

Annual Report 2022

Digital.
Sustainable.
Successful.



Annual Report 2022, WashTec AG

Dr. Ralf Koeppel, CEO/CTO, Andreas Pabst CFO

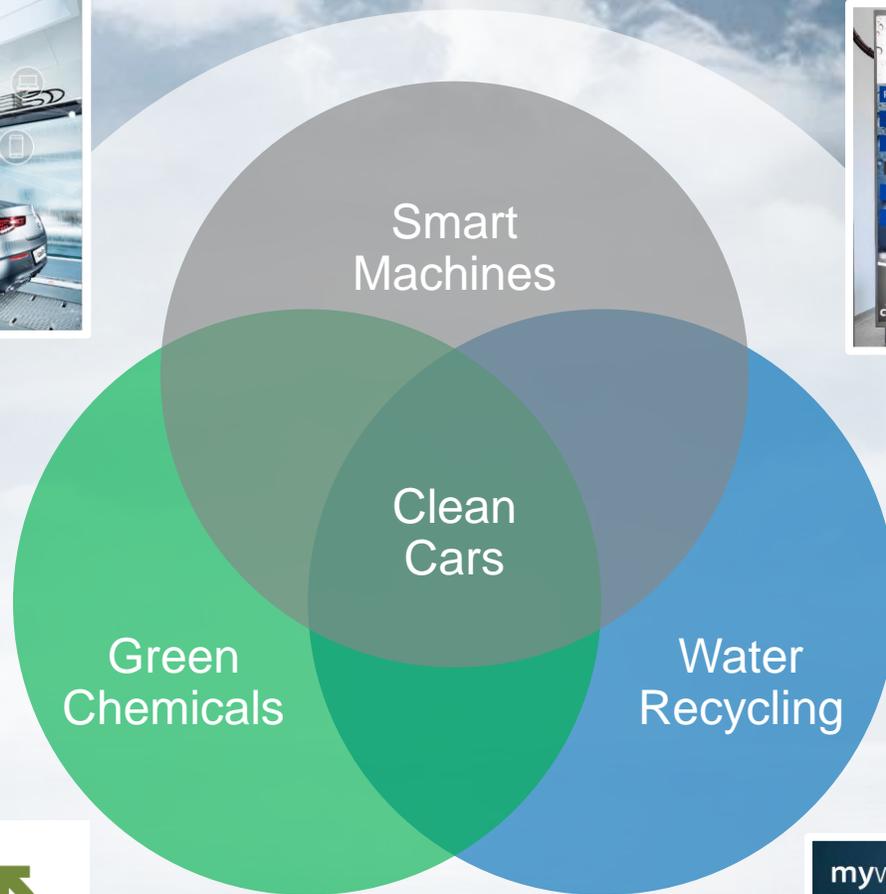
30.03.2023



1 | Update on WashTec



Our Mission: Sustainable Car Wash



Digital Platform

Clean Cars? #askWashTec

Year 2022 – Results and selected achievements

Multiple price increases
to compensate material
and labour price increases

delay effect in
order backlog conversion

**Reliable delivery to
our customers**
despite of intensified
global supply chain and
energy crisis

**Slow commissioning
and conversion to
revenue due to
customer delays** in site
preparation

**Continuous increase in
customer loyalty** and
increasingly successful
new customer acquisition

Revenue € 482.2m
EBIT 7.9%
ROCE 20.2%
FCF € 16.2m



Year 2022 – Results and selected achievements

SmartCare

extension to a scalable platform for key accounts and direct business

JetWash

update package from warm to cold water usage – contributions to energy saving

myWashTec as a digital documentation hub for partners

Data platform for structured data and analytics (AI pipe)

First customer installations of **SmartCare** and **Aqua Pur Modular** in North America



SmartCare – Next generation superior CarWash system now as a platform

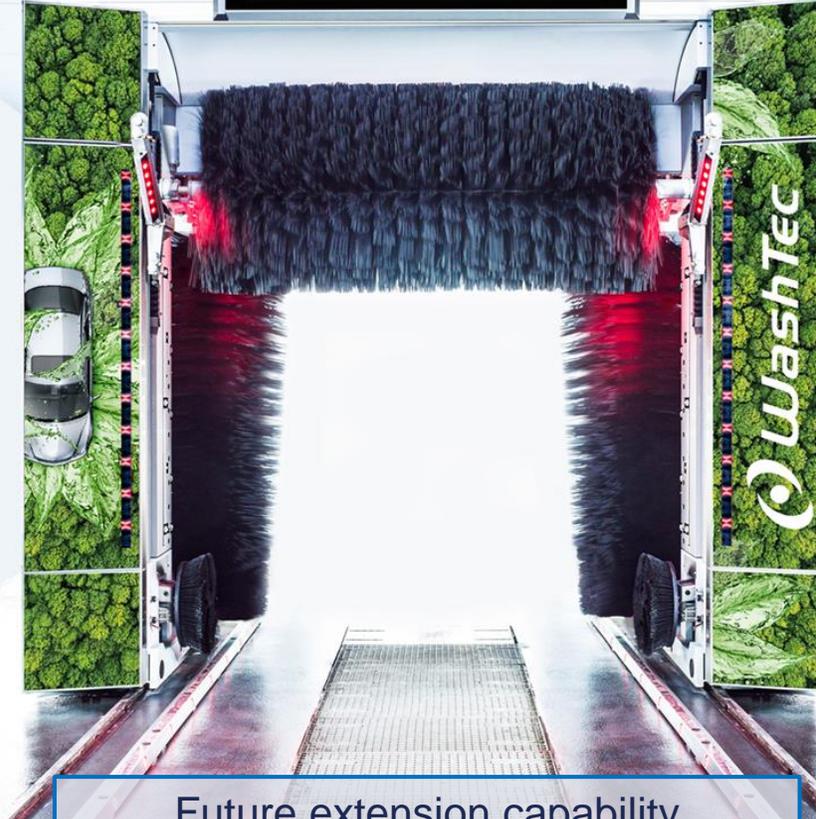
SMART

Remote connectivity and diagnostics

Individual control of all settings:
pricing, chemical dosing or washing
programs

Wash program configuration simple
and perfectly adaptable to the
wash business.

Intelligent control:
For maximum wash quality,
speed and revenue



Future extension capability
by application updates
with digital platform mywashtec

CARE

Additional configurations
available including machine heights

Available as a scaleable
platform for
key accounts and direct customers

Improved design for outstanding
wash results
based on WashTec's years of research
experience in CarWash

Enhanced safety options
and sustainability features



First customer installation of SmartCare and AquaPur modular in the U.S.



Rollover
SmartCare NA
(UL-Version)

Wasseraufbereitung
Aqua Pur Modular
(UL-Version)

UL certified
control cabinet
(panel shop CZ)

6-way-valve

Filter

Rack



PostCovid return: Fairs all over the world in 2022



autopromtec 2022, Bologna,

mywashtec – green car care
digital. nachhaltig. erfolgreich!

UNITI expo in Stuttgart, May 2022

Example triple SmartCare installation, France



We are committed to integrating sustainability into our business model

The WashTec Sustainability Program
sustainability@washtec

Report 2022
end of Q2/2023



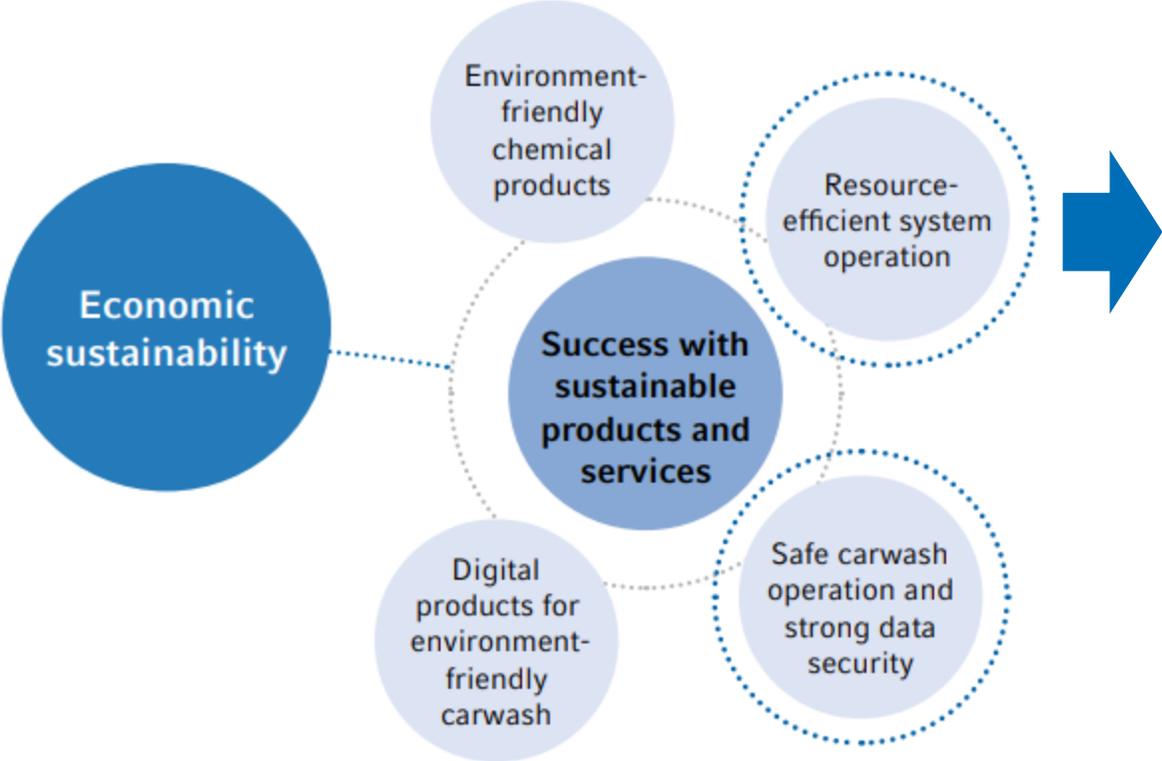
1. Comprehensive sustainability reporting in 2021
[WashTec Sustainability Report 2021](#)
2. ESG Company of the Year 2022 –
Awarded by Business School Augsburg



WashTec - economic sustainability

Leadership in sustainable carwash

Measures energy crisis



Energy Saving
Changing JetWash from warm to cold wash
Enormously reduced energy consumption with consistent wash quality

Example: 2 space JetWash cite
One time invest 1200 €
Yearly savings* 1.624 € (gas) / 2.072 € (heating oil)



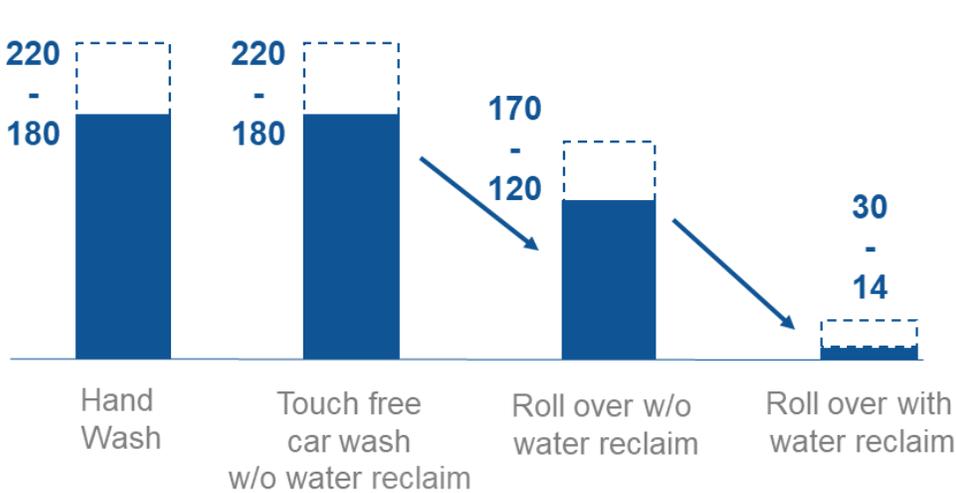
*based on energy prizing in August 2022

WashTec - economic sustainability

Leadership in sustainable carwash

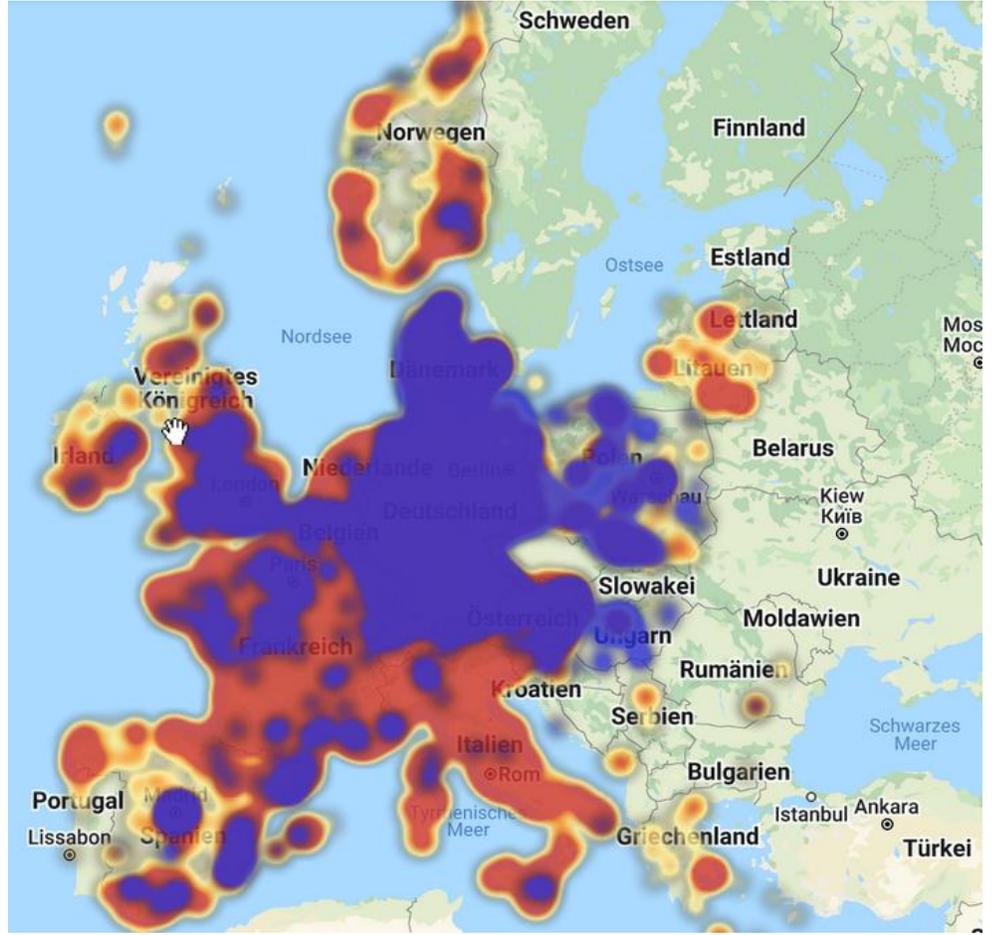
Measures drought

Water consumption of fresh water
(in liters per wash)



* Sources: www.tankstellenmesse.de, WashTec estimate, www.bund-bremen.net

without Water Treatment vs. with Water Treatment



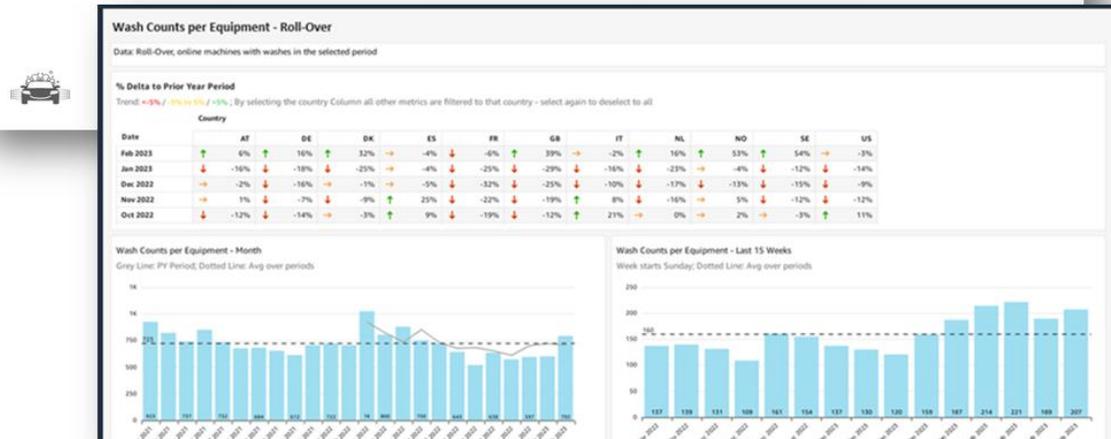
Source: WashTec Market Intelligence



WashTec - economic sustainability

Leadership in sustainable carwash

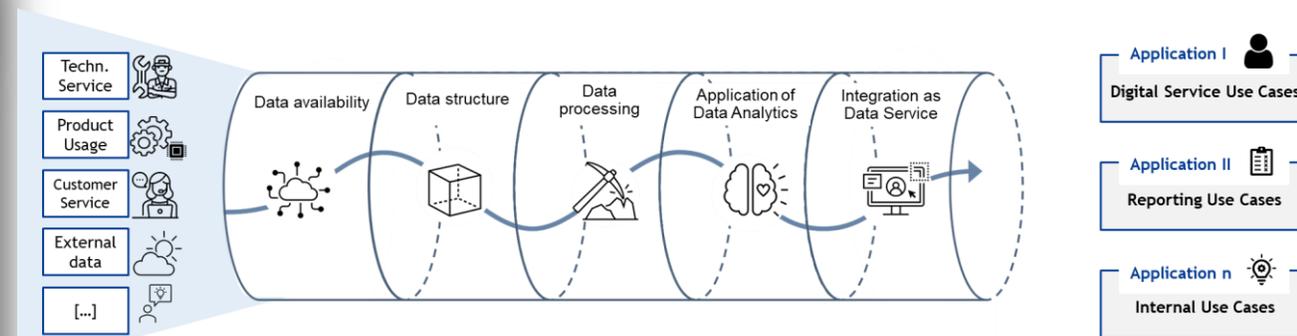
Towards a Data Driven Company | **Analytics Capabilities**



Wash count analytics



WashTec participated in the Twin Transformation Study by Ernst&Young and Fraunhofer FIT
[EY Studie: Digital und nachhaltig die Zukunft sichern | EY - Deutschland](#)



Data structure setup for data analytics
 BI and AI in 2022



WashTec ESG

Environmental sustainability

Dedicated to eco-efficiency

WashTec target
30% reduction CO2
CCF scope 1,2 in
production countries

Energy crisis taskforce
reducing consumption
about 20%



Eine Initiative der
klima offensive
Augsburg

Contribution to the
reduction of
CO2 emissions in
model region Augsburg



University of Augsburg

Initiatives driven by
WashTec generation Z

Social sustainability

Care for people and culture



<https://career.washtec.com>



We are striving
for excellence



Our diversity program
#respectfultogether



2 | FY 2022 results*



*Rounding differences may occur



2022 at a glance - significant revenue growth with EBIT margin of 7.9% in a challenging economic environment

Revenue of € 482.2m significantly higher than prior year (€ 430.5m), among other things due to price increases and exchange rate effects

EBIT of €38.0m down on prior year (€ 45.7m), mainly due to rising material and material procurement costs; EBIT margin 7.9%

Free cash flow of € 16.2m down on prior year (€ 42.3m) due to decline in operating business and higher Net Operating Working Capital

Revenue

€ 482.2m (PY € 430.5m)

EBIT

€ 38.0m (PY € 45.7m)

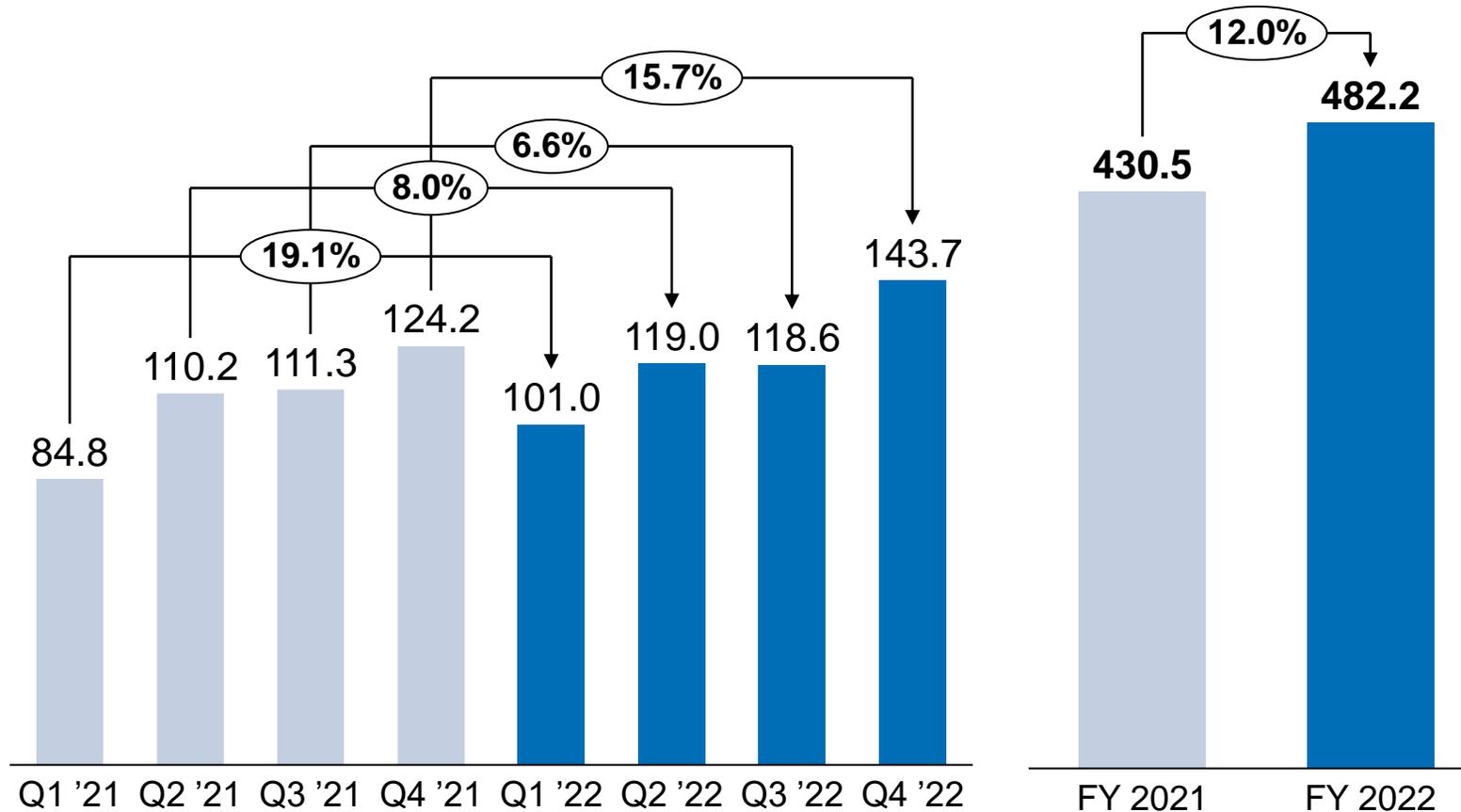
Free Cashflow

€ 16.2m (PY € 42.3m)



2022 with new record revenue

in € m

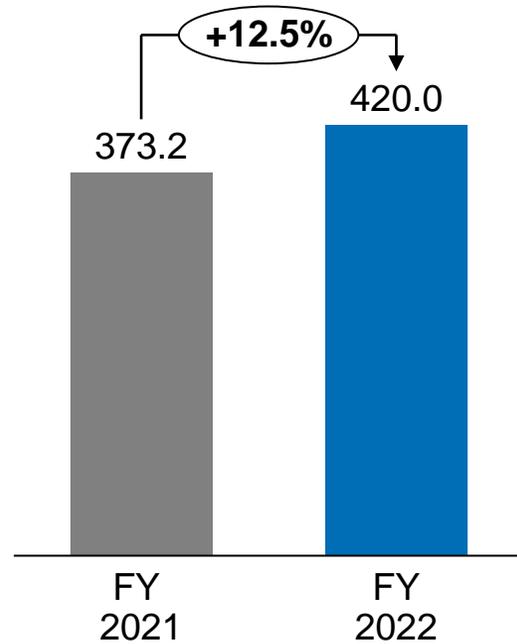


- Seasonality: WashTec normally shows low first quarter and high fourth quarter
- 2022: Revenue in each quarter higher than in the same quarter of the previous year
- Q4/22 best quarter ever
- Strong growth in North-America (2022 revenue first time > € 100m)

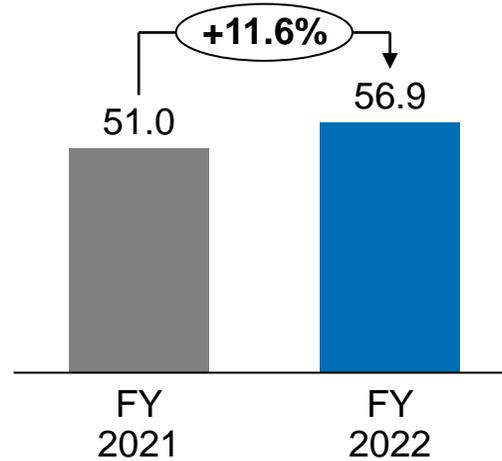


Revenue performance in € million by products

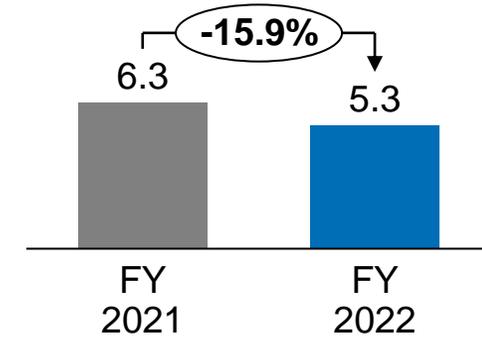
in € m



Equipment and service



Chemicals

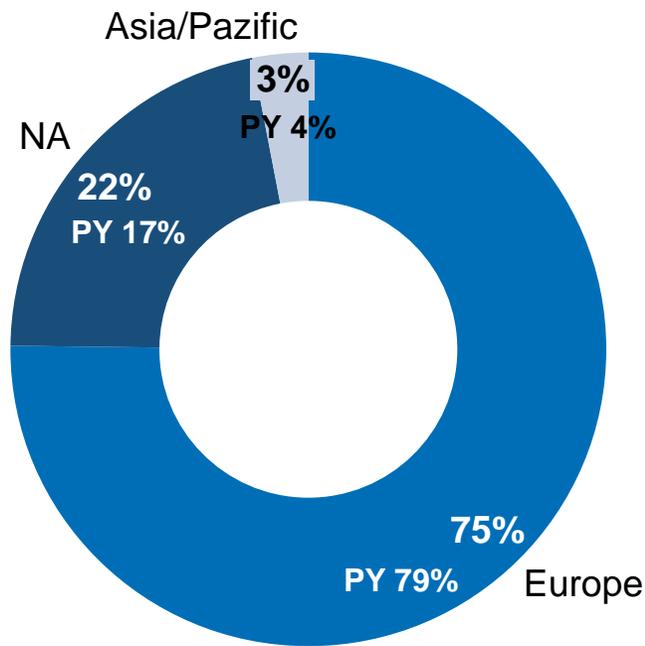


Others



Revenue by region

Higher proportion of revenue from North America



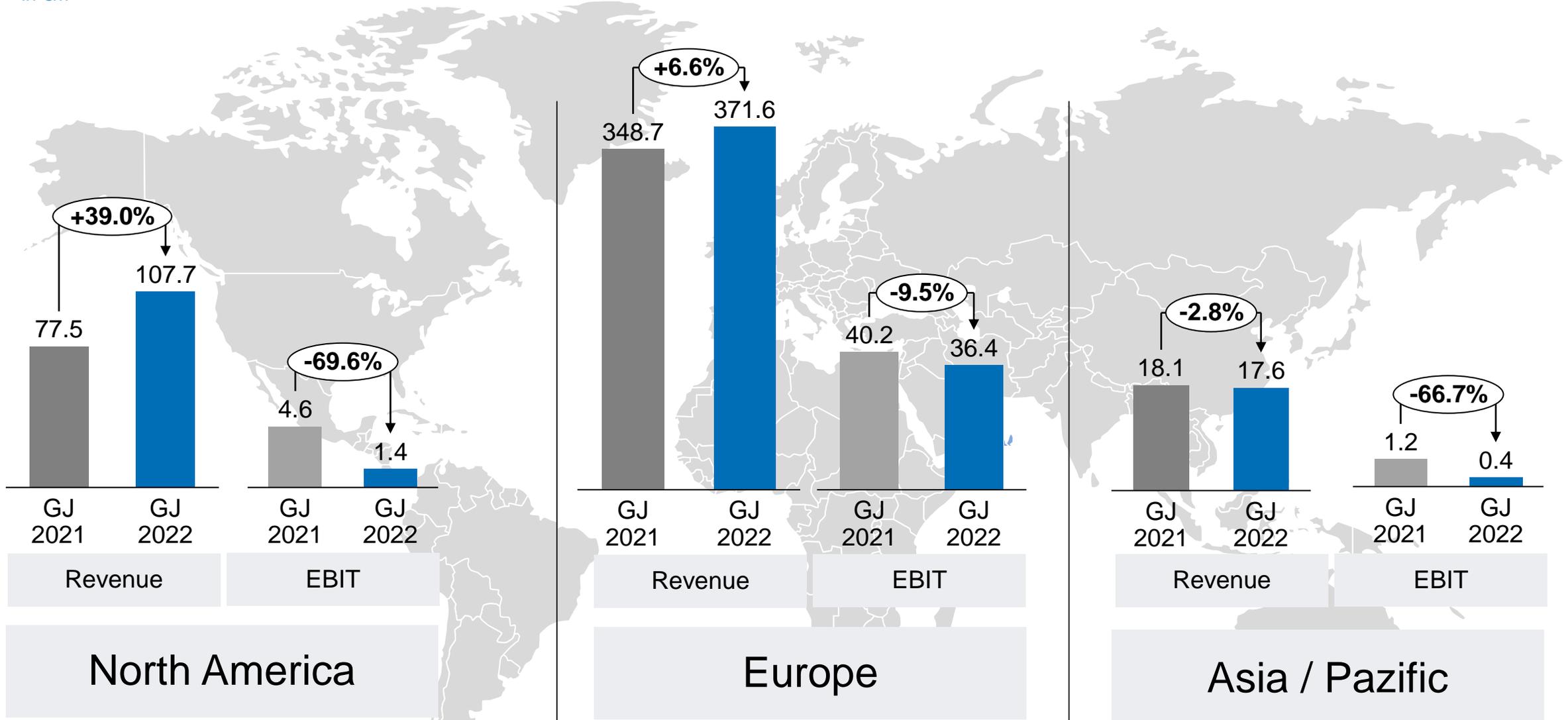
Region	Revenue (€m)	Change (%)
Europe	€ 371.6m	+6.6 %
North America	€ 107.7m	+39.0 %
Asia/Pacific	€ 17.6m	-2.8 %

- **Europe:** Revenue growth mainly in key accounts and positive chemical business
- **NA:** Revenue over USD 100m for the first time - driven in particular by strong machinery business
- **Asia/Pacific:** Positive development in Australia burdened by declining sales in China, partly due to zero-covid policy



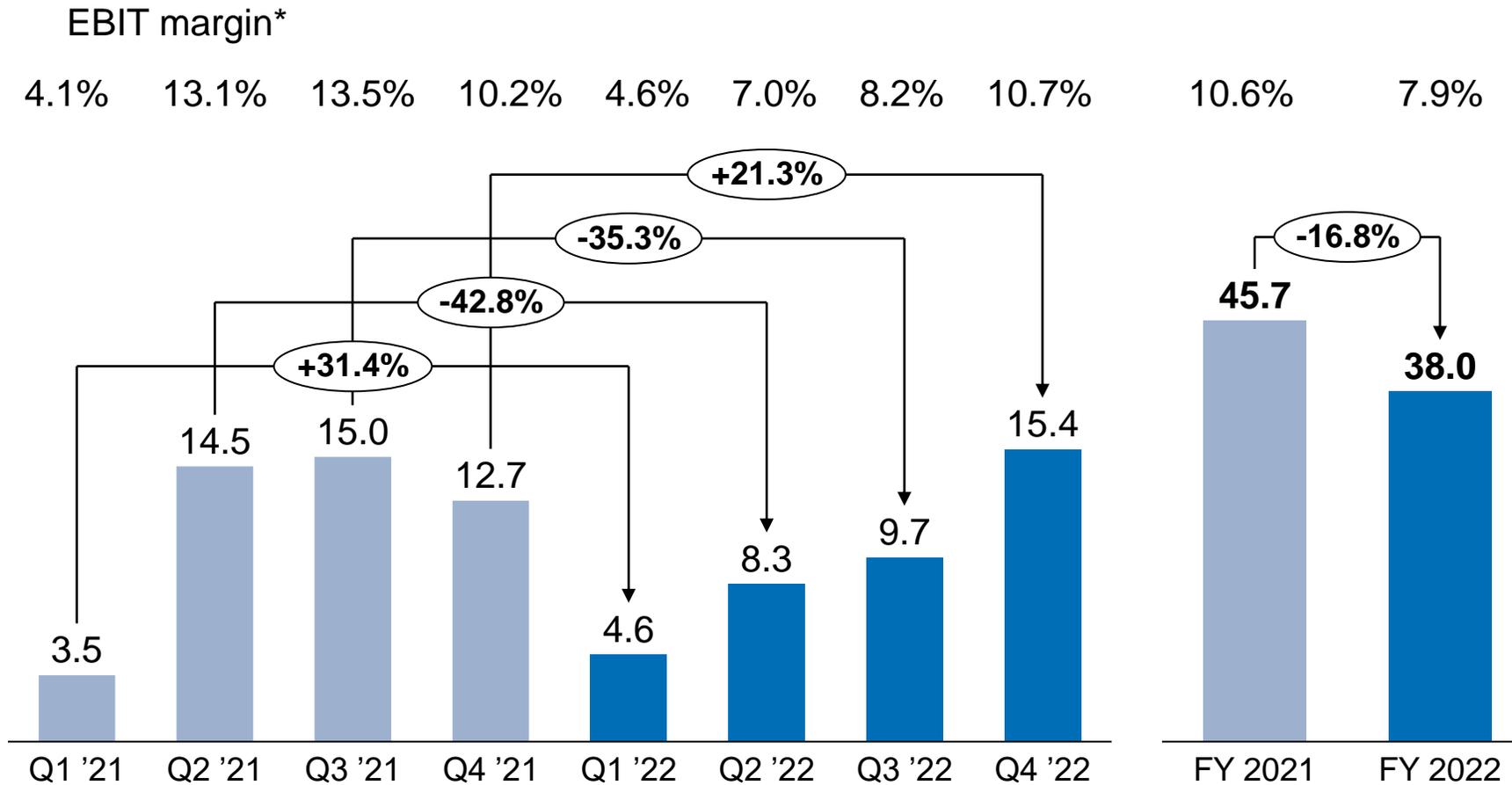
Revenue and EBIT performance by regions

in €m



Full-year EBIT significantly below prior year

in €m

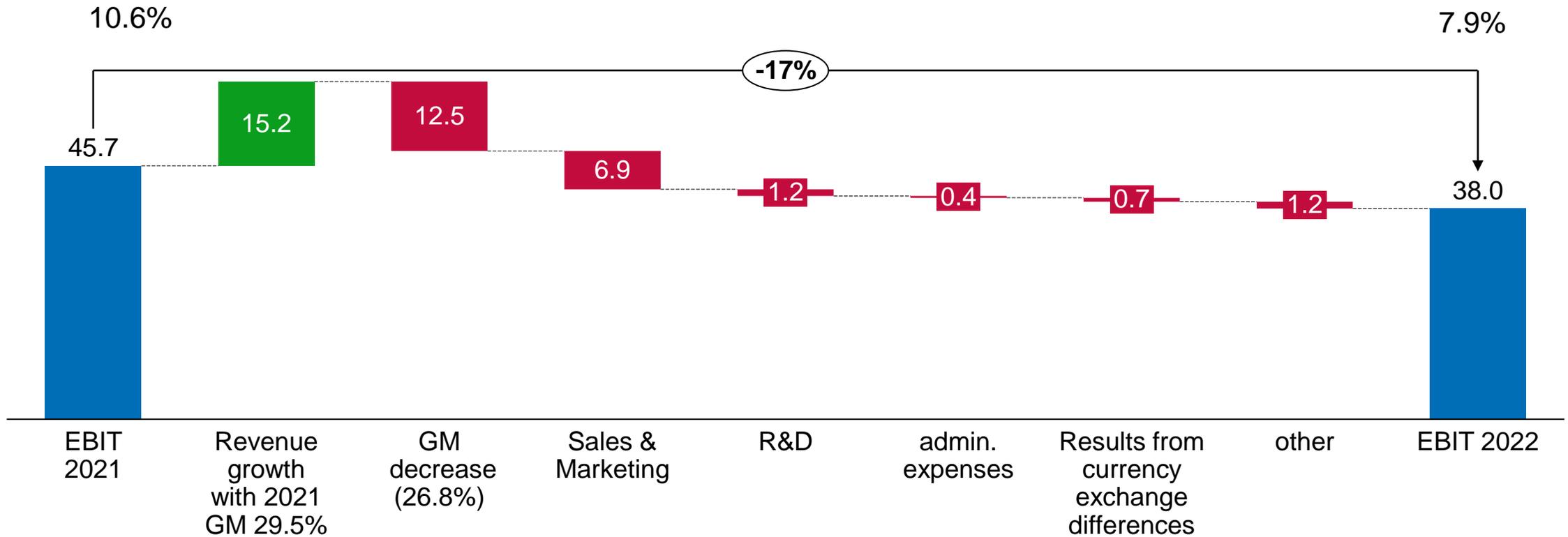


- Overall material price increases and productions inefficiencies due to disruption of supply chain gives pressure on margins in 2022
- 2022: quarterly increase of EBIT margin
- Q4/22 EBIT margin back on PY level



EBIT bridge: lower gross margin and higher selling expenses (esp. freight costs) lead to lower EBIT

in €m



Free cash flow below prior year mainly due to increase in net operating working capital

In €m	2022	2021	Change	
			absolute	in %
EBT	37.3	44.8	-7.5	-16.7
Net cash inflow from operating activities	22.7	45.7	-23.0	-50.3
Net cash outflow from investing activities	-6.5	-3.4	-3.1	-91.2
Free cash flow	16.2	42.3	-26.1	-61.7
Net cash outflow from financing activities	-48.5	-39.4	-9.1	-23.1
Net change in cash funds	-32.2	2.9	-35.1	-1,210.3
Cash funds as of Dec. 31	-27.1	4.5	-31.6	-702.2

- **Free cash flow** significantly below prior year:
 - > lower earnings before taxes
 - > Significant increase in net operating working capital due to high trade accounts receivable as of the reporting date and increased inventories significantly above prior year
- **Cash outflow from financing activities** includes dividend payment of €38.8 million (previous year: €30.8 million)
- **Dividend proposal** for 2022: €2.20 per no-par value share entitled to dividend (total: €28.4 million)

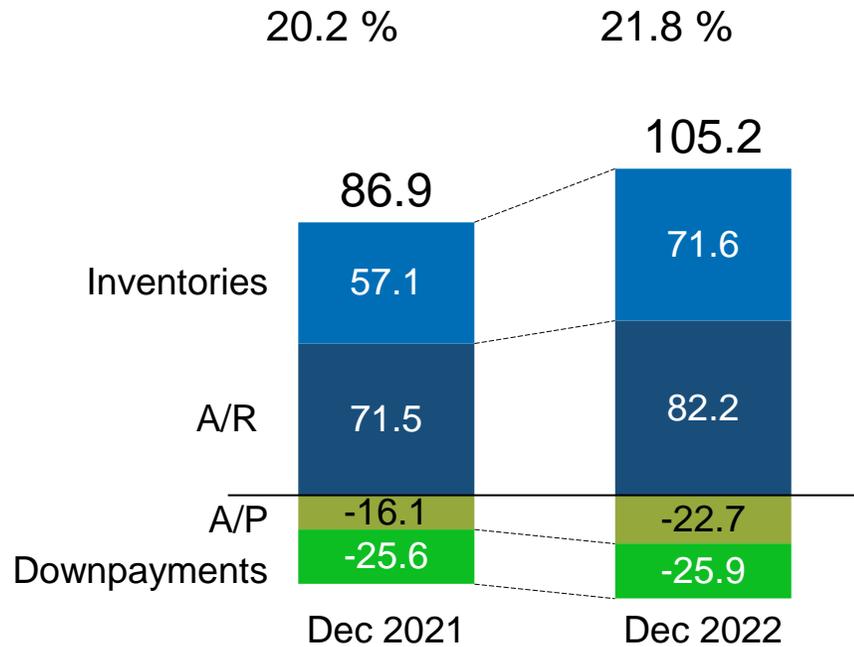


NOWC turnover, ROCE and Equity Ratio

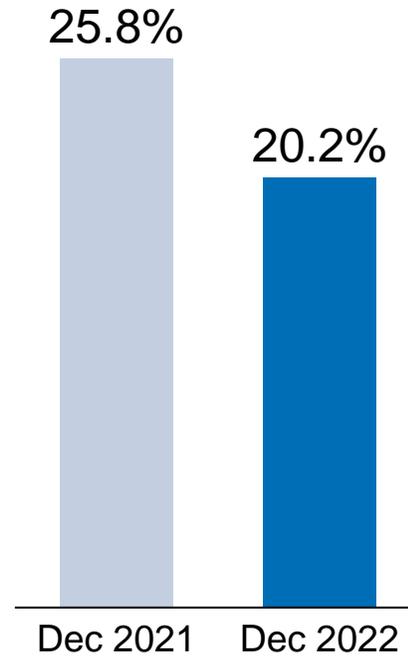
in €m

NOWC

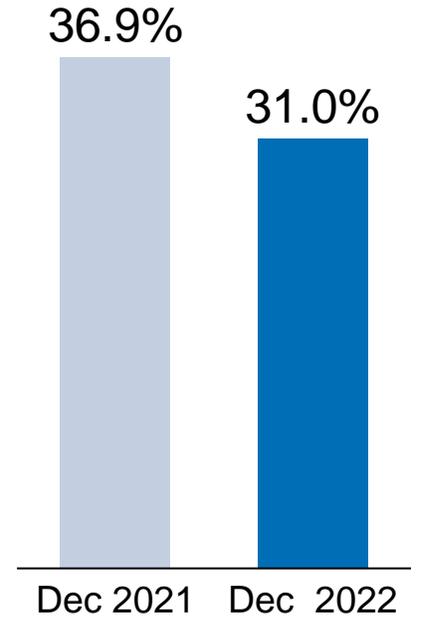
NOWC turnover in %



ROCE



Equity Ratio



Guidance 2023

	2022	Guidance 2023
Revenue	482.2m€	at prior-year level +/-3%
EBIT	38.0m€	significant increase $\geq 10\%$
Free Cashflow	16.2m€	significant rise $\geq 10\%$
ROCE	20.2%	≥ 1 percentage point





WashTec

CLEAN CARS®



Financial Calendar 2023

Date	Event
May 4, 2023	Q1 Statement
May 15, 2023	Annual General Meeting
June 21, 2023	Sustainability report Press conference
August 3, 2023	Half-yearly financial statement
November 2, 2023	Q3 Statement



Event Calendar 2023

Date	Event
April 4-5, 2023	Roadshow Zürich/Paris
May 16, 2023	Spring Conference, Equity Forum, Frankfurt
June 15, 2023	Warburg Highlights Conference, Hamburg
November 27.-29., 2023	Equity Forum, Frankfurt



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