EUR/t y/y (previous year: 230 EUR/t)
 - rape seed at approx. 900 EUR/t (previous year: 520 EUR/t)

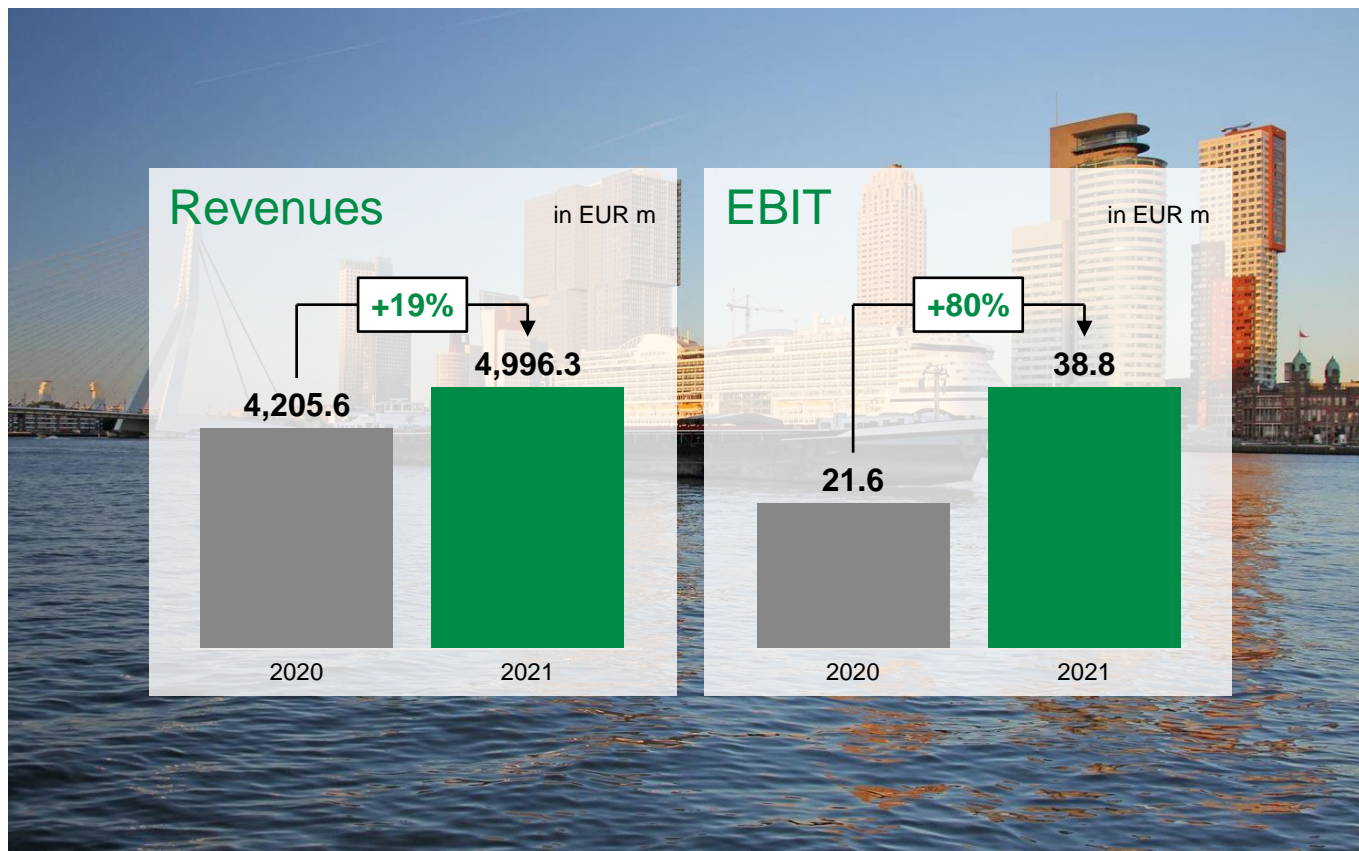
GLOBAL GRAIN BALANCE (EXCL. RICE; MARCH 2022)²



- Grain production and consumption balance out; short supply
- Around 2,277 million tons (+3.5% y/y) anticipated for the global crop year 2021/22
- German grain harvest 2021/22 forecast at around 42.3 million tons (-2.3% y/y)
- Global oil seed production of 602 million tons in 2021/22 likely to remain at year-earlier level, oilseed expected to be 0.8% higher y/y

Sources: 1) MATIF and CBOT exchanges; 2) USDA; *Forecast 2021/22, as of March 2022

Cefetra Group Segment Revenues and EBIT vs previous year



- **Revenues:** Δ 20/21 EUR +790.7 million
- **EBIT:** Δ 20/21 EUR +17.2 million

- Price-induced revenue growth on the back of price rally on the agricultural commodities markets
- Profit improvement benefits from volatilities in the commodity business; strong speciality business (Royal Ingredients)
- Decline of 4.8% y/y in the trading volume of grain and oil seed:
 - Closure of Cefetra Hungary Kft. trading office
 - Discontinuation of the export business to parts of the Middle East

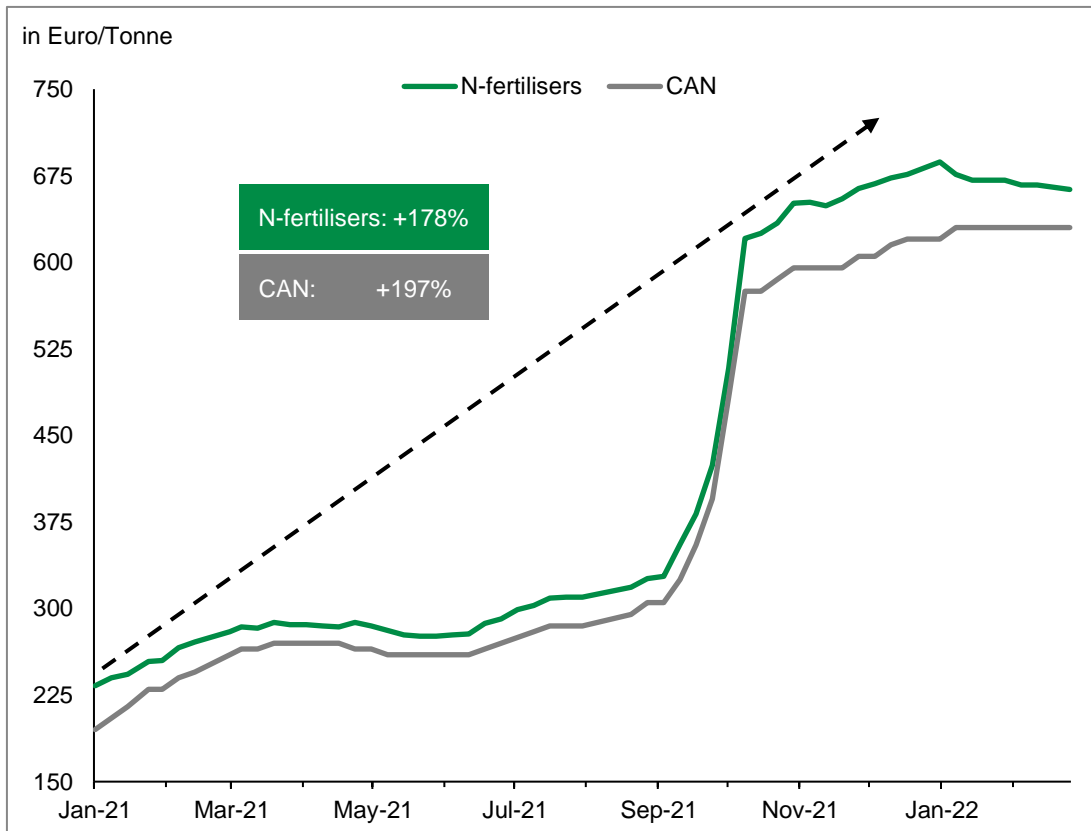
OUTLOOK 2022

- Fresh potential through further diversification and expanding of specialities:
 - Cefetra Dairy (dairy products and alternatives)
 - Sedaco Trading Centre (special cultures originating in Africa)
- Unrealised stocks at Royal Ingredients from 2021 to be sold in the following year
- Logistics competences and access to numerous procurement markets open up opportunities

Market Developments: Operating Resources

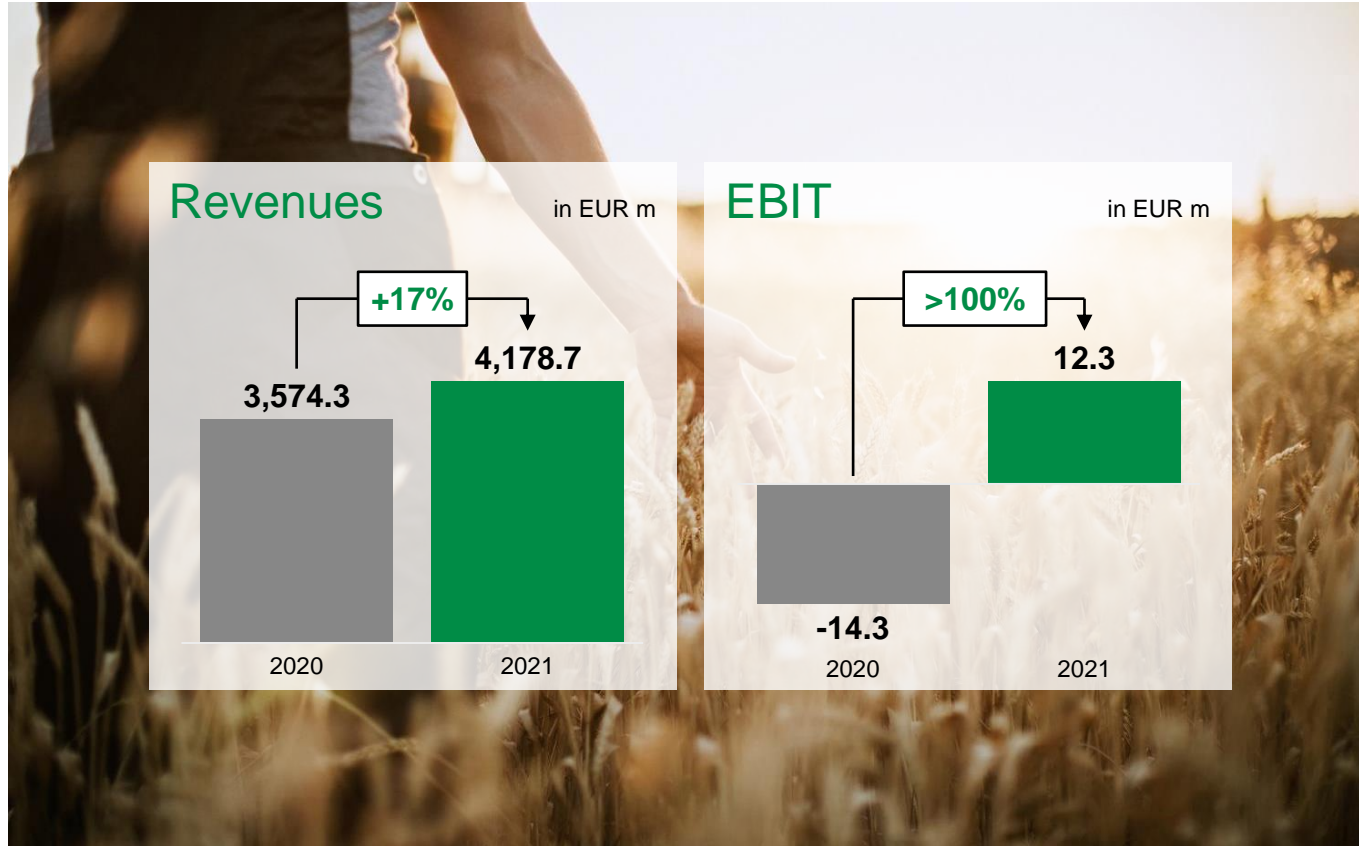
N-FERTILISER & CAN PRICES

OPERATING RESOURCES TRADE IN 2021 IN GERMANY



- Fertilisers: farmers' great reluctance to purchase and limited readiness to stock up due to the sharp increase in fertiliser prices
- Sales decline across all fertiliser types in 2021 (-7.3% y/y)
- High price level likely to persist due to Ukraine/Russia conflict
- Crop protection sales benefit from weather conditions (+2% y/y)
- Seed sales trend at year-earlier level

Agri Trade & Service Segment Revenues and EBIT vs previous year



- Revenues: Δ 20/21 EUR +604.4 million
- EBIT: Δ 20/21 EUR +26.6 million

- Price-induced increase in revenues
- Positive EBIT contribution following year-earlier loss
- Restructuring measures showing first signs of success (15 locations closed in 2021); regrouping of east German agri business (BAH)
- Produce trading benefits from price trend in the grain markets
- Higher profit margins for fertilisers on the back of better stock levels from the previous year

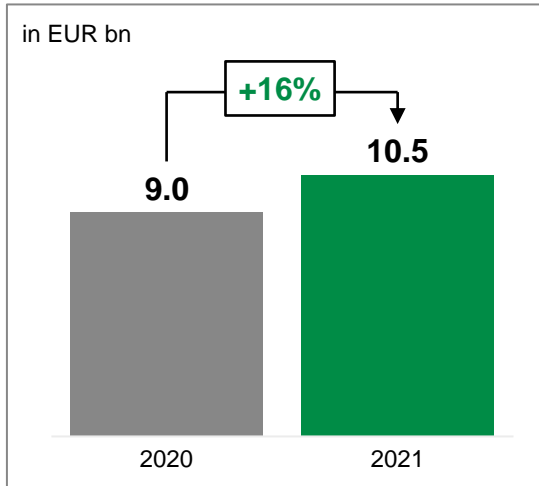
OUTLOOK 2022

- Produce: selling previous year's stocks at better trading margins in H1
- Fertilisers: additional sales potential from delivery capabilities
- Challenge of buying up the harvest in H2

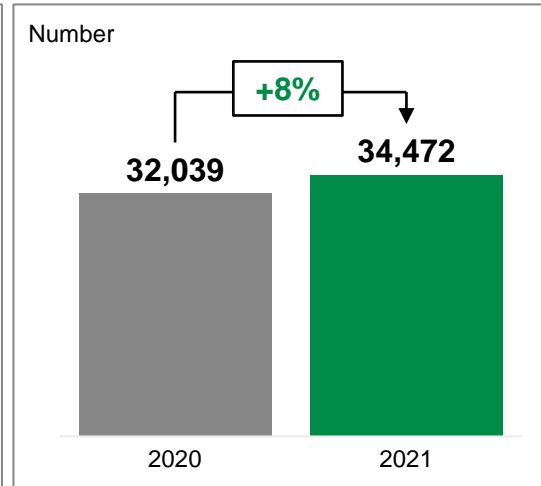
Market Developments: Agricultural Equipment

DEMAND FOR TRACTORS REMAINS STRONG

Agricultural equipment revenues in Germany¹



New registrations of tractors in Germany¹

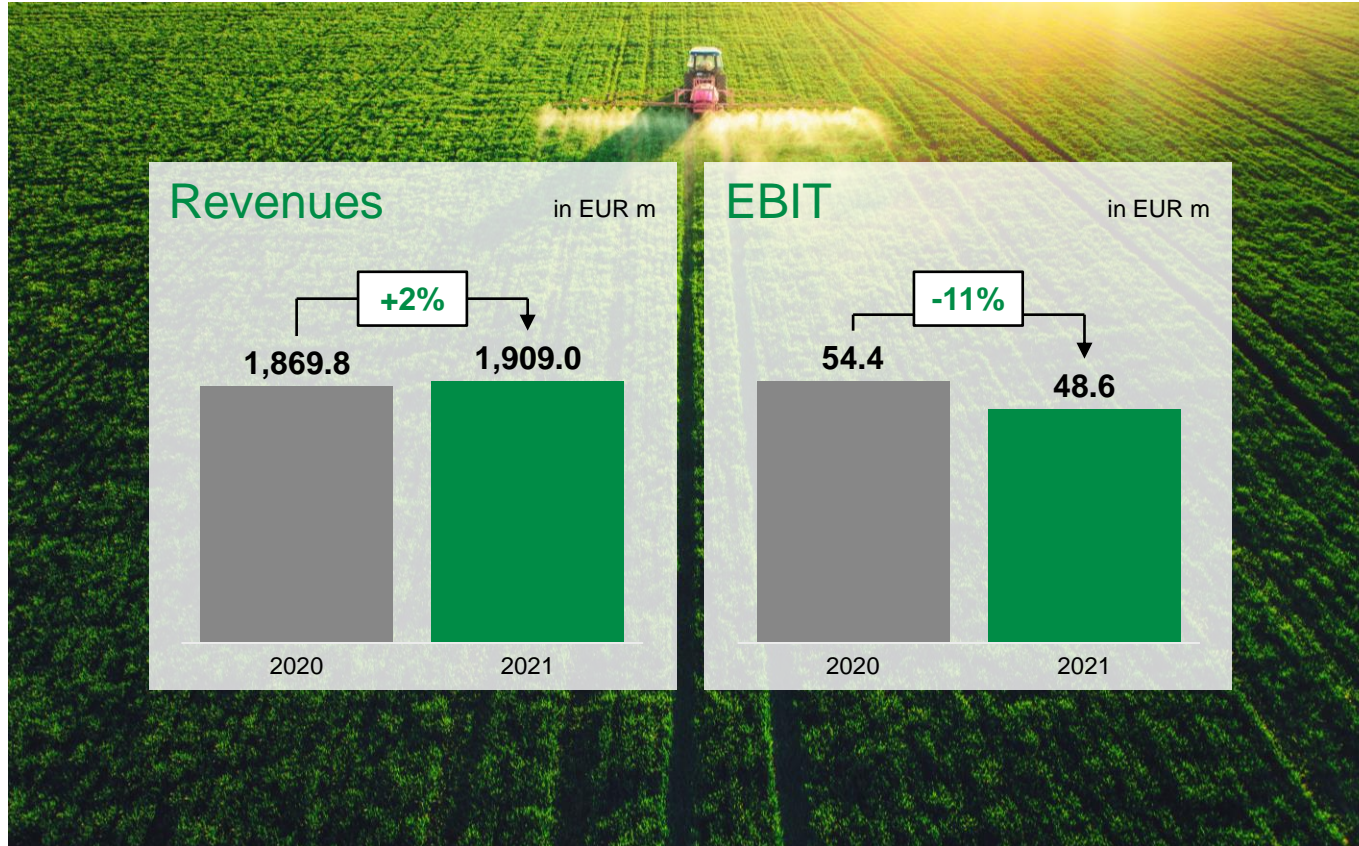


- Agricultural equipment sets a new record for the sector's sales at EUR 10.5 billion
- High producer prices and fears of inflation boosting investment in agricultural machinery
- Positive stimulus from the "Bauernmilliarde" investment programme



Sources 1) VDMA

Agricultural Equipment Segment Revenues and EBIT vs previous year



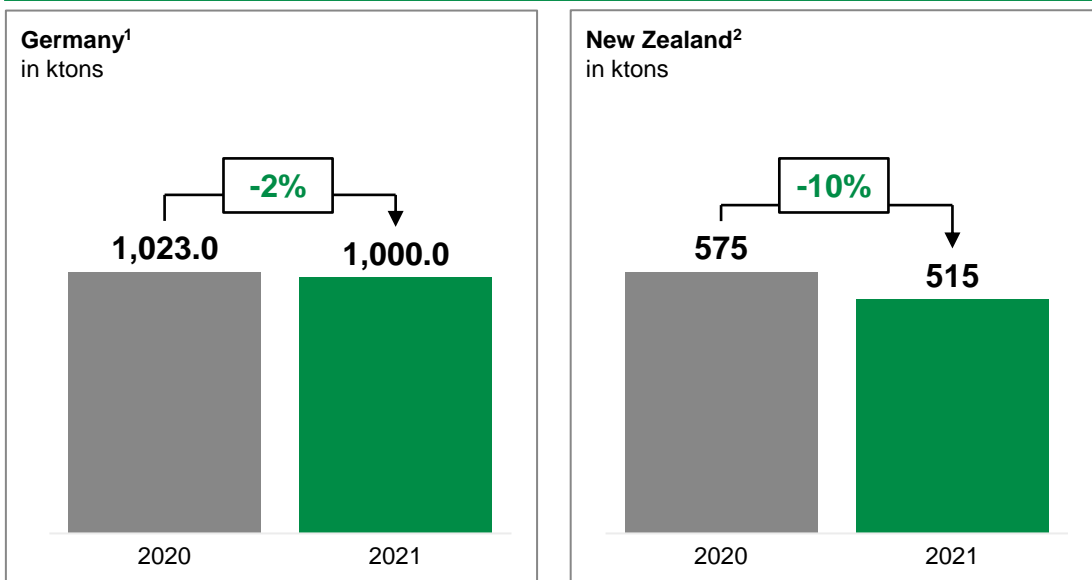
- Revenues : Δ 20/21 EUR +39.2 million
- EBIT: Δ 20/21 EUR -5.8 million
- Price-induced increase in revenues
- Earnings level above average despite downturn; boom in previous year (VAT resulted in upfront buying effects)
- Sales decline in new machinery (-15.5% y/y); restricted delivery capacity on the part of manufacturers delays invoicing until the following year
- Order intake as of December 2021 significantly higher y/y (> 20%)
- Good capacity utilisation in the service business; spare parts sale benefits from good stockpiling

OUTLOOK 2022

- High order book position secures result in the first half year
- High producer prices and “Bauernmilliarde” likely to boost demand
- Bottlenecks in the supply of spare parts and absence of skilled labour due to the coronavirus could burden sales

Market Development: Global Produce

APPLE HARVEST TREND IN 2021



- Germany: fruit season in poor quality and smaller volumes due to hail and heavy rain (-8% y/y)
- New Zealand: apple production 2021 substantially below previous year as impacted by hail damage & lack harvest workers from foreign countries

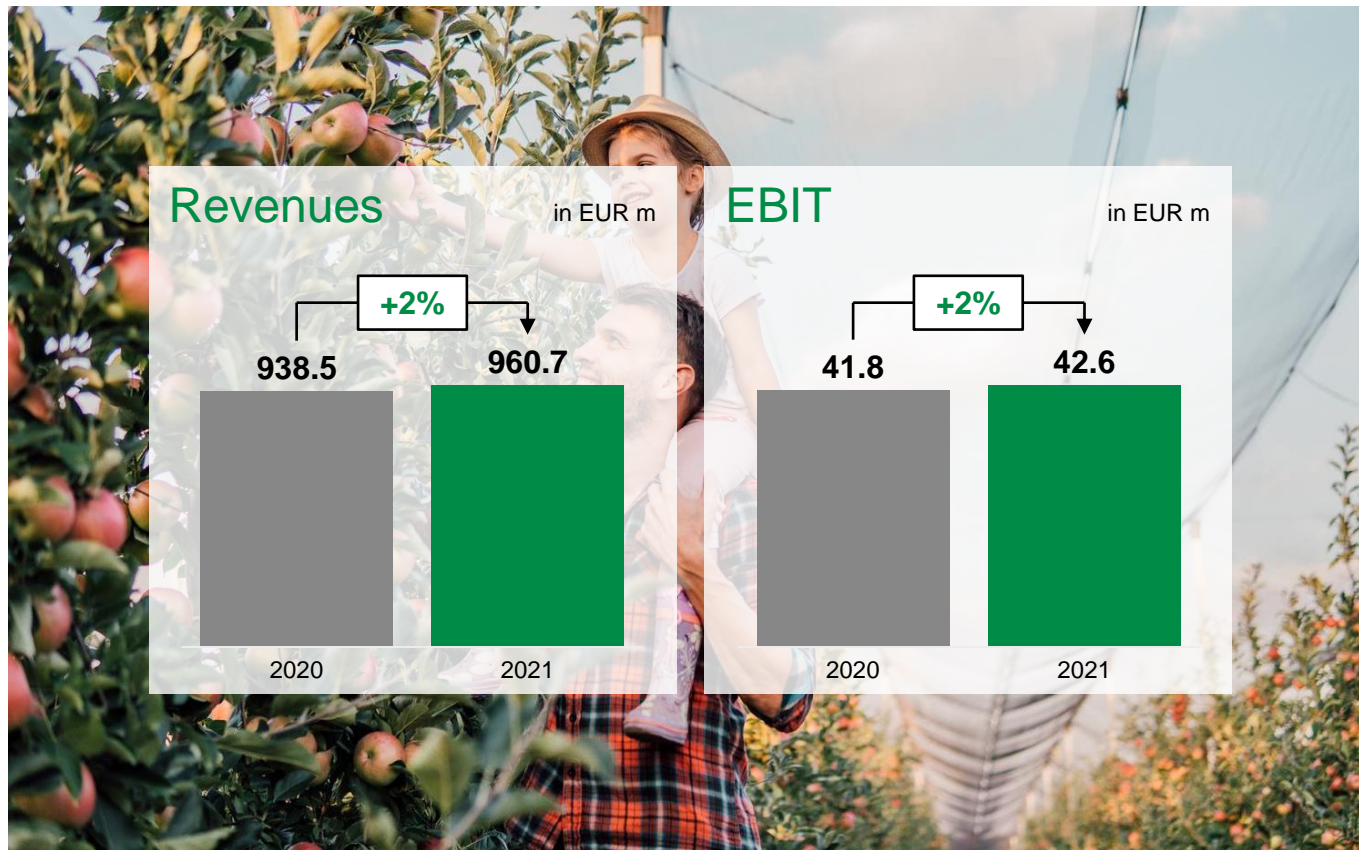
APPLE PRICES IN EUROPE³



- Declining apple prices due to excess stocks of last year's goods for sale this year and from the southern hemisphere
- No panic buying as there was at the start of the COVID-19 pandemic in 2020
- Logistic bottlenecks and high freight costs burden markets

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

Global Produce Segment Revenues and EBIT vs previous year



- Revenues: Δ 20/21 EUR +22.2 million
 - EBIT: Δ 20/21 EUR +0.8 million
-
- Price-induced increase in revenues
 - Increase in earnings due to non-recurrent effects from the disposal of real estate (around EUR 13 million)
 - Decline in volumes in NZ due to hail (EUR 4 million) and higher logistics costs (around EUR 2 million) compared with previous year, as well as pandemic-induced labour shortage in NZ
 - Earnings contribution through the awarding of additional Envy licences (premium apples)

OUTLOOK 2022

- T&G: increase in harvest volumes and good qualities anticipated
- TFC: higher volumes and efficiency gains through relocation (Waddinxveen)
- Good sale of organic goods in Germany
- Rising energy and logistics costs squeeze profit margins

Business Unit
Building
Materials

Segment
Building
Materials

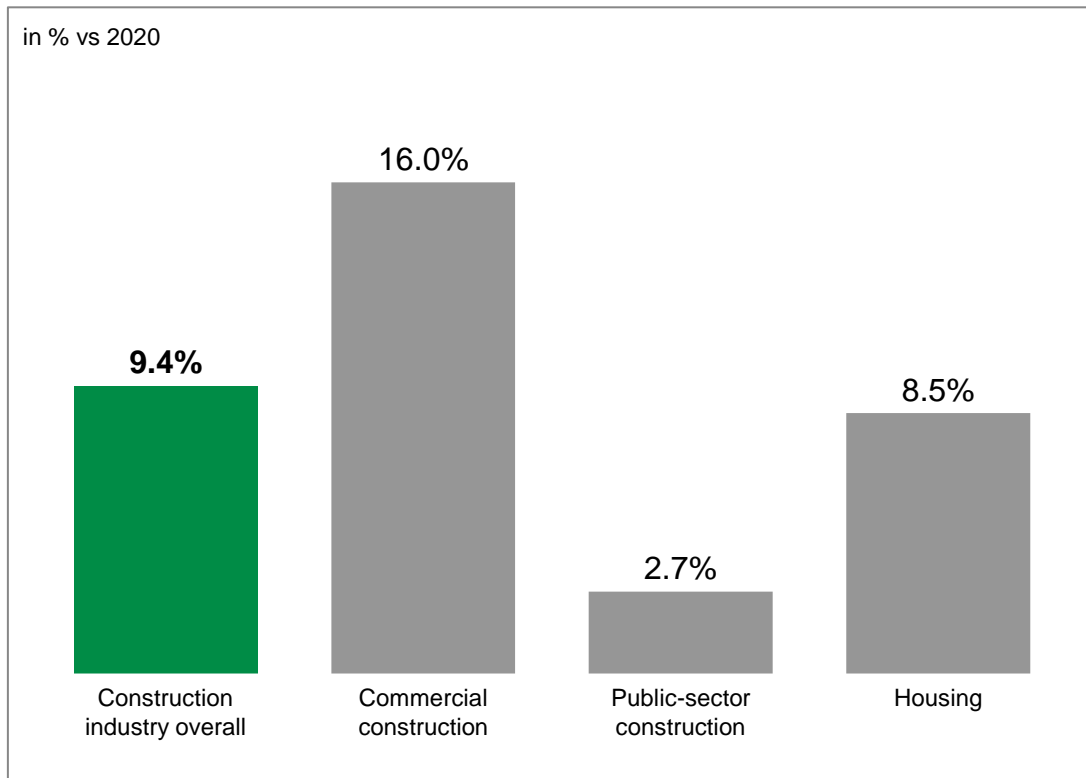
Key Figures 2021



Market Developments

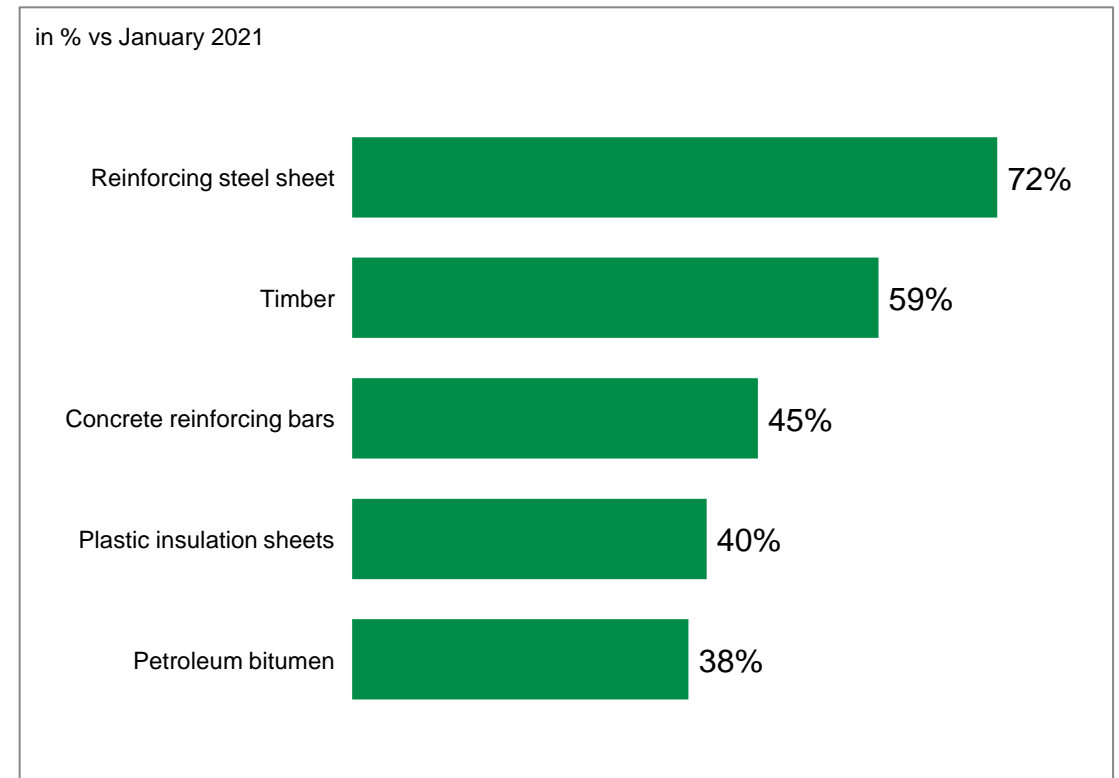
SUSTAINED GOOD CONSTRUCTION ACTIVITY

Order intake in the German construction industry 2021¹



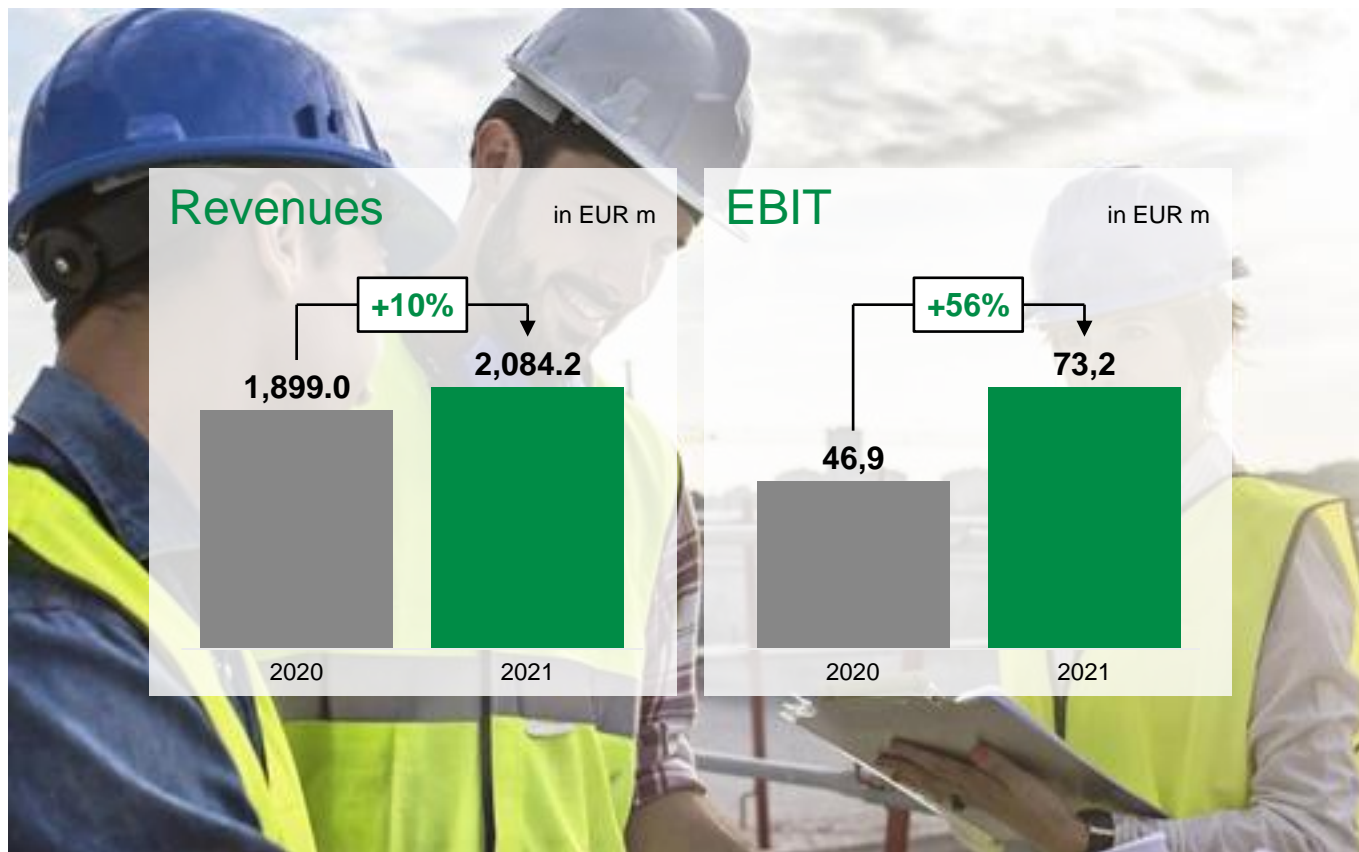
DYNAMIC PRICE TREND IN BUILDING MATERIALS

Price indices of selected building materials in January 2022¹



Sources: 1) Hauptverband der deutschen Bauindustrie

Building Materials Segment Revenues and EBIT vs previous year



▪ Revenues: Δ 20/21 EUR +185.2 million

▪ EBIT: Δ 20/21 EUR +26.3 million

- Revenues and earnings increase driven by dynamic price trend & sustained high capacity utilisation in the sector
- Revenue and sales growth across entire product range*: roof (+16.3% y/y), civil engineering (+15.2% y/y) and building construction (+13.4% y/y)
- Segment benefiting from systemic importance & high delivery capability
- Positive development of BayWa Bau Projekt GmbH (earnings contribution approx. > EUR 5 million); projects sold in Burgkirchen, Seon-Seebruck and Sauerlach

OUTLOOK 2022

- Slight slowdown in growth momentum due to labour shortage and possible capacity bottlenecks and supply shortages
- Stable sales volume anticipated accompanied by marginal uptrend in prices
- Demand for renovation and refurbishment likely to rise
- BayWa Bau Projekt GmbH launches a large number of new projects; earnings mainly expected in 2023

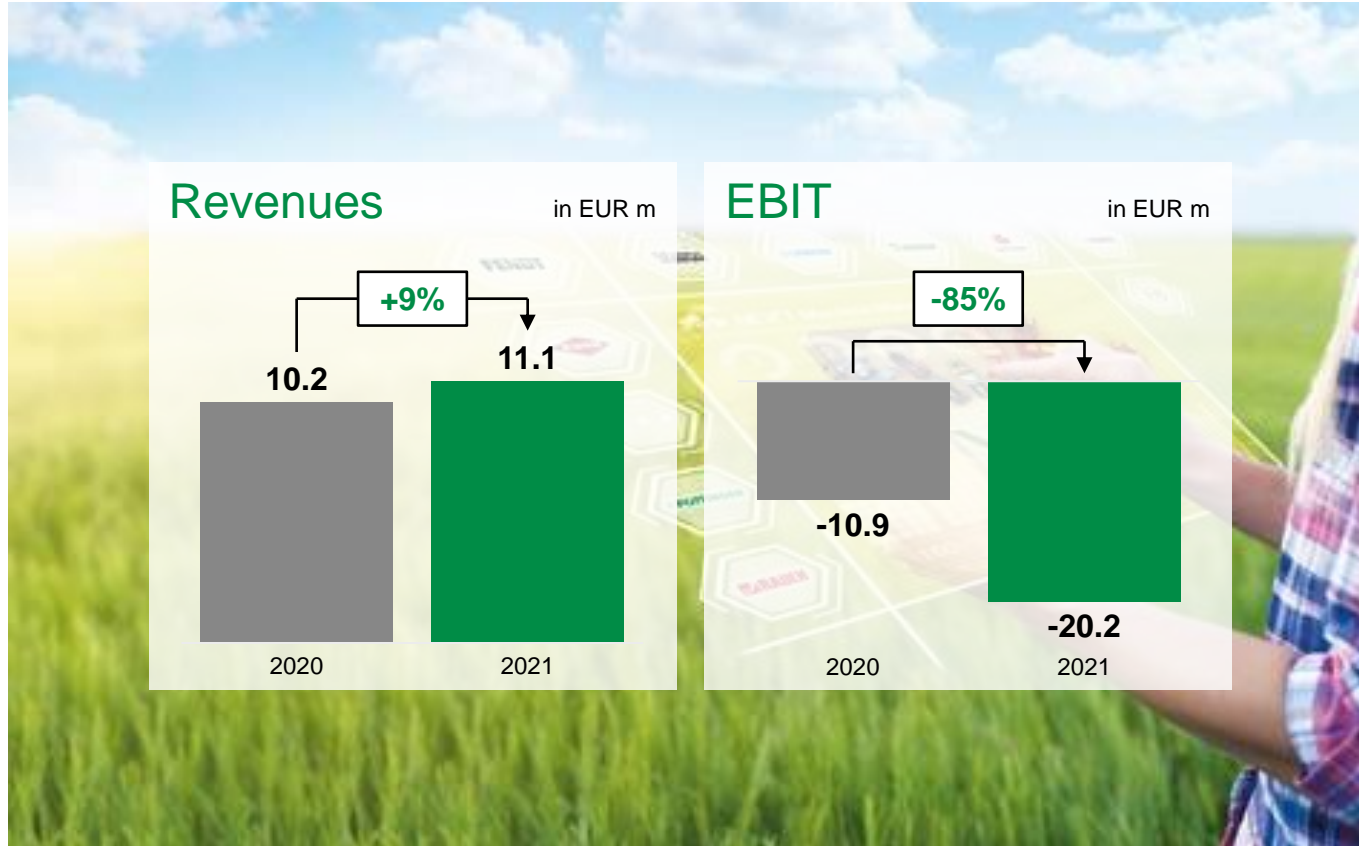
* Sales growth relates to trading in Germany

Segment Innovation & Digitalisation

Key Figures 2021



Innovation & Digitalisation Segment Revenues and EBIT vs previous year



- Revenues : Δ 20/21 EUR +0.9 million
- EBIT: Δ 20/21 EUR -9.3 million

- Revenue growth through steady expansion of product range
- Burden on earnings from unscheduled write-downs of tangible and intangible assets (e.g., IT applications and obsolete software)
- e-business: online sales substantially higher y/y (+42%); sales and earnings are allocated to the individual segments, however

OUTLOOK 2022

- Significant improvement due to absence of extraordinary depreciation

03

Group Financials 2021

Andreas Helber

Financials Energy Business Unit

Income Statement

In EUR m	2017	2018	2019	2020 ¹	2021	Δ20/21 (in %)
Revenues	3,594.7	3,968.5	4,474.3	3,954.9	5,688.2	43.8
EBITDA	121.3	128.4	176.7	212.3	231.8	9.2
<i>% of Revenues</i>	3.4%	3.2%	3.9%	5.4%	4.1%	
EBIT	85.0	96.0	127.4	142.7	152.4	6.8
<i>% of Revenues</i>	2.4%	2.4%	2.8%	3.6%	2.7%	
EBT	69.0	75.2	87.5	102.5	111.7	9.0
<i>% of Revenues</i>	1.9%	1.9%	2.0%	2.6%	2.0%	

1) Adjustment of year-earlier figures in accordance with IAS 8.42.

Financials Agriculture Business Unit

Income Statement

In EUR m	2017	2018	2019	2020 ¹	2021	Δ20/21 (in %)
Revenues	10,836.5	11,015.9	10,857.5	10,588.2	12,044.7	13.8
EBITDA	141.7	159.6	188.2	206.9	256.5	24.0
<i>% of Revenues</i>	1.3%	1.4%	1.7%	2.0%	2.1%	
EBIT	82.1	100.1	96.6	103.5	142.3	37.5
<i>% of Revenues</i>	0.8%	0.9%	0.9%	1.0%	1.2%	
EBT	47.7	63.1	56.1	63.6	100.4	57.9
<i>% of Revenues</i>	0.4%	0.6%	0.5%	0.6%	0.8%	

1) Adjustment of year-earlier figures in accordance with IAS 8.42.

Financials Building Materials Business Unit

Income Statement

In EUR m	2017	2018	2019	2020 ¹	2021	Δ20/21 (in %)
Revenues	1,606.1	1,617.5	1,702.8	1,899.0	2,084.2	9.8
EBITDA	45.8	47.2	57.0	75.7	104.0	37.4
<i>% of Revenues</i>	2.9%	2.9%	3.3%	4.0%	5.0%	
EBIT	30.1	31.1	32.1	46.9	73.2	56.1
<i>% of Revenues</i>	1.9%	1.9%	1.9%	2.5%	3.5%	
EBT	21.2	22.2	23.4	36.5	59.3	62.5
<i>% of Revenues</i>	1.3%	1.4%	1.4%	1.9%	2.8%	

1) Adjustment of year-earlier figures in accordance with IAS 8.42.

Income Statement

In EUR m	2017	2018	2019	2020 ¹	2021	Δ20/21 (in %)
Revenues	16,055.1	16,625.7	17,059.0	16,464.7	19,839.1	20.5
EBITDA	318.4	315.3	403.0	464.8	552.8	18.9
<i>% of Revenues</i>	2.0%	1.9%	2.4%	2.8%	2.8%	
EBIT	171.3	172.4	188.4	211.6	266.6	26.0
<i>% of Revenues</i>	1.1%	1.0%	1.1%	1.3%	1.3%	
EBT	102.4	92.6	79.2	107.6	160.6	49.3
<i>% of Revenues</i>	0.6%	0.6%	0.5%	0.7%	0.8%	
Consolidated net income	67.2	54.9	65.1	59.5	128.8	>100
<i>Tax rate</i>	34.4%	40.7%	17.8%	44.7%	19.8%	
Consolidated net income per share (in EUR)	1.93	1.57	1.85	1.69	3.64	>100
Share of minority interest	27.9	22.6	24.4	23.6	58.2	>100
Share of owners of parent company	39.3	32.3	40.7	35.9	70.7	96.9
Earnings per share (EPS) (in EUR)	1.13	0.56	0.80	0.66	1.63	>100
Earnings per share (EPS) ² (in EUR)	1.13	0.92	1.16	1.02	1.99	95.1

1) Adjustment of year-earlier figures in accordance with IAS 8.42.

2) Earnings per share excluding hybrid dividend

Balance Sheet

In EUR m	2017	2018	2019 ¹	2020 ¹	2021	Δ20/21 (in %)
Total assets	6,488.0	7,511.5	8,781.9	8,950.0	11,771.4	31.5
Equity	1,435.5	1,389.1	1,253.4	1,153.6	1,816.1	57.4
Equity ratio	22.1%	18.5%	14.3%	12.9%	15.4%	
Equity ratio adjusted ²	25.7%	21.6%	17.6%	16.2%	17.8%	

In EUR m	2017	2018	2019 ¹	2020 ¹	2021	Δ20/21 (in %)
Non-current assets	2,396.9	2,476.9	3,090.5	3,538.9	3,771.3	6.6
Current assets	4,091.1	5,034.6	5,691.4	5,411.1	8,000.1	47.8
Provisions	951.6	929.9	1,084.4	1,170.4	1,227.2	4.9
Long-term debt (Ci ³)	884.4	883.1	1,301.1	1,114.2	2,717.3	>100
Long-term leasing liabilities	157.9	164.5	706.5	761.8	861.4	13.1
Short-term debt (Ci ³)	1,438.9	2,232.2	2,313.6	2,217.1	1,467.3	-33.8
Short-term leasing liabilities	8.0	11.2	68.2	72.3	76.9	6.4

1) Adjustment of year-earlier figures in accordance with IAS 8.42.

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

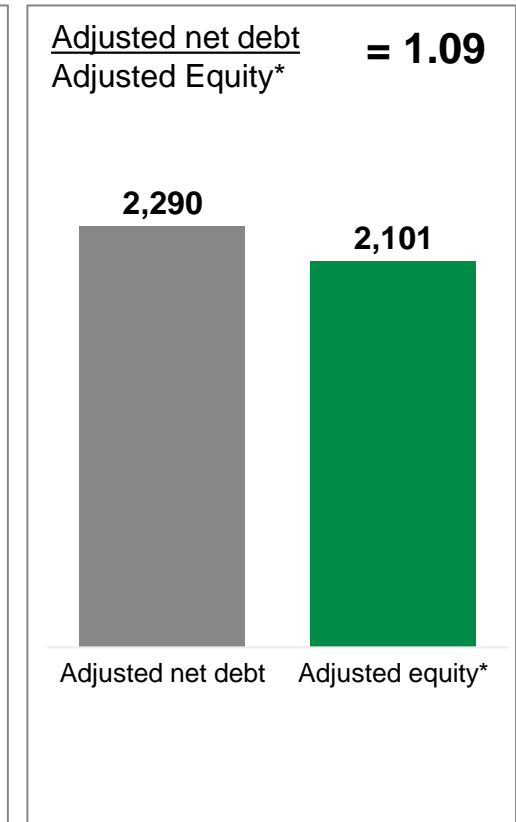
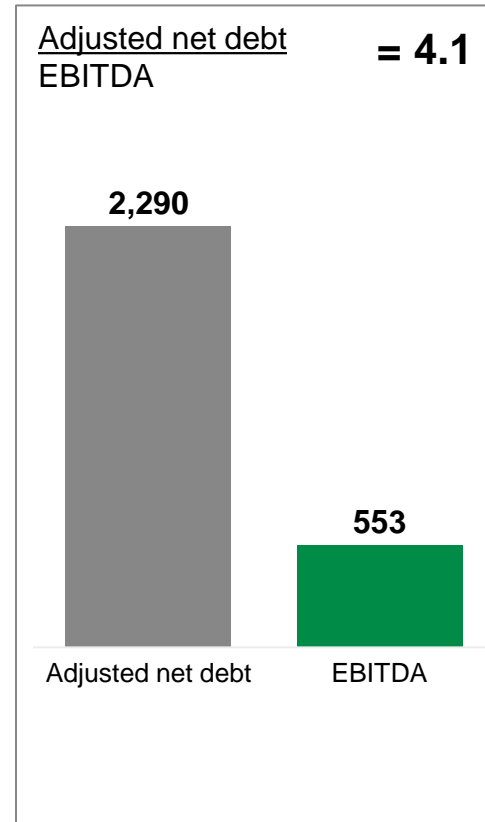
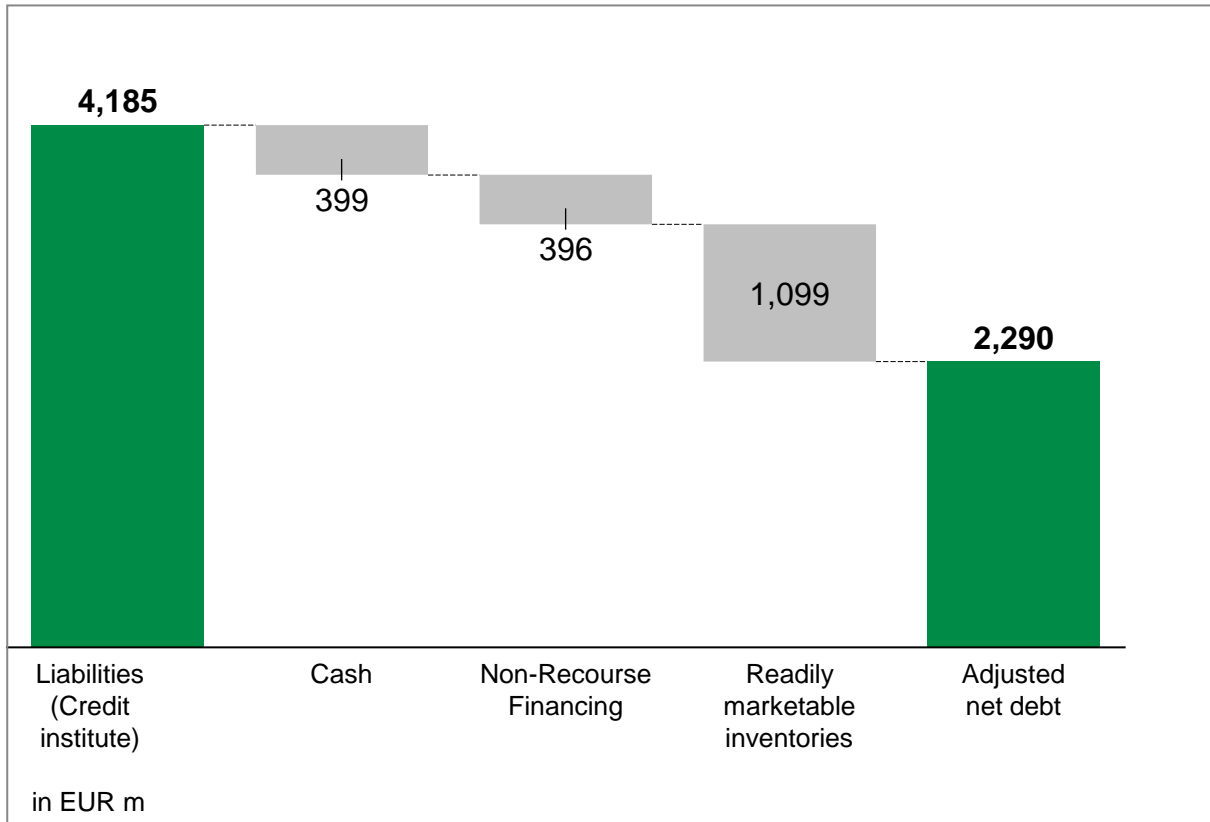
3) Ci = Credit institute

Cash Flow Statement

In EUR m	2017	2018	2019	2020 ¹	2021	Δ20/21 (in %)
Cash Earnings	168.4	238.7	213.9	399.5	491.0	22.9
Cash flow from operating activities	-170.2	-452.2	-24.9	675.9	-583.6	>-100
Cash flow from investing activities	-60.5	-243.0	-149.4	-251.5	-197.2	21.6
Cash flow from financing activities	235.9	710.8	282.6	-482.6	1,009.0	>100
Cash & cash equivalents at the start of the period	104.4	105.5	120.6	229.7	168.4	-26.7
Cash & cash equivalents at the end of the period	105.5	120.6	229.7	168.4	399.1	>100

1) Adjustment of year-earlier figures in accordance with IAS 8.42.

Adjusted net debt in relation to EBITDA and equity

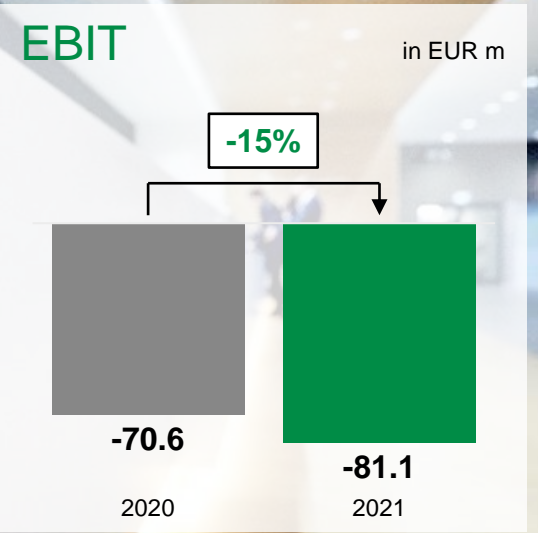
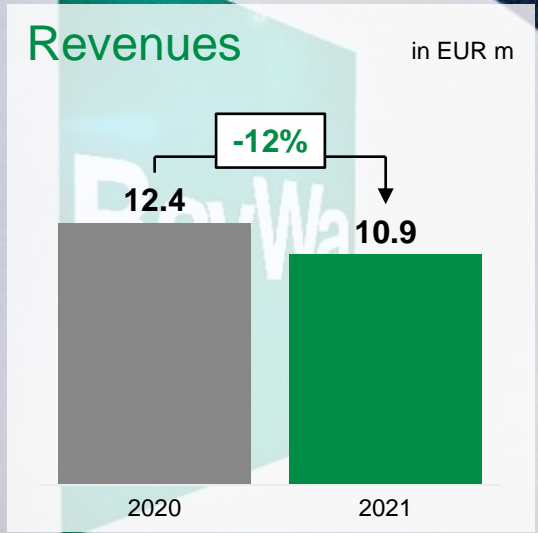


* Adjusted for the reserve formed for actuarial profits/losses in the measurement of pension provisions amounting to approx. EUR 285 million

Economic Profit 2021

In EUR m	Net Operating Profit	Ø Invested Capital	ROIC (in %)	WACC (in %)	Spread (in %)	Economic Profit
Renewable Energies	135.0	2,421.3	5.58	4.40	1.18	28.5
Energy	17.4	79.6	21.83	5.50	16.33	13.0
Cefetra Group	38.8	525.8	7.38	5.10	2.28	12.0
Global Produce	42.6	412.4	10.33	5.70	4.63	19.1
Agri Trade & Service	12.3	1,171.5	1.05	4.80	-3.75	-43.9
Agricultural Equipment	48.6	653.5	7.43	6.50	0.93	6.1
Building Materials	73.2	624.5	11.73	5.50	6.23	38.9

Other Activities 2021



- Revenues: Δ 20/21 EUR -1.5 million
- EBIT: Δ 20/21 EUR -10.5 million

- Revenue decline due to higher expenses caused by the coronavirus (coronavirus bonus, IT equipment, along with hygiene and protective measures for employees)
- Value adjustment at the subsidiary in Hungary
- Higher consultancy costs (Emerald project and syndicated financing)

OUTLOOK 2022

- Rising income from participating investments consolidated at equity and dividend
- Lower expenses for COVID-19



BayWa

**Thank you for your
attention**

Munich, 25 March 2022

Prof. Klaus Josef Lutz, CEO

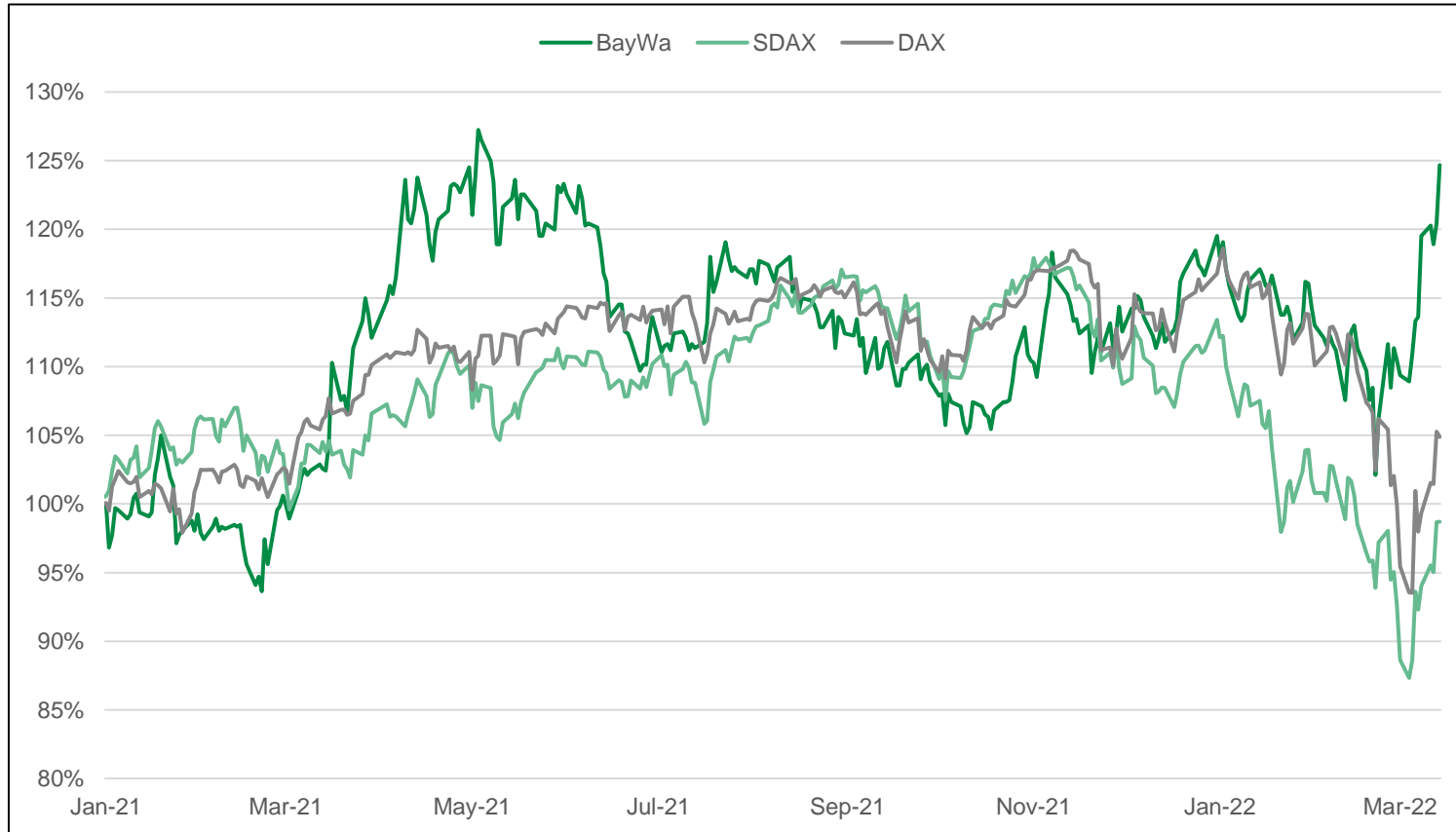
Andreas Helber, CFO

Marcus Pöllinger, Vorstandsmitglied

04

Appendix

BayWa Share 2021/22: Price performance compared with the SDAX and DAX



1 January 2021 to 17 March 2022:
performance & closing price¹

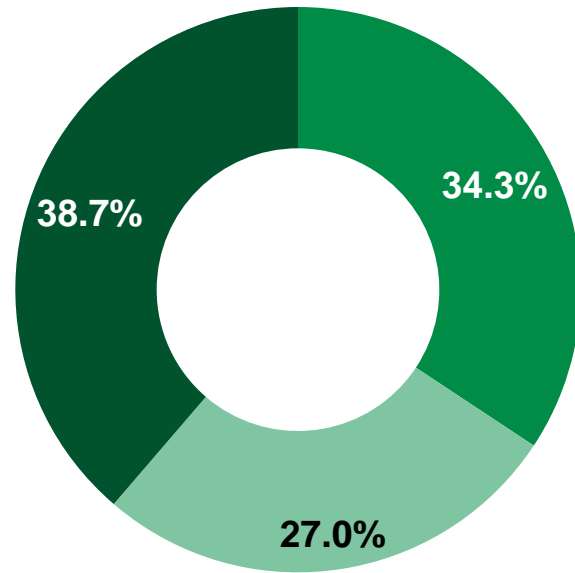
BayWa 24.7%	41.20€ closing price
SDAX -1.3%	14,572.59* closing price
DAX 4.9%	14,388.06* closing price

Source: 1) Frankfurt Stock Exchange

*Points

BayWa Share 2021

Shareholder structure (31/12/2021)



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

BayWa share profile (31/12/2021)

Stock exchanges	Frankfurt, Munich, Xetra
Segment	Official Market / Prime Standard
Security code	no. 519406 and 519400
ISIN	DE0005194062 and DE0005194005
Share capital	EUR 91,250,199.04
Number of shares	35,644,609
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)

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Financial Calendar 2022



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.