



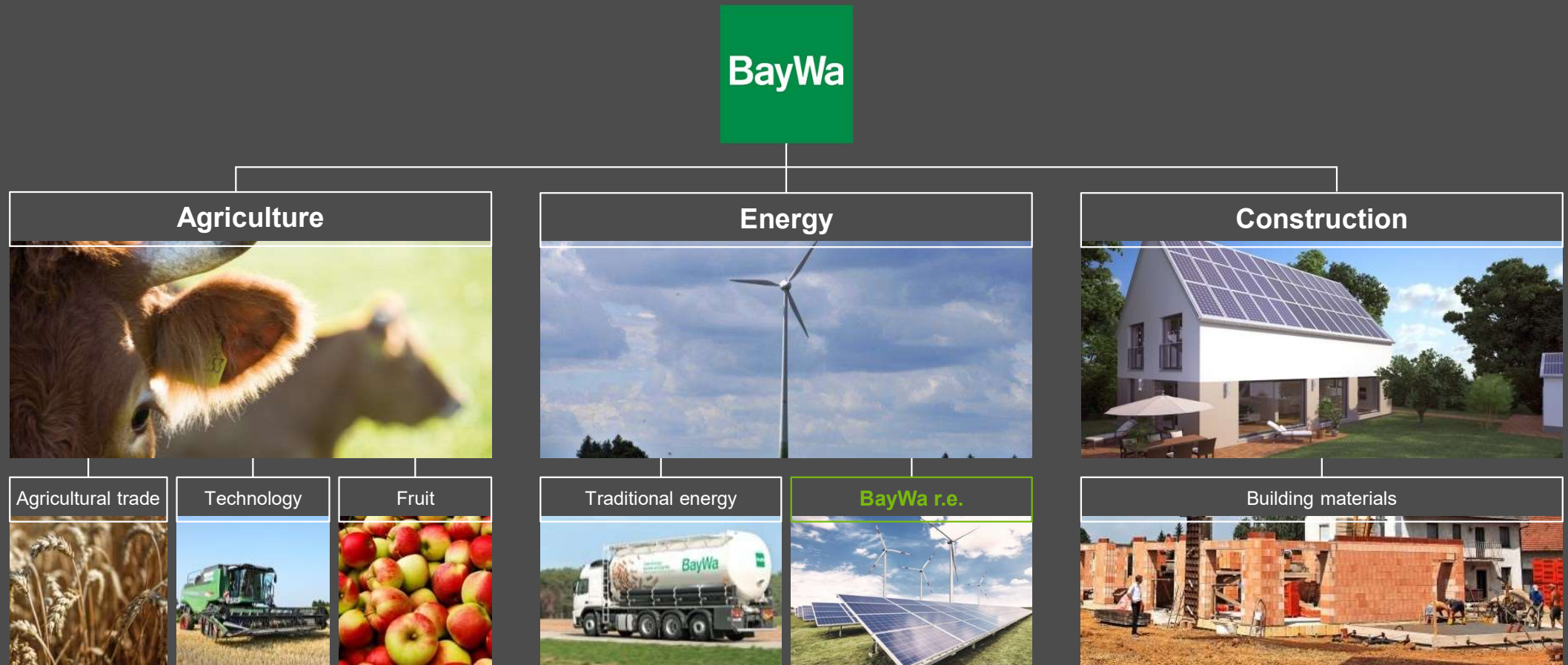
Turning renewables into a success 2022

r.e.think energy





BayWa Group serves fundamental needs – BayWa r.e. is 100% focused on renewables





With our shareholders we contribute to the global energy transition that is essential to the future of the planet

BayWa BayWa AG

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

Energy Infrastructure Partners AG (EIP)



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

51% 49%



BayWa r.e. AG

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



BayWa r.e. facts & figures

Turnover 2021	>	3.6bn Euro
EBIT 2021	>	162.2M Euro
Employees	>	3,650
Founded	>	2009
Globally active	>	29 countries

BayWa r.e. is a leading global renewable energy developer, service provider, distributor and energy solutions provider.





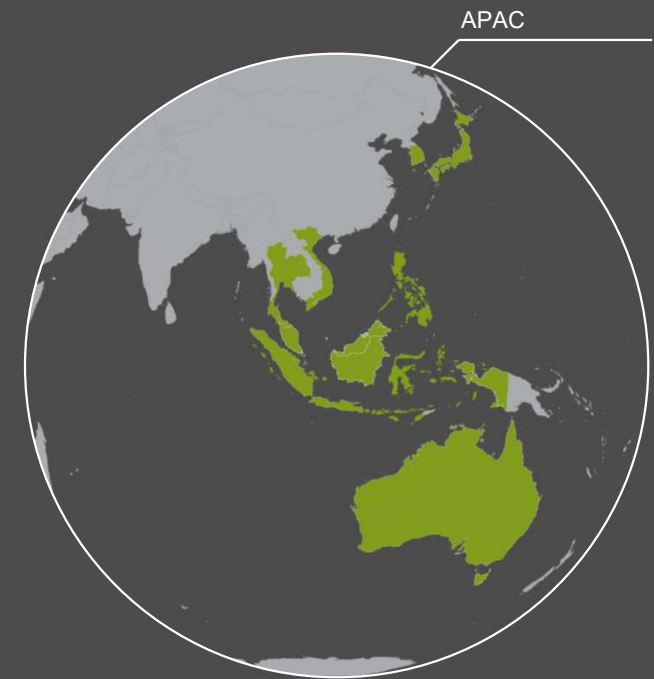
BayWa r.e. AG global footprint



4,001 employees globally



110 locations in 29 countries



3.6 bn Euro turnover (2021)

● BayWa r.e. location ● Active in the market

Dynamic growth under
the umbrella of a
stable parent company

BayWa

Turnover 2021

19.8bn Euro

Founded

1923

EBIT 2021

266.6M Euro

Core Segment

Agriculture, Energy,
Building Materials and Innovation &
Digitalisation

Employees

21,468

Locations

Locations in more than **50 countries**



Our portfolio covers a broad range of renewable energies



Projects

4,5 GW installed capacity in wind and solar globally.

21 GW global **project pipeline** solar and onshore and offshore wind.



Operations

10 GW under operational management; **digital asset operations** expertise and **technical management** for solar, wind farms and biogas plants; services in energy trading.

7 GW **direct marketing portfolio** and broad energy trading services incl. PPA.

New IPP portfolio; plans to ramp up to 2.5 GW in the medium term.



Solutions

30 years of solar distribution **experience**, a wide range of quality products and services for about **~ 15,000** **installation** and **sales partners** globally.

Tailor-made Energy Solutions for **commercial and industrial clients** from self-consumption to green energy supply.



Projects: driving forward the renewable transition with more than 30 years of experience in project business globally.

- Project development, turnkey construction, financing

- Optimisation and repowering

- Long-term operations

- Offshore wind, bottom fixed and floating

- Floating PV, floating solar farms on water

- Community investment options with tailor-made development and cooperation models

- Agri PV, joint use of agricultural land

- Hybrid farms, combining solar and wind





Operations: digital asset operations and services, growing IPP portfolio and energy trading expertise

- Technical and commercial operations management for Solar and Wind plants incl. medium voltage (MV) as well as for Biogas plants

- Installation and maintenance of charging stations with own regional service teams

- Broad Energy Trading services and know-how

- Data Analytics services for asset performance and intelligence

- Off-take options as Power Purchase Agreements (PPAs)

- Growing portfolio as Independent power producer (IPP)





Solutions: tailor-made energy solutions combined with solar distribution expertise and installers around the world.

- Integrated solutions for self-consumption and financial models (investment, leasing or Power Purchase Agreements [PPAs])

- Tailor-made energy solutions for large commercial and multi-national clients from self-consumption to green electricity supply

- Widest range of high quality components, from panels to inverters, and racking to storage

- Proprietary PV mounting system, novotegra, and dedicated tool for digital PV installation planning

- eMobility charging services and eMobility concepts

- Partner services for decentral energy solutions





BayWa r.e.'s Sustainability Framework 2025 is based on seven priority Sustainable Development Goals



Act sustainably – go beyond carbon

The BayWa r.e. Sustainability Framework 2025 is based on 7 priority Sustainable Development Goals (SDGs) – out of the 17 SDGs defined by the United Nations.

We selected the SDGs that address the company's core values in focus areas where we can directly contribute and positively impact our planet.



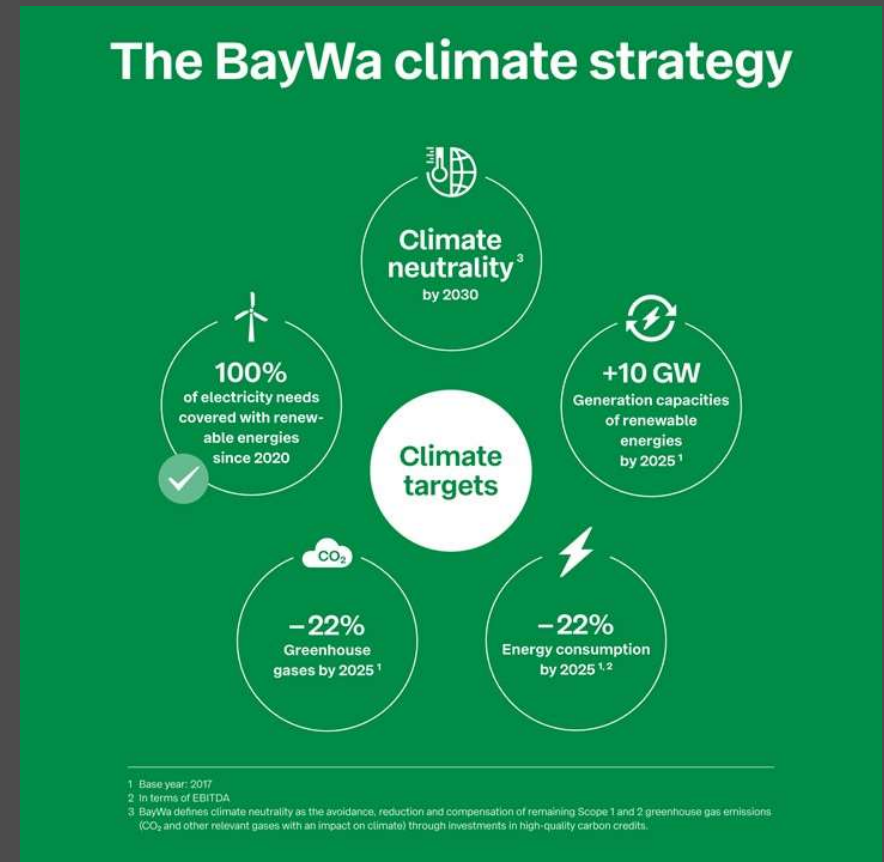


At BayWa r.e. we strive for sustainability and contribute actively to the groupwide company targets

BayWa r.e. has adopted the objectives of the groupwide BayWa climate strategy and contributes significantly to its implementation

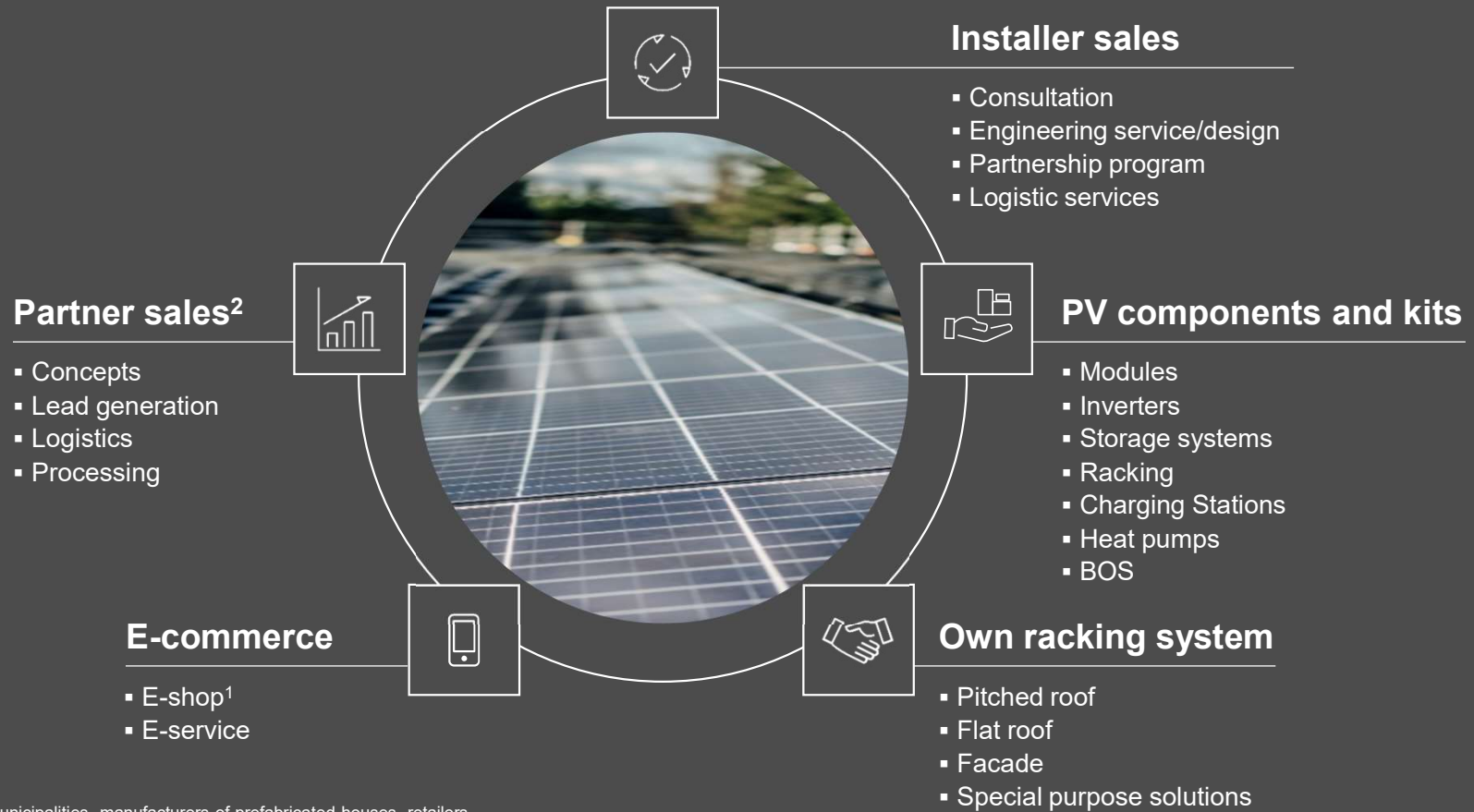
- Since 2018 BayWa r.e. sites, car fleets and business travel emissions are **fully carbon compensated**
- BayWa r.e. was **supplied with 100 % green electricity** since **2020**
- **Reduction of Greenhouse gases** between 2017 and 2019 by 13% at BayWa r.e. Further initiatives are planned
- BayWa r.e. is implementing this **group target of 10 GW generation capacities** – already **5 GW construction of renewables & delivery** of solar panels between 2017 and 2020
- **Energy efficiency** is embedded in the BayWa r.e. Sustainability Framework 2025

BayWa AG is member





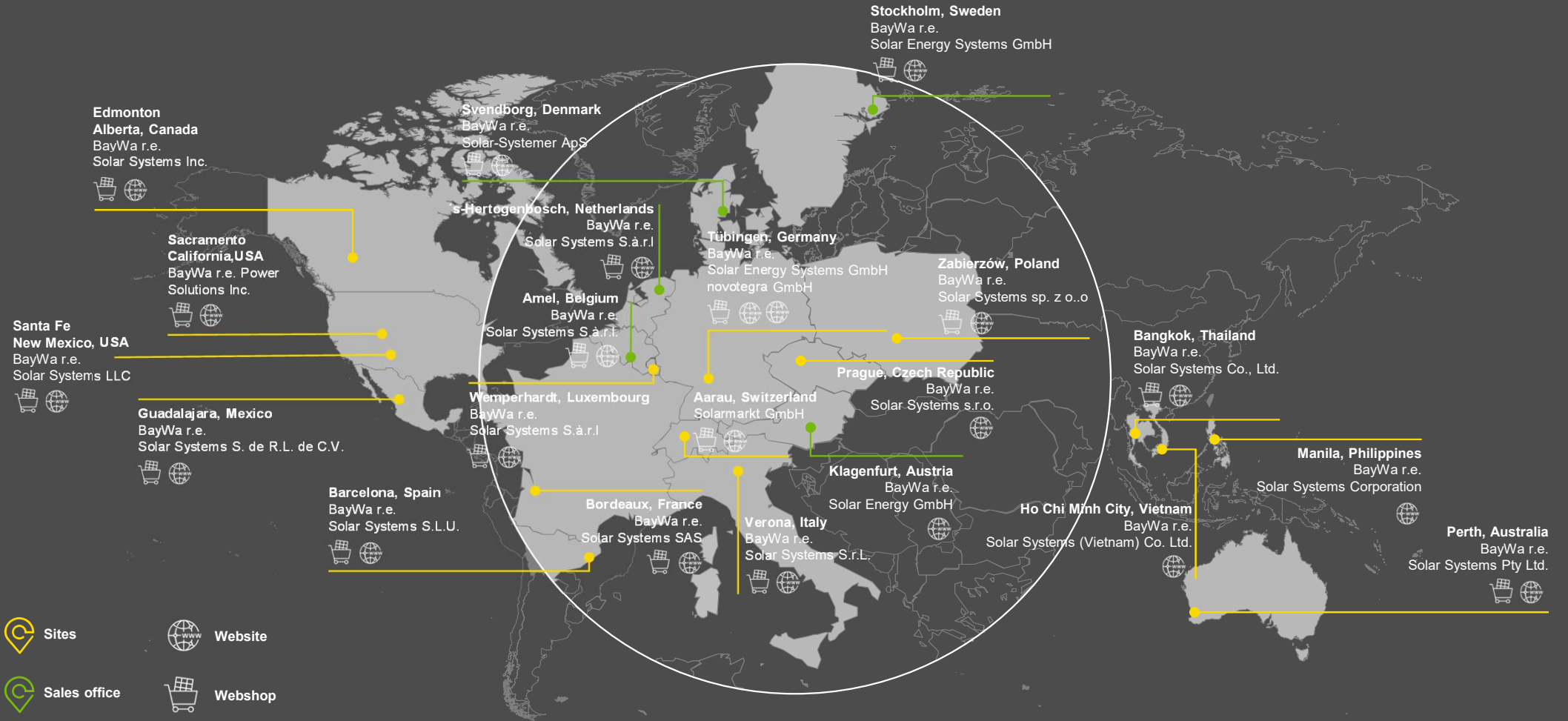
BayWa r.e. BE Solar Trade Trading in solar components



¹ Some countries | ² For local utilities/municipalities, manufacturers of prefabricated houses, retailers



BayWa r.e. Solar Trade world-wide



 Sites
 Website
 Sales office
 Webshop



BayWa r.e. Solar Trade world-wide



BE worldwide



- 18 entities
- 5 sales offices
- > 1.400 employees

Number of customers



- ~ 15,000 customers

Number of deliveries



- > 300,000 deliveries



BayWa r.e. Solar Trade world-wide



Partner sales

- > 120 partner agreements with **local utilities, manufacturers of prefab houses and retailers**
- > 220 partner agreements with **installers**



Quantity sold

- > 3,5 GW of modules
- > 4,5 GW of inverters



Racking

- > 200 Mio. EUR of racking





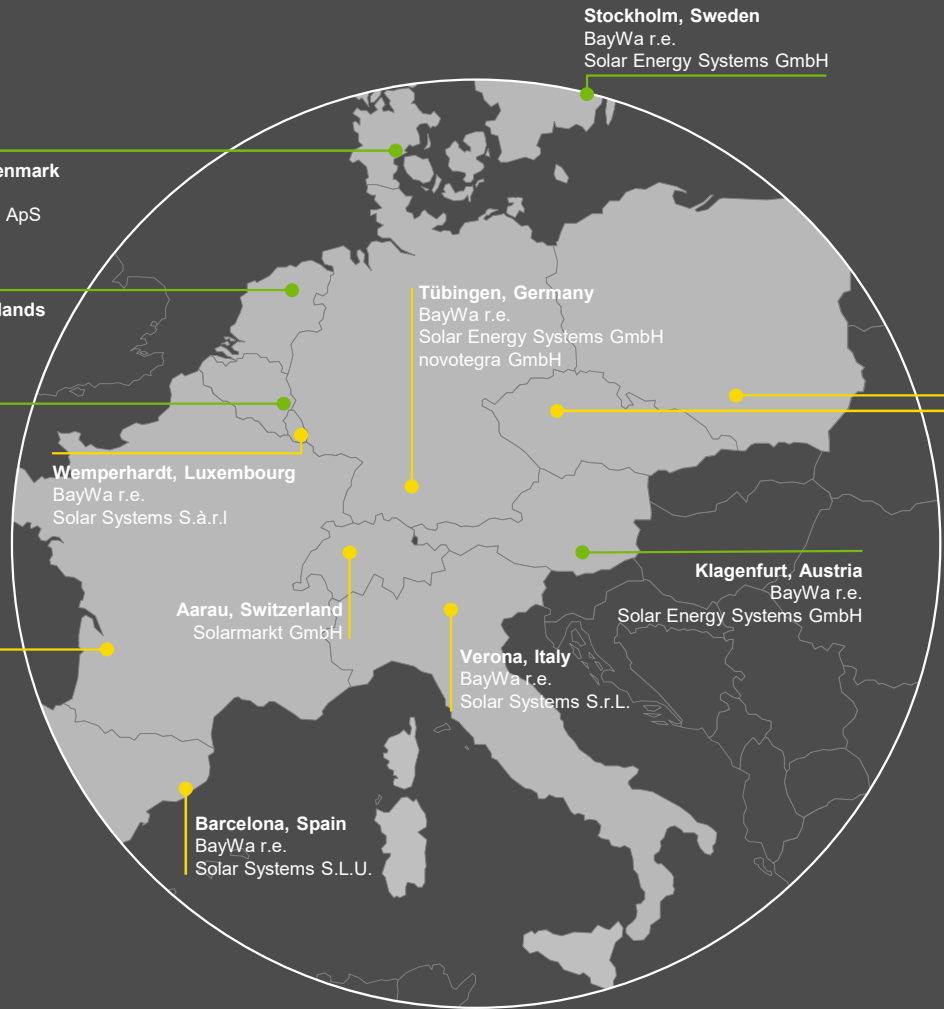
BayWa r.e. Solar Trade world-wide



Stock 	Warehouses worldwide 	Webshop 
<ul style="list-style-type: none">▪ Stock level of > 700 Mio. EUR worldwide	<ul style="list-style-type: none">▪ 52 warehouses▪ > 200,000 m²	<ul style="list-style-type: none">▪ 15 webshop portals▪ Launch of 6 further shops in 2022



EMEA



Sites



Sales office



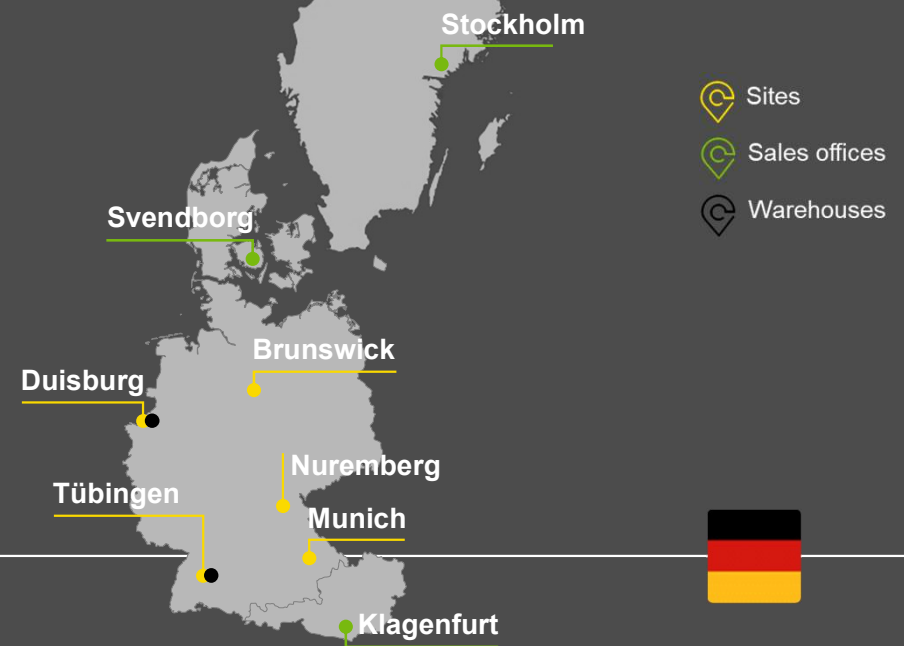
BayWa r.e. Solar Energy Systems GmbH



Foundation
1991



357
Employees



Experience & highlights

- ~ 3.000 customers
- ~ 76.000 deliveries
- ~ 34% of revenue via Webshop
- Installer+Partner sales



Solarmarkt GmbH



Foundation
1990



60
Employees

-  Sites
-  Sales offices
-  Warehouses



Experience & highlights

- ~ 1.400 customers
- ~ 29.000 deliveries
- ~ 46% of revenue via Webshop
- Own in-roof mounting system ARRES



BayWa r.e. Solar Systems S.r.l.



Foundation
1998



37
Employees



-  Sites
-  Sales offices
-  Warehouses



Experience & highlights

- ~ 1.200 customers
- ~ 7.678 deliveries



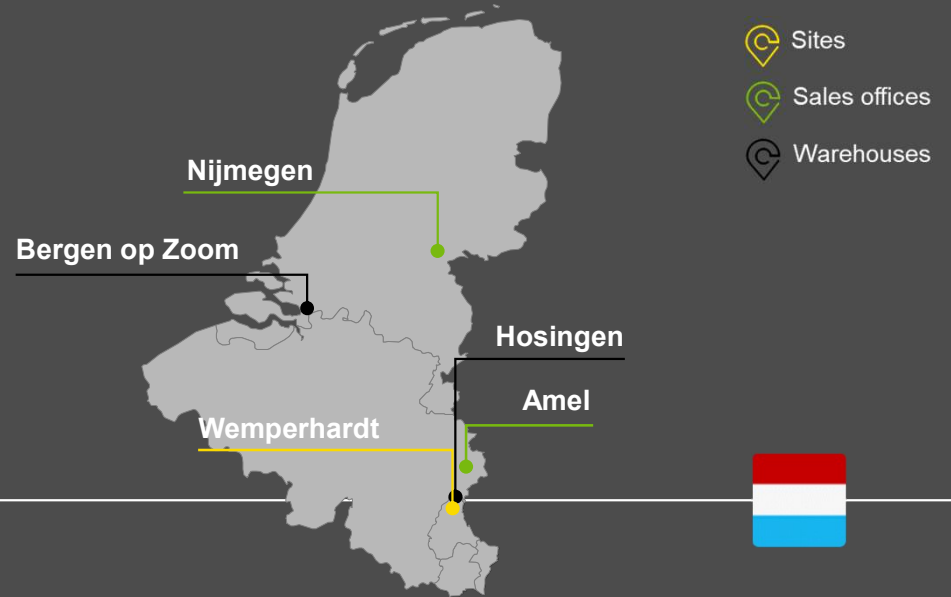
BayWa r.e. Solar Systems S.à.r.l.



Foundation
2016



110
Employees



Experience & highlights

- ~ 1.200 customers
- ~ 26.000 deliveries
- Active in Benelux
- Carbon neutral warehouse



BayWa r.e. Solar Systems SAS



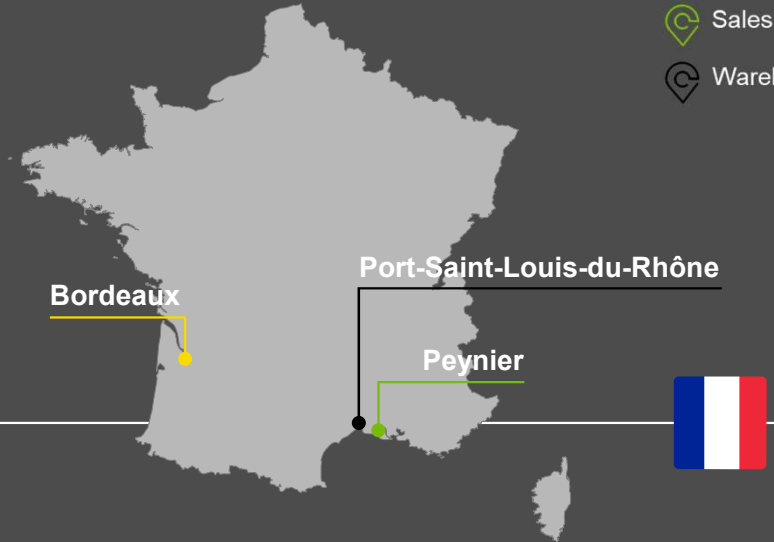
Foundation

2016



54
Employees

-  Sites
-  Sales offices
-  Warehouses



Experience & highlights

- 500 customers
- 8.800 deliveries



BayWa r.e. Solar Systems S.L.U.



Foundation
2019



43
Employees

-  Sites
-  Sales offices
-  Warehouses



Barcelona



Experience & highlights

- ~ 2.500 customers
- > 25.000 deliveries (est. 2022)
- > 60% orders via webshop
- Future availability sales possible
- > 500 MW inverters (est. 2022)



BayWa r.e. Solar Systems sp. z o.o.



Foundation
2021



60
Employees

-  Sites
-  Sales offices
-  Warehouses



Modlniczka

Zabierzów



Experience & highlights

- ~ 1.400 customers
- ~ 12.000 deliveries
- ~ 30% of revenue via Webshop



novotegra GmbH



Foundation
2021



41
Employees

Tübingen

- Sites
- Sales offices
- Warehouses



Experience & highlights

- New entity
- Formerly part of the German entity



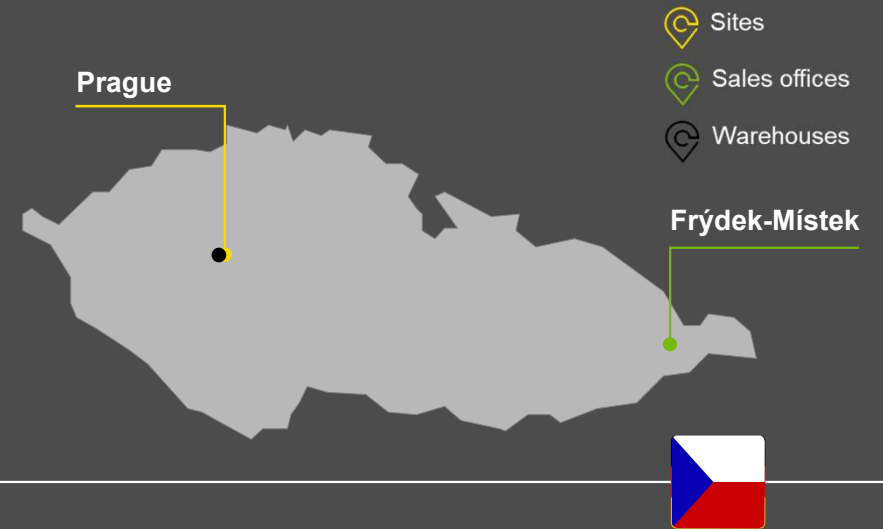
BayWa r.e. Solar Systems s.r.o.



Foundation
2021



40
Employees

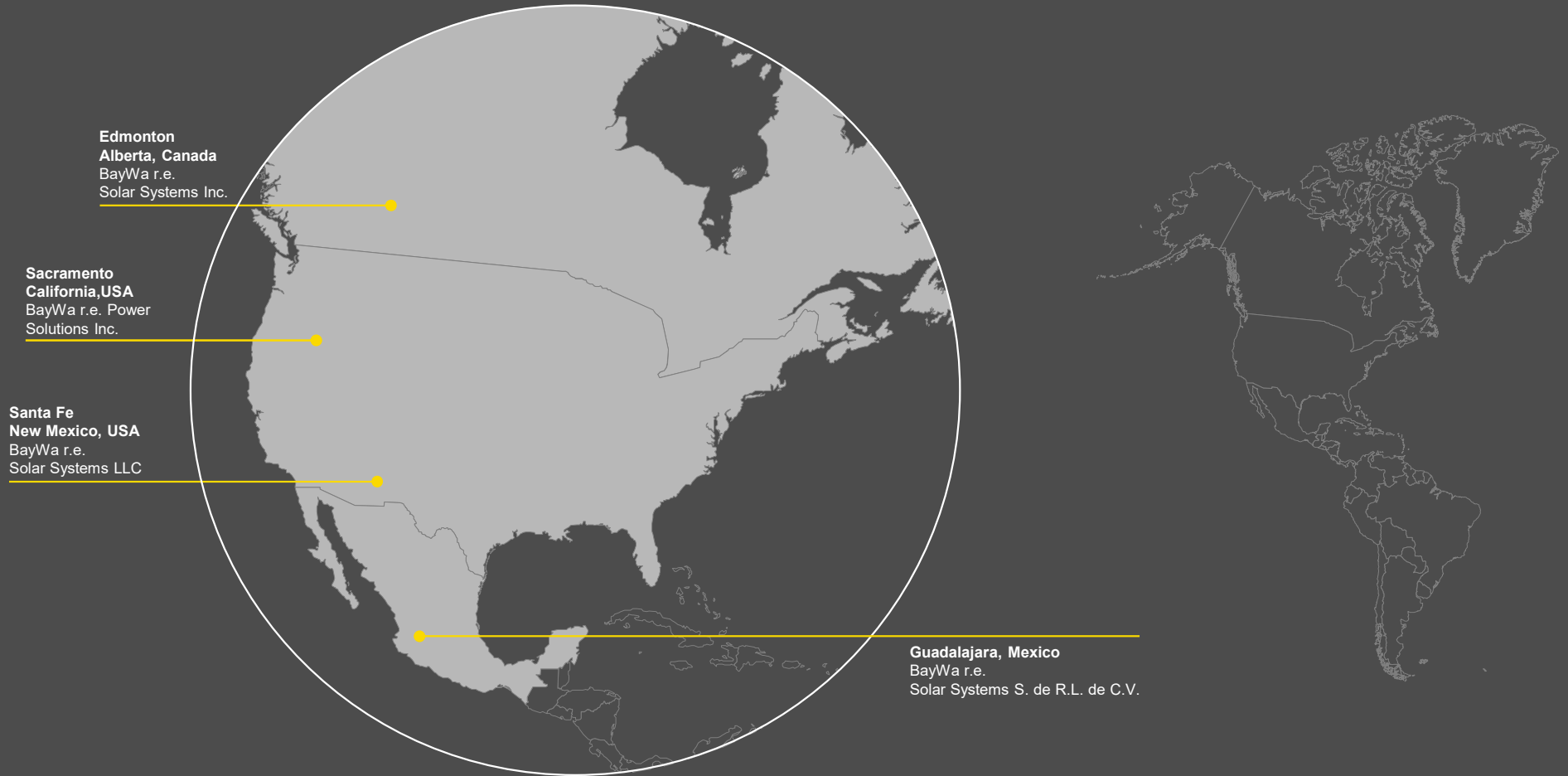


Experience & highlights

- ~ 430 customers
- ~ 3.900 deliveries
- Own warehouse
- 58% of orders via Webshop



AMER



Sites



Sales office



BayWa r.e. Solar Systems LLC

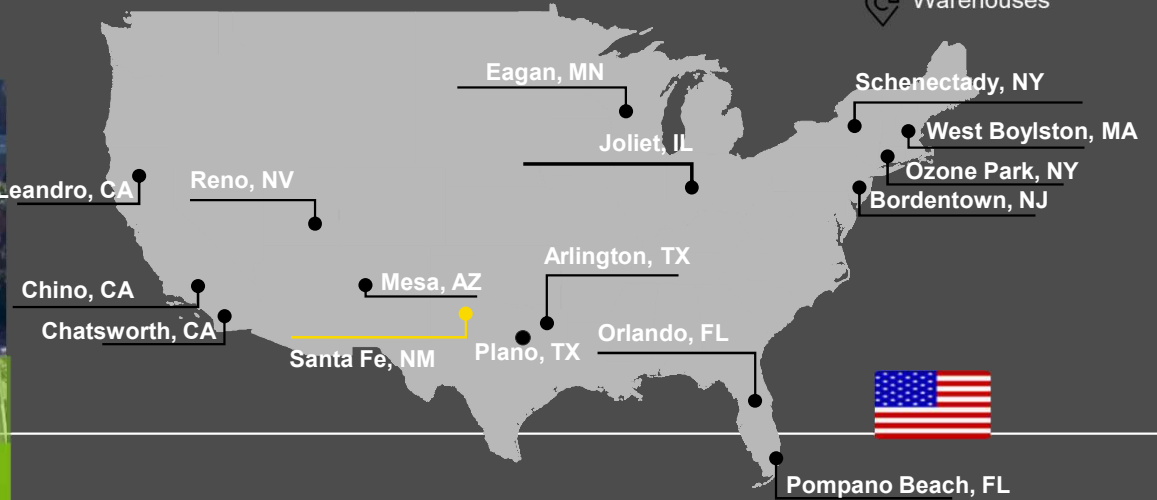


Foundation
2008



180
Employees

- Sites
- Sales offices
- Warehouses



Experience & highlights

- ~ 1000 customers
- ~ 59,000 deliveries
- ~ 6.5% / \$31M of revenue via Webshop
- Offer of financing solutions
- 10% Market reach



BayWa r.e. Power Solutions Inc.

-  Sites
-  Sales offices
-  Warehouses



Sacramento, CA

Honolulu, Hi



Foundation
2020



127
Employees

Experience & highlights

- Top tier US EPC
- Focus on O&M services and EPC
- #1 in NEM storage



BayWa r.e. Solar Systems S. de R.L. de C.V.



Foundation
2018



96
Employees

- Sites
- Sales offices
- Warehouses



Experience & highlights

- ~ 1.600 customers
- ~ 17.700 deliveries
- Coverage in 32 states



BayWa r.e. Solar Systems Inc.

- Sites
- Sales offices
- Warehouses



Foundation
2019



31
Employees



Experience & Highlights

- ~ 396 customers
- ~ 4.700 deliveries
- 10% of revenue via webshop
- Market Position #1-2



APAC

Bangkok, Thailand
BayWa r.e.
Solar Systems Co., Ltd.

Manila, Philippines
BayWa r.e.
Solar Systems Corporation

Ho Chi Minh City, Vietnam
BayWa r.e.
Solar Systems (Vietnam) Co. Ltd.

Perth, Australia
BayWa r.e.
Solar Systems Pty Ltd.



Sites



Sales office





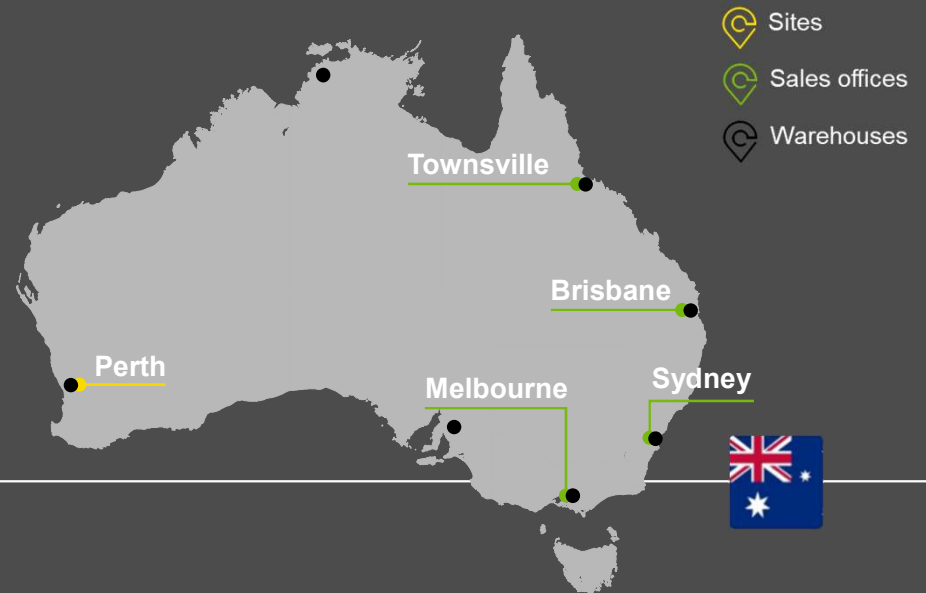
BayWa r.e. Solar Systems Pty Ltd.



Foundation
2016



41
Employees



Experience & highlights

- ~ 770 customers
- ~ 10.000 deliveries
- Off-Grid specialist



BayWa r.e. Solar Systems Co., Ltd.



-  Sites
-  Sales offices
-  Warehouses



Foundation
2016



31
Employees

Experience & highlights

- ~ 600 customers
- ~ 3.900 deliveries
- Rising Star Partner Award from SMA
- VAP Huawei Partner



BayWa r.e. Solar Systems Corp.



Foundation
2019



11
Employees

Makati City

Metro Manila

-  Sites
-  Sales offices
-  Warehouses



Experience & highlights

- ~ 85 customers
- ~ 430 deliveries
- Solar Company of the Year: Distributor Award in the Philippines 2021



BayWa r.e. Solar Systems (Vietnam) Co. Ltd.



Foundation
2021



4
Employees

- Sites
- Sales offices
- Warehouses

Hanoi

Hồ Chí Minh

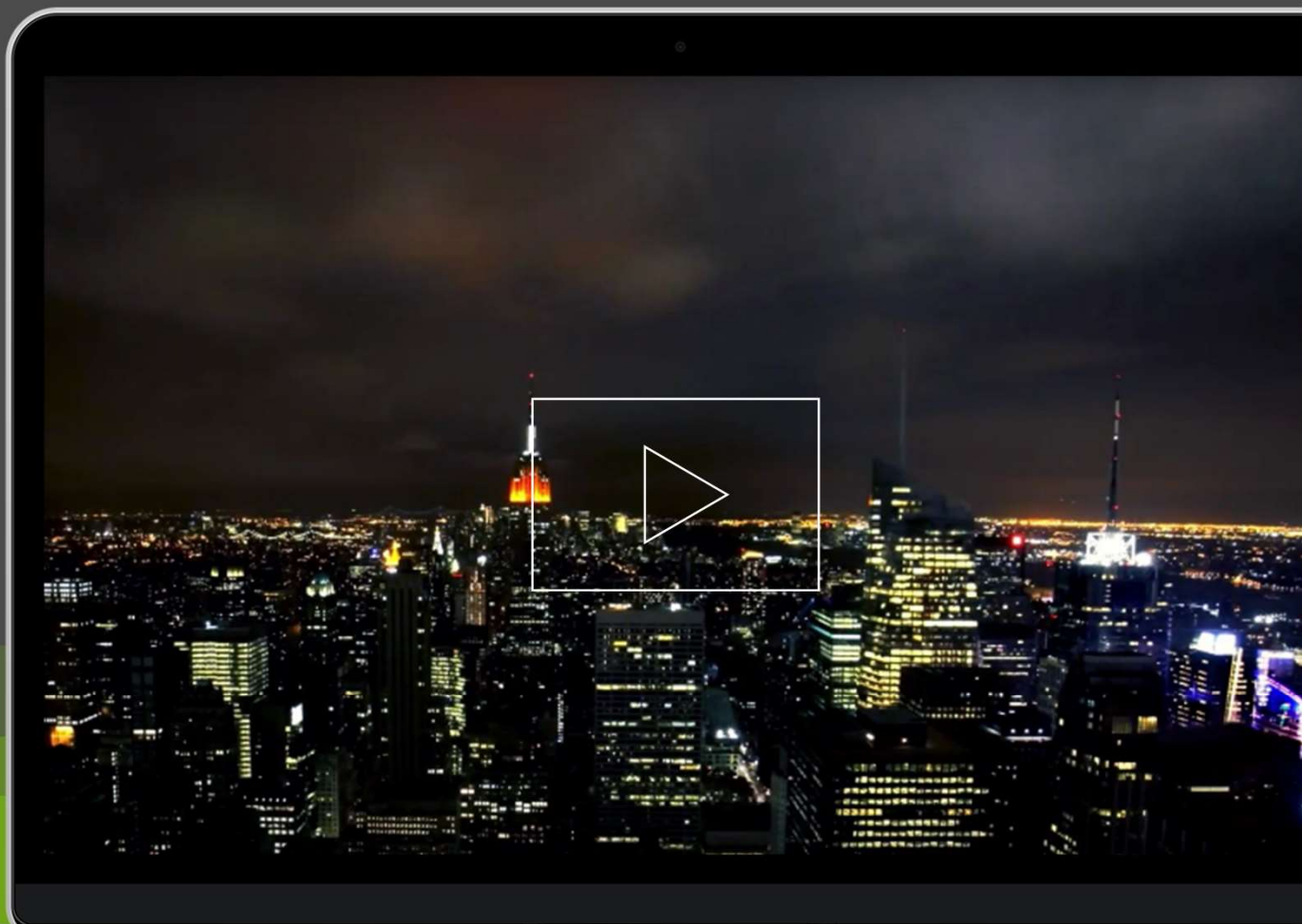


Experience & highlights

~ 30 customers
~ 40 deliveries



Image film





Thank you

Frank Jessel

Frank.Jessel@baywa-re.com

BayWa r.e. AG

Welzenwiler Straße 5, 72074 Tübingen

Phone +49 7071 98987 145

www.baywa-re.com



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BayWa r.e.'s diversified business

Projects



4 GW installed capacity in wind and solar globally.

14 GW global project pipeline solar and onshore and offshore wind.

Services



9 GW under operational management; digital asset operations expertise and technical management for solar, wind farms and biogas plants; services in energy trading.

7 GW direct marketing portfolio and broad energy trading services incl. PPA.

New IPP Portfolio; plans to ramp to 2.5 GW in the medium term

Solutions



25 years of solar distribution experience, a wide range of quality products and services for about 11,000 installation and sales partners globally.

Tailor-made Energy Solutions for commercial and industrial clients from self-consumption to green energy supply.

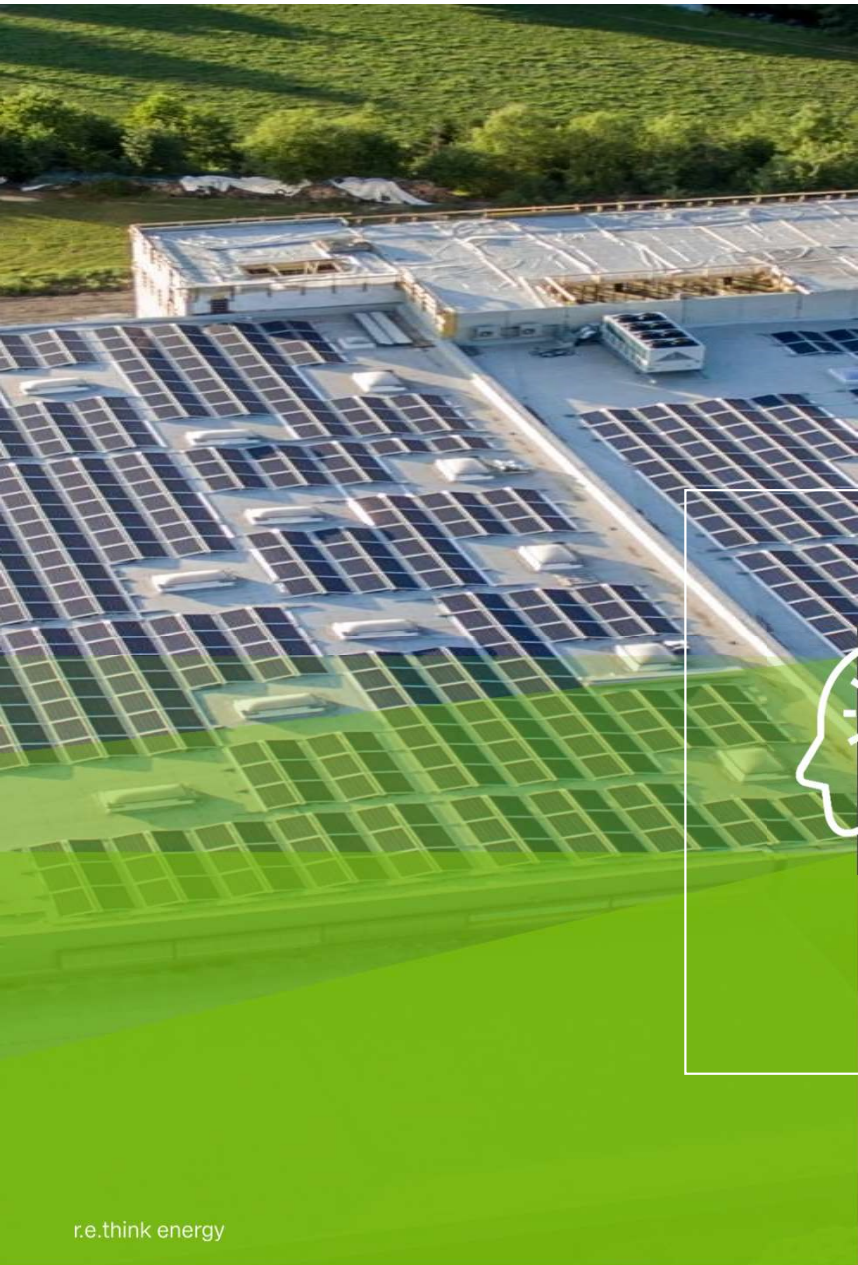


Solutions: Energy solutions for commercials & industrials, global solar distribution

Solutions for optimized energy supply and custom-fit products through global solar distribution:

- Comprehensive portfolio of PV, eMobility charging stations and storage products
- Global supply chain capabilities
- Own PV mounting system: novotegra plus design tool SolarPlanit
- Services for partners to promote decentral energy solutions





Solutions: Energy solutions for commercials & industrials, global solar distribution

We r.e.think energy with future innovations:

- Tailored energy solutions for an individual energy consumption and custom-fit investment models (i.e. private investment or PPA)
- eMobility solutions
- Integrated solutions for commercial and industrial customers; optimized for individual energy consumption and sustainability targets
- Planning and realization of weak and off-grid systems



We strive for sustainability and contribute company wide

Targets: Reduction of own greenhouse gas emissions by 22%¹ by 2025

BayWa

+ 10 GW

Generation capacities added by 2025

100%

Climate neutrality by 2030

100%

of electricity needs covered with renewable energies by 2020

- 22%^{1,2}

Reduction in energy use by 2025

Actions

BayWa r.e. is implementing this group target – already 1.3 GW construction of renewables & delivery of solar panels in 2018

Since 2018 BayWa r.e.'s operations and travel emissions are fully carbon compensated

Coverage of 99.5% electricity demand from renewables reached in 2018

Energy efficiency will be embedded in BayWa r.e. Sustainability Roadmap 2025

¹ Base year: 2017 | ² In terms of EBITDA



BayWa r.e. is 100% CO₂ compensated and supports sustainability projects worldwide

Reforestation



Forest protection and reforestation with support of local communities in Zambia

Donation of solar modules



Charging station for an Iraqi refugee camp

Solar home systems



For households in remote areas in Lesotho

Off-grid grain mill in Nepal



Women empowerment through training and a local value chain

