

Media information

BWT – first quarter 2012 results

BWT started into 2012 reporting higher revenues and earnings

BWT AG

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- Revenues: € 119.1 million (+3.0%)
- EBIT € 6.7 million (+7.6%)
- Net result € 4.3 million (+19.6%)
- Outlook: Annual revenues should exceed € 500 million for the first time, stable net result

Mondsee, May 11th, 2012. „The Mg²⁺ technology more and more turns out to be a growth driver for BWT and our promotional activities increasingly raise awareness for BWT – For You and Planet Blue with end consumers“, says Andreas Weissenbacher, CEO of BWT about the first quarter 2012.

In the period from January to March, BWT Group's consolidated revenues rose from €115.6 million by 3.0% to €119.1 million. With the same Group structure (following disposal of zeta in April 2011), revenues growth would have amounted to 6.3% in the 1st quarter. The Point of Use business comprising the Mg²⁺ table water filters and the professional filters for customers in gastronomy/catering and vending experienced above-average growth of 26.4%, thus accounting for 8.7% of consolidated revenues.

EBIT rose from €6.2 million to €6.7 million and thus amounted to 5.6% of the revenues. The Group's consolidated net earnings after minority interests totalled €4.3 million compared with €3.6

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million the previous year, thus improving from 2011 by 19.6%. Earnings per share were €0.26, against €0.21 in the same period of last year.

Net debt of the BWT Group fell by €5.6 million to €23.8 million against the end of March of the previous year. Gearing improved from 18% in the previous year to 14% this year. As of 31 March 2012, the consolidated balance sheet of the BWT Group showed an equity ratio of 48% compared with 47% in the previous year.

Outlook

Andreas Weißenbacher: „We are proceeding according to plan with our capital expenditure programme at our company site in Austria. For the financial year 2012, we expect sales exceeding € 500 million after € 479 millionen in 2011, increased marketing expenses and ongoing investment into the Point of Use business will barely allow for growth in net income following € 14 million achieved last year.“

The First Quarter 2012 Report is available on our Homepage www.bwt-group.com in section „Investor“.

Approved for public release

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About BWT

The Best Water Technology Group was formed in 1990 and is today Europe's leading water technology company. The goal of our 2,700 employees in 70 subsidiaries and associates 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 energy consumption of products and the consequent minimisation of CO₂ emissions is a key issue. For more information please visit www.bwt-group.com.

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