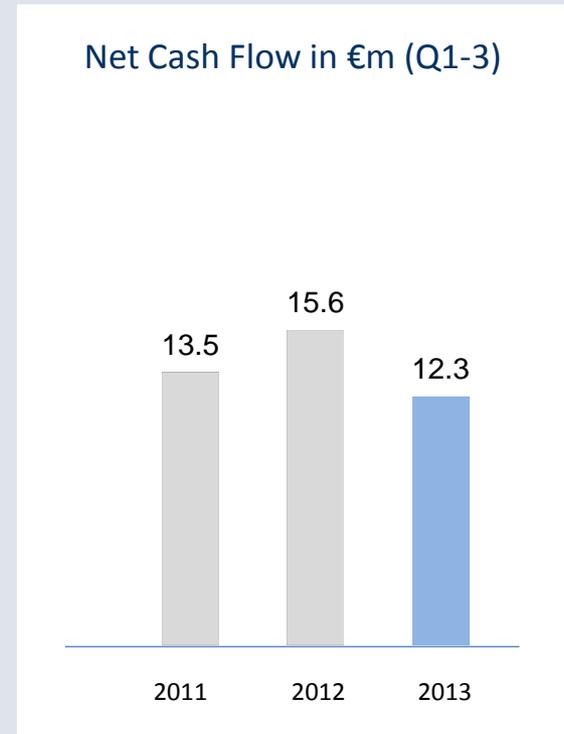
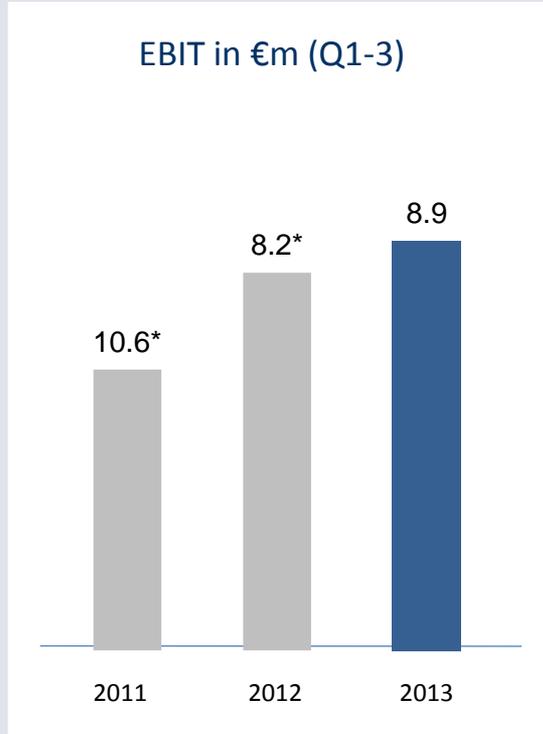
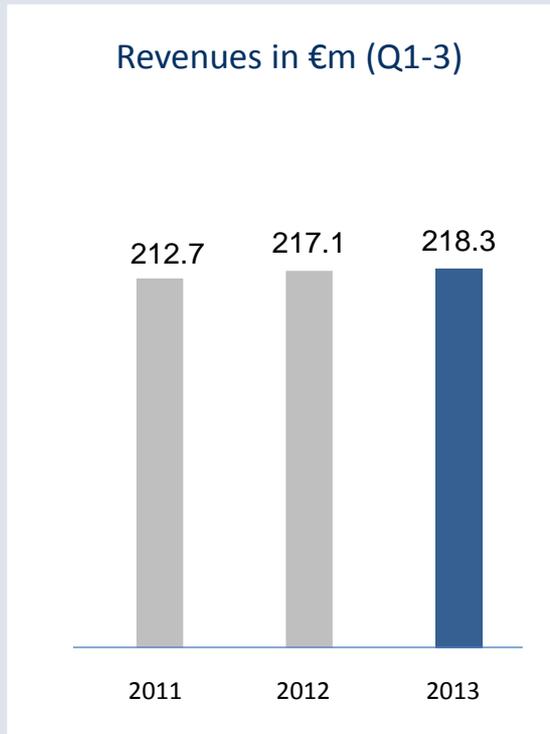


Q3 2013 Report

Conference Call

 **WashTec**

Positive business development in Q3 despite of difficult general conditions



*Comparative figures adjusted as per IAS 8

- **Revenues of € 218.3m (Q1-3/12: 217.1m)**

Strong Q3 with revenues of € 78.4m (Q3/12: € 74.5m) due to stronger business in Core Europe and North America

- **EBIT of € 8.9m (Q1-3/12: € 8.2*m)**

Increase of EBIT in Q3 to € 6.1m (Q3/12: € 2.4m) particularly from Core Europe

- Due to higher revenues and improved product mix
- Despite higher personnel costs due to tariff increases
- Due to lower operating expenses because of cost savings

- **Positive net Cash flow of € 12.3m (Q1-3/12: € 15.6m)**

Strong net cashflow of € 12.3m in spite of lower advance payments

- **Order backlog below prior year**

Weaker Q4 expected as Q4/2012 was extraordinarily positive

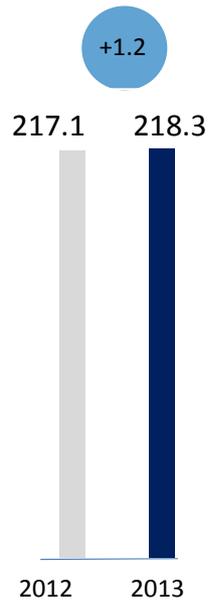
- **Outlook 2013 confirmed**

Revenue around prior year's level, EBIT margin of 5 – 6%

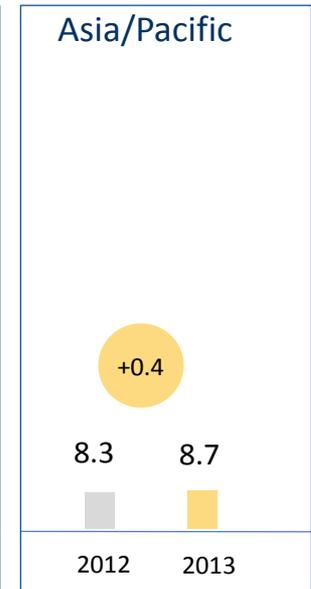
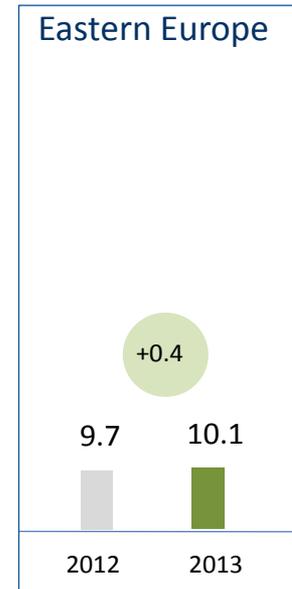
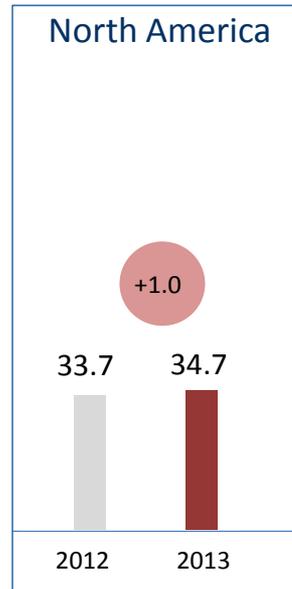
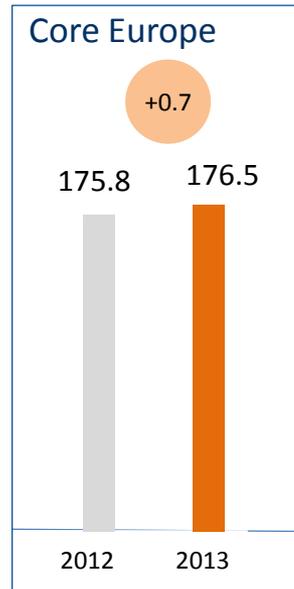
*Comparative figures adjusted as per IAS 8

Higher revenues in Q1-3 across all segments

Revenues total (Q1-3)
in €m



Revenues by segment (Q1-3)
in €m

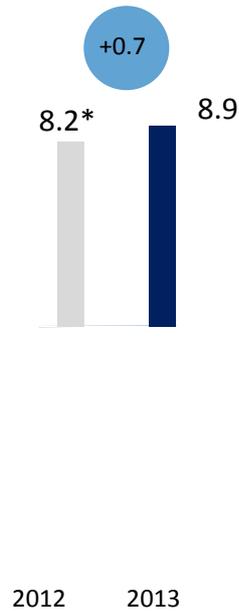


Consolidation: 2013 = -11.7/2012= -10.4

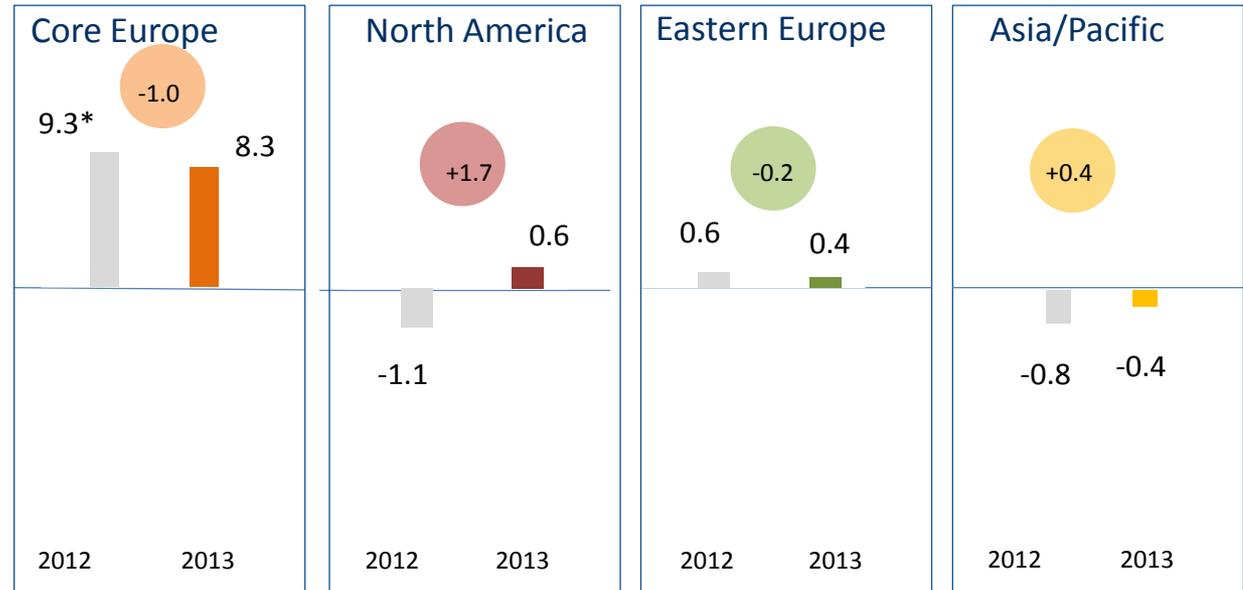
Rounding differences possible

Overall EBIT increase in Q1-Q3

EBIT total (Q1-3)
in €m



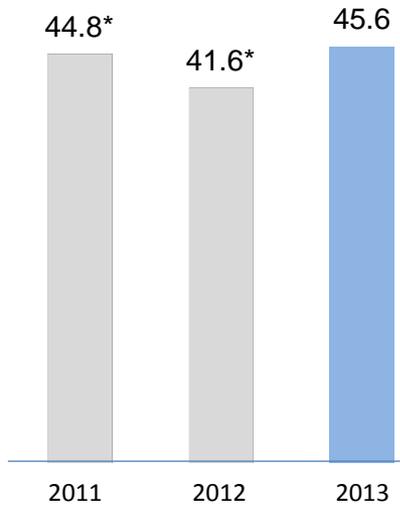
EBIT by segment (Q1-3)
in €m



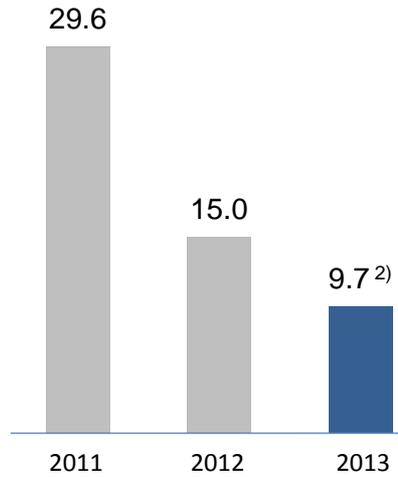
Consolidation: 2013 = 0.0/2012= 0.2

Rounding differences possible
*Comparative figures adjusted as per IAS 8

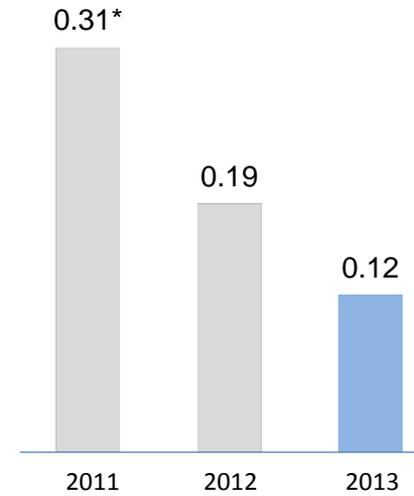
Equity ratio in % (end Q3)



Net finance debt¹⁾ in €m (end Q3)



Gearing³⁾ (end Q3)



*Comparative figures adjusted as per IAS 8

1) Net bank debt plus long-term and short-term finance leasing debt

2) Dividend (€ 8.1m)

3) Net finance debt divided by equity

- **Net finance debt decreased despite dividend payment** (compared to end Q3/12)
- **Low Gearing**

In €m	Q3 2013	Q3 2012*	
Revenues	218.3	217.1	
Gross margin	128.9 [59.0%]	126.3 [58.2%]	Different product mix
Personnel expenses	(79.2) [36.3%]	(76.4) [35.2%]	Scaled wage increases
Other operating expenses	(36.5)	(38.4)	
EBITDA	16.3	15.5	
Depreciation	(7.4)	(7.4)	
EBIT	8.9 [4.1%]	8.2 [3.8%]	
Financial Result	(1.0)	(1.6)	
EBT	8.0	6.5	
Taxes	(2.4)	(3.3)	
Net income	5.6	3.2	
Earnings per share (in €)	0.40	0.23	

Sound balance sheet structure ensures future growth

In €m	Sept 30, 2013	Dec 31, 2012	Rounding differences possible
Balance sheet total	179.7	183.6	
Equity	82.0	84.4	Equity ratio at 45.6% due to dividend payment
Net finance debt	9.7	8.3	Net finance debt higher due to dividend payment
Net current assets	67.6	73.1	
	Sept 30, 2013	Sept 30, 2012	
Net cash flow	12.3	15.6	Lower advance payments by customers
Cash outflow from investing activities	(4.0)	(3.6)	
Free cash flow	8.3	12.0	

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