

Introduction to BayWa r.e.

A global leader in renewable energy

Presentation in Ho Chi Minh City November 2018



r.e.think energy

The BayWa Group serves fundamental needs – BayWa r.e. is 100% focused on renewable energies

BayWa

Agriculture



**Agricultural
trade**



Technology



Fruit



Energy



**Traditional
energy**



BayWa r.e.



Construction



Building materials



Our colleagues in the classical energy business serve a broad range of customers

Gas Stations & Cards



Operation of serviced
& automated gas
stations.



Lubricants



Own Brand, Focus on
commercial customers &
lubrication solutions

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Heating Oil & Pellets



Serving end-
customers and
producing pellets

Heat contracting



Heat contracting
based on biomass
& natural gas

BayWa r.e. covers the entire renewable energy value chain



Projects



Project development and implementation



Services



Engineering and technical consulting



Operations management and plant maintenance



Solar Trade



Systems and components



Energy Trading



Energy (power, gas, heat)

BayWa and BayWa r.e. in figures

Dynamic growth and
sustainable profitability
under the **umbrella** of
a stable **parent company**



€ 1.37 billion < **TURNOVER 2017** > € 16.1 billion

€ 66.6 million < **EBIT 2017** > € 171.3 million

>1,500 < **EMPLOYEES** > 17,000

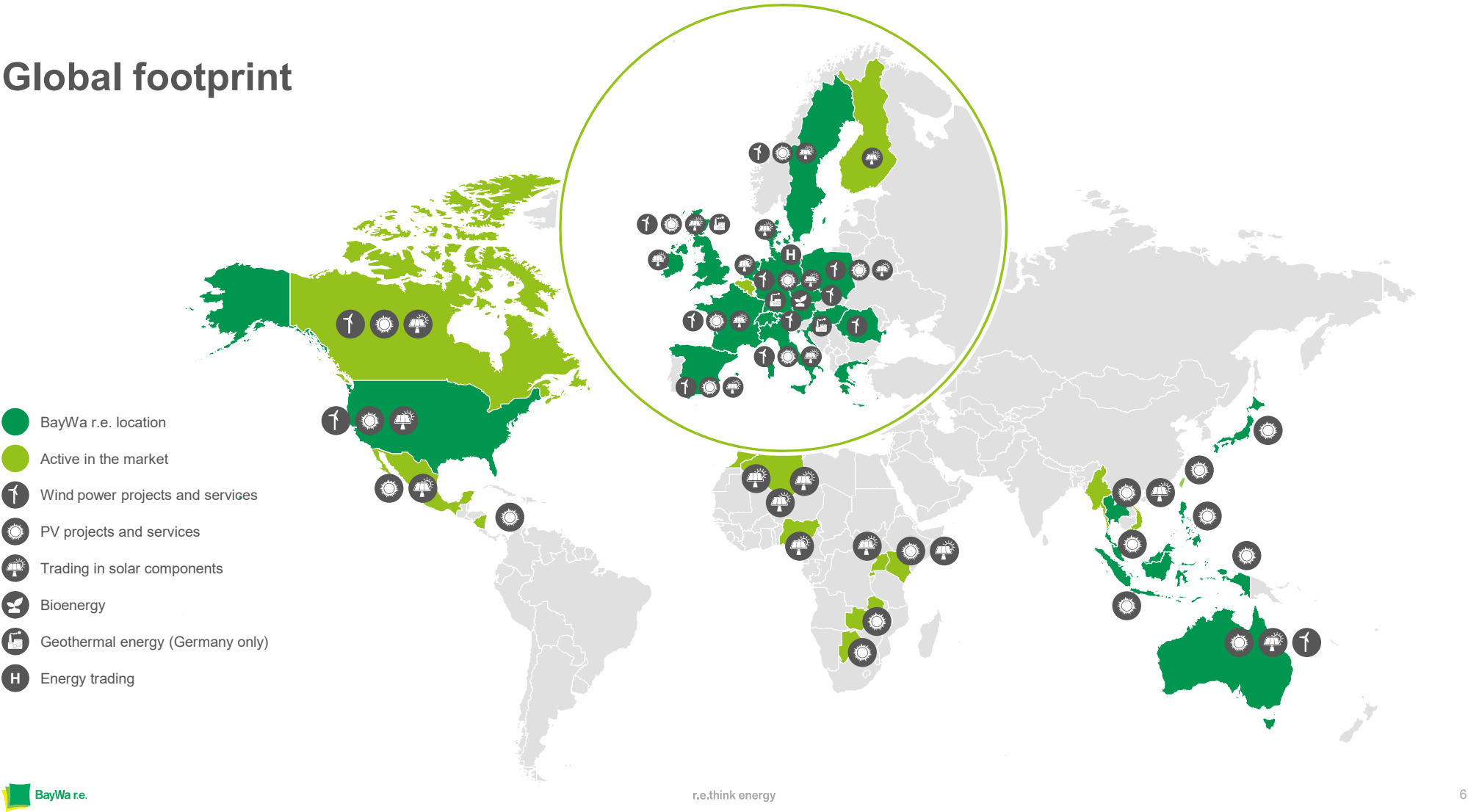
2009 < **FOUNDED** > 1923

>2,000 MW < **EXPERIENCE** > **Worldwide**

of solar, wind, bioenergy and
geothermal energy realized

Presence in 34 countries

Global footprint



Our services for successful energy projects

In addition to the development and implementation of our own projects, we also build turnkey projects as a third party service

- Greenfield project planning
- Site analysis and assessment
- Securing land and planning permissions

- Turnkey construction
- Project management
- Project finance



2,200 MW

In further project rights have already been secured in Europe, America, Asia and Australia.

We have already set up and commissioned 34 biogas and biomethane plants with a biogas output of about

110 MW.

To date, we have developed and realized wind farms with an installed output of

1,300 MW

We have successfully put

600 MWp

of solar energy into the grid.

In excess of 5,000 MW under our operations management

Operations management with BayWa r.e. – based on technological and international experience

5,190 MW
maintained power worldwide



2,290 MW
in solar



2,900 MW
in wind

USA



ASIA-PACIFIC

Malaysia
Australia



SOUTH AMERICA
Nicaragua



AFRICA
Zambia



Wind

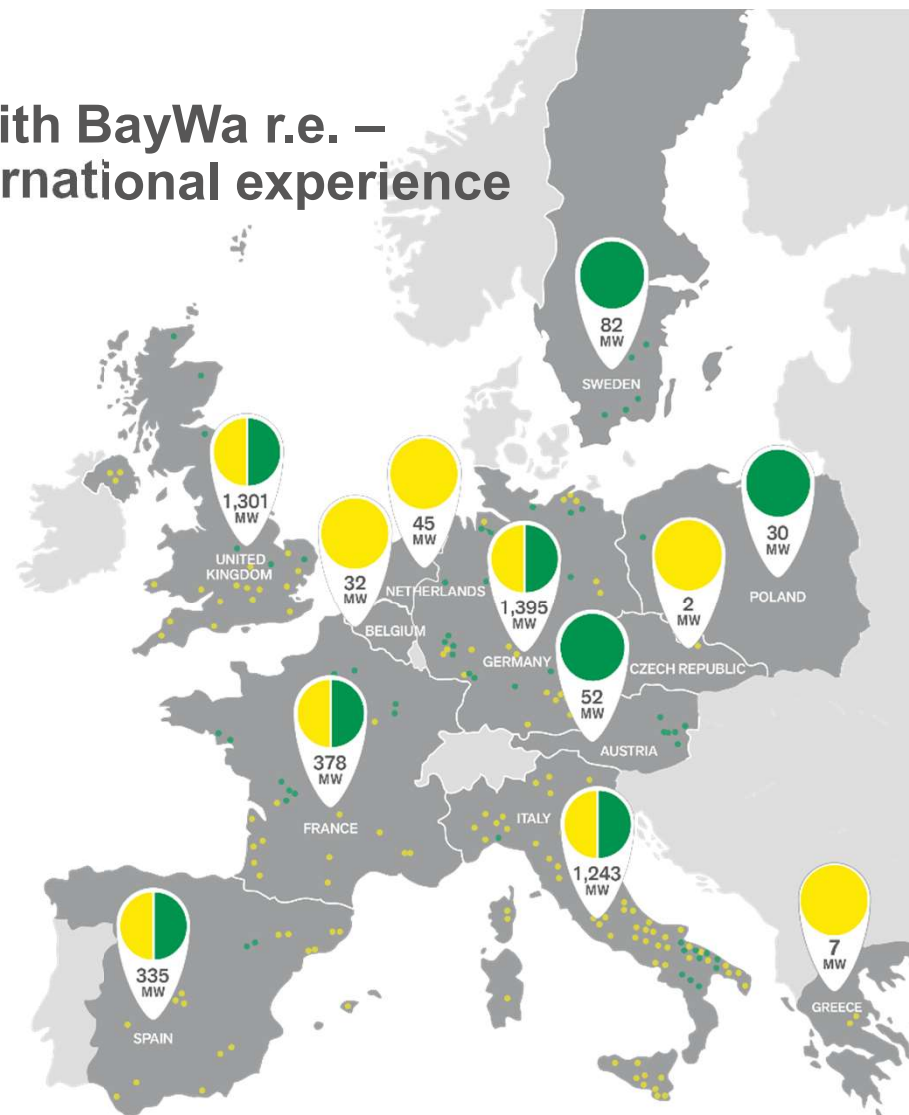


Solar

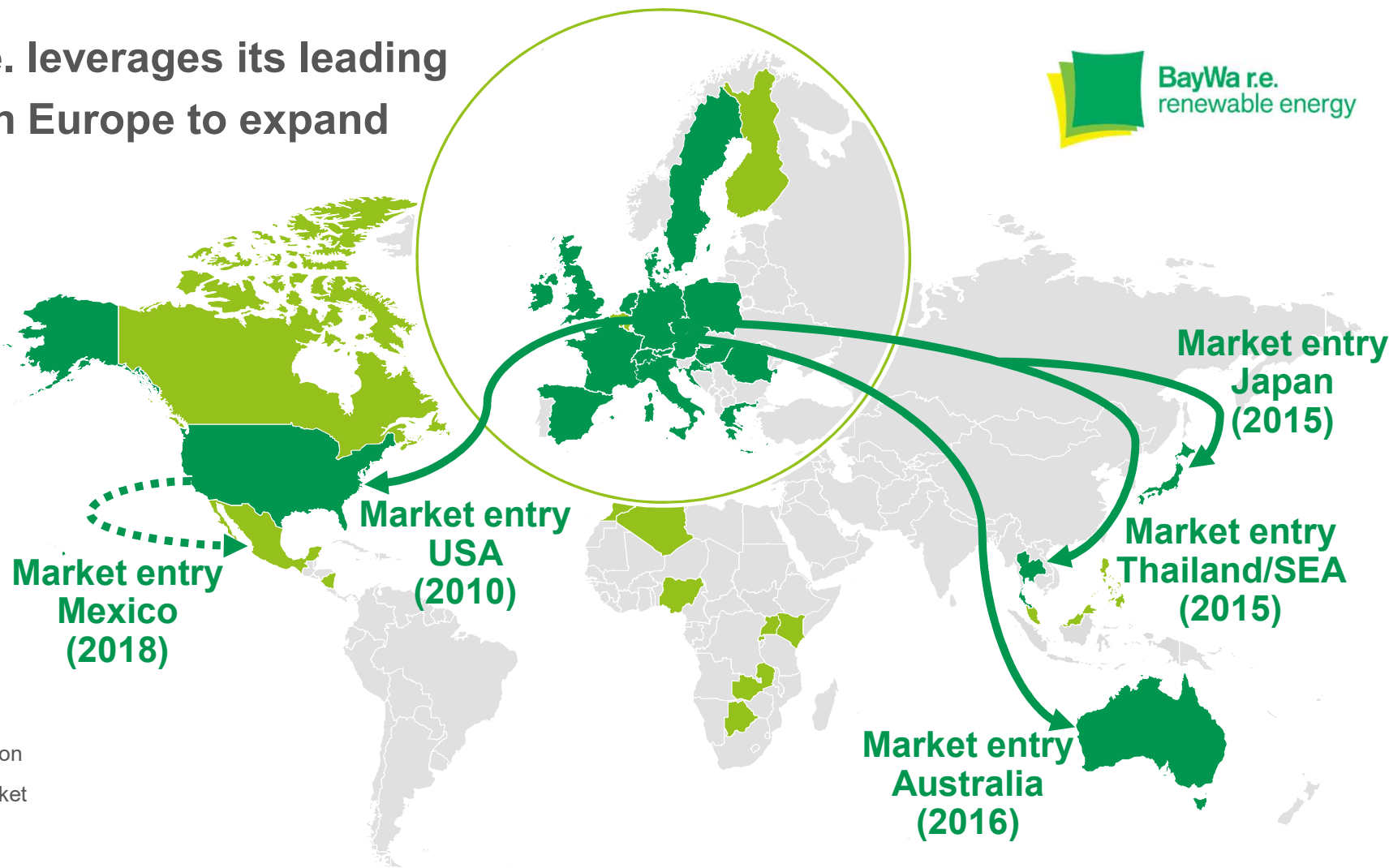
Quality management system
certified according to
DIN ISO 9001:2008.



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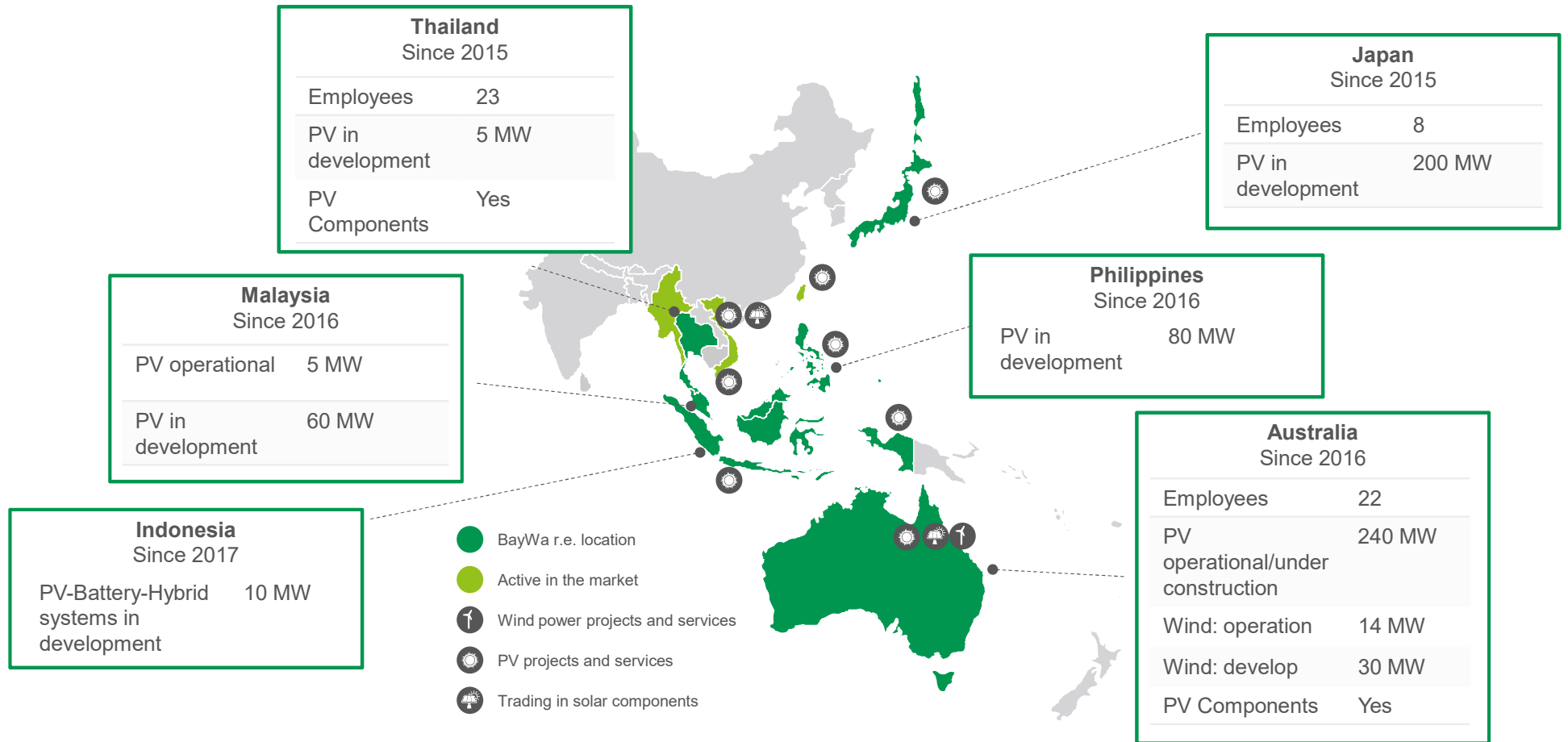
BayWa r.e. leverages its leading position in Europe to expand globally



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

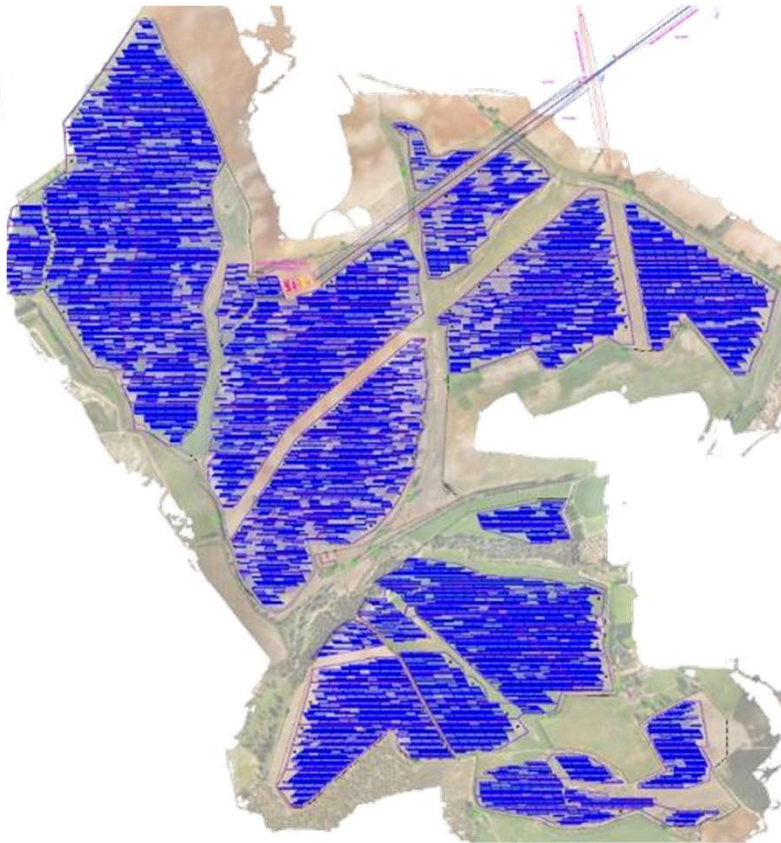


Asia Pacific Activity Overview



First non-subsidized solar park: Don Rodrigo, Spain, 175 MWp

Project plan | Don Rodrigo, Andalusia, Spain



Project Details

- Size: **175 MW (300.000 MWh/a)**¹
- LCOE (20 years): **30 €/MWh**
- Construction start: **February 2018**
- Grid connection: **December 2018**

PPA with power wholesaler Statkraft

- Power purchaser: **Statkraft** (Norwegian public enterprise)
- Product: **Power and guarantees of origin**
- Term **15 years**: 5 yrs. fixed price, 10 yrs. market price less fixed fee (guaranteed minimum price)
- Start power purchase: January 2019

¹ Equals power supply for ~300.000 residents

BayWa r.e. supplies BMW in Mexico: Industrial Solar and on-site PPAs offer access to a new market segment independent of auctions and utility partners

First corporate PPA Mexico: 5.5 MW



Project location: BMW Plant, San Luis Potosi, Mexico



Project Details

- Size: **5.5 MW dc / 4.2MW ac**
- Electricity production: **9,841 MWh/a**
- Investment value: **3.9 mn USD**
- Technology: PV Fix-Tilt
- Construction start: **June 2018**
- Commercial Operation Date: **January 2019**

Corporate PPA

- Power purchaser: BMW México
- Term: **20 years**

r.e.levant r.e.sponsible
r.e.duce **r.e.think** r.e.cycle
r.e.spect r.e.flect r.e.lation
r.e.newable

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