

 WashTec



Conference Call March 19, 2019

# ALL AROUND CLEAN CARS

Roll over systems



Wash tunnels



Self-service



Water reclaim system



Wash chemicals



Financial services



Services



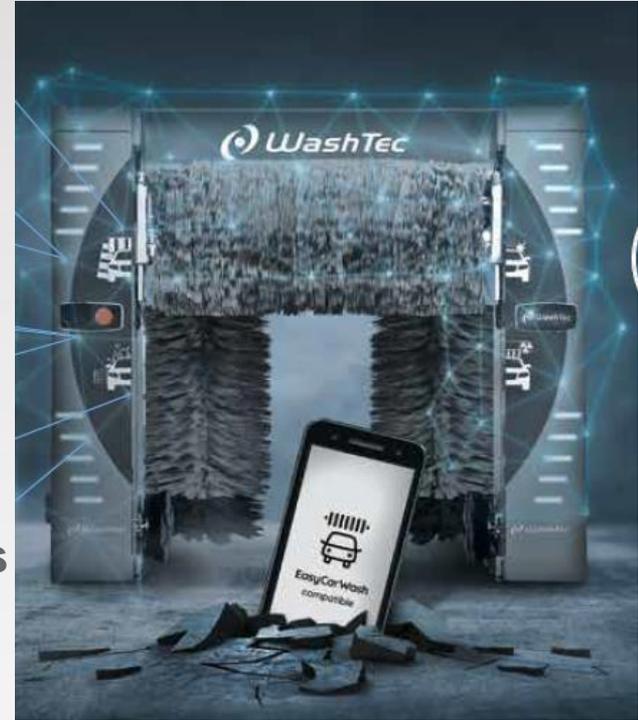
Operations



# HIGHLIGHTS 2018



**Breakthrough in China drives growth in Asia/Pacific**



**EasyCarWash – the new digital world of carwash**



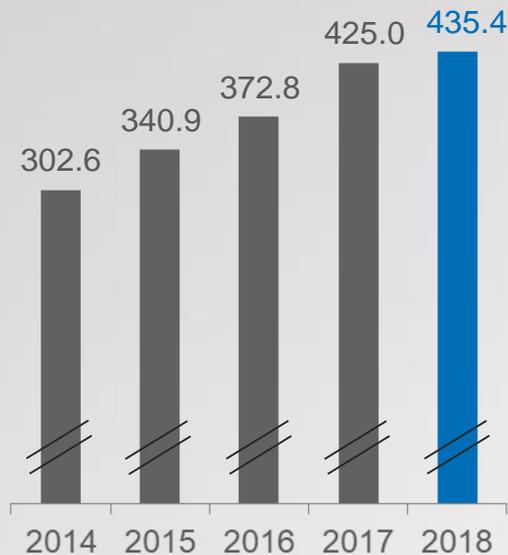
**Entrepreneurs at WashTec - the basis for sustainable success**



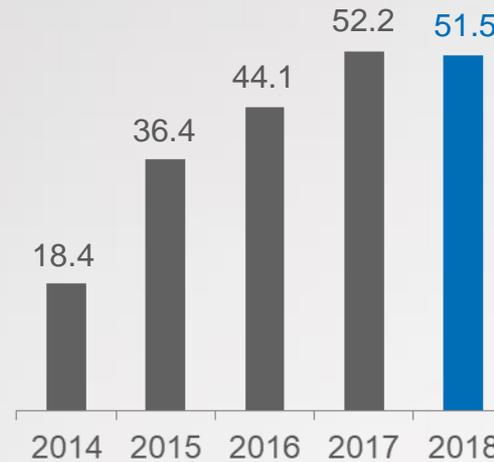
# YEAR OF CONSOLIDATION, but continuous organic growth path

Compound annual growth rate (CAGR) 2014-2018

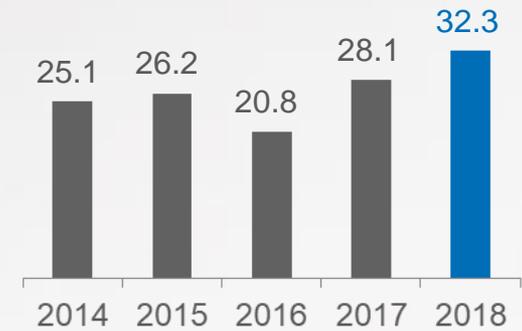
in €m



REVENUE  
+9.5% p.a.



EBIT  
+29.3% p.a.

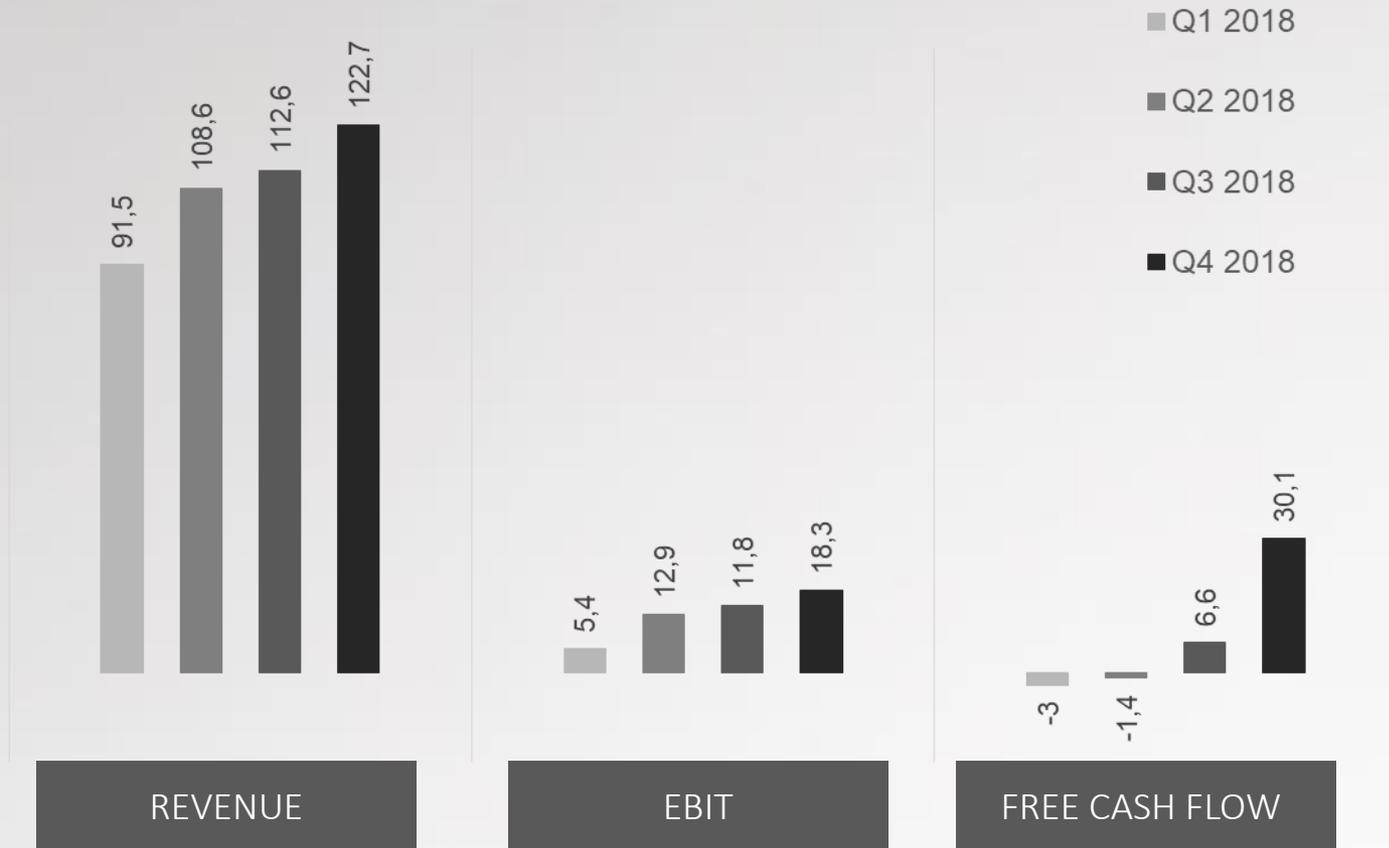


FREE CASH FLOW  
+6.5% p.a.

# STRONG 2. HALF-YEAR

## Performance by quarters

in €m



REVENUE

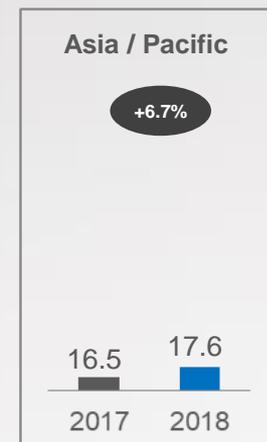
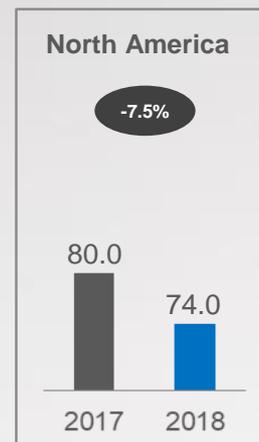
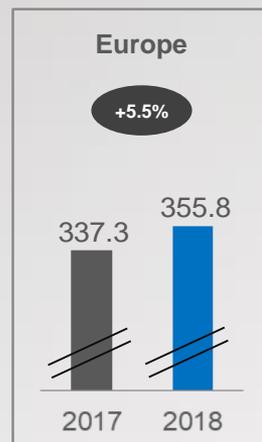
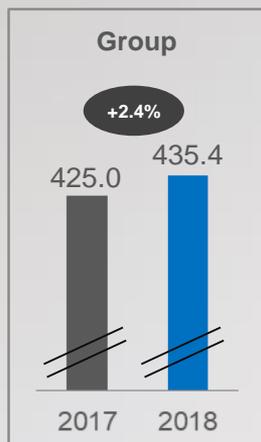
EBIT

FREE CASH FLOW

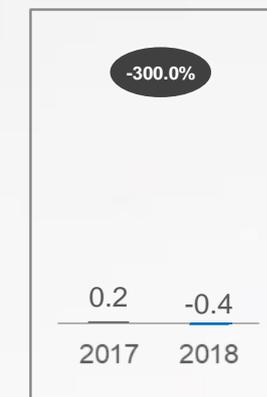
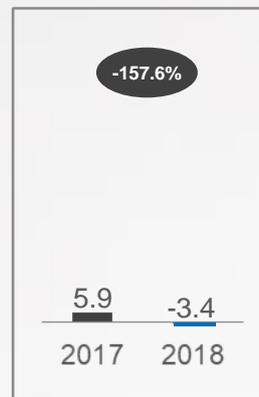
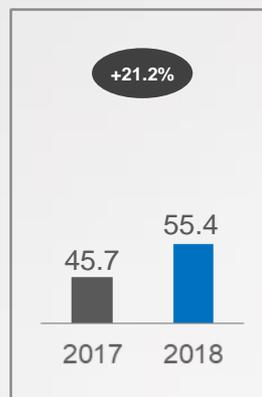
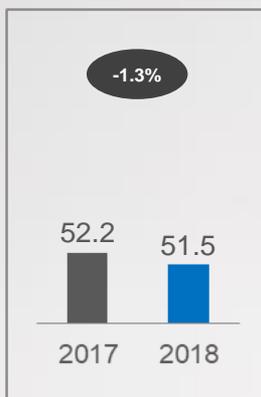
# EUROPE AS DRIVER OF WASHTEC GROUP

in €m

REVENUE



EBIT



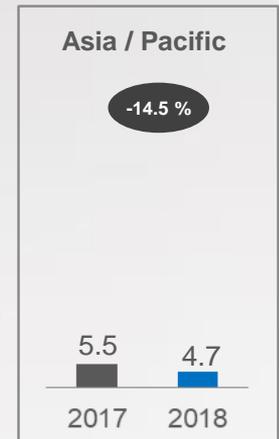
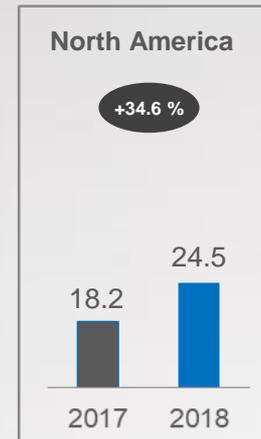
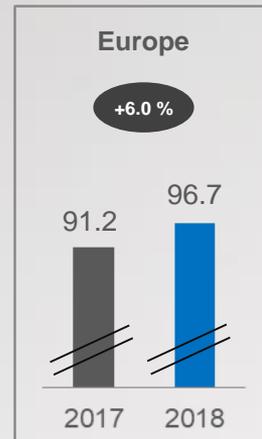
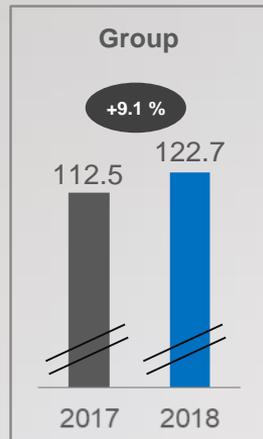
Rounding differences may occur, without consolidation effects.

Conference Call Annual Report 2018

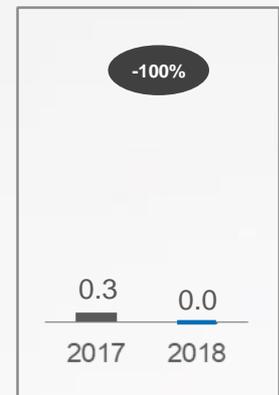
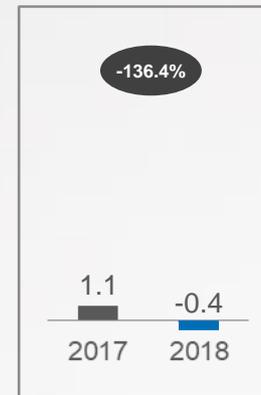
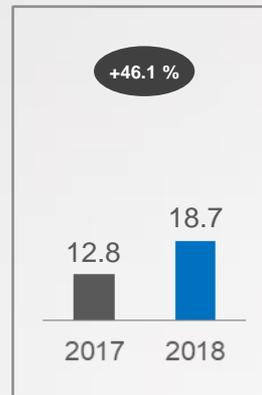
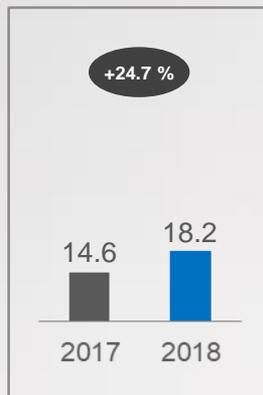
# Q4 2018 – STRONGER THAN PRIOR YEAR

in €m

REVENUE



EBIT



Rounding differences may occur, without consolidation effects.

Conference Call Annual Report 2018

# ROCE AT 28.5 %

Year of consolidation, but continuous organic growth path

in €m	2018	2017
Revenue	435.4	425.0
Gross Margin	246.3 [56.6%]	244.1 [57,4%]
Personnel expenses	(135.2) [31.1%]	(131.6) [31.0%]
Depreciation	(9.8)	(9.9)
EBIT	51.5 [11.8%]	52.5 [12.4%]
Financial result	(0.6)	(0.6)
EBT	50.8	51.6
Tax expenses	(16.8)	(14.7)
Net income	34.0	36.9
EPS (in €)	2.54	2.76
ROCE (in %)	28.5	29.1



# SOLID BALANCE SHEET STRUCTURE

Year of consolidation, but continuous organic growth path

in €m	Dec. 31, 2018	Dec 31, 2017
Balance Sheet Total	237.2	233.9
Goodwill	42.3	42.3
Equity	95.4	94.2
Net Financial Debt	10.1	7.1
Net Operating Working Capital	82.6	86.7
Net Cash Outflow from investing activities (balanced)	6.0	10.7
Free Cash Flow	32.3	28.1



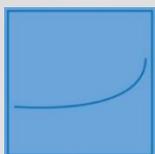
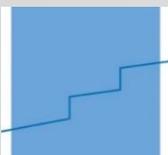
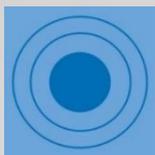
# WASHTEC SHARE PERFORMANCE



Trade Volume (Xetra)			
	February		
Period	2019	2018	2017
pcs (Jan-Feb)	348,398	1,315,131	731,659
in T€	11,033.0	57,449.6	23,835.1
T€ per day in average	551.6	2,872.5	1,191.8

- WashTec outperforming SDAX
- Stable, value-oriented shareholder base

# GUIDANCE 2019



	EU	NA	APAC	Group
<b>Revenue</b>	slight increase	significant increase	significant increase	significant increase
<b>EBIT</b>	significant increase	significant increase	significant increase	significant increase

	Group
<b>Free cash flow</b>	slight increase
<b>ROCE</b>	≥ 25 %

# POTENTIAL

(Number of vehicles)



Source:  
2015: 947 Mio. Fahrzeuge weltweit (OICA)  
2035: 1.700 Mio. Fahrzeuge cars (IEA 2013)  
2050: > 2.000 Mio. Fahrzeuge (Shell Group Research)

# POTENTIAL

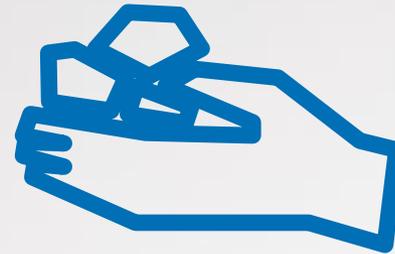
in all regions

MACHINES



50%

HANDWASH



50%

# SUSTAINABLE COMPETITIVE ADVANTAGES

SUSTAINABLE COMPETITIVE ADVANTAGES = ENTRY BARRIERS

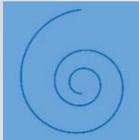
TECHNOLOGIE  
IP

KUNDEN-  
BINDUNG

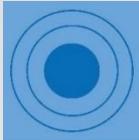
ECONOMIES OF  
SCALE

OPERATIONALE  
EXZELLEENZ

# CORPORATE PHILOSOPHY



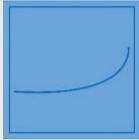
CUSTOMER BENEFIT



SPECIALISTS



INNOVATION



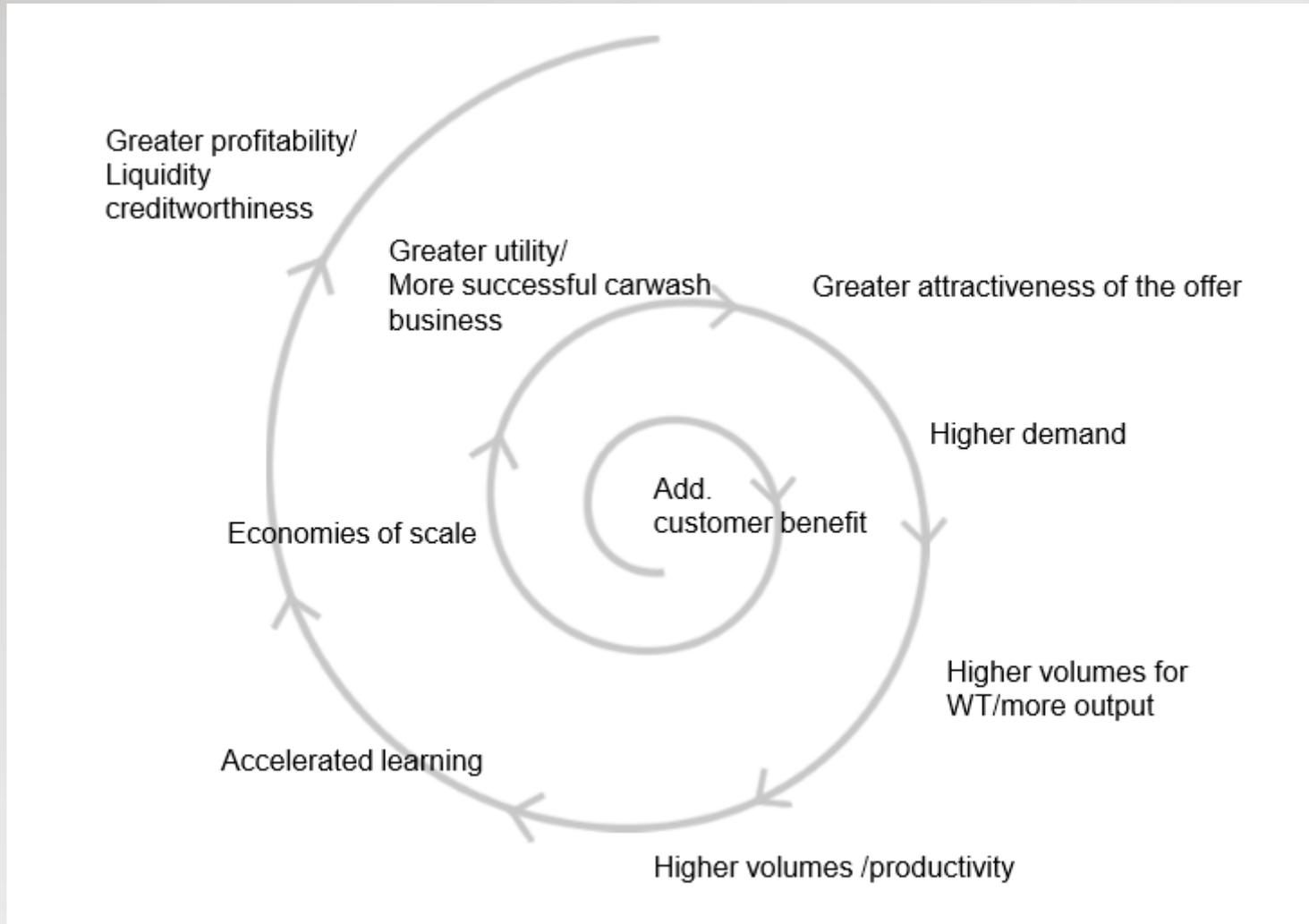
LEADERSHIP



ENTREPRENEURS

# CUSTOMER BENEFIT

as the key to success



# FINANCIAL CALENDAR

March 19, 2019

Publication of Annual Financial Report

April 3, 2019

Bankhaus Lampe Konferenz, Baden-Baden

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

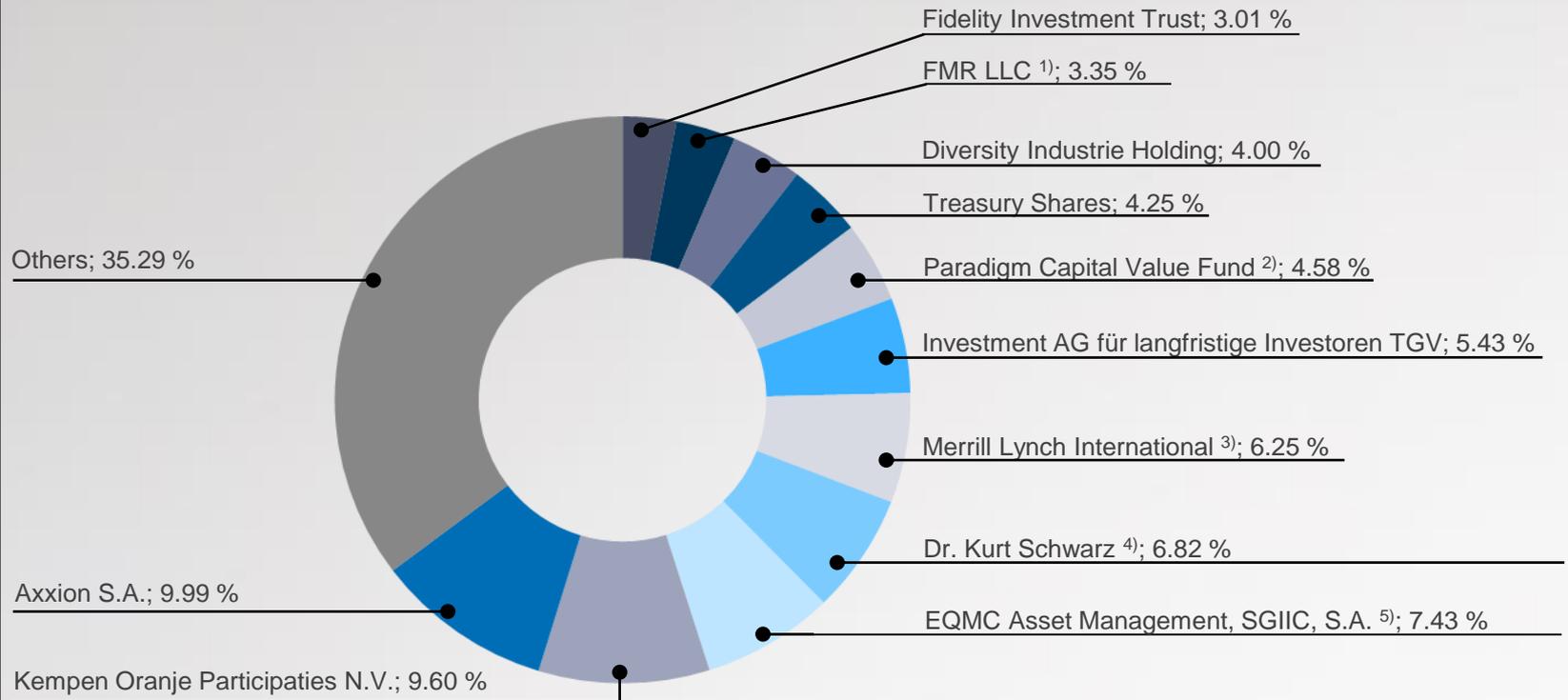
Publication of Q3 Statement / Q3 Report

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) Bank of America Corporation
- 4) Leifina GmbH & Co. KG et al.
- 5) Alantra EQMC Asset Management, SGICC, 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.