



RWA

Values connect us

Annual Report

Business year 2024

Annual Report 2024

Key figures for the Management Report 2024

Sales by business segment (TEUR)	2024	2023
Total	3.480.942	3.556.018
Agriculture	1.940.380	1.952.492
Technology	266.940	325.481
Energy	1.014.731	65.001
Home & Garden stores	178.936	1.030.844
Building materials	63.385	167.119
Other	16.573	14.831
Digital Farming	0	250

Sales by region (TEUR)	2024	2023
Total	3.480.942	3.556.018
Austria	2.247.467	2.357.374
Germany	134.343	122.992
Remaining European Union	825.227	803.856
Other countries	273.904	271.796

Other key figures (TEUR)	2024	2023
Profit before tax (TEUR)	11.872	23.929
Employees (average)	3.185	3.089

Your link to the consolidated financial statements QR-Code

In order to keep this annual report streamlines and compact, we've made it possible for you to find the complete consolidated accounts with all tables on the RWA website at **www.rwa.at/annualreport** or by simply scanning the QR Code.



Summary

The 2024 financial year was characterised by difficult general conditions. According to Wifo, the economic research institute, the Austrian economy shrank by a further 1.2%, thus even more sharply than in the previous year. Initial forecasts point to a recession in 2025 too. The ongoing war in Ukraine, the tense situation in the Middle East and polarising elections, such as those in the USA, the EU and Austria, triggered uncertainty and increased reluctance to invest and buy.

Despite this unfavourable environment, RWA Raiffeisen Ware Austria was broadly able to maintain its 2024 turnover at the same level as the previous year. Some business areas suffered losses but these were offset by others. The diversification strategy proved its worth once again. The annual result before taxes was significantly lower at EUR 11.87 m.

Agriculture



RWA's traditional core area remained very stable in 2024. The strategically important animal feed unit was able to increase its contribution to earnings. The Agricultural Inputs and Seed divisions reported a good performance. Another milestone was reached with the opening of the state-of-the-art seed plant in Rumenka. The CEE subsidiaries developed positively compared to the previous year. RWA's new agricultural and energy centre in Pöchlarn combines a modern maize drying plant with silo storage, energy-saving animal feed production in the adjacent Garant plant, and a large pellet storage facility for the Genol own brand at a trimodal location.

Agricultural Machinery



The Agricultural Machinery division reported a slight drop in turnover in 2024. The tense economic situation of many farmers and the high sales figures of recent years, fuelled in part by government subsidies, have now led to extremely weak demand. This necessitated a restructuring of the Lagerhaus Technik-Center (LTC). With a new small parts warehouse, the central warehouse for spare parts and tyres in Korneuburg was able to increase efficiency and service levels.

Energy



Geopolitical upheavals are causing high energy price volatility. However, RWA's Energy division reported only minor changes in turnover in the previous year. The expansion of renewable energy remains a key focus. Around 220,000 tonnes of pellets were handled in the 2024 financial year. The subsidiary, Solar Solutions, has established itself as one of Austria's biggest project developers for large-scale photovoltaic systems.

Home & Garden



Turnover in the Home & Garden division developed favourably. It rose by 7.1%, despite the general reluctance of consumers to spend. Plants, fertilizers, soils and gardening tools remain as popular as ever.

Building Materials



The downturn that has affected the Austrian construction sector since 2023 also spread to the ancillary and auxiliary building trades in the past year. High construction costs and strict lending guidelines are deterring potential buyers and causing a tough recession in the building materials trade.



Foreword by the Supervisory

2024 was a difficult year for Austrian agriculture. Left to the mercies of the elements, it was once again hit hard by the effects of climate change – frost at particularly sensitive times, drought, hail, storms and severe flooding caused a total loss of 260 million euros, according to an assessment by Austrian Hail Insurance (Österreichische Hagelversicherung). Both the quantity and the quality of the harvest suffered under these conditions. In addition, the cost of agricultural inputs and fuel remained high and income declined in many areas.

This combination of events and the overall difficult economic situation are not helping to slow down the structural changes that are taking place in agriculture. The number of farms continues to fall. The situation faced by farmers is also making it necessary for Lagerhaus cooperatives to implement sensible structural measures.

From July 2024, RWA's work was dominated by the unexpectedly difficult financial situation at BayWa. Contracts were concluded at the end of 2024 that are intended to enable a purely Austrian solution for RWA AG.

After eleven formative years at the helm of RWA, General Manager, Reinhard Wolf (MEng), left the company at the end of November to devote himself entirely to the reorganisation of BayWa. During his tenure, RWA has developed enormously across all business areas and established its new headquarters in Korneuburg. As Chairman of the Supervisory Board, I would like to thank Reinhard for his great service.

At the same time, I would like to wish the newly appointed CEO, Dr Johannes Schuster, and Executive Board Director, Christoph Metzker (MEng), all the best and every success. I am convinced that under their leadership, RWA will continue to prove itself as a reliable and innovative partner to the Lagerhaus cooperatives and the entire agricultural sector.

Michael Göschelbauer

Foreword by the Executive Board



For RWA Raiffeisen Ware Austria, the 2024 financial year was characterised by extraordinary, unforeseen challenges – from the general political situation to the company itself.

On a political level, Donald Trump's victory in the US presidential election, which was a surprise to many, resulted in global uncertainty. The prospect that he could implement the radical statements he made during the election campaign fuelled concerns – which have turned out to be justified – of trade wars, the new government turning its back on Ukraine, and the USA pulling out of the Paris Climate Agreement.

The Austria federal government, which was only sworn in after turbulent negotiations, is under massive pressure to make savings. The domestic economy is in recession for the second year in a row and is in dire need of relief. Particularly affected are industry, trade and the entire construction sector. Labour costs, high building material prices and difficult access to private loans are slowing down construction activity. Wage increases and falling interest rates have not resulted in the hoped-for rise in consumption. Many people are feeling insecure, are reluctant to invest and prefer to save.

The consequences of climate change over the last year were especially noticeable in the agricultural sector. A period of drought followed by heavy flooding also had a major impact on the operations of the RWA Lagerhaus organisation. The difficult situation of many farmers and the moderate quantity and quality of the harvest are impacting the entire agricultural sector. They are also necessitating structural measures at the Lagerhaus cooperatives such as location adjustments and the increased establishment of centres of competence.

The unexpected financial difficulties at BayWa and the resulting consequences presented RWA with an enormous challenge in the second half of the year. Initially, it had to provide support to maintain the liquidity of its longstanding strategic partner. At the end of the year, a contractual agreement was finally reached to buy

back the shares that BayWa AG held in RWA AG. This step was important in order to find a domestic solution for the Austrian Lagerhaus cooperatives. It is expected that the contract will take until mid-2025 to be finalised.

The change in the Executive Board was also closely associated with the situation at BayWa. General Director, Reinhard Wolf, withdrew fully from the company and moved to the Executive Board of BayWa in Munich. It is he who has shaped, moulded and expanded RWA over many years. We would therefore like to take this opportunity to express our deepest gratitude to him. We have inherited from him a modern, innovative and well-diversified company. Especially in difficult times, this diversification offers a high degree of stability. In coming years, we will continue to develop RWA consistently and in close partnership with the Lagerhaus cooperatives.

Solidarity is all the more important when the storms of disruptive change are blowing your way. We would therefore like to thank all cooperative members and officials, the chairmen and managing directors, and also the members of the Supervisory Board under Michael Göschelbauer for their good solidarity and trusting, value-based cooperation.

Last but not least, we would like to express our appreciation to all employees of RWA, its subsidiaries and the Lagerhaus cooperatives whose expertise, commitment and wealth of ideas ensure the effectiveness and stability of our organisation.

Dr. Johannes Schuster,
CEO

DI Christoph Metzker
Executive Board Member



picture (f.l.t.r.)

DI Christoph Metzker, Executive Board Director
Dr. Johannes Schuster, CEO

The Managing Board and its responsibilities

Dr. Johannes Schuster

CEO

- Staff
- Business Development
- Legal Affairs/Office Of The Executive Board/Sustainability/Compliance
- Finance/Controlling
- Organisation/IT
- Agricultural Products
- Feed
- Central and Eastern Europe (CEE)

DI Christoph Metzker

Executive Board Director

- Agro Innovation Lab/Farming Innovations
- Building Materials
- Agricultural Inputs
- Energy
- Home & Garden
- Timber Trade/Biomass
- Logistics
- Marketing/Communication
- Seed
- Agricultural Machinery
- Real Estate/Facility Management



Outlook

Numerous factors are casting uncertainty over the outlook for the 2025 financial year. US President Donald Trump appears to be accepting a global trade war in order to shield the American economy with tariff barriers. The consequences that this will have on the tightly interwoven global economy are hard to foresee in view of his constantly changing approach. The USA is currently Austria's second most important trading partner.

The price that will have to be paid for Trump's attempt to force an end to the war in Ukraine also remains to be seen. In any case, additional billions of euros of debt, with which the EU intends to strengthen its defensive capabilities, represent a further economic burden.

In December, the Economic Research Institute (Wifo) and the Institute for Advanced Studies (IHS) were still forecasting slight economic growth in Austria, for 2025. Their current forecast is more pessimistic, with Austria facing a third consecutive year of recession. This will further intensify the government's necessary austerity programme. Only the construction industry is thought to have already come out of the downturn. Given the tidal wave of bad news, no significant improvement in the economy is to be expected.

Following completion of the buy-back agreement with BayWa, RWA is entering a phase of consolidation and realignment. Despite the ongoing difficult environment, RWA is continuing to consistently implement its operational plans.

Agriculture

In the areas of Seed, Agricultural Inputs and Feed, we are expecting development to remain stable or to increase, as well as a consolidation of our strong market position. As in 2024, however, extreme weather events pose an incalculable risk. RWA continues to stand for the best-possible supply of the Lagerhaus cooperatives and thus also of Austria's agricultural companies, as well as for the professional marketing of their products. The practical use of robotics and Artificial Intelligence has the potential to make agricultural production considerably easier. The search for innovative solutions for agricultural will continue with new formats.

Agricultural Machinery

In view of the difficult economic situation and the fact that farmers are reluctant to make investments, further restructuring measures will be needed in the area of the Lagerhaus Technik-Center (LTC). The new, fully-automated picking warehouse in Korneuburg will further increase the efficiency of the spare parts segment.

Building Materials

The phase-out of the strict KIM Regulation (Kreditimmobilienmaßnahmen (credit property measures)) on lending, combined with falling interest rates, signals a slight recovery of the collapsed construction industry and thus a revitalisation of the building materials trade as well.

Home & Garden

The regionally anchored Home & Garden stores of the Lagerhaus cooperatives have developed very positively in recent years. We expect this trend to continue in 2025.

Energy

It remains to be seen how the changing subsidy guidelines will impact the market for large photovoltaic systems in the long term. The new pellet warehouse in Pöchlarn is improving the security of supply. Market leadership in the area of wood pellets will be further consolidated. It remains difficult to see how the price of fossil fuels and heating oil will change, given the global crises and conflicts and their impacts on the international crude oil markets.

RWA is undoubtedly faced with many challenges at the moment, but is well equipped and confident in its ability to manage them with its strongly positioned, diversified business areas, its successful subsidiaries and its close association with the Lagerhaus cooperatives.

Korneuburg, 27. March 2025



Dr. Johannes Schuster,
CEO



DI Christoph Metzker,
Executive Board Director

