



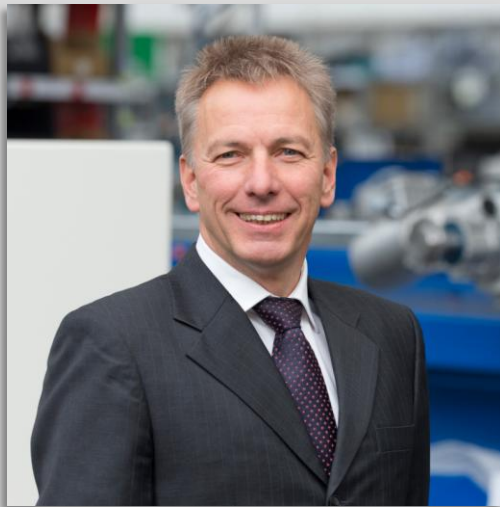
WASHTEC AG
Annual Report 2012
Conference Call



Current development

The new members of the Board of Management

Dr. Jürgen Rautert (CEO & Spokesman)



Areas: Sales, Service, Supply Chain, Product Management, R & D, Marketing & Communication

Professional Experience:

- Dr.-Ing. engineering
- Until 2010: Inter alia Chief Sales and Chief Technology Officer at Heidelberger Druckmaschinen AG
- Most recently Senior Vice Executive at Dematic S.a.r.l

Current development

The new members of the Board of Management

Dr. Stefan Vieweg (CFO)



Areas: Finance, Legal, HR, IR, Quality

Professional experience:

- Dr.rer.oec, Dr.-Ing. engineering, CFA
- Long-time commercial manager in various positions at Vodafone Group Plc.
- 2009-2012: CFO Managed Services at Atos Information Technology

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Current development

Cornerstones of the future orientation of WashTec

Strategic development:

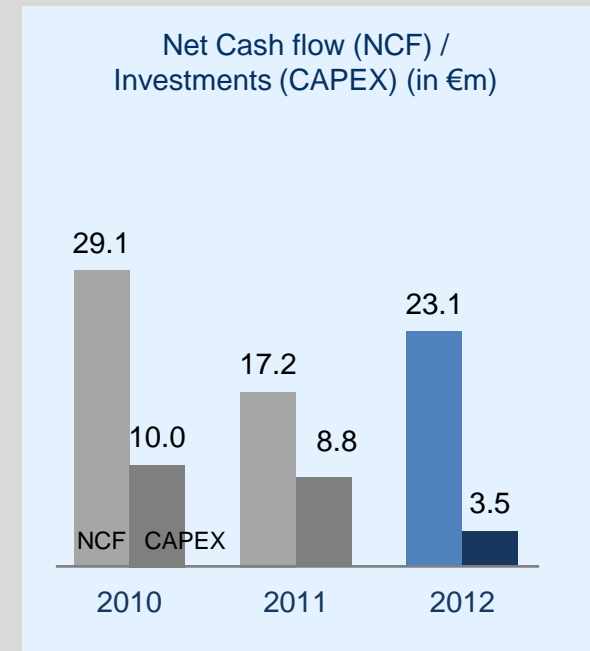
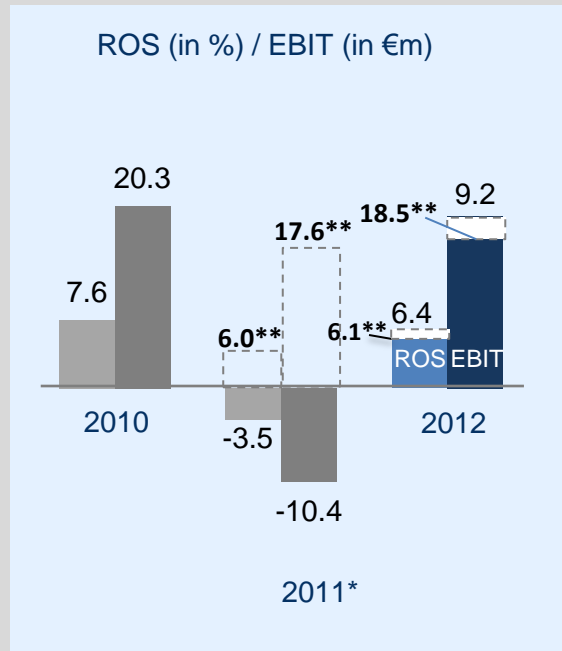
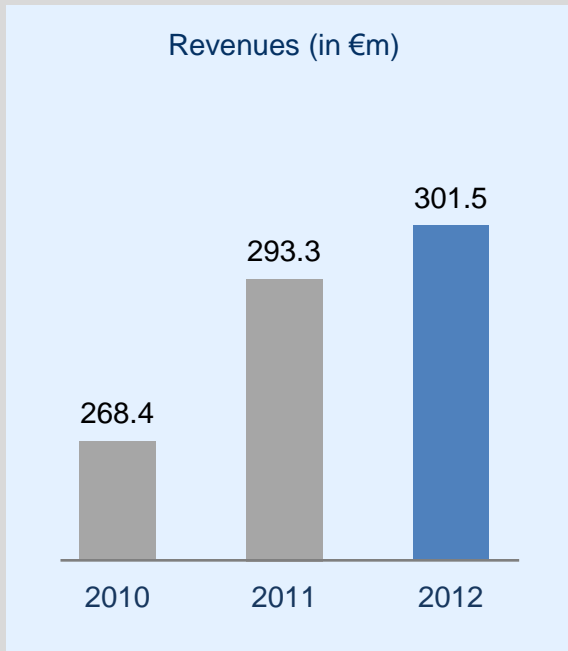
- Stability of core business
 - Develop future growth potentials (regions & products)
 - Expand activities in Emerging Markets
-
- 2013: Year of transition
 - Setting path for sustainable profitable growth
 - Announcement of future strategy in H2/13

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Fiscal Year 2012: Facts & Figures

Positive development of revenues and earnings

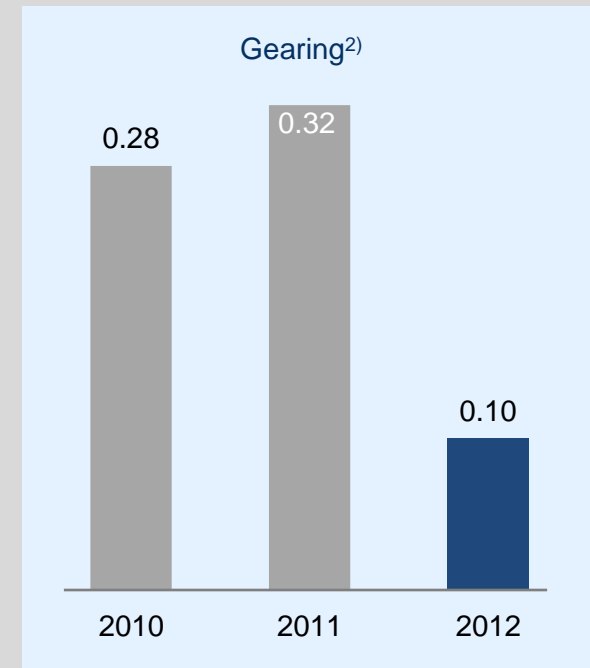
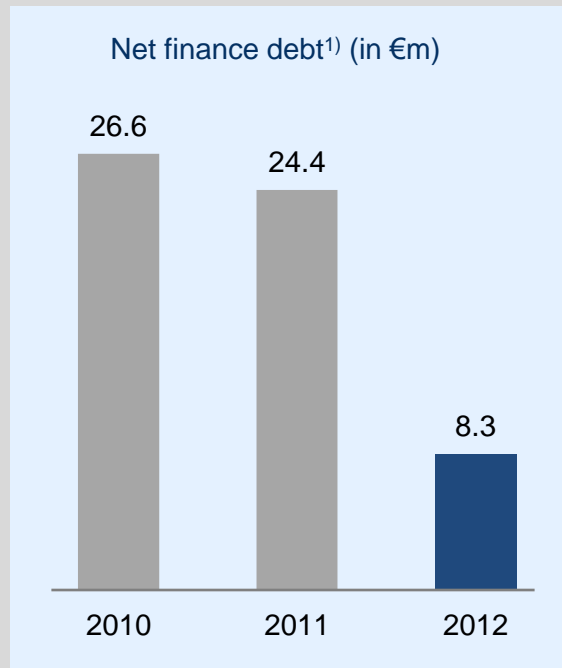
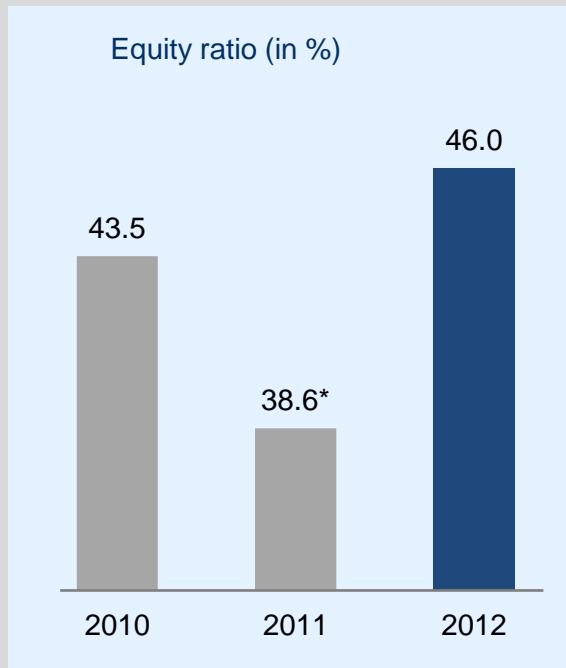


*Comparative figures adjusted as per IAS 8

** EBIT adjusted

Fiscal Year 2012: Facts & Figures

Balance sheet structure improved once again – Gearing reduced to 0.10



*Comparative figure adjusted as per IAS 8

- Equity ratio increased to 46%
- Significant reduction of net finance debt
- Very low Gearing

Independent funding of growth due to solid balance sheet structure

- 1) Net bank debt plus long-term and short-term finance leasing debt
- 2) Net finance debt divided by equity

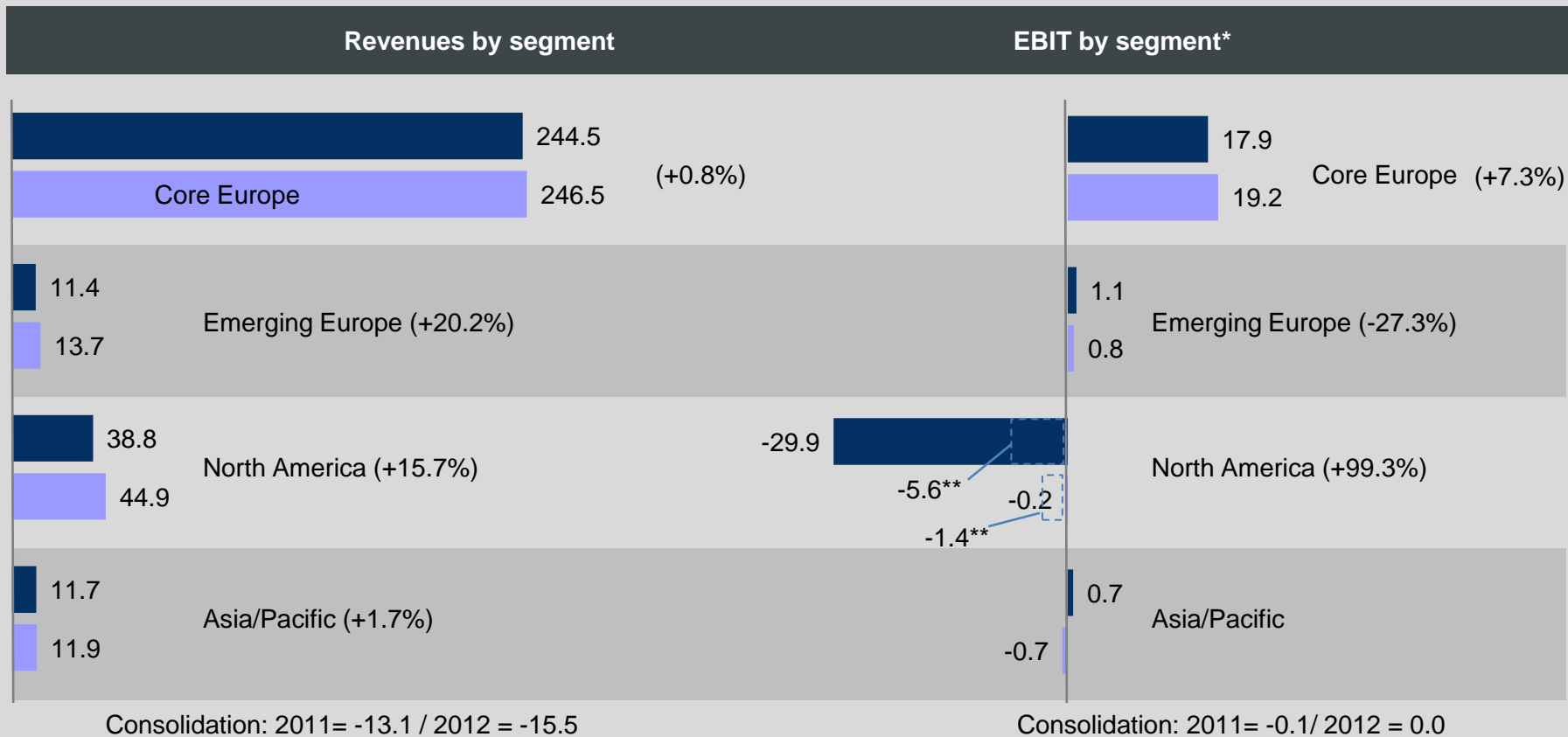
Fiscal Year 2012: Facts & Figures

Comparison of revenues and earnings: 2011 vs. 2012

2011

2012

in €m



Differences due to rounding possible

*Comparative figures adjusted as per IAS 8

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Outlook

2013 (1/2): Slight increase in revenues and earnings

- Forecast for 2013 marked by above-average uncertainty due to current lack of clarity in the overall development in the euro zone
 - 2013: Year of change -> Adjustment of operational structures to reflect strategical opportunities
-
- Constant evaluation of potential for optimization
 - Conservative expenditure and investment policy
 - Focus on projects, areas and regions with best mid-term growth prospects
 - Core Europe: Replacement investments
 - Emerging Markets: Expansion of sales structures and strengthening of local organizations
-
- 2013: Up to 2% revenue growth and proportionate earnings development
 - Review of corporate strategy, mid-term planning to be announced until H2/13

Outlook

2013 (2/2): Slight increase in revenues and earnings

▪ **Core Europe:**

- Market remains difficult with high competition
- Normalization of competitive intensity in mid-term only
- Stable revenue and earnings expected

▪ **North America:**

- Despite stabilization no general market recovery in sight
- Focus on continued improvement of earnings situation
- Positive earnings expected

▪ **Emerging Europe:**

- Further market growth
- Significant revenue growth with disproportionately lower earnings performance due to investments in sales structures

▪ **Asia/Pacific:**

- Considerable revenue growth with proportionately lower earnings performance
- Largest share in revenue growth from China, further expansion of sales structures

Outlook

Return policy: Relaunch of dividend payments

- WashTec share: Value-oriented with attractive return policy
- Return policy: Distribution of approx. 40% of annual net income to shareholders in the form of dividend payments and/or share buy backs at a gearing ratio* of < 1
- AGM 2013:
 - Recommendation to pay a dividend of € 0.29 per share (40%) in line with return policy
 - One-time special dividend of € 0.29 per share
- Dividend return of approx. 5%

* Net finance debt / EBITDA



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