



Conference Call

WashTec AG, Q3 2016 Report



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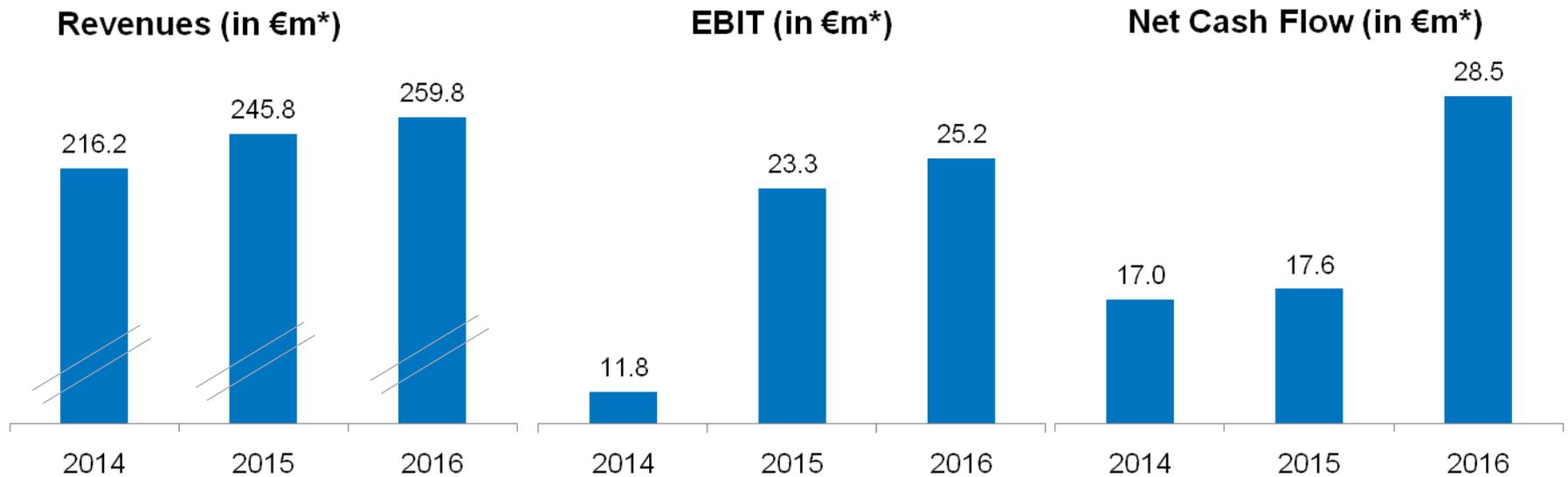


Highlights Q3 2016

- Successful participation in Automechanika fair, Frankfurt with focus on car dealerships and Export markets
- Strong order intake with all time high order backlog per Sept 2016
- Received first tunnel orders for EU product in North America
- Major employee event with more than 1,900 guests as part of Showroom opening
- Participation in several investment conferences and roadshows
- Share price on all time high
- Year-end estimation of at least 7.5% growth



EBIT after 9 months at €25.2m and thus 8.2% above prior year



* Rounding differences possible

17% growth yoy of EU chemical business

In € m, Q3

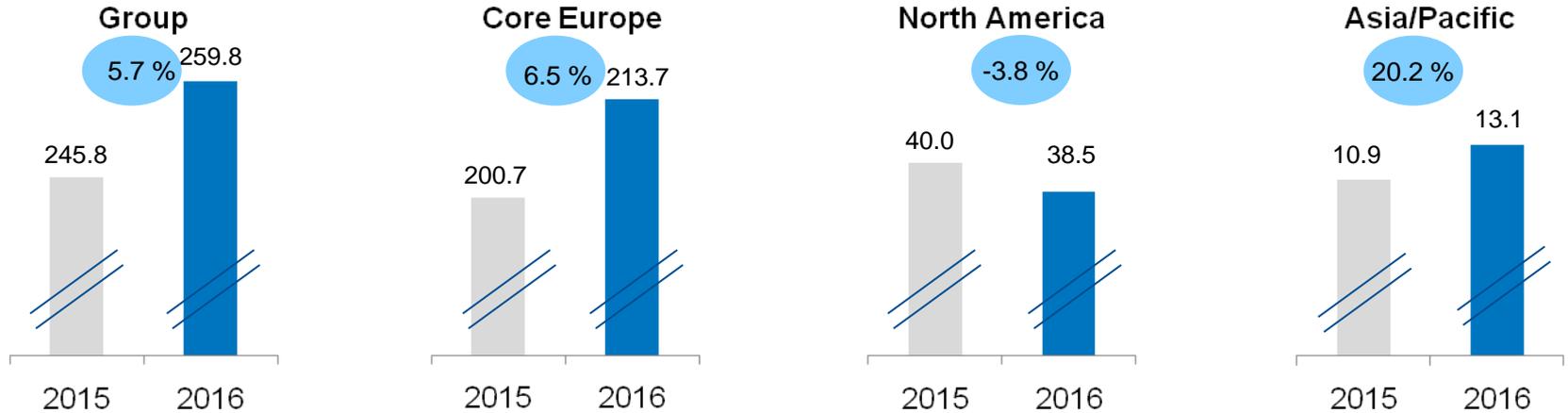
Rounding differences possible

		2016	2015	Change	in %
Equipment & Service		220.2	207.2	13.0	6.3
Chemicals		29.8	28.5	1.3	4.6
Operations & other		9.8	10.1	-0.3	-3.0
Total		259.8	245.8	14.0	5.7

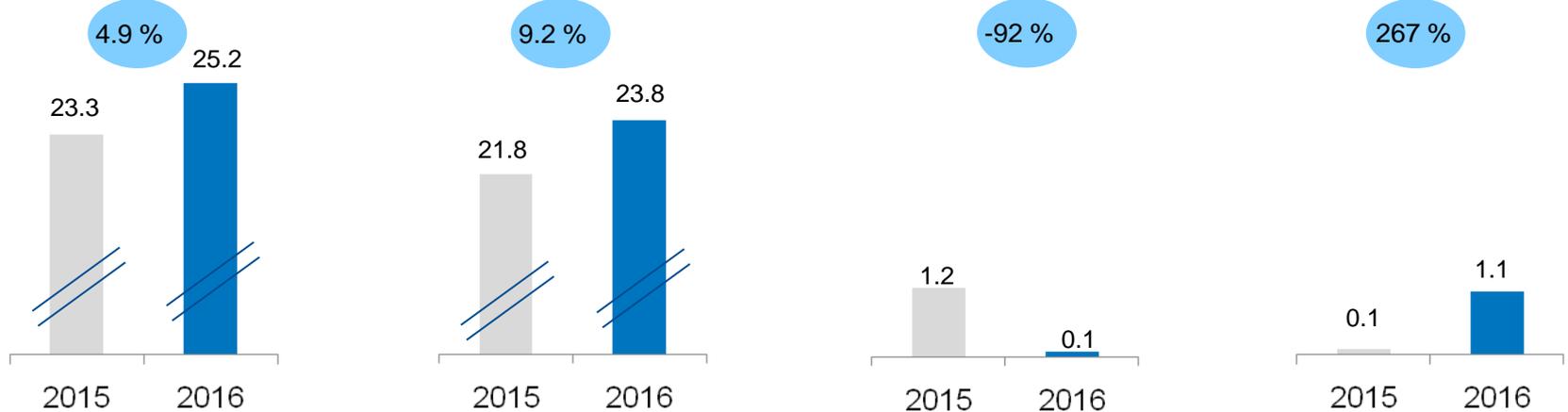


Revenue & EBIT growth driven by Europe & APAC while NA will catch up in Q4

Revenues in €m*:



EBIT in €m*:



* Rounding differences possible



EPS already 17% up yoy

in €m*	Q3 2016	Q3 2015
Revenues	259.8	245.8
Gross margin	156.0 (60.0 %)	148.2 (60.3%)
Personnel expenses	(90.1) [34.7 %]	(83.6) [34.0%]
Other operating expenses	(38.7) [14.9 %]	(37.7) [15.3%]
EBITDA	32.0	30.5
Depreciation	(6.8)	(7.2)
EBIT	25.2 [9.7 %]	23.3 [9.5%]
Financial result	(0.2)	(0.4)
EBT	25.0	22.9
Tax expenses	(7.6)	(7.5)
Net profit	17.4	15.5
Earnings per share (in €)	1.30	1.11

* Rounding differences possible



Inventory increase caused by high number of planned installs for Q4 2016

in €m*	Sept 30, 2016	Dec 31, 2015
Balance sheet total	203.6	190.0
Goodwill	42.3	42.3
Equity	73.8	80.3
Net finance debt	10.3	1.9
Net working capital	80.1	78.1

	Sept 30, 2016	Sept 30, 2015
Net cash flow	28.5	17.6
Cash outflow from investing activities	13.6	(3.7)
Free cash flow	14.2	14.0



* Rounding differences possible

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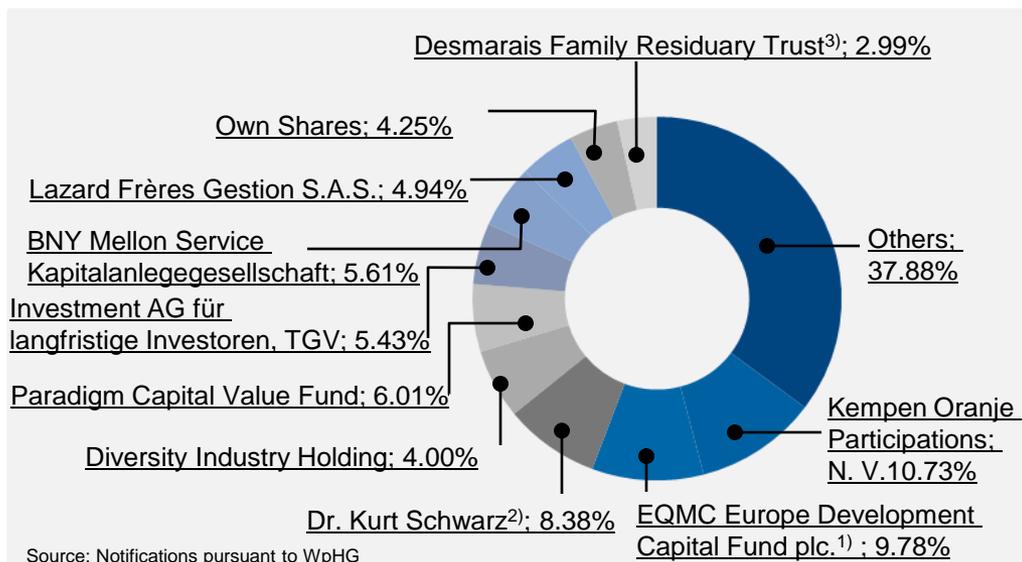
3 Outlook



Trading volume doubled compared to 2015



Analyst Coverage		
Analyst (+ Date)	Recommendation	Target Price (€)
Hauck & Aufhäuser (09/16)	Buy	51.00
HSBC (08/16)	Hold	34.00
MM Warburg (08/16)	Hold	37.00
Bankhaus Lampe (10/16)	Buy	51.00
Average		43.25



Trade Volume (Xetra)		
Period	Volume (pcs.)	
	2016	2015
Jan.- Sept.	2,358,728	2,228,922



1) Nmas1 Asset Management, SGIIC, S.A.
 2) Leifina GmbH & Co. KG et al.
 3) Setanta Asset Management

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Guidance for the full year and upcoming events

Guidance:

- Strong Q4 2016 with double-digit growth and above average growth in Q1 2017 expected (Mainly due to key account installs)
- EBIT margin 2016 above 2015 level
- Mainly for US significant EBIT improvement in Q4 2016 expected
- Group-wide headcount increase in 2016 will slow down
- Finance offer as part of reload program offered to major key accounts

Upcoming events:

- Ramp up of chemical production in expanded production facility in Grebenau in next two quarters
- Participation in Equity Forum in Frankfurt



Backup



Financial calendar 2017

November 21-23, 2016

Equity Forum Frankfurt

March 22, 2017

Annual Report

May 03, 2017

Q1 Report and Investor Call

May 03, 2017

Annual General Meeting



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