

## Development of the BayWa Group as at 31 December 2018

In € million	Revenues <sup>1</sup>			EBIT <sup>2</sup>		
	2018	2017	%	2018	2017	%
	<b>16,625.7</b>	<b>16,055.1</b>	<b>+ 3.6</b>	<b>172.4</b>	<b>171.3</b>	<b>+ 0.6</b>

## Development of the Agriculture Segment

In € million	Revenues			EBIT		
	2018	2017	%	2018	2017	%
BAST	5,286.8	5,817.8	- 9.1	31.1	7.0	> 100
Agri Trade & Service <sup>3</sup>	3,298.8	2,812.9	+ 17.3	5.2	25.7	- 79.8
Global Produce <sup>4</sup>	807.9	805.5	+ 0.3	27.2	29.4	- 7.5
Agricultural Equipment	1,622.4	1,400.3	+ 15.9	36.6	19.9	+ 83.9
<b>Agriculture Segment</b>	<b>11,015.9</b>	<b>10,836.5</b>	<b>+ 1.7</b>	<b>100.1</b>	<b>82.1</b>	<b>+ 21.9</b>

## Development of the Energy Segment

In € million	Revenues			EBIT		
	2018	2017	%	2018	2017	%
Conventional Energy	2,438.3	2,228.1	+ 9.4	23.5	18.5	+ 27.0
Renewable Energies	1,530.2	1,366.6	+ 12.0	72.5	66.6	+ 8.9
<b>Energy Segment</b>	<b>3,968.5</b>	<b>3,594.7</b>	<b>+ 10.4</b>	<b>96.0</b>	<b>85.0</b>	<b>+ 12.9</b>

## Development of the Building Materials Segment

In € million	Revenues			EBIT		
	2018	2017	%	2018	2017	%
<b>Building Materials Segment</b>	<b>1,617.5</b>	<b>1,606.1</b>	<b>+ 0.7</b>	<b>31.1</b>	<b>30.1</b>	<b>+ 3.3</b>

## Development of the Innovation & Digitalisation Segment

In € million	Revenues			EBIT		
	2018	2017	%	2018	2017	%
<b>Innovation &amp; Digitalisation Segment</b>	<b>10.7</b>	<b>6.9</b>	<b>+ 55.1</b>	<b>- 12.3</b>	<b>- 10.8</b>	<b>- 13.9</b>

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<sup>1</sup> Includes figures for the Agriculture, Energy, Building Materials, Innovation & Digitalisation and Other Activities Segments

<sup>2</sup> Includes figures for the Agriculture, Energy, Building Materials, Innovation & Digitalisation and Other Activities Segments and the transition.

<sup>3</sup> Domestic marketing activities for the BAST business unit were transferred to the BayWa Agricultural Sales (BAV) business unit effective as at 1 January 2018. In the course of these efforts, the BAV business unit was renamed the Agri Trade & Service business unit.

<sup>4</sup> The Fruit business unit was renamed the Global Produce business unit effective as at 1 January 2018.