Conference Call Q1 2018

April 30, 2018
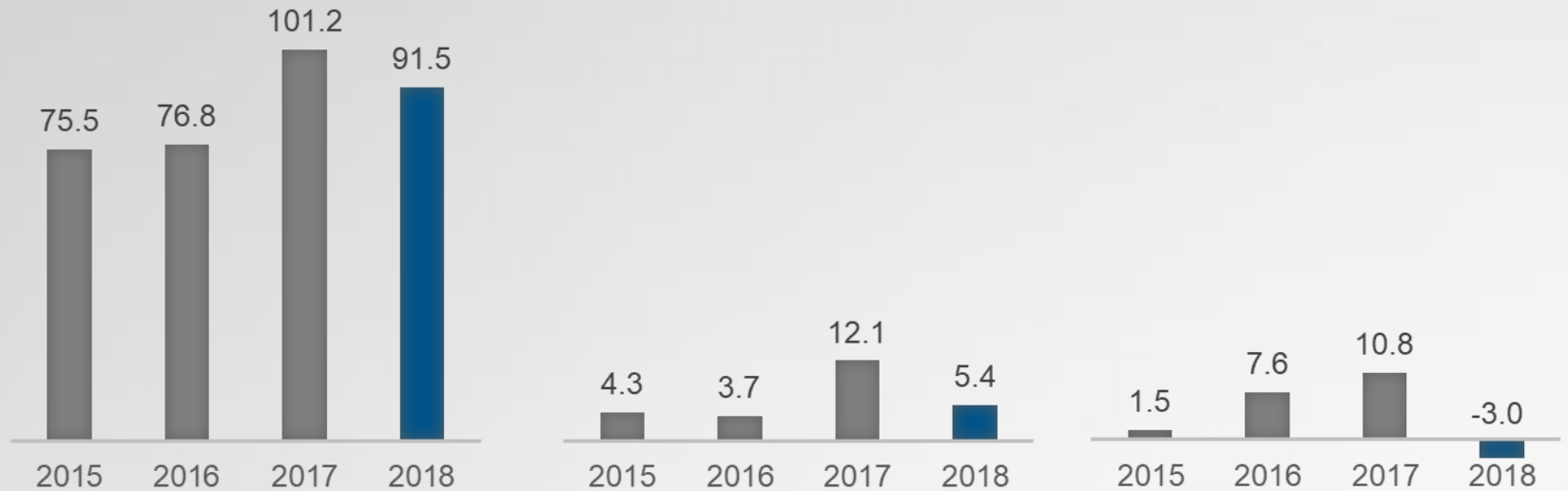
HIGHLIGHTS

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Q1 PERFORMANCE IN LINE WITH LONGTERM PATTERNS

in €m

REVENUE	EBIT	FREE CASH FLOW

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Q1 RESULTS BY PRODUCTS

in €m

Rounding differences may occur

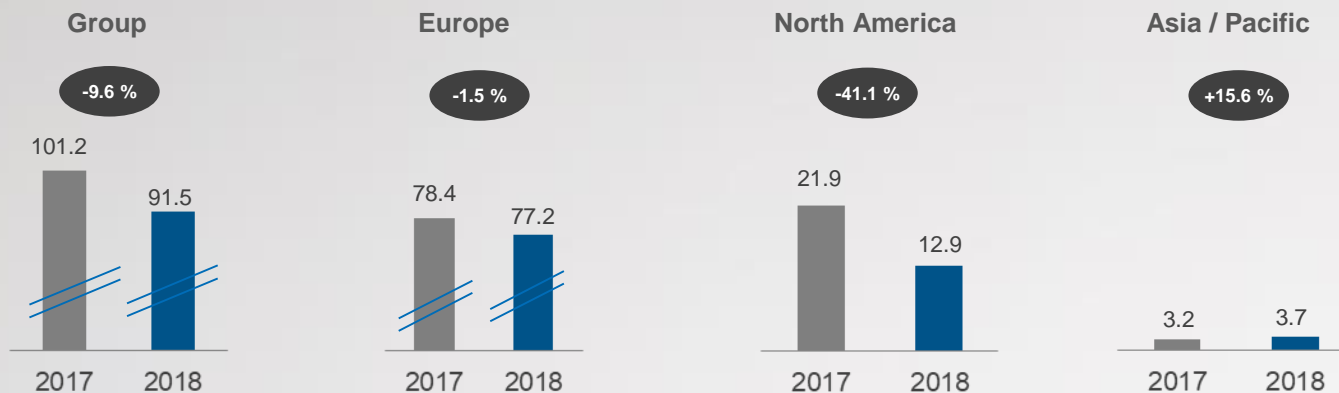|	Q1 2018	Q1 2017	Change abs.	in %
Equipment & Service	77.4	85.0	-7.6	-8.9
Chemicals	11.1	12.6	-1.5	-11.9
Operations business and others	3.0	3.6	-0.6	-16.7
Total	**91.5**	**101.2**	**-9.7**	**-9.6**

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Q1 RESULTS BY SEGMENTS

in €m

	Group	Europe	North America	Asia / Pacific

REVENUE

	Group	Europe	North America	Asia / Pacific
%	-9.6 %	-1.5 %	-41.1 %	+15.6 %
2017	101.2	78.4	21.9	3.2
2018	91.5	77.2	12.9	3.7

EBIT

	Group	Europe	North America	Asia / Pacific
%	-55.4 %	-24.3 %	-200 %	+50.0 %
2017	12.1	10.3	2.2	-0.2
2018	5.4	7.8	-2.2	-0.1
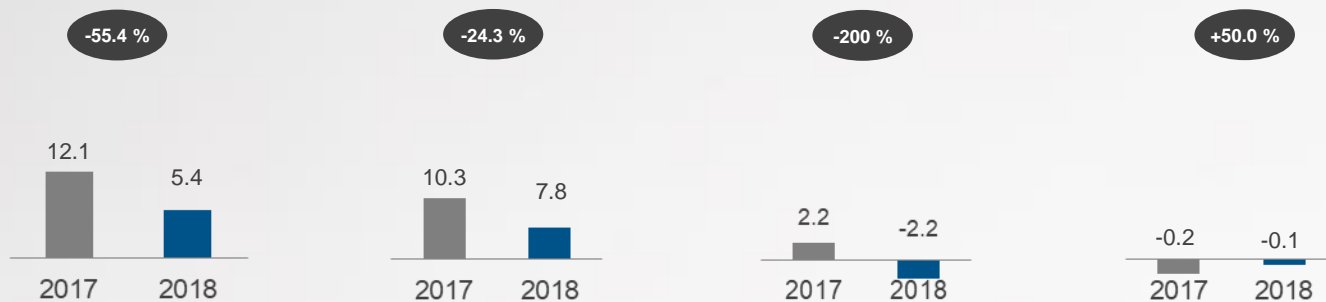
Rounding differences may occur, without consolidation effects

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PROFIT AND LOSS STATEMENT

	Q1 2018		Q1 2017	
Revenue	91.5		101.2	
Gross Margin	53.5	[58.4%]	58.6	[57.9%]
Personnel expenses	33.3	[36.4%]	32.1	[31.7%]
Other operating expenses	13.7	[15,0%]	14.0	[13.8%]
EBITDA	7.9		14.5	
Depreciation	2.5		2.4	
EBIT	5.4	[5.9%]	12.1	[12.0%]
Financial result	0.1		0.1	
EBT	5.3		12.0	
Tax expenses	2.6		3.4	
Net profit	2.7		8.6	
EPS	0.20		0.64	

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SOLID BALANCE SHEET STRUCTURE

	Mar 31,18	Dec 31,17
Balance Sheet Total	234.5	233.9
Goodwill	42.3	42.3
Equity	95.8	94.2
Net Financial Debt	10.2	7.1
Net Operating Working Capital	82.9	86.7
Net Cash Outflow from investing activities	(-2.1)	(10.7)
Free Cashflow	-3.0	28.1
ROCE (in %)	25.6	29.1

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SHARE PRICE RECOVERED AFTER DROP

SHAREPERFORMANCE
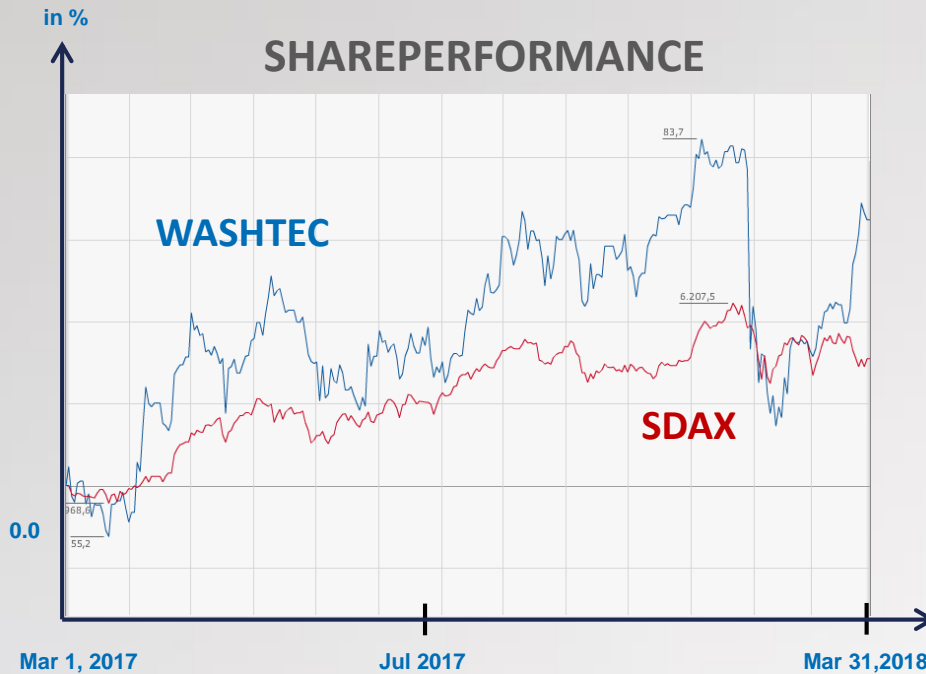
Trade Volume (XETRA)			
	March		
Period	2018	2017	2016
pcs (Jan-Mar)	**2,133,455**	**1,047,710**	**825,628**
in T€	**59,729.7**	**18,211.9**	**10,541.8**
T€ per day in average	**2,844.3**	**729.3**	**502.0**

- Notifications without significant changes in shareholder structure
- Significant increase of trading volumes
- Dividend yield 3%

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OUTLOOK 2018
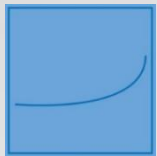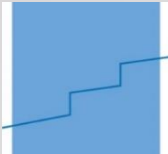
ACTIVITIES 2018

➢ UNITI trade fair with launch of "Easy Carwash"

➢ Disproportionate growth in business with independent customers

➢ Ongoing initiatives with focus on operational excellence

➢ Leadership & culture

  ▪ Global continued entrepreneur workshops

  ▪ Leadership trainings

GUIDANCE 2018

➢ Revenue increase of about 3%

➢ Significant EBIT increase

➢ Significant Free cash flow increase

➢ ROCE >25%

TOP
NATIONALER
ARBEITGEBER
2018
FOCUS
DEUTSCHLANDS
BESTE ARBEITGEBER
IM VERGLEICH

kununu | statista
FOCUS-BUSINESS
01 | 2018

Leadership
- Build trust
- Lead by example
- Focus on the essential
- Contribute to the big picture
- Think positively
- Develop emotional target pictures
- Leverage strengths
- Achieve results

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FINANCIAL CALENDAR

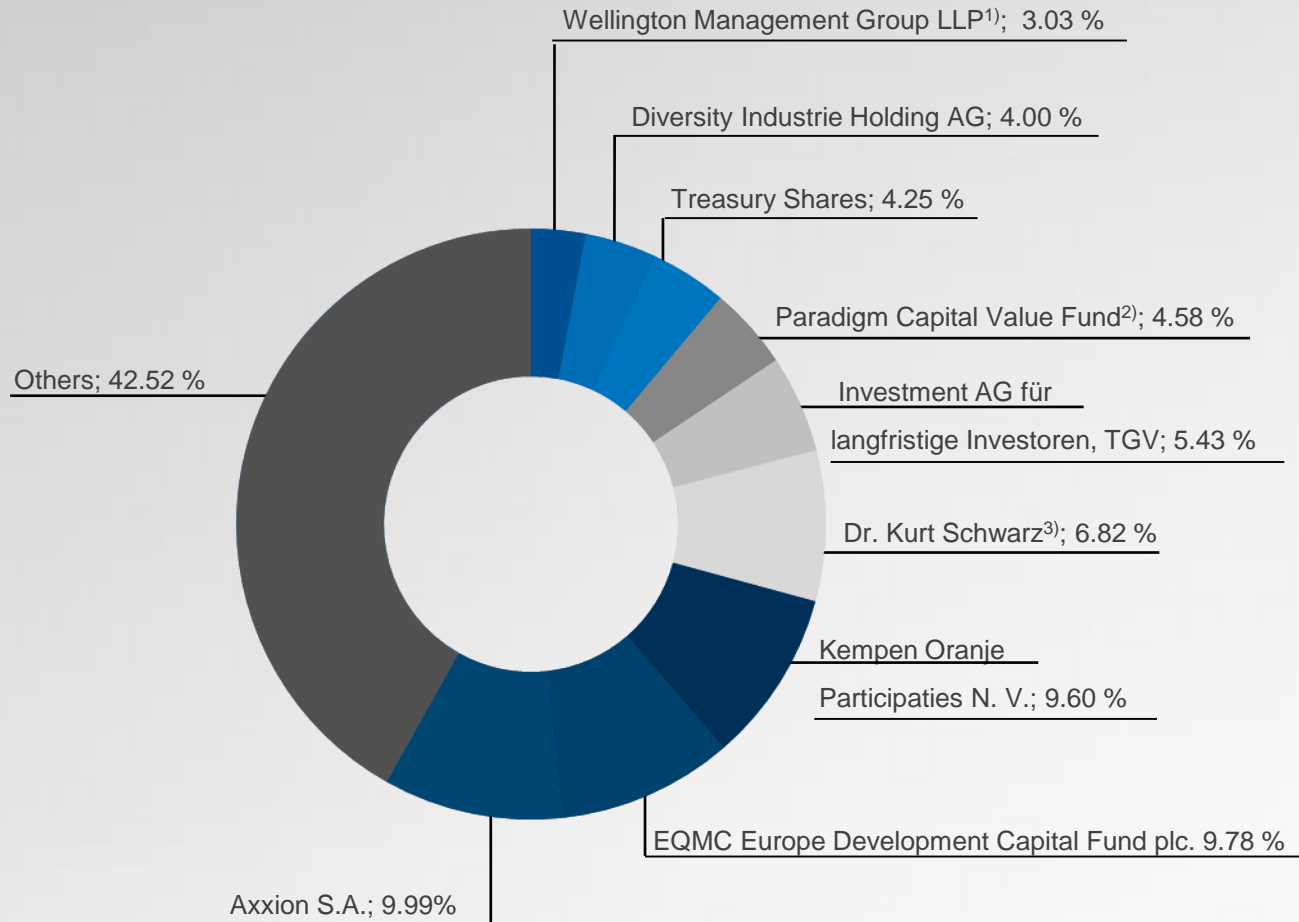|	
May 24, 2018	Berenberg Conference, Tarrytown
July 27, 2018	Q2 Report
September 24-27, 2018	Baader Investment Conference, Munich
October 26, 2018	Q3 Report
November 26-28, 2018	Equity Forum, Frankfurt

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BACKUP: THE SHAREHOLDERS

Wellington Management Group LLP[1]; 3.03 %

Diversity Industrie Holding AG; 4.00 %

Treasury Shares; 4.25 %

Paradigm Capital Value Fund[2]; 4.58 %

Investment AG für langfristige Investoren, TGV; 5.43 %

Dr. Kurt Schwarz[3]; 6.82 %

Kempen Oranje Participaties N. V.; 9.60 %

EQMC Europe Development Capital Fund plc. 9.78 %

Axxion S.A.; 9.99%

Others; 42.52 %

Source: Notifications pursuant to WpHG

1) Wellington Management Company LLP
2) Carne Global Fund Managers (Luxembourg) S.A
3) Leifina GmbH & Co. KG et al.

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