

Conference Call March 21, 2018



# “CLEAN CARS”



**BEAUTY IS AN IMPORTANT PART OF OUR LIFE...**

... AND A BEAUTIFUL CAR IS ALSO **QUALITY OF LIFE.**



WASHTEC'S WORLD IS A WORLD OF **CLEAN, SLEEK, DRY AND FINELY GROOMED AUTOMOBILES.**



ALL OVER THE WORLD - AND FOR VEHICLES OF ALL KINDS.

THE CHALLENGES ARE MANY AND VARIED. **WE MASTER THEM.**



AS **INVENTOR OF AUTOMATIC CAR WASH** WE LOVE WHAT WE DO.

OUR BEST **MACHINE.**

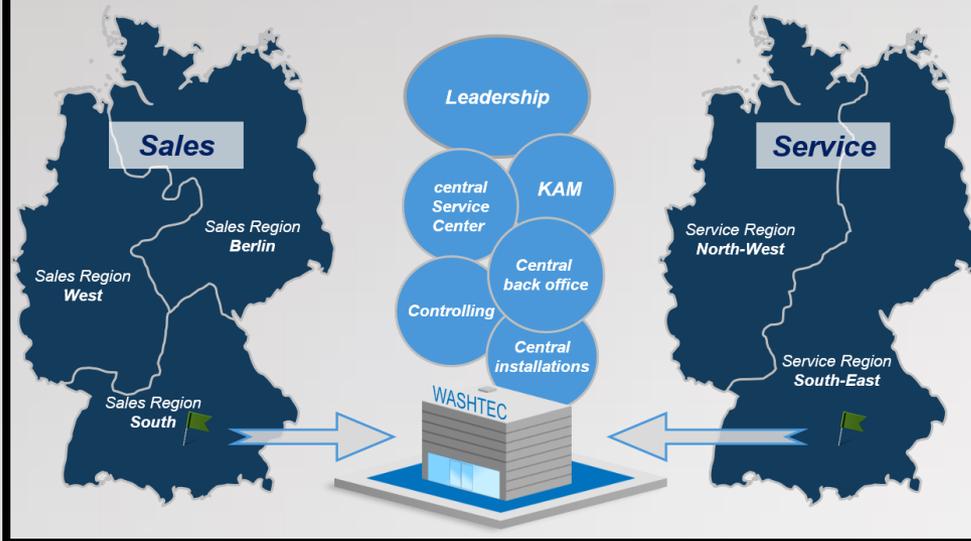
SO FAR.



# HIGHLIGHTS 2017



Bundling of Sales & Service power with a strong back office to have more time for our customers



CENTRALI-  
SATION

AWARD „FACTORY  
OF THE YEAR“

TUNNEL NORTH  
AMERICA



# ONGOING STRONG PERFORMANCE



REVENUE

+14.0% incl. FX

EBIT

Increase of 18.4%

FREE CASH FLOW



# ALL PRODUCTS CONTRIBUTE TO GROWTH

in €m

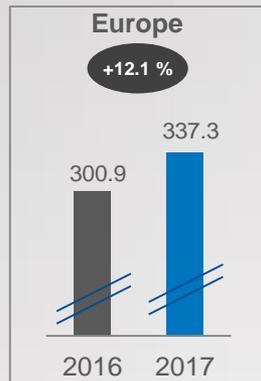
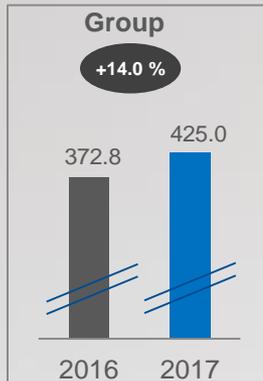
Rounding differences may occur

		2017	2016	Chance abs.	in %
Equipment & Service		367.2	319.3	47.9	15.0
Chemicals		44.7	40.5	4.2	10.4
Operations business and others		13.1	13.0	0.1	0.8
<b>Total</b>		<b>425.0</b>	<b>372.8</b>	<b>52.2</b>	<b>14.0</b>

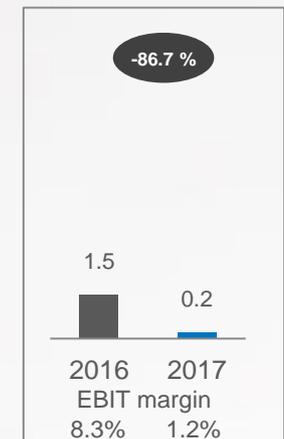
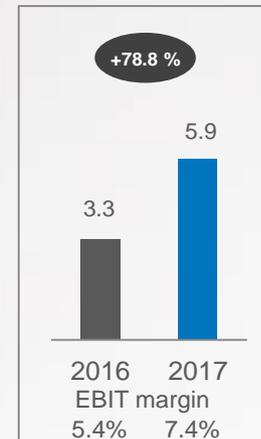
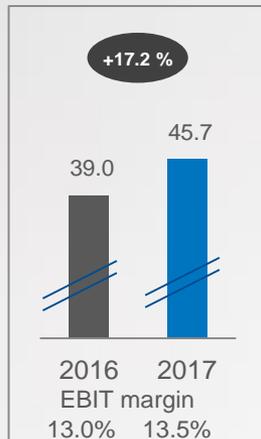
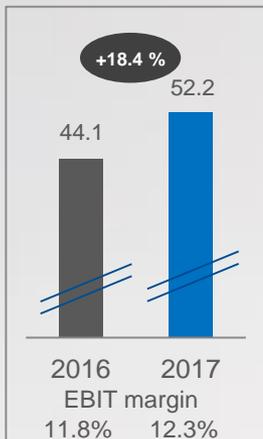


# INCREASE IN EUROPE AND NORTH AMERICA, ASIA/PACIFIC CATCHING UP IN H2

Revenue in €m



EBIT in €m and EBIT margin

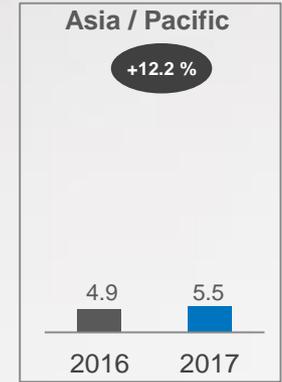
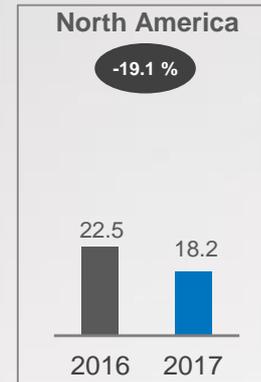
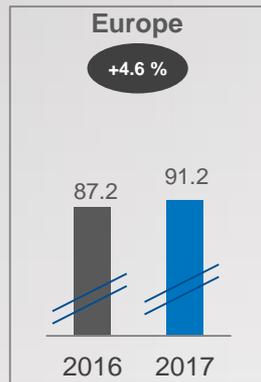
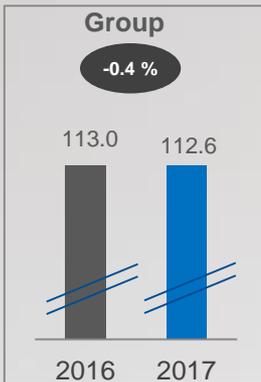


Rounding differences may occur, without consolidation effects

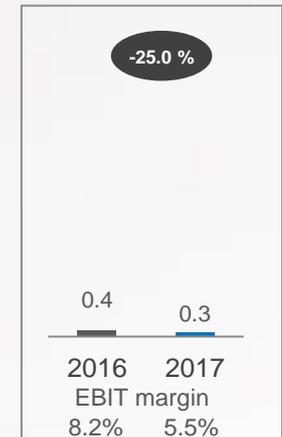
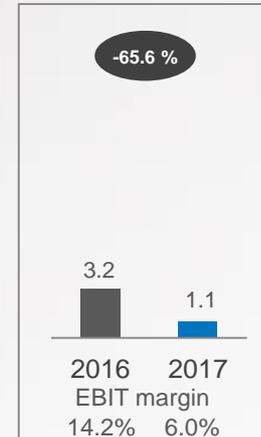
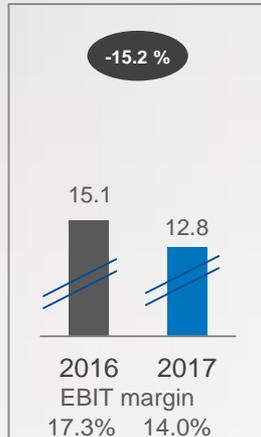
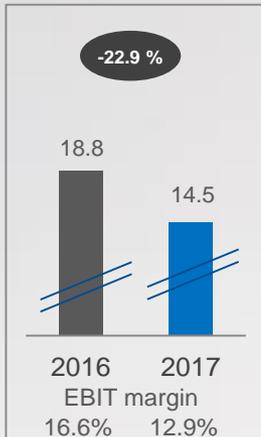


# Q4 2017 BELOW PRIOR YEAR

## Revenue in €m



## EBIT in €m and EBIT margin



Rounding differences may occur, without consolidation effects



# SIGNIFICANT INCREASE IN EARNINGS IN 2017

	2017	2016	Goal 2018
<b>Revenue</b>	<b>425.0</b>	<b>372.8</b>	Slight increase
<b>Gross margin</b>	<b>244.1 (57.4%)</b>	<b>223.0 (59.8%)</b>	Slight improvement
Personnel expenses	(131.6) [31.0%]	(122.9) [33.0%]	Grow below revenue performance
Other operating expenses	(57.7) [13.6%]	(53.2) [14.3%]	Grow below revenue performance
<b>EBITDA</b>	<b>62.1</b>	<b>53.4</b>	
Depreciation	(9.9)	(9.4)	Slight increase due to investments
<b>EBIT</b>	<b>52.2 [12.3%]</b>	<b>44.1 [11.8%]</b>	Significant increase
Financial result	(0.6)	(0.4)	
<b>EBT</b>	<b>51.6</b>	<b>43.6</b>	
Tax expenses	(14.7)	(13.1)	Stable tax rate
<b>Net profit</b>	<b>36.9</b>	<b>30.6</b>	
<b>EPS</b>	<b>2.76</b>	<b>2.29</b>	



# SOLID BALANCE SHEET STRUCTURE

	Dez. 31, 2017	Dez. 31, 2016	
Balance Sheet Total	233.9	218.1	
Goodwill	42.3	42.3	
Equity	94.2	87.4	Equity ratio 40.3%
Net Financial Debt	7.1	4.5	
Net Operating Working Capital	86.7	87.3	Improvement despite financing program
Net Cash Outflow from investing activities	(10.7)	(19.1)	
Free Cashflow	28.1	20.8	
ROCE (in %)	29.1	24.9	



# 2017 – A VERY SUCCESSFUL YEAR FOR OUR SHAREHOLDERS



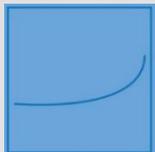
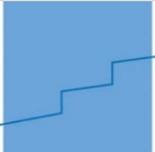
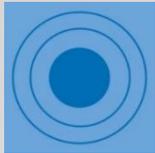
Trade Volume (XETRA)			
	February		
Period	2018	2017	2016
pcs (Jan-Feb)	1,315,131	731,659	514,022
in T€	57,449.6	23,835.1	7,087.0
T€ per day in average	2,872.5	1,191.8	337.5

- Total Shareholder Return of about 65%
- Significant increase of trading volumes

# FINANCIAL CALENDAR

April 18, 2018	Bankhaus Lampe Conference, Baden-Baden
April 30, 2018	Q1 Report
April 30, 2018	Annual General Meeting
July 27, 2018	Q2 Report
September 24-27, 2018	Baader Bank Investment Conference, Munich
October 26, 2018	Q3 Report
November 26-28, 2018	Equity Forum, Frankfurt

# FORECAST 2018



## ACTIVITIES 2018



- UNITI trade fair with launch of “Easy Carwash”
- Disproportionate growth in business with independent customers
- Ongoing initiatives with focus on operational excellence
- Leadership & culture
  - Ongoing entrepreneur workshops
  - Leadership trainings

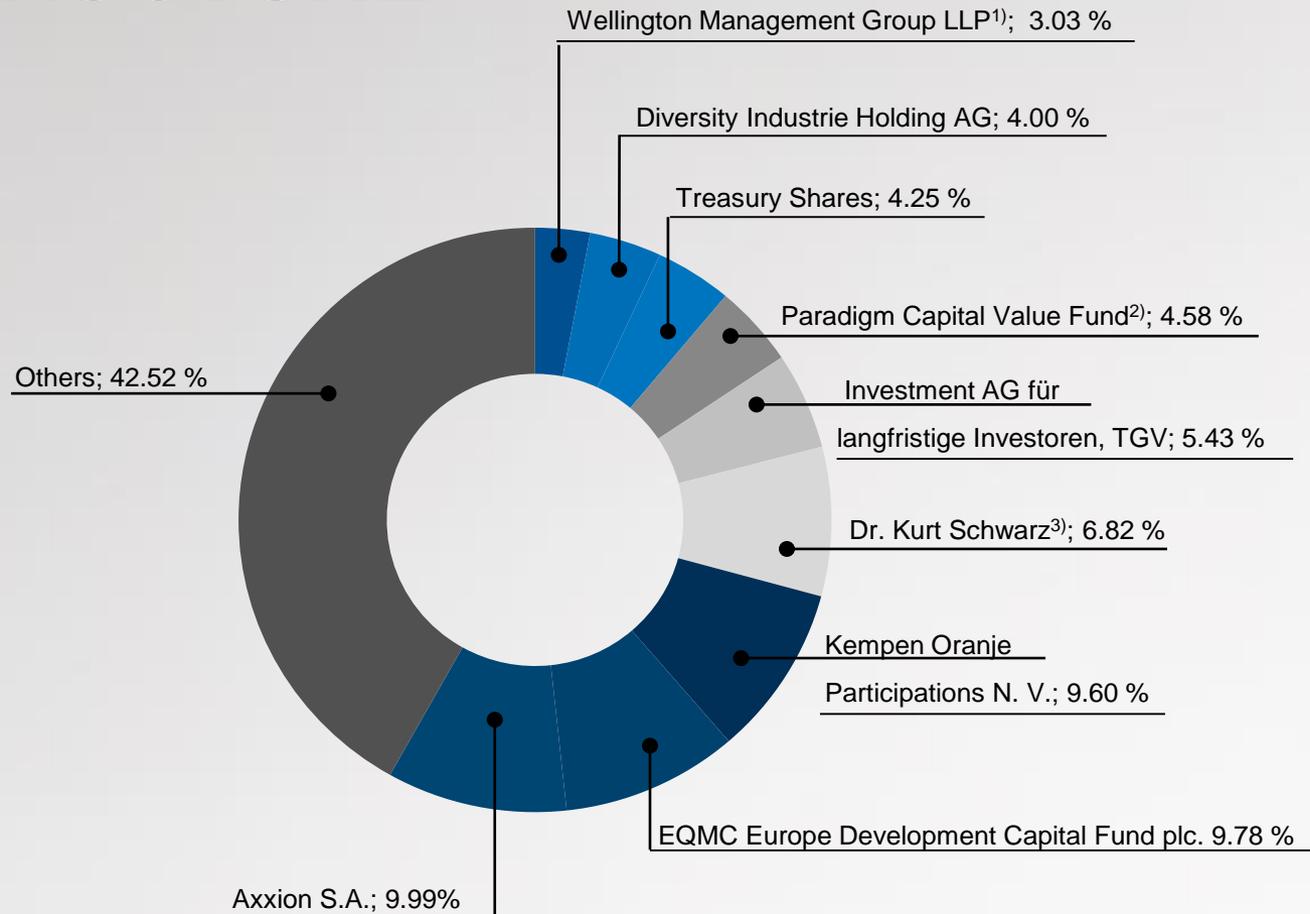


## GUIDANCE 2018

- Revenue increase of about 3%
- EBIT significant increase
- Free cash flow significant increase
- ROCE >25%



# BACKUP: SHAREHOLDER STRUCTURE



Source: Notifications pursuant to WpHG

- 1) Wellington Management Company LLP
- 2) Carne Global Fund Managers (Luxembourg) S.A
- 3) Leifina GmbH & Co. KG et al.

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