### Report on the Period from January 1 to March 31, 2016

Unaudited translation for convenience purposes only

## **Q1** 2016



Q1 revenues about 2% above strong prior year's quarter; full year guidance of 3–5% revenue growth confirmed

- Revenue increase from € 75.5m (prior year) to € 76.8m
- EBIT of € 3.7m and therefore due to investments into further growth – about € 0.6 below prior year
- Clear increase of first quarter's order intake in combination with a higher order backlog indicate a good second quarter
- Dividend of € 1.70 per share proposed

| Rounding differences possible                |        | Jan 1 to<br>Mar 31, 2016 | Jan 1 to<br>Mar 31, 2015 | Change<br>absolute | Change<br>in % |
|--|--------|--------------------------|--------------------------|--------------------|----------------|
| Revenues                                     | € m    | 76.8                     | 75.5                     | +1.3               | +1.7           |
| EBITDA                                       | € m    | 6.0                      | 6.7                      | -0.7               | -10.4          |
| EBIT   | € m    | 3.7                      | 4.3                      | -0.6               | -14.0          |
| EBIT margin                                  | in %   | 4.9                      | 5.7                      | -0.8               | -              |
| EBT  | € m    | 3.6                      | 4.2                      | -0.6               | -14.3          |
| Employees per reporting date                 | FTE    | 1,710                    | 1,665                    | +45                | +2.7           |
| Average number of shares                     | shares | 13,382,324               | 13,932,312               | -549,988           | -3.9           |
| Earnings per share <sup>1</sup>              | €      | 0.19                     | 0.18                     | +0.01              | +5.6           |
| Free cash flow <sup>2</sup>                  | €m     | 7.6                      | 1.5                      | +6.1               | +406.7         |
| Investments in fixed assets                  |        |                          |                          |                    |                |
| (capital expenditures)                       | €m     | 3.0                      | 1.2                      | +1.8               | +150.0         |
| Equity ratio per reporting date <sup>3</sup> | in %   | 43.2                     | 49.0                     | -5.8               | -              |

<sup>1</sup> Diluted = undiluted

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

<sup>3</sup> Equity/total equity and liabilities

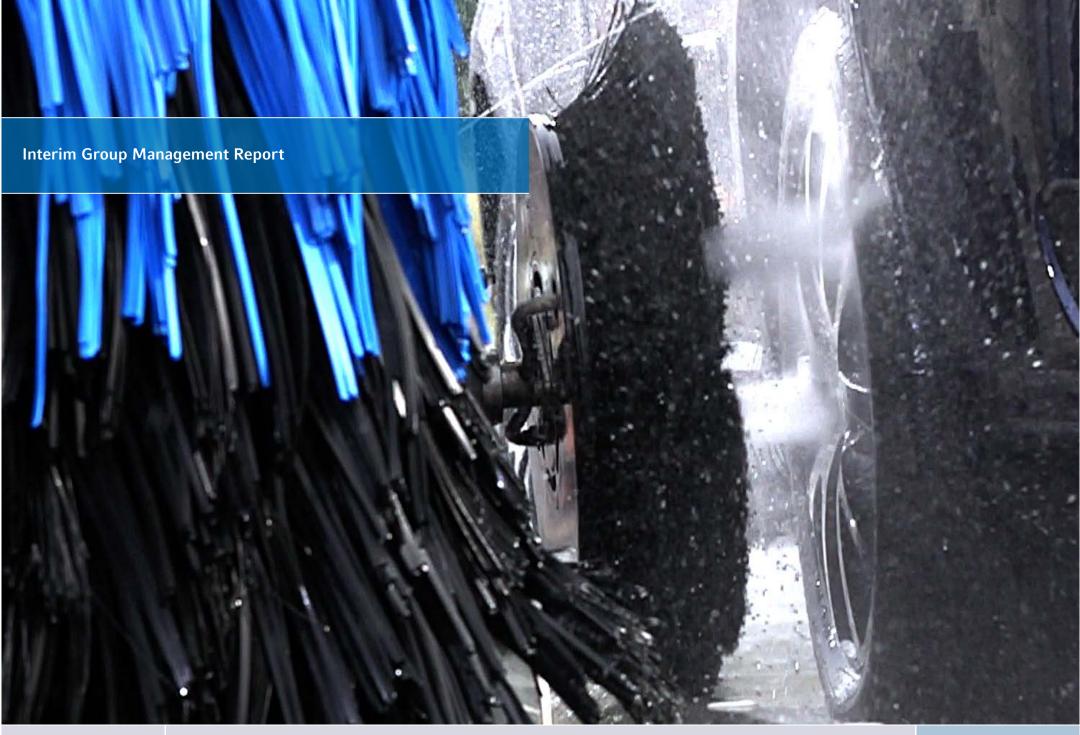
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#### **Interim Group Management Report (unaudited)**

### **1.** Total revenues and earnings development in the quarter

EBIT at € 3.7m
Revenues in the first quarter 2016 increased slightly by 1.7% to
€ 76.8m (prior year: € 75.5m). As announced, WashTec is investing into further growth e.g. by expansion of sales structures. Consequently, EBIT amounted to € 3.7m (prior year: € 4.3m).

The order backlog at the end of the first quarter was clearly above prior year in all segments. For the full fiscal year, the Company aims for a revenue increase of 3-5% at an unchanged double-digit EBIT margin.

#### 2. Economic report

#### 2.1 General conditions and competition

The general conditions regarding economy and competition corresponded largely to the situation described in the Group Management Report 2015. Significant technology changes did not occur and are not foreseeable.

## 2.2 Recommendation of dividend payment to the shareholders

Dividend of € 1.70 proposed Management and supervisory board have recommend to the shareholders at this year's annual general meeting on May 11<sup>th</sup> a dividend of € 1.70 per share – over 50% thereof coming from capital contribution account and therefore partly tax free for the majority of shareholders. With this significant regular dividend increase shareholders shall participate in the successful business development of WashTec.

#### 2.3 Earnings

#### 2.3.1 Revenues by segments and products

As announced, the reporting for the Core Europe and Eastern Europe segments will be consolidated into the segment **»Core Europe**« starting in the reporting period 2016.

| Revenues by segment, Jan 1 to Mar 31 |              |              |        |  |
|--------------------------------------|--------------|--------------|--------|--|
| in € m, IFRS                         | Jan 1 to     | Jan 1 to     | Change |  |
| (Rounding differences possible)      | Mar 31, 2016 | Mar 31, 2015 | in %   |  |
| Core Europe                          | 62.3         | 62.8         | -0.8   |  |
| North America                        | 12.0         | 11.3         | +6.2   |  |
| Asia/Pacific                         | 4.6          | 3.7          | +24.3  |  |
| Consolidation                        | -2.1         | -2.3         | -8.7   |  |
| Group                                | 76.8         | 75.5         | +1.7   |  |

Revenue increase in North America and Asia/Pacific

The revenue development of the Group was in particular influenced by the positive business development in North America and Asia/Pacific. Revenues of the **»Core Europe«** segment were – as expected – slightly below prior year's level due to revenue shifts in Eastern Europe in the second quarter.

In the **»North America**« segment, revenues increased from  $\in$  11.3m to  $\in$  12.0m. The relevant revenues in USD terms equaled 13.2m and thus also increased compared to last year's level of 12.6m.

In the **»Asia/Pacific«** segment, revenues increased by  $\notin$  0.9m to  $\notin$  4.6m.

### Good prior year's quarter revenues outperformed



| Revenues by product, Jan 1 to Mar 31 |              |              |        |  |
|--------------------------------------|--------------|--------------|--------|--|
| in € m, IFRS                         | Jan 1 to     | Jan 1 to     | Change |  |
| (Rounding differences possible)      | Mar 31, 2016 | Mar 31, 2015 | in %   |  |
| Equipment and service                | 63.9         | 61.9         | +3.2   |  |
| Chemicals                            | 9.8          | 10.3         | -4.9   |  |
| Operator business and others         | 3.1          | 3.3          | -6.1   |  |
| Group                                | 76.8         | 75.5         | +1.7   |  |

Revenues in **»Equipment and Service«** rose by 3.2% from  $\in$  61.9m to  $\in$  63.6m. **»Chemicals«** revenues declined by 4.9% to  $\in$  9.8m. Adjusted for the already communicated loss of a major customer in North America with effect from July 1, 2015 revenues in Chemicals increased by appr. 8%. **»Operator business and others«** revenues declined slightly by  $\notin$  0.2m due to unfavorable weather conditions.

#### 2.3.2 Expense items and earnings

| Earnings, Jan 1 to Mar 31       |              |              |        |
|---------------------------------|--------------|--------------|--------|
| in Mio.€, IFRS                  | Jan 1 to     | Jan 1 to     | Change |
| (Rounding differences possible) | Mar 31, 2016 | Mar 31, 2015 | in %   |
| Gross profit <sup>1</sup>       | 45.9         | 45.4         | +1.1   |
| EBITDA                          | 6.0          | 6.7          | -10.4  |
| EBIT                            | 3.7          | 4.3          | -14.0  |
| EBIT margin %                   | 4.9          | 5.7          | -      |
| EBT                             | 3.6          | 4.2          | -14.3  |

Already high EBIT margin of nearly 5% in Q1

<sup>1</sup> Revenues plus change in inventory minus cost of materials

The gross profit margin remained at an almost stable level of 59.7% (prior year:  $\in$  60.1%).

**Personnel expenses** rose due to investments into selected sales and management structures as well as expected pay increases by  $\notin$  1.1m to  $\notin$  29.0m (prior year:  $\notin$  27.9m). At the end of the first quarter the Group reported 45 FTE more than prior year.

**Other operating expenses** (including other taxes) decreased by € 1.0m to € 11.8m (prior year: € 12.8m). Main reasons for this development were smaller currency effects and decreased vehicle's costs.

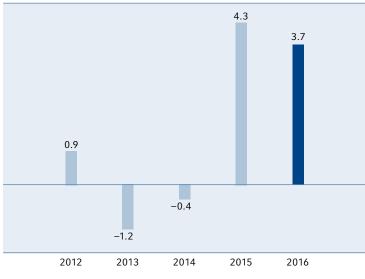
**EBITDA** decreased by  $\notin 0.7m$  to  $\notin 6.0m$  (prior year:  $\notin 6.7m$ ).

**EBIT** of the group also decreased to  $\in$  3.7m (prior year:  $\in$  4.3m).

| EBIT by segment, Jan 1 to Mar 31 |              |              |          |
|----------------------------------|--------------|--------------|----------|
| in € m, IFRS                     | Jan 1 to     | Jan 1 to     | Change   |
| (Rounding differences possible)  | Mar 31, 2016 | Mar 31, 2015 | absolute |
| Core Europe                      | 3.1          | 4.7          | -1.6     |
| North America                    | -0.2         | -0.4         | +0.2     |
| Asia/Pacific                     | 0.7          | 0.1          | +0.6     |
| Consolidation                    | 0.1          | -0.1         | +0.2     |
| Group                            | 3.7          | 4.3          | -0.6     |

The EBIT increases in the **»North America**« and **»Asia/Pacific**« segments are mainly due to higher revenues. In the **»Core Europe**« segment, EBIT decreased due to increased investments in infrastructure and the sales organization.

EBIT, Jan 1 to Mar 31, in € m, IFRS



In general, the exchange rate development between the US dollar and the Euro did not have a significant impact on the operating business. The balance sheet date valuation used for the assets and liabilities, which were reported in a foreign currency on the balance sheet, had a negative effect of  $\in -0.1$  m (prior year:  $\in 0.2$ m) on earnings.

The **consolidated net result** after taxes totaled  $\in$  2.6m (prior year:  $\in$  2.5m). Earnings per share (diluted = undiluted) increased to  $\in$  0.19 (prior year:  $\in$  0.18) due to a lower tax quota and the lower average number of shares.

EPS increased to € 0.19

#### 2.4 Net Assets

| Balance sheet, assets, in € m, IFRS     | Mar 31, | Dec 31, |
|---|---------|---------|
| (Rounding differences possible)         | 2016    | 2015    |
| Non-current assets                      | 86.8    | 85.8    |
| thereof intangible assets               | 5.0     | 5.3     |
| thereof deferred taxes                  | 4.4     | 4.2     |
| Current assets                          | 103.8   | 104.3   |
| thereof inventories                     | 41.8    | 39.9    |
| thereof trade receivables, other assets | 46.5    | 49.1    |
| thereof cash and cash equivalents       | 9.9     | 7.8     |
| Balance sheet total                     | 190.7   | 190.0   |

| Balance sheet, equity and liabilities, in € m, IFRS | Mar 31, | Dec 31, |
|---|---------|---------|
| (Rounding differences possible)                     | 2016    | 2015    |
| Equity  | 82.3    | 80.3    |
| Liabilities to banks                                | 0.3     | 5.3     |
| Other liabilities and provisions                    | 96.1    | 91.7    |
| thereof trade payables                              | 10.9    | 7.5     |
| thereof provisions (including income tax debt)      | 34.3    | 34.5    |
| Deferred income                                     | 8.7     | 9.0     |
| Deferred tax liabilities                            | 3.2     | 3.8     |
| Balance sheet total                                 | 190.7   | 190.0   |

Net current assets (short-term trade receivables + inventories – short-term trade payables) decreased from € 78.1m as of December 31, 2015 to € 73.4m mainly due to lower receivables and higher trade payables.

**Equity** increased to  $\notin$  82.3m as of March 31, 2016 (December 31, 2015:  $\notin$  80.3m) mainly due to the consolidated net result. As a result of income and expenses recognized directly in equity according to IFRS, the change in equity does not match up with the results for the period. The **equity ratio** improved slightly from 42.2% to 43.2% compared to the end of 2015.

Net financial liquidity (cash and cash equivalents less any short-term and long-term financial liabilities) increased to € 5.7m (December 31, 2015: Net financial debt € 1.9m).

**Other liabilities and provisions** increased mainly due to higher trade payables from  $\notin$  91.7m as of December 31, 2015 to  $\notin$  96.1m.

#### 2.5 Financial Position

**Cash inflow from operating activities** (net cash flow) increased significantly to  $\in$  10.6m (prior year:  $\in$  2.7m) because of higher tax payments in the prior year.

**Cash outflow from investing activities** increased to  $\in$  3.0m (prior year:  $\in$  1.2m). As announced the investment volume for the full fiscal year will clearly increase.

**Free cash flow** (net cash flow less cash outflow from investing activities) increased significantly to € 7.6m (prior year: € 1.5m).

#### Free cash flow Jan 1 to Mar 31, in € m, IFRS



Overall, cash and cash equivalents, increased by  $\notin$  7.1m to  $\notin$  9.6m compared to December 31, 2015.

#### 2.6 Employees

1,710 employees at WashTec Group As of March 31, 2016, the number of employees equaled 1,710 and increased by 21 compared to the end of 2015. Compared to March 31, 2015, there are 45 employees more – especially in sales and production.

#### 3. Forecast, opportunities and risk report

#### 3.1 Forecast

After the first quarter, the Company continues to aim at a significant growth in revenues and a significant increase in EBIT in 2016.

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

- Core Europe: significant increase in revenues and earnings
- North America: significant increase in revenues and earnings
- Asia/Pacific: significant increase in revenues and earnings.

This forecast is subject to uncertainty.

The forecast relating to the other defined performance indicators, which is contained in the 2015 annual report, also continues to apply.

#### 3.2 Opportunities and risks for group development

The 2015 annual report includes a description of the WashTec Group's risk management. Compared to the opportunities and risks described in the risk report of the 2015 annual report, the situation has not changed significantly.

Compared to the end of 2015 opportunities increased with some global acting major customers.

#### 4. Other 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**

Management Board maintained close contact to shareholders, journalists and the financial community during the first quarter. It took part at a conference in Lyon at the beginning of January. In addition, there were regular conversations with investors. The figures of the fiscal year 2015 were presented at a balance sheet press conference and a conference call for interested capital market participants took place March 31, 2016.

#### 5.1 Share price development

On March 31, 2016, the WashTec share price equaled € 36.55, which represents a price increase of 19.8% compared to the closing price on the last trading day of the prior year (December 30, 2015) of € 30.50. WashTec shares therefore substantially outperformed the SDAX, which has decreased by 3.2% since the beginning of the year.

The WashTec share is currently covered by Hauck & Aufhäuser, HSBC Trinkaus & Burkhardt, MM Warburg and Bankhaus Lampe.

Inclusion into SDAX

The WashTec share was included in the SDAX stock market index with effect from March 21, 2016 due to the improved performance.

#### 5.2 Shareholder structure

In the first quarter of 2016, WashTec AG did not receive any voting rights notifications pursuant to the German Securities Trading Act.

| Shareholding in %  | Mar 31, 2016 |
|--|--------------|
| Kempen Oranje Participaties N.V.   | 10.73        |
| EQMC Europe Development Capital Fund plc <sup>1</sup>                    | 9.78         |
| Dr. Kurt Schwarz <sup>2</sup>  | 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.   | 4.94         |
| Own shares   | 4.25         |
| Desmarais Family Risiduary Trust <sup>3</sup>                            | 3.48         |
| Free float   | 35.20        |
| <sup>1</sup> Nmás1 Dinamia, S.A.   |              |
| ² Leifina GmbH & Co. KG et al  |              |
| <sup>3</sup> Setanta Asset Management                                    |              |
| Based on notifications made pursuant to the Securities Trading Act (WpHC | 5)           |

### 5.3 Annual general meeting of shareholders on May 11, 2016

The annual general meeting of WashTec AG shareholders will take place on May 11, 2016 in Augsburg. It will take place at the Chamber of Commerce and Industry for Augsburg and Swabia. Interim condensed consolidated financial statements

#### Consolidated Income Statement

| in €   | Jan 1 to     | Jan 1 to     |
|--|--------------|--------------|
|  | Mar 31, 2016 | Mar 31, 2015 |
|  |              |              |
| Revenue  | 76,821,505   | 75,544,418   |
| Other operating income   | 821,859      | 1,835,720    |
| Capitalized development costs  | 100,243      | 143,439      |
| Change in inventory  | 468,837      | 1,449,138    |
| Total  | 78,212,444   | 78,972,715   |
| Cost of materials  |              |              |
| Cost of raw materials, consumables and supplies and of purchased material  | 25,461,674   | 25,703,729   |
| Cost of purchased services   | 5,959,461    | 5,861,379    |
|  | 31,421,135   | 31,565,108   |
| Personnel expenses   | 28,984,103   | 27,941,831   |
| Amortization, deprecation and impairment of tangible and intangible assets | 2,229,903    | 2,371,573    |
| Other operating expenses   | 11,611,566   | 12,547,244   |
| Other taxes  | 218,368      | 207,885      |
| Total operating expenses   | 74,465,075   | 74,633,641   |
| EBIT   | 3,747,369    | 4,339,074    |
|  |              | .,           |
| Financial income   | 6,367        | 124,407      |
| Financial expenses   | 114,685      | 252,186      |
| Financial result   | -108,318     | -127,779     |
| EBT  | 3,639,051    | 4,211,295    |
| Income taxes   | -1,083,658   | -1,719,739   |
|  |              | .,, .,,,,    |
| Consolidated net income  | 2,555,393    | 2,491,556    |
| Weighted average number of outstanding shares                              | 13,382,324   | 13,932,312   |
| Earnings per share (basic = diluted)                                       | 0.19         | 0.18         |

#### Statement of Comprehensive Income

| in €k   | Jan 1 to<br>Mar 31, 2016 | Jan 1 to<br>Mar 31, 2015 |
|---|--------------------------|--------------------------|
| Consolidated net income   | 2,555                    | 2,492                    |
| Actuarial gains/losses from defined benefit obligations and similar obligations | 0                        | 0                        |
| Deferred taxes  | 0                        | 0                        |
| Items that will not be reclassified to profit or loss                           | 0                        | 0                        |
| Adjustment item for currency translation of foreign subsidiaries                | -744                     | 1,031                    |
| Exchange differences on net investments in subsidiaries                         | 203                      | -136                     |
| Deferred taxes  | 49                       | -130                     |
| Items that may be subsequently reclassified to profit or loss                   | -492                     | 765                      |
| Other comprehensive income  | -492                     | 765                      |
| Total comprehensive income  | 2,063                    | 3,257                    |

#### **Consolidated Balance Sheet**

| The consolidated notes are                      | Assets                        | Mar 31, 2016 | Dec 31, 2015  | Equity and liabilities                          | Mar 31, 2016 | Dec 31, 2015 |
|---|-------------------------------|--------------|---------------|---|--------------|--------------|
| an integral component of                        | in €                          |              |               | in €  |              |              |
| the consolidated financial statements. Rounding |                               |              |               |   |              |              |
| differences may occur.                          | Non-current assets            |              |               | Equity  | _            |              |
|   | Property, plant and equipment | 32,645,607   | 31,686,043    | Subscribed capital                              | 40,000,000   | 40,000,000   |
|   | Goodwill                      | 42,312,297   | 42,312,251    | Contingent capital                              | 8,000,000    | 8,000,000    |
|   | Intangible assets             | 5,019,952    | 5,315,400     | Capital reserves                                | 36,463,441   | 36,463,441   |
|   | Trade receivables             | 2,241,235    | 2,000,980     | Treasury shares                                 | -13,176,788  | -13,176,788  |
|   | Tax receivables               | 49,939       | 49,939        | Other reserves and currency translation effects | -3,354,209   | -2,862,447   |
|   | Other assets                  | 138,811      | 138,573       | Profit carried forward                          | 19,843,893   | -4,711,829   |
|   | Deferred tax assets           | 4,407,439    | 4,247,587     | Consolidated net income (for the period)        | 2,555,393    | 24,555,723   |
|   | Total non-current assets      | 86,815,280   | 85,750,773    |   | 82,331,730   | 80,268,100   |
|   | Current assets                |              |               | Non-current liabilities                         |              |              |
|   | Inventories                   | 41,773,035   | 39,882,471    | Finance leasing liabilities                     | 2,505,611    | 2,827,417    |
|   | Trade receivables             | 42,493,031   | 45,770,028    | Provisions for pensions                         | 9,774,687    | 9,739,511    |
|   | Tax receivables               | 5,655,464    | 7,464,788     | Other non-current provisions                    | 3,532,147    | 3,524,250    |
|   | Other assets                  | 4,046,604    | 3,380,592     | Other non-current liabilities                   | 1,735,882    | 1,346,065    |
|   | Cash and cash equivalents     | 9,869,466    | 7,781,106     | Deferred income                                 | 952,102      | 1,175,038    |
|   | Total current assets          | 103,837,600  | · · · ·       | Deferred tax liabilities                        | 3,241,668    | 3,751,367    |
|   |                               | 100,007,000  | 10 1/27 0/700 | Total non-current liabilities                   | 21,742,097   | 22,363,648   |
|   |                               |              |               |   | 21,742,077   | 22,303,040   |
|   |                               |              |               | Current liabilities                             |              |              |
|   |                               |              |               | Interest-bearing loans                          | 258,400      | 5,269,040    |
|   |                               |              |               | Finance leasing liabilities                     | 1,428,428    | 1,553,671    |
|   |                               |              |               | Prepayments on orders                           | 7,948,777    | 6,797,767    |
|   |                               |              |               | Trade payables                                  | 10,861,462   | 7,542,187    |
|   |                               |              |               | Taxes and levies                                | 4,377,761    | 4,744,575    |
|   |                               |              |               | Liabilities for social security                 | 1,208,928    | 1,177,977    |
|   |                               |              |               | Tax provisions                                  | 8,516,628    | 8,337,697    |
|   |                               |              |               | Other current liabilities                       | 31,714,579   | 31,199,342   |
|   |                               |              |               | Other current provisions                        | 12,518,408   | 12,953,850   |
|   |                               |              |               | Deferred income                                 | 7,745,682    | 7,821,904    |
|   |                               |              |               | Total current liabilities                       | 86,579,053   | 87,398,010   |
|   |                               | 400 / 50 000 | 400.000 750   |   | 400 (50 655  | 400 000      |
|   | Total assets                  | 190,652,880  | 190,029,758   | Total equity and liabilities                    | 190,652,880  | 190,029,758  |

#### **Consolidated Cash Flow Statement**

| The consolidated notes are |
|----------------------------|
| an integral component of   |
| the consolidated financial |
| statements. Rounding       |
| differences may occur.     |

| in €k   | Jan 1 to<br>Mar 31, 2016 | Jan 1 to<br>Mar 31, 2015 |
|---|--------------------------|--------------------------|
|   |                          |                          |
| EBT   | 3,639                    | 4,211                    |
| Adjustments to reconcile EBT to net cash flows from operating activities: |                          |                          |
| Amortization, depreciation and impairment of non-current assets           | 2,230                    | 2,372                    |
| Gain/loss from disposals of non-current assets                            | 4                        | -46                      |
| Other gains/losses  | -1,020                   | -1,148                   |
| Financial income  | -6                       | -124                     |
| Financial expenses  | 115                      | 252                      |
| Movements in provisions   | -378                     | -490                     |
| Changes in net working capital:   |                          |                          |
| Increase/decrease in trade receivables                                    | 2,622                    | 2,236                    |
| Increase/decrease in inventories  | -2,376                   | -1,065                   |
| Increase/decrease in trade payables                                       | 3,412                    | 721                      |
| Changes in other net working capital                                      | 2,097                    | 1,740                    |
| Income tax paid   | 279                      | -5,947                   |
| Net cash flows from operating activities                                  | 10,618                   | 2,712                    |
| Purchase of property, plant and equipment (without finance leasing)       | -3,029                   | -1,279                   |
| Proceeds from sale of property, plant and equipment                       | 56                       | 74                       |
| Net cash flows from investing activities                                  | -2,973                   | -1,205                   |
| Interest received   | 6                        | 11                       |
| Interest paid   | -97                      | -235                     |
| Repayment of non-current liabilities from finance leases                  | -447                     | -481                     |
| Net cash flows used in financing activities                               | -538                     | -705                     |
| Net increase/decrease in cash and cash equivalents                        | 7.105                    | 802                      |
| Net foreign exchange differences  | -6                       | -538                     |
| Cash and cash equivalents at January 1                                    | 2,512                    | 15,422                   |
| Cash and cash equivalents at March 31                                     | 9,611                    | 15,686                   |
| Composition of cash and cash equivalents for cash flow purposes:          |                          |                          |
| Cash and cash equivalents   | 9,869                    | 15,971                   |
| Interest-bearing loans  | -258                     | -285                     |
| Cash and cash equivalents at March 31                                     | 9,611                    | 15,686                   |

#### Statement of Changes in Consolidated Equity

The consolidated notes are an integral component of the consolidated financial statements. Rounding differences may occur.

| in €k   | Number of<br>shares<br>(in units) | Subscribed<br>capital | Capital<br>reserve | Treasury<br>shares | Other<br>reserves | Currency<br>translation<br>effects | Profit carried<br>forward | Total  |
|---|-----------------------------------|-----------------------|--------------------|--------------------|-------------------|------------------------------------|---------------------------|--------|
| As of January 1, 2016                             | 13,382,324                        | 40,000                | 36,464             | -13,177            | -5,004            | 2,142                              | 19,845                    | 80,268 |
| Income and expenses recognized                    |                                   |                       |                    |                    |                   |                                    |                           |        |
| directly in equity                                |                                   |                       |                    |                    | 203               | -744                               |                           | -541   |
| Taxes on transactions recognized                  |                                   |                       |                    |                    |                   |                                    |                           |        |
| directly in equity                                |                                   |                       |                    |                    | 49                |                                    |                           | 49     |
| Consolidated net income for the period            |                                   |                       |                    |                    |                   |                                    | 2,555                     | 2,555  |
| As of March 31, 2016                              | 13,382,324                        | 40,000                | 36,464             | -13,177            | -4,752            | 1,398                              | 22,400                    | 82,331 |
| As of January 1, 2015                             | 13,932,312                        | 40,000                | 36,464             | -417               | -4,217            | 812                                | 18,277                    | 90,917 |
| Income and expenses recognized directly in equity |                                   |                       |                    |                    | -136              | 1,031                              |                           | 895    |
| Taxes on transactions recognized                  |                                   |                       |                    |                    |                   |                                    |                           |        |
| directly in equity                                |                                   |                       |                    |                    | -130              |                                    |                           | -130   |
| Consolidated net income for the period            |                                   |                       |                    |                    |                   |                                    | 2,492                     | 2,492  |
| As of March 31, 2015                              | 13,932,312                        | 40,000                | 36,464             | -417               | -4,483            | 1,843                              | 20,769                    | 94,174 |





### Notes to the Interim Condensed Consolidated Financial Statements of WashTec AG (IFRS) for the period January 1 to March 31, 2016

#### **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 in free float and are publicly traded.

The purpose of the WashTec Group comprises the development, manufacture, sale and servicing of car wash products, as well as leasing and all services and financing solutions which 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  $(\in m)$  or thousands of euro  $(\in k)$ ; this process could produce rounding differences.

#### 2. Accounting and valuation policies

#### **Principles in preparing 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, 2015, except for the tax calculation. The tax calculation for the 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 March 31, 2016 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, 2015.

#### Effects of the new accounting standards

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

| Standard/<br>Interpretation | Title  | Mandatory<br>application | Endorsement<br>by the EU | Material effects<br>on WashTec |
|-----------------------------|--|--------------------------|--------------------------|--------------------------------|
| IAS 1                       | Amendments to IAS 1 Presentation of Financial Statements –<br>Disclosure Initiative  | 01-Jan-2016              | 18-Dec-2014              | none                           |
| IAS 16<br>and IAS 38        | Amendments to IAS 16 Property, Plant and Equipment and IAS 38<br>Intangible Assets – Clarification of Acceptable Methods of Depreciation<br>and Amortization | 01-Jan-2016              | 02-Dec-2015              | none                           |
| IAS 16<br>and IAS 41        | Amendments to IAS 16 Property, Plant and Equipment and IAS 41<br>Agriculture – Bearer Plants   | 01-Jan-2016              | 23-Nov-2015              | none                           |
| IAS 19                      | Amendments to IAS 19 Employee Benefits – Employee Contributions  | 01-Feb-2015              | 17-Dec-2014              | none                           |
| IAS 27                      | Amendments to IAS 27 Separate Financial Statements – Equity Method in Separate Financial Statements  | 01-Jan-2016              | 18-Dec-2015              | none                           |
| IFRS 11                     | Amendments to IFRS 11 Joint Arrangements – Accounting for Acquisitions of Interests in Joint Operations  | 01-Jan-2016              | 24-Nov-2015              | none                           |
| IFRS                        | Annual Improvements to IFRSs (2012-2014 cycle)   | 01-Jan-2016              | 15-Dec-2015              | none                           |

Moreover, the IASB and the IFRS Interpretations Committee have enacted additional Standards, Interpretations and Amendments as listed below, but these did not yet have to be applied in fiscal year 2016 or have not yet been endorsed by the European Union. As of March 31, 2016, the WashTec Group had not adopted or applied these Standards earlier than required. The first-time adoption of the Standards is planned for the date on which they are recognized and endorsed by the EU.

| Standard/<br>Interpretation       | Title  | Mandatory<br>application        | Endorsement<br>by the EU   | Material effects<br>on WashTec |
|-----------------------------------|--|---------------------------------|--|--------------------------------|
| IAS 7                             | Amendments to IAS 7 Statement of Cash Flows – Disclosure Initiative  | 01-Jan-2017                     | expected in Q4 2016  | none                           |
| IAS 12                            | Amendments to IAS 12 Income Taxes – Recognition of Deferred Tax<br>Assets for Unrealised Losses  | 01-Jan-2017 expected in Q4 2016 |  | none                           |
| IFRS 9                            | Financial Instruments  | 01-Jan-2018                     | expected in H2 2016  | currently reviewed             |
| IFRS 10<br>and IAS 28             | Amendments to IFRS 10 Consolidated Financial Statements and IAS 28<br>Investments in Associates and Joint Ventures – Sale or Contribution of<br>Assets between an Investor and its Associate or Joint Venture      | post                            | none   |                                |
| IFRS 10,<br>IFRS 12<br>and IAS 28 | Amendments to IFRS 10 Consolidated Financial Statements , IFRS 12 Dis-<br>closure of Interests in Other Entities and IAS 28 Investments in Associates<br>and Joint Ventures – Applying the Consolidation Exception | 01-Jan-2016                     | expected in H2 2016  | none                           |
| IFRS 14                           | Regulatory Deferral Accounts   | 01-Jan-2016                     | Postponement of the<br>endorsement process<br>until the publication of<br>the final standard | none                           |
| IFRS 15                           | Revenue from Contracts with Customers  | 01-Jan-2018                     | expected in H2 2016  | currently reviewed             |
| IFRS 16                           | Leases   | 01-Jan-2019                     | to be decided  | currently reviewed             |

#### 3. Segment reporting

Due to organizational changes, which involved consolidating the Eastern European segment and the previous export activities into the headquarters, WashTec does not separately report the Eastern European segment anymore. With the beginning of fiscal year 2016, Eastern Europe is part of the Core Europe segment. The structure for the segments North America and Asia/Pacific remain the same.

| Jan to Mar 2016         | Core   | North   | Asia/   | Consoli- | Group  |
|-------------------------|--------|---------|---------|----------|--------|
| in€k                    | Europe | America | Pacific | dation   |        |
|                         |        |         |         |          |        |
| Revenues                | 62,302 | 12,039  | 4,586   | -2,106   | 76,822 |
| with third parties      | 60,231 | 12,005  | 4,586   | 0        | 76,822 |
| with other divisions    | 2,071  | 35      | 0       | -2,106   | 0      |
| EBIT                    | 3,084  | -202    | 742     | 124      | 3,747  |
| Financial income        |        |         |         |          | 6      |
| Financial expenses      |        |         |         |          | -115   |
| EBT                     |        |         |         |          | 3,639  |
| Income taxes            |        |         |         |          | -1,084 |
| Consolidated Net Income |        |         |         |          | 2,555  |

| Jan to Mar 2015         | Core   | North   | Asia/   | Consoli- | Group  |
|-------------------------|--------|---------|---------|----------|--------|
| in€k                    | Europe | America | Pacific | dation   |        |
|                         |        |         |         |          |        |
| Revenues                | 62,849 | 11,260  | 3,699   | -2,264   | 75,544 |
| with third parties      | 60,626 | 11,220  | 3,699   | 0        | 75,544 |
| with other divisions    | 2,224  | 39      | 1       | -2,264   | 0      |
| EBIT                    | 4,715  | -356    | 109     | -129     | 4,339  |
| Financial income        |        |         |         |          | 124    |
| Financial expenses      |        |         |         |          | -252   |
| EBT                     |        |         |         |          | 4,211  |
| Income taxes            |        |         |         |          | -1,720 |
| Consolidated Net Income |        |         |         |          | 2,492  |

#### 4. Equity

The subscribed capital of WashTec AG on March 31, 2016 equaled €k 40,000. This capital is divided into 13,976,970 no-par value shares and has been fully paid-in.

The average number of issued and outstanding shares is 13,382,324.

#### 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 the financial instruments.

| ln€k                                     | Measure-                           | J J J  | Balance sheet valuation under IAS 39 |                         |  | Balance                               | Fair Value | IFRS 13 |
|--|------------------------------------|--------|--------------------------------------|-------------------------|--|---------------------------------------|------------|---------|
|  | ment cate-<br>gory<br>under IAS 39 |        | Amortized<br>cost                    | Fair Value<br>in equity | Fair Value<br>through<br>profit or<br>loss | sheet<br>valuation<br>under<br>IAS 17 |            | Level   |
| Assets                                   |                                    |        |                                      |                         |  |                                       |            |         |
| Cash and cash equivalents                | LaR                                | 9,869  | 9,869                                | -                       | -  | -                                     | 9,869      |         |
| Trade receivables                        | LaR                                | 44,734 | 44,734                               | -                       | -  | -                                     | 44,734     |         |
| Other financial assets                   | LaR                                | 827    | 827                                  | -                       | -  | -                                     | 827        |         |
|  |                                    |        |                                      |                         |  |                                       |            |         |
| Liabilities                              |                                    |        |                                      |                         |  |                                       |            |         |
| Trade payables                           | FLAC                               | 10,861 | 10,861                               | -                       | -  | -                                     | 10,861     |         |
| Interest-bearing loans                   | FLAC                               | 258    | 258                                  | -                       | -  | -                                     | 258        |         |
| Other financial liabilities              | FLAC                               | 16,822 | 16,822                               | -                       | -  | -                                     | 16,822     |         |
| Finance leasing liabilities              | n.a.                               | 3,934  | -                                    | -                       | -  | 3,934                                 | 3,934      |         |
| Derivative financial liabilities         | FVthP/L                            | 255    | -                                    | -                       | 255  | -                                     | 255        | 2       |
|  |                                    |        |                                      |                         |  |                                       |            |         |
| Aggregated presentation per IAS 39       |                                    |        |                                      |                         |  |                                       |            |         |
| measurement categories                   |                                    |        |                                      |                         |  |                                       |            |         |
| Loans and Receivables (LaR)              |                                    | 55,431 | 55,431                               | -                       | -  |                                       |            |         |
| Financial Liabilities Measured at        |                                    |        |                                      |                         |  |                                       |            |         |
| Amortized Cost (FLAC)                    |                                    | 27,942 | 27,942                               | -                       | -  |                                       |            |         |
| Fair Value Through Profit/Loss (FVthP/L) |                                    | 255    | -                                    | -                       | 255  |                                       |            |         |

#### Carrying values, valuation approaches and fair value measurement categories:

| In€k                                     | Measure-                           | J J J  | Balance sheet valuation under IAS 39 |                         |  | Balance                               | Fair Value | IFRS 13 |
|--|------------------------------------|--------|--------------------------------------|-------------------------|--|---------------------------------------|------------|---------|
|  | ment cate-<br>gory<br>under IAS 39 |        | Amortized<br>cost                    | Fair Value<br>in equity | Fair Value<br>through<br>profit or<br>loss | sheet<br>valuation<br>under<br>IAS 17 |            | Level   |
| Assets                                   |                                    |        |                                      |                         |  |                                       |            |         |
| Cash and cash equivalents                | LaR                                | 7,781  | 7,781                                | -                       | -  | -                                     | 7,781      |         |
| Trade receivables                        | LaR                                | 47,771 | 47,771                               | -                       | -  | -                                     | 47,771     |         |
| Other financial assets                   | LaR                                | 809    | 809                                  |                         | _  | -                                     | 809        |         |
| Liabilities                              |                                    |        |                                      |                         |  |                                       |            |         |
| Trade payables                           | FLAC                               | 7,542  | 7,542                                | -                       | -  | -                                     | 7,542      |         |
| Interest-bearing loans                   | FLAC                               | 5,269  | 5,269                                | -                       | -  | -                                     | 5,269      |         |
| Other financial liabilities              | FLAC                               | 17,031 | 17,031                               | -                       | -  | -                                     | 17,031     |         |
| Finance leasing liabilities              | n.a.                               | 4,381  | -                                    | -                       | -  | 4,381                                 | 4,381      |         |
| Derivative financial liabilities         | FVthP/L                            | 312    |                                      |                         | 312  | -                                     | 312        | 2       |
| Aggregated presentation per IAS 39       |                                    |        |                                      |                         |  |                                       |            |         |
| measurement categories                   |                                    |        |                                      |                         |  |                                       |            |         |
| Loans and Receivables (LaR)              |                                    | 56,361 | 56,361                               |                         |  |                                       |            |         |
| Financial Liabilities Measured at        |                                    |        |                                      |                         |  |                                       |            |         |
| Amortized Cost (FLAC)                    |                                    | 29,842 | 29,842                               |                         |  |                                       |            |         |
| Fair Value Through Profit/Loss (FVthP/L) |                                    | 312    | -                                    | -                       | 312  |                                       |            |         |

The fair value of the 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 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 which are quoted on a regulated market. As the agreements of interest rate swaps were terminated on December 31, 2015, there were only foreign exchange forwards in the reporting period.

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

| in€k        | Mar 31, 2016 | Dec 31, 2015 |
|-------------|--------------|--------------|
| Non-current | 0            | 0            |
| Current     | 255          | 312          |
| Total       | 255          | 312          |

#### 6. Contingent liabilities and other financial obligations

Compared to December 31, 2015, 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** Apr 29, 2016

Aug 04, 2016

Oct 28, 2016

Nov 21-23, 2016

Q1 Report 2016 Annual General Meeting Augsburg Q2 Report 2016 Q3 Report 2016 Equity Forum, Frankfurt

# **Q1**2016

