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## Management Report for the third quarter of 2013

The BWT – Best Water Technology – Group generated consolidated revenues of €385.3 million in the first three quarters of the 2013 financial year. Revenues increased by €5.3 million or 1.4% year on year. Revenues in the third quarter totalled €127.8 million (previous year: €128.3 million). Costs incurred for expansion of the Point of Use business combined with the ongoing weak order situation in the Municipal Plant Engineering product segment in Germany and Austria led to a decline in EBIT of 6.1% to €19.3 million on a cumulative basis and by €0.5 million to €3.2 million in the third quarter. A lower financial result and higher tax rate also impacted consolidated earnings, which stood at €10.8 million as at the end of September 2013 compared with €13.8 million in the previous year. Consolidated earnings of €0.3 million (previous year: €2.4 million) were generated in the third quarter. Capital expenditure totalled €26.4 million (previous year: €28.9 million) in the first three quarters of the year, while the net debt ratio stood at 22.3% (previous year: 18.3%) and the equity ratio 45.7% (previous year: 48.1%).

### BUSINESS PERFORMANCE January to September and the third quarter

As at the end of September, BWT increased its consolidated revenues by 1.4% from €380.0 million to €385.3 million. With a comparable Group structure (a plant engineering company in Ireland was sold in the first quarter), revenues growth would have been 2.4%. There was a slight drop in revenues in the third quarter, falling by 0.4% to €127.8 million (previous year: €128.3 million).

1-9/2013 consolidated revenues: €385.3 million, up 1.4% on the previous year  
Q3: €127.8 million, down 0.4% on the previous year

Revenues in the individual segments developed as follows:

| Segment – revenues in T€ | 1-9 / 2013     | 1-9 / 2012     | + / - %      |
|--------------------------|----------------|----------------|--------------|
| Austria / Germany        | 163,161        | 159,756        | +2.1%        |
| France / Benelux / UK    | 96,420         | 90,157         | +6.9%        |
| Scandinavia              | 39,293         | 43,497         | -9.7%        |
| Italy / Spain            | 23,432         | 23,494         | -0.2%        |
| Switzerland / Others     | 63,002         | 63,122         | -0.2%        |
| <b>BWT Group</b>         | <b>385,308</b> | <b>380,026</b> | <b>+1.4%</b> |

| Segment – revenues in T€ | 3 <sup>rd</sup> quarter / 2013 | 3 <sup>rd</sup> quarter / 2012 | + / - %      |
|--------------------------|--------------------------------|--------------------------------|--------------|
| Austria / Germany        | 54,788                         | 56,132                         | -2.4%        |
| France / Benelux / UK    | 30,743                         | 28,784                         | +6.8%        |
| Scandinavia              | 14,828                         | 13,096                         | +13.2%       |
| Italy / Spain            | 7,658                          | 7,382                          | +3.7%        |
| Switzerland / Others     | 19,735                         | 22,928                         | -13.9%       |
| <b>BWT Group</b>         | <b>127,751</b>                 | <b>128,322</b>                 | <b>-0.4%</b> |

The Austria/Germany segment posted a year-on-year fall in revenues of 2.4% in the third quarter, but the segment was up 2.1% on the previous year on a cumulative basis. Revenues generated by standard devices in the Domestic Technology product segment developed positively, achieving above-average growth of 7.8% between January and September 2013, primarily thanks to the new 'E1' hygiene filter and the 'pearl water' concept. The Point of Use business also grew by more than 23.1%, whereas the Municipal and Industrial Plant Engineering product segments both experienced significant downturns.

Revenues growth of 6.8% in the France/Benelux/UK segment in the third quarter continued to be driven mainly by the Commercial/Industrial Technology segment, but the Point of Use business and Service and Spare Parts business also posted increased revenues.

The cumulative decline in revenues in the Scandinavia segment can be explained by a major contract that has since been completed by the Danish BWT subsidiary. Worthy of particular mention is the positive development achieved by the Standard business in the third quarter which, together with above-average growth rates in the Point of Use business, contributed to a pleasing increase in revenues of 13.2% in the Scandinavia segment.

Despite the ongoing difficult market situation in the region, revenues growth of 3.7% was achieved in the Italy/Spain segment in the third quarter. As a result, cumulative revenues in this segment were only slightly down on the previous year. This development is mainly attributable to the growing Point of Use business.

Revenues in the Switzerland/Others segment fell by 13.9% in the third quarter compared with the previous year. This decline is mainly due to the sale of the Irish BWT subsidiary in the first quarter of 2013 and the Plant Engineering business in Russia and China. This fall in revenues is due to invoicing effects – the order situation is better than in the previous year.

As a result of falling revenues in the Municipal Plant Engineering business, the Point of Entry product segment declined slightly year on year to €268.9 million in the period from January to September and now accounts for 69.8% (previous year: 71.4%) of consolidated revenues. BWT continued to generate strong growth with its Point of Use products – at €36.1 million, this represents an increase in revenues of 16.9% compared with the previous year and a 9.4% (previous year: 8.1%) share of revenues. The Service and Spare Parts business contributed €80.3 million (previous year: €77.8 million) to consolidated revenues. Revenues in this area increased by 3.1%, while its share of total consolidated revenues remained constant year on year at 20.8% (previous year: 20.5%).

As at 30 September 2013, the BWT Group had a slightly smaller order backlog of €86.5 million, compared with €87.2 million as at the same date of the previous year.

## EARNINGS

Jan - Sep EBITDA: €30.6 million,  
down 7.0% on the previous year,  
Q3: €6.8 million (down 20.7%)

Jan - Sep EBIT: €19.3 million,  
down 6.1% on the previous year,  
Q3: €3.2 million (down 14.6%)

Jan - Sep consolidated earnings  
after non-controlling interests:  
€10.8 million, down 21.6%  
on the previous year, Q3:  
€0.3 million (down 89.2%)

Costs incurred for expansion of the Point of Use product area and the weak order situation in the Municipal Plant Engineering product segment, together with restructuring measures that are required in this segment as a result of this, led to a decline in EBIT from €3.7 million to €3.2 million in the third quarter. On a cumulative basis after the first nine months, the BWT Group generated EBIT of €19.3 million, down 6.1% on the previous year (€20.6 million).

Cost of materials including changes in inventories came to 39.7% (previous year: 40.1%) of revenues after the first three quarters, and 41.5% (previous year: 43.0%) in the third quarter.

In both the third quarter and on a cumulative basis after the first nine months, staff costs in the BWT Group increased at a high rate. In total, staff costs amounted to €125.8 million as at the end of September and were therefore up 3.5% on the previous year's figure (€121.5 million). Costs increased by 5.5% in the third quarter, which was mainly due to the higher headcount in the Point of Use and Service businesses and restructuring measures.

Net other operating expenses and income climbed by 4.7% from €24.7 million to €25.8 million in the third quarter. The cumulative rise in costs after nine months was 3.6%,

increasing from €73.4 million to €76.1 million. Cost increases are mainly due to provisions for liability cases, higher advertising expenditure, IT services and temporary external staff.

As a result of lower revenues and the aforementioned increase in expenditure, the BWT Group generated EBITDA of €6.8 million in the third quarter after €8.5 million in the previous year. EBITDA of €30.6 million was generated in the period from January to September, which represents a year-on-year decline of 7.0%. After the first nine months of 2013, the EBITDA margin was 7.9% of revenues, compared with 8.6% in the previous year.

Depreciation of fixed assets amounted to €3.6 million in the third quarter compared with €4.8 million in the previous year. Depreciation fell by €1.0 million on a cumulative basis to €11.2 million. This decline is mainly attributable to a write-down that was recognised on a property in Hungary in the previous year.

EBIT declined by 6.1% from €20.6 million to €19.3 million in the period from January to September 2013. The EBIT margin was 5.0% of revenues, compared with 5.4% in the previous year. EBIT fell by 14.6% from €3.7 million to €3.2 million in the third quarter and the EBIT margin stood at 2.5% (previous year: 2.9%).

EBIT in the individual business segments developed as follows:

| Segment EBIT in T€    | 1-9 / 2013    | 1-9 / 2012    | + / - %      |
|-----------------------|---------------|---------------|--------------|
| Austria / Germany     | -835          | 1,263         | -            |
| France / Benelux / UK | 4,351         | 3,629         | +19.9%       |
| Scandinavia           | 5,559         | 6,279         | -11.5%       |
| Italy / Spain         | 2,085         | 2,152         | -3.1%        |
| Switzerland / Others  | 8,172         | 7,261         | +12.6%       |
| <b>BWT Group</b>      | <b>19,332</b> | <b>20,584</b> | <b>-6.1%</b> |

| Segment EBIT in T€    | 3 <sup>rd</sup> quarter / 2013 | 3 <sup>rd</sup> quarter / 2012 | + / - %       |
|-----------------------|--------------------------------|--------------------------------|---------------|
| Austria / Germany     | -2,794                         | -337                           | -             |
| France / Benelux / UK | 495                            | -235                           | -             |
| Scandinavia           | 2,204                          | 1,887                          | +16.8%        |
| Italy / Spain         | 882                            | 739                            | +19.4%        |
| Switzerland / Others  | 2,376                          | 1,651                          | +43.9%        |
| <b>BWT Group</b>      | <b>3,163</b>                   | <b>3,705</b>                   | <b>-14.6%</b> |

Earnings in the Austria/Germany segment mainly reflected the weak order situation in the Municipal Plant Engineering business. Essential capacity adjustments and restructuring measures were implemented in response to these developments, which meant that segment EBIT fell to €-2.8 million (previous year: €-0.3 million). Furthermore, additional expenses associated with expansion of the 'BWT' brand in the Point of Use business primarily impacted the Austria/Germany segment.

In the France/Benelux/UK segment, the contribution made by the British BWT subsidiary offset declining earnings in Benelux and led to quarterly earnings of €0.5 million overall.

The Scandinavia segment posted a significant rise in EBIT of 16.8% in the third quarter. As at the end of September, lower export revenues from the Danish BWT subsidiary had a negative impact on the earnings situation on a cumulative basis.

The Italy/Spain segment performed well in the third quarter, where cost savings and revenues growth contributed to a 19.4% rise in segment EBIT. As a result, the shortfall in cumulative EBIT compared with the previous year was reduced further in the third quarter.

The rise in EBIT in the Switzerland/Others segment in the third quarter was largely attributable to the absence of a write-down recognised on a Hungarian property in the amount of €0.6 million in the previous year. On a cumulative basis, the Switzerland/Others segment contributed €8.2 million (previous year: €7.3 million) to consolidated EBIT, which is mainly due to the ongoing good earnings situation in Switzerland.

The rise in interest expenses is the result of increased external financing requirements due to ongoing capital expenditure in Austria and Germany. The loss arising from the disposal of the holding in Ireland also negatively impacted the financial result by around €0.4 million.

In the first three quarters of the 2013 financial year, the BWT Group generated earnings before taxes of €17.8 million, down 10% on the previous year's level. The Group's tax rate increased from 29.8% to 38.5% due to tax arrears and value adjustments on deferred taxes. After nine months, net profit for the period after non-controlling interests amounted to €10.8 million, which equates to a decrease of €3 million on the previous year's figure. In the third quarter, consolidated earnings before taxes totalled €2.7 million compared with approximately €3.6 million in the previous year. Higher income taxes also impacted earnings after non-controlling interests. Consolidated earnings of €0.3 million (previous year: €2.4 million) were generated in the third quarter.

Earnings per share came to €0.64 in the first three quarters of the year, compared with €0.82 in the previous year.

Cash flow from operating activities: €12.2 million (previous year: €14.7 million)  
Investment in property, plant and equipment and intangible fixed assets: €24.3 million (previous year: €28.9 million)  
Gearing: 22.3% (previous year: 18.3%)  
Equity ratio: 45.7% (previous year: 48.1%)

## NET ASSETS AND FINANCIAL POSITION

In the first three quarters, the BWT Group generated a cash flow from operating activities of €12.2 million, which represents a year-on-year decline of €2.5 million and was mainly due to the decreasing cash flow from earnings. Changes in working capital remained at the same level as the previous year.

The project to expand production and logistics capacity for the Point of Use business at the Mondsee site continued according to plan in the third quarter. This development and the construction of a new plant for membrane production and pharmaceutical water activities in Germany meant that capital expenditure remained at a high level at €24.3 million (previous year: €28.9 million). Cash flow from investing activities therefore stood at €-24.3 million (previous year: €-24.8 million) in the first nine months of 2013.

Cash flow from financing activities amounted to €11.2 million in the current year compared with €12.3 million in the previous year. This change is mainly due to increased utilisation of bank credit lines. Moreover, €0.4 million was spent on the acquisition of treasury shares in the first nine months of the previous year. As in the previous year, €4.7 million was paid out in dividends to our shareholders as per the resolution of the Annual General Meeting in May.

As at 30 September 2013, the BWT Group's net debt rose to €38.7 million from €31.4 million in September of last year. Gearing (net financial liabilities in relation to equity) therefore came to 22.3% compared with 18.3% in the previous year.

The BWT Group's equity ratio was 45.7% as at 30 September 2013 (previous year: 48.1%). Total assets increased to €380.5 million, due mainly to capital expenditure.

## EMPLOYEES

As at the end of September, the BWT Group employed 2,739 people (FTE), which represents an increase of 1.0% or 27 people as against September 2012. This increase is primarily due to the hiring of production and service employees.

Employee headcount as at 30  
September 2013: 2,739 employees  
(previous year: 2,712 employees)

## OUTLOOK

The BWT Group will continue to press ahead with expanding the Point of Use business and developing the BWT brand into a leading 'water brand' under the slogan 'BWT – For You and Planet Blue'. The new plant at the Mondsee site which will be completed at the start of next year and ramped-up end consumer advertising activities with the involvement of trading partners will also serve to bolster the BWT Group's core business – water treatment products, facilities and services at the 'point of entry' – in the long term.

However, the market situation for public contracts will remain tense, particularly in the Plant Engineering business in Germany and Austria. Capacity in this area has already been scaled back significantly in Austria in response to this by means of outsourcing and a site closure. Moreover, a 51% interest in a plant engineering company operating in the German municipal sector and the glass shower business operating under the 'Neher' brand that is well-known in Austria and Germany were sold after the end of the quarter with retroactive effect from 1 October.

Strategic measures to optimise and streamline the Group's locations and product portfolio will also impact planned consolidated earnings for 2013. The Management Board therefore expects consolidated revenues for the current financial year to remain unchanged compared with the previous year at just over €500 million and net profit for the year of around €10 million.

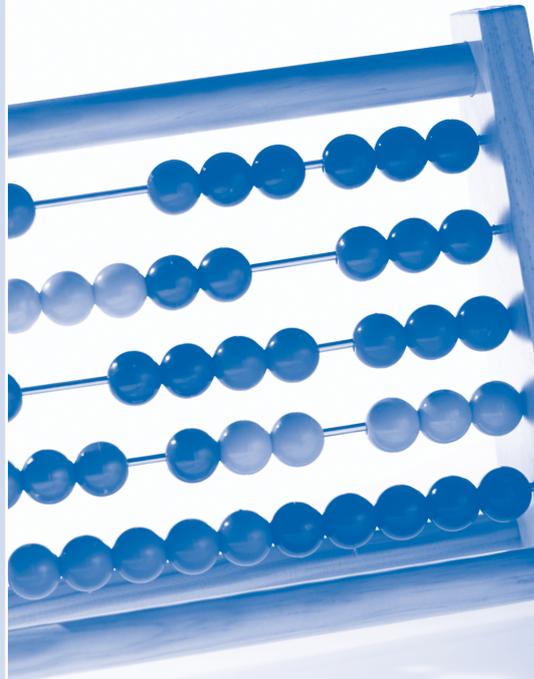
Mondsee, 30<sup>th</sup> October 2013

The Management Board

BWT Aktiengesellschaft  
**CONSOLIDATED  
FINANCIAL  
STATEMENTS**

3<sup>rd</sup> quarter

2013



 **BWT**  
BEST WATER TECHNOLOGY

## I. Consolidated income statement for the first three quarters and the third quarter

| T€ (unaudited)   | 1-9<br>2013 | 1-9<br>2012 | 3 <sup>rd</sup> quarter<br>2013 | 3 <sup>rd</sup> quarter<br>2012 |
|--|-------------|-------------|---------------------------------|---------------------------------|
| <b>REVENUE</b>   | 385,307.9   | 380,026.3   | 127,750.6                       | 128,322.0                       |
| Other operating income   | 3,812.1     | 3,683.6     | 572.8                           | 1,267.6                         |
| Changes in inventories of finished goods<br>and work in progress | 582.5       | 3,040.2     | -242.4                          | -88.3                           |
| Own work capitalised   | 243.6       | 464.7       | 32.5                            | 102.3                           |
| Cost of materials and cost of purchased services                 | -153,471.6  | -155,257.4  | -52,754.4                       | -55,061.8                       |
| Staff costs  | -125,789.8  | -121,504.7  | -42,176.5                       | -39,978.2                       |
| Other operating expenses   | -80,110.8   | -77,583.4   | -26,403.8                       | -26,020.0                       |
| <b>EBITDA</b>  | 30,573.8    | 32,869.2    | 6,778.7                         | 8,543.6                         |
| Depreciation and impairments                                     | -11,242.1   | -12,285.2   | -3,615.3                        | -4,838.5                        |
| <b>PROFIT FROM OPERATING ACTIVITIES</b>                          | 19,331.8    | 20,584.0    | 3,163.4                         | 3,705.2                         |
| Financial income   | 654.9       | 797.3       | 253.4                           | 423.0                           |
| Financial expenses   | -2,223.7    | -1,655.5    | -681.6                          | -510.7                          |
| <b>Profit before taxes</b>                                       | 17,762.9    | 19,725.8    | 2,735.3                         | 3,617.4                         |
| Taxes on income  | -6,840.2    | -5,873.4    | -2,444.1                        | -1,212.7                        |
| <b>Net profit for the period before minority interest</b>        | 10,922.8    | 13,852.4    | 291.2                           | 2,404.8                         |
| Of which attributable to:  |             |             |                                 |                                 |
| Minority shares  | 10,797.0    | 13,769.6    | 250.5                           | 2,316.9                         |
| Shareholders of the parent company                               | 125.8       | 82.8        | 40.7                            | 87.9                            |
| <b>Earnings per share (€):</b>                                   |             |             |                                 |                                 |
| Undiluted = diluted  | 0.64        | 0.82        | 0.01                            | 0.14                            |
| Average number of shares outstanding                             | 16,760,580  | 16,775,697  | 16,760,537                      | 16,760,602                      |

## II. Statement of comprehensive income for the first three quarters and the third quarter

| T€ (unaudited)   | 1-9<br>2013     | 1-9<br>2012     | 3 <sup>rd</sup> quarter<br>2013 | 3 <sup>rd</sup> quarter<br>2012 |
|--|-----------------|-----------------|---------------------------------|---------------------------------|
| Net profit for the period  | 10,922.8        | 13,852.4        | 291.2                           | 2,404.8                         |
| <b>Other income</b>  |                 |                 |                                 |                                 |
| Valuation of securities ("available-for-sale", pursuant to IAS 39) | -146.2          | -393.4          | -65.9                           | -205.3                          |
| Associated taxes   | 36.6            | 98.4            | 16.5                            | 51.4                            |
| Foreign exchange effects   | -658.8          | 759.4           | 212.2                           | 163.2                           |
| <b>Total other income</b>  | <b>-768.5</b>   | <b>464.4</b>    | <b>162.7</b>                    | <b>9.3</b>                      |
| <b>Comprehensive income for the period</b>                         | <b>10,154.3</b> | <b>14,316.7</b> | <b>453.9</b>                    | <b>2,414.0</b>                  |
| <b>Thereof:</b>  |                 |                 |                                 |                                 |
| Shareholders of the parent company                                 | 10,032.1        | 14,234.5        | 416.8                           | 2,326.7                         |
| Minority interests   | 122.2           | 82.2            | 37.1                            | 87.3                            |

## III. Consolidated balance sheet as at 30 September 2013

| T€                                      | As at                    |                         | T€  | As at                    |                         |
|---|--------------------------|-------------------------|---|--------------------------|-------------------------|
|   | 30.9.2013<br>(unaudited) | 31.12.2012<br>(audited) |   | 30.9.2013<br>(unaudited) | 31.12.2012<br>(audited) |
| <b>ASSETS</b>                           |                          |                         | <b>EQUITY AND LIABILITIES</b>             |                          |                         |
| Goodwill                                | 28,725.8                 | 28,989.2                | Share capital                             | 17,833.5                 | 17,833.5                |
| Other intangible assets                 | 15,771.8                 | 17,868.5                | Capital reserves                          | 17,095.8                 | 17,095.8                |
| Tangible assets                         | 125,365.2                | 109,208.1               | Retained earnings                         |                          |                         |
| Financial assets                        | 4,239.0                  | 4,385.2                 | accumulated profit                        | 155,143.4                | 149,176.0               |
|   |                          |                         | currency translation                      | 2,446.9                  | 3,102.2                 |
| Other receivables<br>from third parties | 1,308.4                  | 1,268.0                 | financial assets<br>available-for-sale    | 129.9                    | 239.6                   |
| Deferred tax claims                     | 10,116.3                 | 8,634.5                 | Treasury shares                           | -19,399.4                | -19,392.1               |
|   |                          |                         | Equity of shareholders<br>parent company  | 173,250.2                | 168,054.9               |
| <b>Non-current assets</b>               | <b>185,526.5</b>         | <b>170,353.5</b>        |   |                          |                         |
|   |                          |                         | Minority shares                           | 524.1                    | 357.1                   |
| Inventories                             | 79,459.6                 | 75,594.2                |   |                          |                         |
| Trade receivables                       | 73,268.4                 | 67,407.9                | <b>Equity</b>                             | <b>173,774.3</b>         | <b>168,412.1</b>        |
| Receivables<br>from long-term orders    | 14,637.0                 | 12,393.6                | Provisions for social capital             | 33,718.5                 | 33,433.1                |
| Tax claims                              | 1,843.9                  | 929.9                   | Deferred tax liabilities                  | 1,350.7                  | 1,315.2                 |
| Other receivables<br>from third parties | 8,916.5                  | 8,105.6                 | Other provisions                          | 1,757.7                  | 1,602.0                 |
| Cash and cash equivalents               | 16,804.2                 | 17,954.6                | Interest-bearing financial<br>liabilities | 25,993.0                 | 23,677.0                |
|   |                          |                         | Other liabilities                         | 1,048.6                  | 1,102.5                 |
| <b>Current assets</b>                   | <b>194,929.6</b>         | <b>182,385.8</b>        |   |                          |                         |
|   |                          |                         | <b>Non-current liabilities</b>            | <b>63,868.6</b>          | <b>61,129.8</b>         |
|   |                          |                         | Current income tax liabilities            | 4,377.6                  | 1,637.4                 |
|   |                          |                         | Other provisions                          | 14,793.9                 | 9,730.7                 |
|   |                          |                         | Interest-bearing financial<br>liabilities | 29,511.9                 | 17,330.7                |
|   |                          |                         | Trade payables                            | 41,531.6                 | 42,231.2                |
|   |                          |                         | Payables for long-term orders             | 4,480.7                  | 4,053.3                 |
|   |                          |                         | Other liabilities                         | 48,117.6                 | 48,214.1                |
|   |                          |                         | <b>Current liabilities</b>                | <b>142,813.2</b>         | <b>123,197.4</b>        |
| <b>BALANCE SHEET TOTAL</b>              | <b>380,456.1</b>         | <b>352,739.3</b>        | <b>BALANCE SHEET TOTAL</b>                | <b>380,456.1</b>         | <b>352,739.3</b>        |

## IV. Cash flow statement for the first three quarters

| in T€ (unaudited)                            | 1-9 2013  | 1-9 2012  |
|--|-----------|-----------|
| Cash and cash equivalents as at 1 January    | 17,954.6  | 14,286.6  |
| Cash flow from earnings                      | 29,708.5  | 32,173.0  |
| +/- Changes in working capital               | -17,548.0 | -17,439.7 |
| Cash flow from operating activities          | 12,160.5  | 14,733.3  |
| Cash flow from investment activities         | -24,288.4 | -24,805.2 |
| Cash flow from financing activities          | 11,180.4  | 12,287.5  |
| Other (changes in exchange rates etc.)       | -202.9    | 288.8     |
| Cash and cash equivalents as at 30 September | 16,804.2  | 16,790.9  |

## V. Change in shareholders' equity for the first three quarters

| in T€                 | Share capital | Capital reserves | Retained profit         |                      |                           | Treasury shares | Total     | Minority shares | Total     |
|-----------------------|---------------|------------------|-------------------------|----------------------|---------------------------|-----------------|-----------|-----------------|-----------|
|                       |               |                  | accumulated profit/loss | currency translation | assets available for sale |                 |           |                 |           |
| As at 01.01.2013      | 17,833.5      | 17,095.8         | 149,176.0               | 3,102.2              | 239.6                     | -19,392.1       | 168,054.9 | 357.1           | 168,412.1 |
| Profit for the period | 0.0           | 0.0              | 10,797.0                | 0.0                  | 0.0                       | 0.0             | 10,797.0  | 125.8           | 10,922.8  |
| Other income          | 0.0           | 0.0              | 0.0                     | -655.3               | -109.7                    | 0.0             | -764.9    | -3.5            | -768.5    |
| Comprehensive income  | 0.0           | 0.0              | 10,797.0                | -655.3               | -109.7                    | 0.0             | 10,032.1  | 122.2           | 10,154.3  |
| Dividends             | 0.0           | 0.0              | -4,693.0                | 0.0                  | 0.0                       | 0.0             | -4,693.0  | -91.9           | -4,784.9  |
| Share buyback 2013    | 0.0           | 0.0              | 0.0                     | 0.0                  | 0.0                       | -7.3            | -7.3      | 0.0             | -7.3      |
| Other changes         | 0.0           | 0.0              | -136.6                  | 0.0                  | 0.0                       | 0.0             | -136.6    | 136.7           | 0.1       |
| As at 30.09.2013      | 17,833.5      | 17,095.8         | 155,143.4               | 2,446.9              | 129.9                     | -19,399.4       | 173,250.2 | 524.1           | 173,774.3 |

| in T€                 | Share capital | Capital reserves | Retained profit         |                      |                           | Treasury shares | Total     | Minority shares | Total     |
|-----------------------|---------------|------------------|-------------------------|----------------------|---------------------------|-----------------|-----------|-----------------|-----------|
|                       |               |                  | accumulated profit/loss | currency translation | assets available for sale |                 |           |                 |           |
| As at 01.01.2012      | 17,833.5      | 17,095.8         | 143,212.6               | 2,482.5              | 457.5                     | -18,957.7       | 162,124.1 | 523.0           | 162,647.2 |
| Profit for the period | 0.0           | 0.0              | 13,769.6                | 0.0                  | 0.0                       | 0.0             | 13,769.6  | 82.8            | 13,852.4  |
| Other income          | 0.0           | 0.0              | 0.0                     | 760.0                | -295.1                    | 0.0             | 465.0     | -0.6            | 464.4     |
| Comprehensive income  | 0.0           | 0.0              | 13,769.6                | 760.0                | -295.1                    | 0.0             | 14,234.5  | 82.2            | 14,316.7  |
| Dividends             | 0.0           | 0.0              | -4,693.0                | 0.0                  | 0.0                       | 0.0             | -4,693.0  | -86.3           | -4,779.2  |
| Share buyback 2012    | 0.0           | 0.0              | 0.0                     | 0.0                  | 0.0                       | -434.4          | -434.4    | 0.0             | -434.4    |
| Other changes         | 0.0           | 0.0              | 0.0                     | 0.0                  | 0.0                       | 0.0             | 0.0       | 79.0            | 79.0      |
| As at 30.09.2012      | 17,833.5      | 17,095.8         | 152,289.2               | 3,242.5              | 162.4                     | -19,392.0       | 171,231.3 | 597.9           | 171,829.3 |

## VI. Notes to the interim consolidated financial statements as at 30 September 2013

### 1. General information and principles

These interim consolidated financial statements of BWT Aktiengesellschaft, with its registered office at Walter-Simmer-Strasse 4, 5310 Mondsee, Austria, were prepared in accordance with the principles of the International Financial Reporting Standards (IFRS) and the provisions for interim reports (IAS 34) under the responsibility of the Management Board and were approved for publication by way of resolution of the Management Board on 30 October 2013.

The interim consolidated financial statements do not include all the information and data required for the annual consolidated financial statements. Accordingly, the interim financial statements should be read in conjunction with the last annual consolidated financial statements as at 31 December 2012, particularly with reference to the unchanged accounting policies described therein.

The number of entities included in consolidation is 44, three less than at 31 December 2012. In Switzerland, two companies were merged, in addition, Best Water Technology (Ireland) Ltd. was sold and deconsolidated as at 1.1.2013.

### 2. Seasonality of operations

Shifts in the product mix, new product launches, entities included in consolidation for the first time and deconsolidation may lead to variations in the breakdown of revenues and earnings by period.

### 3. Dividend payments

The dividend resolved at the Annual General Meeting of 23 May 2013 of €0.28 per share was distributed on 31 May 2013, totalling €4,693.0 thousand for the 16,760,602 shares issued on maturity. The total payout in the previous year had amounted to €4,693.0 thousand (€0.28 per share).

### 4. Financial result

The deterioration in net finance costs as against the previous year is primarily due to the loss incurred from the disposal of Best Water Technology (Ireland) Ltd. as at 1 January 2013 and a lower interest result.

### 5. Segment reporting

| 1.1. – 30.9.2013<br>T€ (unaudited) | Austria/<br>Germany | France/<br>Benelux/UK | Scandinavia | Italy/Spain | Switzerland/<br>Others | Elimination | Total     |
|------------------------------------|---------------------|-----------------------|-------------|-------------|------------------------|-------------|-----------|
| Revenue from sales                 | 163,160.9           | 96,420.2              | 39,292.8    | 23,431.9    | 63,002.0               | –           | 385,307.9 |
| Internal revenue                   | 14,764.1            | 3,840.6               | 629.0       | 73.7        | 4,464.7                | –23,772.1   | 0.0       |
| Revenue                            | 177,925.0           | 100,260.8             | 39,921.9    | 23,505.6    | 67,466.7               | –23,772.1   | 385,307.9 |
| Segment result (EBIT)              | –834.9              | 4,351.3               | 5,559.1     | 2,085.0     | 8,171.4                | –           | 19,331.8  |

| 1.1. – 30.9.2013<br>T€ (unaudited) | Austria/<br>Germany | France/<br>Benelux/UK | Scandinavia | Italy/Spain | Switzerland/<br>Others | Elimination | Total     |
|------------------------------------|---------------------|-----------------------|-------------|-------------|------------------------|-------------|-----------|
| Revenue from sales                 | 159,756.2           | 90,156.6              | 43,497.3    | 23,494.1    | 63,122.1               | –           | 380,026.3 |
| Internal revenue                   | 14,699.1            | 3,435.9               | 796.5       | 117.0       | 6,559.5                | –25,607.9   | 0.0       |
| Revenue                            | 174,455.2           | 93,592.4              | 44,293.7    | 23,611.2    | 69,681.6               | –25,607.9   | 380,026.3 |
| Segment result (EBIT)              | 1,263.2             | 3,628.5               | 6,279.2     | 2,152.1     | 7,261.1                | –           | 20,584.0  |

The following table shows the assets of the Group broken down by segment as at 30 September 2013 and 31 December 2012:

| Segment assets<br>T€           | Austria/<br>Germany | France/<br>Benelux/UK | Scandinavia | Italy/Spain | Switzerland/<br>Others | Elimination | Total     |
|--------------------------------|---------------------|-----------------------|-------------|-------------|------------------------|-------------|-----------|
| As at 30.9.2013<br>(unaudited) | 208,695.7           | 65,404.7              | 25,826.4    | 21,139.6    | 87,089.8               | -27,700.1   | 380,456.1 |
| As at 31.12.2012<br>(audited)  | 184,277.0           | 64,667.4              | 28,231.2    | 21,662.9    | 95,072.3               | -41,171.6   | 352,739.3 |

#### 6. Non-current assets

In the first nine months of the 2013 financial year, the BWT Group invested a total of €26,356.6 thousand (previous year: €28,774.1 thousand) in property, plant and equipment and intangible assets.

Asset disposals with a residual carrying amount of €105.1 thousand (previous year: €1,079.4 thousand) resulted in a total gain of €128.0 thousand. A loss of €250.7 thousand was incurred in the previous year.

#### 7. Financing activities

Interest-bearing financial liabilities increased by €14,497.2 thousand in the first nine months as against 31 December 2012. This is mainly due to higher working capital requirements and payments under ongoing investment projects. This was essentially financed by the utilisation of short and long-term credit facilities at banks. Cash and cash equivalents decreased by €1,150.4 thousand in the first nine months.

#### 8. Other liabilities and contingent liabilities

The company has assumed the customary warranties and guarantees in its business operations. There have been no significant changes as against the annual financial statements as at 31 December 2012.

#### 9. Fair Value

##### Disclosure of fair value of derivative financial instruments

The fair value of financial instruments is the amount that is used for business transactions between knowledgeable, willing and independent business partners. The fair value is often identical to market price. It is therefore derived from market information available at the balance sheet date. Due to varying influencing factors, the values presented here may differ from values realised later.

The fair value of financial instruments materially corresponds to the carrying amounts as at 30 September, 2013. An exception is interest-bearing financial liabilities with a fair value of € 55,289.5 thousand (carrying amount € 55,504.9 thousand).

##### Fair value hierarchy

| 30.9.2013<br>T€ (unaudited)   | Level 1 | Level 2 | Level 3 | Total   |
|-------------------------------|---------|---------|---------|---------|
| <b>Non-current assets</b>     |         |         |         |         |
| Financial investments         | 1,489.6 | 0.0     | 0.0     | 1,489.6 |
| <b>Current assets</b>         |         |         |         |         |
| Other third party receivables | 0.0     | 50.0    | 0.0     | 50.0    |
| <b>Current debt</b>           |         |         |         |         |
| Other liabilities             | 0.0     | 2.4     | 0.0     | 2.4     |

**The Group uses the following hierarchy to determine and disclose the fair value of financial instruments depending on the valuation method:**

Level 1: (unadjusted) prices listed on active markets for similar assets or liabilities.

Level 2: procedures in which all input parameters that substantially affect fair value are either directly or indirectly observable.

Level 3: procedures which use input parameters that substantially affect the ascertained fair value and are not based on observable market data.

Financial investments designated Level 1 include stock exchange listed shares and fund units. Other receivables and other liabilities, which are designated Level 2, result from the valuation of outstanding derivative foreign exchange transactions.

#### **10. Derivative financial instruments**

In order to hedge exchange rate risk, the company concluded currency futures contracts as part of its normal business operations, which had no significant market value as at 30 September 2013.

#### **11. Related party disclosures**

In the first nine months of 2013, the BWT Group received materials and services from other related parties totalling €979.1 thousand (previous year: €856.7 thousand), and provided such related parties with materials and services amounting to €3,332.0 thousand (previous year: €3,708.0 thousand). As at 30 September 2013, the BWT Group's receivables from related parties amounted to €326.6 thousand (previous year: €261.7 thousand) and its liabilities amounted to €269.8 thousand (previous year: €201.9 thousand). Transactions with related parties were carried out at normal market conditions.

#### **12. Other information**

##### **Significant events after the end of the reporting period**

Effective 1 October, 2013, the operative business of Manufactur für Glas & Spiegel GmbH was sold in an asset deal. The associated guarantees assumed hereon of € 1.6 million will be evaluated in the course of the preparation of the annual accounts.

Moreover, in the course of a reorganisation of the pool business, also effective 1 October, 2013, BWT Group sold 51% of shares of a plant engineering company with operations in the German municipal swimming pool business. Due to deconsolidation, fourth quarter results will likely be burdened by significantly more than € 1 million. Further, associated guarantees during this transaction were assumed which will be evaluated in detail in the fourth quarter due to the new structure and the refocus of business activities and possibly lead to additional impact on results.

##### **Required disclosure on the non-performance of an audit review**

These interim consolidated financial statements were neither audited nor reviewed by a certified auditor.

Mondsee, 30<sup>th</sup> October 2013

The Management Board



Andreas Weissenbacher  
Chief Executive Officer



Gerhard Speigner  
Chief Financial Officer

## Financial Calendar 2014

04.04.2014..... Annual Results 2013  
09.05.2014..... Report First Quarter 2014  
19.05.2014..... Annual General Meeting  
23.05.2014..... Share trades ex dividend  
28.05.2014..... Dividend payment  
08.08.2014..... Report First Half-Year 2014  
07.11.2014..... Report Third Quarter 2014

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