

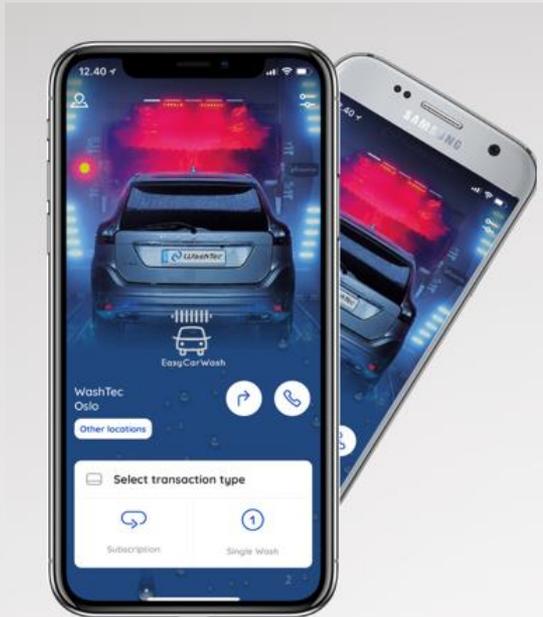


Conference Call H1 2018

July 27, 2018

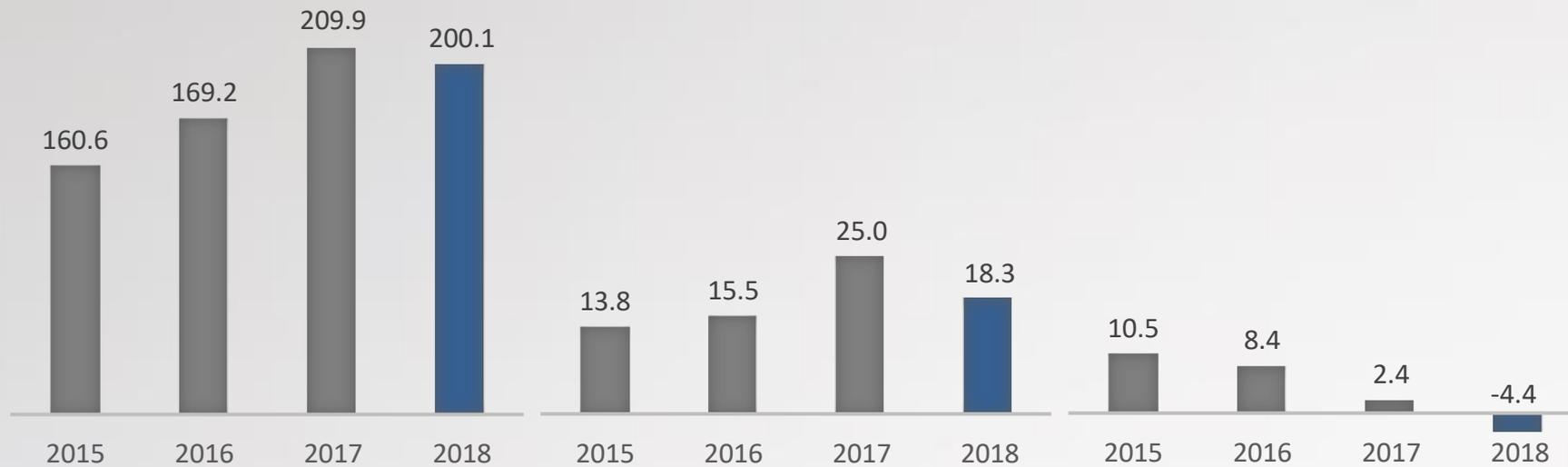


HIGHLIGHTS



H1 PERFORMANCE

in €m



REVENUE

EBIT

FREE CASH FLOW

H1 RESULTS BY PRODUCTS

in €m

Rounding differences may occur

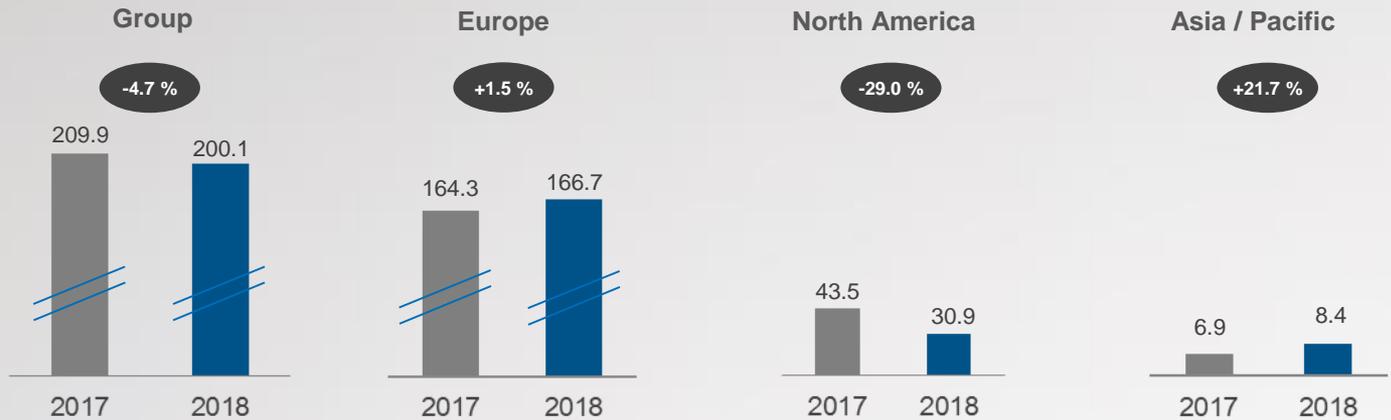
		H1 2018	H1 2017	Change abs.	in %
Equipment & Service		168.4	178.7	-10.3	-5.8
Chemicals		24.8	23.9	0.9	3.8
Operations business and others		6.9	7.3	-0.4	-5.5
Total		200.1	209.9	-9.8	-4.7



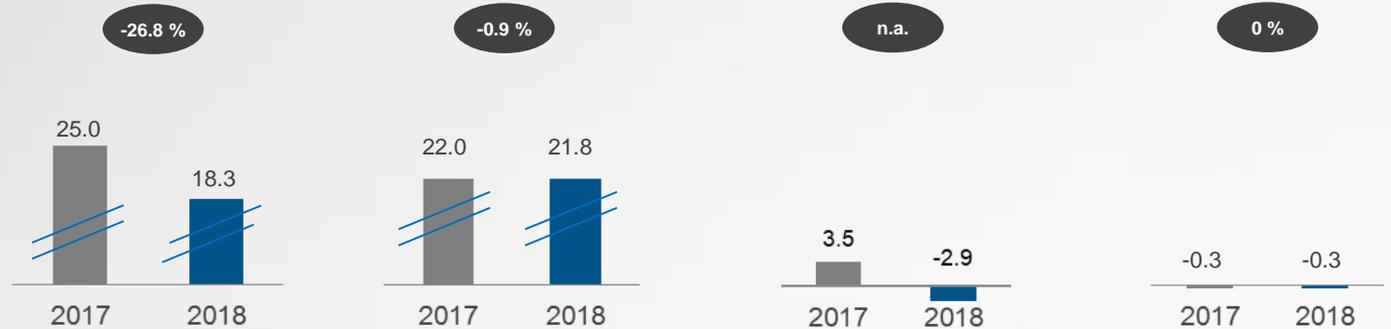
H1 RESULTS BY SEGMENTS

in €m

REVENUE



EBIT



Rounding differences may occur, without consolidation effects

PROFIT AND LOSS STATEMENT

in €m	H1 2018	H1 2017
Revenue	200.1	209.9
Gross Margin	116.6 [58.3%]	120.2 [57.3%]
Personnel expenses	67.7 [33.8%]	65.3 [32.5%]
Other operating expenses *	28.9 [14.4%]	28.6 [13.6%]
EBITDA	23.2	29.8
Depreciation	4.9	4.8
EBIT	18.3 [9.2%]	25.0 [11.9%]
Financial result	(0.3)	(0.2)
EBT	18.0	24.7
Tax expenses	6.6	7.3
Net income	11.4	17.4
EPS	0.85	1.30

* including taxes



SOLID BALANCE SHEET STRUCTURE

in €m	Jun 30, 2018	Dec 31, 2017
Balance Sheet Total	243.0	233.9
Goodwill	42.3	42.3
Equity	72.5	94.2
Net Financial Debt	45.7	7.1
Net Operating Working Capital	89.9	86.7
Cash Outflow from investing activities	4.0	5.1
Free Cash Flow	(4.4)	2.4
ROCE (in %)	25.2	31.8



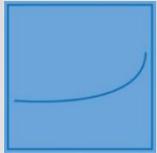
THE SHARE



Trade Volume (Xetra)			
	June		
Period	2018	2017	2016
pcs (Jan-June)	3,070,931	2,242,556	1,707,272
in T€	18,667.7	29,965.7	9,984.3
T€ per day in average	888.9	1,426.9	453.8

- Notifications without significant changes in shareholder structure
- Still high trading volumes
- Dividend yield 3%

OUTLOOK H2 2018



ACTIVITIES H2 2018

- Market implementation of “Easy Carwash”
- Disproportionate growth in business with independent customers
- Ongoing initiatives with focus on operational excellence
- Finalisation of new Financing Agreements

GUIDANCE 2018 CONFIRMED

- Revenue increase of about 3%
- Significant EBIT increase
- Significant Free Cash Flow increase
- ROCE >25%

NEW CFO AXEL JAEGER



VITA AXEL JAEGER (*1966)

- Diplom Degree in Business Administration, WP, StB, CPA and CIA
- Most recently Member of the Management Board at ZEISS Semiconductor Manufacturing GmbH
- Member of the Management Board of WashTec since July 2018
- Responsible for IT & Finance

FINANCIAL CALENDAR

September 24-25, 2018

Baader Investment Conference, Munich

October 26, 2018

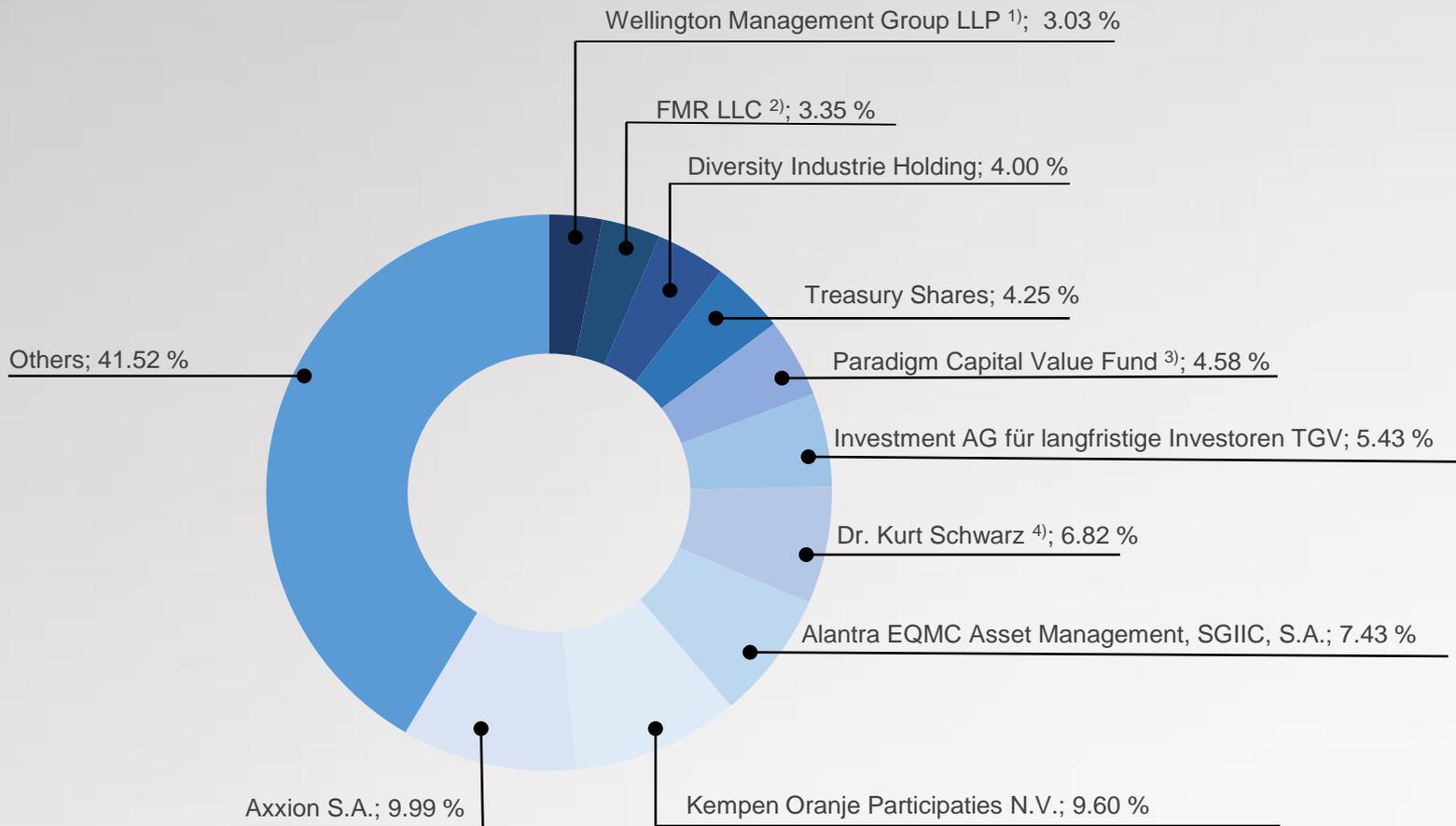
Q3 Report

November 26-27, 2018

Equity Forum, Frankfurt



BACKUP: THE SHAREHOLDERS



Source: Notifications pursuant to WpHG

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

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