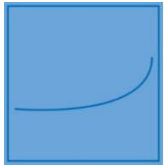
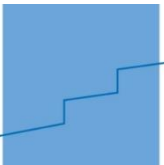




Conference Call October 27, 2017



# Highlights Q3 2017

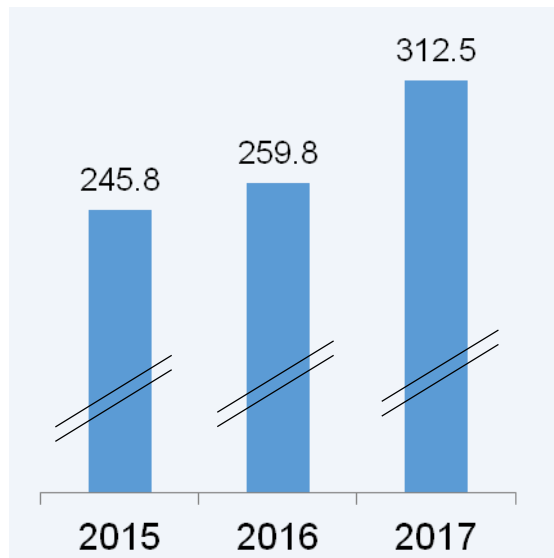


- Fair Amsterdam for tunnels including tunnel roadshow
- Category Award winner at “Production of the year”
- Centralization of sales & service back offices in GER
- Successful SAP roll-out in US/ Canada
- Market cap > € 1 billion

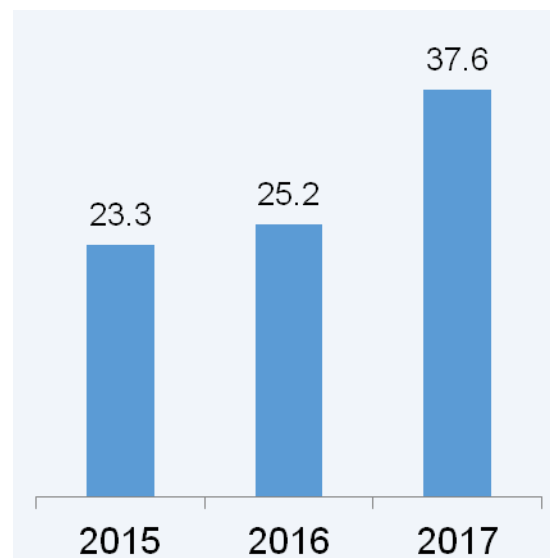


# Per September revenue +20.3% and EBIT +49.2%

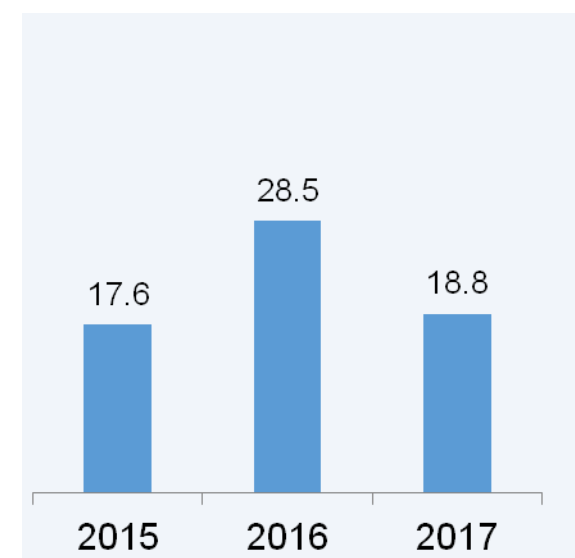
Revenue (in €m)



EBIT (in €m)



Net Cashflow (in €m)



## Comments:




- All customer groups develop positively
- Yoy revenue growth Q1-Q3 2017 20.3% and Q3 2017 of 13.2%
- EBIT ratio @ 12.0%
- CF adjusted by tax payments etc. +3%



# All products contribute to revenue growth

in €m

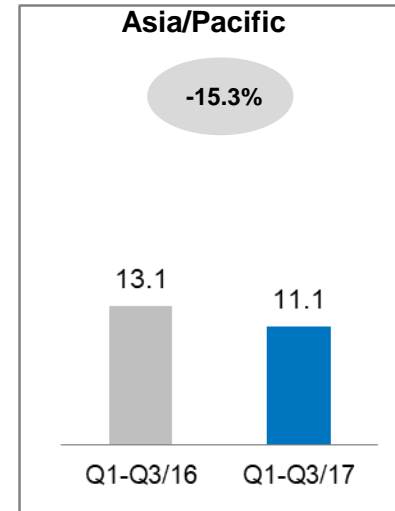
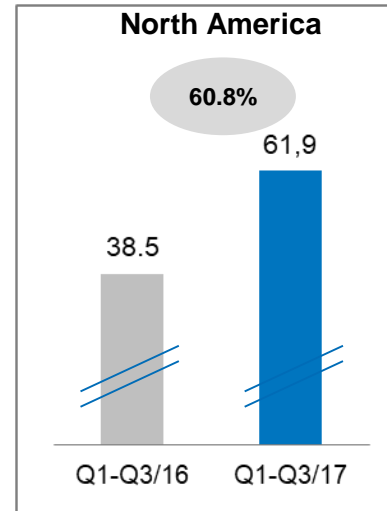
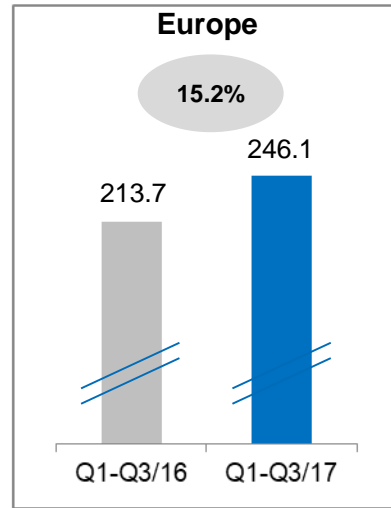
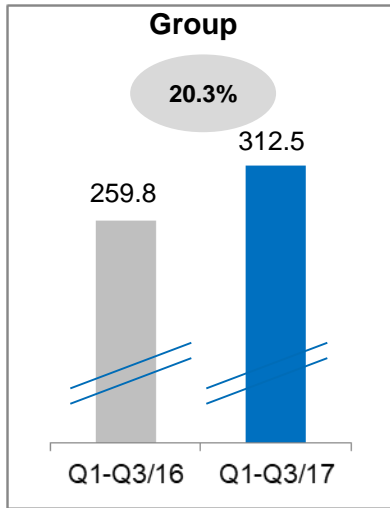
Rounding differences possible

		Q1-Q3 2017	Q1-Q3 2016	Change	in %
Equipment & Service		268.8	220.2	+48.6	+22.1
Chemicals		33.5	29.8	+3.7	+12.4
Operations & other		10.2	9.8	+0.4	+4.1
<b>Total</b>		<b>312.5</b>	<b>259.8</b>	<b>+52.7</b>	<b>+20.3</b>

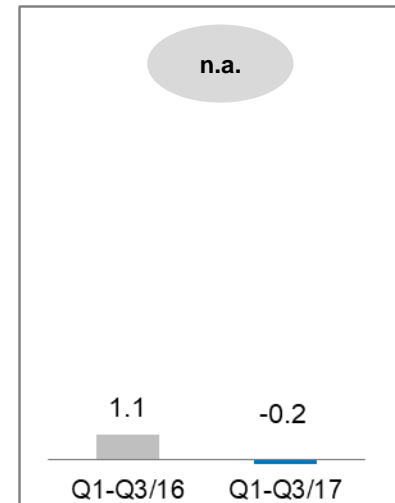
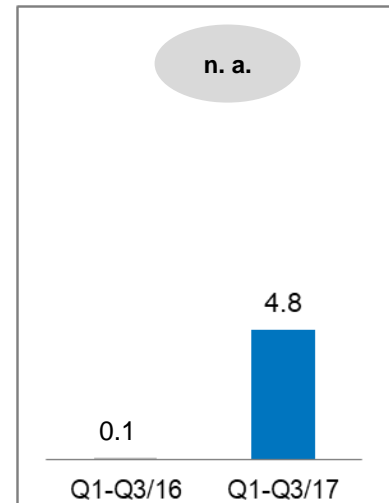
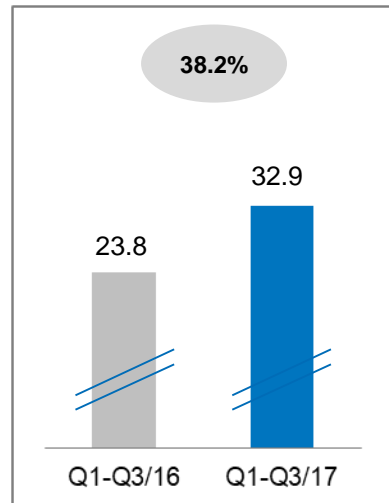
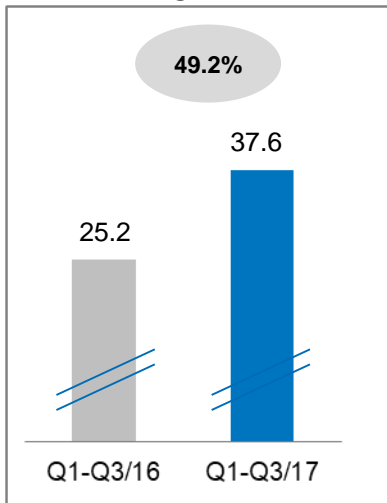


# EU and North America drive growth, Asia/Pacific catching up in Q3

## Revenue in €m



## EBIT in €m



Rounding differences possible, consolidation effects not included





# EPS improved by 50.8%

in €m	Q1-Q3 2017	Q1-Q3 2016
<b>Revenue</b>	<b>312.5</b>	<b>259.8</b>
<b>Gross margin</b>	<b>180,0 (57.6%)</b>	<b>156.0 [60.0%]</b>
Personnal expenses	(97.7) [31.3%]	(90.1) [34.7%]
Other operating expenses	(42.7) [ 13.7%]	(38.7) [14.9%]
<b>EBITDA</b>	<b>44.9</b>	<b>32.0</b>
Depreciation	(7.3)	(6.8)
<b>EBIT</b>	<b>37.6 [12.0%]</b>	<b>25.2 [9.7%]</b>
Financial result	(0.4)	(0.2)
<b>EBT</b>	<b>37.2</b>	<b>25.0</b>
Tax expenses	(11.0)	(7.6)
<b>Net profit</b>	<b>26.2</b>	<b>17.4</b>
<b>EPS</b>	<b>1.96</b>	<b>1.30</b>

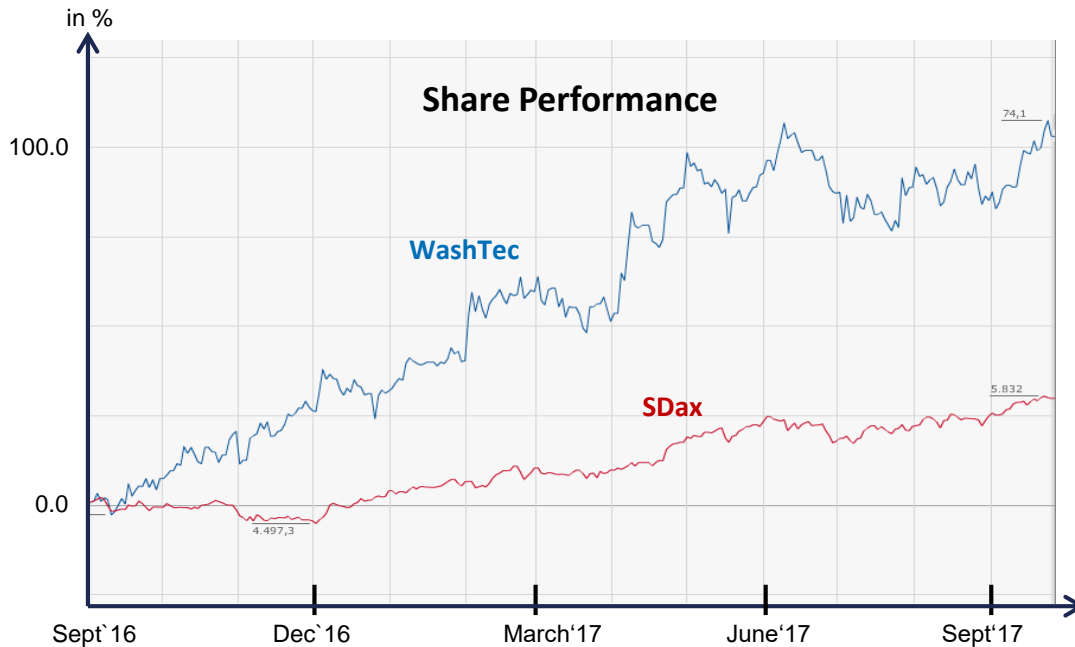


# Solid Balance sheet structures

	Sept. 30, 2017	Dec. 31, 2016
in €m		
Balance sheet total	236.7	218.1
Goodwill	42.3	42.3
Equity	83.9	87.4
Net financial debt	23.3	4.5
Net Cashflow	18.8	39.9
Net working capital	97.7	91.5
Cash outflow from investing activities	7.7	19.1
Free Cashflow	11.0	20.8



# Market capitalization exceeded € 1 billion



Trade Volume (Xetra)			
	September		
Period	2017	2016	2015
pcs (Jan-Sept)	3,359,808	2,358,728	2,228,922
in T€	21,233.6	7,104.3	3,703.6
T€ per day in average	1,011.1	322.9	168.3

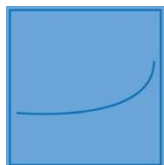
## Comments:

- WashTec share performance in Q1-Q3 2017 +50.10% compared to +25.11% SDAX index
- All time high in October 2017
- Quarterly reporting adapted to quarterly statements
- Voting right notifications mainly reflect change in administration / no major changes in shareholder structure





# Guidance unchanged



	Annual report 2016	Q1 2017	H1 2017	Q3 2017
Revenue	> 6% growth	>10% growth >€410m	>10% growth >€420m	>10% growth >€420m
EBIT Ratio	> 11.8%	>12%	>12%	>12%
Cash flow vs PY	Improved	Improved	Improved	Improved
Segments	All  Substantial increase in revenue and earnings	All  Substantial increase in revenue and earnings	EUR/NA Substantial increase in revenue and earnings  APAC Revenue stable earnings below PY	EUR/NA Substantial increase in revenue and earnings  APAC Revenue stable earnings below PY



# Financial calendar

November 21-22, 2017

Equity Capital Forum, Frankfurt

March 21, 2018

Publication of Annual Report

April 30, 2018

Publication of Q1 Report

April 30, 2018

Annual General Meeting, Augsburg



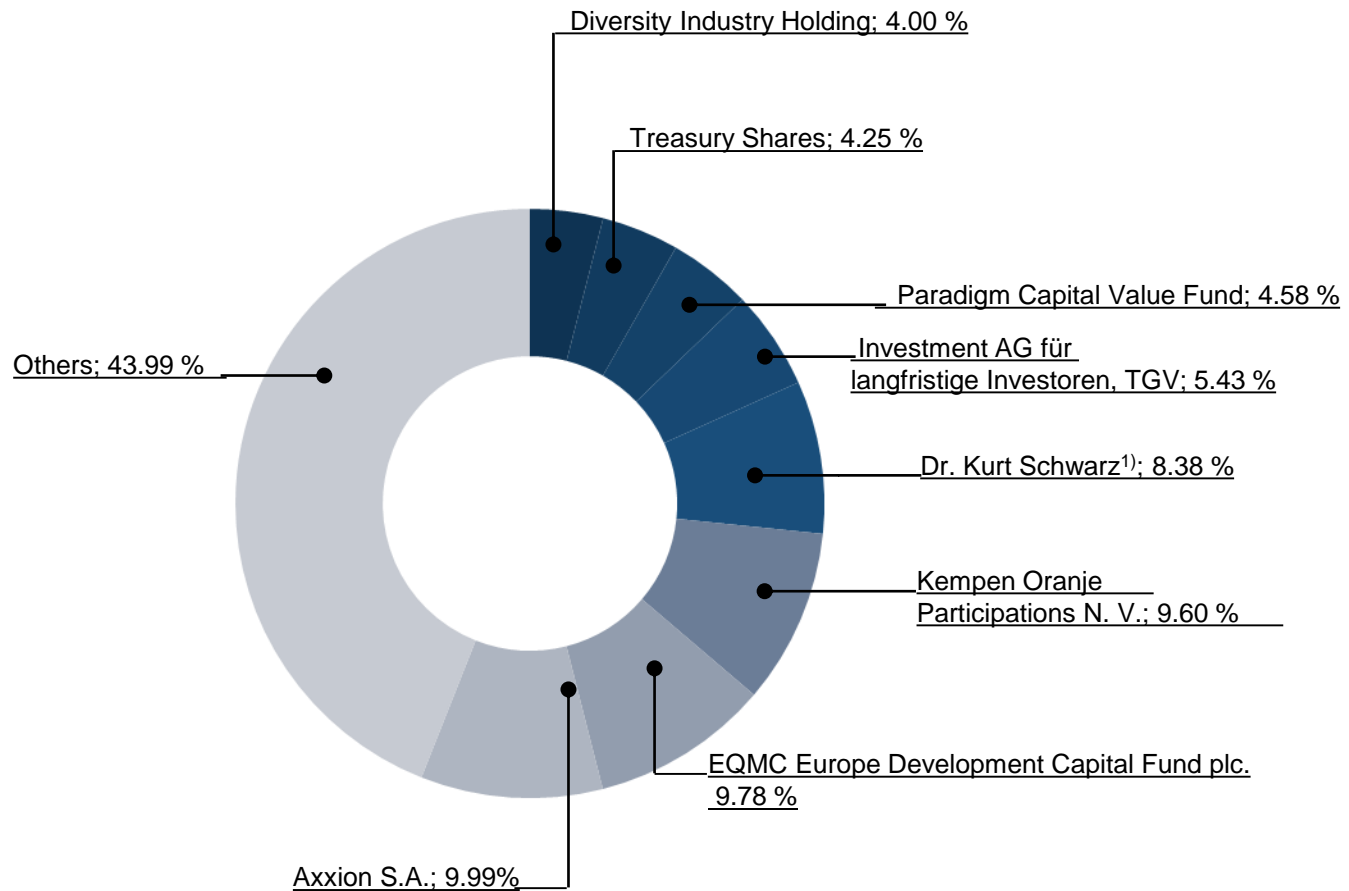
Thank you for your questions



Build with passion



# Backup: the shareholders



Source: Notifications pursuant to WpHG

1) Leifina GmbH & Co. KG et al.



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