

**BayWa AG –
your competent partner for
black currant business in
Germany**

BayWa



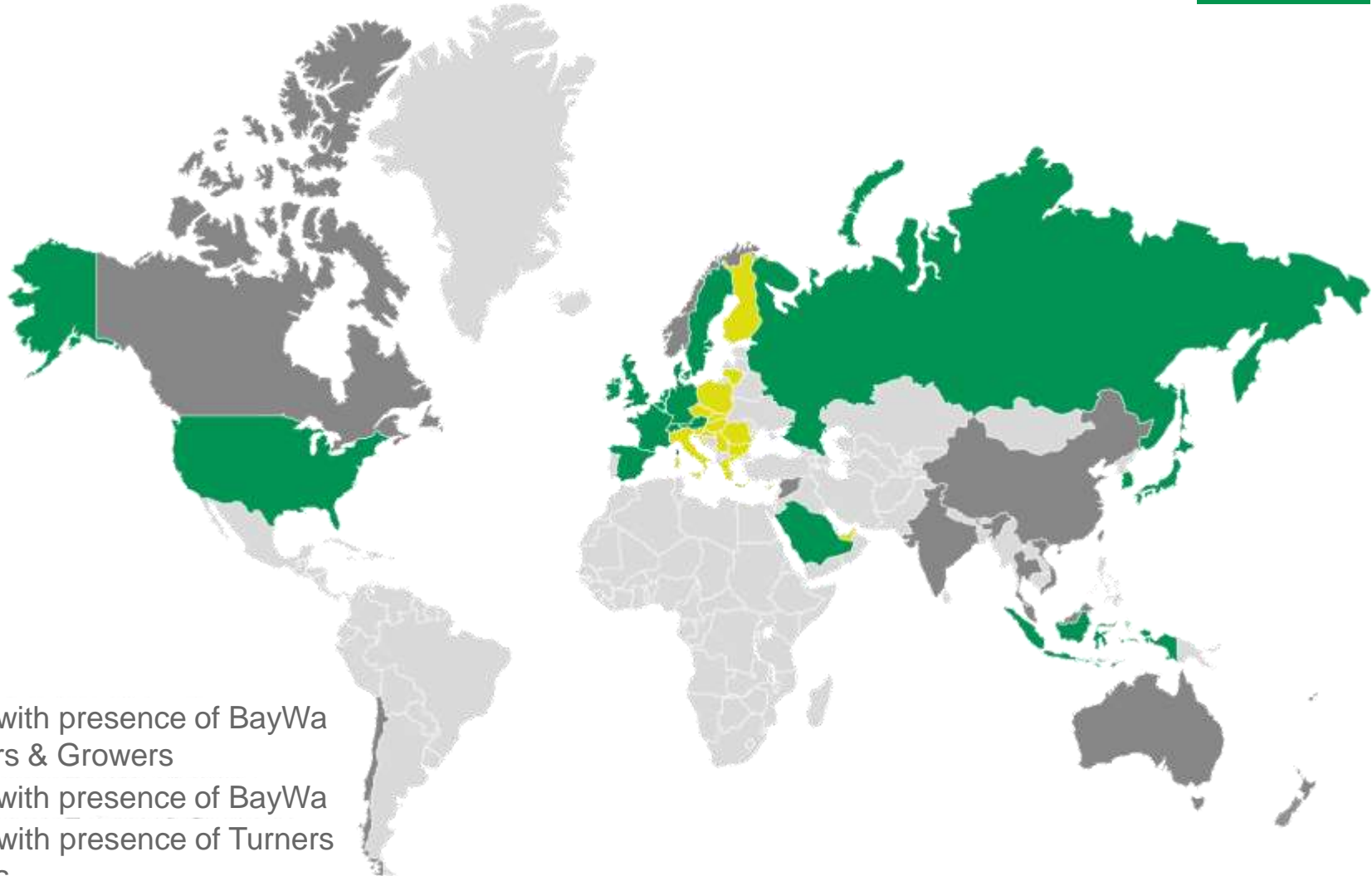
Agenda.

1. The BayWa Group / Financials
2. BayWa Fruit
3. Black Currant activities

Corporate Guidelines of BayWa AG: we remain on the move.

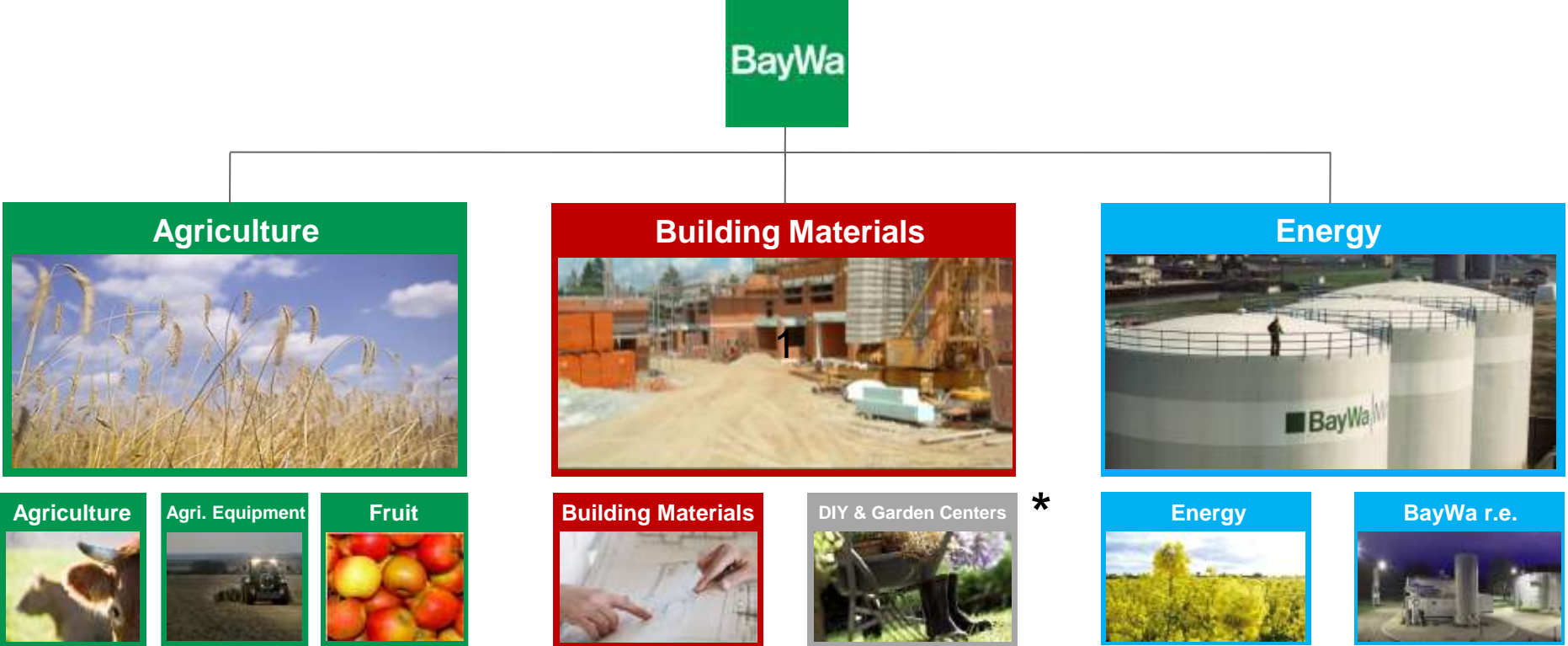
1. In an internationally networked market environment our vision is to establish ourselves as a leading trading and services company in our core agricultural, energy and construction segments. We intend to sustainably develop this position and continue to achieve profitable growth. In so doing we shall enhance the profitability of the Group and safeguard our future in what are fast becoming global markets.
2. For customers, employees, investors and suppliers alike, we are a strong partner.
3. We are a sound, dependable and innovative company.
4. We accept social and ecological responsibility, not least as a result of our cooperative origins.
5. We are committed to responsible corporate management.

BayWa Profile - Country Presence.



- Countries with presence of BayWa and Turners & Growers
- Countries with presence of BayWa
- Countries with presence of Turners & Growers

Overview of BayWa Business Segments.



In our core business segments Agriculture, Building and Energy we belong to the leading trade and service companies in Europe.

* The DIY & Garden Centers Business Unit has passed into the Bau- & Gartenmärkte GmbH & Co. KG by 01/01/2012.

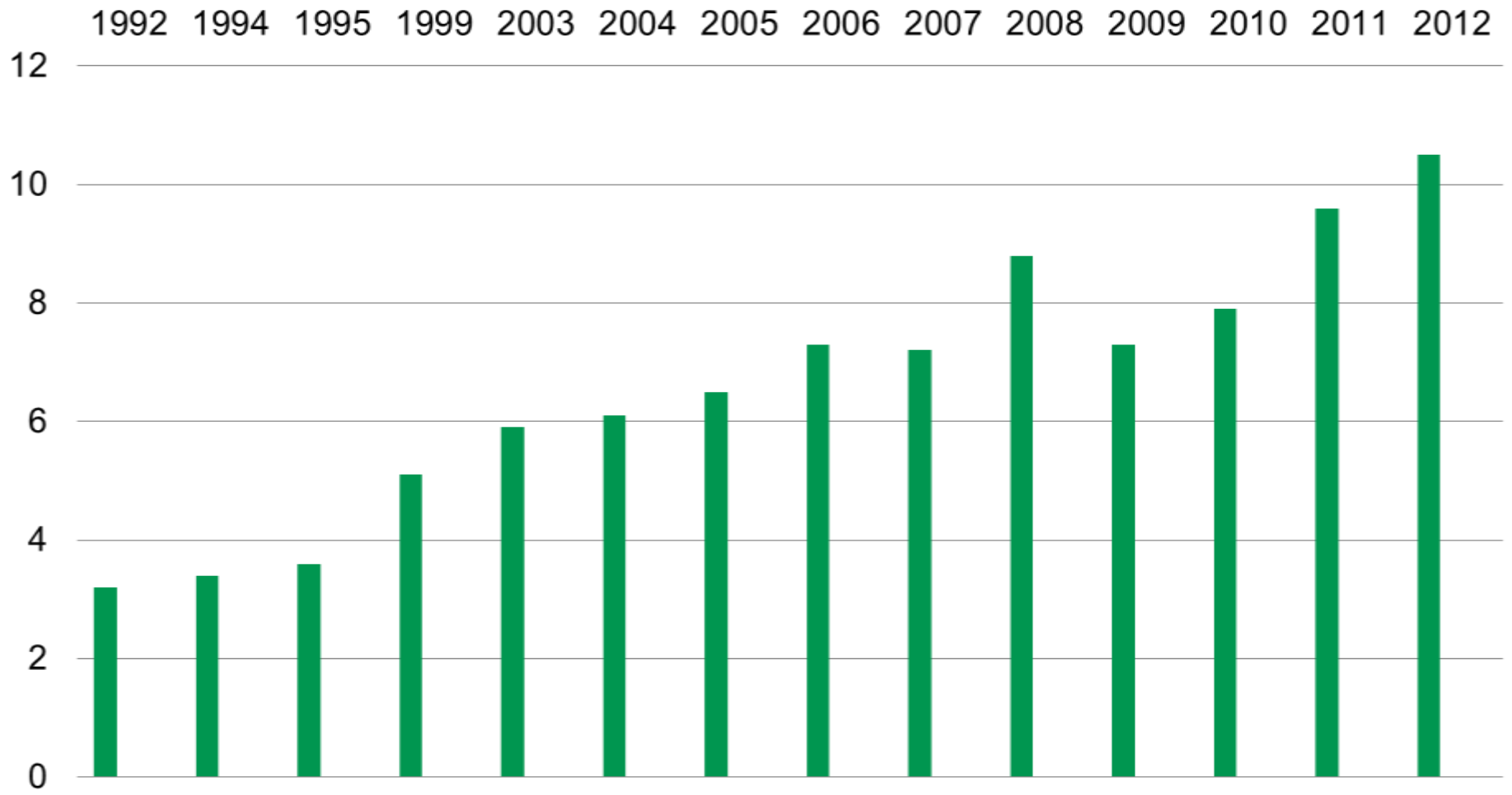
Sales locations.

(by 12/31/2012)

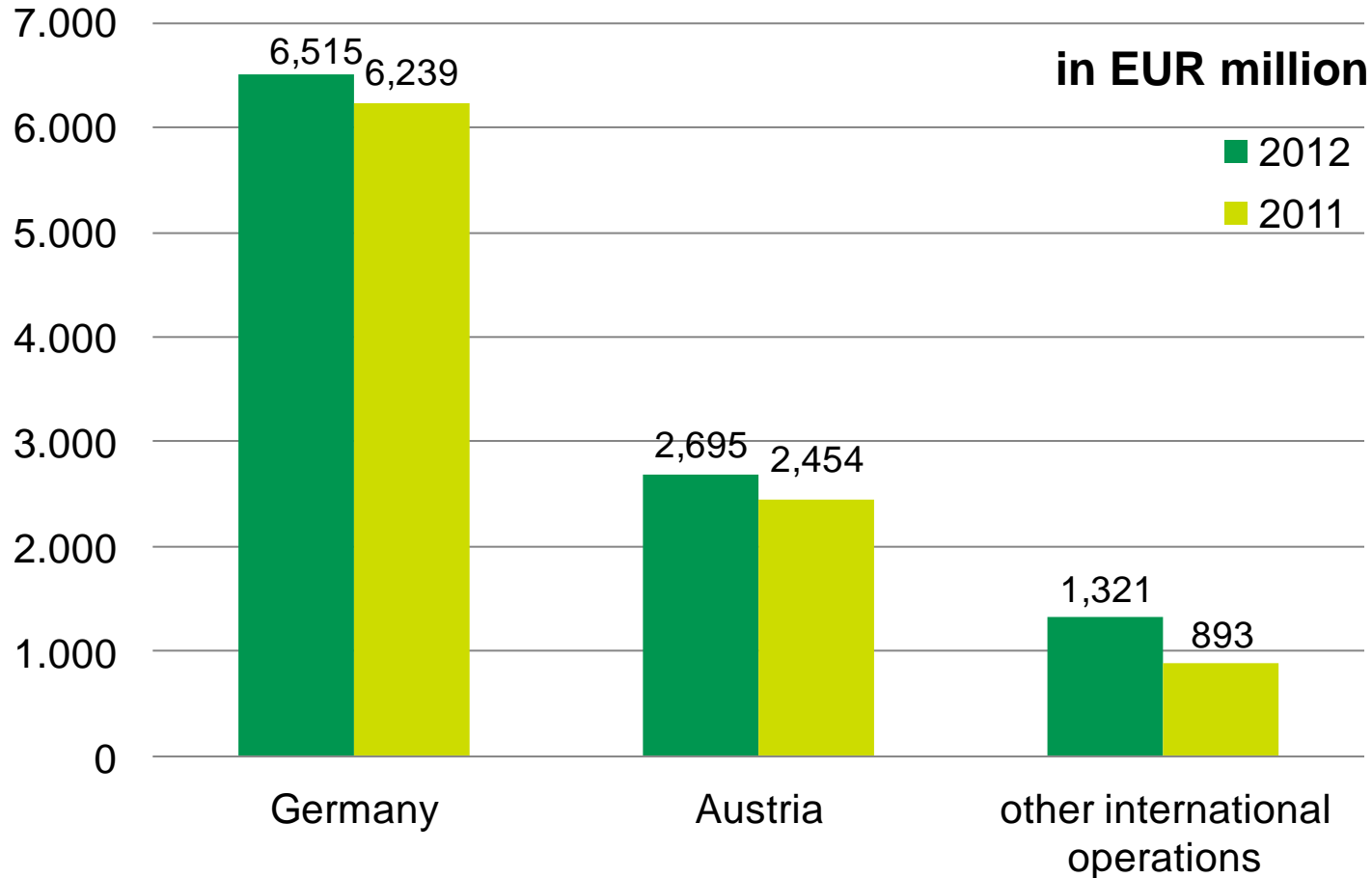
- **317 Agricultural operations** (of which 10 fruit operations)
- **266 Agricultural Equipment operations** (incl. garages)
- **230 Building Materials operations + 554 franchise operations**
- **242 Mineral Oil operations in Germany**; additionally, through RWA subsidiary GENOL, about 491 gas stations in Austria

In addition, around 900 RWA warehouses (Business Segment Building Materials) in Austria under contract.

Revenue growth since 1992 in EUR billion.



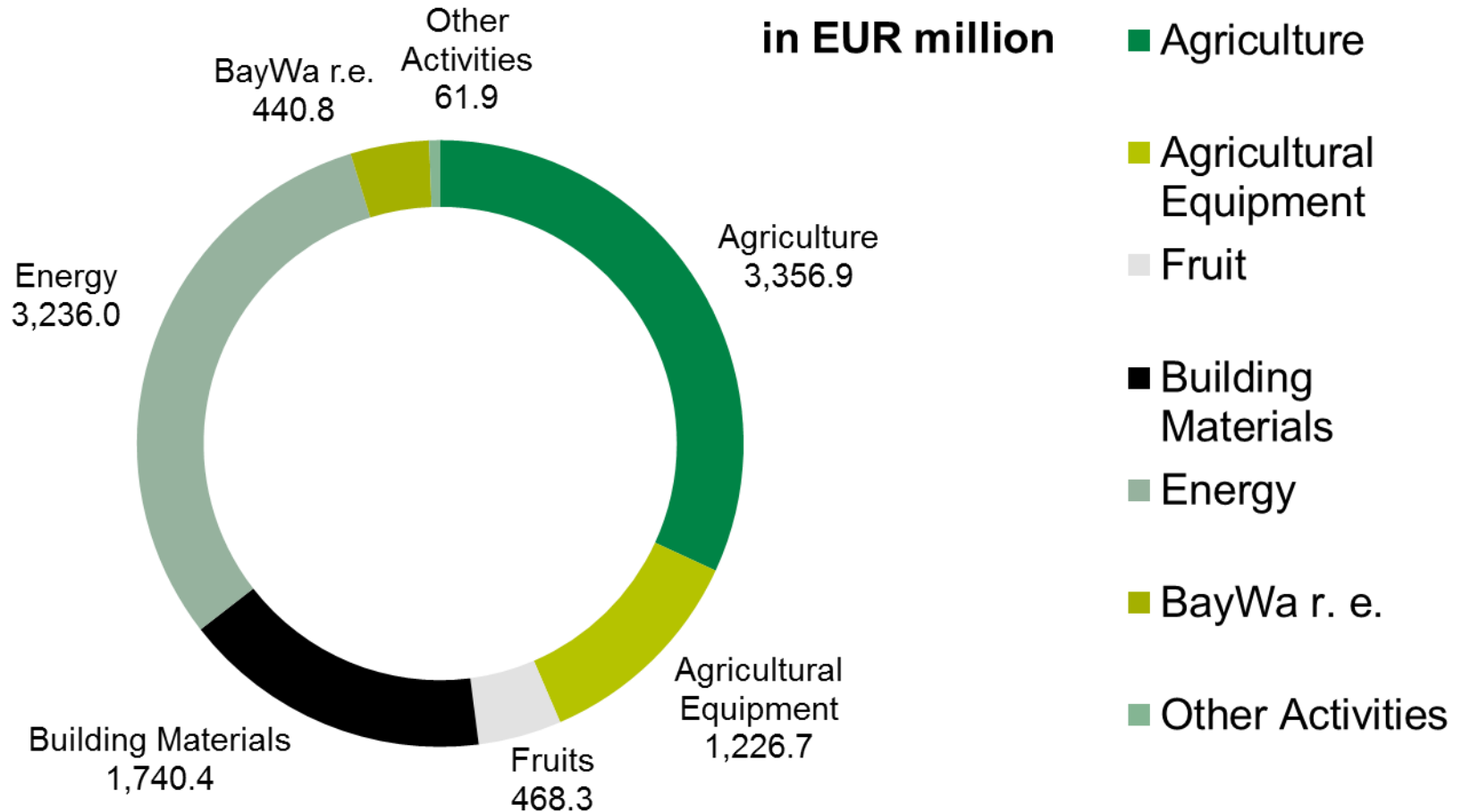
Consolidated revenues by region.



Breakdown of consolidated revenues in 2012.

2012

in EUR million



BayWa Fruit.

BayWa



Mission:

To become the leading supplier of German pipfruit for food retailers.

Product segments:

- pipfruit
- pipfruit for processing
- organic fruit
- soft and stone fruit

Customers:

- German food retail trade
- export
- specialist wholesale trade
- fruit juice industry

Activities of BayWa Fruit.




 Co-Operation
BayWa North, Jork

 HiP pack
Sint-Truiden, Belgium
(Joint Venture)

Rhineland-Palatinate

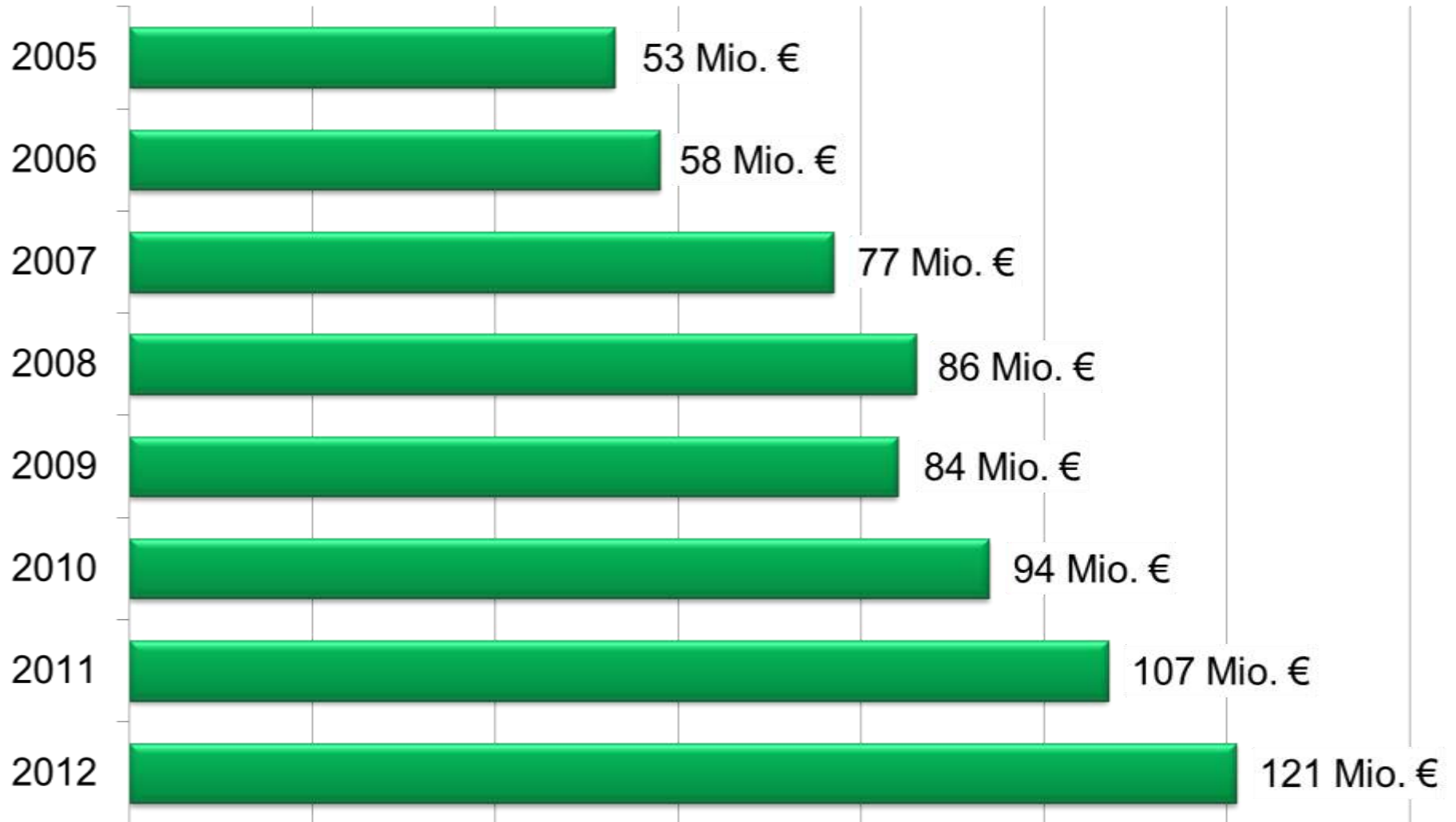
 Weisenheim

 Ingelheim

 Neckar region:
2 locations

 OBST VOM
BODENSEE
Lake Constance
region: 5 locations

Revenue growth since 2005.



Marketing Contract WOG – BayWa Fruit.



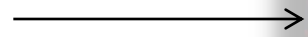
producer organisation



Marketer
sales to wholesale



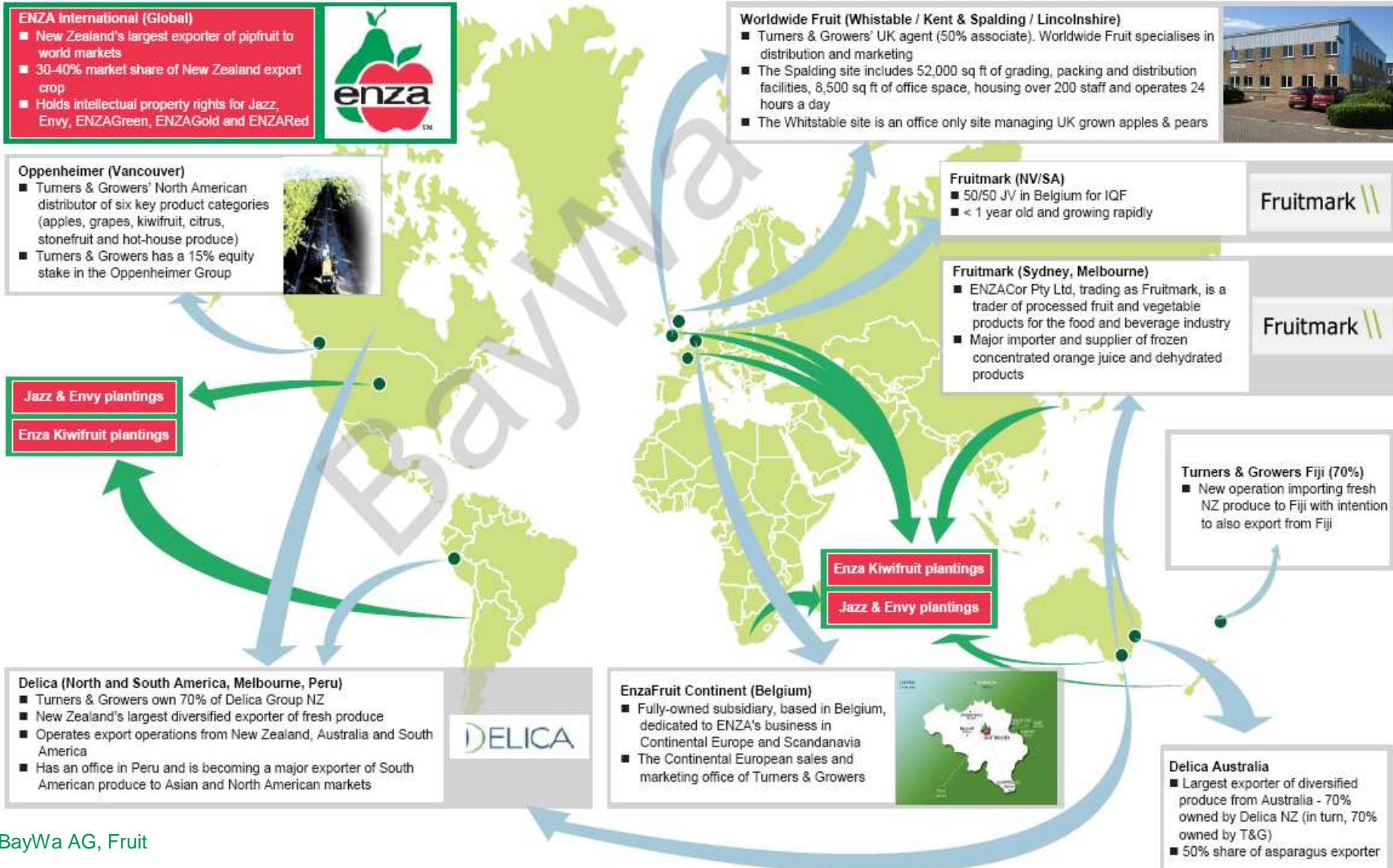
sales to retail
and export



Growers: 600
Production: 2.710 ha

BayWa: a global player in fruit business.

BayWa



Black Currant activities.



Collection of Black Currants by BayWa.

- ✓ directly in the field or via delivery to pack-house by the farmers
- ✓ only in plastic bins (ca. 400 kg)
- ✓ quick cooling (cold store and CO₂ treatment)
- ✓ short distances and fast logistic transfer (cold chain!)
- ✓ fiduciary sales and distribution

Volumes of Black Currants BayWa.



year	conventional produce	organic produce
	in t	in t
2004	500	10
2005	997	23
2006	511	20
2007	512	26
2008	1.068	28
2009	1.924	50
2010	1.202	63
2011	1.142	25
2012	1.229	20

Sales activities.

- ✓ broad customer base
 - concentrate
 - direct juice
 - support of local produce



Information and advisory services.

information events concerning

- ✓ market development
- ✓ phytosanitary measures
- ✓ fertilisation
- ✓ variety development





BayWa

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