



Q2 Report | July 28, 2021

Dr. Ralf Koeppe | CEO
Dr. Kerstin Reden | CFO
Stephan Weber | CSO



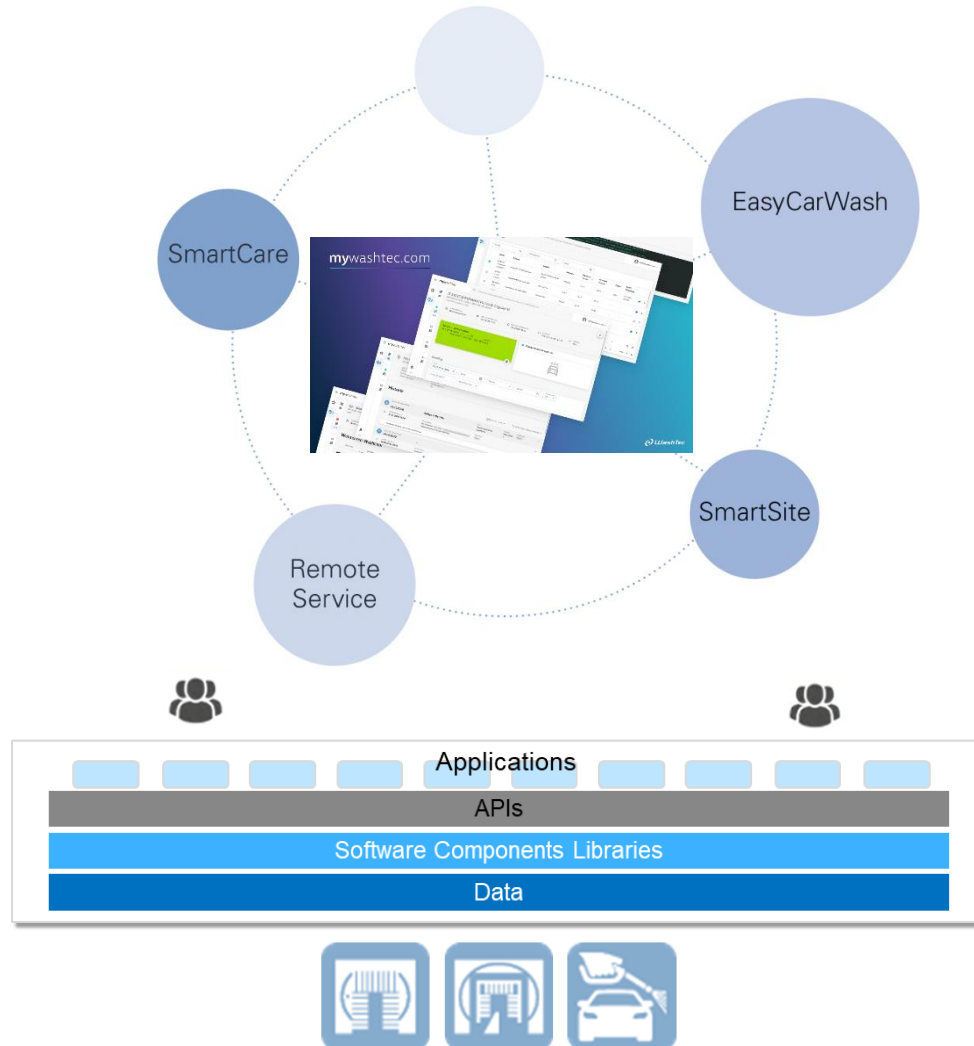
1 | Update WashTec AG

2 | Financials – Q2 2021

3 | Backup



myWashtec is **THE PLATFORM** that gives our customers access to WashTec's digital offers



Remote Service – our **worry-free service** for minimum downtime and maximum availability

Remote Service ensures reliable service access by WashTec and rapid troubleshooting.

“ WashTec's HelpDesk is vital for my carwash business. The support from WashTec leaves me free to look after my other lines of business. Right now, I have three carwashes with HelpDesk. I'm planning to expand my carwash business to new sites in the near future, and WashTec HelpDesk is an absolute must. ”

Anders Hansen, Varde car wash, Tarp Car wash, Denmark



Project progress and supply chain situation – tense but still manageable



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Q2 at a glance – Revenue on pre-corona level; very strong EBIT performance

- Double-digit revenue growth in all main product segments; strong contribution from direct sales
- EBIT margin at 13%; EBIT up more than three times driven by strong revenue performance as well as efficiency and cost measures
- Positive cash flow development driven by strong earnings

Revenue

€ 110.2 m up 25 %

EBIT

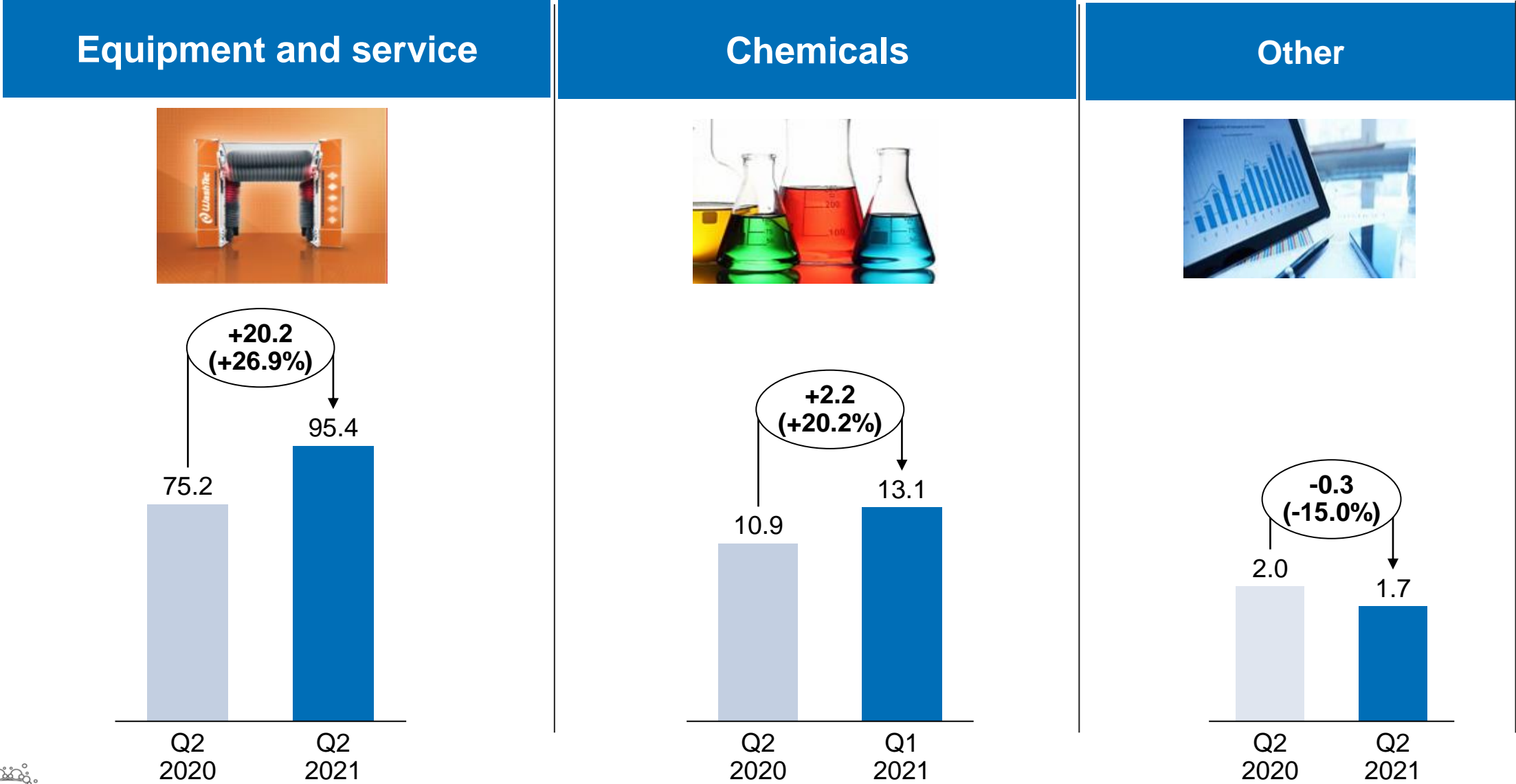
€ 14.5 m up 314 %

FCF (after lease expenses)

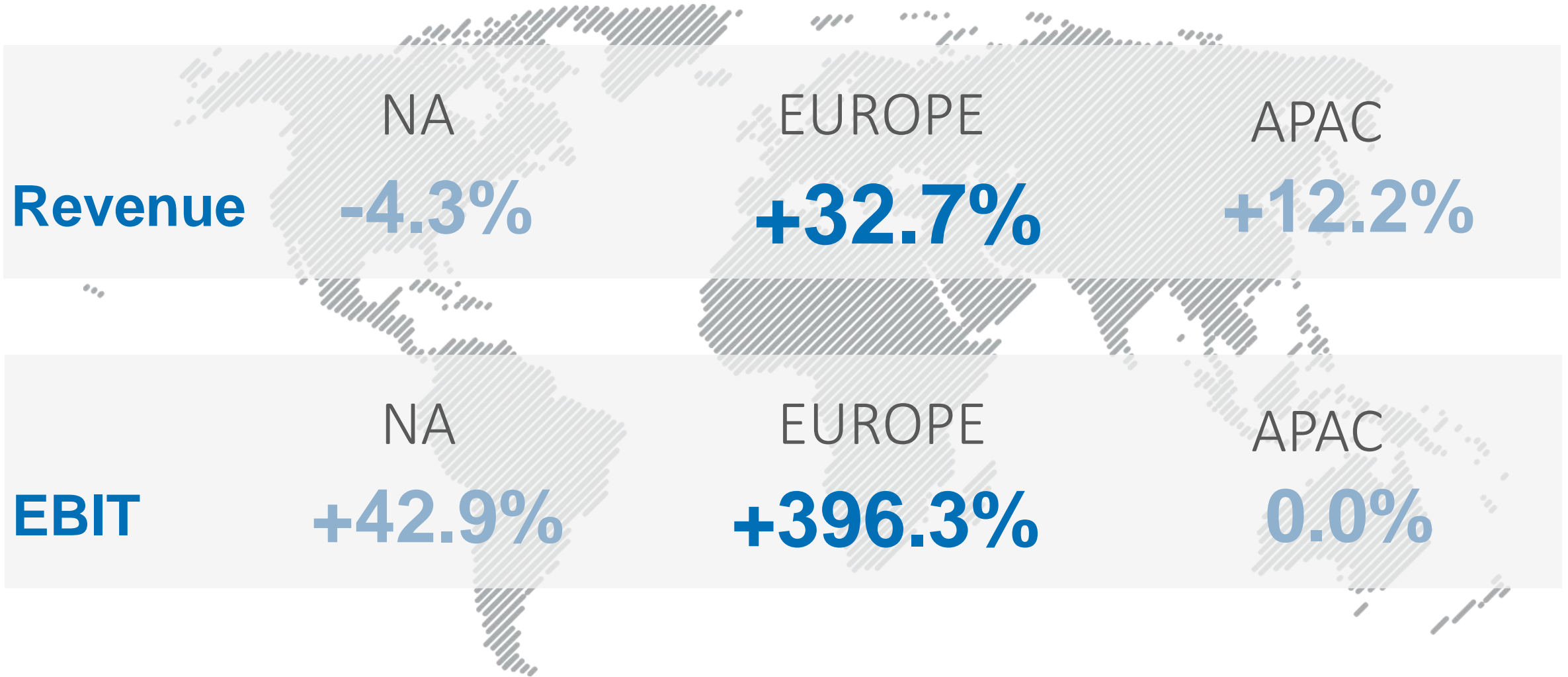
€ 10.3 m up 2 %



Q2 – Equipment, service and chemicals up over 20%



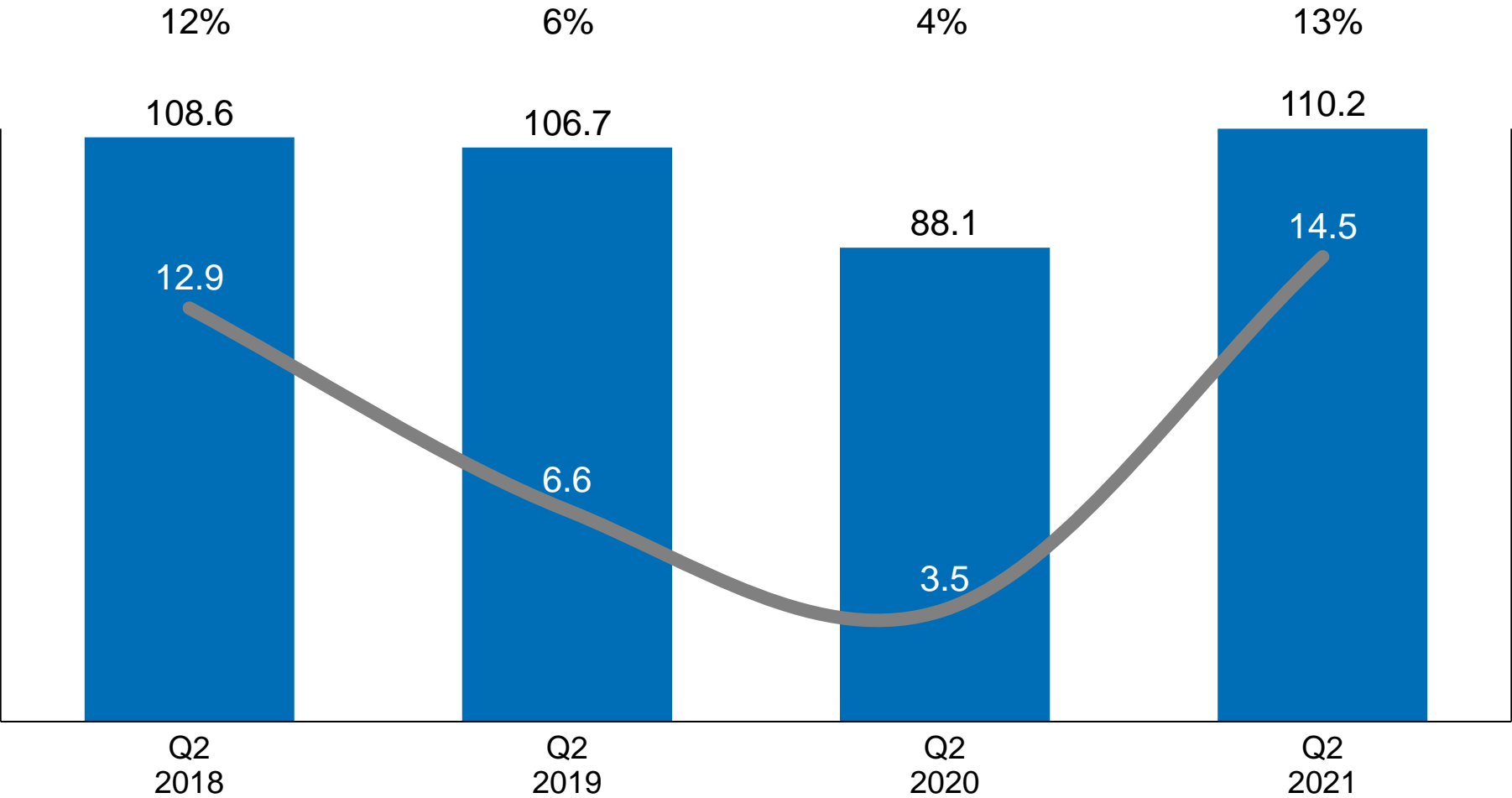
Q2 development by region – Strong performance driven by Europe



Q2 – Revenue and EBIT outperform prior years

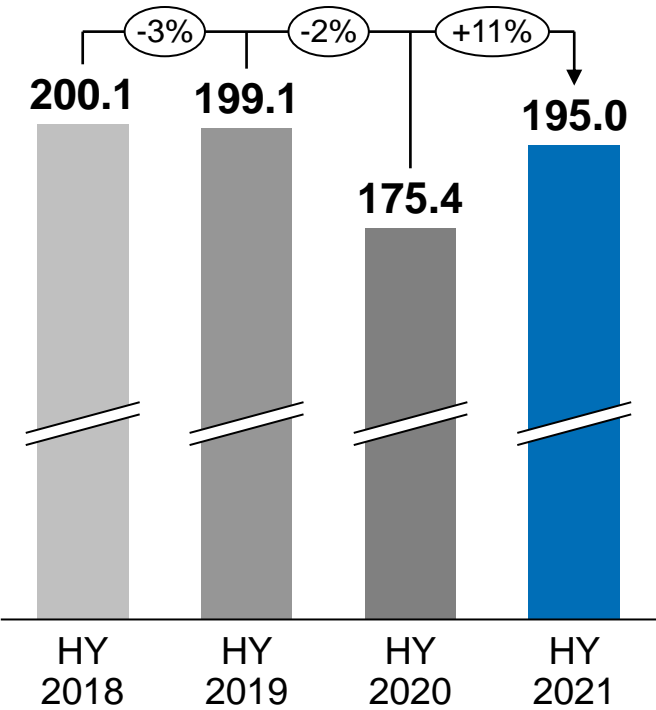
in €m

EBIT in %

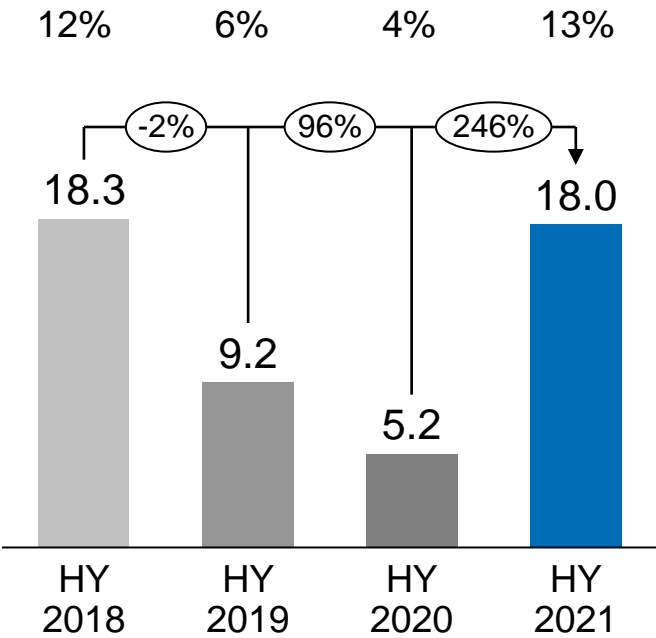


Q2 YTD - Revenue & EBIT close to 2018 pre-crisis level; FCF significantly improved

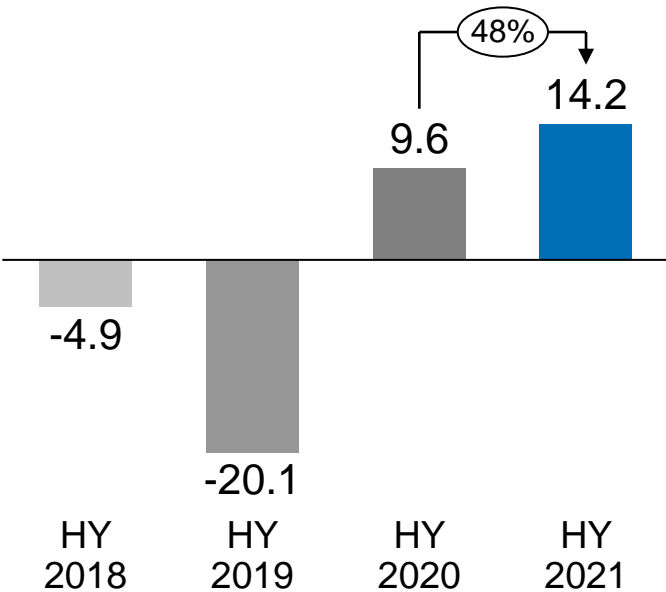
in €m



Revenue



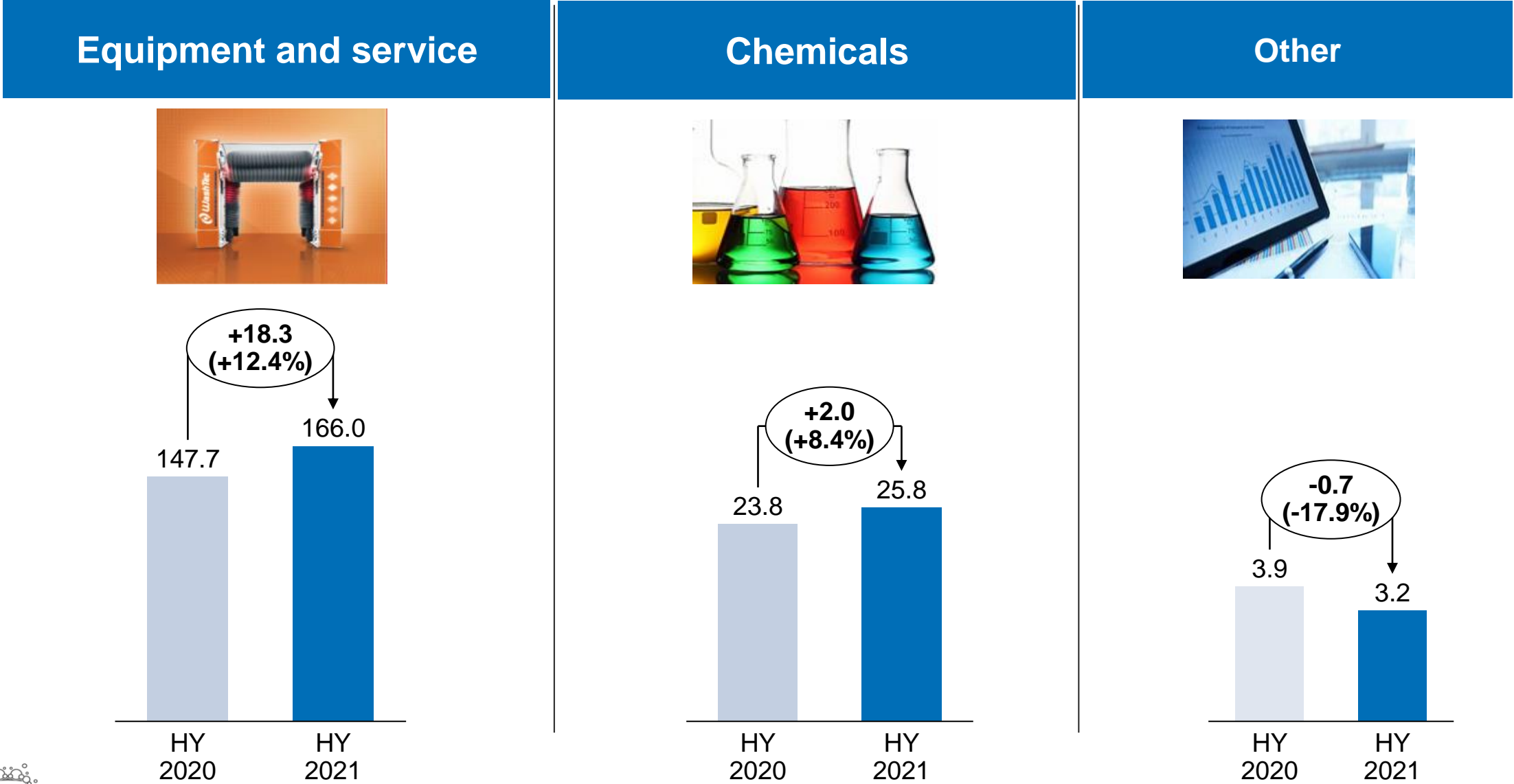
EBIT



FCF including lease expense



Q2 YTD – Revenue growth driven by Equipment, Service & Chemicals

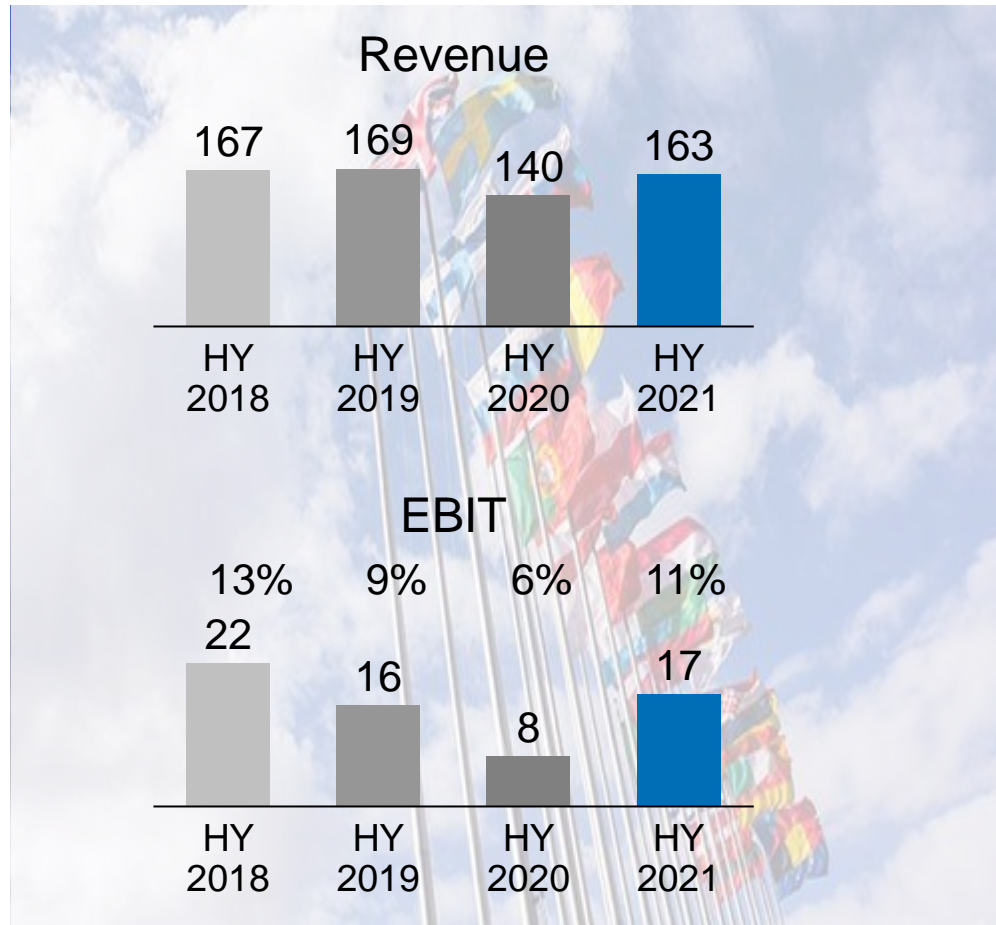


in €m



Q2 YTD – Europe

in €m

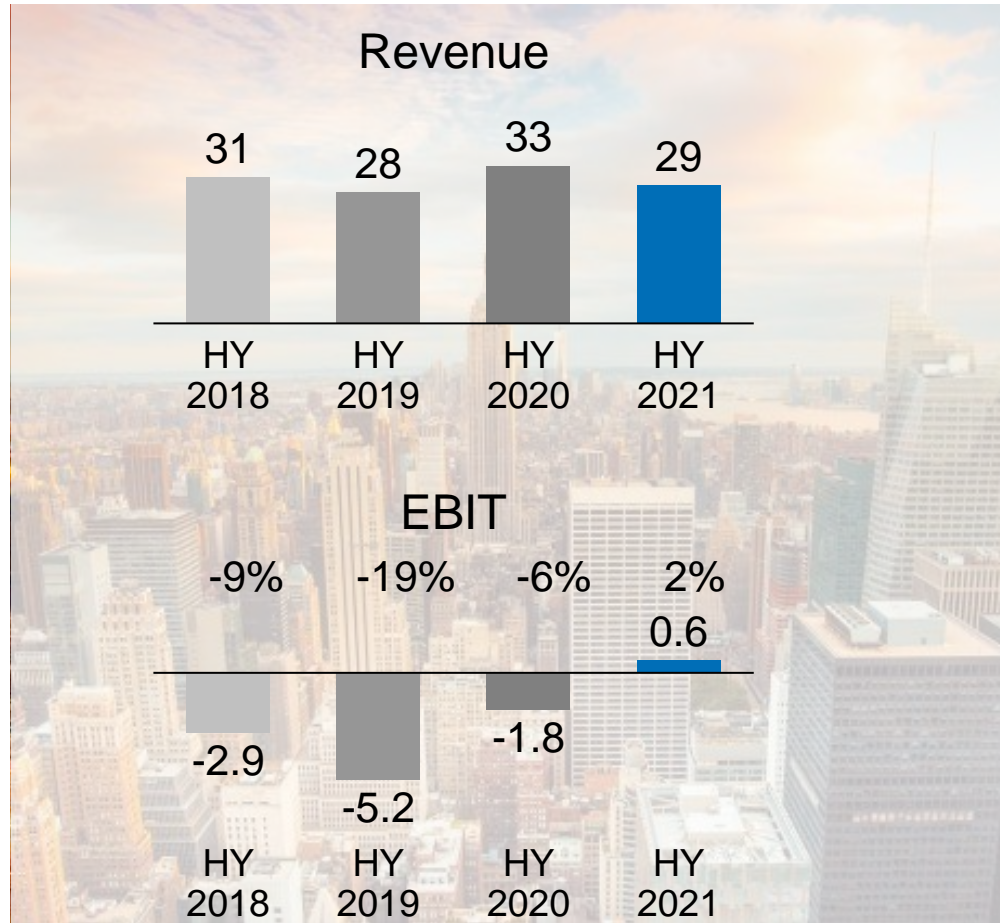


- Revenue up 16% compared to the prior year, however, still approx. 3% below pre-crisis level
- Direct sales significantly above prior year
- Double-digit EBIT ratio of 11%
- Guidance for 2021: Significant revenue and EBIT growth



Q2 YTD – North America

in €m

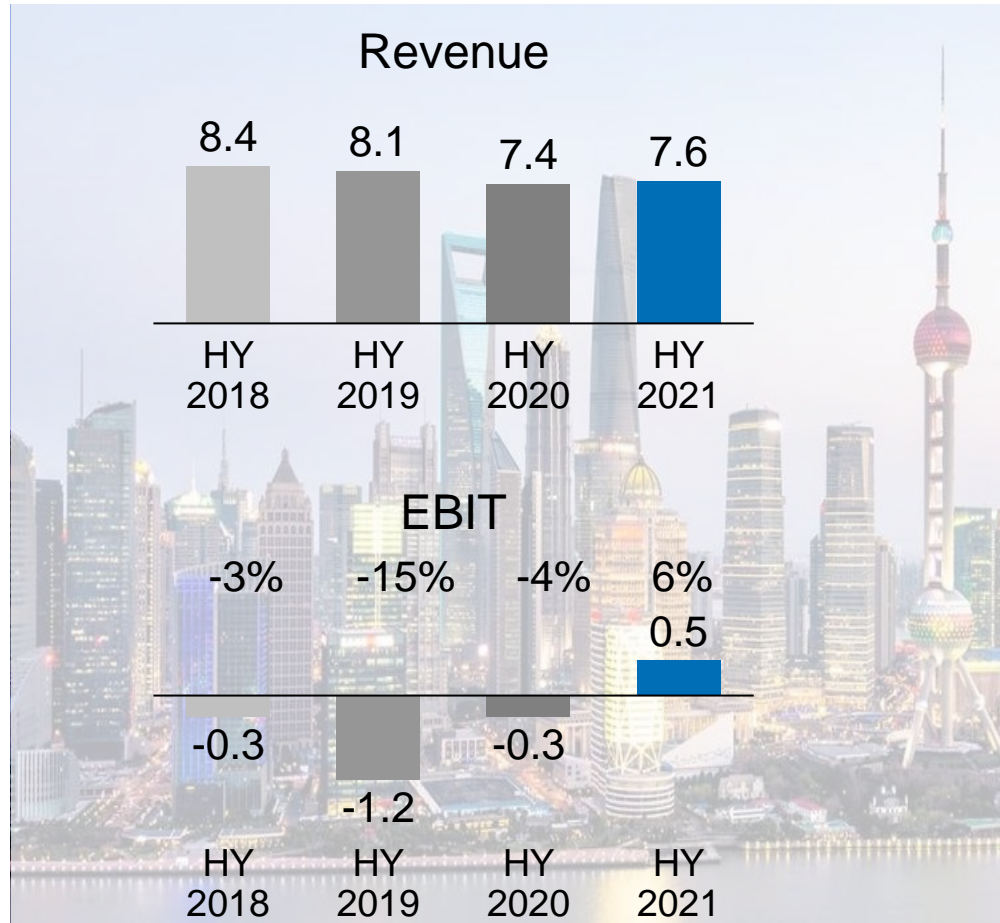


- Revenue 12% down driven by lower sales to key accounts
- Direct sales significantly above prior year
- Significant EBIT improvement
- Guidance for 2021: Significant revenue and EBIT growth



Q2 YTD – APAC

in €m

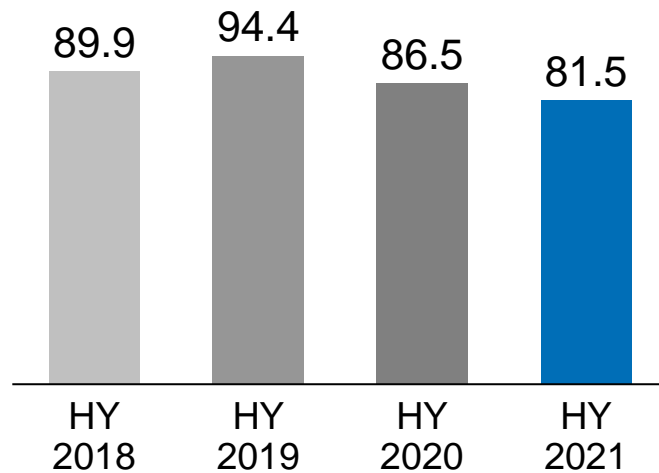


- Revenue 2% up. Positive performance in AUS overcompensate decline in China
- Significant EBIT improvement
- Guidance for 2021: Revenue and EBIT stable

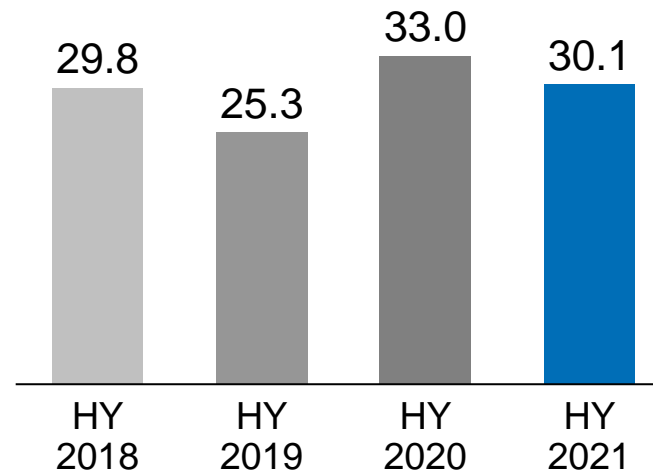


June 2021 Balance Sheet – Significant improvement of NOWC; solid balance sheet structure

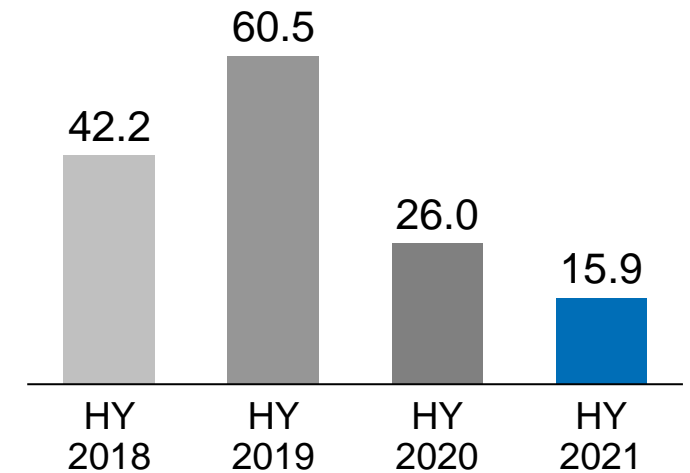
in €m



NOWC



Equity Ratio



Net Debt



Guidance 2021*

	2020	Guidance 2021**
Revenue	€ 378.7m	significant increase of over 9%
EBIT	€ 20.1m	significant increase, with an EBIT-Ratio of round 10%
FCF after lease payments	€ 36.9m	significant decrease
ROCE	10.5%	significant increase

* This guidance is subject to uncertainties

** stable < 3 %; slight $\geq 3 - < 5$; significant ≥ 5 %





WashTec

CLEAN CARS®



Financial Calendar 2021

July 28, 2021

Q2 Report 2021

October 27, 2021

Quarterly statement Q1 – 3 2021

November 22 – 24, 2021

Equity Forum, online

