

Conference Call July 28, 2017



Build with passion



Activities H1 2017



Growth

Shows in Münster, Bologna, Munich,
Las Vegas



Functional & regional Excellence

Centralisation of sales &
service offices in GER



Innovation

Linear technology tunnel
NA presented



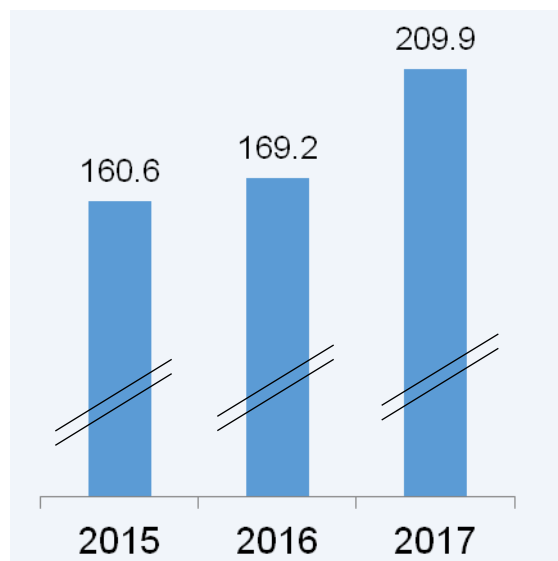
Leadership & Employees

Worldwide entrepreneur
workshops

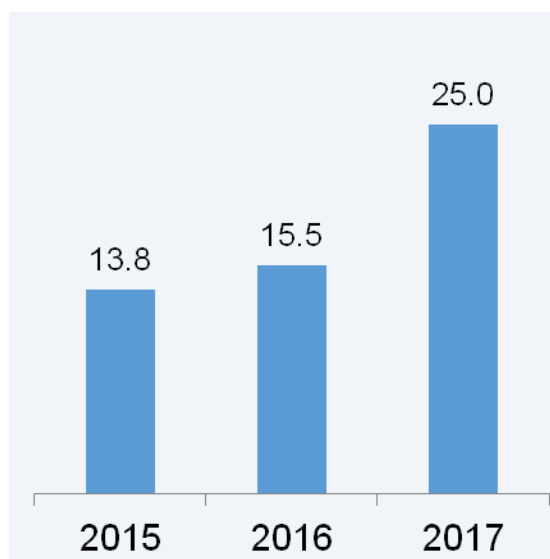


Strong H1 2017 with revenue + 24.1% and EBIT + 61.3%

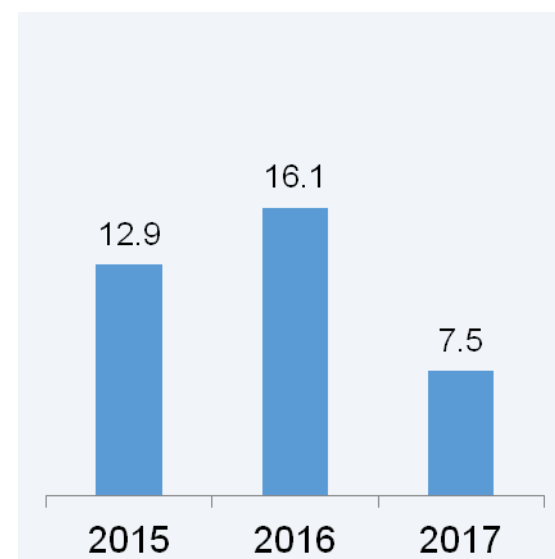
Revenue (in €m) in H1



EBIT (in €m) in H1



Net Cashflow (in €m) in H1



Comments:




- All customer groups develop positively; key account business drives development in NA
- Yoy growth Q1 2017 31.8% and Q2 2017 of 17.5%
- EBIT ratio Q2 adjusted by non recurring effects @ 12.8%
- CF adjusted by tax payments etc. + €1.8m



All products grew in H1 2017

in €m

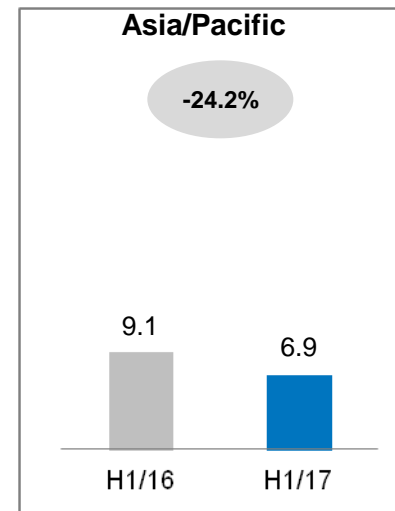
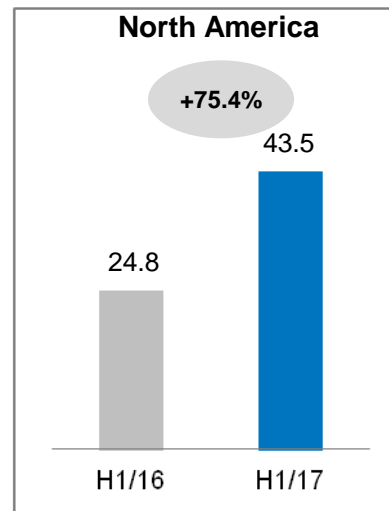
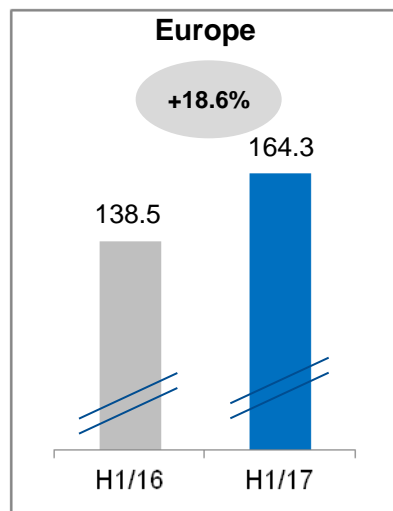
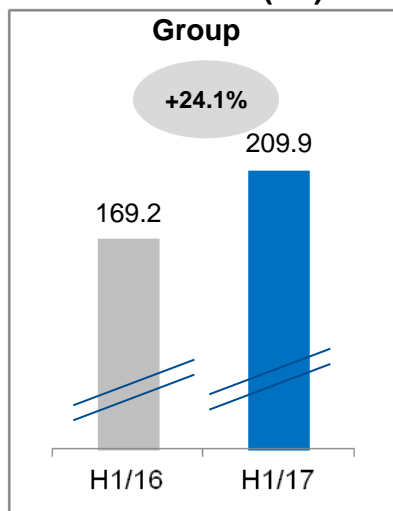
Rounding differences possible

		H1 2017	H1 2016	Change	in %
Equipment & Service		178.7	142.6	+36.1	+25.3
Chemicals		23.9	20.4	+3.5	+17.2
Operations & other		7.3	6.2	+1.1	+17.7
Total		209.9	169.2	+40.7	+24.1

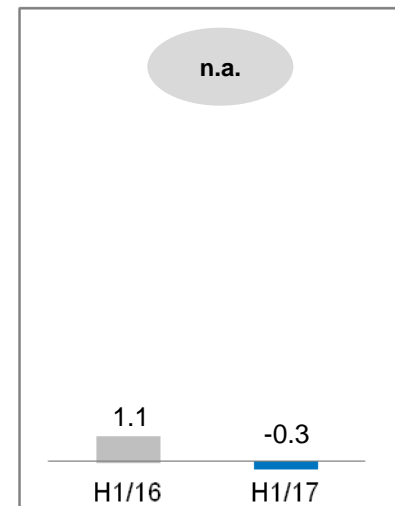
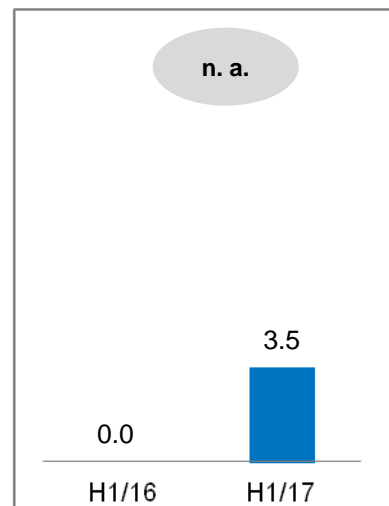
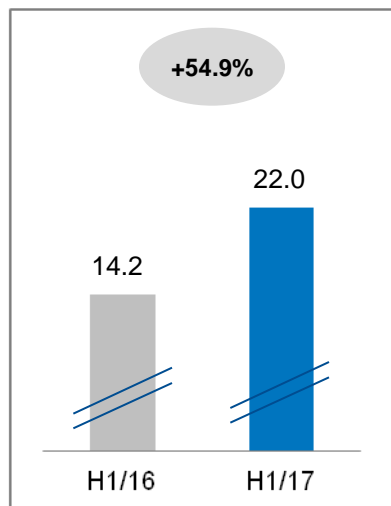
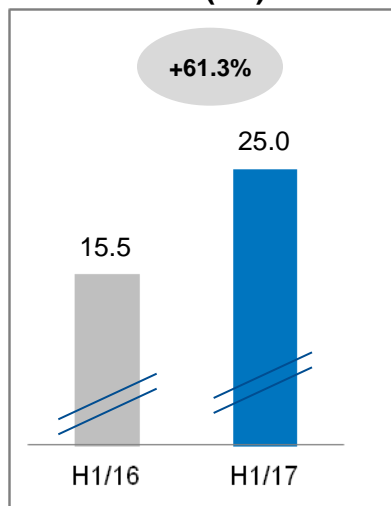


Significant increases in EU and North America, Asia/Pacific below PY

Revenue in €m (H1)



EBIT in €m (H1)



Rounding differences possible, consolidation effects not included



EPS improved by 62.5%

in €m	H1 2017	H1 2016
Revenue	209.9	169.2
Gross margin	120.2 (57.3%)	101.7 [60.1%]
Personnal expenses	(65.3) [31.1%]	(59.5) [35.2%]
Other operating expenses	(28.6) [13.6 %]	(25.4) [15.0%]
EBITDA	29.8	20.0
Depreciation	(4.8)	(4.5)
EBIT	25.0 [11.9%]	15.5 [9.2%]
Financial result	(0.2)	(0.1)
EBT	24.7	15.5
Tax expenses	(7.3)	(4.8)
Net profit	17.4	10.7
EPS	1.30	0.80

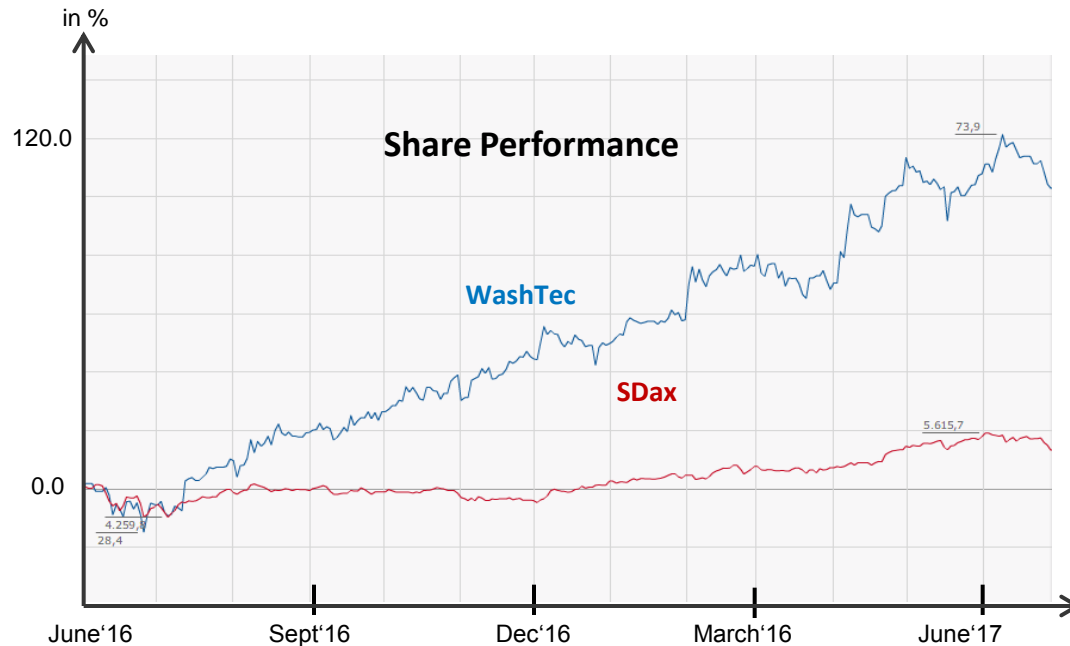


Solid Balance sheet structures

	June 30, 2017	Dec. 31, 2016	
in €m			
Balance sheet total	229.1	218.1	
Goodwill	42.3	42.3	
Equity	75.6	87.4	Equity ratio 33.0%
Net financial debt	31.0	4.5	Dividend payment €28.1m
Net Cashflow	7.5	39.9	
Net working capital	93.1	91.5	
Cash outflow from investing activities	5.1	19.1	Full year capex 2017 expected to be below 2016
Free Cashflow	2.4	20.8	



Strong share performance in H1 2017



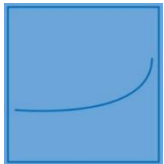
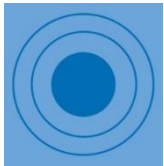
Trade Volume (Xetra)			
	June		
Period	2017	2016	2015
pcs (Jan-June)	2,242,556	1,707,272	1,642,291
in T€	29,965.7	9,984.3	6,114.7
T€ per day in average	1,426.9	453.8	277.9

Comments:

- WashTec share performance in H1 2017 +36.04% compared to +12.92% SDAX index
- All time high in June 2017
- Quarterly reporting will be adapted to quarterly statements from Q3



Positive Outlook



	Annual report 2016	Q1 / 2017	H1 / 2017
Revenue	> 6% growth	>10% growth >€410m	>10% growth >€420m
EBIT Ratio	> 11.8%	>12%	>12%
Cash flow vs PY	Improved	Improved	Improved
Segments	All Substantial increase in revenue and earnings	All Substantial increase in revenue and earnings	EUR/NA Substantial increase in revenue and earnings APAC Revenue stable earnings <PY



Financial calendar

September 07, 2017

Bankhaus Lampe Conference, Düsseldorf

September 20-22, 2017

Baader Bank Investment Conference, Munich

October 27, 2017

Publication of Q3 Report

November 21-23, 2017

Equity Capital Forum, Frankfurt



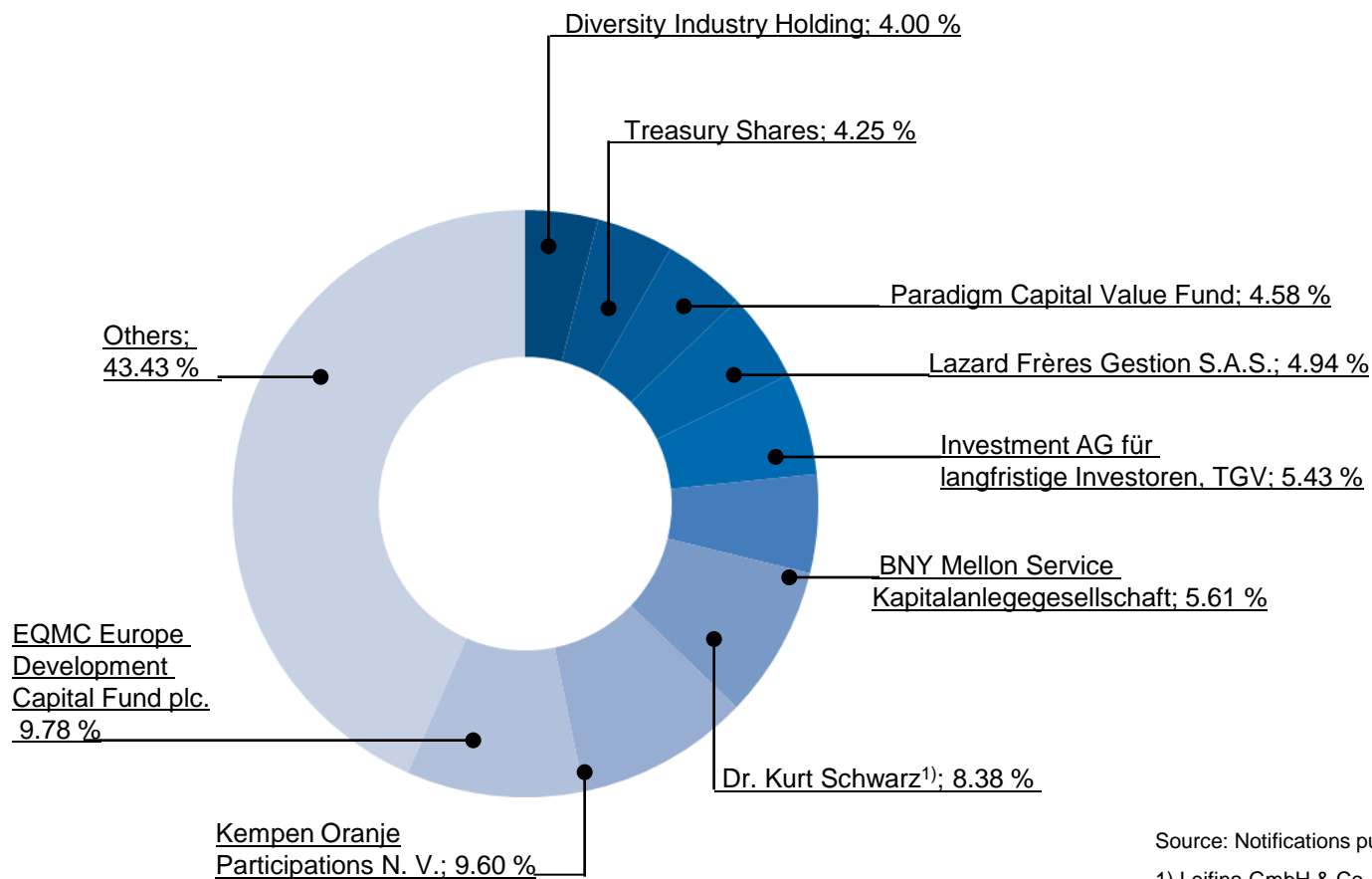
Thank you for your questions



Build with passion



Backup: the shareholders



Source: Notifications pursuant to WpHG
1) Leifina GmbH & Co. KG et al.



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