

Media information

BWT discloses preliminary results FY 2012 Sales exceeding 500 million Euro

BWT AG

Ralf Burchert, Corporate Communications
Walter-Simmer-Straße 4
A-5310 Mondsee
Phone +43 (0) 6232 5011-1113
Fax +43 (0) 6232 5011-1109
ralf.burchert@bwt-group.com
www.bwt-group.com

- **Revenues +4.9% to €502.3 million**
- **EBIT +2.3% to €22.2 million**
- **Net result +4.7% to €14.4 million**
- **Dividend proposed at €0.28 (unchanged)**

Mondsee, February 21, 2013. BWT Group met the target plan in 2012, for the first time achieving more than €500 million in sales in the financial year. At €502.3 million, the previous year's figure was improved by €23.4 million, or 4.9%. BWT generated above average growth with its Point of Use products: €41.8 million signifies an increase in revenues of 20% as against the previous year and 8.3% (previous year: 7.3%) of revenues.

Due to further increases in expenses for the brand building of "BWT" and extensive measures for the launch and build-up of the Point of Use business, the Group income has advanced only slightly. EBITDA grew by 4.3% to €40.8 million, EBIT added 2.3% from €21.7 to €22.2 million and net earnings before minorities inched up 4.7% to 14.4 million. In addition, the lower number of outstanding shares, among other factors, led to higher earnings per share by 7.6% from 0.80 € in the previous year to 0.87 € in 2012.

Despite high capital expenditure, the balance sheet remained sound: Gearing, net financial debt to equity capital, increased only slightly to close to €37 million, from 10.5% to 13.7% as at

Media information

31.12.2012 despite heavy investments into fixed assets of close to €37 million. The number of employees rose from 2,689 to 2,726 persons.

The Management Board plans to propose the upcoming Annual General Meeting an unchanged payment of dividend of € 0.28 per share.

Outlook

The measures geared towards building up the brand BWT with the claim „For You and Planet Blue“ as the leading water brand and associated investments required for the Point of Use product segment in particular will be continued according to plan in 2013. As a result of further increases in advertising expenses, depreciation of fixed assets and financing costs, no growth in earnings can be expected despite higher revenues.

Approved for public release

About BWT

The Best Water Technology Group was formed in 1990 and is today Europe's leading water technology company. The goal of our 2,800 employees is to provide private, industrial, business, hotel and municipal customers with innovative, economical and ecological technologies that deliver maximum safety, hygiene and health in their daily contact with water, the elixir of life. BWT offers state-of-the-art water treatment technologies and services for drinking water, pharma water, process water, heating water, boiler water, cooling water and water for air-conditioning systems as well as swimming pool water. Employees in Research & Development work on new processes and materials using state-of-the-art methods to target the development of ecological and at the same time economical products. Thereby the reduction of

BWT AG

Ralf Burchert, Corporate Communications
Walter-Simmer-Straße 4
A-5310 Mondsee
Phone +43 (0) 6232 5011-1113
Fax +43 (0) 6232 5011-1109
ralf.burchert@bwt-group.com
www.bwt-group.com

Media information

energy consumption of products and the consequent minimisation of CO₂ emissions is a key issue. For more information please visit www.bwt-group.com.

BWT AG

Ralf Burchert, Corporate Communications
Walter-Simmer-Straße 4
A-5310 Mondsee
Phone +43 (0) 6232 5011-1113
Fax +43 (0) 6232 5011-1109
ralf.burchert@bwt-group.com
www.bwt-group.com