



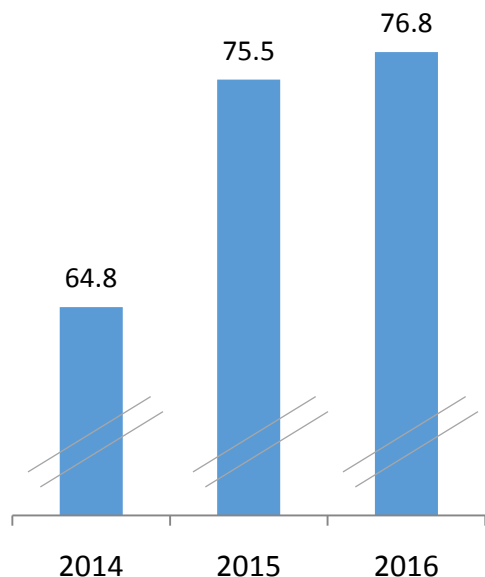
Conference Call

WashTec AG, Q1 2016 Report

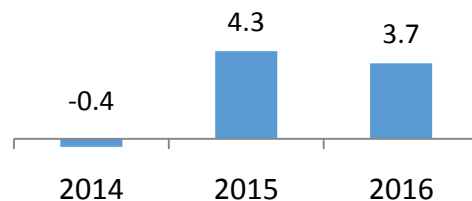


Slightly higher revenues and - as expected - lower EBIT than in Q1 2015

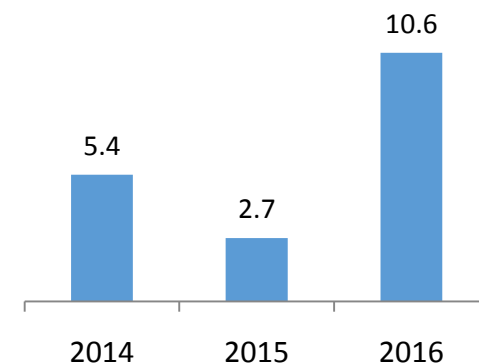
Revenues (in €m) in Q1



EBIT (in €m) in Q1



Net Cash Flow (in €m) in Q1



Comments:




- FX adjusted revenue increase by 2.2%
- Higher Net Cashflow due to lower tax payments
- EBIT below prior year while EPS stable



Equipment & Service show further growth although Q1 2015 was already strong, Chemicals w/o Canada + 8%

In € m, Q1

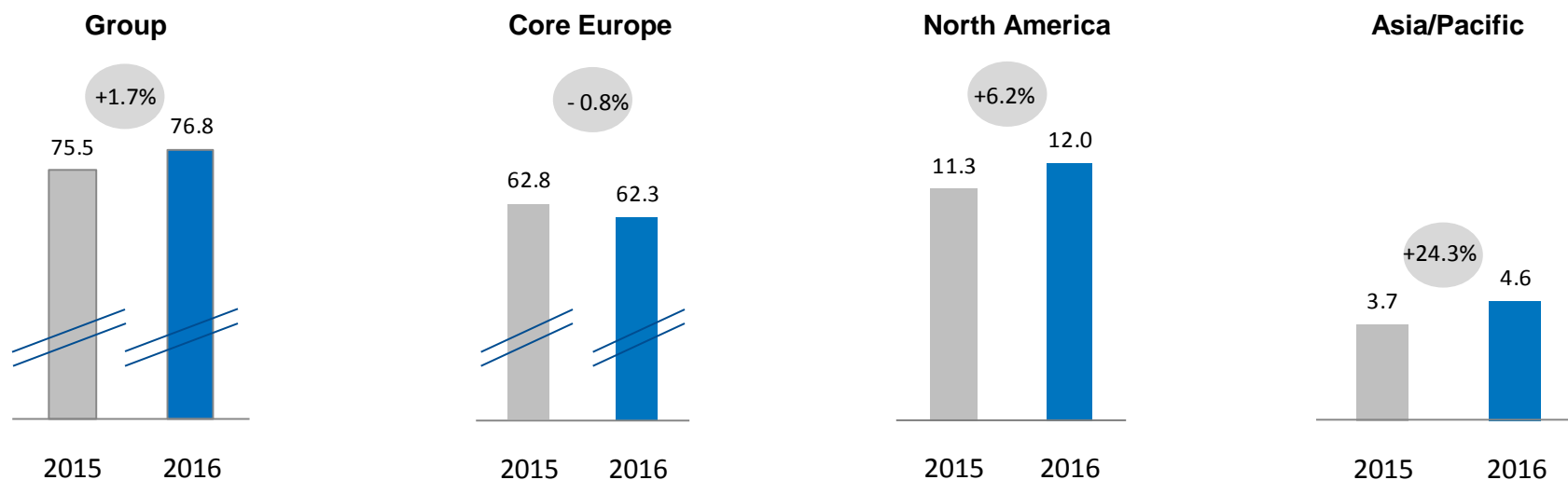
Rounding differences possible

		2016	2015	Change	in %
Equipment & Service		63.9	61.9	+2.0	+3.2
Chemicals		9.8	10.3	-0.5	-4.9
Operations & other		3.1	3.3	-0.2	-6.1
Total		76.8	75.5	+1.3	+1.7

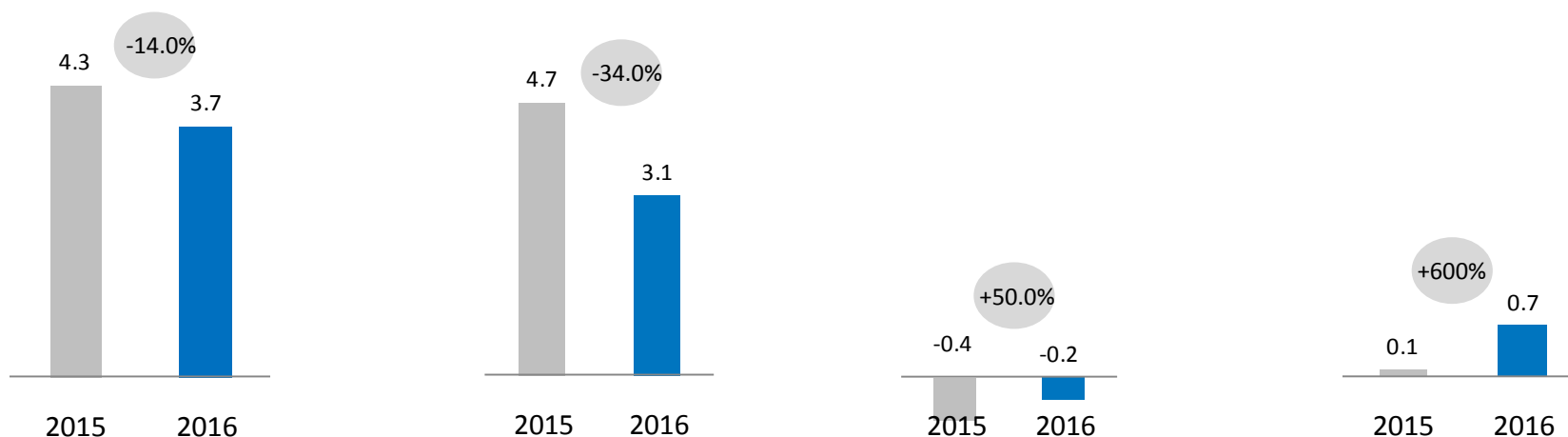


Revenues and earnings WT Group and per segment Q1 2016 vs. Q1 2015

Revenues in €m



EBIT in €m



Rounding differences possible, consolidation effects not included



High EBIT for Q1 - as expected - below 2015. EPS improved due to lower tax rate (in Mio. €)

	Q1 2016	Q1 2015
Revenues	76.8	75.5
Gross margin	45.9 [59.7%]	45.4 [60.1%]
Personnal expenses	(29.0) [37.8%]	(27.9) [37.0%]
Other operating expenses	(11.8) [15.3%]	(12.8) [17.0%]
EBITDA	6.0	6.7
Depreciation	(2.2)	(2.4)
EBIT	3.7 [4.9%]	4.3 [5.7%]
Financial result	(0.1)	(0.1)
EBT	3.6	4.2
Tax expenses	(1.1)	(1.7)
Net profit	2.6	2.5
Earnings per share (in €)	0.19	0.18



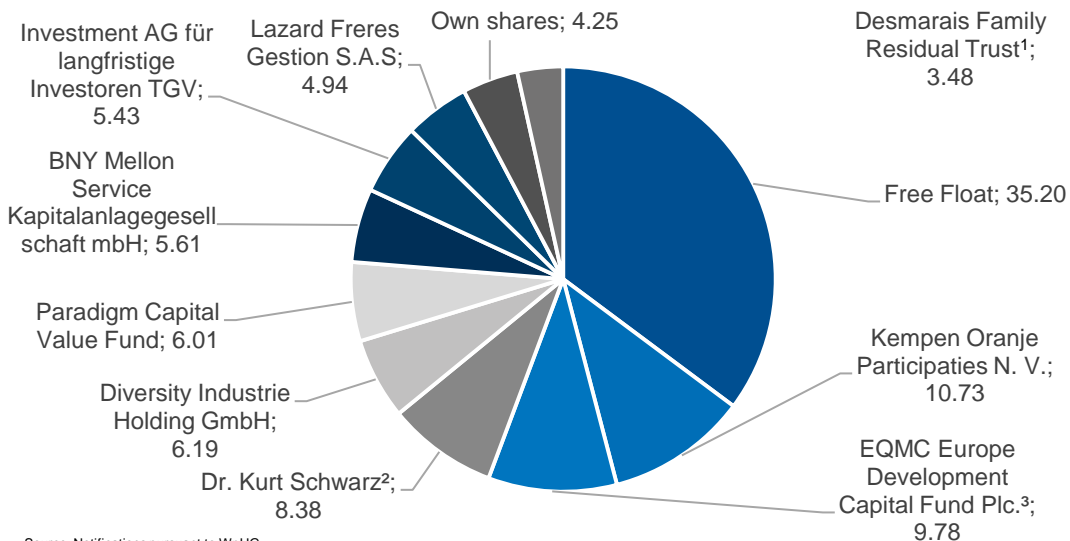
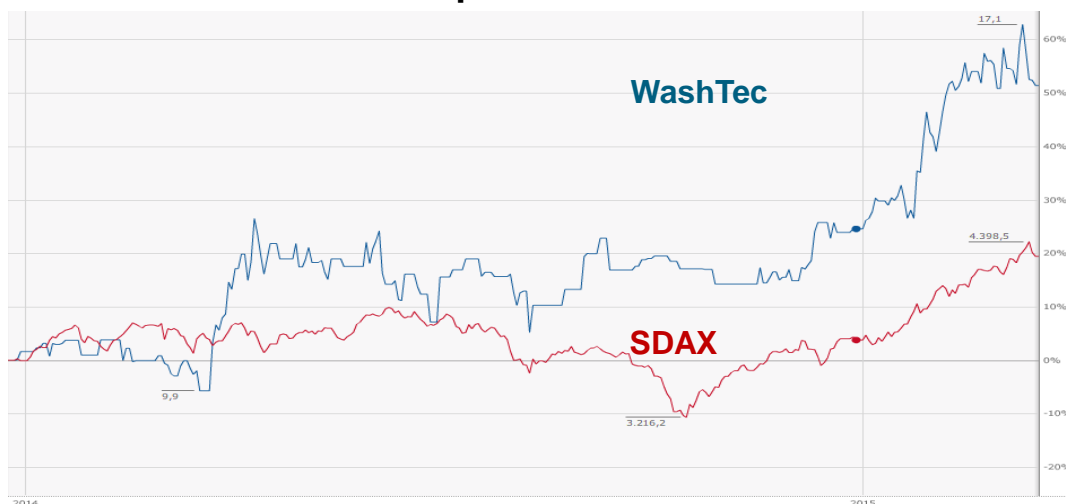
Higher cash flow and higher investments in equipment and buildings compared to 2015

	March 31, 2016	Dec. 31, 2015	
Balance sheet total	190.7	190.0	
Goodwill	42.3	42.3	
Equity	82.3	80.3	Equity ratio 43.2%
Net finance liquidity	5.7	-1.9	
Net working capital	73.4	78.1	
	March 31, 2016	March 31, 2015	
Net cash flow	10.6	2.7	
Cash outflow from investing activities	3.0	1.2	
Free cash flow	7.6	1.5	



Share performance and Investor Relations

Share performance



Source: Notifications pursuant to WpHG



7 | Conference Call, April 29, 2016

1) Setanta Asset Management

2) Leifina GmbH & Co. KG et al.

3) Nmás1 Asset Management, SGIIC, S.A

Analyst Coverage

Analyst (+ Date)	Recommendation	Target Price (€)
Hauck & Aufhäuser (02/16)	Buy	35.00
HSBC (02/16)	Hold	31.00
MM Warburg (03/16)	Buy	32.30
Bankhaus Lampe (01/16)	Buy	33.00
Average		32.83

Trade Volume (Xetra)

Period	Volume (pcs.)	
	2016	2015
Jan. – Mar.	825,628	426,322

Comments:

- Coverage of Bankhaus Lampe, Hauck & Aufhäuser, HSBC and MM Warburg
- Dividend of € 1,70 per share proposed
- Inclusion into SDAX as of March 21, 2016
- Annual General Meeting takes place May 11, 2016



Outlook 2016

For the WashTec Group: significant (>3%) increase in revenues and in EBIT (>6%)

- Core Europe: significant increase in revenues and earnings
- North America: significant increase in revenues and earnings
- Asia/Pacific: significant increase in revenues and earnings

- Or, in other words: 3-5% growth and a double-digit EBIT

Miscellaneous

- Progress of projects showroom Augsburg and production extension Grebenau as planned
- Investments in sales organization and infrastructure will continue over the year
- Risk – opportunities balance slightly improved versus Dec 2015
- Higher order backlog in all segments indicates a Q2 in line with year-end guidance
- Worldwide roll-out of WashTec corporate philosophy and leaderships trainings 65% completed
- International car wash show in Stuttgart June 14 - 16, 2016



Financial calendar 2016

May 11, 2016

Annual General Meeting Augsburg

Aug 04, 2016

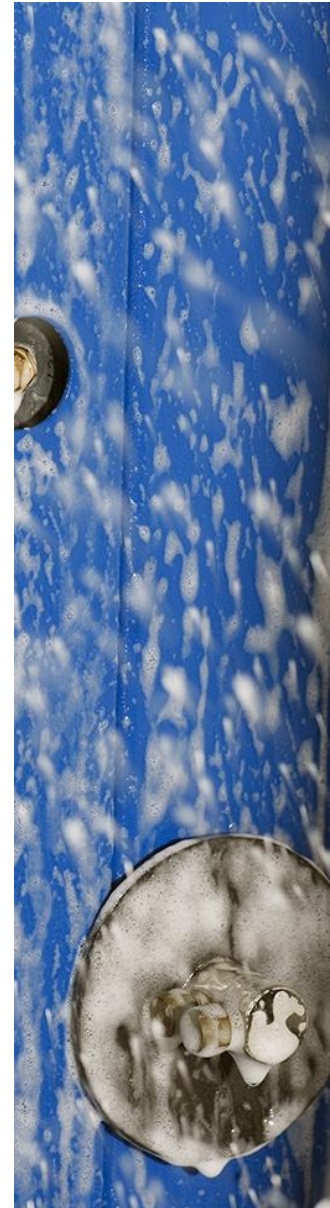
Publication of H1 Report

Oct 28, 2016

Publication of Q3 Report

Nov 21-23, 2016

Equity Forum Frankfurt



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