



**Q3 2014**

Report on the period from January 1 to September 30, 2014

Unaudited translation for convenience purposes only

 **WashTec**

## Earnings increase despite slight decline in revenues; cumulative order intake higher than prior year level

- Revenues at € 216.2m (prior year: € 218.39m);  
EBIT at € 11.8m (prior year: € 8.9m);
- Positive business development in Core Europe;  
free cash flow increased to € 14.0m (prior year: € 8.3m)
- Exhibition of numerous innovations at Automechanika  
trade fair

Rounding differences possible		Jan 1 to Sep 30, 2014	Jan 1 to Sep 30, 2013	Change absolute
Revenues	€ m	216.2	218.3	-2.1
EBITDA	€ m	19.3	16.3	3.0
EBIT	€ m	11.8	8.9	2.9
EBIT margin	in %	5.5	4.1	1.4
EBT	€ m	11.2	8.0	3.2
Employees per reporting date	Persons	1,676	1,686	-10
Average number of shares	Units	13,932,312	13,934,714	-2,402
Earnings per share <sup>1</sup>	€	0.55	0.40	0.15
Free cash flow <sup>2</sup>	€ m	14.0	8.3	5.7
Investments in fixed assets (capital expenditures)	€ m	3.2	4.3	-1.1
Capital ratio per reporting date <sup>3</sup>	in %	47.6	45.6	2.0
Gearing ratio per reporting date <sup>4</sup>		-0.02	0.33	-0.35

Rounding differences possible		Jul 1 to Sep 30, 2014	Jul 1 to Sep 30, 2013	Change absolute
Revenues	€ m	74.2	78.4	-4.2
EBITDA	€ m	8.3	8.6	-0.3
EBIT	€ m	5.9	6.1	-0.2
EBIT margin	%	7.9	7.8	0.1
EBT	€ m	5.7	5.8	-0.1
Average number of shares		13,932,312	13,932,312	0
Earnings per share <sup>1</sup>	€	0.28	0.34	-0.06

<sup>1</sup> Diluted = undiluted

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

<sup>3</sup> Equity capital/balance sheet total

<sup>4</sup> Net financial indebtedness/EBITDA (rolling)

## Content

### Interim Group Management Report for the period from January 1 to September 30, 2014

1. Total revenues and earnings development.....	5
2. Economic report.....	5
2.1 General conditions.....	5
2.2 Efficiency program.....	5
2.3 Earnings.....	5
2.4 Net assets.....	8
2.5 Financial position.....	9
2.6 Employees.....	9
3. Forecast, opportunities and risk report.....	9
3.1 Forecast.....	9
3.2 Opportunities and risks for group development.....	9
4. Other information.....	10
4.1 Information about dealings with related companies and persons.....	10
4.2 Events after the end of the reporting period.....	10
5. Share and investor relations.....	10
5.1 Share price development.....	10
5.2 Shareholder structure.....	10
5.3 Automechanika trade fair.....	11

### Interim Condensed Consolidated Financial Statements for the period from January 1 to September 30, 2014

Consolidated Income Statement.....	13
Consolidated Statement of Comprehensive Income.....	14
Consolidated Balance Sheet.....	15
Consolidated Cash Flow Statement.....	16
Statement of Changes in Consolidated Equity.....	17
Notes to the Interim Condensed Consolidated Financial Statements of WashTec AG (IFRS) for the period from January 1 to September 30, 2014.....	19
Contact.....	26
Financial Calendar.....	26





Interim Group Management Report

*Revenues lower than prior year but EBIT significantly increased*

## 1. Total revenues and earnings development

Due to a weaker third quarter (€ 74.2m; prior year: € 78.4m), revenues at the end of September 2014 equaled € 216.2m and were therefore € 2.1m (1.0%) lower than same period last year (€ 218.3m). While revenues rose in Core Europe (above all in Services and Chemicals), they were lower than prior year in Eastern Europe and North America. In Asia/Pacific, revenues were at the same level as prior year due to the exchange rate development. EBIT increased to € 11.8m (prior year: € 8.9m) primarily because of the favorable developments in Core Europe.

Order backlog, which was low at the beginning of the year, recovered further in the third quarter and was slightly higher at the end of that quarter than at the end of the third quarter last year.

*Forecast for the year as a whole remains unchanged*

For the year as a whole, the Company aims for stable revenues and a slight increase in earnings and EBIT margin (before accounting for the restructuring costs incurred for the announced efficiency program).

## 2. Economic report

### 2.1 General conditions

The general conditions were essentially the same as the situation described in the 2013 Group Management Report. Changes occurred in the geopolitical situation, above all in Eastern Europe and the Middle East, which could have consequences for the trade relations. The economic growth in China and the forecasts for 2014 as a whole have decreased. The development in North America continues to be viewed as favorable. The condition in Western Europe is stable, while the impact from the geopolitical distortions remains to be seen.

The competitive conditions are generally identical to the situation described in the 2013 Group Management Report. There have been no significant changes in technology, and none are foreseeable.

### 2.2 Efficiency program

The previously announced efficiency program is being implemented. If revenues develop as expected, profitability at the Group level should reach an 8% EBIT margin beginning in 2016. Earnings as of September 30, 2014 were affected by restructuring costs of € 0.9m. Adjusted by this effect, earnings amounted to € 12.7m.

### 2.3 Earnings

#### 2.3.1 Revenues by segments and products

Revenues by segment, Q1–Q3			
in € m. IFRS (Rounding differences possible)	Jan 1 to Sep 30, 2014	Jan 1 to Sep 30, 2013	Change absolute
Core Europe	178.7	176.5	2.2
Eastern Europe	7.7	10.1	-2.4
North America	31.4	34.7	-3.3
Asia/Pacific	8.2	8.7	-0.5
Consolidation	-9.8	-11.7	1.9
<b>Total Group</b>	<b>216.2</b>	<b>218.3</b>	<b>-2.1</b>

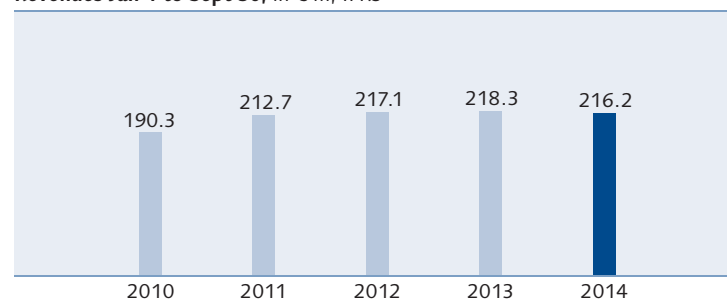
Revenues by segment, Q3			
in € m. IFRS (Rounding differences possible)	Jul 1 to Sep 30, 2014	Jul 1 to Sep 30, 2013	Change absolute
Core Europe	61.0	63.2	-2.2
Eastern Europe	3.0	2.5	0.5
North America	10.6	12.5	-1.9
Asia/Pacific	3.1	3.3	-0.2
Consolidation	-3.5	-3.1	-0.4
<b>Total Group</b>	<b>74.2</b>	<b>78.4</b>	<b>-4.2</b>

### Weaker revenues in the third quarter

After a weaker third quarter, revenues in the first three quarters totaled € 216.2m and were thereby € 2.1m or 1.0% lower than same period prior year (€218.3m). This figure also includes negative foreign currency effects totaling € 2.0m. In the third quarter of 2014, revenues dropped by 5.4% compared to the same period in the prior year (Q3 2014: € 74.2m; Q3 2013: € 78.4m).

In **Core Europe**, equipment revenues in the first three quarters declined slightly, whereas revenues in all other product segments – including Services and Chemicals – increased. In **Eastern Europe**, revenues decreased significantly, particularly in Russia and Poland. In **North America**, there was a drop in revenue to € 31.4m based on negative developments in the US dollar and less business with a few major customers. The relevant revenues, as expressed in US dollars, equaled USD 42.5m (prior year: USD 45.7m). In **Asia/Pacific**, revenues were negatively influenced above all by the exchange rate development of the Australian dollar. After adjusting for this effect, revenues in the first three quarters were at the same level as prior year.

Revenues Jan 1 to Sept 30, in € m, IFRS



### Revenues by product, Q1–Q3

in € m, IFRS (Rounding differences possible)	Jan 1 to Sep 30, 2014	Jan 1 to Sep 30, 2013	Change absolute
New and used equipment	111.5	118.2	-6.7
Spare parts, service	69.5	66.5	2.9
Chemicals	25.5	24.0	1.5
Operator business and others	9.7	9.6	0.1
<b>Total</b>	<b>216.2</b>	<b>218.3</b>	<b>-2.1</b>

### Revenues by product, Q3

in € m, IFRS (Rounding differences possible)	Jul 1 to Sep 30, 2014	Jul 1 to Sep 30, 2013	Change absolute
New and used equipment	40.6	45.7	-5.1
Spare parts, service	23.4	22.4	0.9
Chemicals	7.2	7.0	0.2
Operator business and others	3.1	3.3	-0.2
<b>Total</b>	<b>74.2</b>	<b>78.4</b>	<b>-4.2</b>

Whereas revenues in the equipment segment fell in the third quarter, revenues in Services and Chemicals rose.

### 2.3.2 Expense items and earnings

#### Earnings, Q1–Q3

in € m, IFRS (Rounding differences possible)	Jan 1 to Sep 30, 2014	Jan 1 to Sep 30, 2013	Change absolute
Gross profit*	132.0	128.9	3.1
EBITDA	19.3	16.3	3.0
EBIT	11.8	8.9	2.9
EBT	11.2	8.0	3.2

\* Revenues plus change in inventory minus cost of materials

- Gross profit margin climbs to 61.1%
- Personnel expenses climb to € 81.4m
- Other operating expenses decline
- EBITDA climbs to € 19.3m



<b>Earnings, Q3</b>			
in € m, IFRS (Rounding differences possible)	Jul 1 to Sep 30, 2014	Jul 1 to Sep 30, 2013	Change absolute
Gross profit*	45.7	45.3	0.4
EBITDA	8.3	8.6	-0.3
EBIT	5.9	6.1	-0.2
EBT	5.7	5.8	-0.1

\* Revenues plus change in inventory minus cost of materials

Due to the changed products and regions mix, the **gross profit margin** improved slightly from 59.0% to 61.1%.

**Personnel expenses** increased by € 2.2m to € 81.4m (prior year: € 79.2m). This is mainly attributable to scaled wage increases in Core Europe, employee hirings in growth regions and the effects from implementing the efficiency program.

Despite participation at the Automechanika trade fair in September 2014, other **operating expenses** (including other taxes) decreased by € 1.9m to € 34.6m (prior year: € 36.4m). The main reasons for this development were lower write-downs of receivables, lower foreign currency losses based on the valuation of balance sheet items, and cost cuts made in various areas.

**EBITDA** improved by € 3.0m to € 19.3m (prior year: € 16.3m).

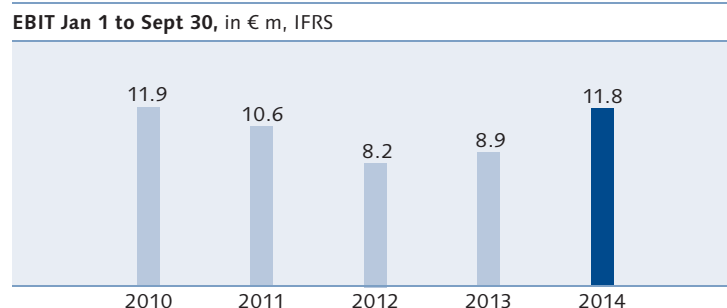
**EBIT** rose by € 2.9m to € 11.8m (prior year: € 8.9m).

<b>EBIT by segment, Q1-Q3</b>			
in € m, IFRS (Rounding differences possible)	Jan 1 to Sep 30, 2014	Jan 1 to Sep 30, 2013	Change absolute
Core Europe	11.7	8.3	3.4
Eastern Europe	-0.1	0.5	-0.6
North America	0.4	0.6	-0.2
Asia/Pacific	-0.1	-0.4	0.3
Consolidation	0.0	0.0	0.0
<b>Group</b>	<b>11.8</b>	<b>8.9</b>	<b>2.9</b>

<b>EBIT by segment, Q3</b>			
in € m, IFRS (Rounding differences possible)	Jul 1 to Sep 30, 2014	Jul 1 to Sep 30, 2013	Change absolute
Core Europe	5.8	5.6	0.2
Eastern Europe	0.1	0.1	0.0
North America	-0.2	0.5	-0.7
Asia/Pacific	0.2	0.1	0.1
Consolidation	-0.1	-0.1	0.0
<b>Group</b>	<b>5.9</b>	<b>6.1</b>	<b>-0.2</b>

The Group's higher EBIT can be attributed primarily to the improved gross margin, which is based on the implementation of efficiency projects as well as on a change in the product and region mix. The EBIT increase in **Core Europe** is primarily a result of the revenue growth. In **Eastern Europe**, EBIT decreased due to the declining revenues together with the capital expenditures made in the prior year to strengthen distribution structures. Despite a significant drop in revenues in **North America**, the successful implementation of the restructuring led to a slightly lower EBIT. In **Asia/Pacific**, EBIT improved slightly because of efficiency improvements particularly in the Australian market, while the local structures in China were once again expanded.

EBIT rose by € 2.9m



In general, the exchange rate development between the US dollar and the euro impacted revenues, but did not have any significant effect on the operating result. The balance sheet date valuation used for the assets and liabilities, which were reported in a foreign currency on the balance sheet, had a positive influence of € 0.2m on earnings (prior year: € -0.4m).

The **consolidated net result** after taxes increased to €7.6m (prior year: € 5.6m). **Earnings per share** (diluted = undiluted) therefore rose to € 0.55 (prior year: € 0.40).

## 2.4 Net Assets

<b>Balance sheet, assets</b>		
In € m, IFRS (Rounding differences possible)	Sep 30, 2014	Dec 31, 2013
<b>Non-current assets</b>	<b>87.4</b>	<b>91.9</b>
thereof intangible assets	6.4	7.7
thereof deferred taxes	4.1	4.3
<b>Current assets</b>	<b>95.5</b>	<b>82.4</b>
thereof inventories	39.3	34.3
thereof trade receivables, other assets	42.7	43.0
thereof cash and cash equivalents	10.3	3.8
<b>Total assets</b>	<b>182.9</b>	<b>174.2</b>

<b>Balance sheet, equity and liabilities</b>		
In € m, IFRS (Rounding differences possible)	Sep 30, 2014	Dec 31, 2013
Equity	87.0	87.8
Liabilities to banks	5.2	1.0
Other liabilities and provisions	79.7	74.6
thereof trade payables	9.8	8.8
thereof provisions (including income tax debt)	28.7	26.3
Deferred income	7.7	7.7
Deferred tax liabilities	3.2	3.1
<b>Total equity and liabilities</b>	<b>182.9</b>	<b>174.2</b>

As a result of the favorable development of the order backlog, **net current assets** (short-term trade receivables + inventories – short-term trade payables) rose from € 65.2m as of December 31, 2013 to € 68.5m.

**Equity** decreased to € 87.0m (December 31, 2013: € 87.8m) mostly due to the dividend payment. As a result of income and expenses recognized directly in equity capital according to IFRS, the change in equity capital does not match up with the results for the period. The equity ratio decreased relative to the end of 2013 from 50.4% to 47.6% as a consequence of the higher balance sheet totals and the lower equity capital.

The **net bank debt** (long-term and short-term bank debt less bank credit balances) was € -5.1m (December 31, 2013: € -2.7m) despite the high dividend payment of € 8.9m. **Net finance debt** (net bank debt plus long-term and short-term financing leasing) decreased to € -0.6m (December 31, 2013: € 2.9m).

**Other liabilities and provisions** climbed to € 79.7m (December 31, 2013: € 74.6m) because of higher prepayments received and higher tax liabilities.

Equity ratio equals 47.6%



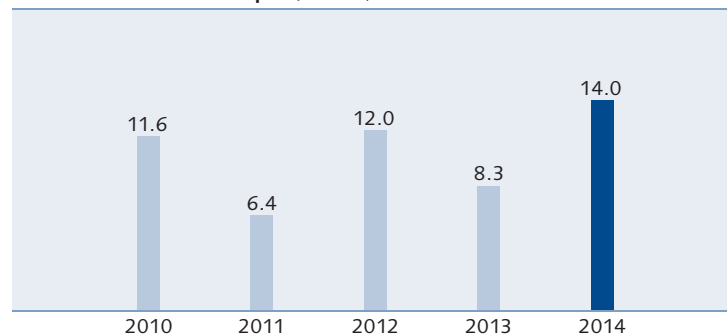
## 2.5 Financial Position

**Cash inflow from operating activities** (net cash flow) climbed to € 17.0m (prior year: € 12.3m) due to favorable business performance in the third quarter.

**Cash outflow from investing activities** decreased to € 3.0m (prior year: € 4.0m).

The **free cash flow** (net cash flow less cash outflow from investing activities) increased to € 14.0m (prior year: € 8.3m).

Free cash flow Jan 1 to Sep 30, in € m, IFRS



Overall, **cash and cash equivalents** rose by € 2.3m to € 5.1m compared to December 31, 2013.

## 2.6 Employees

*Number of employees at WashTec Group at 1,676*

Compared to September 30, 2013, the number of employees has been reduced by 10. The staff reduction occurred mainly in the Core Europe segment. Compared to December 31, 2013, the number of employees fell by 5 to 1,676.

## 3. Forecast, opportunities and risk report

### 3.1 Forecast

The Company is aiming for stable revenues and a slight increase in earnings and EBIT margin in 2014, before accounting for the restructuring costs of the announced efficiency program.

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

- Core Europe: slight increase in revenues, earnings and EBIT margin
- Eastern Europe: significant decline in revenues and significant reduction in earnings and EBIT
- North America: slightly declining revenues, earnings and EBIT margin
- Asia/Pacific: stable development of revenues, earnings and EBIT margin

The forecast, which is described in detail in the 2013 annual report and relates to the other key ratios defined at the Group level, remains the same.

### 3.2 Opportunities and risks for group development

The 2013 annual report includes a description of the WashTec Group's risk management. There have been no material changes in the opportunities and risks that are described therein.

## 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

### 5.1 Share price development

On September 30, 2014, the price for a WashTec share equaled € 12.61. This represents a price increase of 17.9% compared to the € 10.70 per share closing price on the last trading day of the prior year (December 30, 2013). The WashTec share thereby outperformed the SDAX, which rose by close to 1% since the beginning of the year.

Shares of WashTec are currently covered by BHF, Hauck & Aufhäuser, HSBC Trinkaus & Burkhardt and MM Warburg.

As of June 30, the trading volume of WashTec shares placed 133<sup>rd</sup> on the Deutsche Börse ranking for MDAX and SDAX stocks, not least because of the low free float (prior year ranking: 132). In terms of market capitalization, WashTec ranks 97<sup>th</sup> and has long since met the SDAX criteria.

### 5.2 Shareholder structure

In the third quarter of 2014, WashTec AG received no voting rights notifications pursuant to the Securities Trading Act. By the beginning of the fourth quarter WashTec AG received a notification by N Más Uno IBG, S.A. (EQMC Europe Development Capital Fund plc. et al), that the number of voting rights in WashTec AG on October 14, 2014 fell below the threshold of 15% and amounted to 14.9% on that day.

Shareholding in %	Sep 30, 2014
EQMC Europe Development Capital Fund plc	14.66
Kempen European Participations N.V.	10.64
Dr. Kurt Schwarz (inter alia Kerkis GmbH, Leifina GmbH & Co. KG)	8.38
Diversity Industrie Holding AG	6.19
Paradigm Capital Micro Cap Value Fund	6.01
BNY Mellon Service Kapitalanlage-Gesellschaft mbH	5.61
Investment AG für langfristige Investoren TGV	5.43
Desmarais Family Residuary Trust	3.48
Lazard Frères Gestion S.A.S.	3.04
Free float	36.56

Based on notifications made pursuant to the Securities Trading Act (WpHG)

Dr. Blaschke as the head of supervisory board has notified WashTec AG in accordance with the Securities Trading Act that on October 13 and 14, 2014 he purchased in total 50,000 shares at a price of € 12,30 each totaling to € 615,000.00.

In the third quarter of 2014, the management constantly cultivated the dialogue with shareholders and journalists as well as the financial community and various investor meetings were held. In the fourth quarter of 2014, representatives of WashTec will attend the Equity Capital Forum in Frankfurt on November 25 and 26.



### 5.3 Automechanika trade fair

Under the slogan "Experience & Results" WashTec exhibited at the Automechanika 2014 trade fair in Frankfurt. With a focus on a better wash experience and result for the end customer (and, therewith, a more successful business for car wash operators), WashTec presented a new, comprehensive concept for modern car wash. It includes, among others, innovations as iWash, Wash&Pay and WashTec Plus. iWash offers car wash customers the opportunity to customize their washes to match their individual needs. For the first time, drivers may configure their washes at the touch terminal of the gantry car wash system in order to meet their specific needs.

With Wash&Pay, the previous routines for fueling and washing are dramatically simplified. The customer can activate his wash and pay

for it in the service shop either during or following the wash. For the gantry car wash operators, this means more revenue, and for car wash customers, this new type of car wash offers them greater ease and less waiting time.

For car wash operators, WashTec developed WashTec Plus, a web-based online car wash management system. WashTec Plus offers operators of multiple car wash facilities a real-time overview of their equipment, e.g. via a smart phone application. With only a few clicks, operators can modify their prices and operating hours across locations, activate or deactivate temporary programs, and reconfigure any equipment settings.

The feedback of the trade fair visitors and customers about the innovations presented by WashTec was very positive.



The background of the page is a dense, textured field of blue fiber bundles, likely optical fibers, arranged in a somewhat chaotic but rhythmic pattern. The fibers are illuminated from the side, creating a range of blue tones from deep navy to bright cyan. A semi-transparent blue horizontal bar is positioned in the upper left quadrant, containing the text.

Interim condensed consolidated financial statements



## Consolidated Income Statement

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

	Jan 1 to Sep 30, 2014	Jan 1 to Sep 30, 2013	Jul 1 to Sep 30, 2014	Jul 1 to Sep 30, 2013
	€	€	€	€
Revenues	216,164,247	218,321,156	74,225,829	78,383,190
Other operating income	3,069,546	2,646,553	1,346,085	856,497
Other capitalized development costs	208,342	369,764	171,173	17,796
Change in inventories	2,766,805	493,773	1,314,838	-758,750
<b>Total</b>	<b>222,208,940</b>	<b>221,831,246</b>	<b>77,057,925</b>	<b>78,498,733</b>
<b>Cost of materials</b>				
Cost of raw materials, consumables and supplies and of purchased material	70,845,544	72,868,909	23,970,165	25,541,018
Cost of purchased services	16,076,718	17,040,021	5,861,020	6,760,517
	<b>86,922,262</b>	<b>89,908,930</b>	<b>29,831,185</b>	<b>32,301,535</b>
<b>Personnel expenses</b>	<b>81,395,717</b>	<b>79,178,962</b>	<b>26,835,714</b>	<b>26,088,207</b>
Amortization, depreciation and impairment of intangible assets and property, plant and equipment	7,529,836	7,356,261	2,425,175	2,467,041
Other operating expenses	34,090,585	35,985,742	11,917,364	11,327,577
Other taxes	477,324	456,071	182,969	215,277
<b>Total operating expenses</b>	<b>210,415,724</b>	<b>212,885,966</b>	<b>71,192,407</b>	<b>72,399,637</b>
<b>EBIT</b>	<b>11,793,216</b>	<b>8,945,280</b>	<b>5,865,518</b>	<b>6,099,096</b>
Interest and similar income	302,318	148,758	111,051	84,287
Interest and similar expenses	851,268	1,104,459	323,331	381,545
<b>Financial result</b>	<b>-548,950</b>	<b>-955,701</b>	<b>-212,280</b>	<b>-297,258</b>
<b>Earnings before taxes</b>	<b>11,244,266</b>	<b>7,989,579</b>	<b>5,653,238</b>	<b>5,801,838</b>
<b>Income tax gain/expense</b>	<b>-3,601,021</b>	<b>-2,398,044</b>	<b>-1,723,188</b>	<b>-1,001,791</b>
<b>Consolidated net income</b>	<b>7,643,245</b>	<b>5,591,535</b>	<b>3,930,050</b>	<b>4,800,047</b>
<b>Average number of shares</b>	<b>13,932,312</b>	<b>13,935,914</b>	<b>13,932,312</b>	<b>13,935,914</b>
<b>Earnings per share (undiluted = diluted)</b>	<b>0.55</b>	<b>0.40</b>	<b>0.28</b>	<b>0.34</b>

## Consolidated Statement of Comprehensive Income

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

	Jan 1 to Sep 30 2014	Jan 1 to Sep 30 2013	Jul 1 to Sep 30 2014	Jul 1 to Sep 30 2013
	€k	€k	€k	€k
<b>Earnings after taxes</b>	<b>7,643</b>	<b>5,592</b>	<b>3,930</b>	<b>4,801</b>
Actuarial gains/losses from defined benefit obligations and similar obligations	-6	0	0	0
Deferred taxes	0	0	0	0
<b>Items that may be reclassified subsequently to profit or loss</b>	<b>-6</b>	<b>0</b>	<b>0</b>	<b>0</b>
Changes in the fair value of financial instruments used for hedging purposes recognized under equity	0	356	0	0
Adjustment items for currency translation of foreign subsidiaries and currency changes	575	65	454	-50
Exchange differences on net investments in subsidiaries	4	-264	1	2
Deferred taxes	-85	-88	-76	30
<b>Items that will not be reclassified to profit or loss</b>	<b>494</b>	<b>69</b>	<b>379</b>	<b>-18</b>
<b>Valuation gains/losses recognized directly in equity</b>	<b>488</b>	<b>69</b>	<b>379</b>	<b>-18</b>
<b>Total income and expense and valuation in gains/losses recognized directly in equity</b>	<b>8,131</b>	<b>5,661</b>	<b>4,309</b>	<b>4,783</b>

## Consolidated Balance Sheet

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

<b>Assets</b>	Sep 30, 2014	Dec 31, 2013
	€	€
<b>Non-current assets</b>		
Property, plant and equipment	32,493,348	35,211,085
Goodwill	42,312,485	42,311,998
Intangible assets	6,439,291	7,745,811
Trade receivables	1,629,129	1,846,066
Tax receivables	90,109	133,136
Other assets	261,797	343,984
Deferred tax assets	4,123,878	4,265,351
<b>Total non-current assets</b>	<b>87,350,037</b>	<b>91,857,431</b>
<b>Current assets</b>		
Inventories	39,339,063	34,268,213
Trade receivables	39,016,974	39,651,577
Tax receivables	3,135,432	1,305,868
Other assets	3,711,853	3,374,816
Cash and cash equivalents	10,330,880	3,762,699
<b>Total current assets</b>	<b>95,534,202</b>	<b>82,363,173</b>
<b>Total assets</b>	<b>182,884,239</b>	<b>174,220,604</b>

<b>Equity and liabilities</b>	Sep 30, 2014	Dec 31, 2013
	€	€
<b>Equity</b>		
Subscribed capital	40,000,000	40,000,000
<i>thereof contingent capital</i>	<i>8,000,000</i>	<i>8,000,000</i>
Capital reserves	36,463,441	36,463,441
Treasury shares	-417,067	-417,067
Other reserves and currency translation effects	-2,206,790	-2,694,456
Profit carried forward	5,556,220	3,274,210
Consolidated profit for the period	7,643,245	11,198,690
	<b>87,039,049</b>	<b>87,824,818</b>
<b>Non-current liabilities</b>		
Finance leasing	2,889,949	3,512,258
Provisions for pensions	8,329,688	8,328,412
Trade payables	7,917	36,695
Other non-current provisions	3,802,443	4,072,937
Other non-current liabilities	1,905,236	1,886,325
Deferred revenue	783,156	728,398
Deferred tax liabilities	3,189,604	3,127,569
<b>Total non-current liabilities</b>	<b>20,907,993</b>	<b>21,692,594</b>
<b>Current liabilities</b>		
Interest-bearing loans	5,245,860	1,020,049
Finance leasing	1,586,349	2,119,851
Prepayments on orders	4,817,429	3,449,572
Trade payables	9,832,967	8,735,923
Other liabilities for taxes and levies	3,663,913	4,600,688
Other liabilities for social security	811,265	1,014,434
Tax liabilities	3,440,757	1,284,271
Other current liabilities	25,559,774	22,946,565
Other current provisions	13,079,506	12,606,005
Deferred revenue	6,899,377	6,925,834
<b>Total current liabilities</b>	<b>74,937,197</b>	<b>64,703,192</b>
<b>Total equity and liabilities</b>	<b>182,884,239</b>	<b>174,220,604</b>

## Consolidated Cash Flow Statement

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

	Jan 1 to Sep 30, 2014	Jan 1 to Sep 30, 2013
	€k	€k
<b>EBT</b>	<b>11,244</b>	<b>7,990</b>
<i>Adjustments to reconcile profit before tax to net cash flows not affecting cash:</i>		
Amortization, depreciation and impairment of non-current assets	7,530	7,356
Gain/loss from disposals of non-current assets	42	-56
Other gains/losses	-787	-1,502
Interest income	-302	-149
Interest expenses	851	1,104
Movements in provisions	54	-566
<i>Changes in net working capital:</i>		
Increase/decrease in trade receivables	1,605	4,408
Increase/decrease in inventories	-4,154	-1,746
Increase/decrease in trade payables	915	1,455
Changes in other net working capital	4,106	-1,855
Income tax paid	-4,090	-4,109
<b>Cash inflow from operating activities (net cash flow)</b>	<b>17,014</b>	<b>12,330</b>
Purchase of property, plant and equipment (without finance leasing)	-3,212	-4,299
Proceeds from sale of property, plant and equipment	171	254
<b>Cash outflow from investment activities</b>	<b>-3,041</b>	<b>-4,045</b>
Assumption of long-term loans	0	3,011
Dividends paid	-8,917	-8,081
Stock buy-backs	0	-171
Interest received	47	77
Interest paid	-775	-903
Assumption/repayment of liabilities from finance leases	-1,596	-1,929
<b>Net cash flows used in financing activities</b>	<b>-11,241</b>	<b>-7,996</b>
<b>Net increase/decrease in cash and cash equivalents</b>	<b>2,732</b>	<b>289</b>
<b>Net foreign exchange differences in cash and cash equivalents</b>	<b>-390</b>	<b>-39</b>
<b>Cash and cash equivalents at January 1</b>	<b>2,743</b>	<b>3,529</b>
<b>Cash and cash equivalents at September 30</b>	<b>5,085</b>	<b>3,779</b>
<b>Composition of cash and cash equivalents for cash flow purposes:</b>		
<b>Cash and cash equivalents</b>	<b>10,331</b>	<b>4,009</b>
<b>Current bank liabilities</b>	<b>-5,246</b>	<b>-230</b>
<b>Cash and cash equivalents at September 30</b>	<b>5,085</b>	<b>3,779</b>



## Statement of Changes in Consolidated Equity

The notes to the consolidated statements form an integral part of the consolidated financial statements. Rounding differences are possible.

€k	Number of shares in units	Subscribed capital	Capital reserve	Treasury shares	Other reserves	Exchange effects	Profit carried forward	Total
<b>As of January 1, 2013</b>	<b>13,944,736</b>	<b>40,000</b>	<b>36,464</b>	<b>-431</b>	<b>-3,004</b>	<b>61</b>	<b>11,354</b>	<b>84,444</b>
Income and expenses recognized directly in equity					89	65		154
Taxes on transactions recognized directly in equity					-88			-88
Purchase of own shares	-12,424			14				14
Dividends							-8,081	-8,081
Consolidated earnings for the period							5,592	5,592
<b>As of September 30, 2013</b>	<b>13,932,312</b>	<b>40,000</b>	<b>36,464</b>	<b>-417</b>	<b>-3,003</b>	<b>126</b>	<b>8,865</b>	<b>82,035</b>
<b>As of January 1, 2014</b>	<b>13,932,312</b>	<b>40,000</b>	<b>36,464</b>	<b>-417</b>	<b>-2,876</b>	<b>181</b>	<b>14,473</b>	<b>87,825</b>
Income and expenses recognized directly in equity					-2	575		573
Taxes on transactions recognized directly in equity					-85			-85
Purchase of own shares								0
Dividends							-8,917	-8,917
Consolidated earnings for the period							7,643	7,643
<b>As of September 30, 2014</b>	<b>13,932,312</b>	<b>40,000</b>	<b>36,464</b>	<b>-417</b>	<b>-2,963</b>	<b>756</b>	<b>13,199</b>	<b>87,039</b>





Notes to the interim condensed consolidated financial statements



## Notes to the Interim Condensed Consolidated Financial Statements of WashTec AG (IFRS) for the period January 1 to September 30, 2014

### 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 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 (€m) or thousands of euro (€k).

#### 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, 2013, except for the tax calculation. The tax calculation for condensed interim financial statements is done by multiplying the result with the anticipated applicable annual tax rate.

The consolidated financial statements are prepared in euro. Amounts are rounded-off to the nearest euro or are shown in millions of euro (€m) or thousands of euro (€k).

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

Standards/ Inter- pretations	Descriptive heading	Key content	EU adoption	Mandatory application for WashTec fiscal years beginning
IFRS 10, IFRS 12 and IAS 27	Amendment of IFRS 10, IFRS 12 and IAS 27: Investment Entities	The amendments define across standards when a corporate entity is an investment entity and how its own investments must be presented.	yes	January 2014
IAS 36	Amendment of IAS 36: Recoverable Amount Disclosures for non-financial assets	The duty for disclosing the recoverable amount will be exempted, if no impairment was required.	yes	January 2014
IAS 39	Amendment of IAS 39: Novation of Derivatives and Continuation of Hedge Accounting	Amendment provides that under certain conditions, the novation of a hedge does not necessarily lead to a termination.	yes	January 2014
IFRS 10	Consolidated Financial Statements	IFRS 10 supersedes the previous consolidation rules of IAS 27 as well as SIC-12. In the future, the control over another company will be the single permissible requirement for the consolidation.	yes	January 2014
IFRS 11	Joint Arrangements	IFRS 11 replaces IAS 31 and SIC-13 and governs the accounting for situations in which a company exercises joint management over a joint venture, assets or a joint operation.	yes	January 2014
IFRS 12	Disclosure of Interests in Other Entities	IFRS 12 governs the disclosure duties for all forms of ownership interest such as subsidiaries, joint ventures and associated enterprises as well as non-consolidated corporate shares.	yes	January 2014
IAS 27	New version of IAS 27: Separate Financial Statements	Due to the enactment of IFRS 10 and IFRS 12, IAS 27 will in the future contain only the provisions on the accounting related to subsidiaries, joint ventures and associated companies in the separate financial statements.	yes	January 2014



Standards/ Inter- pretations	Descriptive heading	Key content	EU adoption	Mandatory application for WashTec fiscal years beginning
IAS 28	Revision of IAS 28: Investments in Associates and Joint Ventures	Due to the enactment of IFRS 11 and IFRS 12, IAS 28 will in the future also contain accounting rules for joint ventures, which must be consolidated according to the equity method; the application of proportionate consolidation is no longer permitted.	yes	January 2014
IFRIC 21	Levies	Guideline for the levy of government imposed fees.	yes	January 2014
IAS 32	Financial Instruments: Presentation – Offsetting Financial Assets and Financial Liabilities	Elimination of inconsistencies in the implementation of offsetting financial assets and financial liabilities.	yes	January 2014
IFRS 10–12	Amendments to IFRS 10–12: Transitional Guidance	The amendments contain clarifications and simplifications in the event of an early adoption of IFRS 10–12 (including, inter alia, waiving prior year comparative information).	yes	January 2014
IFRS 15	IFRS 15 Revenue from Contracts with Customers	Objective is to establish principle-based guidelines on revenue recognition. Standard should replace IAS 11, IAS 18, IFRIC 13, IFRIC 15, IFRIC 18, and SIC-31	Q2 2015	January 2017
IFRS 9	IFRS 9 Financial Instruments	Impairment of financial instruments and changes to the classification and measurement requirements for financial assets	postponed	January 2018

### 3. Segment reporting

Jan to Sep 2014 in €k	Core Europe	Eastern Europe	North America	Asia/ Pacific	Consoli- dation	Group
<b>Revenues</b>	<b>178,726</b>	<b>7,700</b>	<b>31,380</b>	<b>8,168</b>	<b>-9,817</b>	<b>216,157</b>
thereof with third parties	169,139	7,692	31,276	8,169	-120	216,157
thereof with other segments	9,587	8	104	-1	-9,698	0
<b>Operating result</b>	<b>11,672</b>	<b>-122</b>	<b>396</b>	<b>-117</b>	<b>-34</b>	<b>11,793</b>
Financial income						302
Financial expenses						-851
<b>Results from ordinary business activities</b>						<b>11,244</b>
Income tax expense						-3,601
<b>Consolidated result</b>						<b>7,643</b>

Jan to Sep 2013 in €k	Core Europe	Eastern Europe	North America	Asia/ Pacific	Consoli- dation	Group
<b>Revenues</b>	<b>176,508</b>	<b>10,108</b>	<b>34,670</b>	<b>8,694</b>	<b>-11,659</b>	<b>218,321</b>
thereof with third parties	165,748	10,071	34,265	8,694	-457	218,321
thereof with other segments	10,760	37	405	0	-11,202	0
<b>Operating result</b>	<b>8,277</b>	<b>485</b>	<b>620</b>	<b>-407</b>	<b>-30</b>	<b>8,945</b>
Financial income						149
Financial expenses						-1,104
<b>Results from ordinary business activities</b>						<b>7,990</b>
Income tax expense						-2,398
<b>Consolidated result</b>						<b>5,592</b>

#### 4. Equity Capital

The subscribed capital of WashTec AG on September 30, 2014 equaled € 40,000k. 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 13,932,312.

#### 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.

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

In €k	Measurement category under IAS 39	Carrying value Sep 30, 2014	Balance sheet valuation under IAS 39			Balance sheet valuation under IAS 17	Fair Value Sep 30, 2014	IFRS 13 Level
			Amortized cost	Fair Value in equity	Fair Value through profit and loss			
<b>Assets</b>								
Cash and cash equivalents	LaR	10,331	10,331	–	–	–	10,331	2
Trade receivables	LaR	40,646	40,646	–	–	–	40,646	
Other financial assets	LaR	805	805	–	–	–	805	2
<b>Liabilities</b>								
Trade payables	FLAC	9,841	9,841	–	–	–	9,841	
Interest bearing-loans	FLAC	5,246	5,246	–	–	–	5,246	2
Other financial liabilities	FLAC	14,390	14,390	–	–	–	14,390	2
Finance lease liabilities	n.a.	4,476	–	–	–	4,476	4,476	2
Derivative financial liabilities	FvthP/L	949	–	–	949	–	949	2
Aggregated presentation per IAS 39 measurement categories								
Loans and Receivables (LaR)			51,782	–	–			
Financial Liabilities Measured at Amortised Cost (FLAC)			29,477	–	–			
Fair Value Through Profit/Loss (FVthP/L)			949	–	–			

In €k	Measurement category under IAS 39	Carrying value Dec 31, 2013	Balance sheet valuation under IAS 39			Balance sheet valuation under IAS 17	Fair Value Dec 31, 2013	IFRS 13 Level
			Amortized cost	Fair Value in equity	Fair Value through profit and loss			
<b>Assets</b>								
Cash and cash equivalents	LaR	3,763	3,763	–	–	–	3,763	2
Trade receivables	LaR	41,498	41,498	–	–	–	41,498	
Other financial assets	LaR	1,103	1,103	–	–	–	1,103	2
<b>Liabilities</b>								
Trade payables	FLAC	8,773	8,773	–	–	–	8,773	
Interest bearing-loans	FLAC	1,020	1,020	–	–	–	1,020	2
Other financial liabilities	FLAC	11,806	11,806	–	–	–	11,806	2
Finance lease liabilities	n.a.	5,632	–	–	–	5,632	5,632	2
Derivative financial liabilities	FvthP/L	943	–	–	943	–	943	2
Aggregated presentation per IAS 39 measurement categories								
Loans and Receivables (LaR)			46,363	–	–			
Financial Liabilities Measured at Amortised Cost (FLAC)			21,599	–	–			
Fair Value Through Profit/Loss (FVthP/L)			943	–	–			



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

in €k	Sep 30, 2014	Dec 31, 2013
Long-term	334	484
Short-term	615	459
<b>Total</b>	<b>949</b>	<b>943</b>

The fair value of the receivables and trade payables, of cash and cash equivalents, and of other financial assets and 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. Interest rate swaps are measured at fair value using the anticipated interest rates under recognizable yield curves.

## 6. Contingent liabilities and other financial obligations

Compared to December 31, 2013, contingent liabilities and other financial obligations have remained mostly unchanged.

## 7. Information about related party transactions

No significant transactions with related parties occurred during the reporting period.

## 8. Notes after the balance sheet date

There were no significant events after the balance sheet date.

#### Contact

WashTec AG  
Argonstrasse 7  
86153 Augsburg  
Germany

Telephone +49 821 5584-0  
Telefax +49 821 5584-1135  
www.washtec.de  
washtec@washtec.de

#### Financial Calendar

November 24–26, 2014	Analysts Conference/Eigenkapitalforum (Frankfurt a. M.)
March, 2015	Annual report 2014
May, 2015	1Q/15 report
May, 2015	Annual general meeting 2015
August, 2015	1H/15 report
November, 2015	3Q/15 report

# Q3 2014