

## Media information

### BWT - annual results 2011

### **BWT bets on globally patented revolutionary Mg<sup>2+</sup> technology investing € 75 million**

#### **BWT AG**

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- Revenues 2011: € 478.9 million (+3.9%)
- Earnings per share € 0.80 (2010: € 1.32)
- Dividend proposed at € 0.28 per share
- Healthy balance sheet

Mondsee, March 26th, 2012. „The year 2011 was marked by the kickoff of our consumer strategy aiming to position the brand BWT – For You and Planet Blue as *the* water brand with end consumers. Using our strong technologies, our healthy balance sheet and new, state-of-the-art production facilities in the framework of our Mondsee site expansion we have the best possible chances for a successful future“, says Andreas Weissenbacher, CEO of BWT about the year 2011.

In 2011, the BWT Group has grown by 3.9% achieving revenues of € 478.9 million (previous year: € 460.7 million) On a constant consolidation basis, revenue growth was 8.9%. Group EBIT amounted to € 21.7 million (previous year: € 31.5 million). The decline of earnings is mainly due to the investment programme started in 2011, comprising spending for the further expansion of the Point of Use segment as well as costs associated with the launch of the „BWT“ brand. Net attributable income amounted to € 13.6 million compared to € 22.7 million in the year before, as a result, earnings per share amounted to € 0.80 Euro (previous year: € 1.32).

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At the end of 2011, the ratio of equity was 49.0% (after 51.0%) despite high investments and further share buybacks, and gearing (net debt related to equity) increased moderately to 10.5% (previous year: 6.0%). The Management Board will propose the upcoming Annual General Meeting a dividend of € 0.28 per share (previous year: € 0.40).

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## Outlook

The consumer strategy and the launch of the brand „BWT – For You and Planet Blue“ as the leading „water brand“ and the expansion investments for development, production and logistics capacities in the Point of Use-product segment at the site in Mondsee are the preconditions of dynamic growth not only in Point of Use, but also in Point of Entry. Foundation and best precondition are the strong balance sheet of the Group and unique water technologies ranging from households to the pharma and biotech industries. For example, the Mg<sup>2+</sup> technology for best mineralised, good tasting water, or the world’s first anti-arsenic filter as table water filter, the new softener generations AQA perla and Rondomat Duo S and the BWT Septron Biosafe EDI module for highest highly purified water requirements in the pharma and biotech industries. For 2012, we expect higher revenues and increasing advertisement investments while earnings to be almost unchanged.

The Annual Report 2011 and Annual Financial Report are available on our homepage [www.bwt-group.com](http://www.bwt-group.com) under section

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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 2,800 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 CO<sub>2</sub> emissions is a key issue. For more information please visit [www.bwt-group.com](http://www.bwt-group.com).