



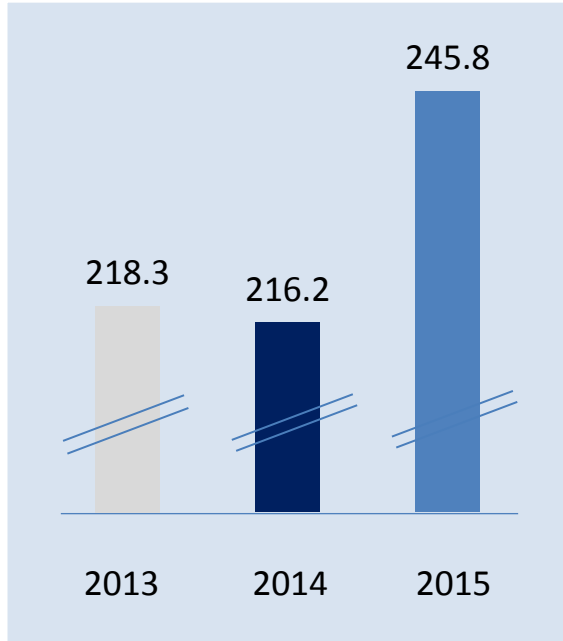
WASHTEC AG
Q1-Q3 2015 Report

Conference Call

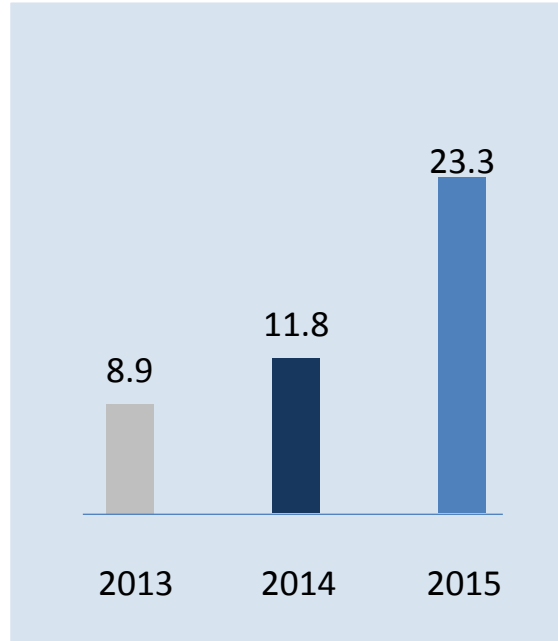
WashTec AG Q1-Q3 2015 Report,
Conference Call October 30, 2015



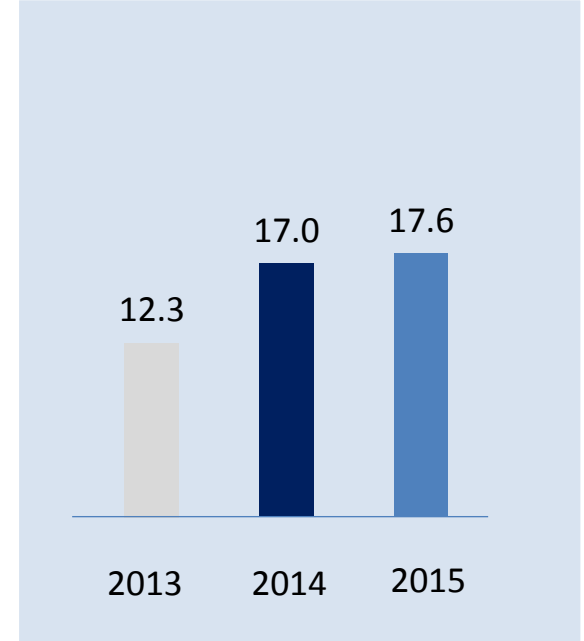
Revenues (in €m): + 13,7% incl. FX



EBIT (in €m): more than doubled



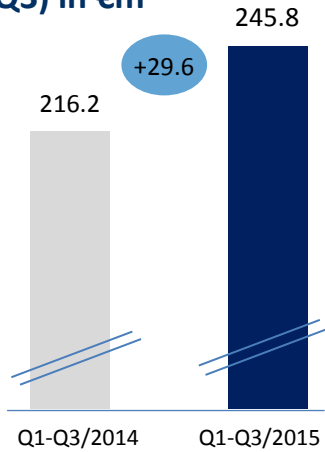
Net Cash Flow (in €m)



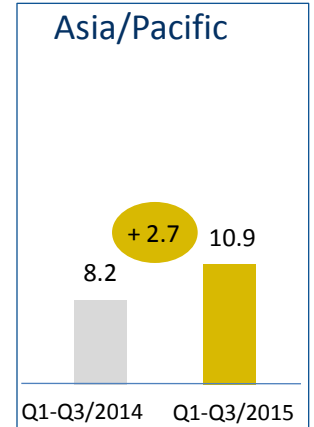
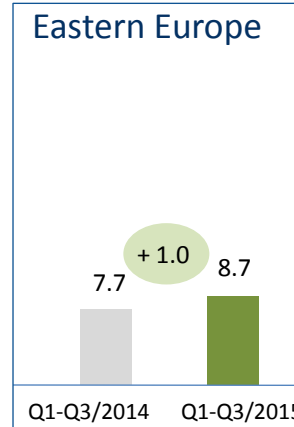
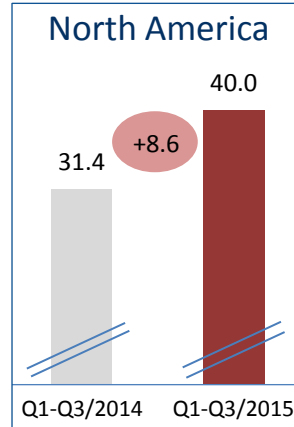
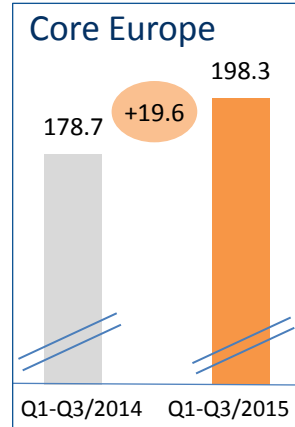
Order backlog still above prior year
 Net Cash Flow includes €5m tax payment because of dividend

Revenues and earnings improved in all segments

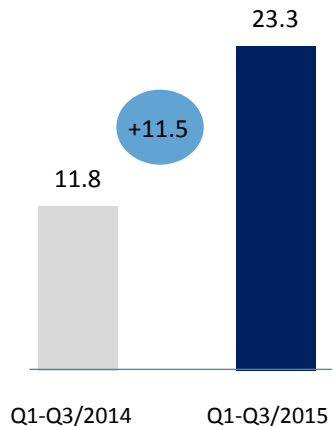
Revenues total (Q1-Q3) in €m



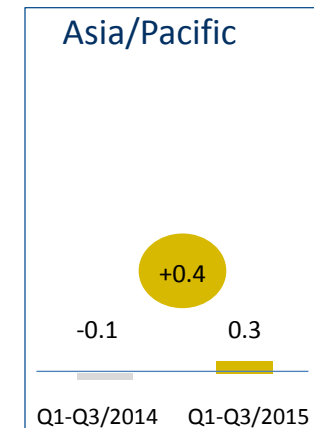
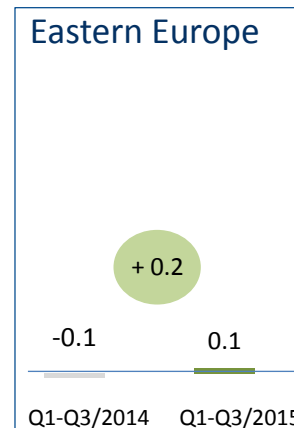
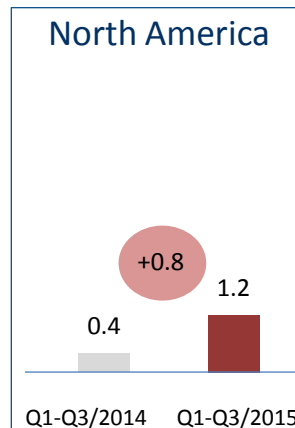
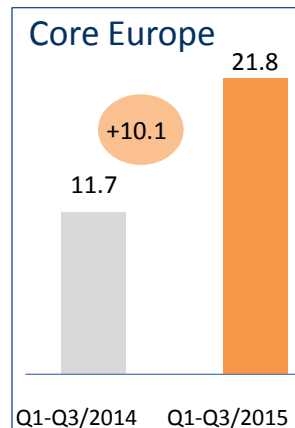
Revenues by segment (Q1-Q3) in €m



EBIT total (Q1-Q3) in €m



EBIT by segment (Q1-Q3) in €m



Rounding differences possible

Higher revenues combined with moderate cost increase lead to further improved EBIT and EPS

	Q1-Q3 2015	Q1-Q3 2014
Revenues	245.8	216.2
Gross margin	148.2 (60.3%)	132.0 (61.1%)
Personnel expenses	83.6 [34.0%]	(81.4) [37.7%]
Other operating expenses	37.7 [15.3%]	(34.6) [16.0%]
EBITDA	30.5	19.3
Depreciation	7.2	(7.5)
EBIT	23.3 [9.5%]	11.8 [5.5%]
Financial Result	(-0.4)	(-0.5)
EBT	22.9	11.2
Tax Expenses	(7.5)	(3.6)
Net income	15.5	7.6
Earnings per share (in €)	1.11	0.55

Rounding differences possible

Still solid balance sheet structure despite share buy back program and high dividend payment

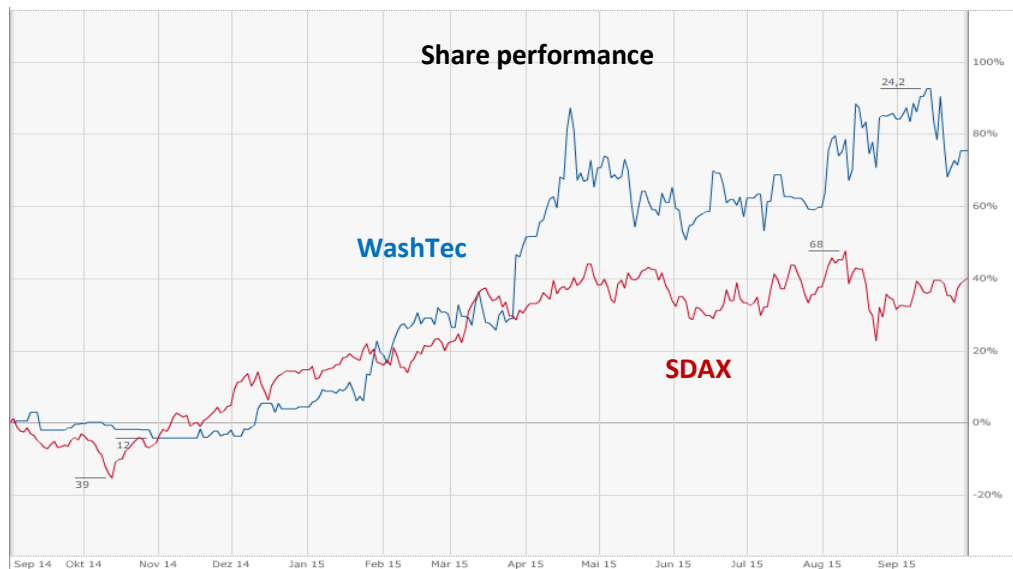
	Sept 30, 2015	Dec 31, 2014
Balance sheet total	191.5	185.8
Goodwill	42.3	42.3
Equity	70.9	90.9
Net finance debt	13.7	-9.8
Net current assets/ working capital	78.1	71.2

	Q1-Q3 2015	Q1-Q3 2014
Net cash flow	17.6	17.0
Cash outflow investments	(3.6)	(3.0)
Free cash flow	14.0	14.0

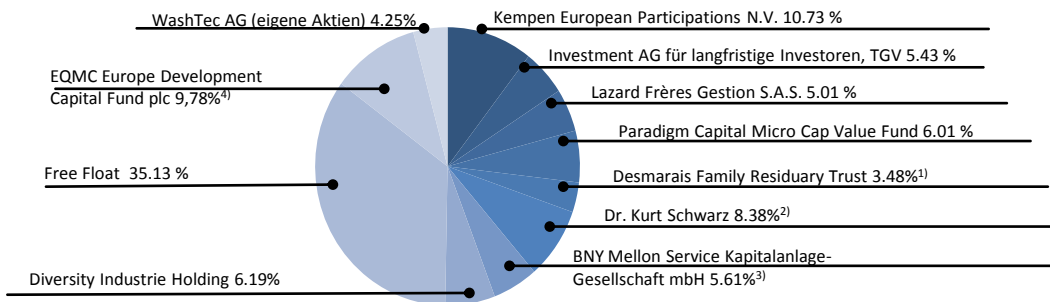
Rounding differences possible

- WashTec Group:** **significant increase in revenues and earnings**
- ytd growth rate not applicable for Q4 2015
 - for full year 2015 revenues increase of app. 10% (adjusted for currency effects >7%)
 - ytd EBIT ratio of 9.5% confirmed for fy 2015
 - share buy back program successful
 - many additional initiatives in sales and service launched
 - 60-80% dividend payment planned
- **Core Europe:** significant increase in revenues and earnings (forecast improved compared to annual report 2014)
 - **Eastern Europe:** - significant increase in revenues and earnings
- segment integrated in Export activities
 - **North America:** - significant increase in revenues and earnings
- improved profitability in Q4 2015 expected
 - **Asia/Pacific:** significant increase in revenues and earnings

WashTec share already 9% higher than price of share buy back program



Analyst Coverage		
Analyst (+ Date)	Recommendation	Target Price (€)
Hauck & Aufhäuser (08/15)	Buy	28.00
HSBC (08/15)	Buy	25.00
MM Warburg (10/15)	Buy	26.20



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

Source: Notifications pursuant to WpHG

Trade Volume (Xetra)		
Period	Volume (pcs.)	
	2015	2014
Jan.- Sept.	2,228,922	634,500
SDAX-Ranking	Turnover	
Sept.	116	133

What makes WashTec different?

- Easy to understand business model
- Only stock listed carwash provider
- > 2* bigger than next competitor
- Largest installed machine base
- High share of recurring revenues
- Solid balance sheet structures
- Attractive dividend policy
- Further growth potential

... and therefore we are convinced to be an attractive investment

October 30, 2015 Q1-Q3/15 Report

November 4, 2015 Roadshow Frankfurt

November 23 -25, 2015 Equity Forum

March 31, 2016 Annual Report

May 11, 2016 Annual General Meeting



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