

The WashTec logo, featuring a stylized circular icon with a dot inside, followed by the word "WashTec" in a bold, sans-serif font.

Conference Call H1 2019

July 26, 2019

ALL AROUND CLEAN CARS

Roll over systems



Wash tunnels



Self-service



Water reclaim system



Wash chemicals



Financial services



Services

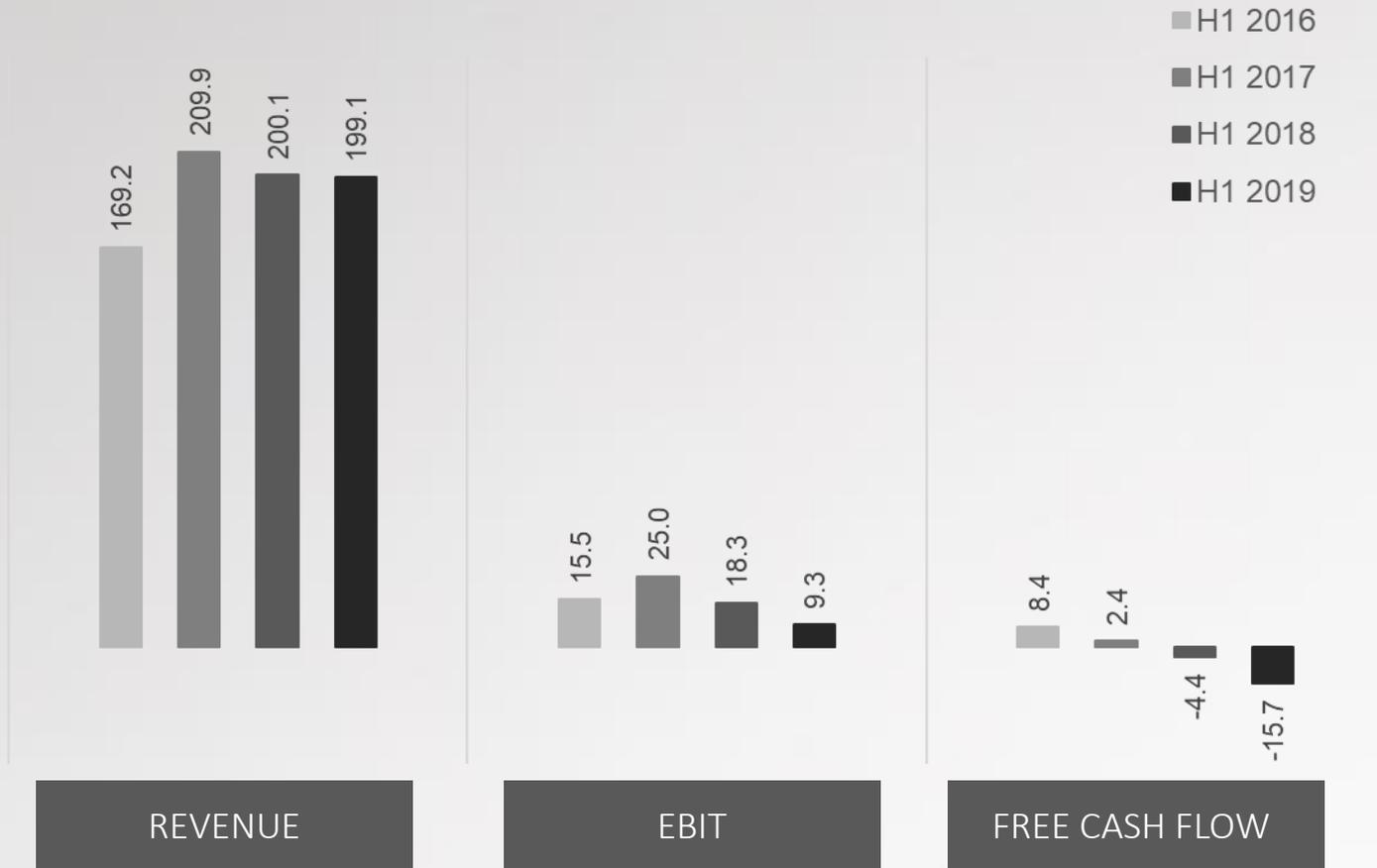


Operations

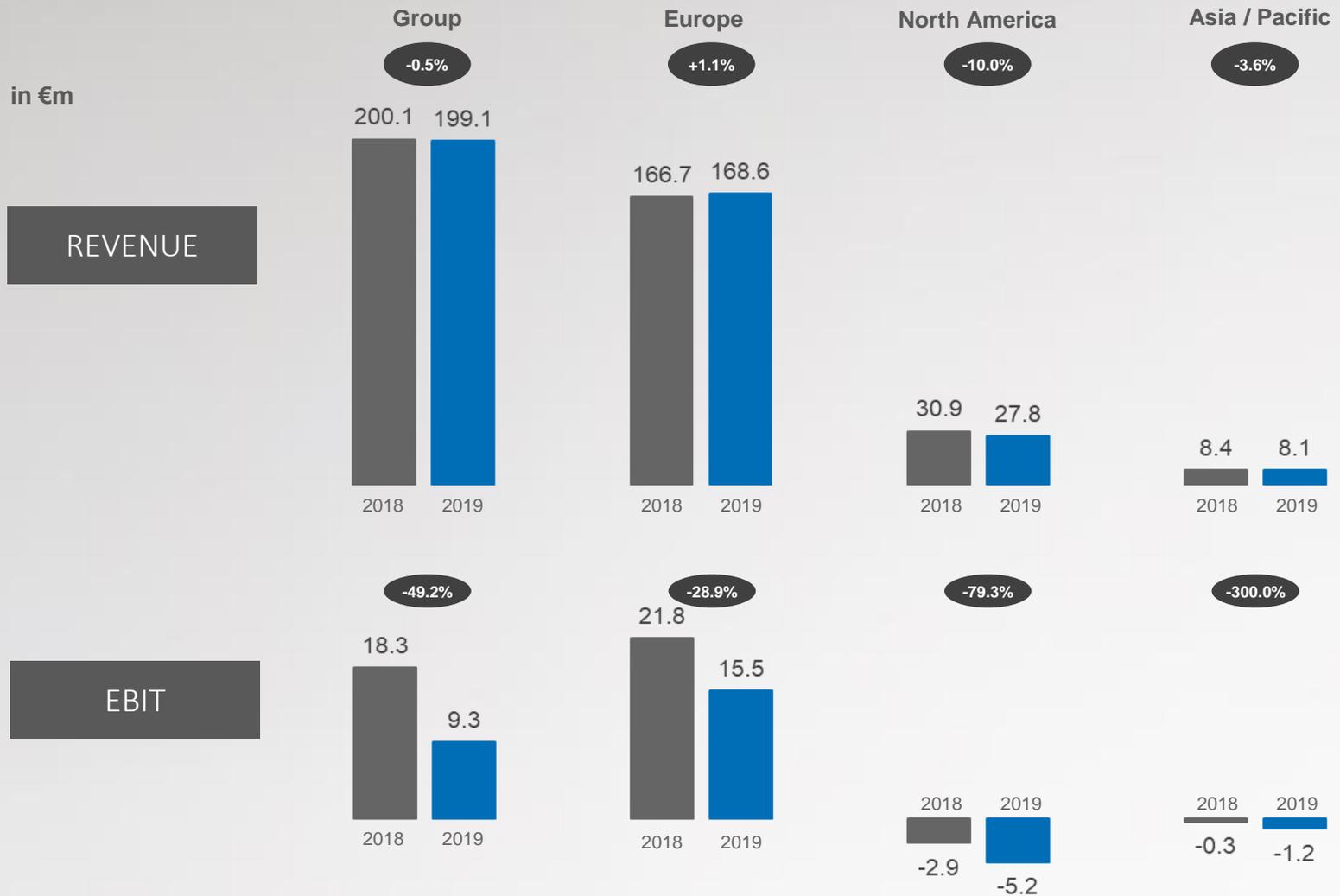


H1 2019

Performance



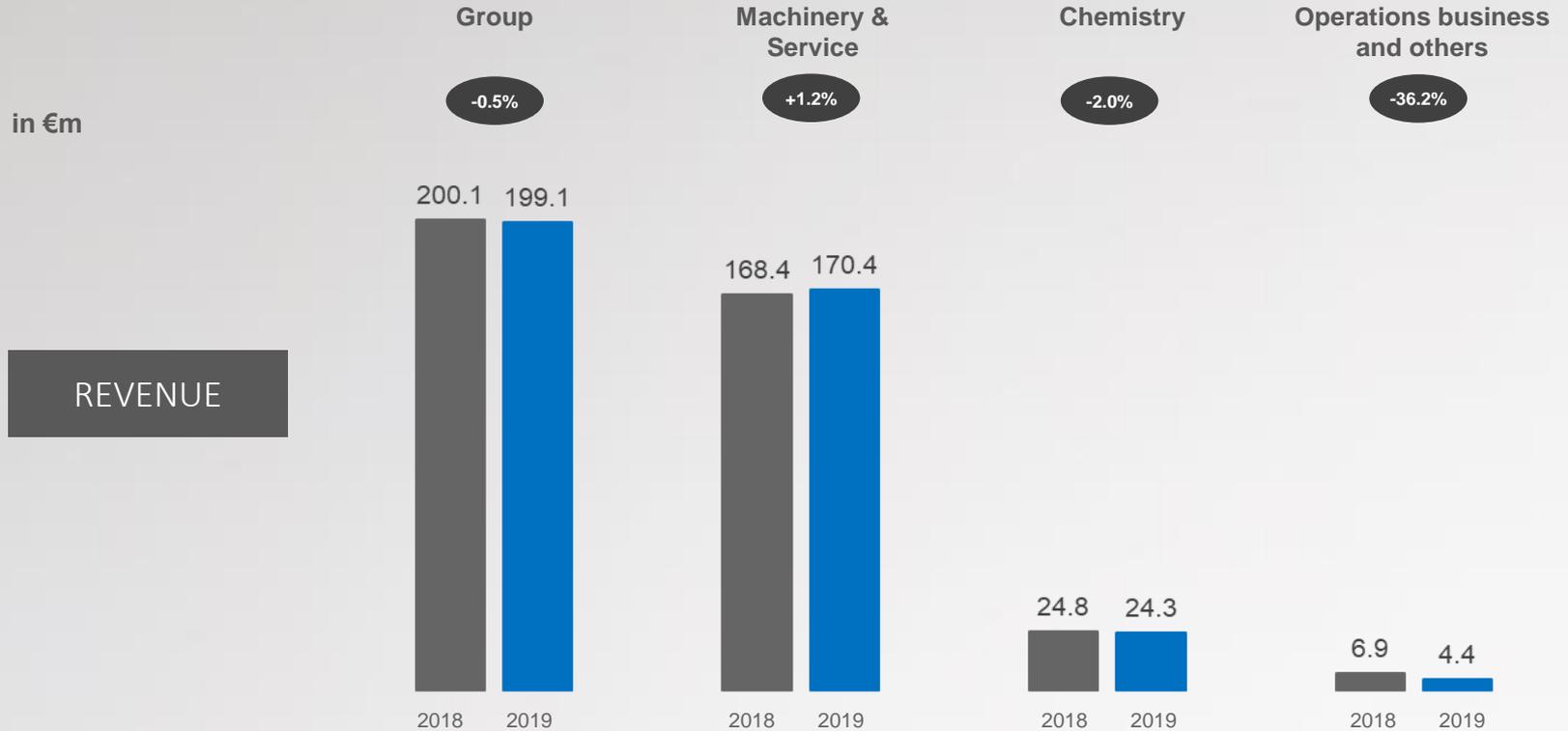
H1 2019 – Results by Regions



Rounding differences may occur, without consolidation effects.

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H1 2019 – Results by Products



Rounding differences may occur, without consolidation effects.

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PROFIT AND LOSS STATEMENT

in €m	H1 2019	H1 2018
Revenue	199.1	200.1
Gross Margin	113.7 [57.1%]	116.6 [58.3%]
Personnel expenses	(71.7) [36.0%]	(67.7) [33.8%]
Depreciation	(8.1)	(4.9)
EBIT	9.3 [4.7%]	18.3 [9.2%]
Financial result	(0.3)	(0.3)
EBT	9.0	18.0
Tax expenses	(4.6)	(6.6)
Net income	4.4	11.4
EPS (in €)	0.33	0.85
ROCE (in %)	22.3	25.2



SOLID BALANCE SHEET STRUCTURE

in €m	June 30, 2019	Dec 31, 2018
Balance Sheet Total	262.6	237.2
Goodwill	42.3	42.3
Equity	66.5	95.4
Net Financial Debt	79.1	10.1
Net Operating Working Capital	94.4	82.6
Net Cash Outflow from investing activities (balanced)	(4.8)	(6.0)
Free Cash Flow	(15.7)	32.3



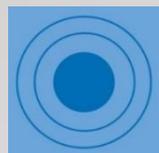
WASHTEC SHARE PERFORMANCE

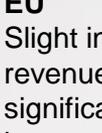
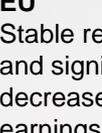
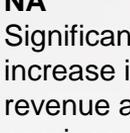
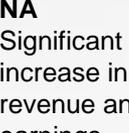
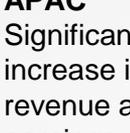
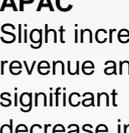


Trade Volume (Xetra)			
	June		
Period	2019	2018	2017
pcs (Jan-Mar)	1,379,469	3,070,931	2,242,556
in T€	15,786.8	18,667.7	29,965.7
T€ per day in average	830.9	888.9	1,426.9

- Stable, value-oriented shareholder base
- Dividend yield 3.6 %

GUIDANCE 2019 - revised



	Annual report 2018	Q1 2019	H1 2019	Q3 2019
Revenue	Significant increase	Significant increase	Stable	
EBIT	Significant increase	Significant increase	Significant decrease	
EBIT margin			at least 10 %	
FCF	Slight increase	Slight increase	Slight decrease	
Regions	 EU Slight increase in revenue and significant increase in earnings	 EU Slight increase in revenue and significant increase in earnings	 EU Stable revenue and significant decrease in earnings	
	 NA Significant increase in revenue and earnings	 NA Significant increase in revenue and earnings	 NA Significant increase in revenue and earnings	
	 APAC Significant increase in revenue and earnings	 APAC Significant increase in revenue and earnings	 APAC Slight increase in revenue and significant decrease in earnings	

NEW CEO AND CTO



Dr. Günter Blaschke, CEO

July 15, 2019 – December 31, 2019

- PhD in the field of industrial management after having passed his studies of Business Administration at the University of Cologne
- 2000-2013 CEO of Rational AG
- Since May 2014 Chairman of the Supervisory Board of WashTec AG



Dr. Ralf Koeppel, CTO

- Dipl. and M.S. Degree in Mechanical Engineering and a doctorate from ETH Zurich
- 2014-2019 CTO of the Automation & Electrification Business Unit at Bosch Rexroth AG
- Member of the Management Board of WashTec since July 2019; CEO beginning January 2020
- Responsible for Supply Chain, Research and Development, Service, Quality and Purchasing

FINANCIAL CALENDAR

July 26, 2019

Publication of half-year Report

September 23–26, 2019

Baader Bank Investment Konferenz, Munich

October 25, 2019

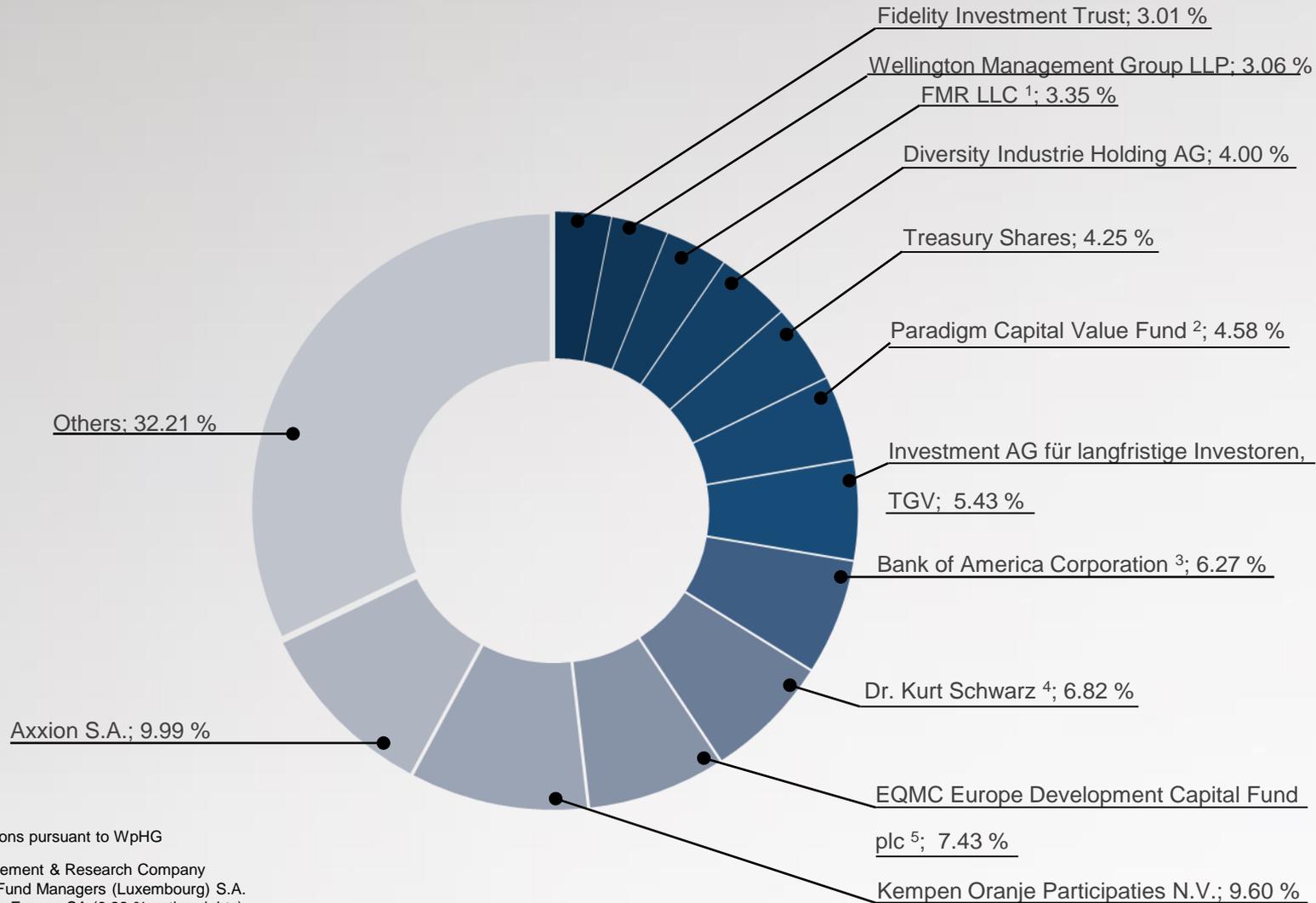
Publication of Q3 Statement / Q3 Report

November 25 - 27, 2018

Eigenkapitalforum, Frankfurt



BACKUP: THE SHAREHOLDERS



Source: Notifications pursuant to WpHG

- 1) Fidelity Management & Research Company
- 2) Carne Global Fund Managers (Luxembourg) S.A.
- 3) BofA Securities Europe SA (6.22 % voting rights)
- 4) Leifina GmbH & Co. KG et al.
- 5) Alantra EQMC Asset Management, SGIIIC, S.A. (as investment management function)

30.06.2019

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