



**Living the future
together**

BayWa

Key data at a glance

BayWa Group

In € million	2016	2017	2018	2019	2020
Revenues	15,409.9	16,055.1	16,625.7	17,059.0	17,155.4
Energy Segment	2,976.0	3,594.7	3,968.5	4,474.3	4,245.8
Agriculture Segment	10,884.5	10,836.5	11,015.9	10,857.5	10,988.0
Building Materials Segment	1,530.1	1,606.1	1,617.5	1,702.8	1,899.0
Innovation & Digitalisation Segment	6.0	6.9	10.7	10.6	10.2
Other Activities	13.3	10.9	13.1	13.8	12.4
EBITDA	272.6	318.4	315.3	403.0	468.4
EBIT	144.7	171.3	172.4	188.4	215.2
Energy Segment	83.1	85.0	96.0	127.4	142.7
Agriculture Segment	70.1	82.1	100.1	96.6	107.1
Building Materials Segment	28.5	30.1	31.1	32.1	46.9
Innovation & Digitalisation Segment	-8.6	-10.8	-12.3	-14.6	-10.9
Other Activities	-28.6	-15.2	-42.5	-53.1	-70.6
EBT	69.6	102.4	92.6	79.2	111.2
Net income for the year¹	52.7	67.2	54.9	65.1	61.3
Thereof: profit due to minority shareholders	21.6	27.9	22.6	24.4	24.7
Thereof: profit due to shareholders of the parent company ¹	31.1	39.3	32.3	40.7	36.6
Total assets (as at 31/12)¹	6,474.9	6,488.0	7,511.5	8,847.6	9,044.4
Non-current assets ¹	2,355.7	2,396.9	2,476.9	3,257.0	3,707.6
Current assets	4,094.2	4,077.4	5,030.4	5,585.9	5,331.7
Non-current liabilities	2,292.2	2,065.7	2,074.7	3,131.5	3,036.0
Current liabilities	3,084.3	2,986.8	4,047.7	4,377.1	4,752.3
Equity ¹	1,098.3	1,435.5	1,389.1	1,339.0	1,256.1
Equity ratio in %	17.0	22.1	18.5	15.1	13.9
Share capital (as at 31/12) in € million	89.3	89.6	89.9	90.3	90.6
Number of shares (as at 31/12) in million shares	34.9	35.0	35.1	35.3	35.4
Dividend per share in €	0.85	0.90	0.90	0.95	1.00²
Number of employees (as at 31/12)	16,711	17,323	17,864	19,193	21,207

1. The previous year's figures have been adjusted in accordance with IAS 8.42. For further details, please see (A.5.) of the Notes to the Consolidated Financial Statements in BayWa AG's Consolidated Financial Statements 2020.

2. Subject to approval by the Annual General Meeting

Editorial

Dear Readers,

Successful companies often set themselves apart by embracing a shared set of values. That is very much the case at BayWa too. We are there for people: BayWa serves basic human needs, providing solutions for food, shelter, warmth and mobility – as it has for nearly 100 years. In 2020, fulfilling this mission was particularly important in helping the world master the tremendous challenges associated with the coronavirus pandemic. Still, the wide-ranging restrictions on economic activity pose a serious threat to the existence of many self-employed individuals, as well as small and medium-sized businesses. With our campaign “Verbunden – auch in der Krise” (united – even in the crisis), we are embodying solidarity by supporting these businesses and entrepreneurs in implementing creative strategies to make it through these tough times together and gain a new outlook.

Despite these difficult conditions, BayWa generated the best business results in the company’s history in 2020, with all segments making a contribution. This success is the result of our joint efforts over the past few years. We have opened up new and promising business sectors, especially internationally, while strengthening existing activities and gearing our business portfolio towards the future. That is something all of the company’s stakeholders are benefiting from. One major step forward with the future in mind was opening up BayWa r.e. renewable energy GmbH for an external investor in 2020. The additional 530 million euros in equity enables BayWa r.e. to do an even better job of seizing opportunities around the world for the further expansion of renewable energies – for the



Prof. Klaus Josef Lutz,
Chief Executive Officer of BayWa AG

benefit of BayWa and its shareholders, and in the interest of global climate protection.

Our goal is to successfully shape the future in a way that is both sustainable and economically sound. To achieve this, we are leading the way by exploring new business models, trying out innovative and sustainable concepts for the benefit of our customers and making our business activities and processes fit for the future. You will find a selection of our initiatives and projects on the following pages. For us, living the future together – especially in these times, in light of the prevailing political and bureaucratic obstacles – is an expression of corporate responsibility.

With the very best regards,

A handwritten signature in black ink, appearing to read 'Klaus Lutz', written in a cursive style.

Prof. Klaus Josef Lutz

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The Company

Companies have a future if they offer their customers benefits and provide solutions for the challenges to come. BayWa AG thinks and acts with this philosophy in mind, brings fresh momentum to its existing activities and taps into innovative business areas. The company, with its Energy, Agriculture and Building Materials Segments, has evolved into a provider of integrated customer solutions both regionally and internationally – as a leading project management company for renewable energy plants, as a pioneer in digital applications and as a reliable partner for domestic agriculture. This range gives BayWa stability and a wide spectrum of growth potential.

BayWa pursues solid and profitable growth while keeping an eye on its responsibility for the common good and the interests of future generations. Increasingly, sustainability is the driving and motivating factor behind the strategic orientation – with an impact at all levels: in the long-standing business with customers from the agricultural, conventional energy and building materials sectors; in the intensification of the renewable energy business; in new, sustainable ideas; and not least within the company itself.

Through its Group-wide climate strategy and the aim of being climate neutral from 2030 onwards, BayWa is making an active contribution to limiting climate change – and success-

fully so. To enable it to promote the expansion of renewable energies with even greater strength and momentum, BayWa completed a capital increase at the BayWa r.e. in 2021. Going forward, BayWa r.e. will have access to an additional €530 million in funding to help it take action on its well-filled project pipeline even faster.

As an employer, BayWa also acknowledges its responsibility: About 21,000 people of various nationalities work on behalf of BayWa in about 50 countries worldwide. Their origins, ideas and ways of thinking differ, as do their gender identities, ages, religion, personal experiences and individual skills. BayWa sees this very diversity as a tremendous opportunity for the company's further development.



¹ Cefetra Group (formerly: BayWa Agri Supply & Trade – BAST)

As at 01/03/2021



50

The BayWa Group is represented in about 50 countries worldwide.



The Board of Management of BayWa AG: (from left) Marcus Pöllinger, Reinhard Wolf, Prof. Klaus Josef Lutz, Matthias Taft, Andreas Helber; picture taken before the coronavirus pandemic

The Board of Management

Prof. Klaus Josef Lutz
Chief Executive Officer
 since 01/07/2008

Corporate Audit, General Counsel, Corporate Environment, Health & Safety, Corporate Governance, Corporate HR, Corporate M&A, Corporate Marketing, Corporate Risk, Corporate Strategy & Innovation, Corporate Sustainability, Corporate IT, PR/Corporate Communications/Public Affairs, BayWa Foundation, Cefetra Group, Global Produce, Chairman of the executive and supervisory committees of the international agriculture and fruit holdings

Andreas Helber
Chief Financial Officer
 since 15/11/2010

Corporate Controlling, Corporate Finance & Accounting, Corporate Insurance, Corporate Real Estate Management, Investor Relations, Business Services, Member of the executive and supervisory committees of the international agriculture and fruit holdings

Marcus Pöllinger¹
 since 01/11/2018

Agri Trade & Service and Agricultural Equipment, Building Materials, Innovation & Digitalisation, Member of the executive and supervisory committees of international Group companies in agricultural trade, building materials and agricultural equipment

Matthias Taft¹
 since 01/04/2015

Conventional Energy, Renewable Energies (BayWa r.e. renewable energy GmbH), Chairman of the executive and supervisory committees of the international energy holdings

Reinhard Wolf
 since 01/09/2013

RWA Raiffeisen Ware Austria Aktiengesellschaft, Korneuburg, Austria

Allocation of departments as at 01/03/2021

¹ Supplement: Following completion of the capital increase at BayWa r.e. renewable energy GmbH on 18 March 2021, the company was converted into an Aktiengesellschaft, or stock corporation under German law. Since the change in legal form and renaming, Matthias Taft has been the CEO of the new BayWa r.e. AG and has stepped down from the Board of Management of BayWa AG. As a result, responsibility for the Conventional Energy business unit has been handed over to Marcus Pöllinger. In his role as Chairman of the Supervisory Board of BayWa r.e. AG, Prof. Klaus Josef Lutz is responsible for the renewable energies business.

Living together

Food, shelter, warmth and mobility are basic human needs. Making sure people can meet them at all times is a special responsibility. At BayWa, this mission goes back to its cooperative roots and remains at the heart of what it does to this day. The enormity of this task is not always apparent at first glance. Yet by supplying farmers with everything they need to bring their fields to life and bring in a good harvest, BayWa does more than just help growers of agricultural products – BayWa helps people: for them, it means food.



The day-to-day life of a fictitious family – consisting of mother (architect), father (city employee), son (primary school pupil) and daughter (secondary school student) – shows us where and when people come into contact with BayWa, both directly and indirectly.

The times are changing, and with them the challenges we face. Today, BayWa is already thinking in the categories of tomorrow and is developing innovative solutions that make a difference – so that it can continue beneficially and sustainably fulfilling its mission of helping people to meet their basic needs in the future.

the future



A multi-pronged approach to CO₂-optimised mobility.
More on p. 11



Dual harvest and additional protection for sensitive crops.
More on p. 17

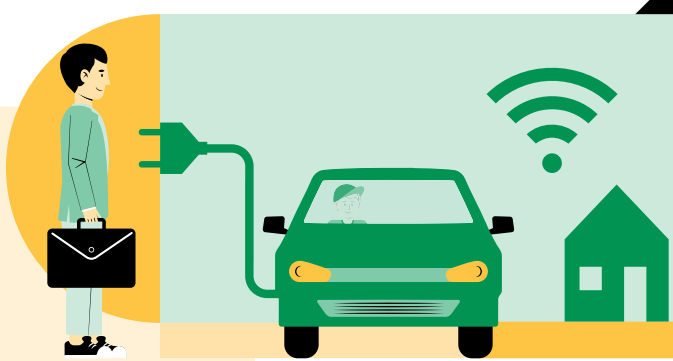


Artificial intelligence for appetising tropical fruits.
More on p. 19



Urban living for local climate action.
More on p. 23

A day with BayWa



From a choice of wall boxes to separate billing of charging energy for company cars and household electricity, **BayWa is making e-mobility possible.**



Bread and milk on the table: **BayWa supplies mills with grain for bread. Modern stalls and milking equipment from BayWa ensure animal welfare.**



BayWa's diversity makes it possible for washing machines to run on **electricity generated by solar panels** while **wood pellets** keep the home warm.





Understanding nature by planting trees: “Die Waldschule” (forest school) is just one of the projects spearheaded by the **BayWa Foundation** to **teach children about nature and the environment.**



Ready for winter: Local authorities can order vehicles for grounds and road maintenance from BayWa’s Agricultural Equipment business unit. **Service and maintenance** are available at the **BayWa workshops.**



A healthy break: **BayWa is a major supplier** for the food retail industry, with fresh fruit and vegetables year-round, as well as fresh tropical fruits.



Building for the future with **BayWa: healthy building materials** combined with intelligent energy concepts protect the climate while ensuring quality of life.



To make sure grain gets from the field to the processor on time, **BayWa guarantees 24/7 on-site service** and markets harvests.

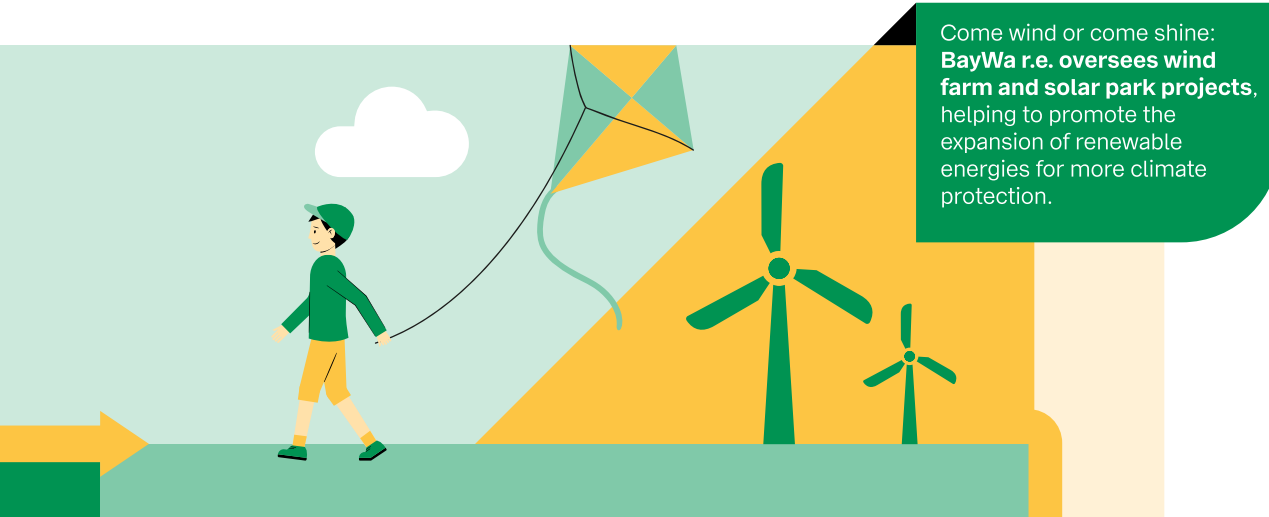


Only the best for our four-legged friends: **BayWa's Agri Trade & Service business unit** offers a wide selection of feed and care products for horses.

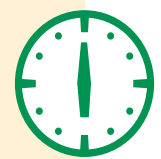
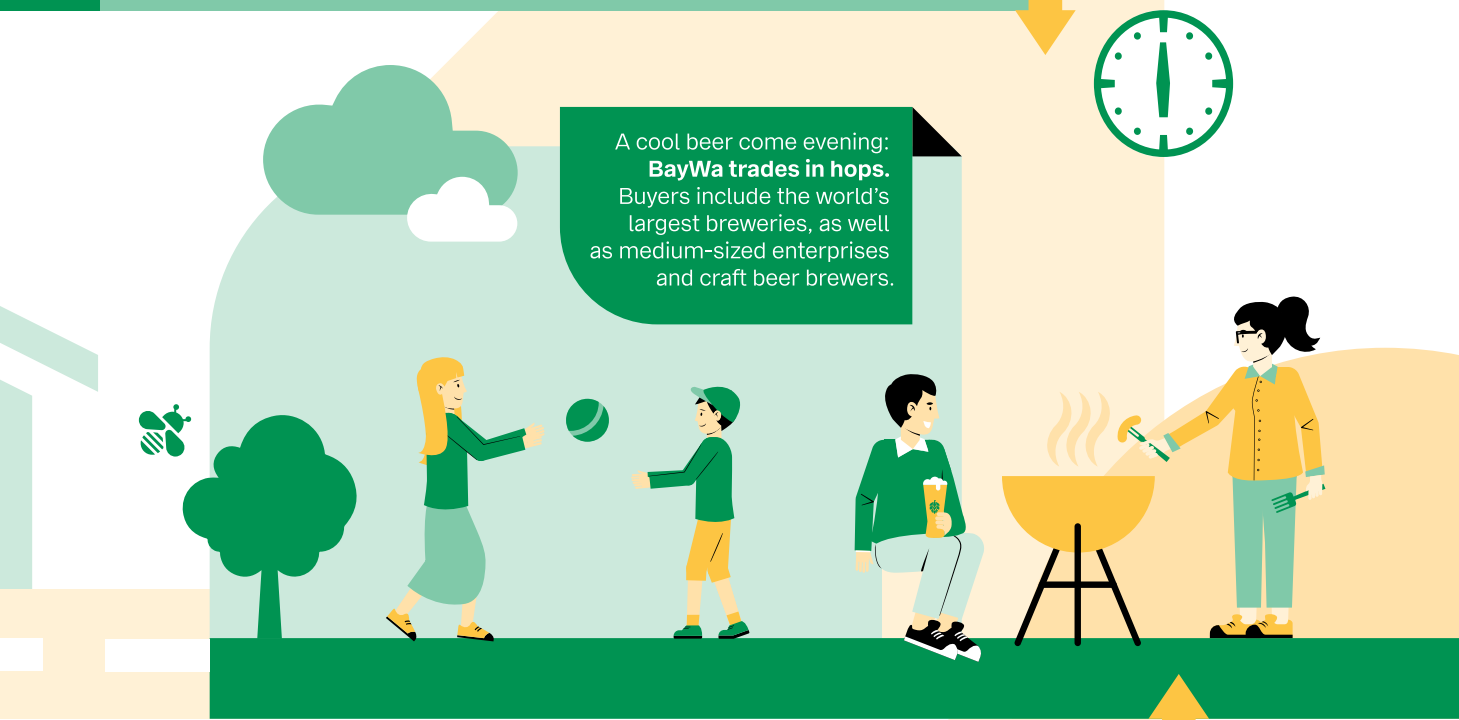
A partner for all types of agriculture: **BayWa continues to expand its range for organic agriculture** and markets the harvests of organic farmers.



Everything is better when advice and service go hand in hand. **The BayWa installation service for windows and doors** is just one example.



Come wind or come shine: **BayWa r.e. oversees wind farm and solar park projects**, helping to promote the expansion of renewable energies for more climate protection.



A cool beer come evening: **BayWa trades in hops**. Buyers include the world's largest breweries, as well as medium-sized enterprises and craft beer brewers.



Order regional food online, the easy way: **BayWa's radimundi platform** brings people and agriculture closer together.



Energy Segment

The Energy Segment pools renewable energies and the trade in conventional energy sources. Under the umbrella of BayWa r.e. renewable energy GmbH, the Renewable Energies business unit covers the entire project business in the field of wind and solar energy. BayWa r.e. also trades in photovoltaic components and storage technology for installers and develops innovative solutions for the provision of energy. Along with Europe and North America, BayWa r.e. is active in the Asia-Pacific region and in Australia. In the Conventional Energy business unit, BayWa sells heating oil, fuels, lubricants, AdBlue as well as wood pellets and heating solutions, mainly in southern Germany and Austria. BayWa Mobility Solutions GmbH rounds off BayWa's spectrum with solutions in the field of CO₂-optimised mobility: offerings in the areas of electromobility, liquefied natural gas (LNG) and digital mobility.

Key figures for 2020

€4.2 bn

in revenues

25%

share in consolidated revenues

3,289

employees (number/annual average)



Connected to the grid

Electromobility is booming in Germany. That dynamic development is reflected in the growth of business at BayWa Mobility Solutions GmbH (BMS). The fast expansion of a dense and powerful charging infrastructure is the basis for zero-emission mobility. BMS therefore acquired Hilmar Eichholz – a Berlin-based company specialising in buried cable construction, electrical installation and e-mobility – on 1 October 2020. By taking this step, the BayWa subsidiary is enhancing its depth of value creation, strengthening its expertise in the field of buried cable construction and making itself less dependent on external service providers. As part of the acquisition, BMS is significantly expanding its installation network in Germany. In addition to project offices in Bamberg, Berlin, Bremen, Cologne and Munich, further locations are planned nationwide.



Key data of the Energy Segment

In € million	2016	2017	2018	2019	2020
Revenues	2,976.0	3,594.7	3,968.5	4,474.3	4,245.8
EBIT	83.1	85.0	96.0	127.4	142.7
Employees (number/annual average)	1,911	2,079	2,407	2,812	3,289

Key operating data of the Energy Segment

	2016	2017	2018	2019	2020
Renewable Energies					
Wind, realised output capacity ¹ in MW	121.1	182.6	61.9	125.4	352.7
Wind, sold output capacity ² in MW	89.2	260.2	116.2	282.8	364.6
Solar, realised output capacity ¹ in MW	141.3	222.3	153.3	307.3	393.7
Solar, sold output capacity ² in MW	123.7	147.7	324.0	628.3	302.3
Biogas, realised output capacity ¹ in MW	2.6	–	–	–	–
Biogas, sold output capacity ² in MW	–	6.6	12.3	0.5	0.1
PV trading, sold capacity in MWp	272.3	425.4	544.1	927.0	1,179.0
Biomethane, sold output capacity in GWh	1,338.0	1,550.0	1,280.0	–	–
Geothermal, sold output capacity ² in MW	11.0	–	–	–	–
Conventional Energy					
Sales volume in ktonnes					
Heating oil	1,013.9	1,024.9	936.0	1,002.6	1,022.9
Fuels	1,477.5	1,499.0	1,690.9	1,522.9	1,123.9
Lubricants	25.6	27.1	26.4	25.5	21.8
Wood pellets	401.3	457.6	464.1	576.9	616.2
Number of filling stations	272	279	281	125	124

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

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

Energy Segment

Renewable Energies*

- Solar energy
- Wind energy
- Operational management
- Independent power producer (IPP)
- Energy trading
- Solar trading
- Energy solutions

* Activities pooled in BayWa i.e. renewable energy GmbH

Conventional Energy

- Liquid fuels
- Lubricants
- Wood pellets
- Contracting
- Filling stations
- CO₂-optimised mobility
- Building services

CO₂-optimised mobility

Germany plans to reduce greenhouse gas emissions by 55% by 2030 and achieve climate neutrality, along with the entire European Union, from 2050 onwards. Every sector of the economy – including mobility – is supposed to contribute to achieving these goals. Businesses and private households need to adapt to new legal conditions. Since its introduction in early 2021, for example, carbon pricing has been making trips to the filling station more expensive for vehicles with combustion engines. By contrast, incentive schemes for electric cars have been making alternative forms of personal mobility more attractive for years now.

So how can CO₂-optimised mobility make an even bigger impact in people's private lives and in the business world? BayWa Mobility Solutions GmbH (BMS) is taking on this task and is providing a wide range of solutions for electromobility, liquefied natural gas (LNG) and digital mobility. In the field of electromobility, BMS focuses on advice and planning, as well as the installation, technical operation, repair and maintenance of charging infrastructure. By the end of 2020, some 35,000 public charging stations had been installed. That number is set to rise to just under

400,000 by 2025. BMS is active in this future market. It provides e-mobility solutions for private customers and agriculture, as well as fleet solutions for corporate fleets, for the property sector and for retail businesses. This field still harbours tremendous potential: in late 2020, for example, BMS started installing 250 quick charging stations at 80 locations of the DIY store chain Hellweg in Germany.

In addition to its activities geared towards the expansion of charging infrastructure, the product range of the wholly-owned BayWa subsidiary also includes filling station and charging cards, which allow users to take advantage of green electricity to charge their electric cars at over 95% of the public charging stations across Germany. BayWa also offers its customers an individual price and discount basis at over 3,000 conventional filling stations, public charging stations and at home. But the development efforts do not stop there: with plug&charge, BMS has joined forces with partners to launch a project that will allow vehicles and charging stations to communicate directly with each other in future – without driver interaction and without a charging card.



Connected to the grid

Electromobility is booming in Germany. That dynamic development is reflected in the growth of business at BayWa Mobility Solutions GmbH (BMS). The fast expansion of a dense and powerful charging infrastructure is the basis for zero-emission mobility. BMS therefore acquired Hilmar Eichholz – a Berlin-based company specialising in buried cable construction, electrical installation and e-mobility – on 1 October 2020. By taking this step, the BayWa subsidiary is enhancing its depth of value creation, strengthening its expertise in the field of buried cable construction and making itself less dependent on external service providers. As part of the acquisition, BMS is significantly expanding its installation network in Germany. In addition to project offices in Bamberg, Berlin, Bremen, Cologne and Munich, further locations are planned nationwide.



Renewable Energies

With storms, floods, melting polar caps and glaciers, heat waves, droughts and failed harvests, climate change can be felt everywhere and is one of the greatest challenges of our time. For years, BayWa has been committed to climate protection and has set itself the Group-wide goal of making all operating activities climate neutral from 2030 onwards. Climate protection cannot succeed without an energy transition. BayWa has been active in the fields of renewable energies since 2009. Through its Renewable Energies business unit, it is seizing the resulting potential for growth and is driving the expansion of renewable energies with innovative solutions. Today, the BayWa r.e. renewable energy GmbH – which pools all of the business unit's activities and has already been climate neutral since 2018 – is a leading global developer, project developer, service provider, wholesaler and provider of energy solutions in the fields of renewable energies.

As a full-service partner, BayWa r.e. covers all material links in the renewable energy value chain. Its business portfolio is diversified in three ways – by country, energy carrier and business activity. This strategy opens up wide-ranging growth potential, reduces risks and stabilises business development. Business activities

are divided into three business divisions: Projects, Operations and Solutions.

The Projects business division is globally active in the project business, from planning, project management and the construction of wind farms and solar parks through to the sale of finished renewable energy plants. Among the projects launched in 2020 is Poland's largest solar park. At 64 megawatts (MW), it also makes do without subsidies. Further wind and solar energy projects in Poland could follow, and an expansion to 1 gigawatt (GW) of installed output appears feasible in the medium term. In total, BayWa r.e. has already connected over 4 GW in installed output to the grid since 2013.

The Operations business division comprises planning and technical services, the technical and commercial management of existing plants, the maintenance of plants, as well as energy trading and the marketing of electricity from own plants as an independent power producer (IPP). Branches in Europe, the US and South East Asia guarantee international BayWa r.e. customers 24-hour service and currently provide support for plants around the world with an installed total output of around 10 GW. In energy trading, BayWa r.e. focuses on the

BayWa r.e. maintains renewable energy plants with a total of around 10 gigawatts. Therefore, service staff sometimes have to go to dizzying heights to get the job done.





With eight floating solar parks currently in operation, BayWa r.e. leads the European floating PV market.

marketing of electricity from renewable energy plants with and without government subsidies. With an increase from around 4 GW to over 7 GW, enormous growth was achieved at the start of 2021.

Solar Trade and Energy Solutions are further business sections of BayWa r.e. As one of the world's leading wholesalers, BayWa r.e. markets and sells PV systems and components and maintains a vast network of over 11,000 installers and sales partners. In this area, BayWa r.e. has already delivered solar modules with a cumulative total output of more than 4.6 GW worldwide. Energy Solutions focuses on the development and implementation of tailored energy solutions for commercial and industrial customers, from own generation to the provision of green energy.

All signs point to further dynamic growth in renewable energies. There will be a large increase in demand for green energy once Germany's last nuclear power plant goes offline in 2022 and the use of coal to generate electricity ends by 2038, to name just two examples. Meanwhile, the need for electricity is rising, thanks in no small part to the expansion of electromobility. At over 13 GW, BayWa r.e. has a well-filled project pipeline, especially in Europe, the US and the Asia-Pacific region. To do an even better job of seizing this potential, BayWa r.e. conducted a capital increase in 2021, bringing in €530 million in additional equity – valuable capital for making even faster progress on expanding renewable energies with further plants and innovative solutions. With a 51% stake, BayWa continues to hold a majority share in BayWa r.e. The remaining 49% are held by the Swiss company

Green hydrogen

Hydrogen, produced with the help of renewable energies, has the potential to significantly reduce greenhouse gas emissions, especially in the industrial sector and on the road. BayWa r.e. is active in this market of the future. In cooperation with its Dutch subsidiary GroenLeven and the Dutch power grid provider Alliander, the company has launched a hydrogen product to gain practical experience. The project involves using energy from a solar park to convert water to green hydrogen through electrolysis. That hydrogen can be stored, helping to advance the energy transition without placing an additional burden on the power grid. Hydrogen use and production play an important role in the Green Deal of the European Union (EU), which aims to achieve climate neutrality from 2050 onwards. The goal is to create production capacities for green hydrogen of at least 6 gigawatts in the EU by 2024.

Energy Infrastructure Partners (EIP), who act as a strategic partner. In addition to the current strategy, BayWa r.e. is evolving into an independent power producer (IPP). As a result, it will operate selected solar parks and wind farms itself with a total output of up to 2.5 GW. This more diversified approach increases the predictability of further earnings growth.

In the financial year 2020, BayWa r.e. expanded its global activities significantly and is now active in



Agrivoltaics lets farmers make dual use of their land – to produce food and energy. More on page 17.

30 countries worldwide. The completed projects, transactions, new energy solutions and investments in digital business models reflect the broad spectrum. In late 2020, the Amadeus wind farm near Abilene, Texas, started to feed electricity into the grid. With 96 wind turbines and an installed output of 250 MW, Amadeus is BayWa r.e.'s largest completed onshore wind energy project to date. On the other side of the Pacific, BayWa r.e. commissioned its first two solar parks in Japan in 2020, which together generate electricity for around 20,000 households. Two more solar parks are set to follow in Japan in 2021. At home in Bavaria, BayWa r.e. built a solar park next to an existing wind farm to create a solar-wind hybrid project that can be used to optimise the capacity utilisation of the shared connection to the grid.

The internationality and technical diversity of BayWa r.e. are also reflected in the sale of plants. The Bomhofsplass solar park, installed as a floating system on a decommissioned coal mining lake near the Dutch city of Zwolle, is just one example. This floating PV project is the largest of its kind in Europe and was overseen by BayWa r.e. and its subsidiary GroenLeven. The Tordesillas solar park in central Spain, which has now been sold, is another example. It operates without government subsidies or guaranteed feed-in tariffs and is profitable solely on the basis of the market price for electricity. BayWa r.e. is also active on the other side of the globe: In Malaysia, it planned and built two solar parks with a total output of 44 MW. Both solar parks were sold in the autumn of 2020.

BayWa r.e. also sees it as its mission to make it easier for private households to use green electricity. Therefore, in the autumn of 2020, for example, it launched the "sonniQ" home energy management system. This innovative package solution consists of a solar array, storage system, energy manager and a user-friendly app. A home charging station for electric cars and a cloud-based energy product can be additionally selected for a flat-rate fee. At the heart of sonniQ is an intelligent energy manager that connects and intelligently coordinates all energy management components at home. What makes it unique is that the implemented components can come from different manufacturers. Customers can also take advantage of a user-friendly app to get an overview of their current electricity production, consumption and costs.

Making it easier for laypeople to access renewable energies is also the mission of the Berlin-based start-up Zolar and its online configurator, which takes care of every step involved in the design of photovoltaic systems. Thanks to the platform's user-friendly interface, even private individuals with little expertise in the field can make well-founded choices. BayWa r.e. Energy Ventures GmbH – a scout and sponsor of start-ups that develop innovative solutions in the fields of digitalisation, storage and e-mobility – once again helped finance Zolar to support the up-and-coming company in expanding its business model and venturing into further international markets.

Conventional Energy

Measures to protect the climate increasingly play a pivotal role in energy, heating and mobility. As a result, they also have a significant influence on the Conventional Energy business unit. While BayWa continues reliably supplying rural regions in particular with heating oil, fuels and lubricants, it is also driving progress on the expansion of CO₂-optimised concepts, thereby opening up future-oriented markets. In many areas, BayWa also acts as a pioneer, as illustrated by its activities in electromobility, the use of environmentally friendly gases, carbon-neutral fuels or innovative contracting solutions.

Customer benefit shapes the product mix, as demonstrated by the examples of wood pellets and LNG. These rod-shaped compressed pellets made of wood continue to gain importance as a regionally produced renewable heating material. With its premium wood pellets from sustainable forestry, BayWa is the market leader in southern Germany. The “pellet tracker” – which measures the numbers of pellets in stock and notifies the customer via a smartphone app – is the most recent addition to BayWa’s range of products and services. For both economic and climate-protection reasons, logistics plays a major role when it comes to wood pellets. That is why BayWa also provides logistics services for partners under the independent “pellog” brand for the delivery of wood pellets.

Another example is LNG: As a fuel, liquefied natural gas offers major advantages compared to conventional

E-mobility starts at home

When deciding whether to buy an electric car, the issue of charging possibilities is often the biggest argument against making a purchase. BayWa Mobility Solutions GmbH (BMS) is here to help: With the www.chargemondo.de configuration platform, it offers easy-to-follow and intuitive guidance for private customers that users can rely on to get a custom-tailored package solution for a garage or carport charging station in just a few clicks. An individualised offer is sent out by e-mail. BMS also takes care of delivering and setting up the hardware, registering the charging station with the grid operator and helping buyers apply for KfW funding.

diesel fuel, especially for heavy goods transport. A network of filling stations exists, meaning that key logistics routes are covered. The task at hand now is to strengthen the LNG filling station network. BayWa Mobility Solutions GmbH is doing its part to promote the development and expansion efforts. In March 2020, its first LNG filling station opened in Wolfsburg. Stations in Nördlingen, Nuremberg and Munich-Eching followed over the course of 2020. By operating these four stations, BayWa was able to save some 3,000 tonnes of greenhouse gas emissions. Bio-LNG (liquefied biomethane) makes it possible to reduce greenhouse gas emissions even further, which is good for the environment and offers potential for BayWa.

Filling up on LNG and reducing greenhouse gas emissions is the fastest way for heavy goods transport to help protect the climate.





Agriculture Segment

In the Agriculture Segment, BayWa covers the entire value chain from the field to the marketing of products, making it one of Europe's leading trading companies with a global reach. Its range of services includes international trade and logistics for select agricultural commodities and specialities, as well as the sale of agricultural inputs and feedstuffs, predominantly in Germany and Austria. The Global Produce business unit also makes the Group a global player in fruit and vegetable trading, allowing it to market a wide range of pome fruit, tropical fruits and other high-quality fruit and vegetable products around the world. Machinery for agriculture as well as the municipal sector, along with the construction and maintenance of agricultural buildings and systems, are another core competence of BayWa. The offerings range from the sale of new machinery, maintenance and repairs, to the marketing of used machinery.

Key figures for 2020

€11.0 bn

in revenues

64%

share in consolidated revenues

11,762

employees (number/annual average)



Precious water

Increasingly frequent regional droughts illustrate that water is also becoming a scarce resource in Germany. BayWa focuses on the special irrigation, drainage and water quality needs of individual customer groups. For large-scale crops, BayWa offers a full range of products and services for water management, from sprinkler irrigation to satellite-based irrigation of specific plots of land. The result is water and energy savings of up to 30%. Speciality and permanent crops such as wine, hops, vegetables, bush and tree fruits, and saplings benefit from BayWa's technical expertise in micro-irrigation, a particularly efficient and eco-friendly method of getting water and nutrients directly to the roots of each individual plant.



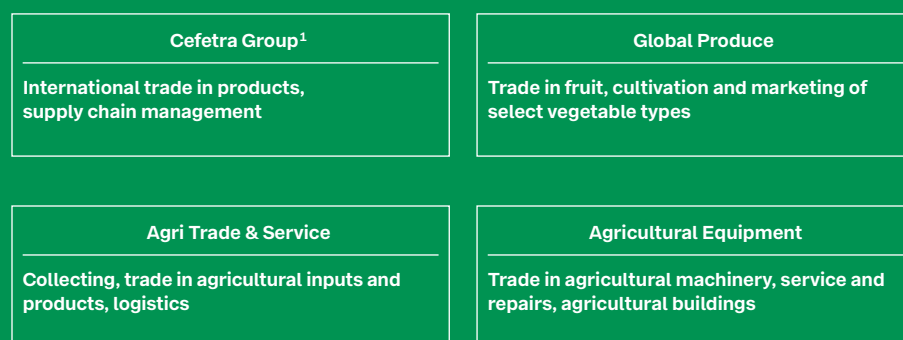
Key data of the Agriculture Segment

In € million	2016	2017	2018	2019	2020
Revenues	10,884.5	10,836.5	11,015.9	10,857.5	10,988.0
EBIT	70.1	82.1	100.1	96.6	107.1
Employees (number/annual average)	10,212	10,613	10,428	10,580	11,762

Key operating data of the Agriculture Segment

Sales volume in ktonnes	2016	2017	2018	2019	2020
BAST¹/Agri Trade & Service					
Grain	21,512.4	21,859.9	19,116.4	20,188.6	20,189.2
Oilseed and additional products	12,275.4	11,514.2	13,946.8	12,054.0	11,299.7
Fertilizers	2,429.4	2,414.9	2,268.5	2,317.2	2,388.4
Seed	256.8	265.5	251.6	236.9	262.3
Feedstuff	1,632.7	2,051.3	2,639.0	2,549.9	2,525.4
Global Produce					
Dessert pome fruit	205.7	256.3	260.7	247.6	322.2
Soft and stone fruit	25.1	14.1	17.0	27.8	30.2
Tropical fruits	81.8	58.0	59.1	86.8	122.9
Vegetable fruits	19.4	20.3	15.1	18.3	23.9
Agricultural Equipment					
Number of tractors sold – new	3,529	3,659	4,815	4,617	5,882
Number of tractors sold – used	1,663	1,873	1,760	1,936	2,215

Agriculture Segment



¹ Effective 1 January 2021, the BayWa Agri Supply & Trade (BAST) business unit was renamed Cefetra Group.

Double harvest

How can farmers grow raspberries while generating electricity on the same field? With agrivoltaics (Agri-PV), the solution that brings sustainable agriculture and energy generation together – all while benefiting the cultivation and growth of crops. Installed above the crops, the translucent solar modules reduce the risk of weather-related crop and quality losses. In addition, they are more durable than conventional protection systems and therefore environmentally friendly. By making dual use of the land, Agri-PV also defuses the conflict between producing food and generating energy. For farmers, Agri-PV provides an additional source of energy and income, allowing agriculture even to contribute to the energy transition and climate protection.

Agri-PV is already established in China, Japan and South Korea but is still a new concept in Europe. However, BayWa r.e. is a leader in Europe and completed one of the largest Agri-PV plants in Babberich in the Netherlands in 2020. There, 10,250 semi-transparent solar modules developed in-house cover a 3.2-hectare raspberry field, capable of

supplying some 1,250 households with green electricity. The solar modules protect the raspberries from hail, heavy rain and extreme sun.

The next four projects with different kinds of berries are already being planned. The dual use of land for growing food and generating energy has tremendous potential, especially for permanent fruit and wine crops. In addition to helping to protect crops, Agri-PV is associated with another positive aspect: the green electricity generated on-site could be used to power tractors, combine harvesters and other agricultural vehicles, one day replacing carbon-intensive diesel fuel. Here too, BayWa and the agricultural machinery manufacturer Fendt are delivering the first practical examples. At an apple orchard that has been covered with solar modules, the generated electricity is fed into the battery of a Fendt electric tractor – something that offers a world of new prospects, especially for remote fields without a connection to the power grid.



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Cefetra Group

Population growth and changing eating and nutritional habits are leading to an increasing demand for food and feedstuff. The Cefetra Group (formerly: BayWa Agri Supply & Trade – BAST) plays a vital role in the supply chain as a major supplier of feed ingredients to the European market and is constantly expanding its international presence as well as the global distribution of food ingredients.

The Cefetra Group business unit has a global sourcing network for soya, grains, co-products and specialities, to name just a few examples. Speciality products include legumes, various organic ingredients, chia, quinoa, starch and wheat gluten. The Cefetra Group covers the entire value chain, from farm origination and sourcing through to logistics and sales. Customers include compound feed producers, millers, malt houses, biofuel producers and various food ingredient industries. The annual trading volume of the Cefetra Group business unit stands at around 20 million tonnes.

The Cefetra Group business unit pursues four strategic imperatives: maintaining its leading position as supplier to the EU compound feed market,

expansion and development of speciality business and product lines, operational excellence and digitalisation, as well as comprehensive improvement of sustainability performance.

By expanding the international specialities business, the Cefetra Group is serving the food and feedstuff industry's growing and differentiated demands. At the same time, its specialities strategy is helping diversify its product portfolio. Thanks to the digitalisation strategy developed in 2020, internal administrative processes can be simplified; digital platforms with customers, suppliers and partners are increasing the efficiency of these interfaces. In the interest of sustainability, the Cefetra Group reviews and optimises the carbon footprint of the traded products throughout the whole supply chain and is aiming to create traceable supply chains. Going forward, the goal is to serve regional demand more and more with regionally produced products whenever possible in order to shorten transport routes. Moreover, the carbon footprint of the business unit is also being optimised: Since late 2020, its energy needs have been met with electricity from renewable sources.

Cefetra Group supplies feedstuff manufacturers with high-quality products – for more nutrition at the trough.





Around the world, the BayWa Group is a leading supplier of fruit and vegetables.

Global Produce

Meeting consumer demands for a wide selection of high-quality fruit and vegetables year-round is at the core of the Global Produce business unit. With its global network and products from all over the world, the business unit is a reliable and strong partner for food retailers and wholesalers alike.

As one of the leading single sellers of dessert pome fruit in Germany, BayWa acquired the New Zealand-based company T&G Global Limited (T&G Global) in 2012. T&G Global is the largest provider of apples in New Zealand, with international trade links to the Americas, Asia, Australia and Europe. In doing so, BayWa laid the foundation for the year-round marketing of dessert pome fruit from the northern and southern hemispheres. By acquiring additional players such as TFC Holland B.V. (TFC), an established distributor of fresh tropical products from around the world, the business unit further expanded its product portfolio and tapped into new procurement and sales markets.

Stable and efficient supply chains from the point of origin to the point of sale are essential, especially in times of crisis such as the coronavirus pandemic. Here, the Global Produce business unit benefited from an efficient trade and logistics network to keep customers and consumers supplied with fresh fruit and vegetables. In early 2020, with logistics chains worldwide feeling the sting of lockdowns, T&G Global acted early and chartered a cargo ship to transport freshly harvested goods from New Zealand

Optimally ripened

Due to the long journey to European supermarkets, many tropical fruits are harvested in producing countries before they can ripen optimally and are cooled during transport. This method makes it possible to delay further ripening until fruit arrives at its destination and thereby prevent losses. In order to be able to offer consumers top-quality fruit that is ripened to perfection, some types of tropical fruit undergo targeted ripening in special chambers before they hit store shelves as ready-to-eat products. With this aim in mind, the Dutch BayWa subsidiary TFC recently started using the innovative Softripe technology. Intelligent software lets TFC control the ripening process in the chamber, allowing fruit to ripen in a controlled manner, without stress. That not only shortens the ripening time but also consumes significantly less energy.

to Europe. The New Zealand subsidiary of BayWa also delivers on its social responsibility in its home country. The newly established foundation Fairgrow is on a mission to make it easier for people in need to gain access to healthy food. To help it achieve this goal, T&G Global relies on its own sites, some 1,200 cultivation partners and its food network in New Zealand.



A flowering field with common mallows, wild carrot, black medick, yarrows and more – good for insects, birds and small animals, and on top beautiful to look at.

Agri Trade & Service

From sowing to harvest, BayWa provides farmers in its core geographical region of Germany and Austria with all the necessary agricultural inputs, such as seed, fertilizers, crop protection and feedstuffs. As a partner that is independent of specific manufacturers, it provides farmers with consulting on both conventional and organic farming. At the same time, BayWa collects agricultural products such as grain, oilseed and hops after they are harvested and markets them to local and regional processors, as well as in export markets.

The ongoing structural change in agriculture creates a tremendous pressure to change. BayWa is rising to this development by modernising and realigning its network of sites, expanding its e-commerce offerings and optimising processes in the logistics chain. In northern and eastern Germany, it has pooled the trade in agricultural inputs, as well as the collection and marketing of agricultural products, in the wholly-owned subsidiary BayWa Agrarhandel GmbH since early 2021. Along with streamlining its location structure, the company is establishing a network of efficient central warehouses to support its mission of helping people to meet their basic needs. Sales are being geared towards integrated solutions, as the increasing digitalisation of agriculture offers opportunities to produce food efficiently and more sustainably. In its Agri Trade & Service business unit, BayWa is also focusing on entirely new technologies such as blockchain. Under the Combayn brand, BayWa will provide a variety of blockchain solutions for agriculture – devel-

oped by the subsidiary BayWa IT GmbH. The innovative technology is engineered to make value chains more transparent for everyone involved, all the way through to the customer. For example, the new system shows stakeholders the path food takes on its way from farm to fork. The first application from the portfolio, which manages sponsorships for flowering fields, has been available since late 2020.

So close, so good

Regionally produced food and online ordering services are two trends that are increasingly influencing the way consumers act. Despite appearing to be a contradiction at first, BayWa has brought these two worlds together with www.radimundi.de. The online platform, which makes regionally produced products available in a digital marketplace, was launched in late 2020. Through this digital farm shop concept, BayWa is reaffirming its sense of connection with the region and strengthening local agriculture. Erding, with its regional “echt erding” brand, acted as a pilot region. Consumers can use the Click & Collect system to order food online and pick it up on-site at the producer’s farm shop. A delivery service is planned for 2021.

Agricultural Equipment

It is impossible to imagine modern farming without high-performing, specialised and connected equipment. BayWa's Agricultural Equipment business unit sells machines, equipment and systems for agriculture, forestry and municipal services. A network of more than 170 workshops and over 460 service vehicles ensure the economic and sustainable use of all vehicles, machines and equipment owned or operated by customers – with a targeted approach that covers all manufacturers.

Increasingly, BayWa supports agriculture through overarching solution concepts. As a result, the organisational link between the Agricultural Equipment and Agri Trade & Service business units is growing even stronger. The new building in Forchheim in Upper Franconia – where workshops, agricultural storage, sales showrooms, offices and a filling station are slated to form a state-of-the-art service centre for agriculture from late 2021 – is an example of how this concept could be reflected at future sites.

The Agricultural Equipment business unit is also a driving force behind digitalisation, starting with online platforms that present the entire product range and offer an opportunity to buy and sell spare parts, accessories or used agricultural machinery. Among these digital products and services are innovative solutions such as the satellite-based irrigation program VariableRain. The digital service package enables the needs-oriented watering of agricultural land on the basis of satellite data for determining the water content of crops, regional weather data and information on soil quality. The smart farming

Thanks to satellite navigation, the Dino weeding robot achieves a precision of 2 centimetres.

Drop by drop

The increasing dryness is weakening forests in Germany and promoting pest infestation. Many old-growth forests are drying out and are then replanted. Young plants are particularly susceptible to drought stress. As part of a reforestation project in the German state of Baden-Württemberg, BayWa is demonstrating that targeted drip irrigation can help ensure the growth of saplings. In the autumn of 2020, some 800 young oak trees and cedars were planted on a 1-hectare test plot. The use of cedars was a first in the region. Both tree species are suitably adapted for the local conditions and are particularly resilient to stress. Of the saplings, 400 receive water through drip irrigation. BayWa planned and built the entire concept, supplied the technical components and is providing expert support. By providing a targeted and controlled supply of water, the drip irrigation system is making an important contribution to forest regeneration.

solutions site-specific fertilization and sowing also promise greater economy and conservation of resources.

Along with smart farming, robotics represents an important stage of development and BayWa plays a pioneering role in this field. The most recent example is the weeding robot Dino, which the Bayerische Landesanstalt für Weinbau und Gartenbau (Bavarian state institute for viticulture and horticulture) is using to control the growth of weeds in lettuce, leek and onion farming. The technology has the potential to reduce the need for manual labour or chemical substances, especially for labour-intensive speciality crops.





Building Materials Segment

The Building Materials Segment covers the entire range of products and solutions for building materials – from civil engineering, structural engineering, construction, renovations, modernisation, gardening and landscaping, to solution packages for energy efficiency and healthy living. This range of products is aimed at construction companies, municipalities, trades and commercial enterprises, as well as renovators and private individuals building their own homes. In addition to this, BayWa also provides customers with a wide range of specialisations and a variety of services, as well as expertise and support when it comes to innovative topics such as healthy building, energy efficiency and BIM (building information modeling). Digital offerings are increasingly bolstering traditional business by providing fresh momentum and additional sales channels. The key regions for the Building Materials Segment are southern Germany and Austria, where BayWa is one of the leading providers in the building materials.

Key figures for 2020

€1.9 bn

in revenues

11%

share in consolidated revenues

4,528

employees (number/annual average)



Together for more success

BayWa uses its project business, which is pooled in the Group company BayWa Bau Project GmbH, to leverage innovations in the field of construction. The principle is not to compete with regional customers from the construction industry but to instead work together with them as business partners to get new ideas off the ground and increase regional value creation. Multi Park in Schrobenuh is among those ideas. Another flagship project is under way in Burgkirchen an der Alz, combining intergenerational living (age-appropriate senior housing plus service and care offerings, as well as conventional residential units) with energy efficiency (KfW 55) and sustainability (own electricity generation through PV for household electricity and e-mobility, green roofs, climatic ceilings, pellet heating).



Key data of the Building Materials Segment

In € million	2016	2017	2018	2019	2020
Revenues	1,530.1	1,606.1	1,617.5	1,702.8	1,899.0
EBIT	28.5	30.1	31.1	32.1	46.9
Employees (number/annual average)	4,081	4,113	4,211	4,371	4,528

Key operating data of the Building Materials Segment

	2016	2017	2018	2019	2020
Building Materials					
Number of locations (including Austrian markets)	202	199	200	203	202
Surface area in k m ² (all locations)	1,682	1,670	1,687	1,689	1,691

Building Materials Segment

Building Materials

- Structural engineering, extensions, civil engineering
- Package solutions
- Systems solutions and services for energy efficiency and healthy building
- Digital services (online portal for building materials, "Mr + Mrs Homes")



This is urban living

Residential spaces, working spaces and an innovative energy concept, all in a single neighbourhood: in Schrobenshausen, a construction project is under way to make that very vision a reality while providing an example of a future-ready approach to urban living. The construction project is being realised by Plapperer Projekt GmbH, a joint venture between the Schrobenshausen-based property developer Michael Plapperer and BayWa AG. Both project partners have big plans with their Multi Park, a residential and office park measuring 10,000 square metres and located not far from Schrobenshausen's old town. Thanks to an innovative, integrated energy concept that uses renewable energies to provide the six building complexes with cooling and heat, as well as electricity for household use and electromobility, the developers have put together a local climate package – with concentrated living quarters, working quarters and infrastructure for less traffic, plus cooling, heat, electricity and e-mobility powered by renewable energies for less CO₂.

At Multi Park, the heat is provided by a heating system fuelled by wood pellets. A contracting agreement with BayWa Energie Dienstleistungs GmbH (EDL) covers the installation of systems and the provision of local homes and businesses with renewable fuel while also ensuring economical operation through maintenance and system optimisation. The roofs of the six buildings will feature a photovoltaic (PV) system, allowing the residents and users of the properties to source their household electricity or energy for electromobility through a landlord-to-tenant electricity model. The parking spaces in the underground car park have been equipped accordingly.

Under the PV systems is an extensive network of green roofs, which have been demonstrated to positively affect the microclimate by binding particulates and converting CO₂ while also lowering the temperature of ambient air and the buildings themselves through evaporation.



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Building Materials

The construction sector faces tremendous challenges, such as creating urgently needed housing in urban centres, enabling climate-friendly construction and healthy living, and promoting digital solutions for more productivity and efficiency in the construction industry in light of the palpable shortage of skilled labour. Building Materials at BayWa sees these challenges as an opportunity for both the unit itself and the industry to grow and join customers on their path to the future with new strength. The Building Materials business unit goes beyond the traditional trading business by combining products and services to create solution packages and leverage innovative approaches. It aims to be a reliable and flexible business partner – both at its bricks-and-mortar sales locations and online – with a focus on supply reliability, efficiency and customer orientation. BayWa's Building Materials business unit is a pioneer and sets standards when it comes to topics of the future, such as healthy building, sustainable energy concepts and digital applications.

The stricter climate target adopted by the EU summit gives new momentum to climate protection in the construction sector. Despite having been leveraged too rarely so far, the potential CO₂ savings attributable to buildings play a vital role, making the financial incentives for energy-related renovation measures accordingly attractive. The BayWa Building Materials funding service provides support with a complete package that covers everything from planning and applying for

subsidies all the way through to construction and renovation – to make active climate protection easy. BayWa acts as a project partner for innovative new building projects, making sustainable energy concepts a reality.

Digitalisation plays a pivotal role at BayWa's Building Materials business unit and opens up new and exciting opportunities for the conventional business. With its Building Materials Online portal, BayWa is linking its bricks-and-mortar sales network and its online platform to create a flexible omni-channel service. Customers can order online at their individual conditions and decide between delivery or picking up the goods at the BayWa location of their choice. Beyond shopping, the online portal offers professional customers important support functions for their business processes, such as receipt management.

Safety through a digital twin

The "Mr + Mrs Homes" property configurator opens doors to a whole new world of possibilities (www.mrmrshomes.de). While many in the construction sector still view building information modeling (BIM) as a model of the future, the digital property configurator is already making BIM a reality, revolutionising the entire building process. At the heart of the platform is a 3D house model – developed by the BayWa Group company PURE Applikationen GmbH & Co. KG from Regensburg – that buyers can use to design their future homes down to the very last detail. The digital twin of the real building



A passion for building

Paulina Irsigler studies architecture while also completing training as a bricklayer. The daughter of a building contractor, she has a passion for building and is proof positive that construction is also women's work. For her commitment, BayWa's Building Materials business unit has recognised the young woman as its first female Baugefühldheld (building feeling hero). Irsigler is now part of the community at www.baugefuehlhelden.de, which is part of BayWa's efforts to strengthen the regional skilled crafts and trades. The website regularly profiles Baugefühldhelden (building feeling heroes) to honour extraordinary achievements in the construction industry and show the public the outstanding capabilities of today's building sector.



Advice on the construction site, pick-up service at BayWa's nearest building materials operation and online ordering – building materials customers need all that, which is why omni-channel is the way to go.

that is generated on the “Mr + Mrs Homes” platform brings planning and pricing security, simplifications for the official approval process and more reliability and quality to the realisation of construction projects. “Mr + Mrs Homes” offers private individuals building their own homes a chance to design an architect-planned house in line with their personal preferences and financial resources in a live 3D model and get a fixed price. “Mr + Mrs Homes” has already proven its merits in a project to build some 130 single-family houses in Borna, near Leipzig. The involvement of system partners increased the number of locations where the digital property configurator can be used, with availability throughout Germany planned for the medium term.

BayWa is also a step ahead with its Group company Tjiko GmbH. The Rosenheim-based start-up focuses on the climate-neutral building material wood, digitalisation and industrial pre-fabrication – three areas that are having a growing impact on the construction sector. Tjiko produces industrially pre-fabricated bathroom modules made entirely from wood that can be installed in buildings in one single piece. All builders have to do is hook the modules up to the plumbing and electrical wiring. A fully digital process and configurator allow for the design of individual bathrooms complete with interior fittings. The start-up passed its first test with flying colours when it delivered 66 bathroom modules for a university residence hall in Bremen. Today, Tjiko has a full product portfolio ranging from luxury bathrooms and simple wet rooms to large-scale modules for common use in buildings such as schools and offices.

Borrow, don't buy

The variety of special equipment and machinery in the construction sector is tremendous. In many cases, buying them only pays off to a certain extent. Renting them is often the better alternative. That is why BayWa is further expanding its rental service for construction equipment and machinery through its subsidiary BayWa Rent GmbH. The rental equipment available from BayWa Rent gives customers access to an extensive range of tools and machines – professionally maintained and technically up to date. The service is geared towards professional customers in earthworks and civil engineering, gardening and landscaping, building maintenance and local authorities, as well as private developers who want to perform building work with the greatest possible degree of professionalism. The product range can be seen and requested online at www.baywa-rent.de. BayWa Rent currently operates four independent rental stations across Bavaria and works with partner businesses to ensure the widest possible regional coverage. Further rental parks are in planning.



Innovation & Digitalisation

In the field of Innovation & Digitalisation, BayWa is leveraging the potential offered through increased digitalisation, thereby also underscoring the strategic importance of innovation for the entire company. This sector pools digital activities, along with the further development of innovative approaches. The focus is currently on projects in Digital Farming and eBusiness.

Digital Farming offers farmers new opportunities to optimise operating processes, thereby allowing them to work more cost-efficiently and sustainably. Through the subsidiary FarmFacts, BayWa provides a farm management system that offers farmers the advantages of digital technology, regardless of farm type or size. Another approach is the use of satellite data for agriculture. Here, the subsidiary VISTA GmbH has already launched a variety of solutions that have a positive impact on the use of resources and water, as well as on harvest yields. In eBusiness, the focus is on forging ties between digital service offerings, such as online purchasing, and bricks-and-mortar retailers, as well as further advancing and optimising advice apps.



Better planning with Ypsilon

Precise yield forecasts for wheat, barley, rapeseed and grain maize – eight weeks earlier than with previous methods: the satellite-based service Ypsilon from the BayWa Group companies VISTA Geowissenschaftliche Fernerkundung GmbH and Cefetra B.V. has been making that possible in 19 European countries since May 2020. Using a combination of satellite data and plant growth models, Ypsilon prepares tailored high-precision forecasts for harvest yields at the EU level and even for individual regions. The harvest forecast is supplemented by estimates of harvest progress in the respective regions, which are also updated weekly. This increases the predictability of trading volumes and of the required logistics.

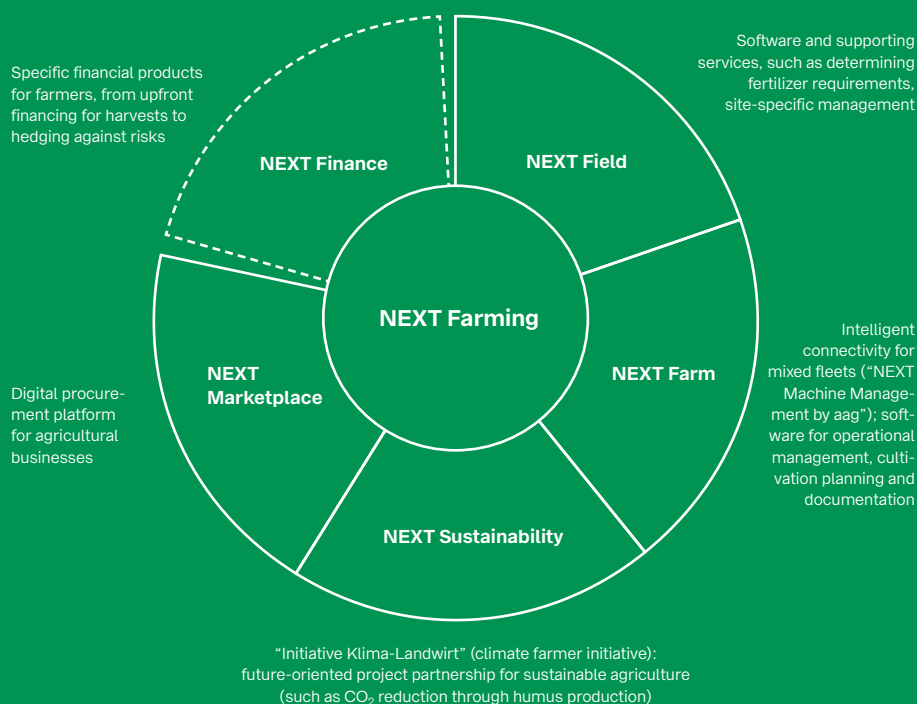


BayWa markets the products and innovations arising from the field of Innovation & Digitalisation in its operational segments. The revenues and earnings from these sales are therefore allocated to the individual segments. Innovation & Digitalisation derives most of its revenues from sales of software licences and maintenance contracts. Development and investment costs are still reflected in the field of Innovation & Digitalisation, however. As a result, the field posted negative earnings before interest and tax (EBIT) in spite of its positive revenues, as planned.

Key data Innovation & Digitalisation

In € million	2016	2017	2018	2019	2020
Revenues	6.0	6.9	10.7	10.6	10.2
EBIT	-8.6	-10.7	-12.3	-14.6	-10.9
Employees (number/annual average)	126	158	183	198	225

Digital agriculture thanks to NEXT Farming from FarmFacts



Smart Farming Challenge 2020

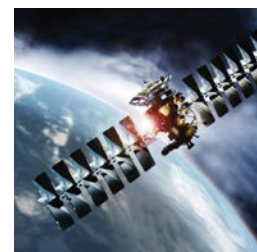
In 2020, BayWa organised its own category – the BayWa Smart Farming Challenge – at the international Copernicus Masters competition for the third time in a row. This year, the category saw a new record number of entries, with 54 participants submitting their innovations for sustainable agriculture on the basis of satellite data. ClearSky Vision emerged as the winner from an international field of competitors. The Danish start-up uses artificial intelligence (AI) to look “under” clouds, making it possible to use satellite images for site-specific fertilization and irrigation even in cloudy weather. So far, this technology has required clear skies. Thanks to the innovation from ClearSky Vision, weather will no longer play such an important role in this regard in the future. The result is a giant leap forward for satellite-supported agriculture.

Digital marketplace opened

In the world of agriculture, digitalisation is making ever faster and more significant inroads. With its wholly-owned subsidiary FarmFacts GmbH, BayWa has been a major driving force behind this development for many years. Through its farm management platform NEXT Farming, FarmFacts provides integrated digital solutions for all aspects of agricultural operations. The most recent product from FarmFacts is a digital marketplace. Since the summer of 2020, NEXT Marketplace has been bringing farmers and regional agricultural input dealers together in an open trading platform. The result is a new dimension for farmers that have so far used the NEXT Farming software to plan their day-to-day operating processes, documentation or fertilizer requirements calculation. Having to request offers the old-fashioned way – by phone, e-mail or fax – is now a thing of the past, making room for innovative processes with added value. Combining the digital marketplace with the NEXT Farming system allows users to link orders of fertilizer, seed and crop protection products to field databases,

obtain offers from different providers and conclude purchase and delivery agreements. With just a single electronic enquiry, farmers automatically reach all participating dealers in the region. The NEXT Farming software makes it easy to gain a clear overview of incoming offers, permitting a transparent comparison of offers and saving both time and effort. From the farmer's perspective, there are also practical advantages that speak for the NEXT Farming marketplace solution, such as ordering in a familiar software environment with a single login and without having to manage multiple accounts.

Right now, the NEXT Marketplace is available to customers in five German states – Saxony, Thuringia, Saxony-Anhalt, Brandenburg and Mecklenburg-West Pomerania – for trade in fertilizer and seed. Crop protection products were added to the platform in early 2021. The range on offer is slated for expansion in the future to include further products and enhanced regional availability.



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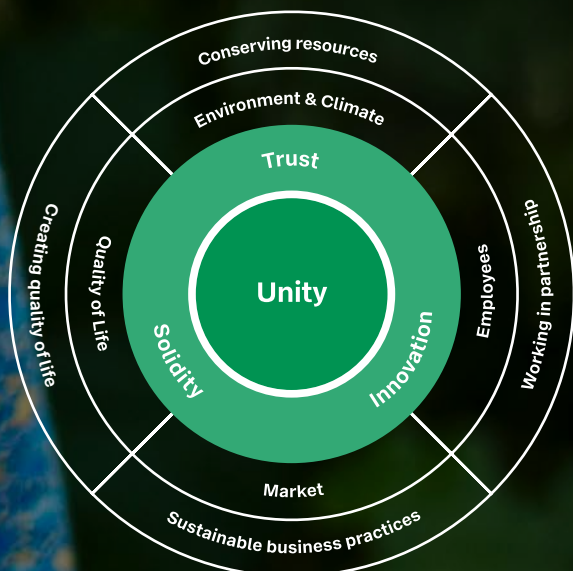




Sustainability

Halting climate change, feeding a growing global population, globally linked supply chains and the consumption of resources – those are the key challenges facing the world of politics and the business sector today. As an internationally operating business, BayWa is no exception in having to tackle these changes and live up to its responsibility to balance international growth with the interests of future generations. Based on its core values of innovation, solidity and trust, BayWa has aligned its sustainability strategy towards four fields of action: market, environment and climate, employees, and quality of life. The company’s sustainability activities are geared towards several overarching goals: sustainable business practices, conserving resources, working in partnership, and creating quality of life.

BayWa’s sustainability strategy



Additional information is available in BayWa's sustainability report at: www.baywa.com





International recognition

In 2020, BayWa AG participated in the climate protection rating of the Carbon Disclosure Project (CDP) for the second time, improving its score to B. The B rating places BayWa AG above the average for Europe and the industry. CDP is an international non-profit organisation that represents 515 investors and evaluates the commitment of companies in the fields of climate and environmental protection. Recognition also came from the UN and the international news agency Bloomberg, which included BayWa among their 50 Sustainability & Climate Leaders in the category “Traditional Conglomerate”. A video clip about sustainability at BayWa was produced within the scope of the distinction. CEO Prof. Klaus Josef Lutz will also attend a UN event on this subject.



Global challenges

As an international company, BayWa believes it has a responsibility to contribute globally to sustainable development. That is why the company has set itself sustainability targets that count towards the United Nations Sustainable Development Goals (SDG). The SDGs are objectives for integrated sustainable development between now and 2030 that will serve the environment, the economy and people alike. BayWa targets its measures towards the SDGs to contribute to their achievement.

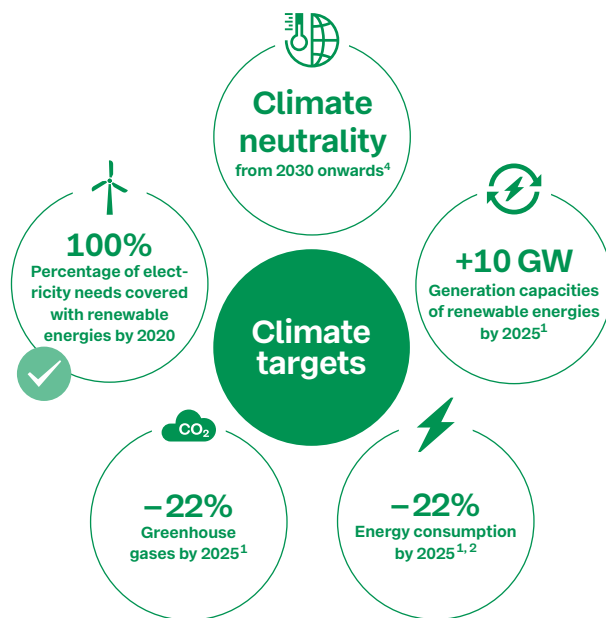
SDG	BayWa contribution
	<ul style="list-style-type: none">• Energy consumption reduced by around 34% since 2017^{1,2}• 100% of own electricity needs covered with renewable energies• Nearly 5 gigawatts (GW) in renewable energy capacities fed into the grid worldwide since 2017• Over 220,000 tonnes³ of greenhouse gas emissions compensated for through carbon credits in 2020
	<ul style="list-style-type: none">• Offering a full product range for organic agriculture• 75% share of waste recycled at BayWa AG
	<ul style="list-style-type: none">• 44 action days for healthy nutrition held in 2020• 69% of grain volume collected in Germany by BayWa AG's Agri Trade & Service business unit in 2020 certified in accordance with the REDcert sustainability standard• Roughly 99% of oilseed traded in Germany by BayWa AG's Agri Trade & Service business unit in 2020 certified in accordance with the EU REDcert sustainability standard• Roughly 1.1 million tonnes of soya traded by Cefetra B.V. certified in accordance with the RTS, CRS or ProTerra sustainability standards
	<ul style="list-style-type: none">• 21% of managers are female• 36 BayWa Foundation education projects carried out worldwide in 2020• 93% of employees fall under the BayWa pay scale
	<ul style="list-style-type: none">• 7 hours of training per employee• Human rights risk analysis conducted in the Energy Segment• EBIT up by 14.2% year on year
	<ul style="list-style-type: none">• More than 5.000 employees trained on compliance topics
	

1 Base year: 2017

2 Per euro of EBITDA

3 Scope 1, 2 and 3 (emissions from in-house activities along with upstream and downstream activities)

4 BayWa defines climate neutrality as the avoidance, reduction and compensation of remaining Scope 1 and 2 greenhouse gas emissions (CO₂ and other relevant gases with an impact on climate) through investments in high-quality carbon credits.



BayWa's climate strategy

With its Group-wide climate strategy, BayWa is helping keep global warming to significantly below 2 degrees Celsius.

The ambitious core goal of its climate strategy is to attain climate neutrality for the entire BayWa Group from 2030 on. To achieve this, the company has set itself several climate targets, such as significantly reducing energy consumption and greenhouse gas emissions. In addition, it plans to cover its entire in-house electricity needs with renewable energies and compensate for remaining emissions by purchasing high-quality carbon credits.

First target achieved

When it comes to climate protection, BayWa is able to look back on a successful year. In 2020, it achieved its first climate target and now covers the entire Group's in-house electricity needs with energy from renewable sources. To do so, the company has taken a variety of steps, such as expanding own generation of

renewable electricity and relying on a higher percentage of green electricity tariffs for purchased electricity. To promote the use of renewable energies worldwide, BayWa joined the global RE100 initiative back in the summer of 2019.

Climate-resilient agriculture

A long-term shift in climatic conditions, along with extreme weather events, could fundamentally change global agricultural production and BayWa's flow of goods. Agricultural trade and logistics are directly affected. To better understand the impact in the agricultural sector and increase the resilience of the agricultural value chain, BayWa identified and assessed risks and opportunities, and developed strategic guidance, with the help of scenario analyses and interdisciplinary workshops in 2019 and 2020.

Additional information is available in BayWa's sustainability report at: www.baywa.com



International recognition

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The Financial Year 2020

Development was very positive for the BayWa Group in 2020. Earnings before interest and tax (EBIT) increased by 14.2% to €215.2 million, setting a company record. All operating segments – particularly the Energy and Building Materials Segments, which also set new records – contributed to this rise in earnings. As a result, the BayWa Group was able to remain on track for success, even in a year that was heavily influenced by the coronavirus pandemic.



Crisis-resilient

Once again, the diversified structure of the BayWa Group, along with its strategic focus on international markets and forward-looking business areas and models, has clearly proved to be a strength – not only in times of crisis such as the coronavirus pandemic.

Key figures for 2020

€17.2 bn

revenues in 2020



0.6%

€215.2 m

EBIT in 2020



14.2%

20,717

employees (number/annual average) in 2020



10.0%

At the Capital Market

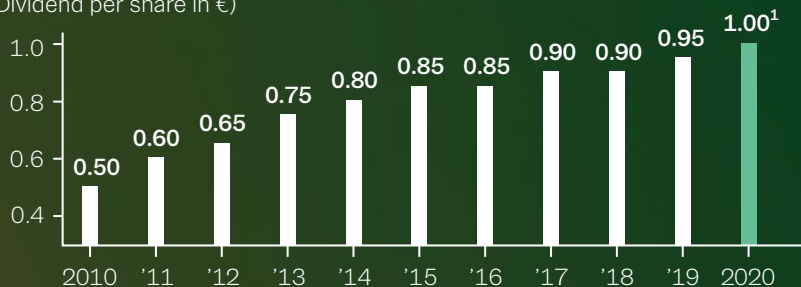
The BayWa share can look back on favourable development in 2020. Overall, the share price rose by 17.0%, thereby outperforming the DAX benchmark index, which gained 3.5%.

Positive price performance of the BayWa share in 2020



Sustainable dividend development

(Dividend per share in €)



¹ Subject to approval by the Annual General Meeting

Dividend increase proposed: BayWa is continuing to uphold the steady, earnings-oriented dividend policy that has been pursued in recent years. The Board of Management and Supervisory Board will therefore put forward a proposal to the Annual General Meeting to raise the dividend by 5 cents to €1.00 per dividend-bearing share.

The Annual General Meeting 2021 will also be held virtually.

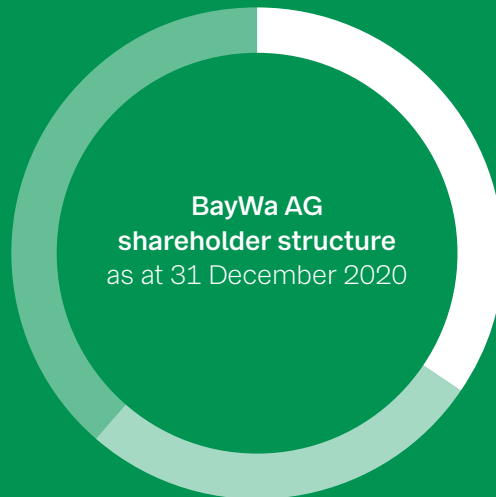


First virtual Annual General Meeting

The first virtual Annual General Meeting of BayWa AG was held on 28 July 2020. To bring the event to life, the conference room on the 20th floor of the BayWa Group's headquarters in Munich was converted into a six-camera television studio measuring 200 square metres. An impressive 1.5 kilometres of cables were laid to ensure a smooth event in compliance with the applicable rules and regulations. As at past in-person events, those cables were fed exclusively with 100% green electricity. Charts, graphics and interesting facts were displayed as 3D, virtual-reality-style objects during the Annual General Meeting speech, creating additional transparency for the shareholders joining the presentation virtually. Behind the scenes, a team of some 70 people – working in accordance with the coronavirus hygiene guidelines in place at the time – kept the back office running.

Positioning of the BayWa share

BayWa's registered shares with restricted transferability are traded on the regulated markets on the Frankfurt and Munich stock exchanges, in the XETRA trading system, as well as OTC on the stock exchanges of Berlin, Bremen, Dusseldorf, Hamburg and Stuttgart. BayWa meets the requirements of the Prime Standard for company reporting and transparency, which are high even in international comparison.



- Bayerische Raiffeisen-Beteiligungs-AG
34.5%
- Raiffeisen Agrar Invest AG
27.0%
- Freefloat
38.5%



Crisis-resilient

Once again, the diversified structure of the BayWa Group, along with its strategic focus on international markets and forward-looking business areas and models, has clearly proved to be a strength – not only in times of crisis such as the coronavirus pandemic.

Allocation of share capital

BayWa's total share capital amounts to €90,671,895.04. Liable capital increased by €357,496.32 year on year owing to the subscription of employee shares valued at an arithmetical portion of share capital of €2.56 per share. Share capital comprises 35,418,709 registered shares, divided into two classes of shares: registered shares with restricted transferability (sec. ident. no. 519406), which are more liquid due to their high number of 34,175,458, as well as 1,243,251 registered shares that are not subject to restricted transferability (sec. ident. no. 519400). The latter were largely created by issuing shares as part of mergers. The trading volume of this "smaller" class of shares is very limited owing to their low number. Both classes of shares endow equal rights upon the holder.

Long-term price performance of the BayWa share (in €)¹

	2016	2017	2018	2019	2020
High	31.46	34.00	33.05	29.40	33.25
Low	25.62	30.25	19.90	20.95	21.70
Closing price	30.79	32.07	20.60	28.25	33.05
Market capitalisation (in € million)	1,071.9	1,122.1	728.9	994.3	1,169.9

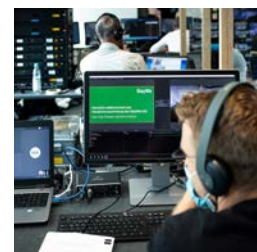
¹ XETRA prices: registered share with restricted transferability (sec. ident. no. 519406);
market capitalisation: both classes of shares (sec. ident. no. 519406 and sec. ident. no. 519400)

Actively communicating with the capital market

As a listed company, BayWa continuously provides the various stakeholders in the capital market with information about the Group's performance as well as on its long-term outlook. The Investor Relations department, which is directly overseen by the Chief Financial Officer, is responsible for communicating openly and reliably with analysts, institutional investors, private investors and the financial press. The objective is to increase understanding of BayWa's business model and thereby strengthen the trust of the capital market in the company. Nurturing contacts with existing and potential investors at home and abroad is therefore an integral part of BayWa's investor relations activities. In the reporting year 2020, BayWa held talks with fund managers and financial analysts solely by way of video conferencing and conference calls from March on due to the spread of the coronavirus pandemic. Additional transparency is created through the internet; all financial reports and company presentations are available online in German and English at www.baywa.com, rubric Investor Relations

The German stock market was very volatile in 2020 due to the influence of the coronavirus pandemic. After starting 2020 on a positive note and hitting a new all-time high of 13,852 points in February, the DAX benchmark index saw a rather marked slump in prices on account of the feared negative impact of lockdowns in many countries. Within the space of a month, the DAX lost 5,452 points, or just under 40%, to reach its low for the year of 8,400 points on 18 March 2020. A rapid, V-shaped recovery set in from this level. The DAX finished 2020 at 13,719 points, corresponding to a rise of around 3.5%. The BayWa registered share with restricted transferability recorded a price of €33.05 at the close of trading in 2020, an increase of 17.0% compared with the 2019 closing price of €28.25. Including the 95-cent dividend payment for the financial year 2019 – corresponding to a dividend return of just under 3.4% in relation to the closing price in 2019 – the total with effect on profit for BayWa shareholders in 2020 amounted to approximately 20.4%.

The Annual General Meeting 2021 will also be held virtually.



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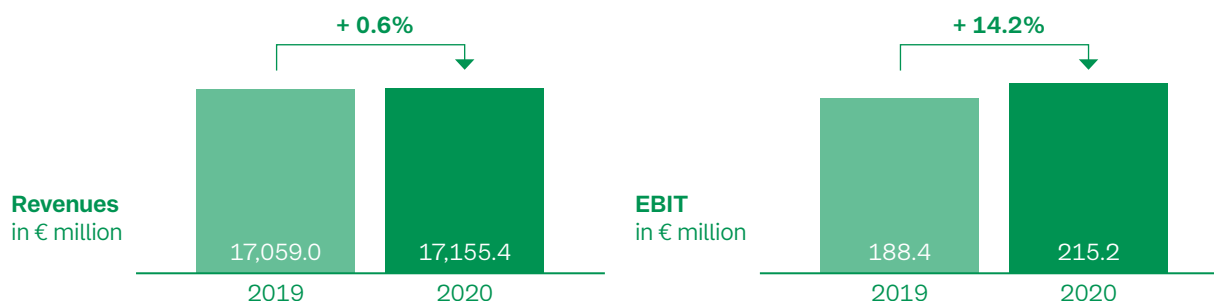
Overview of the Financial Year 2020

The BayWa Group developed positively overall in 2020, despite the restrictions in many aspects of life and business as a result of the coronavirus pandemic. In certain business units, the corporate goals for the reporting year were exceeded by a substantial margin. Overall, the Energy Segment developed considerably better than expected. The Renewable Energies business unit, which achieved new highs in both revenues and operating result and was therefore able to benefit from the trend towards sustainable energy generation, was the main factor behind this development. The Conventional Energy business unit also exceeded the goals set for the financial year 2020. The positive development in the heating business was more than able to compensate for the share of earnings accounted for by TESSOL Kraftstoffe, Mineralöle und Tankanlagen GmbH, which was sold at the end of 2019. Likewise, the Building Materials Segment developed better than planned in the reporting year. The positive performance is attributable to the strength of the construction sector, as well as factors such as the segment's positioning as an integrated multi-specialist and the expansion of online channels. At the same time, the Agriculture Segment achieved a year-on-year improvement in earnings on the whole. In the domestic agricultural business, however, the economic situation remains unsatisfactory. Given the great importance of these business activities for the BayWa Group, the measures aimed at increasing profitability will be continued at an accelerated pace. By contrast, the international BayWa Agri Supply & Trade (BAST) and Global Produce business units in the Agriculture Segment developed positively. The Agricultural Equipment business unit, which benefited from extremely brisk demand for tractors, achieved the highest growth rates. In 2020, the BayWa Group once again benefited from its heavily diversified business activities and its strategic orientation towards international markets, as well as from forward-looking business areas and business models. Moreover, the coronavirus pandemic had only a minor impact on the BayWa Group.

On account of the low oil price, the Energy Segment's revenues stood at €4,245.8 million in total in 2020 and were therefore €228.5 million lower year on year. By contrast, earnings before interest and tax (EBIT) increased by 12.0% to €142.7 million, thereby setting a new record. The positive business development was driven by both business units. The Renewable Energies business unit sold wind farms and solar parks with an output of 667.0 megawatts (MW) in total in 2020, with the share of turnkey renewable energy plants increasing to roughly 94%. In 2019, that figure stood at just around 37% of a total completed project output of 911.6 MW.

Overall, revenues rose by 26.6% to €2,500.6 million. Following €101.0 million in the previous year, earnings before interest and tax (EBIT) stood at €110.9 million in the reporting year. The improvement in both revenues and the operating result exceeded the positive expectations and was primarily attributable to project sales and growth in solar trading. Furthermore, the strategic development of the business unit was secured by adding a new partner as part of a capital increase. The Conventional Energy business unit benefited in 2020 from strong demand for heat energy carriers. The Conventional Energy business unit's revenues fell significantly by 30.2% to €1,745.2 million in the reporting year on account of the low oil price, having stood at €2,499.0 million in the previous year. Earnings before interest and tax (EBIT) improved by 20.5% to €31.8 million in 2020 (2019: €26.4 million) primarily due to good margins in the heating oil and fuel business, thereby reaching a new high.

The Agriculture Segment's revenues increased slightly by 1.2% to €10,988.0 million, with earnings before interest and tax (EBIT) improving significantly by €10.5 million to €107.1 million. In the BAST business unit, the handling volume of grain and oilseed stood at 22.9 million tonnes in the financial year 2020. Adjusted for the reclassification of the speciality trader Evergrain Germany GmbH & Co. KG (Evergrain) from the BAST business unit to the Agri Trade & Service business unit, this figure corresponds to a decrease of 1.2 million tonnes on a like-for-like basis. This decline is attributable to the strategic decision to close the Cefetra Hungary Kft. trading office in Hungary and the discontinuation of the export business in some regions of the Middle East. Due to the lower handling volume and the reclassification of Evergrain, the BAST business unit's revenues fell by 6.2% to €4,573.0 million in the reporting year. Earnings before interest and tax (EBIT) improved by 31.9% to €25.2 million. The improvement in earnings was due to a positive price trend in the second half of the year along with other factors, such as a default on receivables in the previous year in connection with the suspension of bread grain business with Iran. The Global Produce business unit's marketing volume once again saw strong growth of just over 31% to 499,259 tonnes in the financial year 2020. In its domestic business, the business unit was able to market 2019's smaller apple harvest with better fruit quality at rising prices in the reporting year. In the financial year 2020, T&G Global Limited marketed some 40% more apples than in the previous year. All in all, revenues in the Global Produce business unit increased by 11.2% to €938.5 million in the reporting year. Earnings before interest and tax (EBIT)



improved by €4.9 million year on year to €41.8 million in 2020. In the Agri Trade & Service business unit, the development of the agricultural input business was generally subdued in 2020. By contrast, grain and oilseed trading volume increased year on year by 5.0% to just under 8.6 million tonnes on a like-for-like basis. Revenues in the Agri Trade & Service business unit increased by 4.4% to €3,606.7 million in the reporting year, primarily due to the higher sales volume in grain trading coupled with a significant year-on-year rise in prices. Earnings before interest and tax (EBIT) indicate a net loss of €14.3 million for 2020 following a positive result of €7.8 million in the previous year. This development was mainly due to high restructuring expenses in connection with the reorganisation of the agricultural trade business in eastern Germany. In addition, the low fertilizer prices led to significant pressure on trade margins. Furthermore, price hedging transactions in grain trading within the scope of the mark-to-market valuation at the end of the reporting period resulted in negative market values that will not be compensated for through basic business activities in the financial year 2021. The Agricultural Equipment business unit was able to significantly outperform the previous year and set new records. The sale of new machinery increased by 27.4% to 5,882 tractors in the reporting year. In the used equipment business, the sales figures increased by 14.4% year on year to 2,215 tractors. Overall, the Agricultural Equipment business unit generated revenues of €1,869.8 million, which equates to a year-on-year increase of 11.1%. In the reporting year, earnings before interest and tax (EBIT) benefited primarily from the strong new machinery business and rose significantly by 65.9% to €54.4 million.

The Building Materials Segment saw a very strong financial year 2020. The dry and mild spring months and the continued high demand for housing led to an increase

in sales across the entire product range. In addition, BayWa's building materials sites in Germany remained open throughout the coronavirus-related lockdown phases due to their supply function for the construction industry. As a result, the Group also saw increased demand from customer groups that switched to ordering BayWa products online due to the temporary closures of DIY and garden centres in some German states. The BayWa Group's DIY and garden centres in Austria were forced to close for roughly one month. However, the above-average demand after the reopening of the stores more than made up for the closure-related loss of revenues. The eBusiness activities saw substantial growth, especially during the lockdown phases. At the same time, the ability to deliver products was ensured. Overall, the Building Materials Segment's revenues increased by 11.5% year on year to €1,899.0 million due to volume and price effects, thereby far exceeding the development expectations. The segment's earnings before interest and tax (EBIT) climbed 46.1% to €46.9 million, exceeding the forecast for slight improvement.

Total revenues at the BayWa Group increased by 0.6% to €17,155.4 million in the reporting year. Earnings before interest and tax (EBIT) improved by 14.2% to €215.2 million. All operating segments contributed to the rise in earnings. Earnings before tax also saw a significant increase to €111.2 million – a rise of 40.4% year on year. Due solely to disproportionately high tax expenses of €49.9 million, the consolidated net result for the year was on a par with the previous year at €61.3 million. The Board of Management and Supervisory Board will recommend to the Annual General Meeting a 5-cent increase in the dividend to €1.00 per share.

(Excerpt from the Consolidated Management Report of BayWa's Consolidated Financial Statements 2020)

Consolidated Balance Sheet as at 31 December 2020

Assets

In € million	31/12/2020	31/12/2019
Non-current assets		
Fixed assets	3,394.5	2,943.0
Receivables and other assets	28.0	35.9
Deferred tax assets ¹	285.1	278.1
	3,707.6	3,257.0
Current assets		
Securities	1.2	1.3
Inventories including biological assets	2,952.0	3,300.0
Receivables and other assets	2,210.1	2,054.9
Cash and cash equivalents	168.4	229.7
	5,331.7	5,585.9
Non-current assets held for sale/disposal groups	5.1	4.7
Total assets	9,044.4	8,847.6

Shareholders' equity and liabilities

In € million	31/12/2020	31/12/2019
Equity¹	1,256.1	1,339.0
Non-current liabilities		
Provisions	839.0	795.0
Financial liabilities and liabilities from finance leasing	1,876.0	2,007.6
Other liabilities	113.3	99.8
Deferred tax liabilities	207.7	229.1
	3,036.0	3,131.5
Current liabilities		
Provisions	331.4	289.4
Financial liabilities and liabilities from finance leasing	2,289.4	2,381.8
Other liabilities	2,131.5	1,705.9
	4,752.3	4,377.1
Total shareholders' equity and liabilities	9,044.4	8,847.6

¹ The previous year's figures have been adjusted in accordance with IAS 8.42. For further details, please see (A.5.) of the Notes to the Consolidated Financial Statements in BayWa AG's Consolidated Financial Statements 2020.

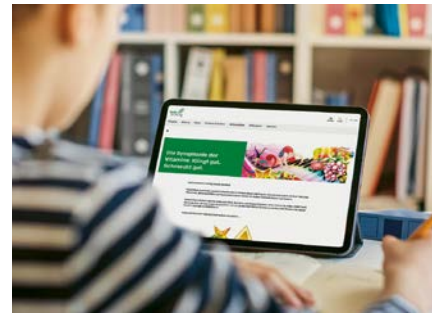
Consolidated Income Statement 2020

Continued operations

In € million	31/12/2020	31/12/2019
Revenues	17,155.4	17,059.0
Inventory changes	155.7	223.2
Other own work capitalised	16.4	13.7
Other operating income	353.0	225.6
Cost of materials	-15,335.70	-15,513.0
Gross profit	2,344.8	2,008.5
Personnel expenses	-1,184.90	-1,081.9
Depreciation/amortisation	-253.2	-214.6
Other operating expenses	-694.7	-629.4
Result of operating activities	212.0	82.6
Income from participating interests recognised at equity	-3.3	11.2
Other income from shareholdings	6.5	94.6
Interest income	14.5	12.8
Interest expenses	-118.5	-122.0
Financial result	-100.8	-3.4
Earnings before tax (EBT)	111.2	79.2
Income tax ¹	-49.9	-14.1
Consolidated net result for the year¹	61.3	65.1
thereof: profit share of minority interest	24.7	24.4
thereof: profit share of shareholders of the parent company	36.6	40.7
EBIT	215.2	188.4
EBITDA	468.4	403.0

¹ The previous year's figures have been adjusted in accordance with IAS 8.42. For further details, please see (A.5.) of the Notes to the Consolidated Financial Statements in BayWa AG's Consolidated Financial Statements 2020.

Detailed information about BayWa AG's business performance in 2020 is available online in the Consolidated Financial Statements 2020: www.baywa.com



Sticking together at any time



Digital nutrition education

In the digital classroom, the BayWa Foundation provides learning materials for school-children on the topics of healthy nutrition. Children can find online learning games, videos with gardening tips and a wide range of practical knowledge at baywastiftung.de/en. The free Essen+Wissen (eating+knowledge) app also offers mobile access to nutrition-related knowledge, gardening and movement. More than €17 billion are spent on treating diet-related illnesses in Germany every year. Through its nutrition education programme, the foundation is taking steps to counteract this trend.

Unity, reliability, trustworthiness – these values are firmly engrained in BayWa’s DNA. Part of that is a commitment to others. Therefore, BayWa AG established the BayWa Foundation in 1998. Since then, the foundation has been committed to promoting education: education that opens the doors to a healthy life for children through a balanced diet, education that focuses attention on renewable energies and environmental protection, and education that gives young people access to vocational training and university degrees.

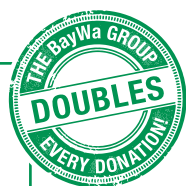
In uncertain times, cohesion and solidarity are particularly important. The BayWa Foundation demonstrated this during the first lockdown of the coronavirus pandemic by taking direct action. Over a period of several weeks, it provided front-line workers such as emergency physicians and paramedics with healthy food free of charge at the company’s headquarters in Munich. On the initiative of the BayWa Foundation, the BayWa caterer GenussZeit prepared multiple warm meals a day, allowing it to keep its local staff employed. Seniors, homeless shelters and families with terminally ill children – groups at a higher risk of contracting COVID-19 or suffering serious complications as a result of the disease – also received warm meals, deliv-

ered by BayWa employees who volunteered to bring food to all of those in need of special protection. This feat was only possible because everyone involved worked together. Under normal circumstances, the BayWa Foundation builds school gardens, educates primary school children on nutrition with the text and activity book “Der Ernährungskompass” (The Nutrition Compass) and provides free forest excursions complete with planting of trees. In 2020, the BayWa Foundation expanded its educational offerings into the digital world. “Unusual times call for unusual solutions and represent an opportunity for the future,” says Maria Thon, Managing Director of the BayWa Foundation. “At the BayWa Foundation, we act where our help is needed. To this end, we are constantly enhancing our educational programmes to lend people a helping hand at all times – in difficult ones and beyond.”

www.baywastiftung.de/en

Please support us with your donation.

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www.baywa.com/en/investor-relations/at-a-glance

BayWa Consolidated Financial Statements 2020

www.baywa.com/en/investor-relations/at-a-glance

BayWa Sustainability Report 2020

www.baywa.com/en/responsibility/at-a-glance

Imprint

Project management and coordination/Text

BayWa AG, Munich, Germany
PR/Corporate Communications/Public Affairs
Investor Relations
PvF Investor Relations Peters von Flemming &
Partner, Frankfurt am Main, Germany

Translation

lennon.de Language Services, Münster, Germany

Concept and design

turnit Publishers GmbH, Annett Both
www.turnit.de

Copyright credits

Cover/back cover: Getty Images/Vyacheslav Chistyakov; inner part: BayWa AG (pp. 15, 17, 24, 31), BayWa r.e. (p. 12), BayWa Foundation/Klaus Haag (p. 36), Colin Anderson Productions Pty Ltd/Getty Images (p. 27), Eva-Maria Ludwig/turnit GmbH (p. 21), Fabian Plock/EyeEm/Getty Images (p. 22), FIXVISUALS (p. 23), Fotopersburo Heerenveen (p. 14), Klaus Haag (pp. 1, 3), Kurt Amthor (p. 11), Martin Grimm/Adobe Stock (p. 20), Maskot/Getty Images (p. 10), Paul Langrock (p. 13), rasstock/Adobe Stock (p. 28), Revolu7ion93/Getty Images (p. 26), Salih Usta (p. 18), T&G Global Limited (p. 19), Westend61/Getty Images (p. 16), xavierarnau/iStock (p. 25)

Printing

BluePrint AG, Munich, Germany

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Note

For improved readability, gender-specific wording and formal reference to all gender identities are not used. The selected form stands for all genders (m/f/other).

Language versions

The publication is available in German and English. Only the German version is legally binding. Both versions can be viewed/downloaded at: www.baywa.com



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DRUCK**

BayWa



United for success.