

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

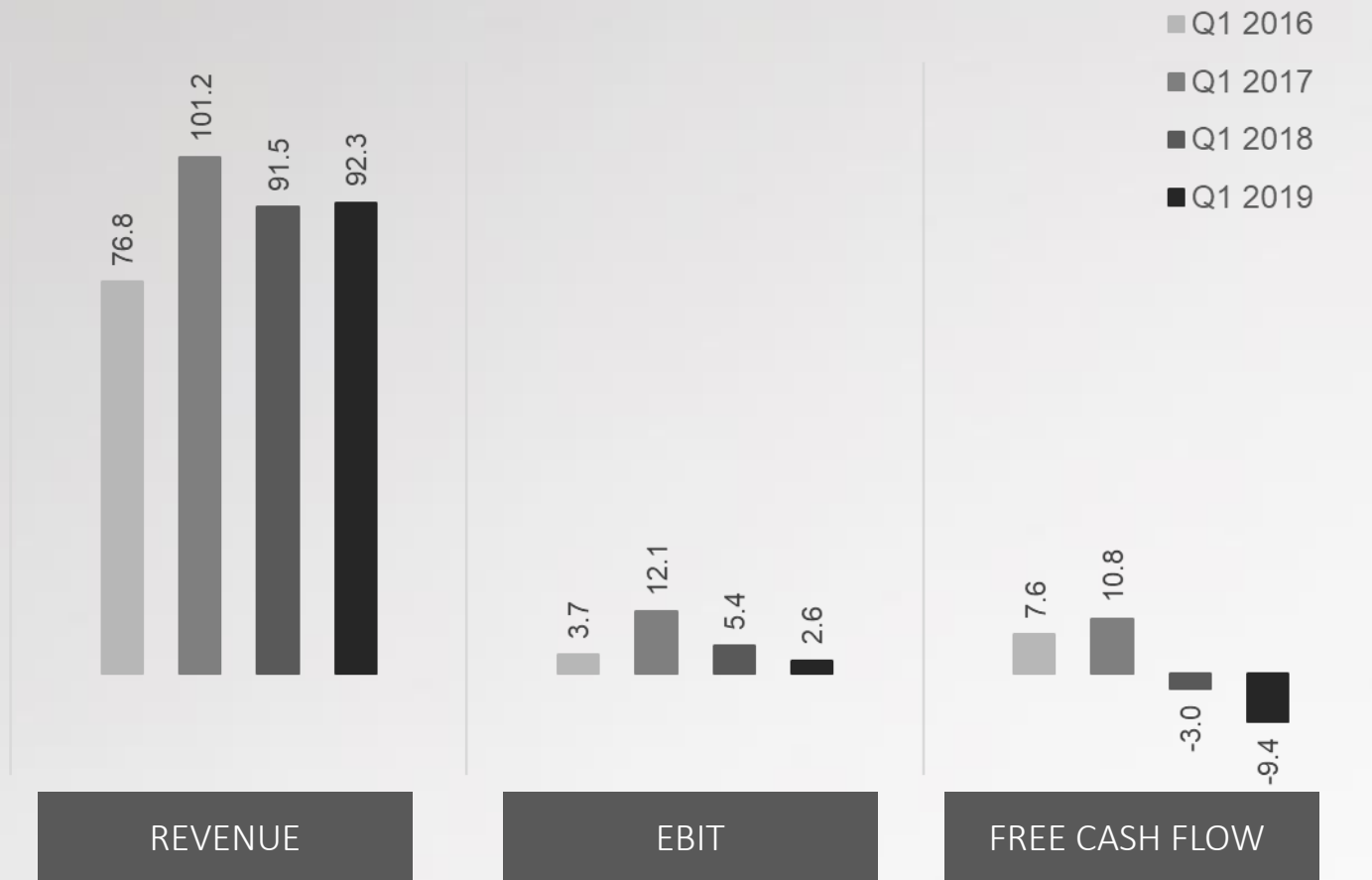


Operations

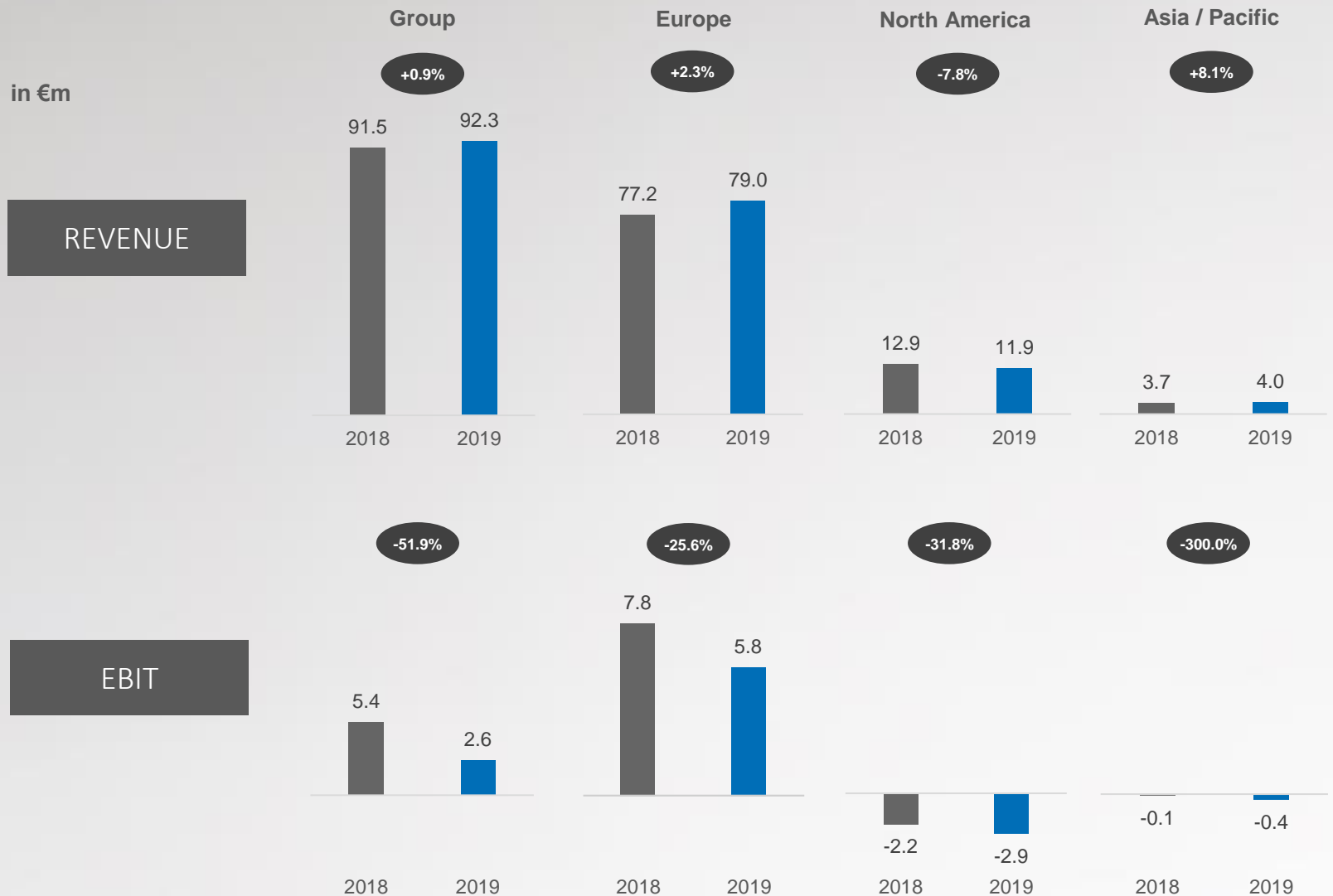


Q1 2019

Revenue on prior-year level



Q1 2019 – Results by Regions

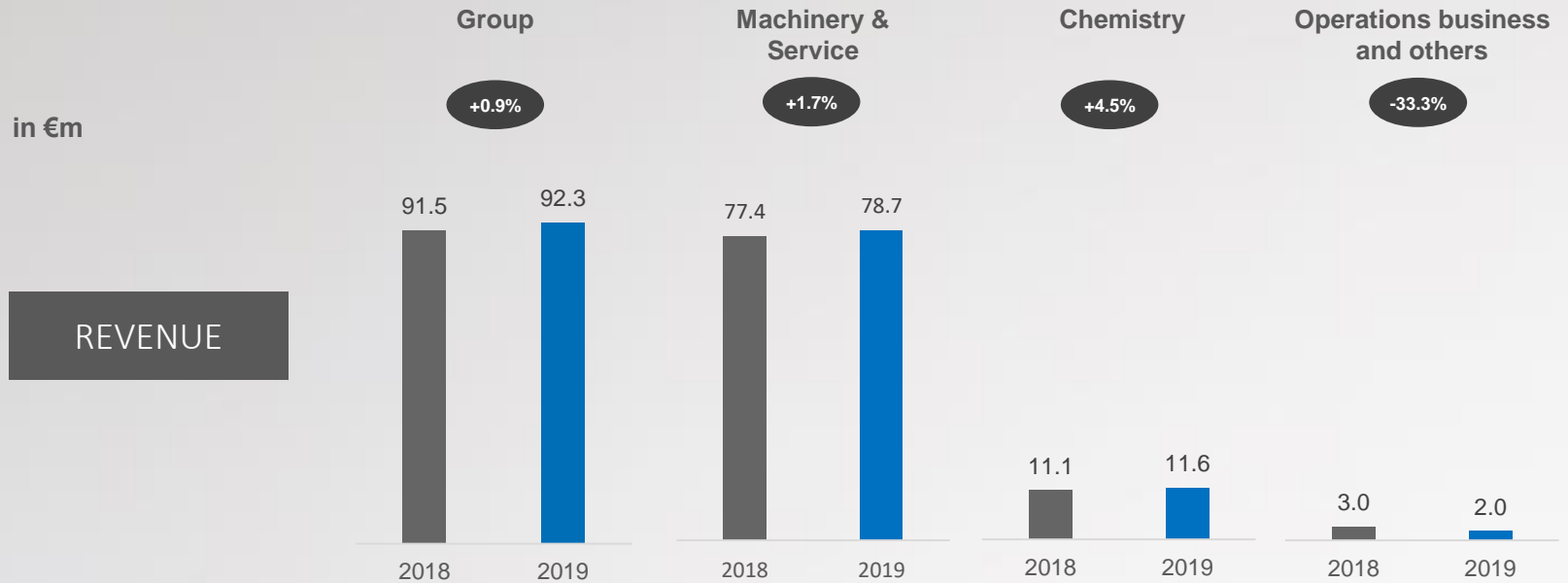


Rounding differences may occur, without consolidation effects.

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



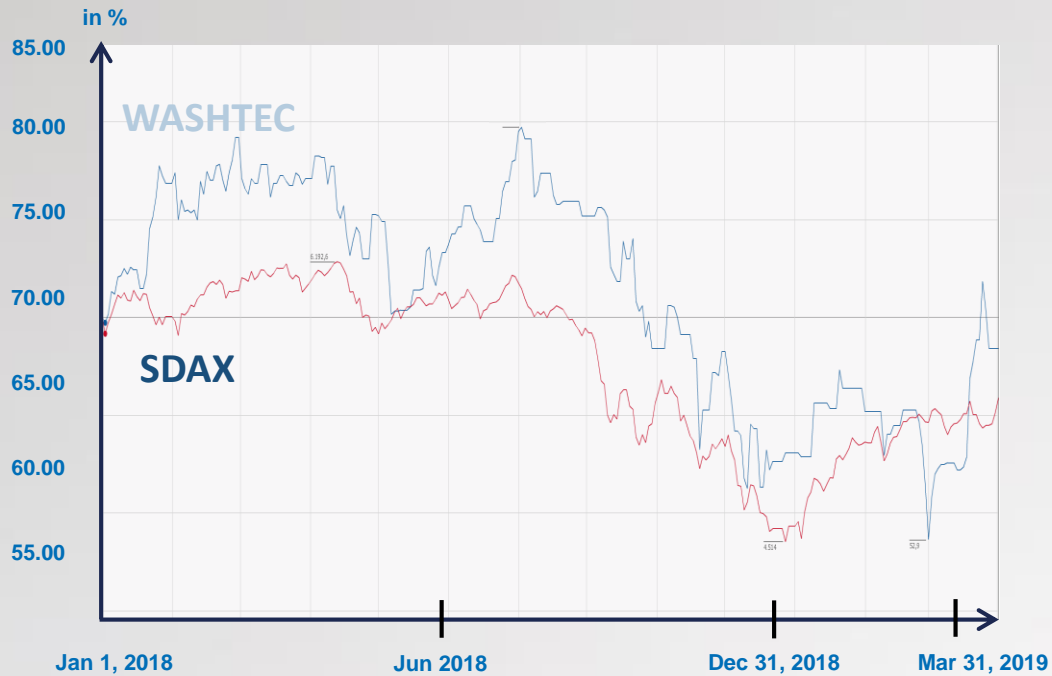
SOLID BALANCE SHEET STRUCTURE

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



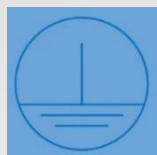
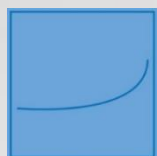
WASHTEC SHARE PERFORMANCE



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

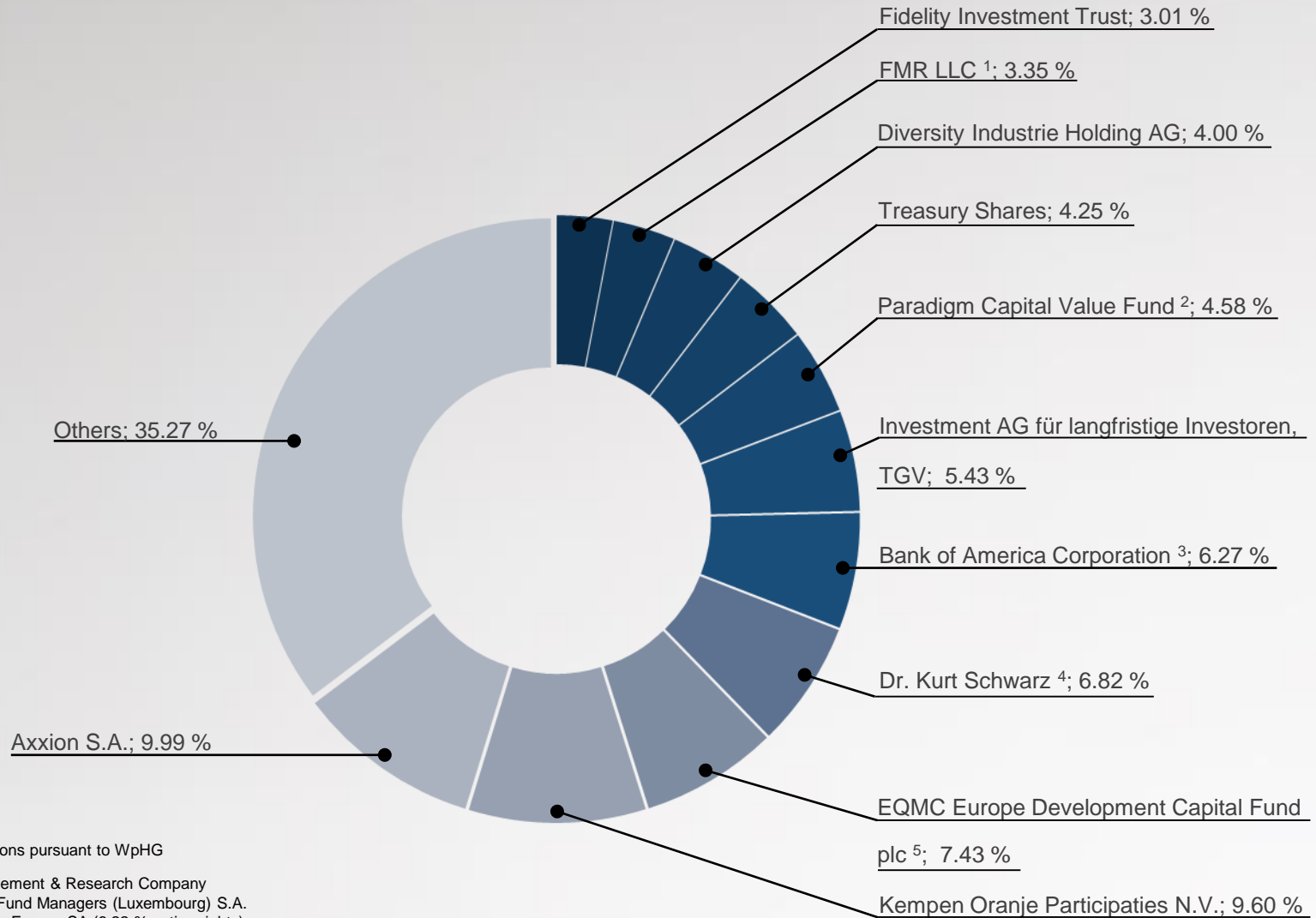
Revenue	Significant increase	Significant increase	
EBIT	Significant increase	Significant increase	
FCF	Slight increase	Slight increase	
Regions			
	EU Slight increase in revenue and significant increase in earnings	EU Slight increase in revenue and significant increase in earnings	
	NA Significant increase 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) Came 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)

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