

Media information

BWT reports final results 2012

Investment programme and brand building to continue

BWT AG

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Mondsee, April 16, 2013. BWT discloses the Annual Report 2012 confirming the preliminary figures reported on February 21. „Also in 2012, our innovation strategy produced several revolutionary technologies that provide the foundation of our investment programme and the brand building of BWT – For You and Planet Blue. As a result, in 2012, we could pass the milestone of exceeding half a billion Euro of sales for the first time“, says Andreas Weissenbacher, CEO of the BWT Group.

At €502.3 million, revenues were €23.4 million (or 4.9%) up on the previous year. The strategically important BWT Point of Use business continued to experience strong growth. At €41.8 million, the previous year's revenues were exceeded by 20%, increasing the percentage of total revenues to 8.3% (previously 7.3%).

Consolidated net earnings only inched up slightly against the previous year, despite higher revenues. This was due to the further rise in expenditure related to the extension of the BWT brand and the extensive measures intended to develop and expand the Point of Use product segment. EBITDA rose by 4.3% to €40.8 million, EBIT by 2.3% from €21.7 million to €22.2 million and consolidated net earnings before minority interests by 4.7% to €14.4 million. Earnings per share also increased 7.6% from €0.80 in the previous year to €0.87, not least due to the lower number of shares outstanding.

Despite the high level of investments, the balance sheet continues to be strong: gearing, ie the net debt to equity ratio, also increased only slightly from the previous year's figure of 10.5% to 13.7% as at the end of 2012. The number

Media information

of employees increased to 2,726 people (previous year: 2,689) as at 31 December 2012.

The Management Board will propose the upcoming Annual General Meeting a dividend of 0.28 Euro per share.

Outlook

Andreas Weissenbacher: „The measures taken for the brand building of BWT to become the leading water brand, supported by investments of more than 50 million in the year 2013 – primarily for the Point of Use product segment at the Mondsee site, will be continued. Higher earnings overall are not anticipated for the coming financial year owing to the further increased advertising expenditure, depreciation of fixed assets and financing costs.“

The Annual Report and the Annual Financial Report are available on our homepage www.bwt-group.com in section Investor Relations.

Approved for public release

About BWT

The Best Water Technology Group is 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 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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