

Conference Call May 03, 2017



Build with passion



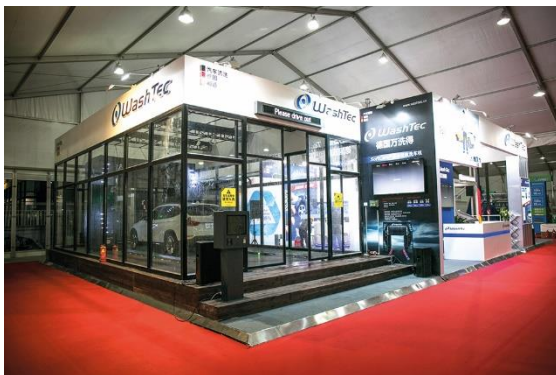
# Strong market activities in Q1 and planned for the rest of 2017



**Show  
Salzburg**



**Show  
Las Vegas**



**Show  
Peking**

**...and more to come...**

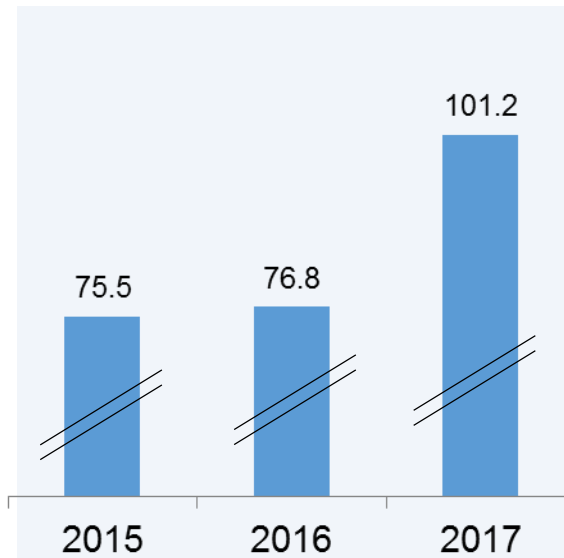
**Show Münster**

**Test tunnel Canada**

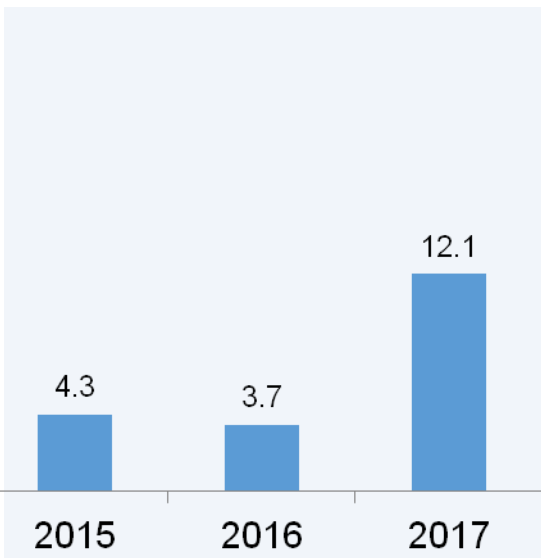


# After already strong Q4 2016 again a very strong quarter

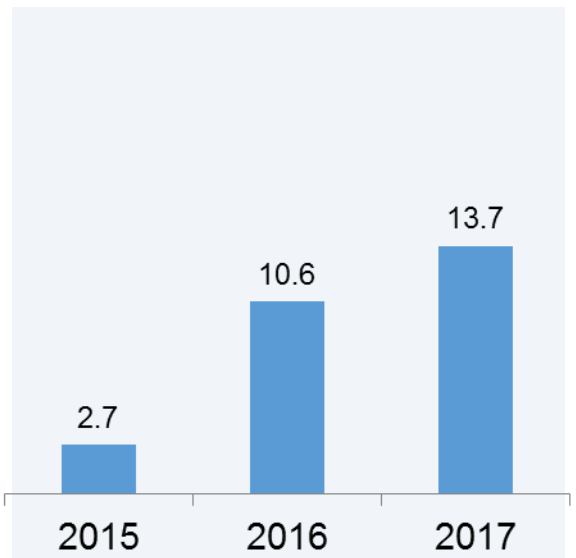
Revenue (in €m) in Q1



EBIT (in €m) in Q1



Net Cashflow (in €m) in Q1



## Comments:




- Q1 2016 was slightly below expectation
- Positive impact for Q1 2017 by key account business
- Yoy growth of 31.8%; FX adjusted revenue increase of 30.6%
- EPS increase of 236.8% to €0.64
- Investments Q1 with €3m on same level as in 2016



# All segments with high increase in Q1 2017

in €m

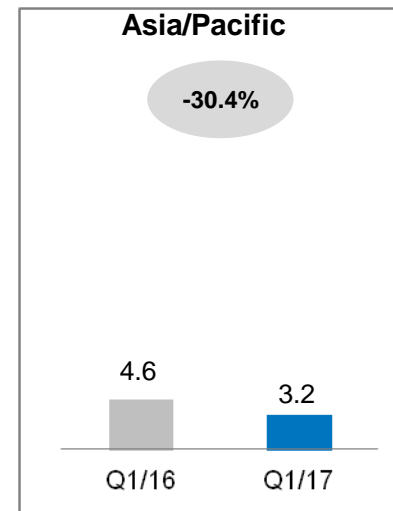
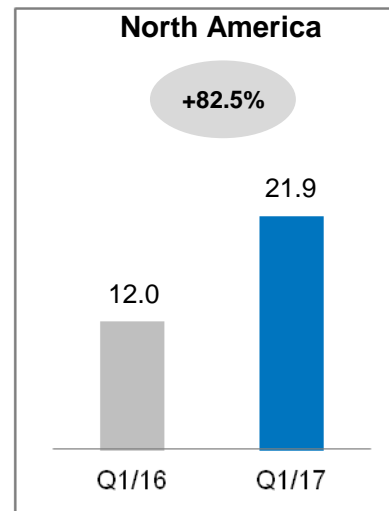
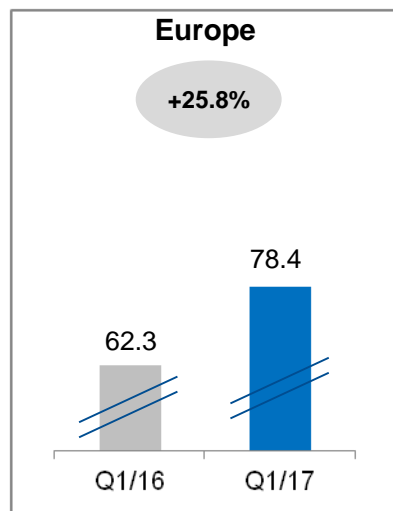
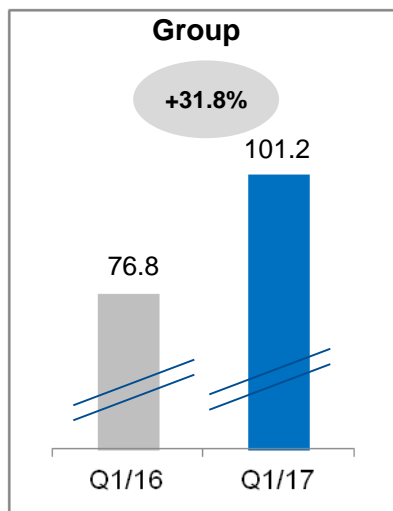
Rounding differences possible

		Q1 2017	Q1 2016	Change	in %
Equipment & Service		85.0	63.9	+21.1	+33.0
Chemicals		12.6	9.8	+2.8	+28.6
Operations & other		3.6	3.1	+0.5	+16.1
<b>Total</b>		<b>101.2</b>	<b>76.8</b>	<b>+24.4</b>	<b>+31.8</b>

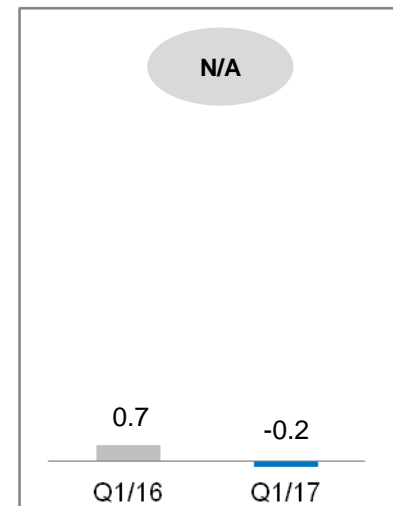
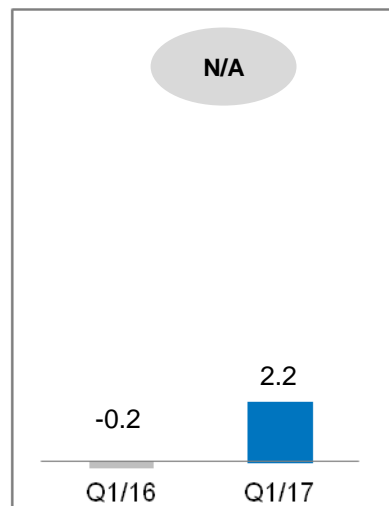
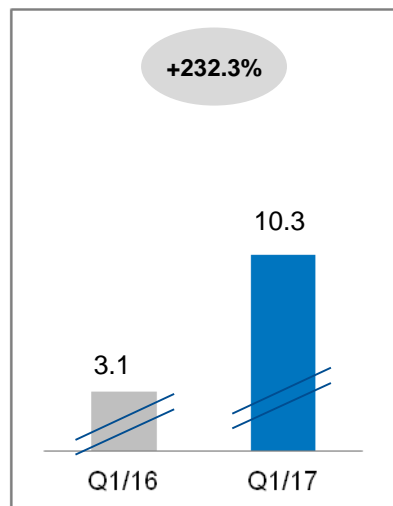
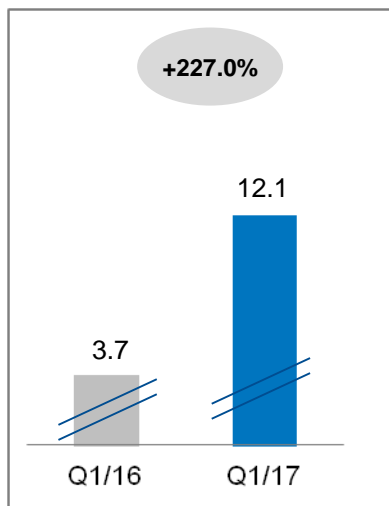


# Significant increases in EU and North America, Asia/ Pacific below plan

## Revenue in €m



## EBIT in €m



Rounding differences possible, consolidation effects not included



## All KPIs caused by strong top-line growth improved

in €m	Q1 2017	Q1 2016
<b>Revenue</b>	<b>101.2</b>	<b>76.8</b>
<b>Gross margin</b>	<b>58.6 (57.9 %)</b>	<b>45.9 [59.7%]</b>
Personnal expenses	(32.1) [31.7%]	(29.0) [37.8%]
Other operating expenses	(14.0) [ 13,8 %]	(11.8) [15.3%]
<b>EBITDA</b>	<b>14.5</b>	<b>6.0</b>
Depreciation	(2.4)	(2.2)
<b>EBIT</b>	<b>12.1 [12.0 %]</b>	<b>3.7 [4.9%]</b>
Financial result	(0.1)	(0.1)
<b>EBT</b>	<b>12.0</b>	<b>3.6</b>
Tax expenses	(3.4)	(1.1)
<b>Net profit</b>	<b>8.6</b>	<b>2.6</b>
EPS	0.64	0.19

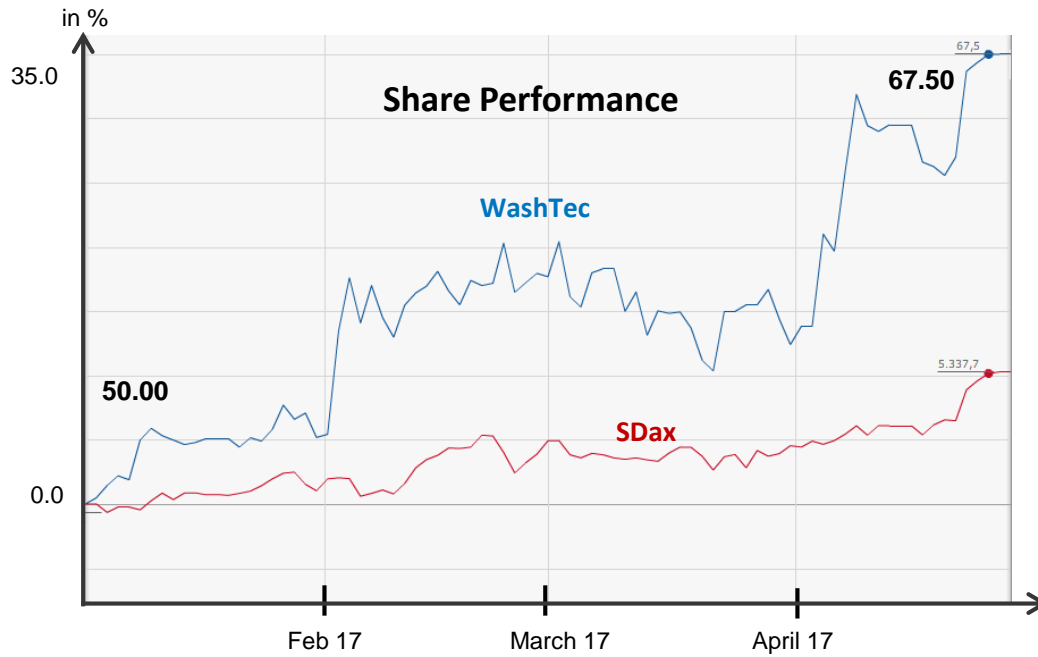


## Despite increase of long term receivables working capital improved

	Mar. 31, 2017	Dec. 31, 2016	
in €m			
Balance sheet total	224.7	218.1	
Goodwill	42.3	42.3	
Equity	95.9	87.4	Equity ratio 42.7%
Net financial liquidity	6.1	(4.5)	Positive cash position Q1 2017
Net Cashflow	13.7	39.9	
Net working capital	81.6	91.5	Some long term AR
Cash outflow from investing activities	(2.9)	(19.1)	Full year capex 2017 expected to be below 2016
Free Cashflow	10.8	20.8	



# Very strong share performance in Q1 2017



Trade Volume (Xetra)			
	March		
Period	2017	2016	2015
pcs	1,047,710	825,628	426,322
in T€	18,221.9	10,541.8	2,434.3
T€ per day in average	792.3	502.0	110.7

## Comments:

- WashTec share performance in Q1 2017 +14.95% compared to +6.0% SDAX index
- All time high in May 2017





# After a strong order intake in last months WashTec raised guidance for 2017



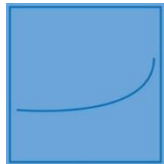
Growth



Functional &  
regional Excellence



Innovation



Leadership &  
Employees



## **Guidance annual report 2016**

### Group:

- Revenue: Increase of more than 6% (>€395m)
- EBIT: more than 11.8%
- Cash flow: improved to py

### All segments:

- Substantial increase in revenues and earnings

## **Guidance after ad-hoc from April 4, 2017**

### Group:

- Revenue: Increase of more than 10% (>€410m)
- EBIT: more than 12%
- Cash flow: improved to py

### All segments:

- Substantial increase in revenues and earnings



## Financial calendar

May 03, 2017

Annual General Meeting, Augsburg

May 03, 2017

Publication of Q1 Report, Augsburg

July 28, 2017

Publication of H1 Report, Augsburg

September 19-21, 2017

Baader Bank Investment Conference, Munich

October 27, 2017

Publication of Q3 Report, Augsburg

November 27-29, 2017

Equity Capital Forum, Frankfurt



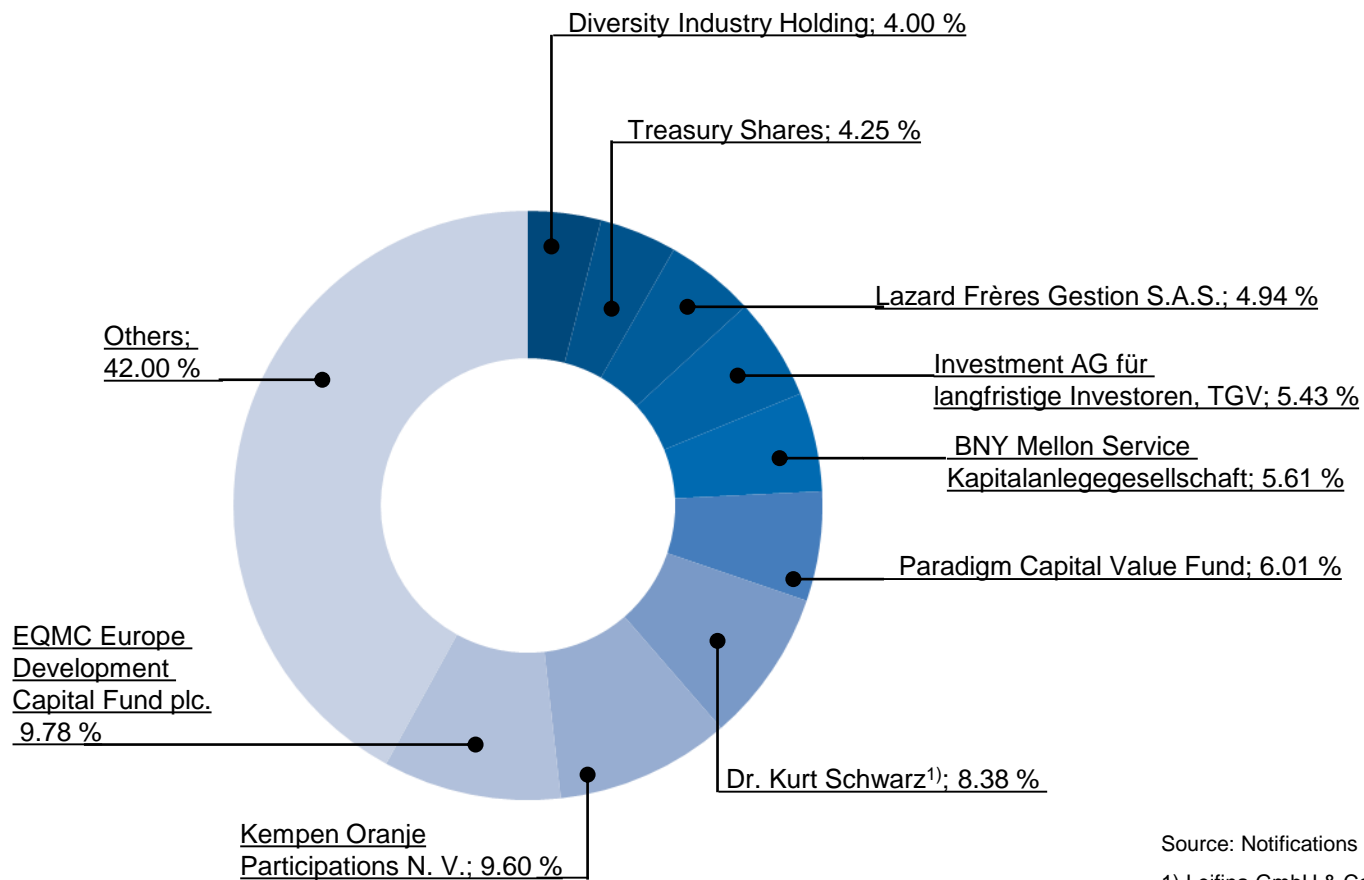
Thank you for your questions



Build with passion



# Backup: the shareholders



Source: Notifications pursuant to WpHG

1) Leifina GmbH & Co. KG et al.



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