



Maximum Customer Benefit

Conference call March 31, 2016



Milestones 2015: our main objectives.....

Corporate philosophy and communication



- Customer benefit as ultimate company objective
- Rollout of groupwide workshops in process
- New website

Sales excellence initiatives



- Successful negotiation of major tender contracts
- Sales initiative „More“
- Reorganisation of export activities

Continuos innovations



- Market launch of innovations 2014
- Presentation of new features as e. g. Foam Sensation

All „Stakeholders“ participate in WashTec's success



- Bonus for all employees
- Dividend and share buyback



Happy customers around the globe



Extreme Clean, USA



Eldoradoeu, France



Autohaus Manz, GER



Carwaves, AUS

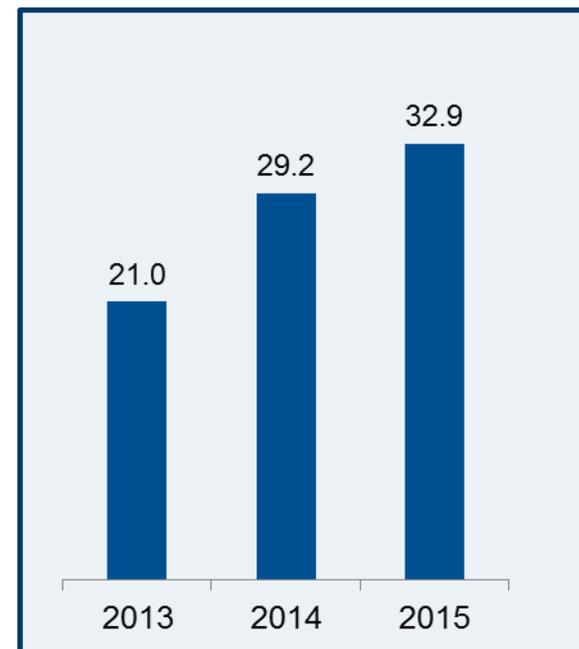
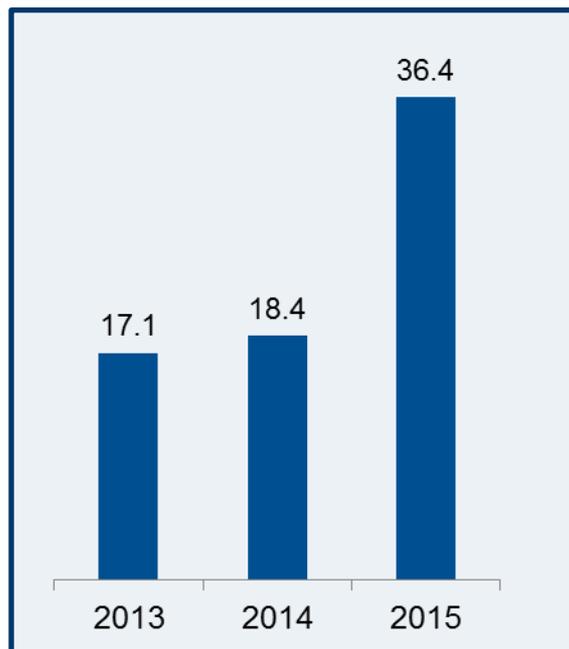
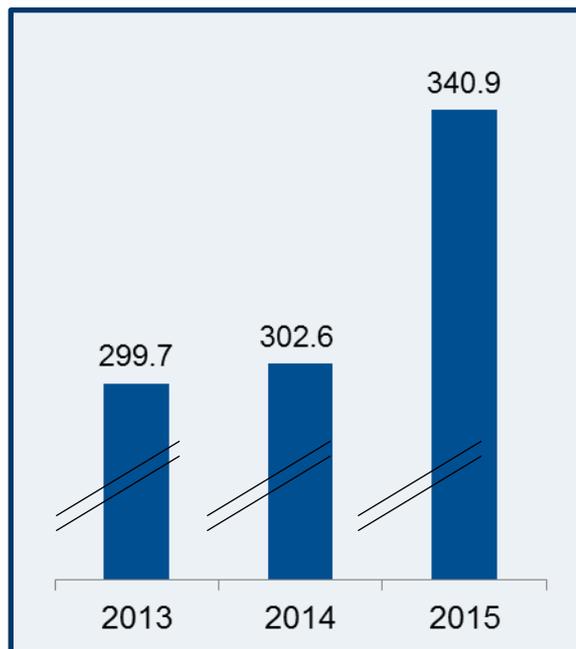


Strong increase in revenues and earnings in 2015

Revenues (in Mil. €): + 12.7 % incl. FX

EBIT (in Mil. €): almost doubled

Net Cashflow (in Mil. €)



Comments:

- FX adjusted revenue increase of 9.9 %
- Net Cashflow impacted by higher working capital and tax payments of Mil. € 5



Equipment & Service business as major driver of revenue increase

in Mil. €

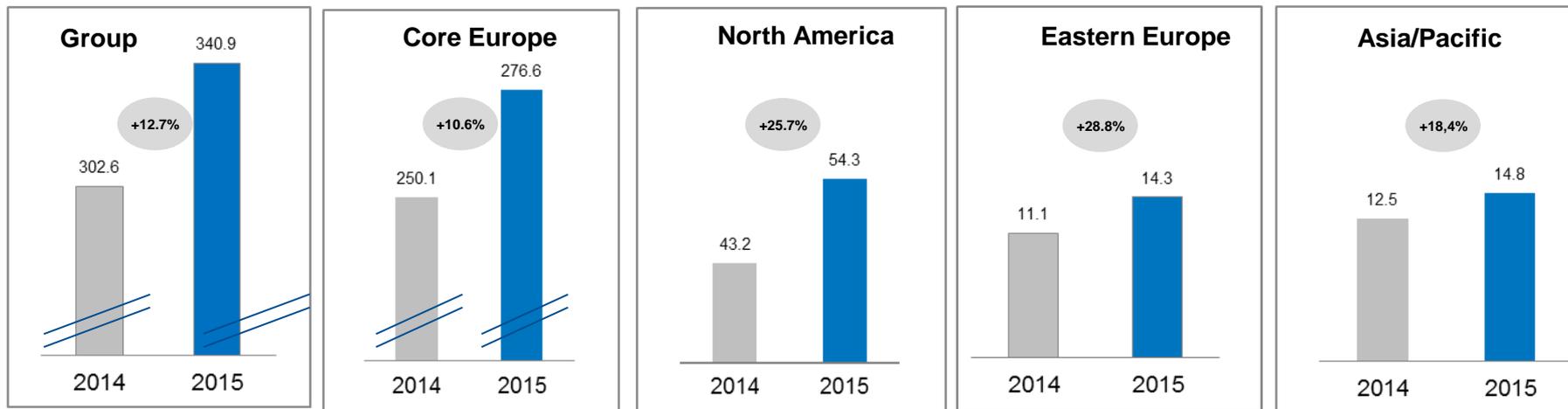
Rounding differences possible

		2015	2014	Change	in %
Equipment & Service		290.2	255.7	+34.5	+13.5
Chemicals		37.6	34.3	+3.3	+9.6
Operations & other		13.1	12.6	+0.5	+4.0
Total		340.9	302.6	+38.3	+12.7

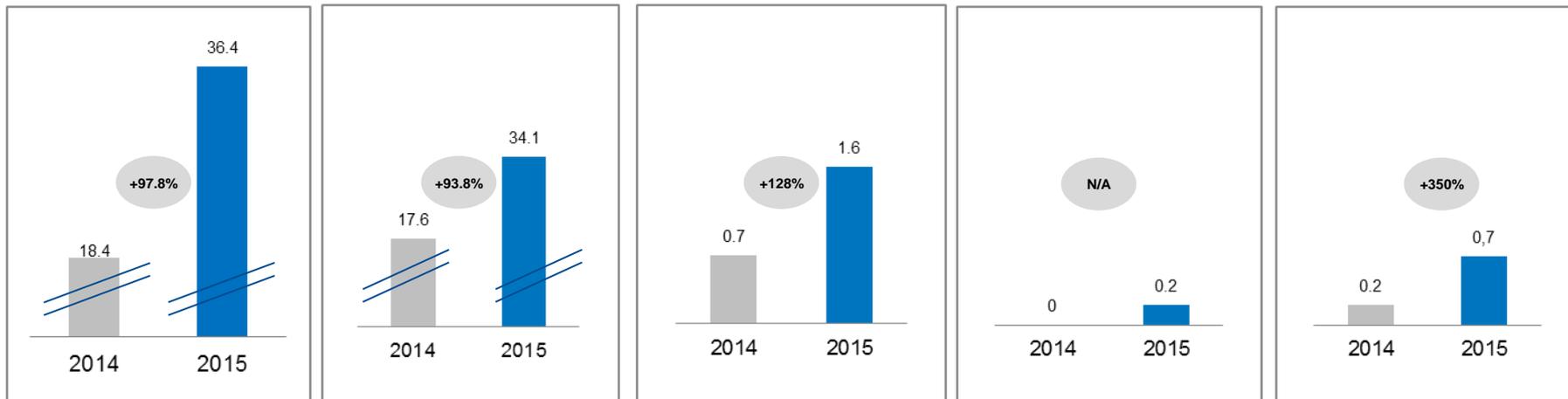


All segments with increases in revenues and operating income vs. 2014

Revenues in Mil. €



EBIT in Mil. €

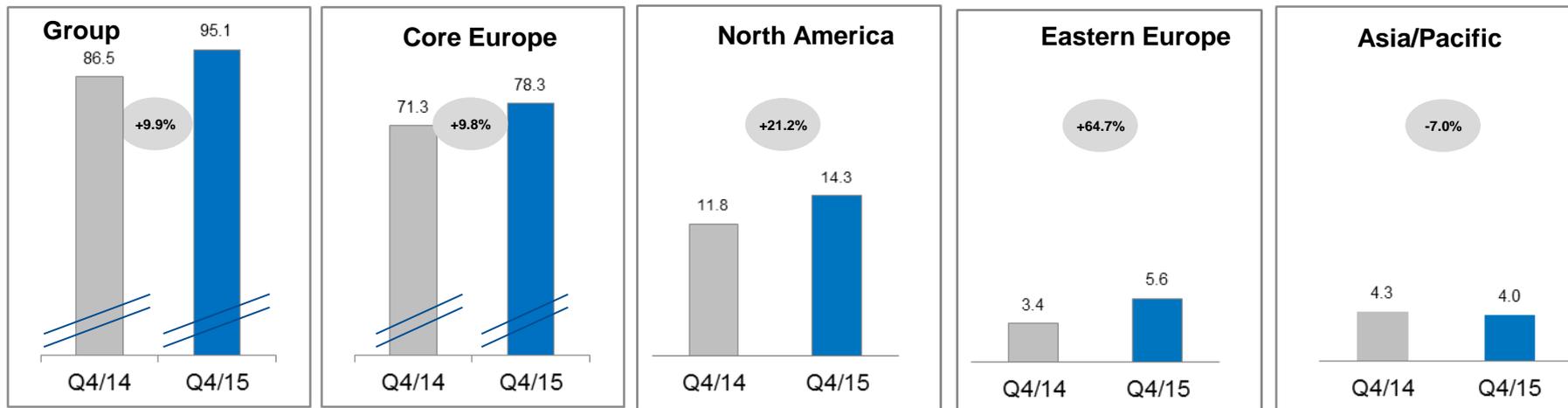


Rounding differences possible, consolidation effects not included

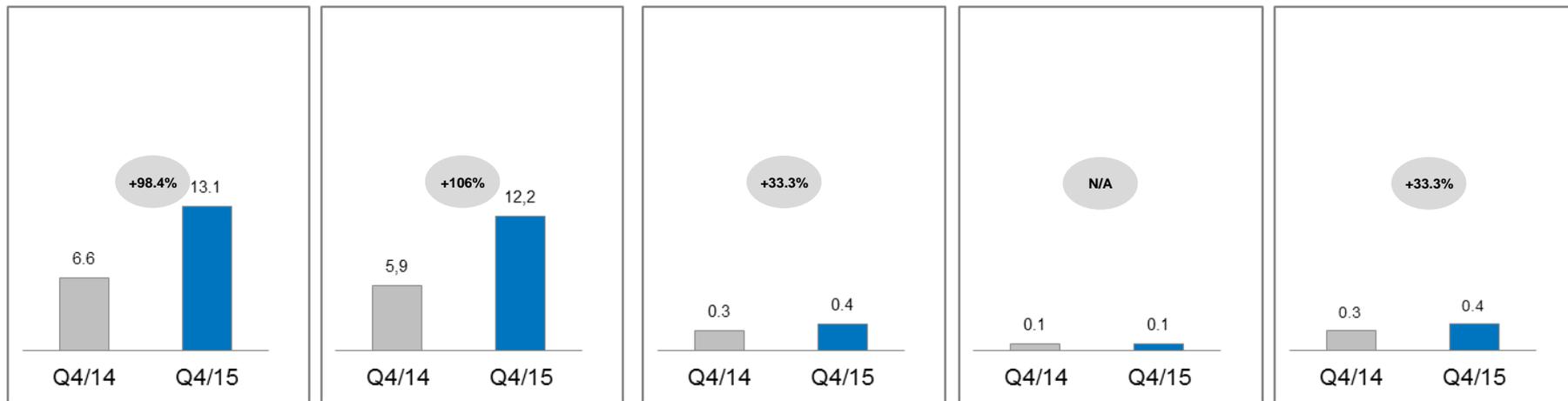


High revenues drive an EBIT-Ratio of 13,8 % in Q4

Revenues in Mil. €



EBIT in Mio. €



Rounding differences possible, consolidation effects not included



High revenue increase in combination with disproportionately low cost development leads to doubled profits

	2015	2014	Goal 2016
Revenue	340.9	302.6	3-5% increase
Gross margin	205.1 (60.2%)	182.6 (60.3%)	Changed product & region mix
Personnal expenses	(113.2) [33.2%]	(111.1) [36.7%]	Investments into sales structures
Other operating expenses	(50.6) [14.8%]	(47.5) [15.7%]	Fairs, trainings, renovation
EBITDA	46.1	28.6	
Depreciation	(9.6)	(10.3)	Investments
EBIT	36.4 [10.7%]	18.4 [6.1%]	Double digit margin
Financial result	(0.5)	(0.7)	Dividend effect
EBT	35.9	17.7	
Tax expenses	(11.4)	(5.0)	Stable tax rate
Net profit	24.6	12.7	



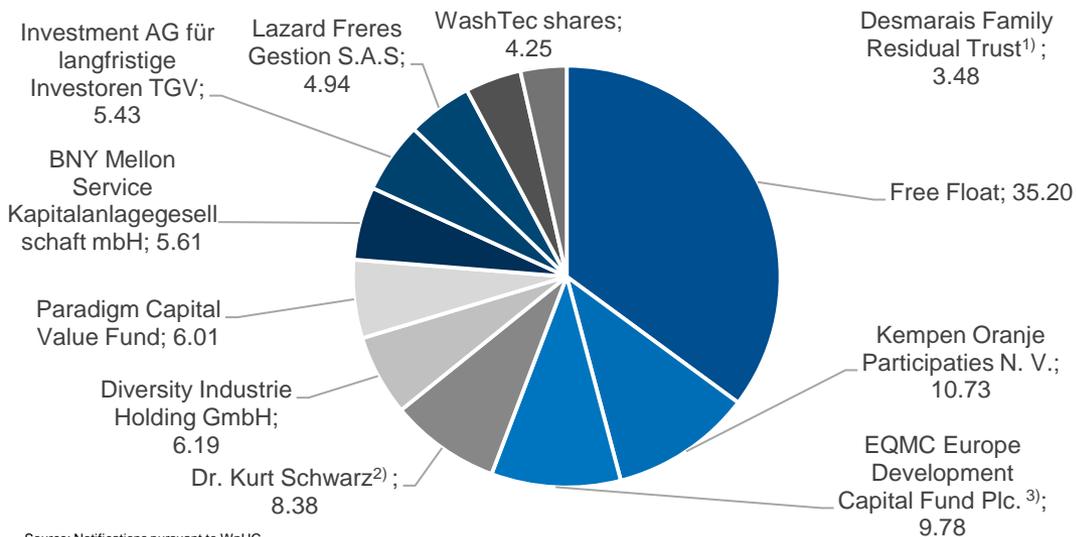
After dividends and share buyback still a very solid balance sheet structure

	Dec. 31, 2015	Dec. 31, 2014	
Balance sheet total	190.0	185.8	
Goodwill	42.3	42.3	
Equity	80.3	90.9	Equity ratio 42.2%
Net debt	1.9	-9.8	Net debt position due to high dividend and share buyback
Net Cashflow	32.9	29.2	Tax expenses
Net working capital	78.1	71.2	Higher inventories and A/R due to revenue increase
Cash outflow from investing activities	(6.7)	(4.1)	
Free Cashflow	26.2	25.1	



145 % Total Shareholder Return in 2015

Aktienperformance



Analyst Coverage		
Analyst (+ Date)	Empfehlung	Preisziel (€)
Hauck & Aufhäuser (02/16)	Buy	35,00
HSBC (02/16)	Hold	31,00
MM Warburg (03/16)	Buy	32,30
Bankhaus Lampe	Buy	33,00
Durchschnitt		32,83

Trade Volume (Xetra)		
Zeitraum	Volumen (pcs.)	
	2016	2015
Jan.-Feb.	514.022	276.905

Comment:

- Coverage by Bankhaus Lampe, Hauck & Aufhäuser, HSBC und MM Warburg
- Dividend proposal 1.70 €
- Inclusion into SDAX per March 2016
- Invitation to AGM on website since 31.3.16

1) Setanta Asset Management

2) Leifina GmbH & Co. KG et al.

3) Nmás1 Asset Management, SGIIC, S.A



Our measures and initiatives for sustainable growth

Corporate philosophy– leadership principles – global processes

2016 - 2017

- Investments
 - Showroom Augsburg and extension Grebenau
 - SAP North America and hardware service technicians
- Sales Excellence
 - Investments into sales structures e. g. USA
 - Market penetration
 - Export activities
 - Fairs Stuttgart and Frankfurt
- Employee development
 - Roll out corp. Philosophy and leadership training
 - Employee bonus and increased trainee programs
- Efficiency
 - Productivity service and production plants

2018 - ++

- Products
 - Continuous development of complete product portfolio
 - Fundamental research
 - Digitalisation
- Markets
 - Market penetration developed markets
 - North America
 - China and “Missionary Markets”

