

Conference Call March 22, 2017



Build with passion



# Build with passion – 2016 has been a successful year



**Showroom**



**Global workshops & trainings**



**Maximise your business**



**Family & Friends Day**



**4 dimensions**



# Milestones 2016: what we achieved last year...

## Corporate philosophy and communication

- Global rollout corporate philosophy
- WashTec specific management trainings

## Sales excellence initiatives

- Growth in all regions, products and customer segments

## Continuous innovations

- Showroom opened and in heavy use
- Innovation Award of automechanika
- High market acceptance of Foam Sensation etc.

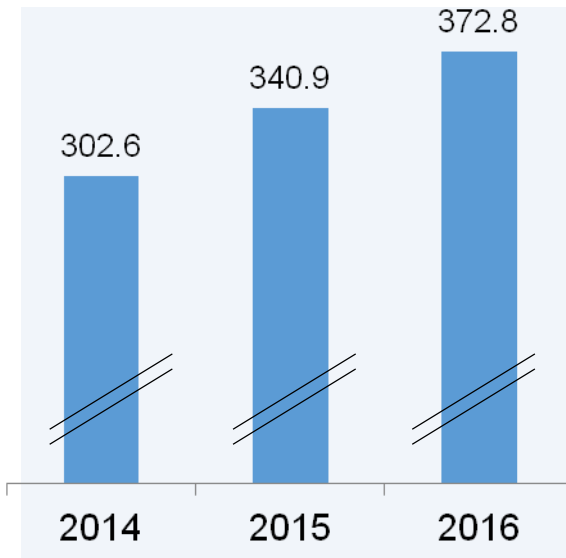
## All „Stakeholders“ participate in WashTec's success

- Total shareholder return of 67.87%
- Family & Friends Day
- Investments into infrastructure
- Bonus for all employees (2016 and 2017)

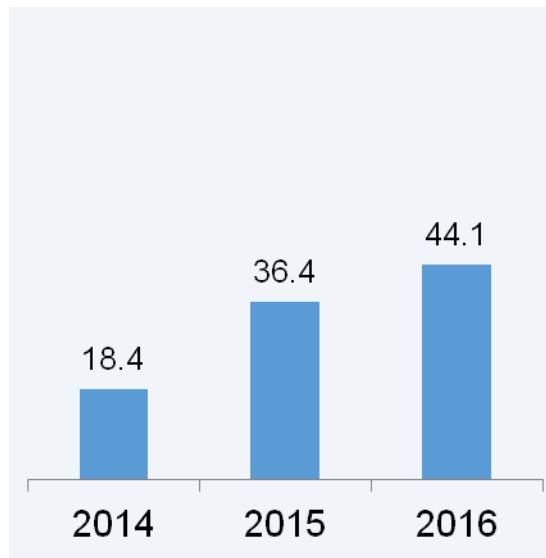


# Strong increase in revenues and earnings

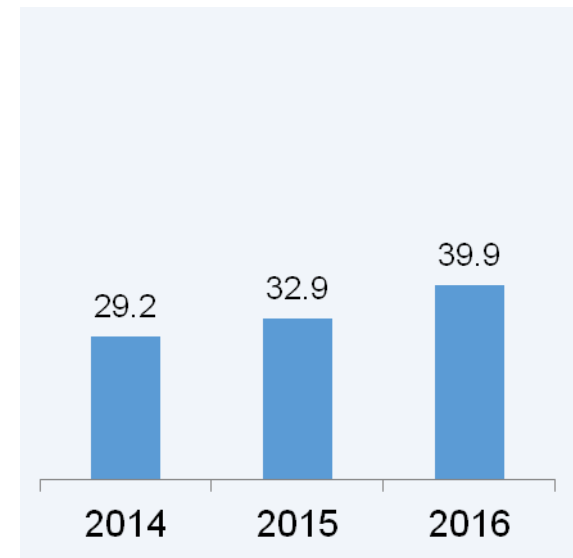
Revenues (in €m): + 9.4 % incl. FX



EBIT (in €m): increase of 20.9%



Net Cashflow (in €m)



## Comments:




- FX adjusted revenue increase of 10.0%
- EPS increase of 28.7% to €2.29
- Investments of €19.8m; Free cash flow of €20.8m



## Especially equipment sales drove the revenue increase

in €m

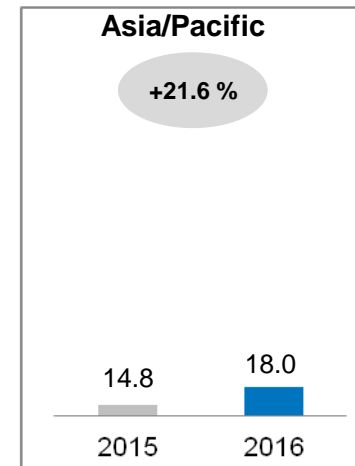
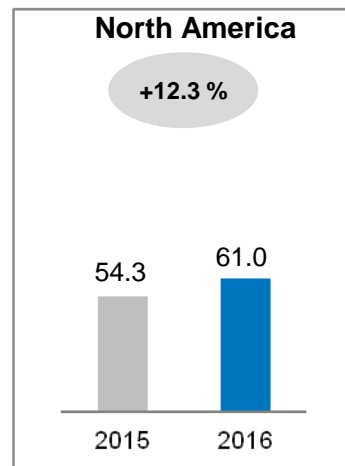
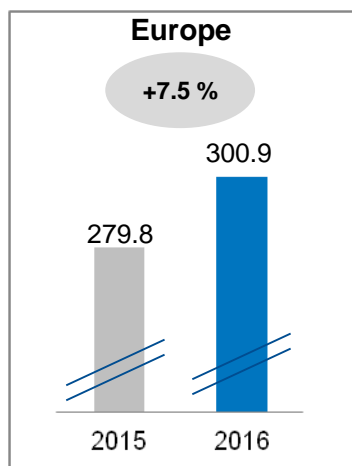
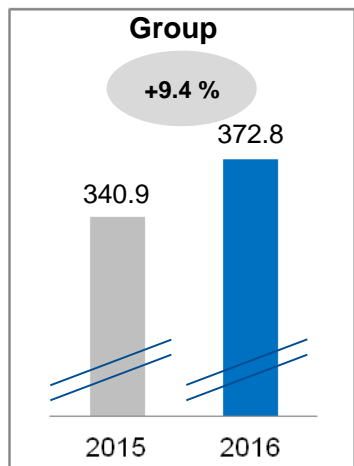
Rounding differences possible

		2016	2015	Change	in %
Equipment & Service		319.3	290.2	+29.1	+10.0
Chemicals		40.5	37.6	+2.9	+7.7
Operations & other		13.0	13.1	-0.1	-0.8
<b>Total</b>		<b>372.8</b>	<b>340.9</b>	<b>+31.9</b>	<b>+9.4</b>

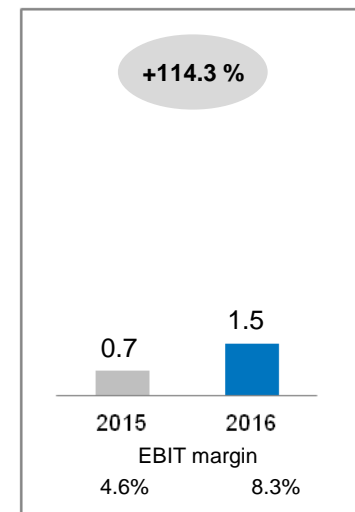
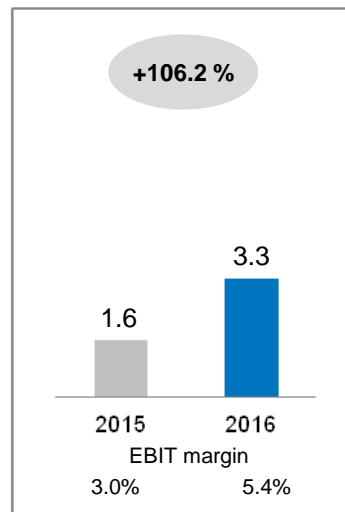
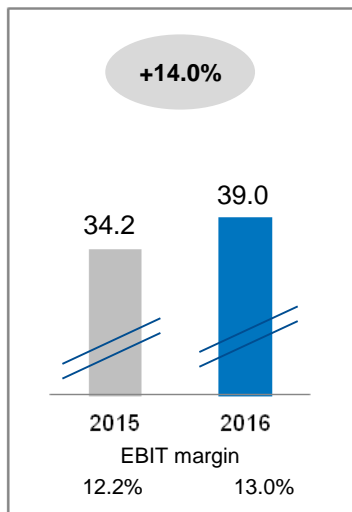
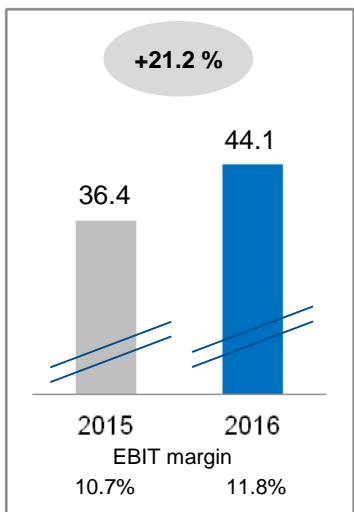


# All segments with increase in revenue and operating income vs. 2015

## Revenue in €m



## EBIT in €m and EBIT margin

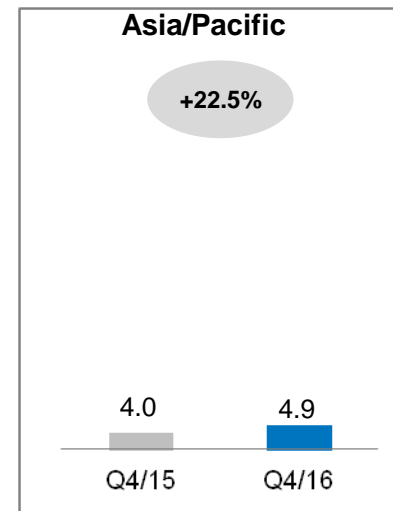
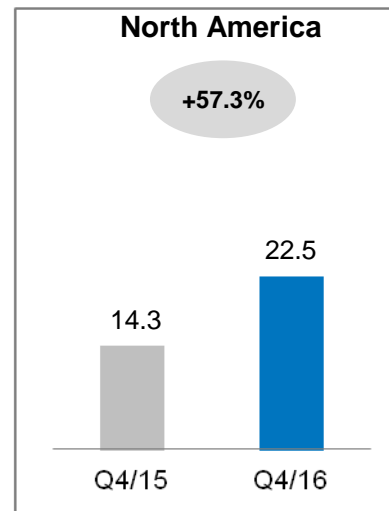
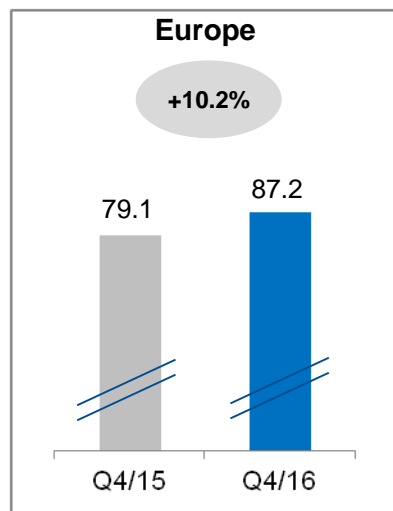
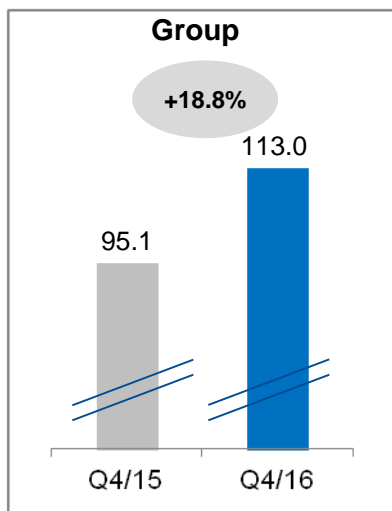


Rounding differences possible, consolidation effects not included

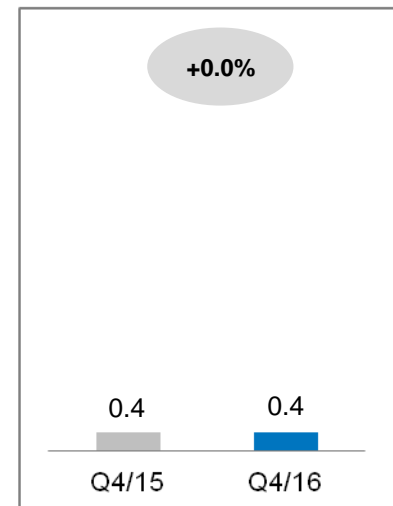
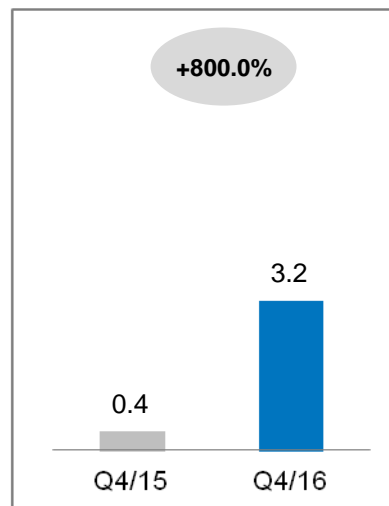
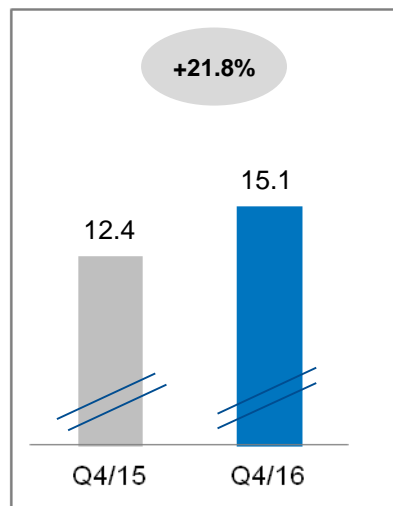
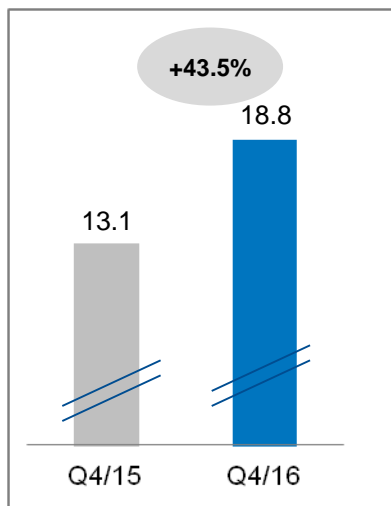


# Q4 2016: best quarter in WashTec's history

## Revenue in €m



## EBIT in €m



Rounding differences possible, consolidation effects not included



## Significantly improved results and ambitious targets for 2017

	2016	2015	Aim 2017
<b>Revenue</b>	<b>372.8</b>	<b>340.9</b>	Grow significantly above 6%
<b>Gross margin</b>	<b>223.0 (59.8 %)</b>	<b>205.1 (60.2 %)</b>	Higher equipment share
Personnal expenses	(122.9) [33.0 %]	(113.2) [33.2 %]	Grow below revenue performance
Other operating expenses	(53.2) [ 14.3 %]	(50.6) [14.8 %]	Grow below revenue performance
<b>EBITDA</b>	<b>53.4</b>	<b>46.1</b>	
Depreciation	(9.4)	(9.6)	Increase due to investments
<b>EBIT</b>	<b>44.1 [11.8 %]</b>	<b>36.4 [10.7 %]</b>	Absolute and %- increase
Financial result	(0.4)	(0.5)	
<b>EBT</b>	<b>43.6</b>	<b>35.9</b>	
Tax expenses	(13.1)	(11.4)	Slightly lower tax rate
<b>Net profit</b>	<b>30.6</b>	<b>24.6</b>	
EPS	2.29	1.78	



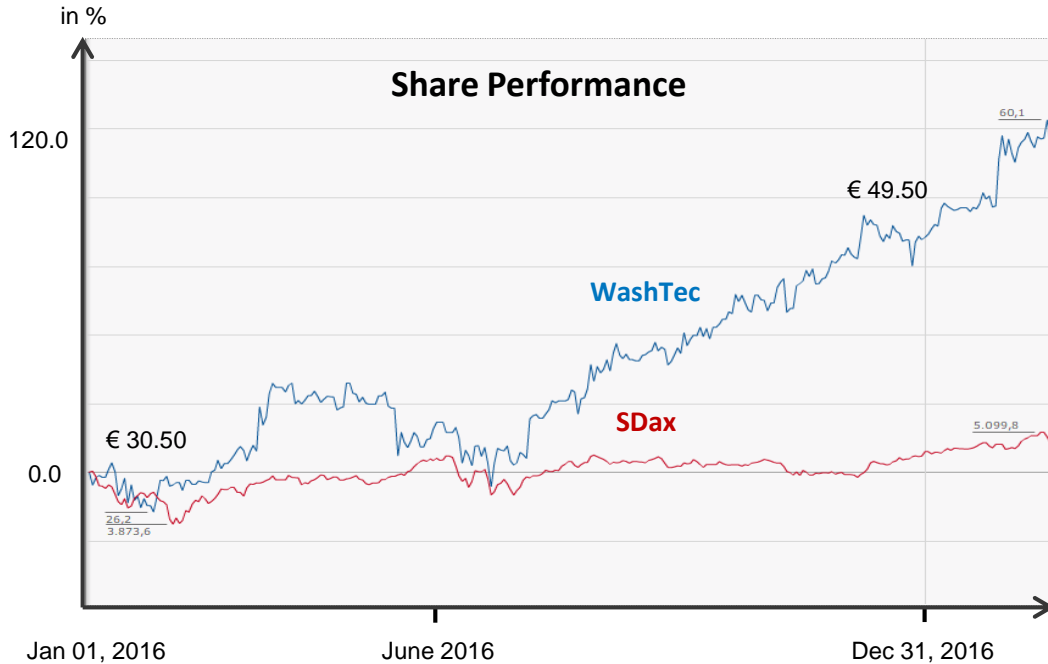


## Still a solid balance sheet structure

	Dec. 31, 2016	Dec. 31, 2015	
Balance sheet total	218.1	190.0	
Goodwill	42.3	42.3	
Equity	87.4	80.3	Equity ratio 40.1%
Net debt	4.5	1.9	Only slight increase despite dividend payment and higher working capital
Net Cashflow	39.9	32.9	
Net working capital	91.5	78.1	Higher inventories and A/R due to revenue increase
Cash outflow from investing activities	(19.1)	(6.7)	Extension Grebenau, customer center, fleet, production tools
Free Cashflow	20.8	26.2	



# 2016 – another successful year for our shareholders



Trade Volume (Xetra)			
	February		
Period	2017	2016	2015
pcs	415,934	248,821	84,225
in T€	23,835.1	7,087.0	1,275.4
T€ per day in average	1,191.8	337.5	63.8

## Comments:

- Inclusion into SDAX per March 2016 and continuous higher trade volumes
- Successful smaller placements
- Intensified roadshow activities and conferences in Germany, France, UK and USA



# WashTec is on a successful way and confident for 2017

The strategic path is defined:

Growth

Functional & regional Excellence

Innovation

Leadership & Employees

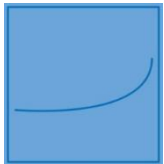
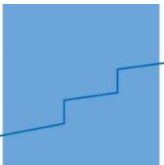
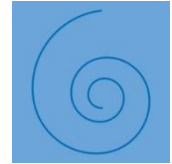
Aim 2017

Group:

- Revenue:  
Significantly above 6% vs. 2016
- EBIT:  
Proportionate increase
- Cash flow:  
Marked increase as a result of lower capital expenditure

All segments:

- Substantial increase in revenues and earnings



## Financial calendar

March 22, 2017	Publication of annual financial report, Augsburg
March 22, 2017	Annual Press Conference, Augsburg
March 28, 2017	Bankhaus Lampe Conference, Baden-Baden
May 03, 2017	Annual General Meeting, Augsburg
May 03, 2017	Publication of Q1 Report, Augsburg
July 28, 2017	Publication of H1 Report, Augsburg
September 19-21, 2017	Baader Bank Investment Conference, Munich
October 27, 2017	Publication of Q3 Report, Augsburg
November 27-29, 2017	Equity Forum, Frankfurt

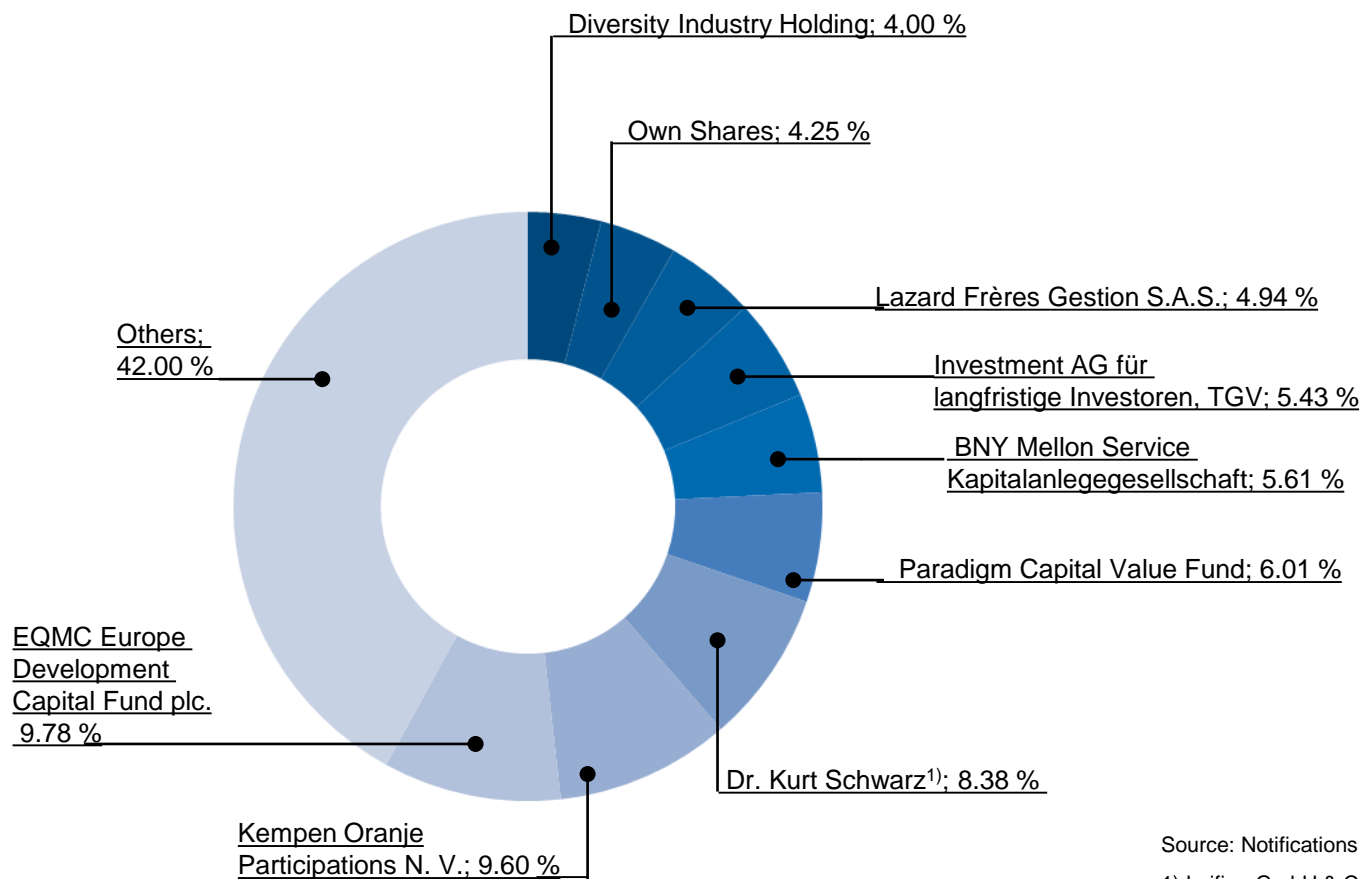


Thank you for your questions

Build with passion



# Backup: the shareholders



Source: Notifications pursuant to WpHG

1) Leifina GmbH & Co. KG et al.



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