



WASHTEC AG
Q3 2012 Report
Conference Call



Participants

- **Michael Busch, CEO**
- **Karoline Kalb, Director KAM & IR**
- **Sergej Wolodin, Manager Reportingsystems and -processes**

WashTec Q1–Q3/12 (1/2): Current business and market development Stable FX-adjusted revenues in challenging environment

- FX-related increase in revenues to € 217.1m – FX-adjusted revenues at PY level (€ 212.7m);
- EBIT drops to € 7.0m (2011: € 10.6m) due to higher operating costs + non-recurring effects
- Cash flow further increased to € 15.6m (2011: € 13.5m)

Regional Overview (1/2)

▪ Core Europe

- Market and revenues remain below PY; delay in customer investments esp. in Southern Europe, Benelux & UK; order intake above PY
- EBIT burdened – amongst others – by increased personnel costs and further write-downs on receivables in Southern Europe

▪ Emerging Europe

- Revenues continue to develop favorably; order intake above PY
- Earnings below PY due to investments in sales structures

WashTec Q1–Q3/12 (2/2): Current business and market development

Stable FX-adjusted revenues in challenging environment

Regional Overview (2/2)

▪ North America

- Market remains difficult but shows signs of stabilization; revenues improve considerably mainly due to expanded direct & key account sales; order intake significantly above PY
- Restructuring proceeds according to plan; EBIT significantly improved, break-even reached in Q3 for adjusted EBIT

▪ Asia/Pacific

- Australian market remains stable; first machines sold in China due to improved direct sales structures
- Revenues slightly below PY-level; order intake significantly above PY
- EBIT below PY due to investments in market and sales structures in China

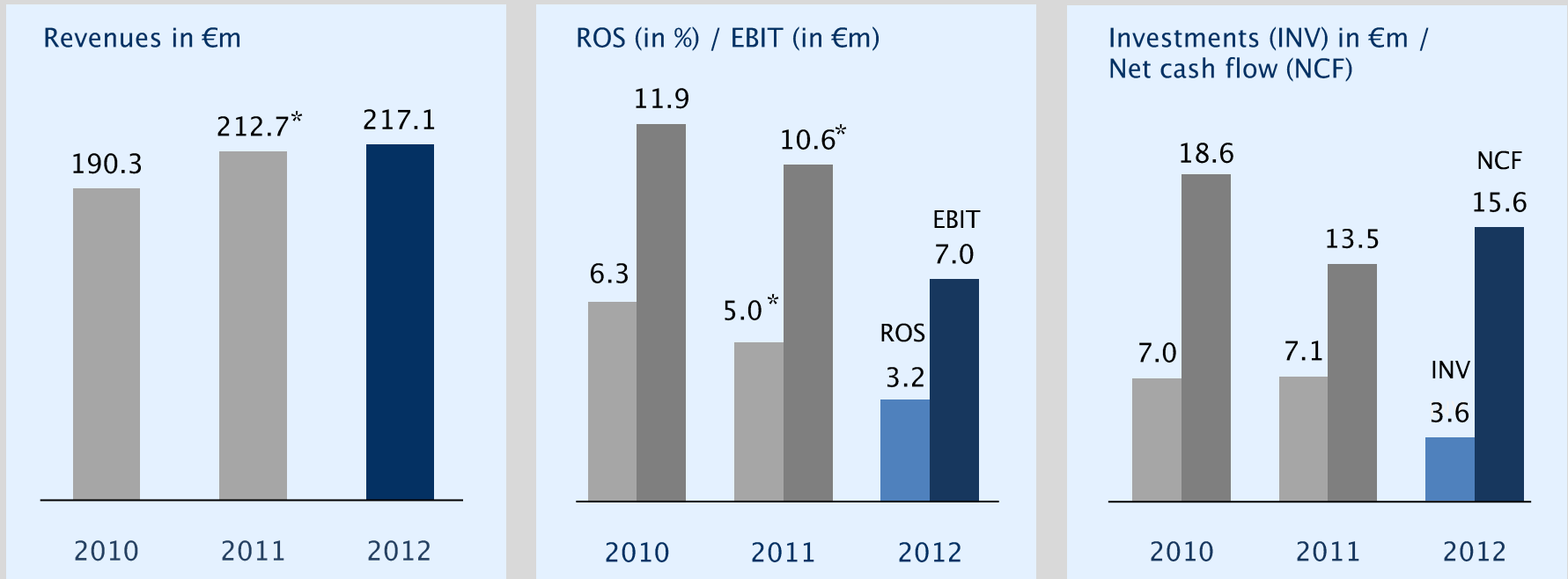
WashTec Q1-Q3/12 automechanika 2012

- 1,250 m² exhibition stand with new layout
- Numerous national and international contacts
- WashTec presented several innovations, inter alia:
 - Advanced Chemical System
 - SoftCare² Pro Touchless
 - Drive-in Carwash
 - SoftLine² SLX



WashTec Q1–Q3/12: Facts & Figures

Slight FX-related improvement of revenues and strong cash flow



*Adjusted acc. to IAS 8

- Revenues adjusted for FX-effects at PY-level (€ 212.7m)
- Net cash flow increased, mainly due to changes in working capital
- Order intake / order backlog above PY: increase in Q3

Differences due to rounding possible

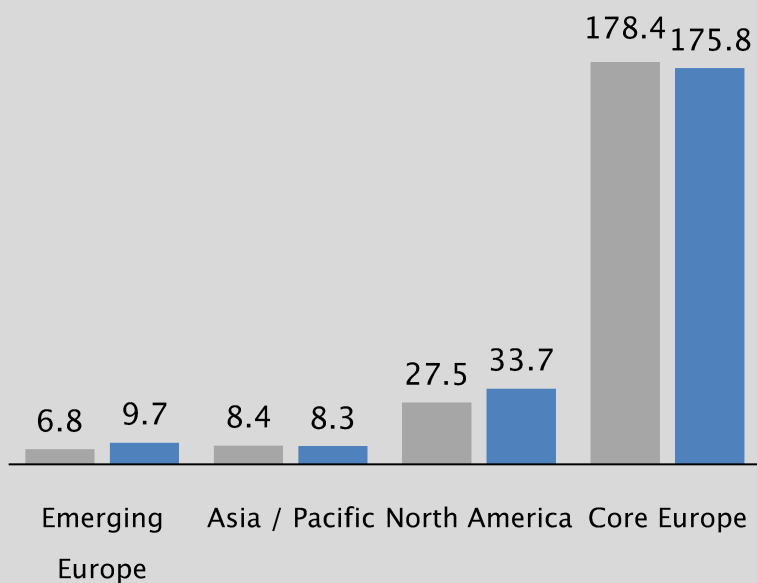
WashTec Q1-Q3/12: Facts & Figures

Revenues and EBIT (Q1-Q3): 2011 vs. 2012

in €m

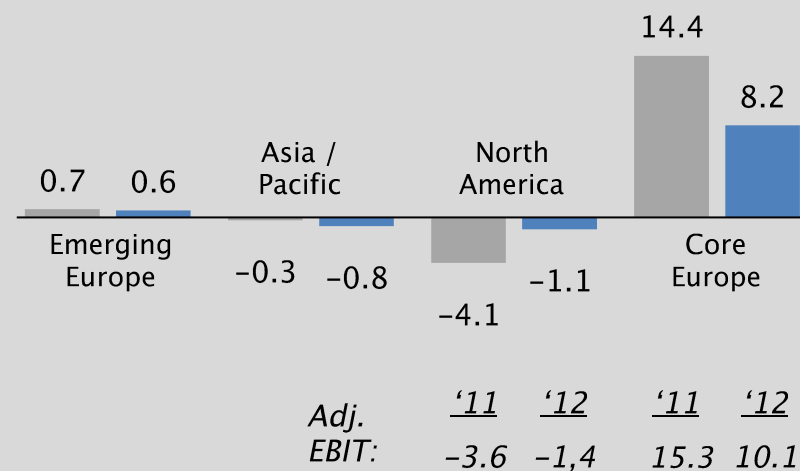
Q1-3 11: 212.7 Q1-3 12: 217.1

Revenues* by segment



Q1-3 11: 10.6 Q1-3 12: 7.0

EBIT* by segment



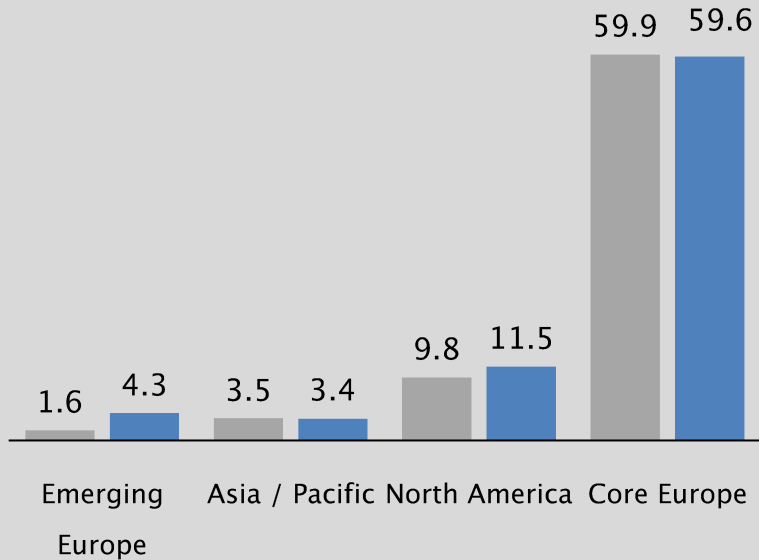
*2011: Adjusted acc. to IAS 8

WashTec Q3/12: Facts & Figures

Revenues and EBIT (Q3): 2011 vs. 2012

3Q11: 72.3 3Q12: 74.5

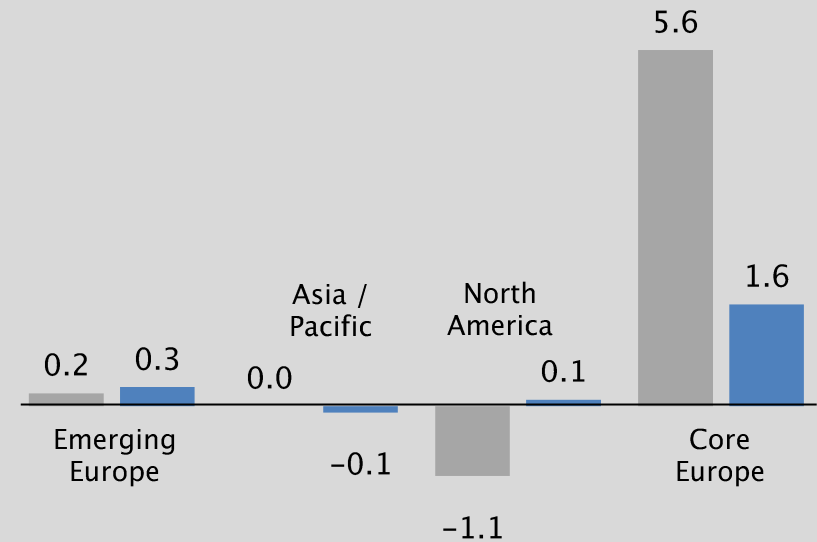
Revenues* by segment



3Q11: 4.6 3Q12: 1.9

in €m

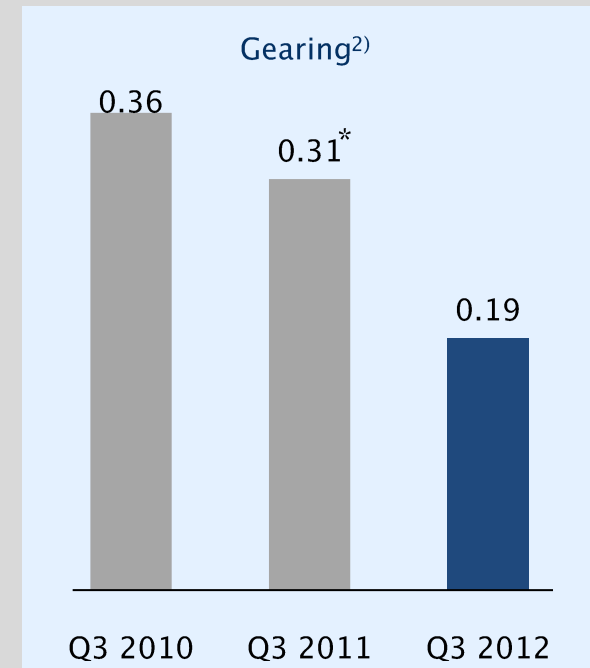
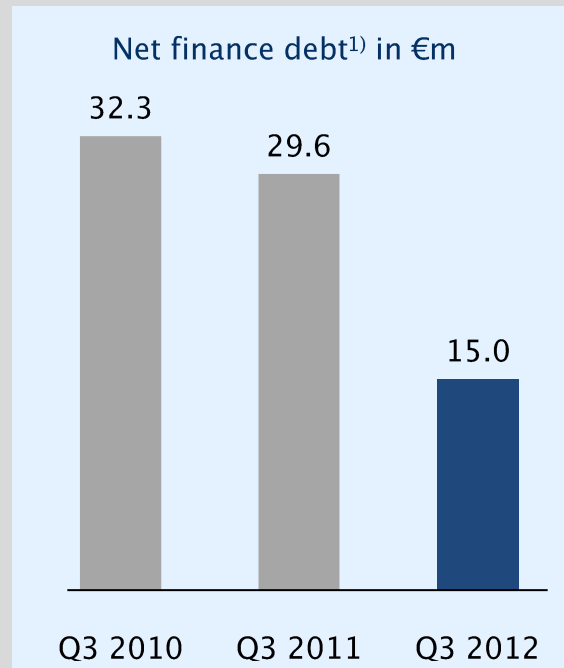
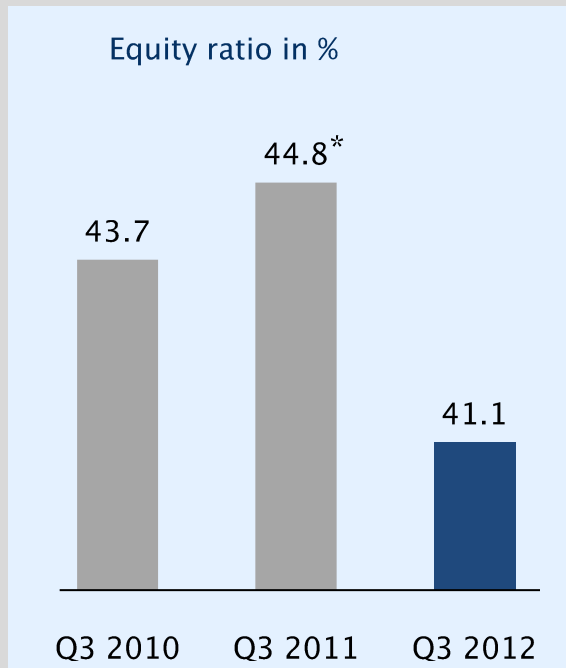
EBIT* by segment



*2011: Adjusted acc. to IAS 8

WashTec Q3/12: Facts & Figures

Balance sheet structure improved



→ Covenant for Equity ratio: ~ 35%

**Adjusted acc. to IAS 8*

- 1) Net bank debt plus long-term and short-term finance leasing debt
- 2) Net finance debt divided by equity

WashTec Q3/12: Outlook

2012: Slight increase in revenues by 1 – 2% (adjusted for FX-effects)
& proportional improvement of adjusted EBIT

- Core Europe

Stable to slightly growing revenues with weaker result due to major tariff increases and higher operating costs

- North America

Significant improvement of revenues and earnings

- Emerging Europe

Two-digit revenue growth with stable to slightly lower earnings due to investment in sales/service structures

- Asia/Pacific

Slight improvement of revenues with lower earnings due to investment in sales/service structures

Mid- /long-term Outlook

- Analysis of further growth potential (regions & products)
- Emerging markets with above average growth

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