

 **WashTec**



## Conference Call Q3 2019

October 25, 2019

# Equip Auto Paris & ICA Amsterdam



# German Brand-Award for WashTec



# MaxiWash Plus All-inclusive-package & new EasyCarWash homepage

MaxiWash Plus



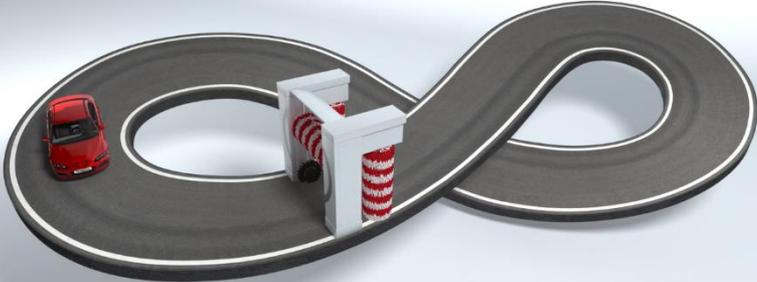
Eine Nutzfahrzeug-Waschanlage, bei der alles inklusive ist?

Die MaxiWash Plus jetzt ab 519 € monatlich\*.

**NEU:**  
Unser All-inclusive-Paket

EasyCarWash

Homepage FAQs For operators English



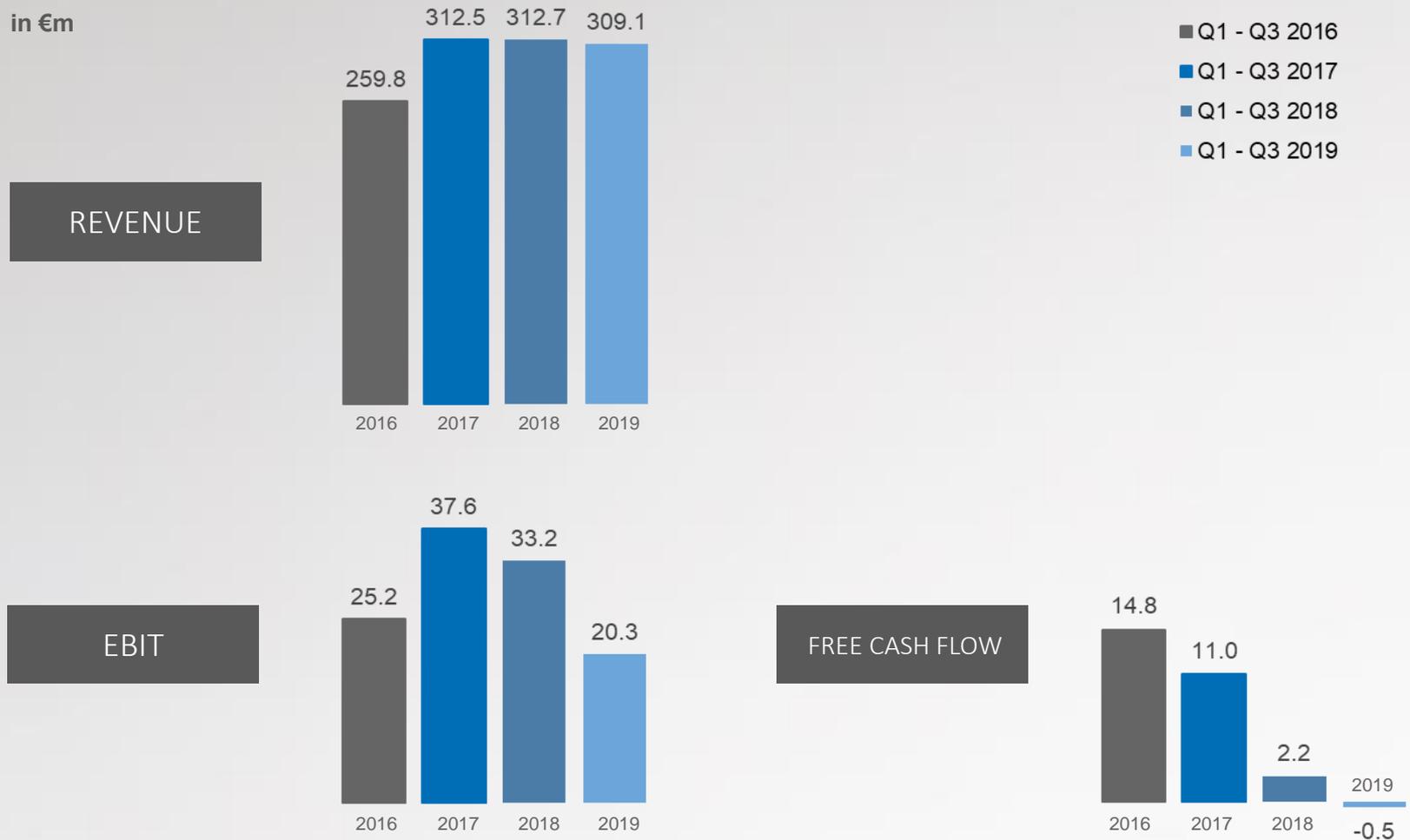
Wash your car as often you like!



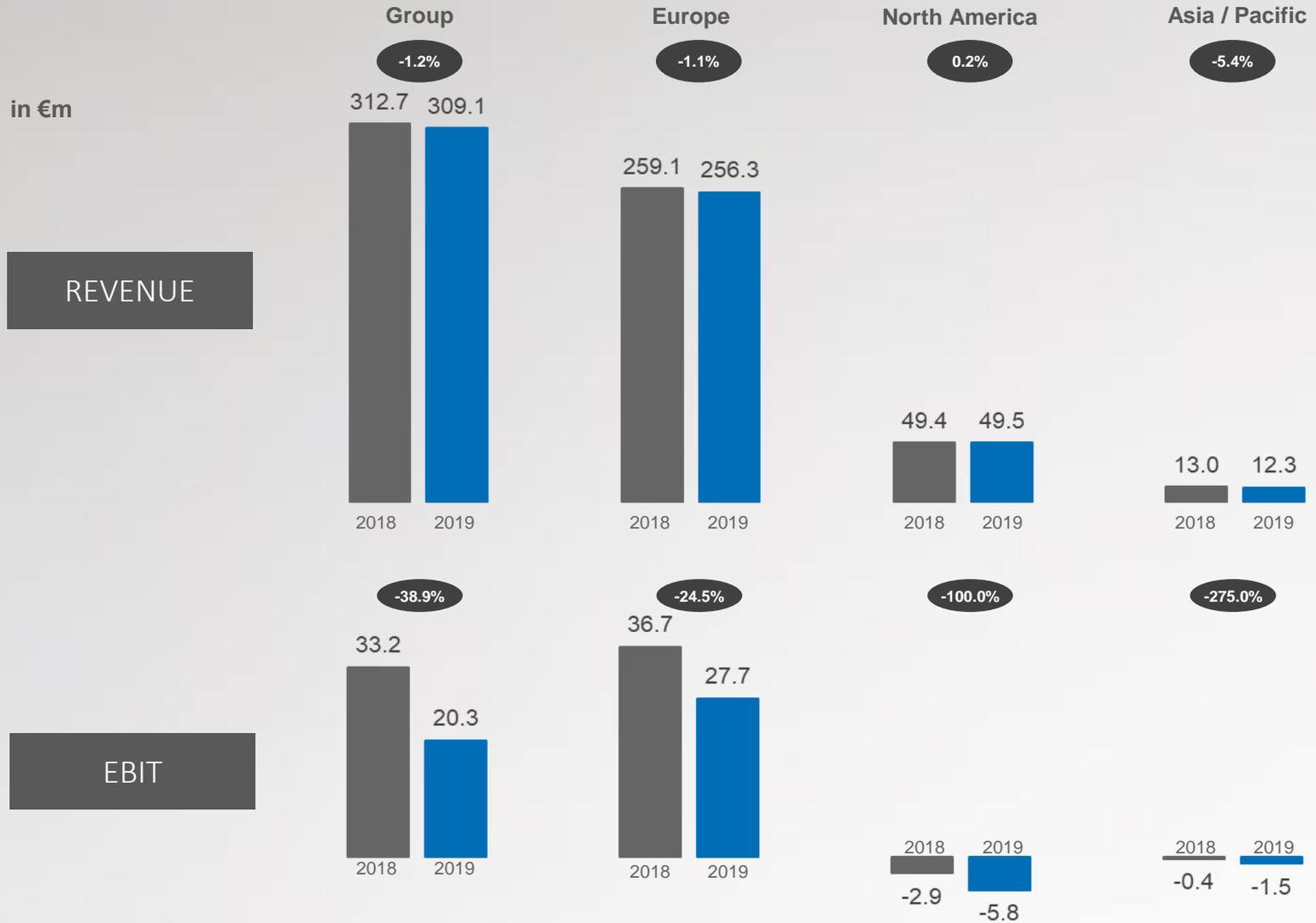
# Q1 - Q3 2019

## Performance

in €m



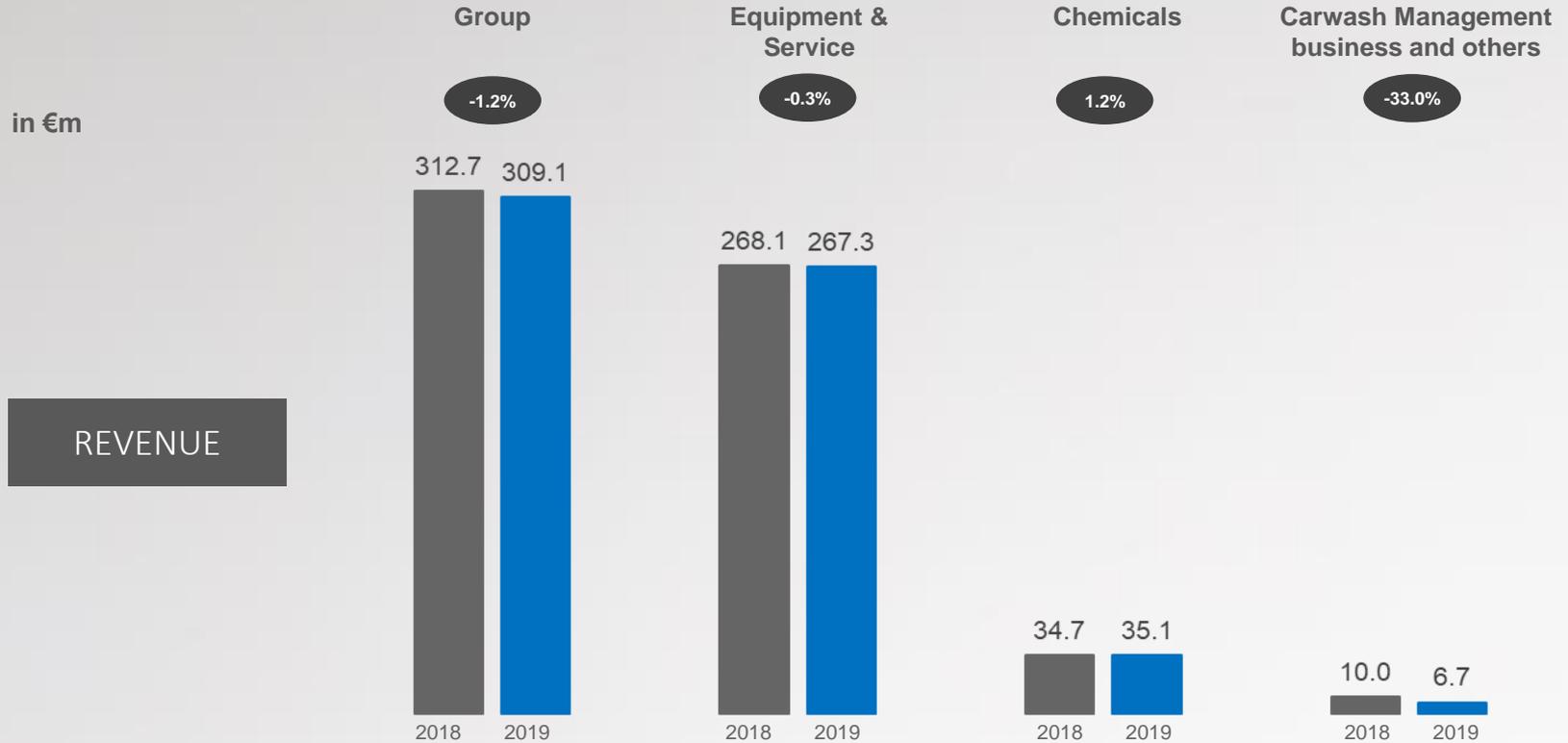
# Q1 – Q3 2019 – Results by Regions



Rounding differences may occur, without consolidation effects.

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# Q1 – Q3 2019 – Results by Products



Rounding differences may occur, without consolidation effects.

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# PROFIT AND LOSS STATEMENT

in €m	Q1 – Q3 2019	Q1 – Q3 2018
<b>Revenue</b>	<b>309.1</b>	<b>312.7</b>
<b>Gross Margin</b>	<b>175.3</b> [56.7%]	<b>180.8</b> [57,8%]
Personnel expenses	(107.3) [34.7%]	(102.3) [32.7%]
Depreciation	(12.3)	(7.4)
<b>EBIT</b>	<b>20.3</b> [6.6%]	<b>33.2</b> [10.6%]
Financial result	(0.4)	(0.6)
<b>EBT</b>	<b>19.9</b>	<b>32.7</b>
Income taxes	(8.3)	(11.3)
<b>Net income</b>	<b>11.6</b>	<b>21.3</b>
<b>EPS (in €)</b>	<b>0.87</b>	<b>1.59</b>
<b>ROCE (in %)</b>	<b>19.8</b>	<b>26.1</b>

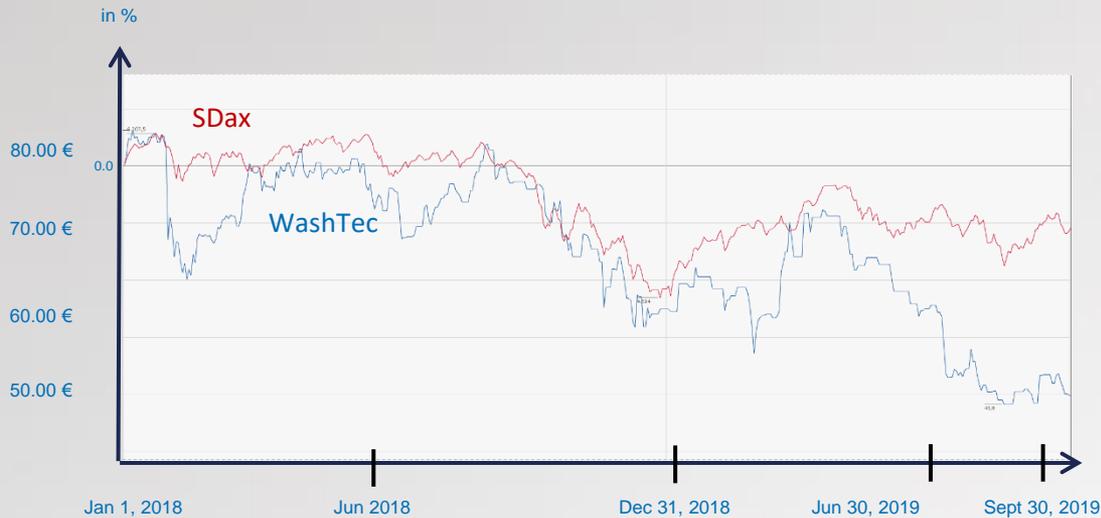


# SOLID BALANCE SHEET STRUCTURE

in €m	Sept 30, 2019	Dec 31, 2018
Balance Sheet Total	271.0	237.2
Goodwill	42.3	42.3
Equity	74.2	95.4
Net Operating Working Capital	96.2	82.6
Net Cash Outflow from investing activities (balanced)	(6.1)	(6.0)
Free Cash Flow	(0.5)	32.3



# WASHTEC SHARE PERFORMANCE

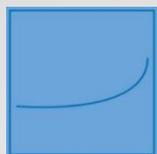


Trade Volume (Xetra)			
	September		
Period	2019	2018	2017
pcs (Jan-Sept)	2,591,929	3,770,971	3,359,808
in T€	15,385.3	12,177.6	21,233.6
T€ per day in average	732.6	608.9	1,011.1

Stable, value-oriented shareholder base

# GUIDANCE 2019 - adjusted

	Annual report 2018	Q1 2019	H1 2019	Q3 2019
Revenue	Significant increase	Significant increase	Stable	Stable
EBIT	Significant increase	Significant increase	Significant decrease	Significant decrease
EBIT margin			at least 10 %	around 9 %
FCF	Slight increase	Slight increase	Slight decrease	Slight decrease
Regions				
	 <b>EU</b> Slight increase in revenue and significant increase in earnings	<b>EU</b> Slight increase in revenue and significant increase in earnings	<b>EU</b> Stable revenue and significant decrease in earnings	<b>EU</b> Stable revenue and significant decrease in earnings
	 <b>NA</b> Significant increase in revenue and earnings	<b>NA</b> Significant increase in revenue and earnings	<b>NA</b> Significant increase in revenue and earnings	<b>NA</b> Slight increase in revenue and significant increase in earnings
	 <b>APAC</b> Significant increase in revenue and earnings	<b>APAC</b> Significant increase in revenue and earnings	<b>APAC</b> Slight increase in revenue and significant decrease in earnings	<b>APAC</b> Stable revenue & significant decrease in earnings



# FINANCIAL CALENDAR

October 25, 2019

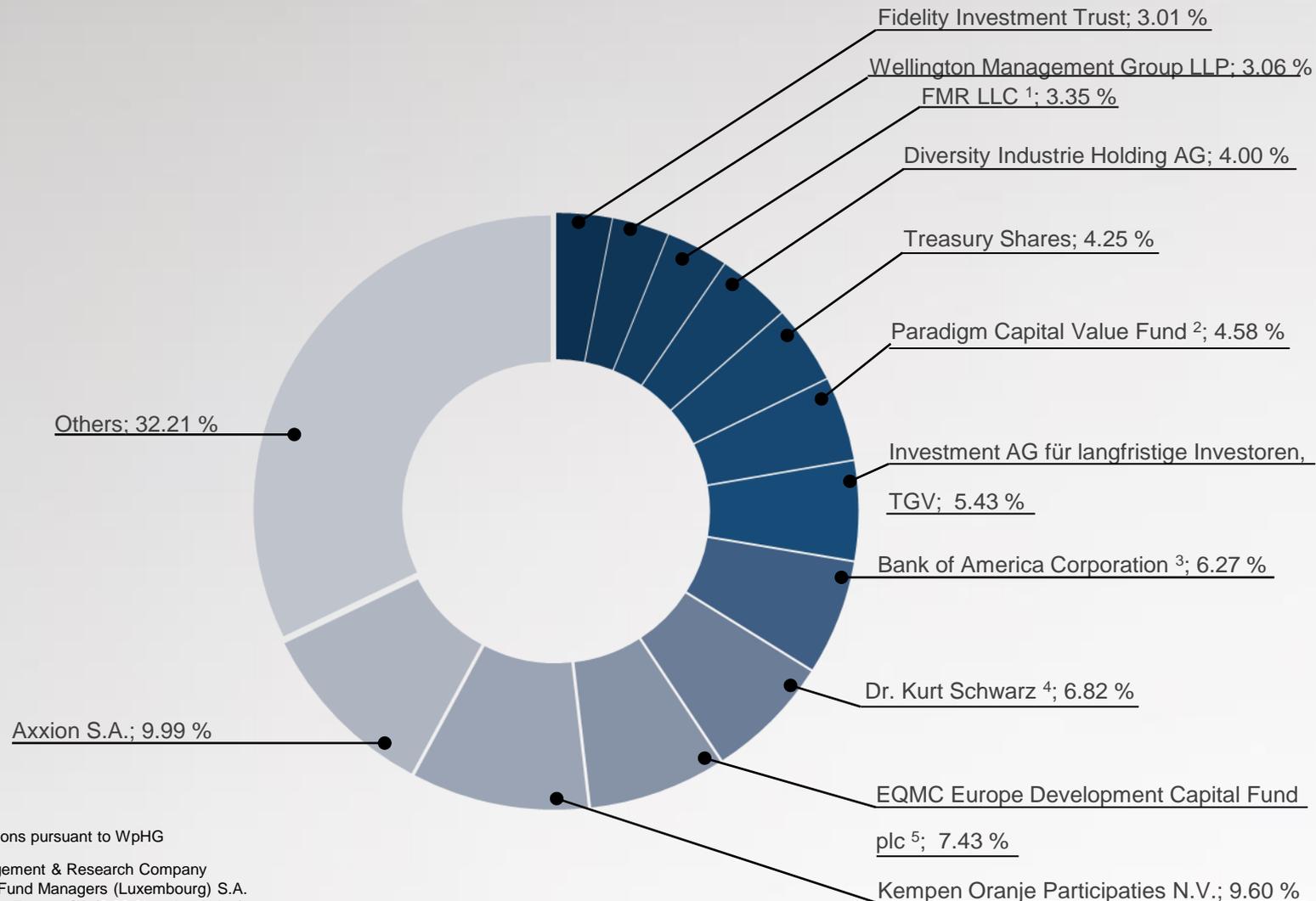
Publication of Q3 Statement / Q3 Report

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, SGIIC, S.A. (as investment management function)

30.09.2019

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