Q2 Report | July 28, 2022

Dr. Ralf Koeppe | CEO

WashTec
CLEAN CARS®

1 | Update WashTec

Car wash as a resilient & sustainable business model

WashTec is the leading supplier of innovative vehicle wash solutions worldwide. The product range includes all types of vehicle washing systems as well as associated peripheral equipment, washing chemicals and water recovery systems. **As specialists** in environmentally friendly car wash, **we are continuously working on innovations as a contribution to a sustainable mobility today and tomorrow.**

In addition, WashTec offers **comprehensive service packages and digital smart service solutions over the entire life cycle of the products** - these include maintenance, chemical supply, equipment take-back, as well as services for arranging financing or operator management of equipment. **The main revenue drivers are the product areas of machinery, service and chemicals.**

Supply chain situation – tense but manageable

Risks from the supply situation still remain but is managed. Production efficiency is reduced

WashTec is executing a rigorous, proactive approach

Forecasting with major suppliers,

Regular calls with all important suppliers

Weekly Meeting "securing supply", daily coordination between order and purchasing dpt.

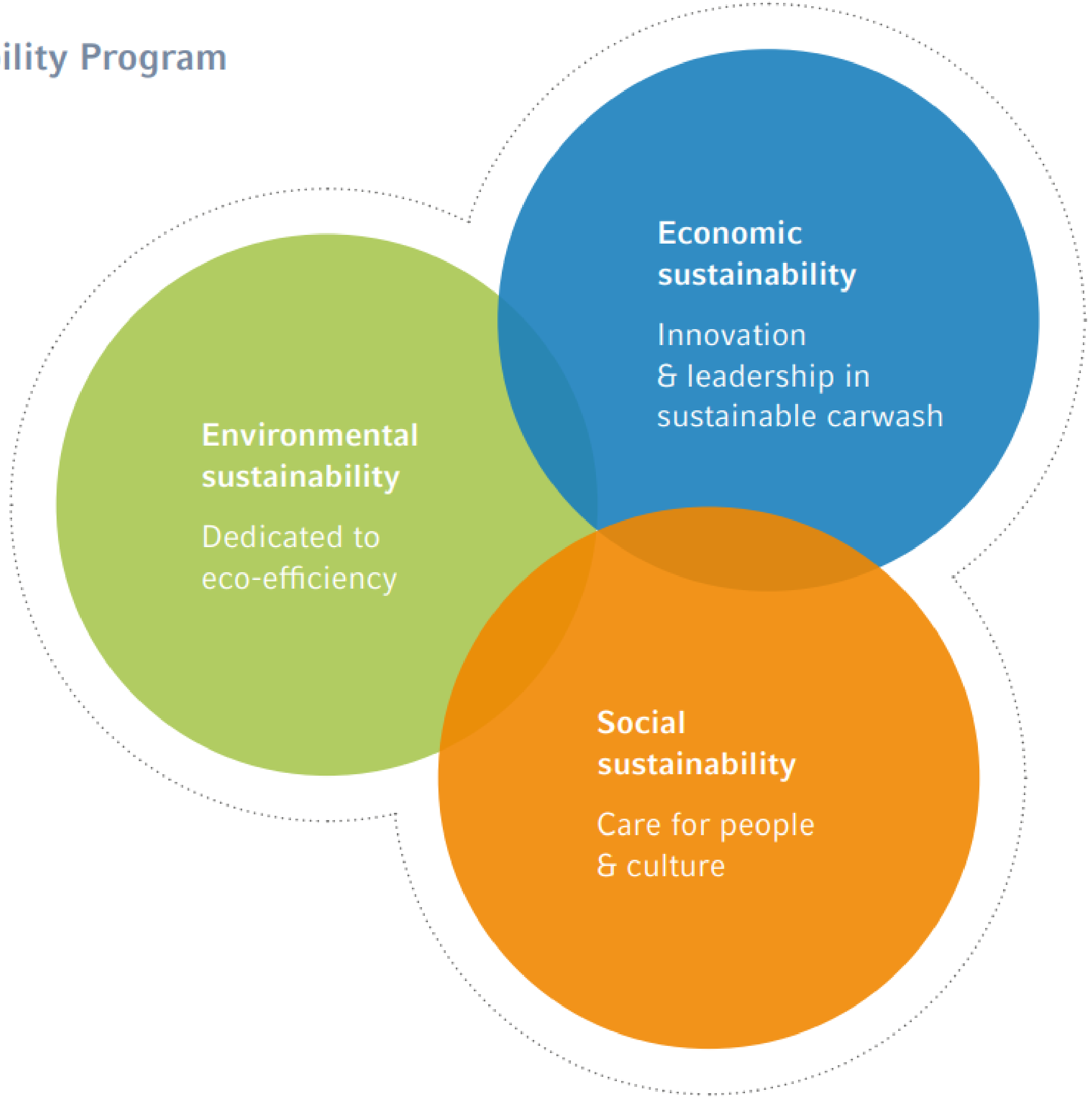
"red telephone" purchasing / R&D to find substitutes for missing parts

Customers have acceptable delivery times for most of the products but often battle with the difficulty to complete the preparation of the site for installation.

With our Supply on Demand (SoD) planning system we produce the machine only when the installation site is planned to be ready.

Sustainability Report 2021 published

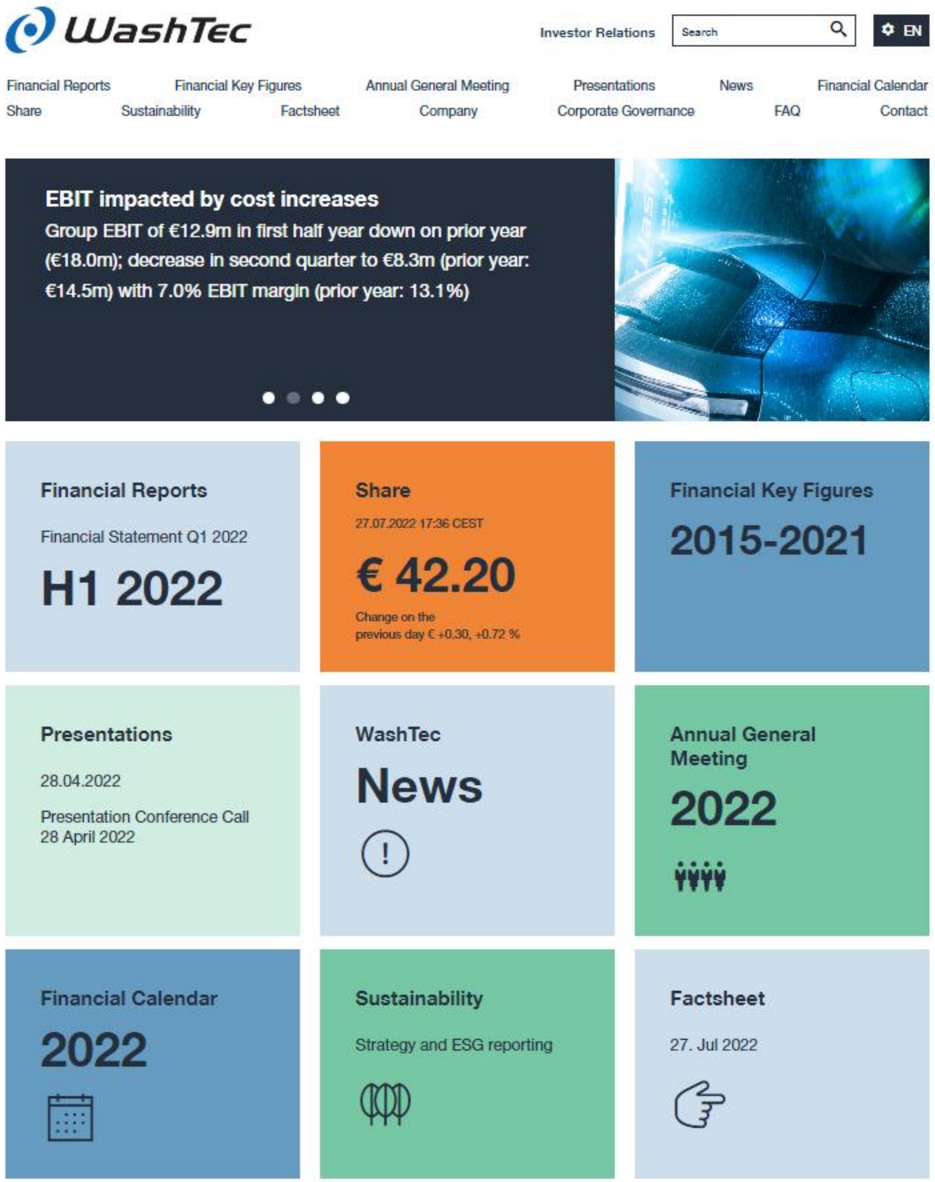
The WashTec Sustainability Program
sustainability@washtec



Download
https://ir.washtec.de/en/sustainability

New design WashTec IR Homepage

https://ir.washtec.de



Clean Cars? **#askwashtec**

2 | Q2 2022 results

Q2 at a glance – Revenue 8% up; EBIT affected by time lag between material price rises and own price increases

- Q2 revenue up 8% (FX adjusted 5%) mainly driven by higher sales to key-accounts and strong chemicals business
- EBIT app. € 6m below prior year impacted by increase of material cost and normalization of operating cost after corona years
- Free CashFlow decrease due to lower result and increase in NOWC caused by the requirement to increase safety stocks due to uncertainties on procurement markets

Revenue

€ 119.0m (PY € 110.2m)

EBIT

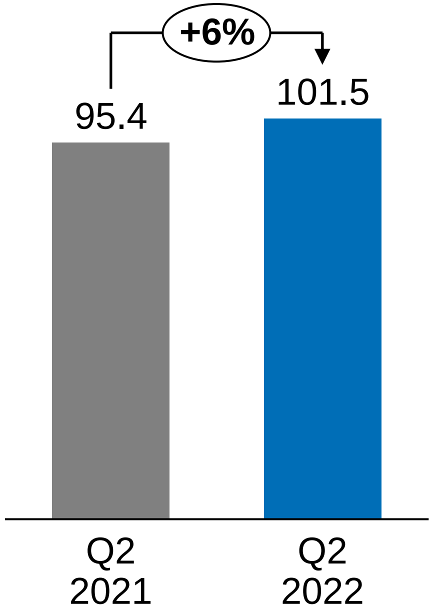
€ 8.3m (PY € 14.5m)

FCF (after lease expenses)

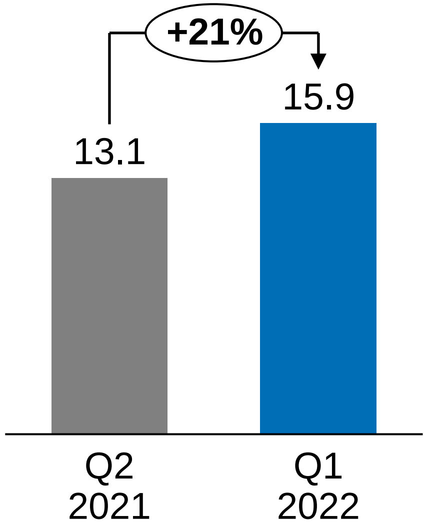
€ -1.0m (PY € 10.3m)

Q2 – Key accounts and Chemicals are main drivers of revenue growth

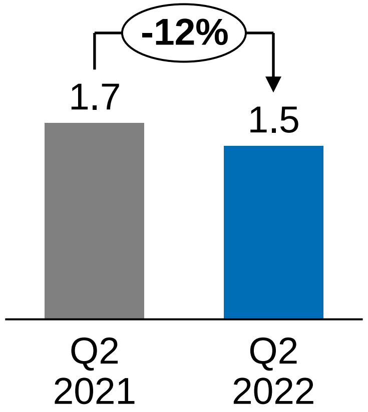
Equipment and service



Chemicals

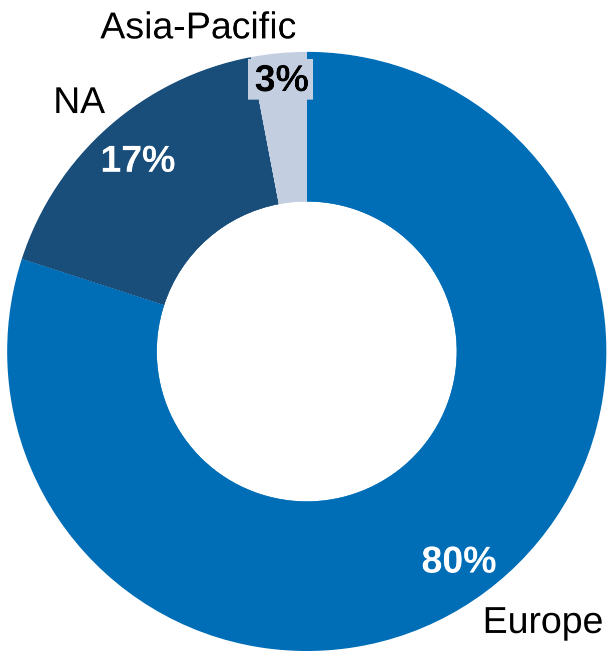


Other



Q2 – revenue growth in Europe and North America; all segments impacted by material cost increase

in million Euro



Europe

Revenue

€ 93.2m

up 3.0%

EBIT

€ 9.9m

-26.1%

North America

Revenue

€ 25.5m

up 44.1%

EBIT

€ -1.0m

-200.0%

Asia-Pacific

Revenue

€ 3.9m

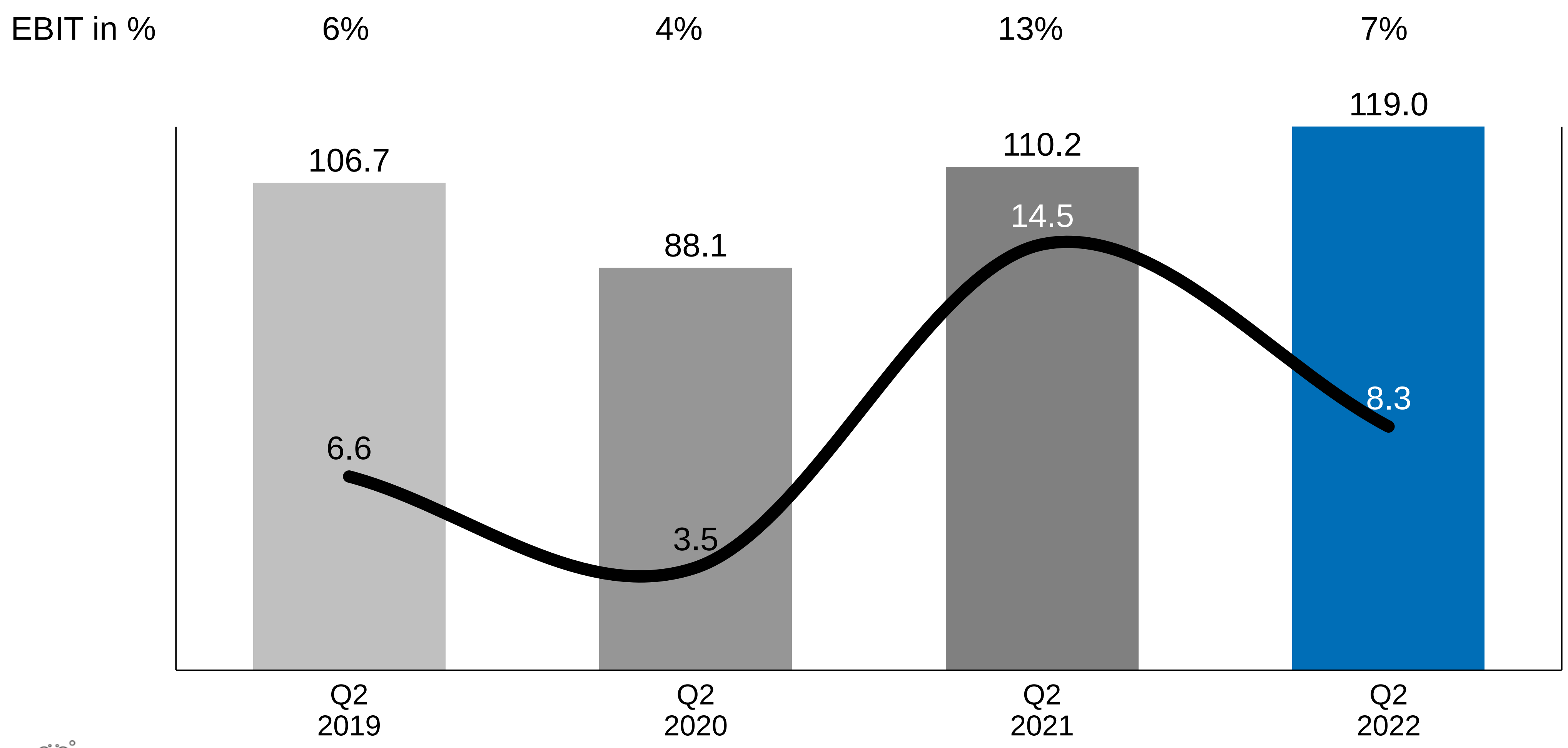
down -15.2%

EBIT

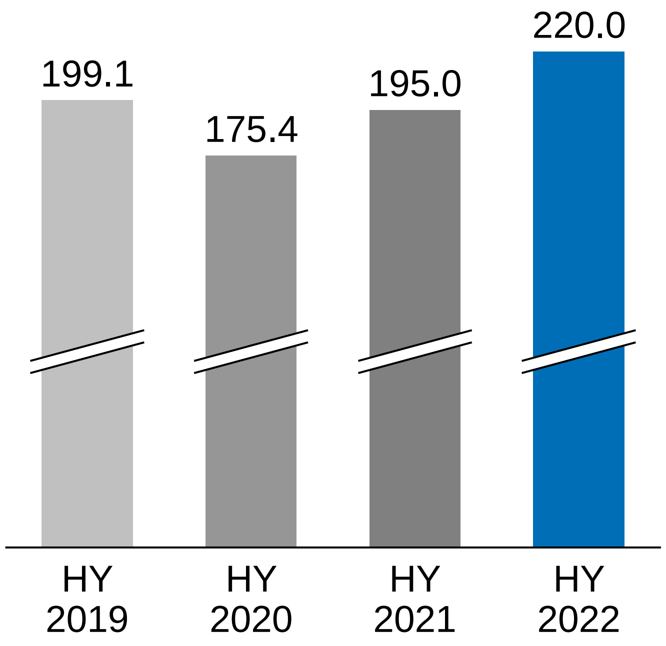
€ 0.1m

-50.0%

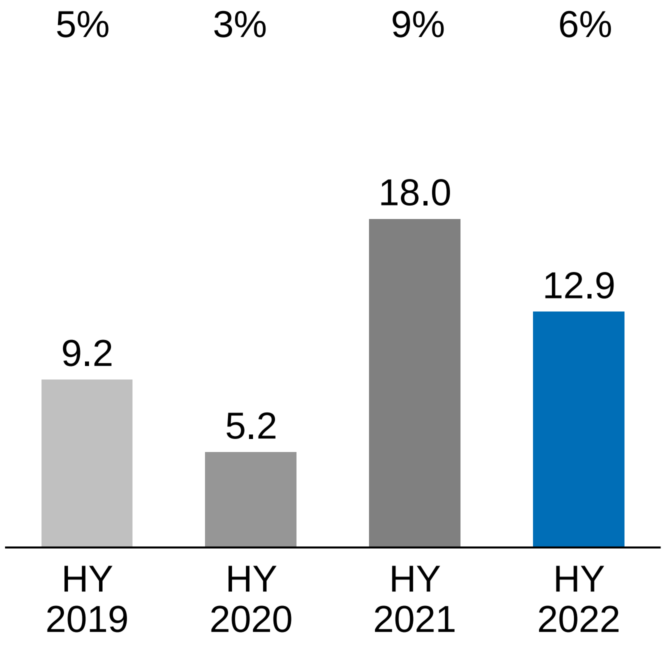
Q2 – Despite the current challenges, EBIT above pre-crisis year 2019 but below PY



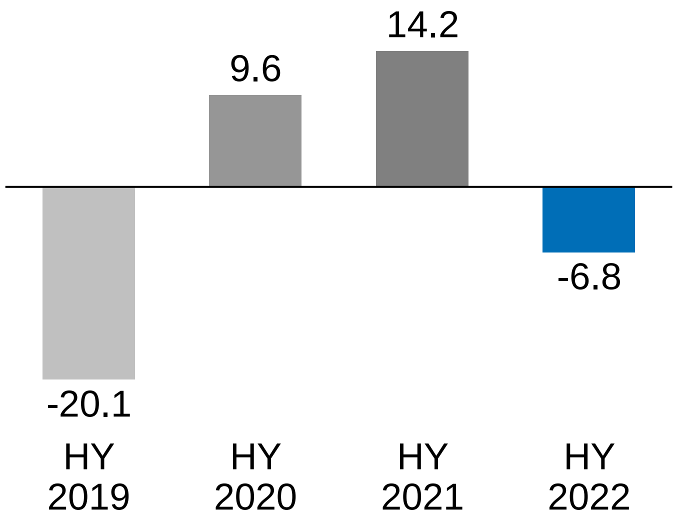
Q2 YTD – Strong revenue growth; EBIT above pre-crisis level but below PY; FCF impacted by safety stock increase



Revenue



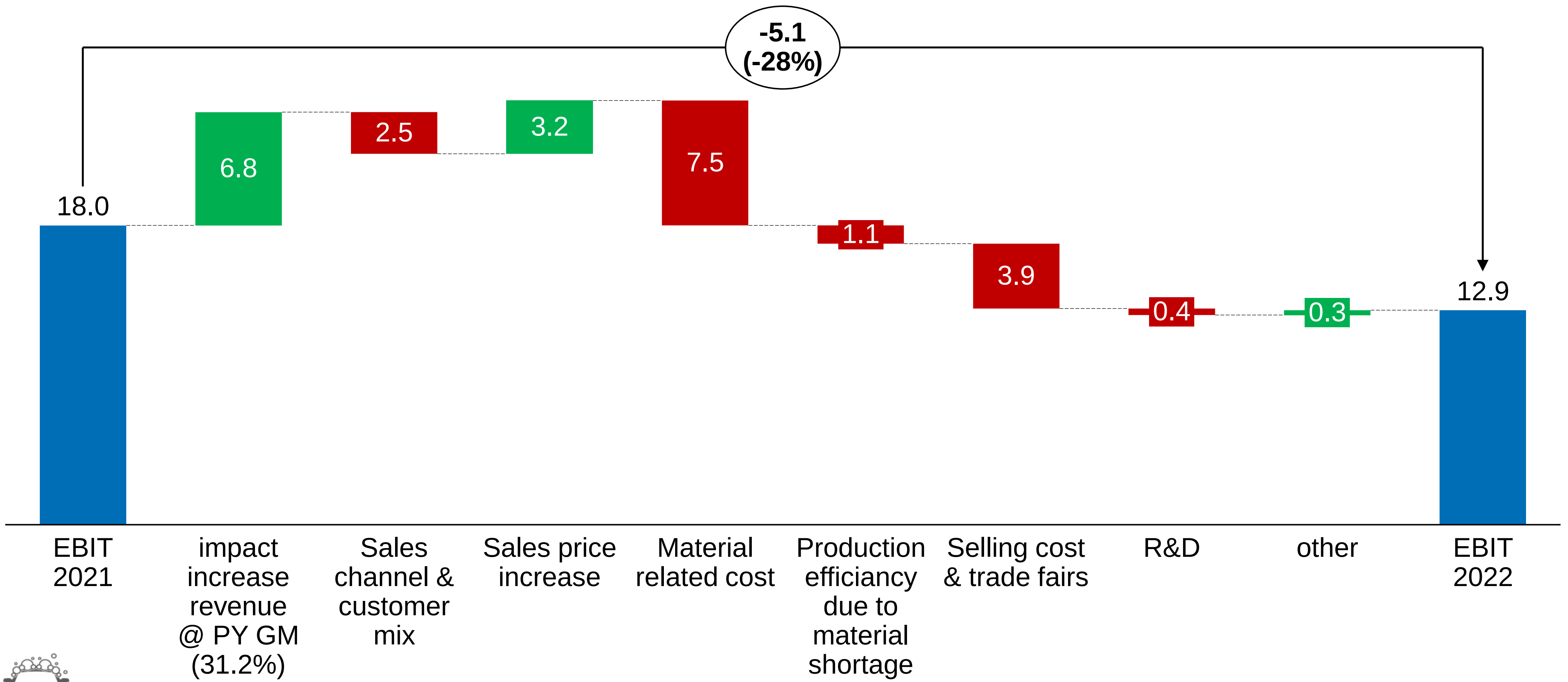
EBIT



FCF
including lease expense

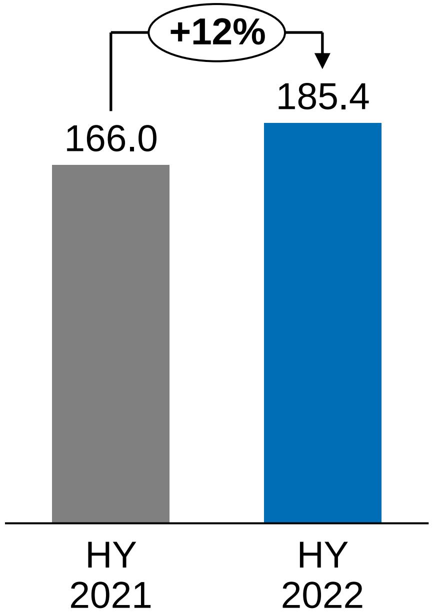
Q2 YTD EBIT - affected by time lag between material price rises and own price increases, higher portion of key-account business and increase in selling cost due to volume growth and exhibition expenses

in million Euro

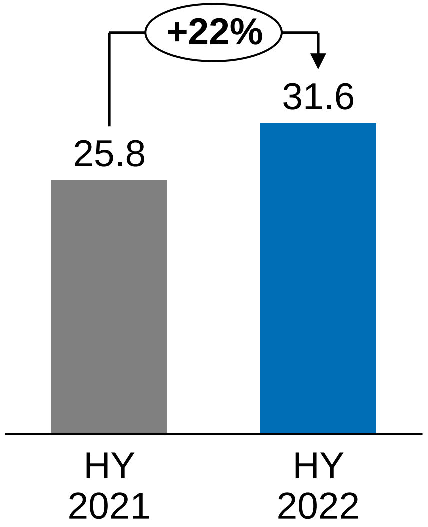


Q2 YTD – double digit growth in equipment, service and chemicals

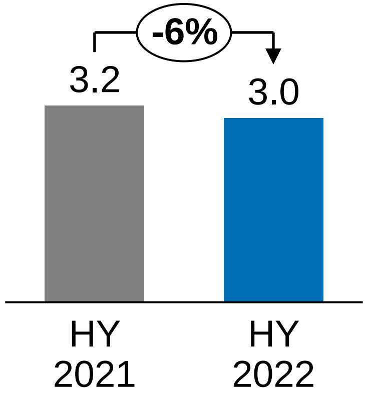
Equipment and service



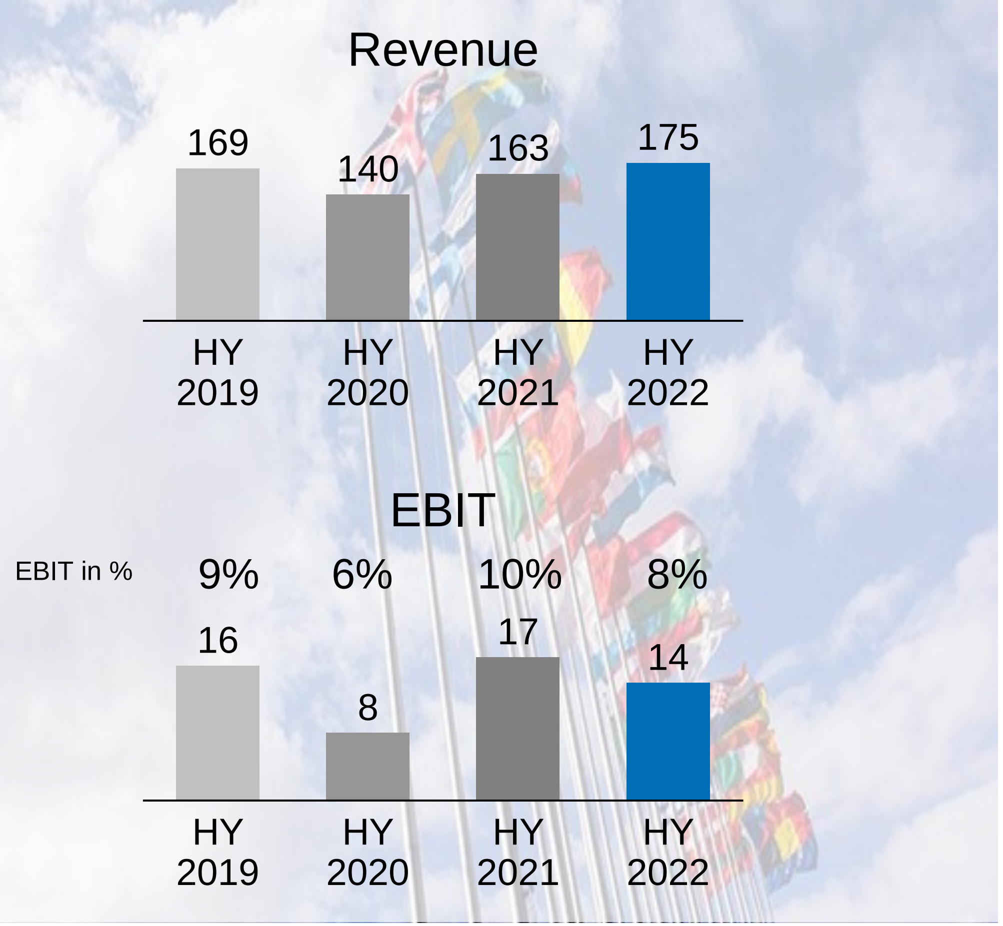
Chemicals



Carwash management business and others

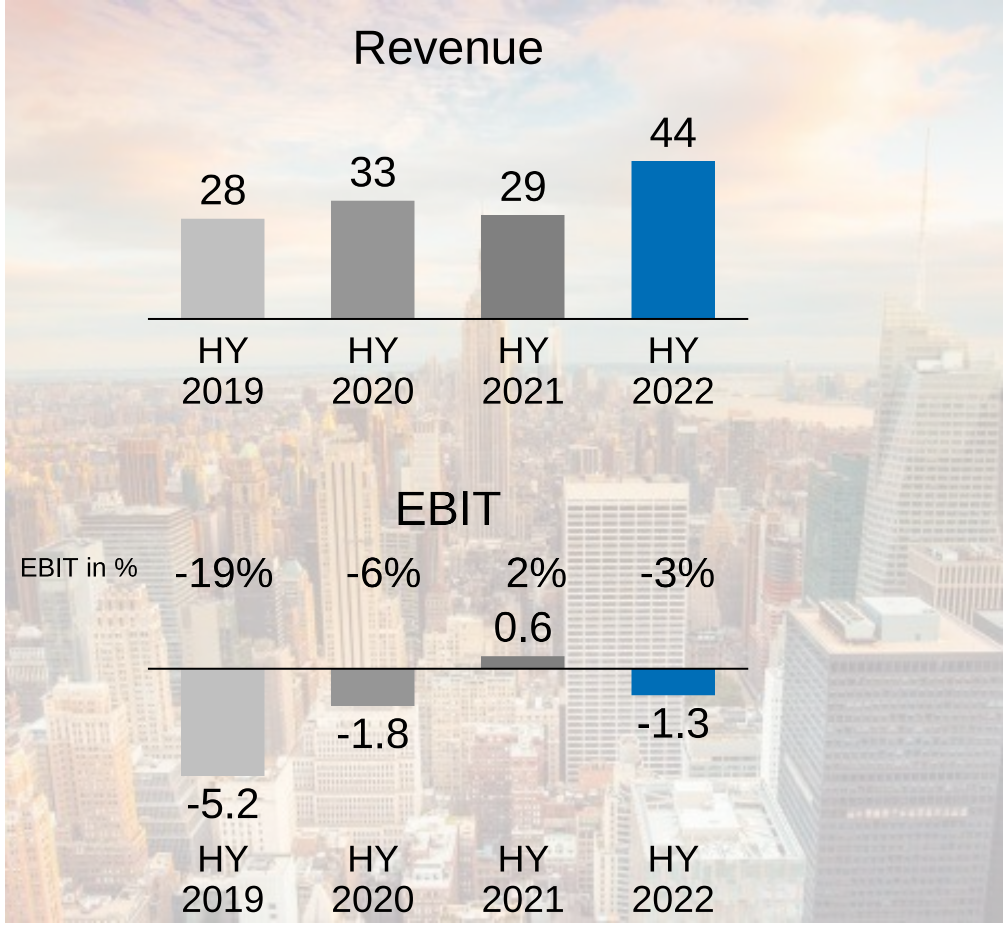


Q2 YTD – Europe



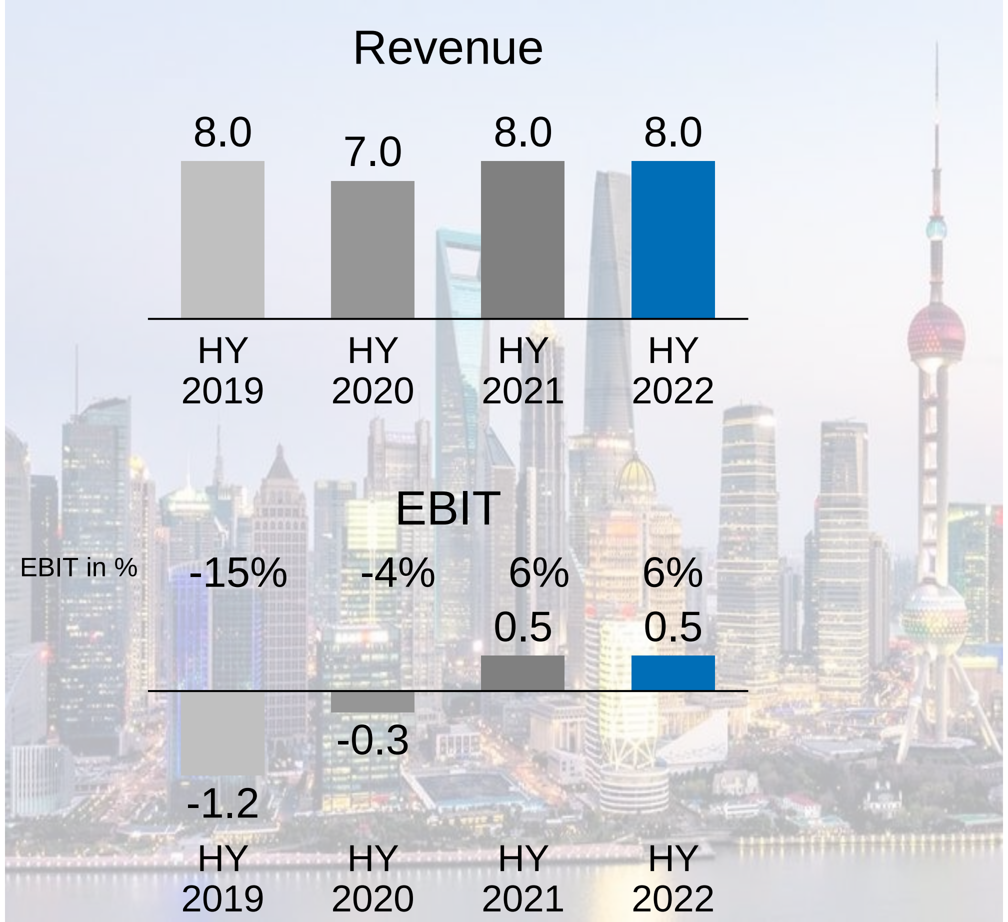
- Revenue up 7% compared to prior year mainly driven by business with key accounts and growth in chemical business
- EBIT impacted by increased costs of materials, logistics and energy in combination with the time lag to recognition of own price increases. Travel and trade fair expenses normalization after corona year
- Adjusted guidance for 2022: revenue increase by 5% – 6% and an EBIT slightly below PY

Q2 YTD – North America



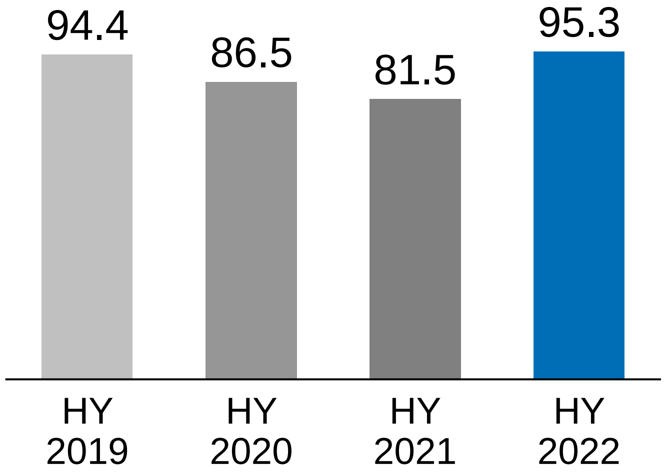
- FX adjusted revenue growth of 35%
- Loss mainly due to cost increases and customer mix as well as higher cost for health insurance. Lag between material price rises and own price increases especially for key-account business
- Adjusted guidance for 2022: significant double-digit revenue growth and an EBIT above adjusted prior year-level

Q2 YTD – APAC

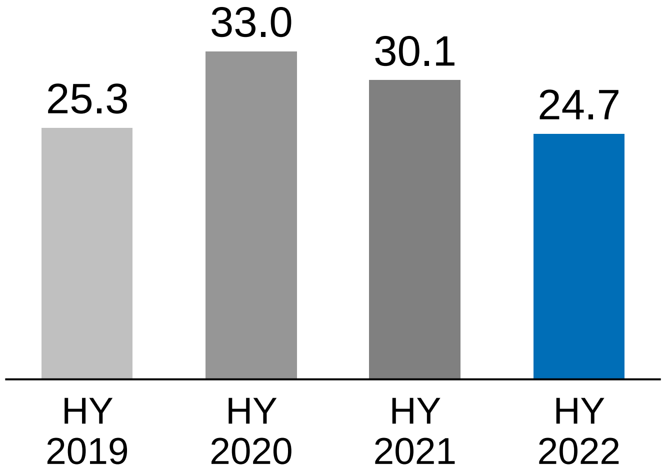


- Revenue slightly above prior year; second quarter was negatively impacted by the prolonged lockdowns in China
- EBIT on prior year-level
- Adjusted guidance for 2022: revenue increase by 5% – 6% and an EBIT on PY level or slightly below

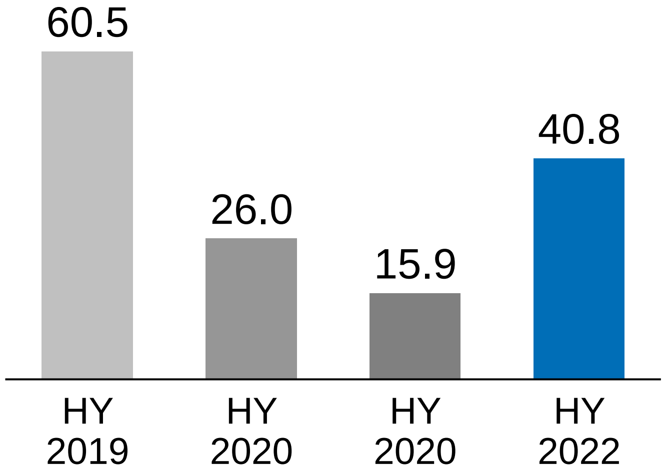
June 2022 Balance Sheet – increase in NOWC driven by safety stocks impact also the CashFlow; Equity ratio after dividend payment close to 25%



NOWC



Equity Ratio



Net Debt

Guidance 2022

	2021	Adjusted Guidance 2022
Revenue	€ 430.5m	€ 476m – 484m
Adjusted EBIT	€ 43.0m	€ 38m – 43m, EBIT-Ratio 8%-9%
FCF after lease payments	€ 34.5m	€ 10m – 20m
ROCE	25.8%	below prior year

WashTec

CLEAN CARS®

Financial Calendar 2022

October 27, 2022

Quartely Statement Q1–3 2022

November 28 – 30, 2022

Equity Forum, Frankfurt