



# Q3 2015

Report on the period from January 1 to September 30, 2015

Unaudited translation for convenience purposes only

## Third quarter affirms the good ongoing business performance and reinforces the favorable outlook for the year as a whole and for Q1 2016

- Revenues increase by 13.7% to € 245.8m (prior year: € 216.2m)
- EBIT at € 23.3m almost doubled compared to prior year (prior year: € 11.8m)
- Positive business development in all segments, especially equipment and service
- Numerous measures for further positive development of the Group initiated

Jan 1 to Sep 30, 2015 (rounding differences possible)		Jan 1 to Sep 30, 2015	Jan 1 to Sep 30, 2014	Change	
				Absolute	in Percent
Revenues	€ m	245.8	216.2	29.6	13.7
EBITDA	€ m	30.5	19.3	11.2	58.0
EBIT	€ m	23.3	11.8	11.5	97.5
EBIT margin	in %	9.5	5.5	4.0	
EBT	€ m	22.9	11.2	11.7	104.5
Employees per reporting date	persons	1.681	1.676	5	0.3
Average number of shares	units	13,904,813	13,932,312	-27,499	-0.2
Earnings per share <sup>1</sup>	€	1.11	0.55	0.56	101.8
Free cash flow <sup>2</sup>	€ m	14.0	14.0	0.0	0.0
Investments in fixed assets (capital expenditures)	€ m	4.0	3.2	0.8	25.0
Capital ratio per reporting date <sup>3</sup>	in %	37.0	47.6	-10.6	

3 <sup>rd</sup> quarter 2015 (rounding differences possible)		Jul 1 to Sep 30, 2015	Jul 1 to Sep 30, 2014	Change	
				Absolute	in Percent
Revenues	€ m	85.2	74.2	11.0	14.8
EBITDA	€ m	11.9	8.3	3.6	43.4
EBIT	€ m	9.5	5.9	3.6	61.0
EBIT margin	in %	11.2	7.9	3.3	
EBT	€ m	9.4	5.7	3.7	64.9
Average number of shares	units	13,847,698	13,932,312	-84,614	-0.6
Earnings per share <sup>1</sup>	€	0.48	0.28	0.20	71.4

<sup>1</sup> Diluted = undiluted

<sup>2</sup> Net cash flow – cash outflow due to investing activity

<sup>3</sup> Equity capital/balance sheet total

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Interim Group Management Report

## Interim Group Management Report

### 1. Group revenues and earnings development

*Currency-adjusted revenue growth of more than 10%*

As a consequence of the – as expected – strong third quarter 2015 (€ 85.2m; prior year € 74.2m) revenues totaled € 245.8m and were € 29.6m (13.7%) higher than the prior year period (€ 216.2m). This amount includes positive currency effects of € 6.8m which will not continue to the same degree in Q4.

Revenue growth was achieved in all segments. EBIT almost doubled increasing to € 23.3m (prior year: € 11.8m) primarily due to higher revenues.

The order backlog being high since the beginning of the year continued to develop positively in the third quarter. At the end of the third quarter order backlog exceeded the prior year level. As revenues of the fourth quarter last year were very good, the Company is expecting that revenues in Q4 2015 will only be slightly higher than the same quarter of the prior year.

## 2. Economic report

### 2.1 General conditions and competitive conditions

In the important markets of Core Europe and North America, the investment conditions in our industry have improved compared to the situation described in the 2014 annual report. After negotiations of several major customer contracts were concluded, orders from these customers are expected to rise slightly as they are typically reduced prior to negotiations.

Otherwise, the general conditions were in line with the situation described in the 2014 Group Management Report. The same applies to the competitive conditions. There have been no significant changes in technology, and none are foreseeable.

## 2.2 Earnings

### 2.2.1 Revenues by segments and products

#### Revenues by segment, Jan 1 to Sep 30

in € m, IFRS (rounding differences possible)	Jan 1 to Sep 30, 2015	Jan 1 to Sep 30, 2014	Change	
			Absolute	%
Core Europe	198.3	178.7	19.6	11.0
Eastern Europe	8.7	7.7	1.0	13.0
North America	40.0	31.4	8.6	27.4
Asia/Pacific	10.9	8.2	2.7	32.9
Consolidation	-12.0	-9.8	-2.2	
<b>Total Group</b>	<b>245.8</b>	<b>216.2</b>	<b>29.6</b>	<b>13.7</b>

#### Revenues by segment, Q3

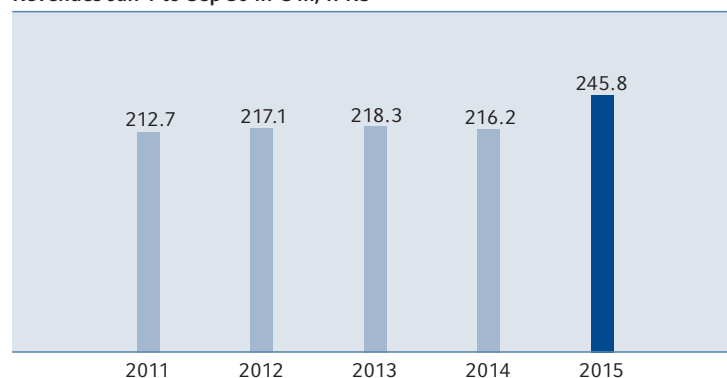
in € m, IFRS (rounding differences possible)	Jul 1 to Sep 30, 2015	Jul 1 to Sep 30, 2014	Change	
			Absolute	%
Core Europe	69.9	61.0	8.9	14.6
Eastern Europe	3.3	3.0	0.3	10.0
North America	12.8	10.6	2.2	20.8
Asia/Pacific	3.6	3.1	0.5	16.1
Consolidation	-4.4	-3.5	-0.9	
<b>Total Group</b>	<b>85.2</b>	<b>74.2</b>	<b>11.0</b>	<b>14.8</b>

The positive revenue development was reported by all regions, but particularly by Europe and North America. In North America, revenues in US dollars amounted to USD 44.5m (prior year: USD 42.5 m). Group revenues in the quarter increased by 14.8% (Q3 2015: € 85.2m; Q3 2014: € 74.2m) compared to the prior year quarter – which was weaker than average – and were therefore, as expected, slightly higher than the 13.7% half-year growth rate.

*All regions reporting growth*

*Equipment and service segment growing disproportionately*

#### Revenues Jan 1 to Sep 30 in € m, IFRS



#### Revenues by product, Jan 1 to Sep 30

in € m, IFRS (rounding differences possible)	Jan 1 to Sep 30, 2015	Jan 1 to Sep 30, 2014	Change	
			Absolute	%
Equipment and Service	207.2	181.0	26.2	14.5
Chemicals	28.5	25.5	3.0	11.8
Operator business and other	10.1	9.7	0.4	4.1
<b>Total</b>	<b>245.8</b>	<b>216.2</b>	<b>29.6</b>	<b>13.7</b>

#### Revenues by product, Q3

in € m, IFRS (rounding differences possible)	Jul 1 to Sep 30, 2015	Jul 1 to Sep 30, 2014	Change	
			Absolute	%
Equipment and Service	74.3	64.0	10.3	16.1
Chemicals	7.8	7.2	0.6	8.3
Operator business and other	3.1	3.1	0.0	0.0
<b>Total</b>	<b>85.2</b>	<b>74.2</b>	<b>11.0</b>	<b>14.8</b>

In all product segments and customer groups, revenues were increased in the first three quarters of the year. Equipment and service developed particularly favorably.

## 2.2.2 Expense items and earnings

### Earnings, Jan 1 to Sep 30

in € m, IFRS (rounding differences possible)	Jan 1 to Sep 30, 2015	Jan 1 to Sep 30, 2014	Change	
			Absolute	%
Gross profit*	148.2	132.0	16.2	12.3
EBITDA	30.5	19.3	11.2	58.0
EBIT	23.3	11.8	11.5	97.5
EBT	22.9	11.2	11.7	104.5

\* Revenue plus change in inventory minus cost of materials

### Earnings, Q3

in € m, IFRS (rounding differences possible)	Jul 1 to Sep 30, 2015	Jul 1 to Sep 30, 2014	Change	
			Absolute	%
Gross profit*	51.5	45.7	5.8	12.7
EBITDA	11.9	8.3	3.6	43.4
EBIT	9.5	5.9	3.6	61.0
EBT	9.4	5.7	3.7	64.9

\* Revenue plus change in inventory minus cost of materials

Comparable to the half-year reporting 2015, the **gross profit margin** remained at a level slightly above 60% and being slightly better than in the prior years.

**Personnel expenses** increased only moderately by € 2.2m to € 83.6m (prior year: € 81.4m), primarily due to currency effects included equaling roughly € 2.0m. As of the end of the year, the increase will become even less. This growth, which is not in proportion to the revenue growth, is attributable to, among other things, human resource measures implemented in 2014 and reflects significantly our improved efficiency.

**Other operating expenses** (including other taxes) increased by € 3.1m to € 37.7m (prior year: € 34.6m). The main reasons for this

*Disproportionately low personnel expenses development*

development were currency effects and effects from the valuation of assets and liabilities held in foreign currency in the amount of € 2.2m, as well as higher expenses for temporary employees due to the increased revenues.

**EBITDA** rose by € 11.2m to € 30.5m (prior year: € 19.3m). As of Q3 2015, depreciation and amortization were 5% below the prior year value.

**EBIT almost doubled**

**EBIT** increased by 97.5% to € 23.3m (prior year: € 11.8m).

**EBIT by segments. Jan 1 to Sep 30**

in € m. IFRS (rounding differences possible)	Jan 1 to Sep 30, 2015	Jan 1 to Sep 30, 2014	Change	
			Absolute	%
Core Europe	21.8	11.7	10.1	86.3
Eastern Europe	0.1	-0.1	0.2	200.0
North America	1.2	0.4	0.8	200.0
Asia/Pacific	0.3	-0.1	0.4	400.0
Consolidation	-0.1	0.0	-0.1	-
<b>Group</b>	<b>23.3</b>	<b>11.8</b>	<b>11.5</b>	<b>97.5</b>

**EBIT by segments, Q3**

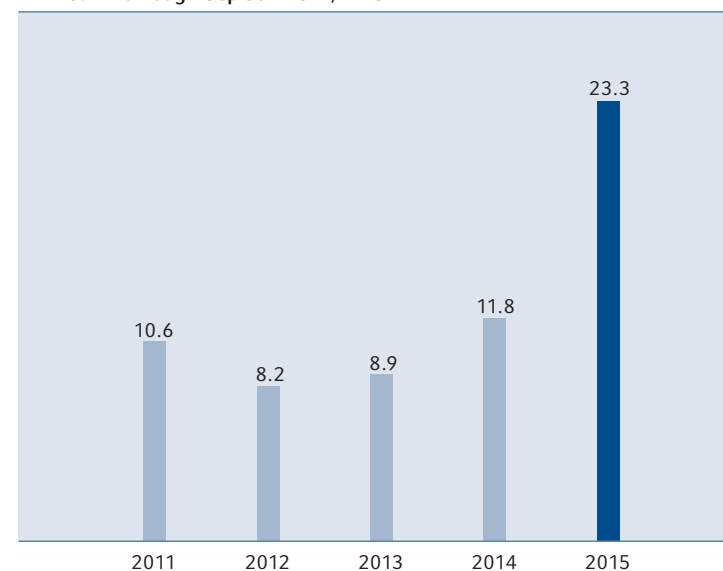
in € m. IFRS (rounding differences possible)	Jul 1 to Sep 30, 2015	Jul 1 to Sep 30, 2014	Change	
			Absolute	%
Core Europe	9.8	5.8	4.0	69.0
Eastern Europe	0.1	0.1	0.0	0.0
North America	-0.2	-0.2	0.0	0.0
Asia/Pacific	0.1	0.2	-0.1	-50.0
Consolidation	-0.3	-0.1	-0.2	-
<b>Group</b>	<b>9.5</b>	<b>5.9</b>	<b>3.6</b>	<b>61.0</b>

The EBIT increase in all segments is primarily based on the revenue growth achieved. The results of the **Eastern European** segment, which showed a slight decrease in earnings compared to the prior

year period in Q2 2015, have improved again and reported a positive result. Due to the organizational consolidation of all European export markets, this segment will be reported separately for the last time in the annual report.

The negative results in **North America** in this quarter are a consequence of the changes caused by the loss of a major client effective July 1, 2015. In Q4, this effect will not continue because of expected higher revenues in the United States.

**EBIT Jan 1 through Sep 30 in € m, IFRS**



The exchange rate development between the US dollar and the euro had an impact on revenues, but it had no material effect on the operating income. The balance sheet date valuation used for the assets and liabilities reported in a foreign currency on the balance sheet had an influence on earnings of € -0.5 (other operating income: € 1.4m; other operating expenses: € 1.9m) (prior year: € 0.2m).

The **consolidated net profit** after taxes increased to € 15.5m (prior year: € 7.6m). **Earnings per share** (diluted = undiluted) therefore rose to € 1.11 (prior year: € 0.55).

## 2.3 Net Assets

Balance Sheet Assets in € m, IFRS (rounding differences possible)	Sept 30, 2015	Dec 31, 2014
<b>Non-current assets</b>	<b>85.4</b>	<b>87.1</b>
thereof intangible assets	5.6	6.2
thereof taxes	4.0	4.1
<b>Current assets</b>	<b>106.1</b>	<b>98.7</b>
thereof inventories	41.2	35.4
thereof trade receivables, other assets	50.6	44.6
thereof cash and cash equivalents	6.4	15.7
<b>Total assets</b>	<b>191.5</b>	<b>185.8</b>

Balance Sheet Liabilities in € m, IFRS (rounding differences possible)	Sept 30, 2015	Dec 31, 2014
Equity capital	70.9	90.9
Liabilities to banks	15.3	0.3
Other liabilities and provisions	94.1	83.5
thereof trade payables	9.3	5.9
thereof provisions (including income tax debt)	34.3	31.0
Deferred income	8.3	8.2
Deferred tax liabilities	2.9	2.9
<b>Total equity and liabilities</b>	<b>191.5</b>	<b>185.8</b>

Based on the high order backlog and revenues, the **net current assets** (short-term trade receivables + inventories – short-term trade payables) rose significantly. The receivables increased due to higher revenues primarily in the month of September.

**Equity capital** fell to € 70.9m as of September 30, 2015 (December 31, 2014: € 90.9m) due to the dividend payment and share buyback. As a result of income and expenses recognized directly in equity capital according to IFRS, the change in equity capital does not match up with the results for the period. The **equity ratio** decreased relative to the end of 2014 from 48.9% to 37.0%.

**Net bank debt** (long-term and short-term bank debt less bank credit balances) was € 8.9m (December 31, 2014: net liquidity of € 15.4m) because of the dividend payment and the share buyback. **Net finance debt** (net bank debt plus long-term and short-term finance leasing) increased to € 13.7m (December 31, 2014: net financial liquidity: € 9.8m).

**Other liabilities and provisions** increased to € 94.1m because of higher prepayments received as well as higher tax liabilities (December 31, 2014: € 83.5m).

## 2.4 Financial Position

**Cash inflow from operating activities** (net cash flow) increased only slightly to € 17.6m (prior year: € 17.0m). The increase in net cash flow was below the earnings development. This is attributable to the corporate tax payment made in connection with the dividend payment and the increase in working capital in Q3.

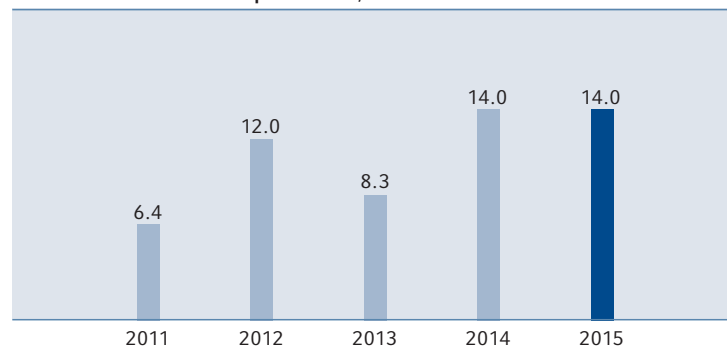
**Cash outflow from investing activities** increased slightly to € 3.7m (prior year: € 3.0m).

The **free cash flow** (net cash flow less cash outflow from investing activities) thereby equaled € 14.0m (prior year: € 14.0m).

*Despite a special dividend and the share buyback program, equity capital ratio solid at 37%*



Free cash flow Jan 1 to Sep 30 in € m, IFRS



Overall, **cash and cash equivalents** declined by € 24.3m to € -8.9m compared to December 31, 2014, mostly due to the dividend payment and share buyback.

## 2.5 Employees

Compared to September 30, 2014, the number of employees increased slightly by 5. Compared to December 31, 2014, the number of employees rose by 17 to 1,681. The employee number will increase slightly mid-term based on continued investments in HR development, sales and production.

## 3. Forecast, Opportunities and Risk Report

### 3.1 Forecast

After nine months currency-adjusted revenue growth equals 10.5%. This growth will not continue in Q4 due to the fact that the same quarter last year was strong. Based on this background, the Company is aiming for a revenue growth of about 10% (at least 7% after adjustments for currency effects) for the full year 2015.

The current EBIT margin as of the third quarter of 2015 is 9.5% and will only slightly increase for the full year.

In this respect, the following development is expected in the individual segments:

- Core Europe: revenues and earnings increasing significantly and thus the forecast is being adjusted upward compared to the 2014 annual report
- Eastern Europe: revenues and earnings increasing significantly
- North America: revenues and earnings increasing significantly
- Asia/Pacific: revenues and earnings increasing significantly.

This forecast is uncertain. A key factor for the mid-term forecast will be how the business in Core Europe develops and to what extent the growth potential in the other markets will be used. Likewise, the exchange rate trend between the US dollar and the euro is almost impossible to forecast.

### 3.2 Opportunities and risks for group development

The 2014 annual report includes a description of the WashTec Group's risk management. There have been no material changes in the opportunities and risks described therein. As previously communicated and due to the completion of negotiations, only the risk of losing major customer contracts has been reduced. The Group is currently completely updating all risks and opportunities and will communicate them in the 2015 annual report. According to current information, the balance between opportunities and risks will continue to improve.

## 4. Miscellaneous information

### 4.1 Information about dealings with related companies and persons

No significant transactions were conducted with related companies and persons during the reporting period.

### 4.2 Events after the end of the reporting period

No significant events occurred after the end of the reporting period.

## 5. Share and investor relations

### 5.1 Share price development

*High dividend yield at 13% (2014)*

Despite a turbulent phase on the international stock markets, the WashTec share price performed favorably in the third quarter and closed at € 21.76 on September 30, 2015. This corresponds to a 66.1% share price increase compared to the € 13.10 closing price posted on the last trading day of the prior year (December 30, 2014). The WashTec share was thereby able to significantly outperform the SDAX index, which rose by 13.7% in the same period. Moreover, a dividend of € 0.70 and a special dividend of € 0.95 was paid out.

WashTec is currently covered by Hauck & Aufhäuser, HSBC Trinkaus & Burkhardt and MM Warburg. Analysts see the share price target ranging from € 25.0 to € 28.00 (as of September 2015).

## 5.2 Shareholder structure

Shareholding in %	Sep 30, 2015
Kempen Oranje Participaties N.V.	10.73
EQMC Europe Development Capital Fund plc <sup>1</sup>	9.78
Dr. Kurt Schwarz (u. a. Kerkis GmbH, Leifina GmbH & Co. KG)	8.38
Diversity Industrie Holding AG	6.19
Paradigm Capital Value Fund	6.01
BNY Mellon Service Kapitalanlage-Gesellschaft mbH	5.61
Investment AG für langfristige Investoren TGV	5.43
Lazard Frères Gestion S.A.S.	5.01
WashTec AG – own shares	4.25
Desmarais Family Residuary Trust <sup>2</sup>	3.48
Free float	35.13

<sup>1</sup> Nmás1 Dinamia, S.A.

<sup>2</sup> Setanta Asset Management

Based on notifications made pursuant to the WpHG

In the third quarter of 2015, WashTec AG received the following voting rights notifications in accordance with the Securities Trading Act: On July 24, 2015, Nmás1 Dinamia, S.A. (Madrid, Spain) notified us that its voting share had climbed above the 3%, 5% and 10% thresholds on July 20, 2015 and equaled 10.80% on that date (previously: Nmás Asset Management, SGII, S.A. (Madrid, Spain: 14.9%). On September 17, 2015, Nmás1 Dinamia, S.A. (Madrid, Spain) informed us that its voting share had fallen below the 10% threshold on September 16, 2015 and equaled 9.78% on that date. In both cases, the voting share was attributed to EQMC Europe Development Capital Fund plc. (Dublin, Ireland).

*The management board also acquired shares of the Group*

On September 30, 2015, Kempen Oranje Participaties N.V. (Amsterdam, Netherlands) informed us that its voting share had climbed above the 3%, 5% and 10% thresholds on September 28, 2015 and equaled 10.73% on that date. The notification was made because of a merger between Kempen European Participations N. V. and Kempen Oranje Participaties N. V.

As a result of the share buyback, WashTec AG reported that it was holding 4.25% of its own shares (treasury stock).

In September 2015, the Company received a notification pursuant to the WpHG that its CEO, Dr. Volker Zimmermann, purchased 12,500 shares at a per share price of € 22.00. By virtue of this purchase, the operational management now has a vested stake in the Company, as the majority of the supervisory board members do.

In the first three quarters of 2015, the management constantly cultivated the dialogue with shareholders and journalists as well as with the financial community. WashTec took part in the Baader Investment Conference, and numerous investors paid a visit to Augsburg.

The financial press has on numerous occasions reported favorably about WashTec's outlook.

### 5.3 Share buyback

In the third quarter, WashTec AG carried out a public buyback offer to reacquire its own outstanding shares.

In connection with the voluntary share buyback offer, which WashTec AG made in order to repurchase its own outstanding shares and which WashTec AG published on August 18, 2015 in the Federal Gazette [Bundesanzeiger] and on its website ([www.washtec.de](http://www.washtec.de)), a total of 5,871,173 shares were tendered to WashTec AG on or before the expiration of the acceptance deadline on September 9, 2015.

The WashTec AG offer related to a total of up to 550,000 shares of WashTec AG.

Upon factoring in both the preferential acceptance from shareholders who had submitted up to a maximum of 100 shares and an allotment rate of 9.2220%, WashTec AG thereby acquired a total of 549,988 shares (reflecting approximately 3.93% of the registered share capital) pursuant to the share buyback offer and upon applying the recognized rules of commercial rounding-off.

After the completion of the buyback offer and taking into account the shares it already held, WashTec AG is now holding a total of 594,646 of its own shares.



Interim Condensed Consolidated Financial Statements

## Consolidated Income Statement

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

in €	Jan 1 to Sep 30, 2015	Jan 1 to Sep 30, 2014	Jul 1 to Sep 30, 2015	Jul 1 to Sep 30, 2014
Revenues	245,808,116	216,164,247	85,225,877	74,225,829
Other operating income	3,133,720	3,069,546	811,940	1,346,085
Other capitalized development costs	425,303	208,342	21,949	171,173
Changes in inventory	4,788,419	2,766,805	1,859,580	1,314,838
<b>Total</b>	<b>254,155,558</b>	<b>222,208,940</b>	<b>87,919,346</b>	<b>77,057,925</b>
Cost of materials				
Cost of raw materials, consumables and supplies and of purchased material	83,112,982	70,845,544	28,595,215	23,970,165
Cost of purchased services	19,327,979	16,076,718	7,028,576	5,861,020
	<b>102,440,961</b>	<b>86,922,262</b>	<b>35,623,791</b>	<b>29,831,185</b>
<b>Personnel expenses</b>	<b>83,574,006</b>	<b>81,395,717</b>	<b>27,994,972</b>	<b>26,835,714</b>
Amortization, depreciation and impairment of tangible and intangible assets	7,155,016	7,529,836	2,378,734	2,425,175
Other operating expenses	37,007,782	34,090,585	12,154,893	11,917,364
Other taxes	649,801	477,324	233,166	182,969
<b>Total operating expenses</b>	<b>230,827,566</b>	<b>210,415,724</b>	<b>78,385,556</b>	<b>71,192,407</b>
<b>EBIT</b>	<b>23,327,992</b>	<b>11,793,216</b>	<b>9,533,790</b>	<b>5,865,518</b>
Interest and similar income (financial income)	392,038	302,318	136,674	111,051
Interest and similar expenses (financial expenses)	775,057	851,268	259,716	323,331
<b>Financial result</b>	<b>-383,019</b>	<b>-548,950</b>	<b>-123,042</b>	<b>-212,280</b>
<b>EBT</b>	<b>22,944,973</b>	<b>11,244,266</b>	<b>9,410,748</b>	<b>5,653,238</b>
Income taxes	-7,469,879	-3,601,021	-2,698,813	-1,723,188
<b>Consolidated net income</b>	<b>15,475,094</b>	<b>7,643,245</b>	<b>6,711,935</b>	<b>3,930,050</b>
<b>Weighted average number of outstanding shares</b>	<b>13,904,813</b>	<b>13,932,312</b>	<b>13,847,698</b>	<b>13,932,312</b>
<b>Earnings per share (basic = diluted)</b>	<b>1.11</b>	<b>0.55</b>	<b>0.48</b>	<b>0.28</b>

## Consolidated Statement of Comprehensive Income

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

In €k	Jan 1 to Sep 30, 2015	Jan 1 to Sep 30, 2014	Jul 1 to Sep 30, 2015	Jul 1 to Sep 30, 2014
<b>Profit (loss) after tax</b>	<b>15,475</b>	<b>7,643</b>	<b>6,271</b>	<b>3,930</b>
Actuarial gains/losses from defined benefit obligations and similar obligations	0	-6	0	0
<b>Items, which cannot be reclassified subsequently to profit and loss</b>	<b>0</b>	<b>-6</b>	<b>0</b>	<b>0</b>
Adjustment Item for the currency translation of foreign subsidiaries and currency changes	933	575	143	454
Exchange differences on net investments in subsidiaries	-559	4	-452	1
Deferred taxes	-85	-85	1	-76
<b>Items, which could be subsequently classified to profit and loss</b>	<b>289</b>	<b>494</b>	<b>-308</b>	<b>379</b>
<b>Valuation gains/losses recognized directly in equity</b>	<b>289</b>	<b>488</b>	<b>-308</b>	<b>379</b>
<b>Total Income and expense and valuation in gains/losses recognized directly in equity</b>	<b>15,764</b>	<b>8,131</b>	<b>6,404</b>	<b>4,309</b>

## Consolidated Balance Sheet

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

Assets in €	Sep 30, 2015	Dec 31, 2014
<b>Non-current assets</b>		
Property, plant and equipment	30,805,687	32,689,697
Goodwill	42,311,765	42,312,286
Intangible assets	5,589,414	6,193,695
Trade receivables	2,454,341	1,363,492
Tax receivables	45,060	90,367
Other assets	180,777	422,421
Deferred tax assets	4,021,535	4,075,514
<b>Total non-current assets</b>	<b>85,408,579</b>	<b>87,147,472</b>
<b>Current assets</b>		
Inventories	41,229,947	35,437,207
Trade receivables	46,224,192	41,712,070
Tax receivables	7,817,235	2,955,793
Other assets	4,394,293	2,895,573
Cash and cash equivalents	6,415,499	15,674,189
<b>Total current assets</b>	<b>106,081,166</b>	<b>98,674,832</b>
<b>Total assets</b>	<b>191,489,745</b>	<b>185,822,304</b>

Liabilities in €	Sep 30, 2015	Dec 31, 2014
<b>Equity</b>		
Subscribed capital	40,000,000	40,000,000
Contingent capital	8,000,000	8,000,000
Capital reserves	36,463,441	36,463,441
Treasury shares	-13,176,788	-417,067
Other reserves and exchange rate effects	-3,116,598	-3,405,442
Profit carryforward	-4,711,829	5,556,220
Consolidated net income (for the period)	15,475,094	12,720,265
	<b>70,933,320</b>	<b>90,917,417</b>
<b>Non-current liabilities</b>		
Finance leasing liabilities	3,169,917	3,761,876
Provisions for pensions	9,953,455	9,893,416
Other non-current provisions	3,064,734	3,470,468
Other non-current liabilities	910,766	2,032,933
Deferred income	975,531	957,627
Deferred tax liabilities	2,870,086	2,878,579
<b>Total non-current liabilities</b>	<b>20,944,489</b>	<b>22,994,899</b>
<b>Current liabilities</b>		
Interest-bearing loans	15,266,760	252,130
Finance leasing liabilities	1,690,238	1,902,614
Prepayments on orders	7,015,402	4,607,920
Trade payables	9,341,116	5,949,828
Taxes and levies	4,587,672	5,771,858
Liabilities for social security	933,142	950,926
Tax provisions	6,506,723	2,791,402
Other current liabilities	32,142,809	27,545,418
Other current provisions	14,816,303	14,856,710
Deferred income	7,311,771	7,281,182
<b>Total current liabilities</b>	<b>99,611,936</b>	<b>71,909,988</b>
<b>Total equity and liabilities</b>	<b>191,489,745</b>	<b>185,822,304</b>

## Consolidated Cash Flow Statement

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

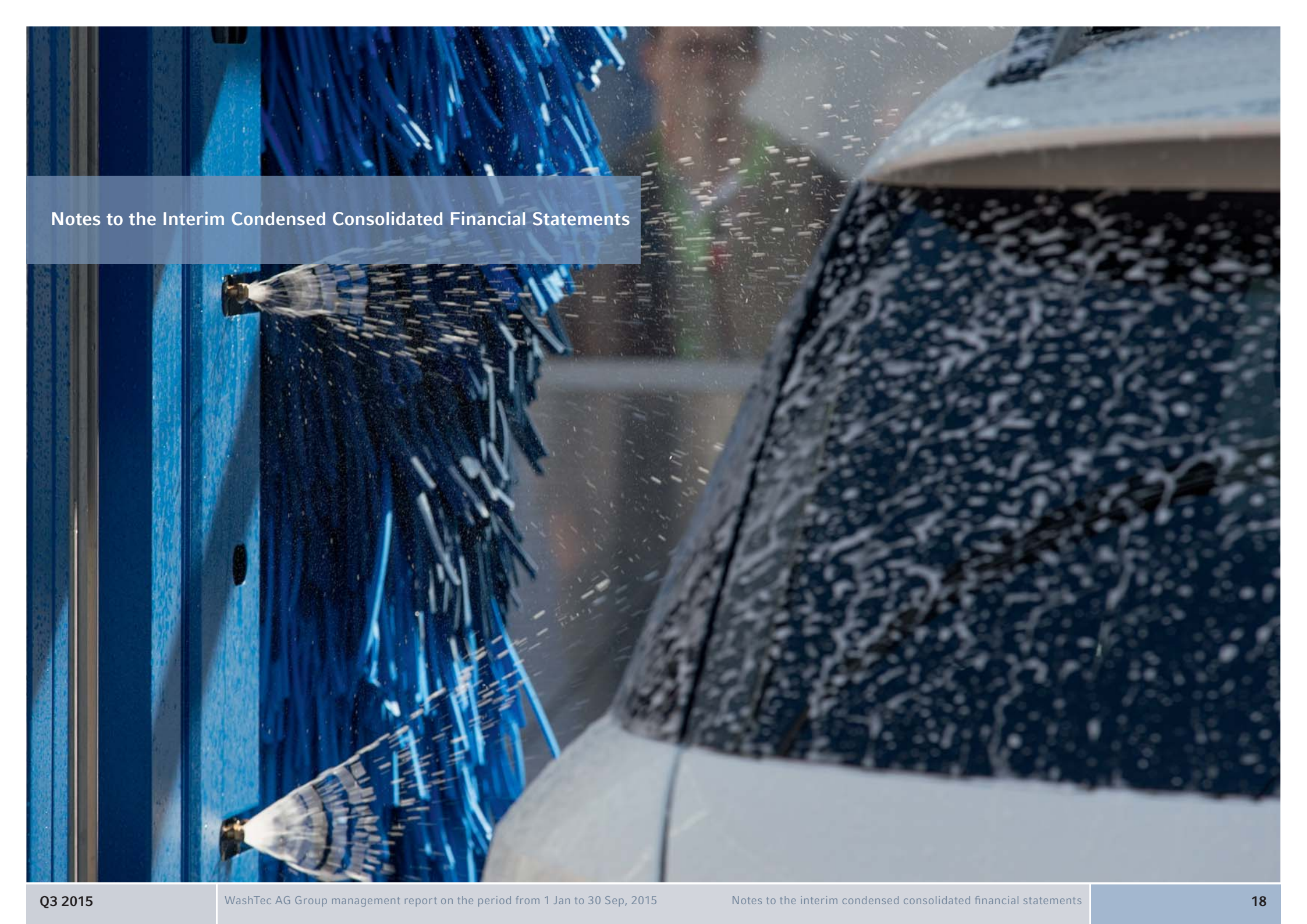
in €k	Sep 30, 2015	Sep 30, 2014
<b>EBT</b>	<b>22,945</b>	<b>11,244</b>
<i>Adjustment to reconcile profit before tax to net cash flows:</i>		
Amortization, depreciation and impairment of non-current assets	7,155	7,530
Gain/loss from disposals of non-current assets	-130	42
Other gains/losses	-1,058	-787
Financial (interest) income	-392	-302
Financial (interest) expense	775	851
Movements in provisions	-362	54
<i>Changes in net working capital:</i>		
Increase/decrease in trade receivables	-5,603	1,605
Increase/decrease in inventories	-5,301	-4,154
Increase/decrease in trade payables	3,418	915
Changes in other net working capital	4,797	4,106
Income tax paid	-8,611	-4,090
<b>Net cash flows from operating activities</b>	<b>17,633</b>	<b>17,014</b>
Purchase of property, plant and equipment (without finance leasing)	-3,971	-3,212
Proceeds from sale of property, plant and equipment	318	171
<b>Net cash flows from investing activities</b>	<b>-3,653</b>	<b>-3,041</b>
Dividend payout	-22,988	-8,917
Share buyback	-12,760	0
Interest received	36	47
Interest paid	-718	-775
Repayment of non-current liabilities from finance leases	-1,449	-1,596
<b>Net cash flows used in financing activities</b>	<b>-37,879</b>	<b>-11,241</b>
<b>Net Increase/decrease in cash and cash equivalents</b>	<b>-23,899</b>	<b>2,732</b>
<b>Net foreign exchange difference</b>	<b>-375</b>	<b>-390</b>
<b>Cash and cash equivalents at January 1</b>	<b>15,422</b>	<b>2,743</b>
<b>Cash and cash equivalents at September 30</b>	<b>-8,852</b>	<b>5,085</b>
<i>Composition of cash and cash equivalents for cash flow purposes:</i>		
Cash and cash equivalents	6,415	10,331
Current bank liabilities	-15,267	-5,246
<b>Cash and cash equivalents at September 30</b>	<b>-8,852</b>	<b>5,085</b>



## Statement of Changes in Consolidated Equity

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

in €k	Number of shares (in units)	Subscribed Capital	Capital reserve	Treasury shares	Other reserves	Exchange effects	Profit carried forward	Total
<b>As of January 1, 2014</b>	<b>13,932,312</b>	<b>40,000</b>	<b>36,464</b>	<b>-417</b>	<b>-2,876</b>	<b>181</b>	<b>14,473</b>	<b>87,825</b>
Income and expenses recognized directly in equity					-2	575		573
Taxes on transactions recognized directly in equity					-85			-85
Dividend							-8,917	-8,917
Consolidated net income for the period							7,643	7,643
<b>As of September 30, 2014</b>	<b>13,932,312</b>	<b>40,000</b>	<b>36,464</b>	<b>-417</b>	<b>-2,963</b>	<b>756</b>	<b>13,199</b>	<b>87,039</b>
<b>As of January 1, 2015</b>	<b>13,932,312</b>	<b>40,000</b>	<b>36,464</b>	<b>-417</b>	<b>-4,217</b>	<b>812</b>	<b>18,277</b>	<b>90,917</b>
Income and expenses recognized directly in equity					-559	933		374
Taxes on transactions recognized directly in equity					-85			-85
Share buy-back	-549,988			-12,760				-12,760
Dividend							-22,988	-22,988
Consolidated net income for the period							15,475	15,475
<b>As of September 30, 2015</b>	<b>13,382,324</b>	<b>40,000</b>	<b>36,464</b>	<b>-13,177</b>	<b>-4,861</b>	<b>1,745</b>	<b>10,764</b>	<b>70,933</b>

A close-up photograph of a car's side panel being washed by a high-pressure water spray. The water is captured in mid-air, creating a dense mist of droplets. The car's surface is dark and wet, reflecting the light. The background is blurred, showing a blue structure, possibly part of a car wash.

Notes to the Interim Condensed Consolidated Financial Statements

## Notes to the Interim Condensed Consolidated Financial Statements of WashTec AG (IFRS) for the period January 1 to September 30, 2015

### General Disclosures

#### 1. Information on the Company

The ultimate parent company of the WashTec Group is WashTec AG, which is entered in the commercial register for the City of Augsburg under registration number HRB 81.

The Company's registered office is located at Argonstrasse 7 in 86153 Augsburg, Germany.

The Company's shares are publicly traded.

The purpose of the WashTec Group also comprises the development, manufacture, sale and servicing of car wash products, as well as leasing and all services and financing solutions that are related thereto and required in order to operate car wash equipment.

The consolidated financial statements are prepared in euro. Amounts are rounded-off to the nearest euro or are shown in millions of euro (€m) or thousands of euro (€k).

#### 2. Accounting and valuation policies

##### Principles in preparing the financial statements

The accounting and valuation methods, which were applied when preparing the interim condensed consolidated financial statements, comply with the methods that were used when preparing the consolidated financial statements for the fiscal year ending December 31, 2014, except for the tax calculation. The tax calculation for condensed interim financial statements is done by multiplying the result with the anticipated applicable annual tax rate.

The interim condensed consolidated financial statements for the period January 1 through September 30, 2015 were prepared in accordance with IAS 34, »Interim Financial Reporting«.

The interim condensed consolidated financial statements do not include all explanations and information required for the financial statements for the fiscal year and should be read in conjunction with the consolidated financial statements for the period ending December 31, 2014.

### Significant accounting and valuation methods

In the reporting period, the Group applied the following new and revised IFRS Standards and Interpretations.

Standard/ Interpretation	Title	Mandatory application	Endorsement by the EU	Material effects on WashTec
IFRS	Annual Improvements to IFRSs (2011–2013 cycle)	01-Jan-15	18-Dec-14	none

Furthermore, the IASB and the IFRS Interpretations Committee adopted the following listed standards, interpretation and amendments that in fiscal year 2015 are not yet required to be applied or have not yet been recognized by the EU.

As of September 30, WashTec has not applied these standards earlier than required. WashTec plans to adopt the standards on the date on which they were recognized and accepted by the EU.

Standard/ Interpretation	Title	Mandatory application	Endorsement by the EU	Material effects on WashTec
IAS 1	Amendments to IAS 1 Presentation of Financial Statements – Disclosure Initiative	01-Jan-16	expected in Q4 2015	none
IAS 16 and IAS 38	Amendments to IAS 16 Property, Plant and Equipment and IAS 38 Intangible Assets - Clarification of Acceptable Methods of Depreciation and Amortization	01-Jan-16	expected in Q4 2015	none
IAS 16 and IAS 41	Amendments to IAS 16 Property, Plant and Equipment and IAS 41 Agriculture – Bearer Plants	01-Jan-16	expected in Q4 2015	none
IAS 19	Amendments to IAS 19 Employee Benefits – Employee Contributions	01-Feb-15	17-Dec-14	none
IAS 27	Amendments to IAS 27 Separate Financial Statements – Equity Method in Separate Financial Statements	01-Jan-16	expected in Q4 2015	none
IFRS 9	Financial Instruments	01-Jan-18	expected in H2 2015	currently reviewed
IFRS 10 and IAS 28	Amendments to IFRS 10 Consolidated Financial Statements and IAS 28 Investments in Associates and Joint Ventures – Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	01-Jan-16 (postponement expected)	postponed – waiting Exposure Draft from IASB	none
IFRS 10, IFRS 12 and IAS 28	Amendments to IFRS 10 Consolidated Financial Statements, IFRS 12 Disclosure of Interests in Other Entities and IAS 28 Investments in Associates and Joint Ventures - Applying the Consolidation Exception	01-Jan-16	expected in Q1 2016	none
IFRS 11	Amendments to IFRS 11 Joint Arrangements – Accounting for Acquisitions of Interests in Joint Operations	01-Jan-16	expected in Q4 2015	none
IFRS 14	Regulatory Deferral Accounts	01-Jan-16	to be decided	none
IFRS 15	Revenue from Contracts with Customers	01-Jan-18	expected in Q1 2016	currently reviewed
IFRS	Annual Improvements to IFRSs (2012–2014 cycle)	01-Jan-16	expected in Q1 2016	none

### 3. Segment reporting

Jan to Sep, 2015 in €k, rounding differences possible	Core Europe	Eastern Europe	North America	Asia& Pacific	Consoli- dation	Group
<b>Revenue</b>	<b>198,324</b>	<b>8,681</b>	<b>39,975</b>	<b>10,859</b>	<b>-12,031</b>	<b>245,808</b>
thereof third party	186,683	8,646	39,753	10,856	-130	245,808
thereof other segments	11,642	36	222	4	-11,903	0
<b>EBIT</b>	<b>21,790</b>	<b>109</b>	<b>1,215</b>	<b>324</b>	<b>-108</b>	<b>23,328</b>
Interest and similar income (financial income)						392
Interest and similar expenses (financial expenses)						-775
<b>EBT</b>						<b>22,945</b>
Income taxes						-7,470
<b>Consolidated net income</b>						<b>15,475</b>

Jan to Sep, 2014 in €k, rounding differences possible	Core Europe	Eastern Europe	North America	Asia& Pacific	Consoli- dation	Group
<b>Revenue</b>	<b>178,726</b>	<b>7,700</b>	<b>31,380</b>	<b>8,168</b>	<b>-9,817</b>	<b>216,157</b>
thereof third party	169,139	7,692	31,276	8,169	-120	216,157
thereof other segments	9,587	8	104	-1	-9,698	0
<b>EBIT</b>	<b>11,672</b>	<b>-122</b>	<b>396</b>	<b>-117</b>	<b>-34</b>	<b>11,793</b>
Interest and similar income (financial income)						302
Interest and similar expenses (financial expenses)						-851
<b>EBT</b>						<b>11,244</b>
Income taxes						-3,601
<b>Consolidated net income</b>						<b>7,643</b>

#### 4. Equity capital

The subscribed capital of WashTec AG on September 30, 2015 equaled € 40,000k. This capital is divided into 13,976,970 no-par value bearer shares and has been fully paid-in.

On the basis of the resolution adopted at the annual general meeting held on May 15, 2013, the management board of Washtec AG, with the consent of the Company's supervisory board, decided to purchase up to 550,000 of its own shares (corresponding to a 3.94% share of the registered share capital) under a voluntary share buyback offer made to the general public. The term of the buyback offer began on August 19, 2015 and ended on September 9, 2015.

In the current fiscal year, the Company purchased 549,988 shares at a value of € 12,760k. The purchases thereby reduced the number of issued and outstanding shares to 13,382,324.

As of September 30, 2015 the average number of issued and outstanding shares is 13,904,813.

The annual general meeting of WashTec AG, which was held on May 13, 2015, resolved to use the non-appropriated distributable profit of € 24,415,905.24, which was reported in the Company's annual financial statements for fiscal year 2014, as follows: by paying a dividend in the amount of € 1.65 for each no-par value share entitled to receive a dividend (participating no-par shares), thereby totaling € 22,988,314.80, and by carrying forward the remaining non-appropriated distributable profit of € 1,427,590.44 to a new account. The dividend of € 1.65 per participating no-par share includes a dividend in the amount of € 0.70 per participating no-par share as well as a special dividend payment in the amount of € 0.95 per participating no-par share.

#### 5. Financial instruments – additional information

The following table, which is derived from the relevant balance sheet items, shows the relationships between the classification and the values assigned to

**Book (carrying) values, valuation approaches and fair values per measurement categories:**

in €k	Measurement category under IAS 39	Carrying value Sep 30, 2015	Balance sheet valuation under IAS 39			Balance sheet valuation under IAS 17	Fair Value Sep 30, 2015	IFRS 13 Level
			Amortized cost	Fair Value in equity	Fair Value through profit or loss			
<b>Assets</b>								
Cash and cash equivalents	LaR	6,415	6,415	-	-	-	6,415	
Trade receivables	LaR	48,679	48,679	-	-	-	48,679	
Other financial assets	LaR	915	915	-	-	-	915	
<b>Liabilities</b>								
Trade payables	FLAC	9,341	9,341	-	-	-	9,341	
Interest bearing-loans	FLAC	15,267	15,267	-	-	-	15,267	
Other financial liabilities	FLAC	18,755	18,755	-	-	-	18,755	
Finance leasing liabilities	n.a.	4,860	-	-	-	4,860	4,860	
Derivative financial liabilities	FvthP/L	691	-	-	691	-	691	2
Aggregated presentaion per IAS 39 measurement categories								
Loans and Receivables (LaR)		56,009	56,009	-	-			
Financial Liabilities Measured at Amortised Cost (FLAC)		43,363	43,363	-	-			
Fair Value Through Profit/Loss (FVthP/L)		691	-	-	691			

in €k	Measurement category under IAS 39	Carrying value Dec 31, 2014	Balance sheet valuation under IAS 39			Balance sheet valuation under IAS 17	Fair Value Dec 31, 2014	IFRS 13 Level
			Amortized cost	Fair Value in equity	Fair Value through profit or loss			
<b>Assets</b>								
Cash and cash equivalents	LaR	15,674	15,674	-	-	-	15,674	
Trade receivables	LaR	43,076	43,076	-	-	-	43,076	
Other financial assets	LaR	982	982	-	-	-	982	
<b>Liabilities</b>								
Trade payables	FLAC	5,950	5,950	-	-	-	5,950	
Interest bearing-loans	FLAC	252	252	-	-	-	252	
Other financial liabilities	FLAC	14,935	14,935	-	-	-	14,935	
Finance leasing liabilities	n.a.	5,664	-	-	-	5,664	5,664	
Derivative financial liabilities	FvthP/L	913	-	-	913	-	913	2
Aggregated presentaion per IAS 39 measurement categories								
Loans and Receivables (LaR)		59,732	59,732	-	-			
Financial Liabilities Measured at Amortised Cost (FLAC)		21,137	21,137	-	-			
Fair Value Through Profit/Loss (FVthP/L)		913	-	-	913			



the financial instruments.

The fair value of the trade receivables and trade payables, of cash and cash equivalents, and of other financial liabilities matches the relevant book (carrying) value because of the short maturities. The fair value of the liabilities under financial leases and loans was calculated by discounting to present value of their expected future cash flows based on customary market yields.

These foreign exchange forwards are measured at fair value using the anticipated foreign exchange rates that are quoted on a regulated market. Interest rate swaps are measured at fair value using the anticipated interest rates under recognizable yield curves.

The fair value of the financial instruments is classified according to maturities as follows:

in €k	Sep 30, 2015	Dec 31, 2014
Long term	0	164
Short term	691	749
<b>Total</b>	<b>691</b>	<b>913</b>

## 6. Contingent liabilities and other financial obligations

Compared to December 31, 2014, contingent liabilities and other financial obligations have remained mostly unchanged.

## 7. Disclosures about related party transactions

No significant transactions with related parties within the meaning of IAS 24 occurred during the reporting period.

## 8. Notes after the balance sheet date

There were no significant events after the balance sheet date.

#### Contact

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#### Financial Calendar

November 23 – 25, 2015 Analysts' Conference/Equity Capital Forum  
March 31, 2016 2015 Annual Report  
May 11, 2016 Annual General Meeting

# Q3 2015