

**Press and Analysts'
Conference**

Experience & Results

Content

1. Overview
2. 2014: Facts & Figures
3. Outlook





**Dr. Volker Zimmermann
(CTO/CEO)**

Supply Chain,
Development, Service
Support, Quality

- Doctorate in mechanical engineering
- Worked for Voith Turbo GmbH & Co. KG, i.a. as a board member
- Formerly chairman of the board of Knorr-Bremse, Systeme für Nutzfahrzeuge GmbH

**Karoline Kalb
(CHRO)**

Legal & Compliance,
Investor Relations, Human
Resources, Global Key
Account Management,
Special Projects

- Lawyer
- Has been working for WashTec since 2001 in various management functions, i.a. as director Key Account Management and Compliance

**Rainer Springs
(CFO)**

Finance and IT

- Master in Business Administration (Dipl.-Kfm.)
- Worked for management consulting firms
- Worked for ABB AG before joining WashTec in 2004
- Formerly COO of the US subsidiary Mark VII

**Stephan Weber
(CSO)**

Sales and Service, Product
Management & Marketing

- Engineer in the field of wood engineering (Dipl.-Ing.)
- Worked for well-known machine and plant engineering companies
- Formerly member of the board of Michael Weing AG

- **Leading innovations presented at the Automechanika 2014**
 - iWash – the customized wash
 - Wash&Pay – first wash, then pay
 - WashTec Plus – the online operator tool
 - MultiFlex – the revolutionary side-washer
 - Twister – the diligent wheel washer
- **Extraordinary share performance**
 - Total Shareholder Return at 27% (incl. dividend)
 - Distribution in 2014: 0.64 € per share (dividend of 0.32 € - approx. 40% of net income - plus special dividend by the same amount)
- **Further improvement of EBIT-margin**
 - EBIT-margin at 6.1%
 - WashTec aims at 8% from 2016
- **Positive business development**
 - High order intake in the second half of the year
 - Improvement of customer service efficiency
- **Further improvements regarding Chemicals**

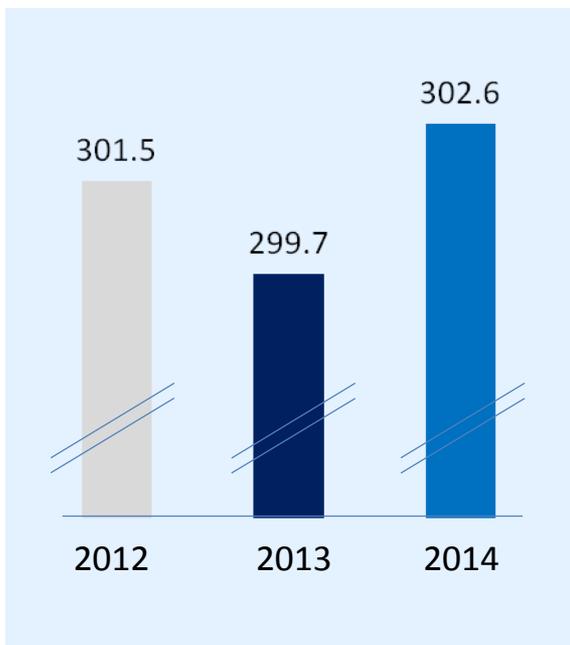
Content

1. Overview
- 2. 2014: Facts & Figures**
3. Outlook

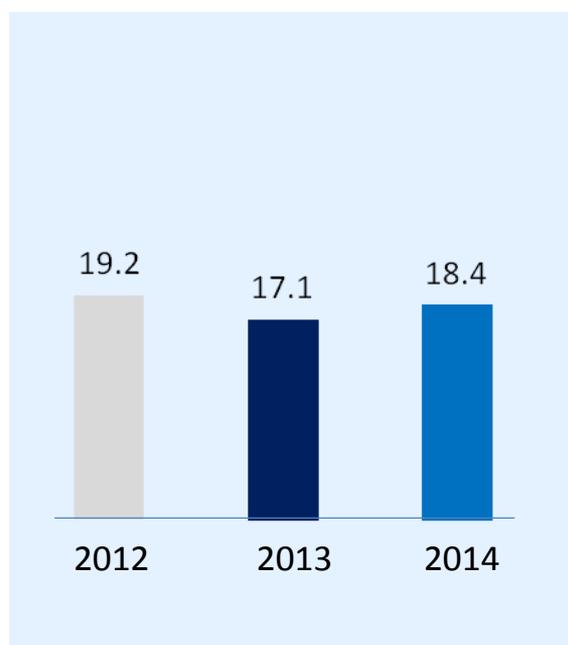


Solid revenue and earnings development

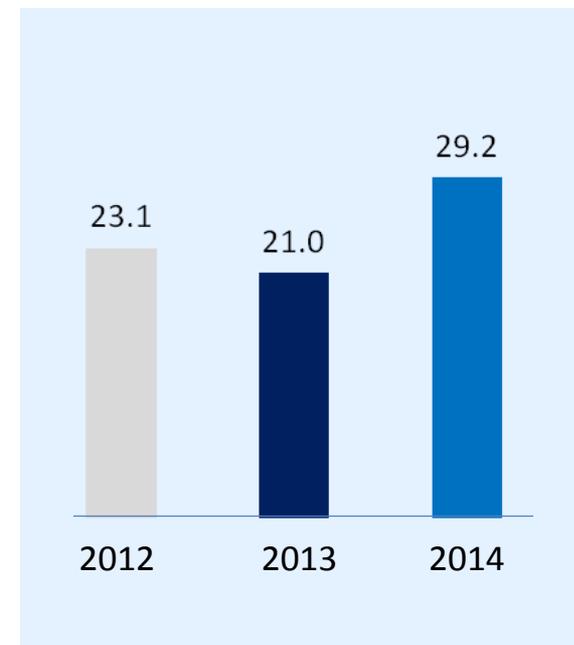
Revenues (in €m)



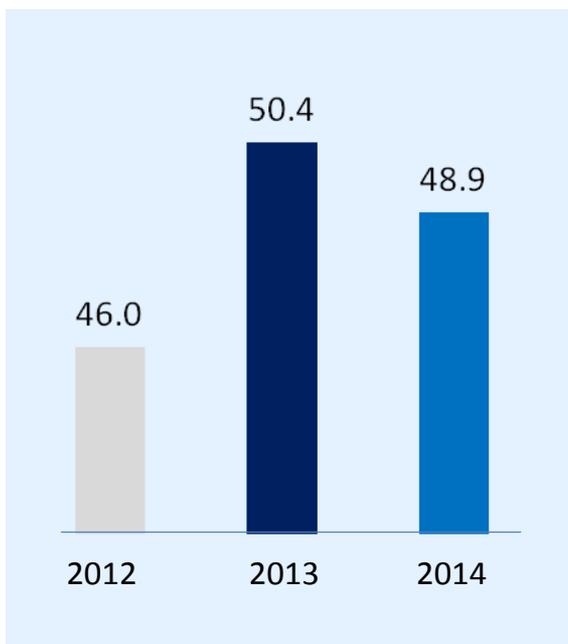
EBIT (in €m)



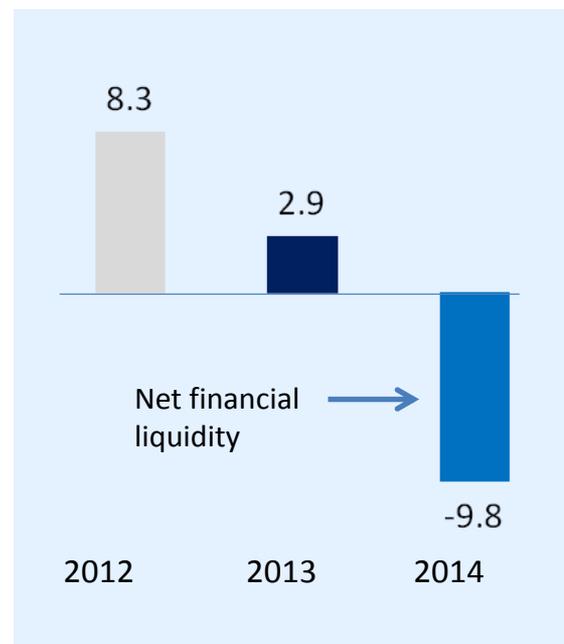
Net Cash Flow (in €m)



Equity ratio (in %)



Net financial debt* (in €m)



* Net bank debt plus long-term and short-term finance leasing debt

- Equity ratio constantly high
- Cash exceeds remaining financial debt

Profit/Loss Statement

P+L	2014	2013	
Revenues	302.6	299.7	
Gross margin	182.6 (60.3%)	177.8 (59.3%)	Increase due to change in product mix and higher revenues
Personnel expenses	(111.1) [36.7%]	(106.4) [35.5%]	Wage increases especially in Germany, effects from restructuring program
Other operating expenses	(47.5) [15.7%]	(48.8) [16.3%]	Efficiency measures and cost reduction reg. consultancy and cars, lower FX losses
EBITDA	28.6	27.0	
Depreciation	(10.3)	(9.9)	
EBIT	18.4 [6.1%]	17.1 [5.7%]	
Financial Result	(0.7)	(1.3)	Repayment of loans and lower effects from interest rate swaps
EBT	17.7	15.8	
Tax Expenses	(5.0)	(4.6)	
Net income	12.7	11.2	

Rounding differences possible

Revenues development across our offer

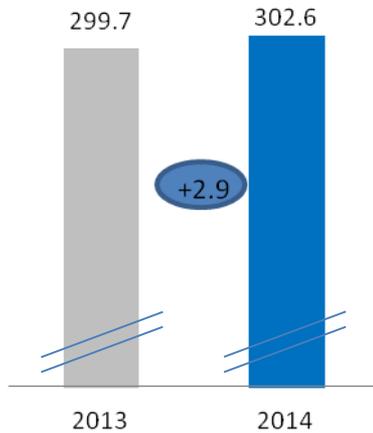
in €m

		2014	2013	Change
Equipment & Service		255.7	255.2	+0.5
Chemicals		34.3	32.0	+2.3
Operations business and others		12.6	12.5	+0.1
Total		302.6	299.7	+2.9

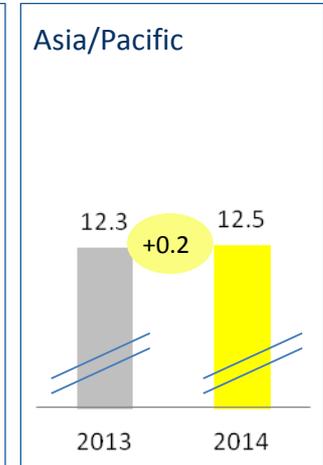
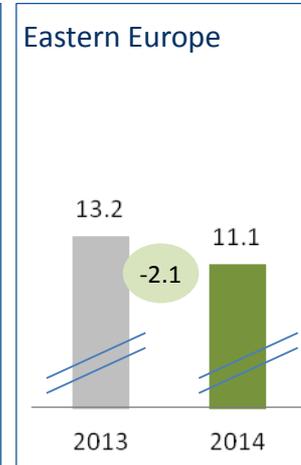
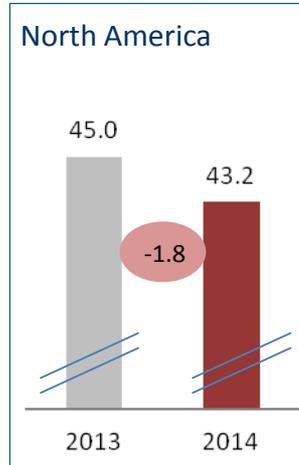
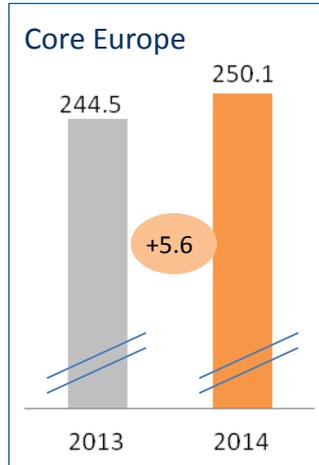
Rounding differences possible

Revenues and earnings development

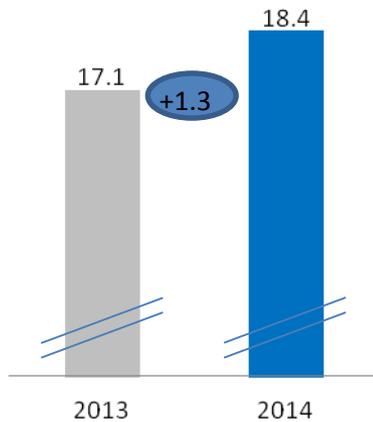
Revenues total
in €m



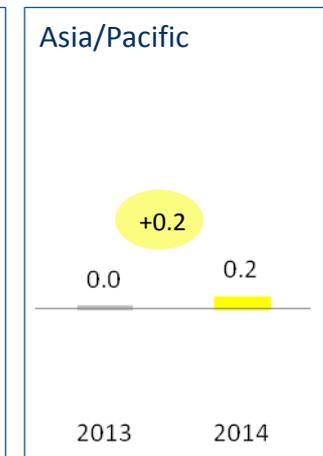
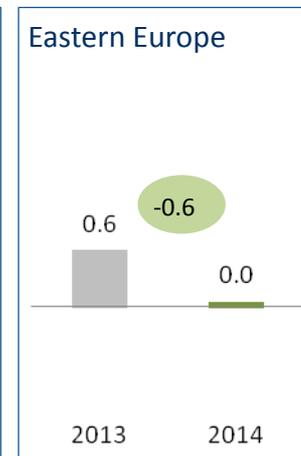
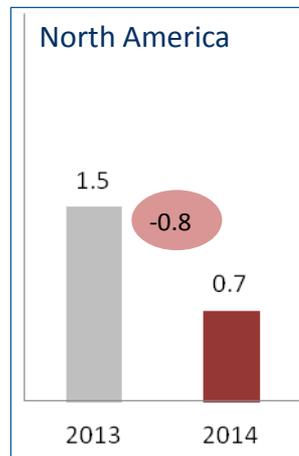
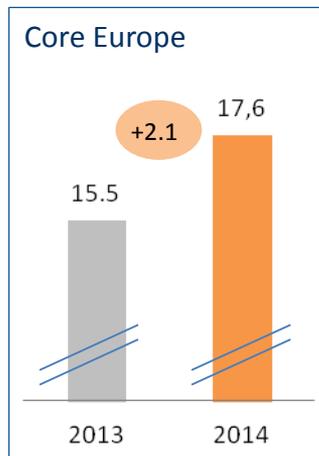
Revenues by segment in €m



EBIT total
in €m



EBIT by segment in €m



Rounding differences possible

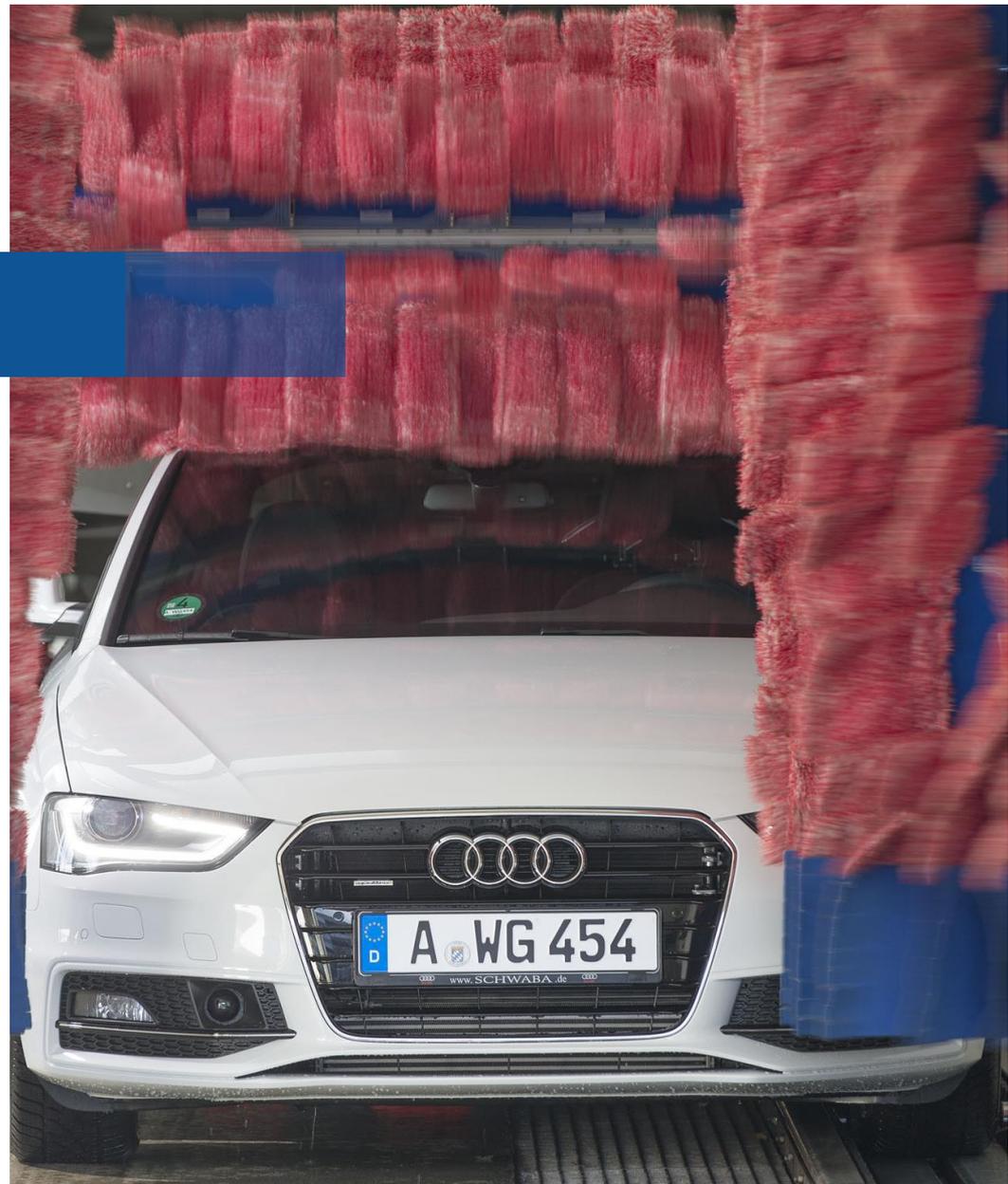
Consolidation not included

Very solid balance sheet structure

	Dec. 31, 2014	Dec. 31, 2013	
Balance sheet total	185.8	174.2	
Goodwill	42.3	42.3	
Equity	90.9	87.8	Equity ratio at 48.9%
Net finance debt	-9.8	2.9	Net financial liquidity by end of 2014 due to strong Cash Flow
Net cash flow	29.2	21.0	Higher prepayments
Net current assets	71.2	65.2	Higher receivables/inventory
Cash outflow from investing activities	(4.1)	(5.3)	
Free cash flow	25.1	15.7	

Content

1. Overview
2. 2014: Facts & Figures
- 3. Outlook**



Segment planning:

Segment	Plan for Core Europe	Plan for Eastern Europe	Plan for North America	Plan for Asia/Pacific
Revenue	Stable ($\leq 1\%$)	Significant increase ($> 3\%$)	Significant increase ($> 3\%$)	Significant increase ($> 3\%$)
EBIT	Stable ($\leq 3\%$)	Slight increase ($\leq 6\%$)	Significant increase ($> 6\%$)	Significant increase ($> 6\%$)

Group planning:

In Mio. €	2014	Plan
Revenue	302.6	Slight increase ($\leq 3\%$)
EBIT	18.4	Significant increase ($> 6\%$)
Free Cash flow	25.1	Slight decrease ($\leq 6\%$)

WashTec aims at 8 % EBIT-margin from 2016

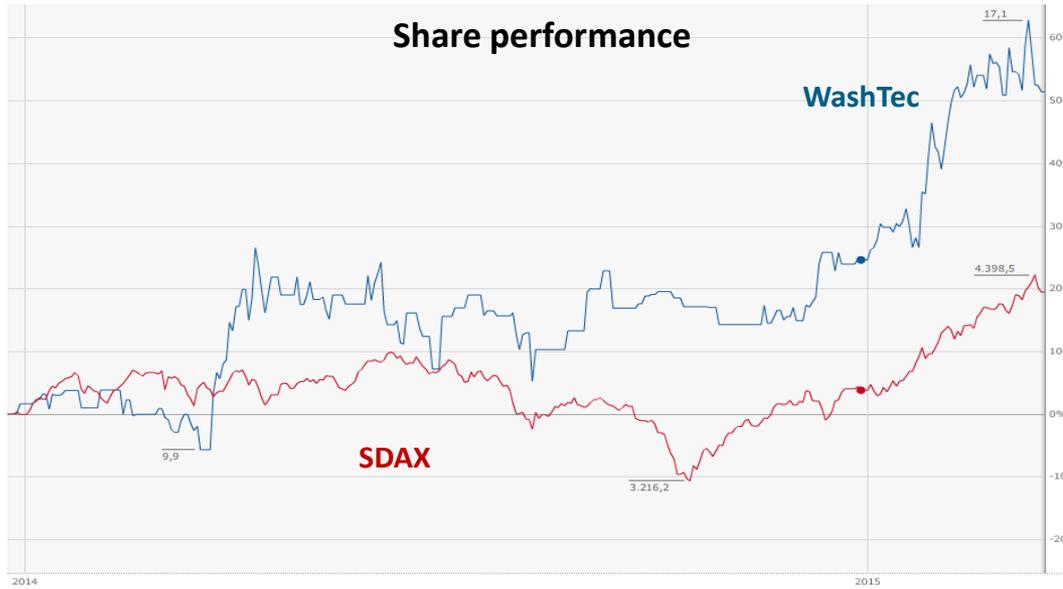
Dividend proposal for AGM on May 13, 2015:

1.65 € per share (0.70 € dividend, plus special dividend of 0.95 €)

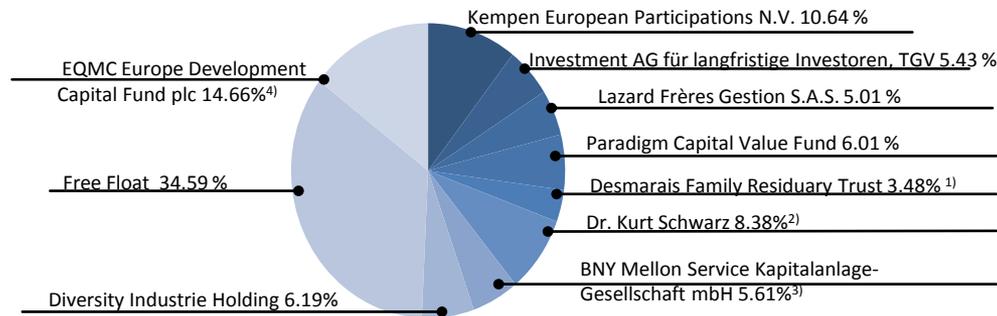
A close-up photograph of a car's front end, specifically the headlight and grille area. The entire surface is covered in a thick, white, foamy substance, likely car wash soap. The foam is applied in vertical streaks, creating a textured, bubbly appearance. The background is a dark, metallic surface, possibly the car's body or another part of the engine compartment. A blue semi-transparent banner is overlaid on the left side of the image, containing the word "Backup" in white text.

Backup

Share performance and shareholder structure



Analyst Coverage		
Analyst (+ Date)	Recommendation	Target Price (€)
BHF (02/13)	Overweight	11.70
Hauck & Aufhäuser (02/15)	Hold	15.00
HSBC (02/15)	Overweight	18.50
MM Warburg (03/15)	Buy	17.00
Average		15.55



1) Setanta Asset Management
 2) Leifina GmbH & Co. KG et al.
 3) Shareholder Value Management AG
 4) Nmás1 Asset Management , SGIC, S.A

Source: Notifications pursuant to WpHG

Trade Volume (Xetra)		
Period	Volume (pcs.)	
	2014	2013
Jan.-Dec.	1,174,040	763,221
SDAX-Ranking	Turnover	
December	127	134

March 31, 2015	Annual Report
April 30, 2015	1Q/2015 Report
May 13, 2015	Annual General Meeting
August 05, 2015	1H/2015 Report
October 30, 2015	3Q/2015 Report
November 23-25, 2015	Equity Forum



No offer:

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