

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 Q1 2019

April 29, 2019

ALL AROUND CLEAN CARS

Roll over systems



Wash tunnels



Self-service



Water reclaim system



Wash chemicals



Financial services



Services

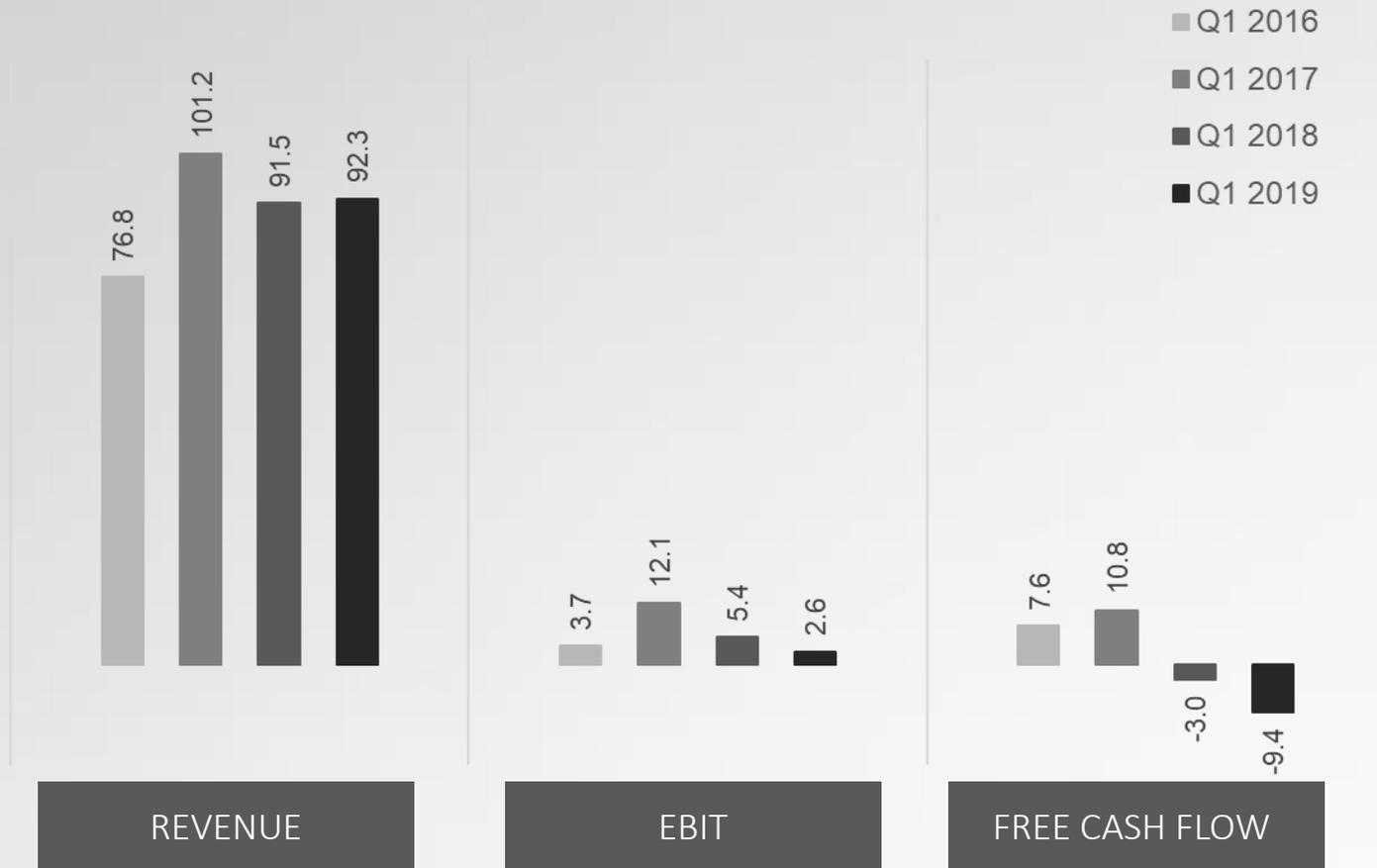


Operations

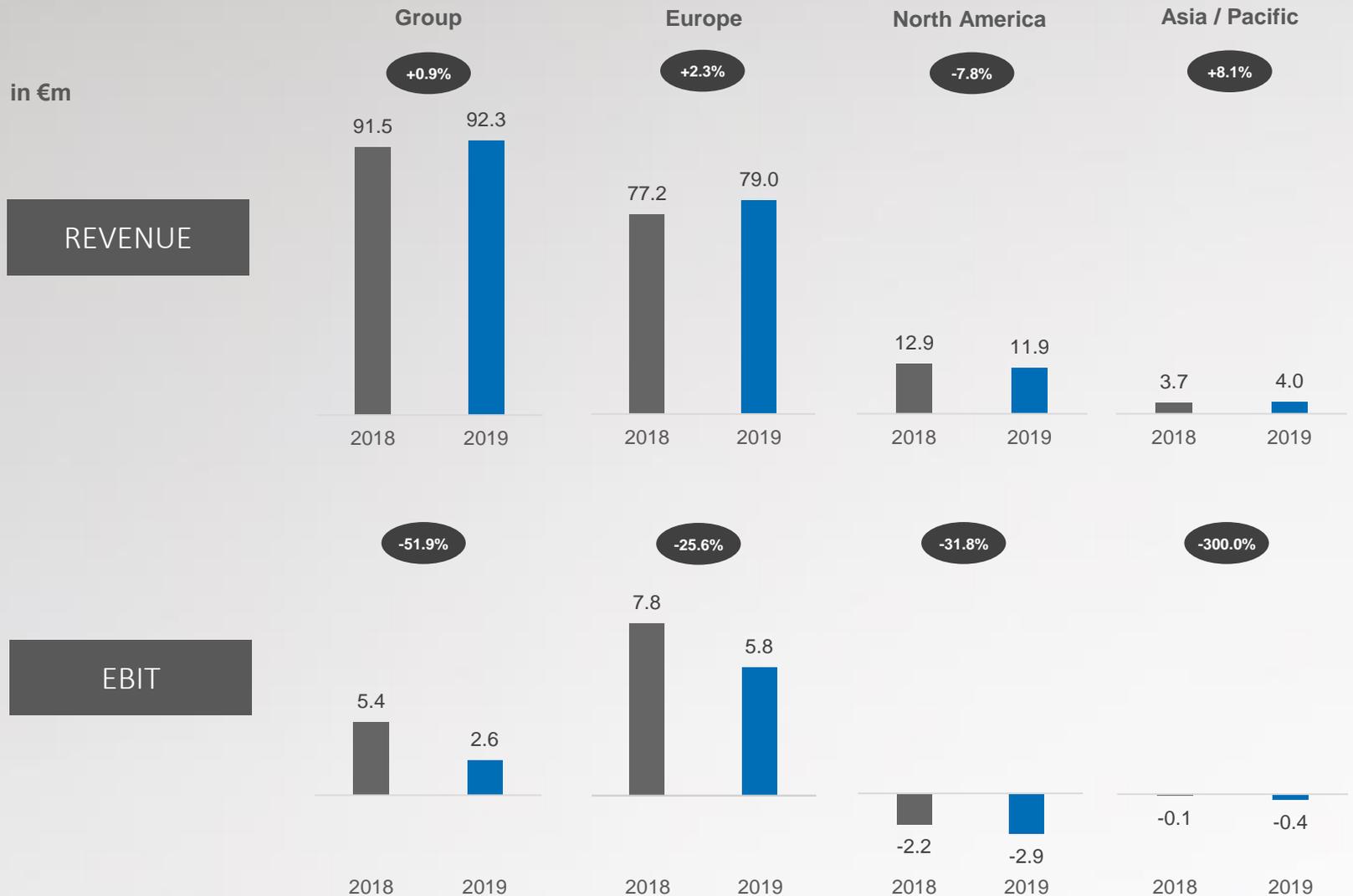


Q1 2019

Revenue on prior-year level



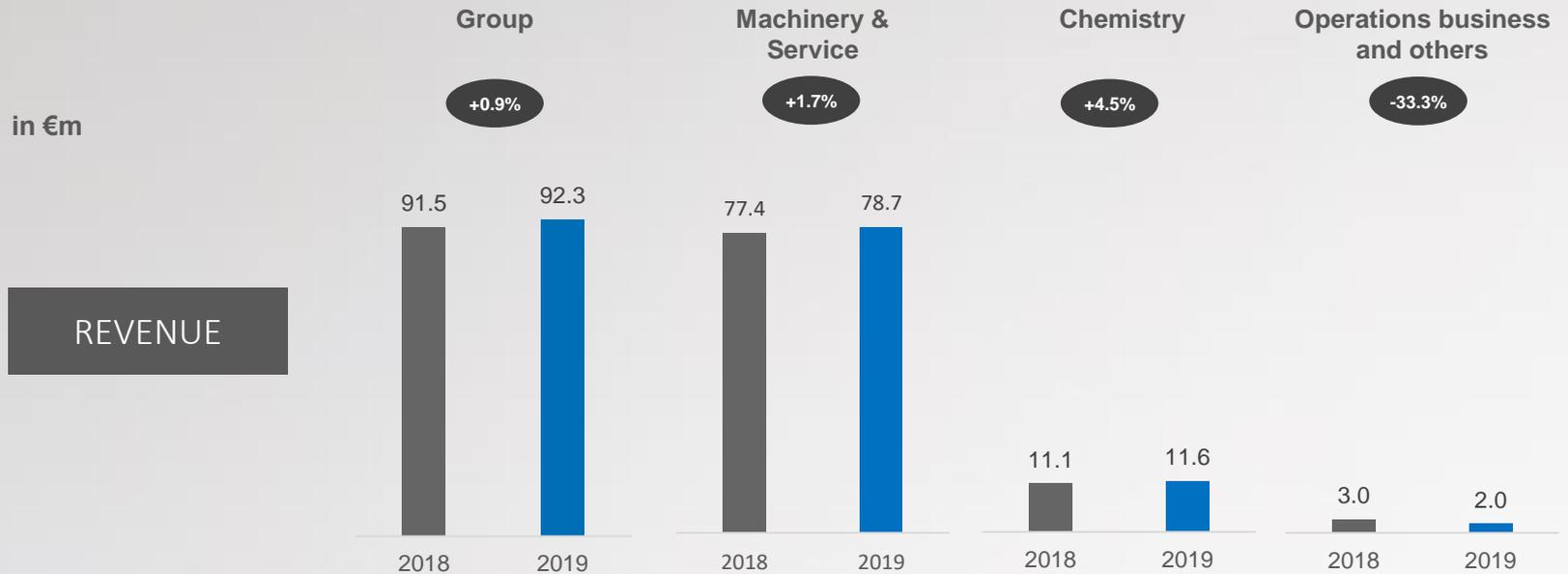
Q1 2019 – Results by Regions



Rounding differences may occur, without consolidation effects.

Conference Call Q1 2019

Q1 2019 – Results by Products



Rounding differences may occur, without consolidation effects.

Conference Call Q1 2019

PROFIT AND LOSS STATEMENT

Moderate start - positive outlook for fiscal year

in €m	Q1 2019	Q1 2018
Revenue	92.3	91.5
Gross Margin	53.7 [58.2%]	53.5 [58.4%]
Personnel expenses	(35.7) [38.7%]	(33.3) [36.4%]
Depreciation	(4.1)	(2.5)
EBIT	2.6 [2.8%]	5.4 [5.9%]
Financial result	(0.1)	(0.1)
EBT	2.5	5.3
Tax expenses	(2.0)	(2.6)
Net income	0.5	2.7
EPS (in €)	0.04	0.20
ROCE (in %)	26.4	25.6



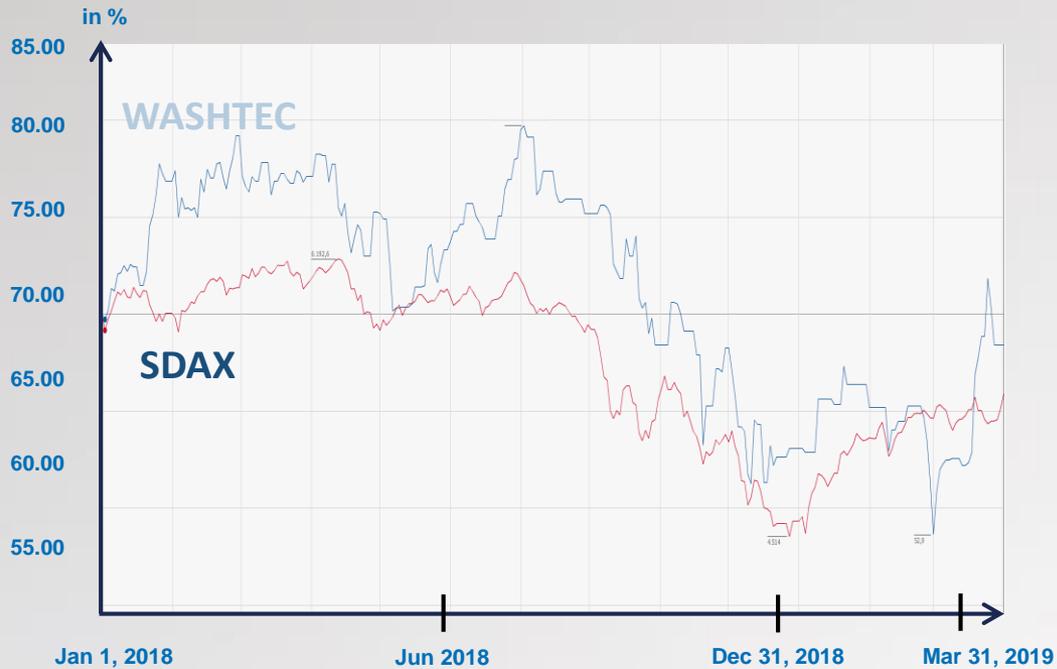
SOLID BALANCE SHEET STRUCTURE

Moderate start - positive outlook for fiscal year

in €m	Mar. 31, 2019	Dec 31, 2018
Balance Sheet Total	260.5	237.2
Goodwill	42.3	42.3
Equity	96.2	95.4
Net Financial Debt	39.2	10.1
Net Operating Working Capital	87.7	82.6
Net Cash Outflow from investing activities (balanced)	(2.7)	(6.0)
Free Cash Flow	(9.4)	32.3



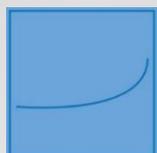
WASHTEC SHARE PERFORMANCE



Trade Volume (Xetra)			
	March		
Period	2019	2018	2017
pcs (Jan-Mar)	663,993	2,133,455	1,047,710
in T€	20,008.3	59,729.7	18,221.9
T€ per day in average	952.8	2,884.3	792.3

- WashTec outperforming SDAX
- Stable, value-oriented shareholder base
- Dividend yield 3.6 %

GUIDANCE 2019 - confirmed



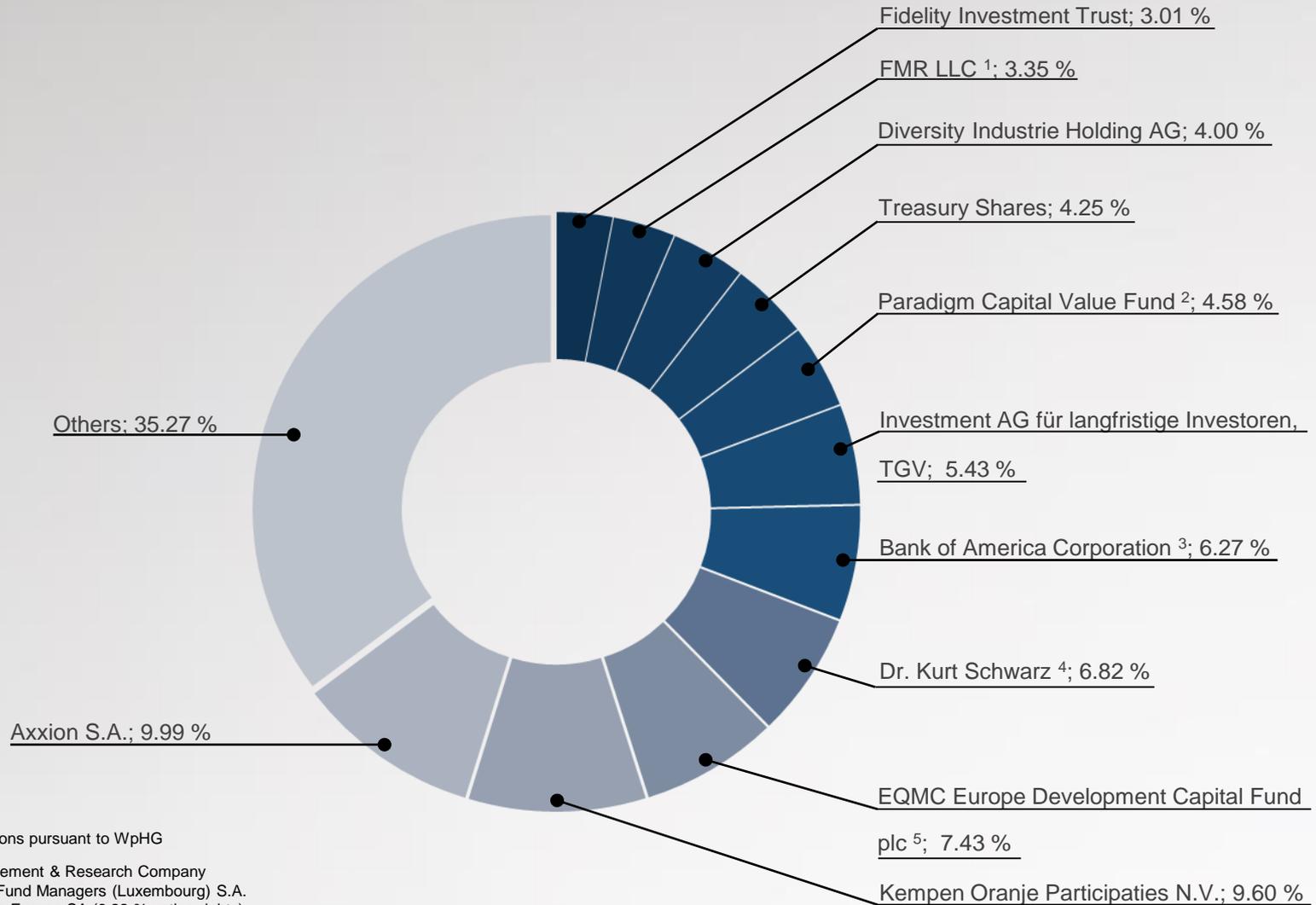
	Annual report 2018	Q1 2019	H1 2019	Q3 2019
Revenue	Significant increase	Significant increase		
EBIT	Significant increase	Significant increase		
FCF	Slight increase	Slight increase		
Regions				
	EU Slight increase in revenue and significant increase in earnings	EU Slight increase in revenue and significant increase in 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		

FINANCIAL CALENDAR

April 29, 2019	General Annual Meeting, Augsburg
April 29, 2019	Publication of Q1 Statement / Q1 Report
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, SGIC, S.A. (as investment management function)

DISCLAIMER

No offer:

This document does not constitute or form part of an offer for sale or subscription or an invitation or solicitation of an offer to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis of any contract or commitment whatsoever. Neither this document nor any copy of it may be taken or transmitted into the United States or provided or transmitted to any U.S. person (within the meaning of regulations under the U.S. Securities Act of 1933, as amended).

Confidentiality:

This document is strictly confidential to the recipient, is being supplied to you solely for your information, may not be distributed to the press or other media (including information vendors and wire services) and may not be reproduced in any form or redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose.

Cautionary Note Regarding Forward-Looking Statements:

This document refers to statements relating expressly and implicitly to the future. Such forward-looking statements are based on current expectations, estimates, forecasts and prognoses concerning the development of the market as well as management estimates and assumptions. Such forward-looking statements are no guarantee that events or results will actually materialise in the future and are subject to risks, uncertainties, assumptions and other factors that could lead to actual events or results deviating substantially from those anticipated in these forward-looking statements. The company assumes no obligation to update any forward-looking information.