



Q3 Report | October 27th, 2022

Dr. Ralf Koeppel, Andreas Pabst, Stephan Weber
Board of Management WashTec AG

Experienced Management Board with proven track record in various Disciplines and markets



Dr. Ralf Koeppe
CEO / CTO

- Corporate Development
- Human Resources
- Research & Development
- Supply Chain
- Quality



Andreas Pabst
CFO

- Finance / Accounting
- IT
- Purchasing
- Investor Relations
- WashTec Financial Services
- Legal
- Risk-Management / Compliance / Revision
- Insurance



Stephan Weber
CSO

- Sales & Service
- Product Management and Marketing



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Update WashTec



Car wash as a resilient & sustainable business model

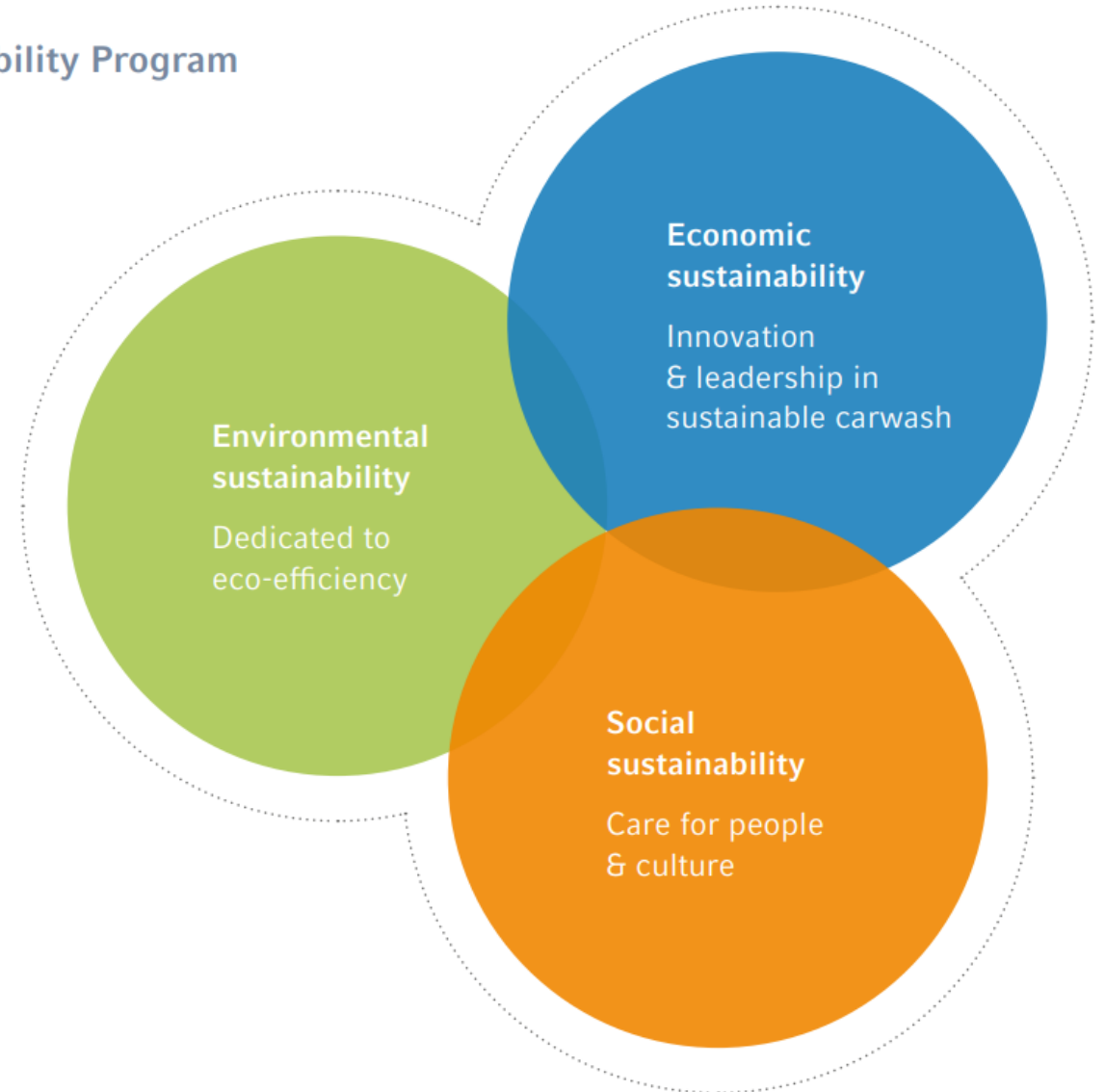
WashTec is the leading supplier of innovative vehicle wash solutions worldwide. The product range includes all types of vehicle washing systems as well as associated peripheral equipment, washing chemicals and water recovery systems. **As specialists** in environmentally friendly car wash, **we are continuously working on innovations as a contribution to a sustainable mobility today and tomorrow.**

In addition, WashTec offers **comprehensive service packages and digital smart service solutions over the entire life cycle of the products** - these include maintenance, chemical supply, equipment take-back, as well as services for arranging financing or operator management of equipment. **The main revenue drivers are the product areas of machinery, service and chemicals.**



Sustainability Report - Add. energy saving measures of approx. 20%

The WashTec Sustainability Program
sustainability@washtec



Download

<https://ir.washtec.de/en/sustainability>



ESG Award for WashTec AG

The Steinbeis Augsburg Business School awards WashTec the prize



WashTec – ESG Company of the Year

Other award winners are:

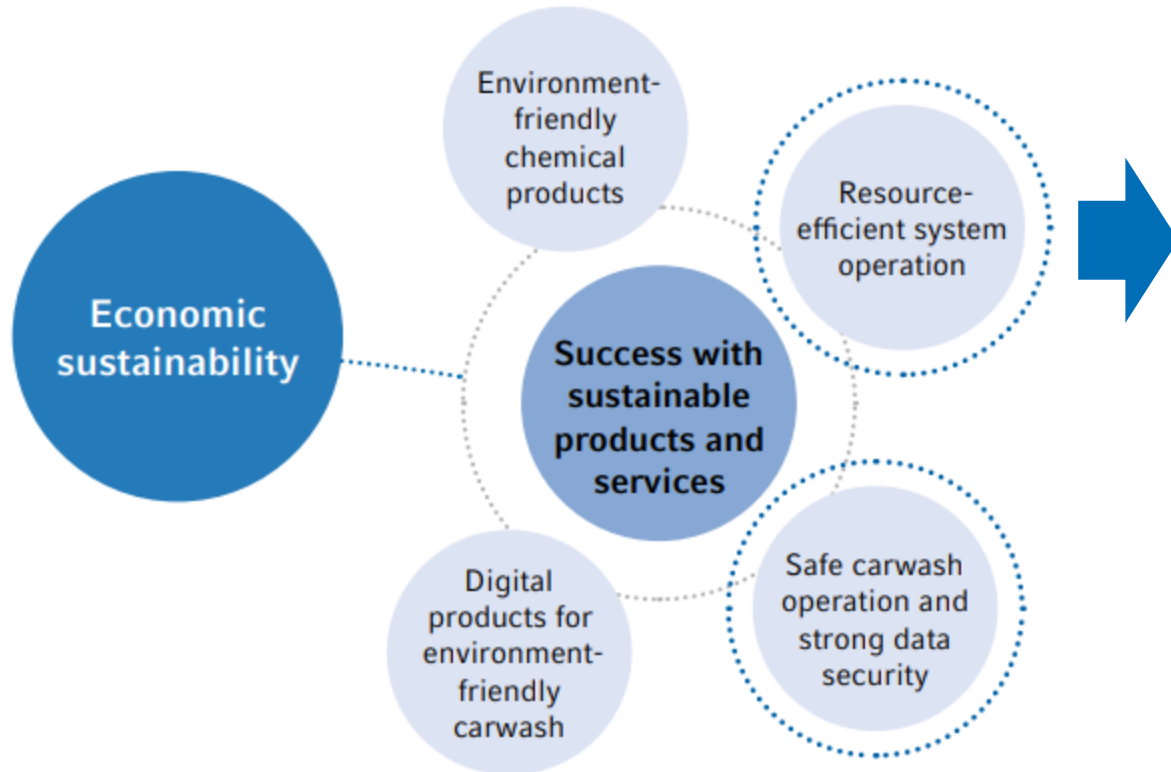
- Hansgrohe GmbH
- Nürnberger Wach- und Schließgesellschaft mbH



WashTec ESG program

Economic sustainability

Leadership in sustainable carwash



Energy Saving

Changing JetWash from warm to cold wash

Enormously reduced energy consumption with consistent wash quality

Example: 2 space JetWash site

One time invest 1200 €

Yearly savings* 1.624 € (gas) / 2.072 € (heating oil)

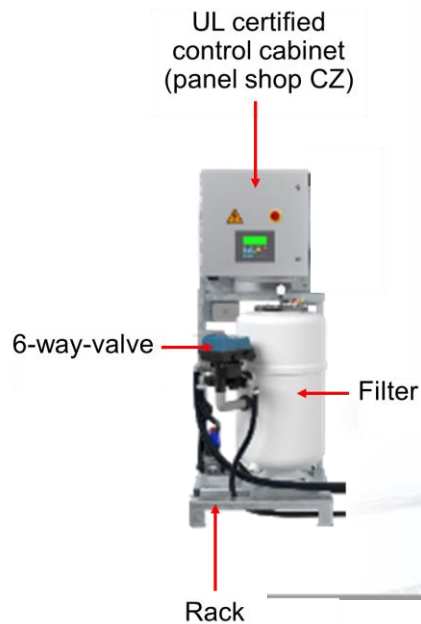


First US customer installations of SmartCare & water retreatment system

First Installation
SmartCare at US
customer site



First installation
Aqua Pur Modular

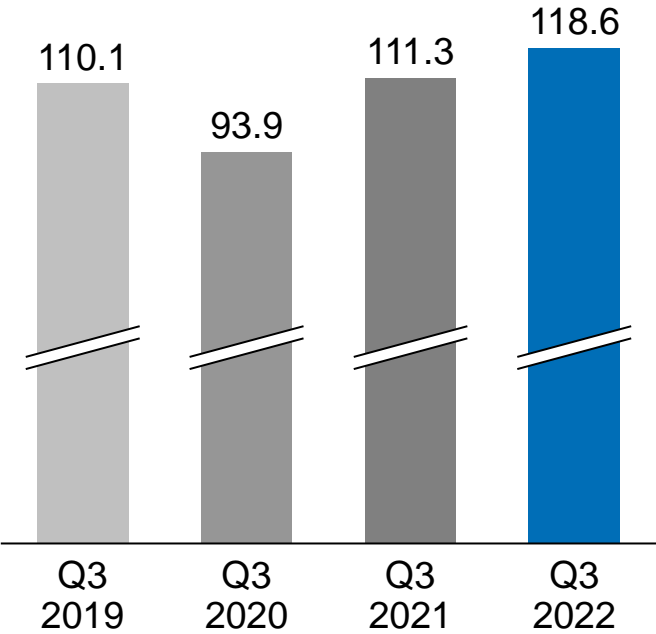


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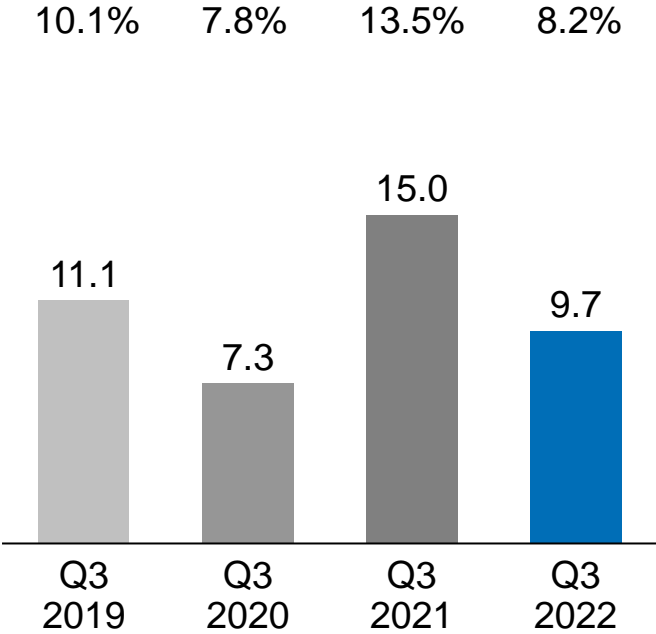
Q3 2022 results



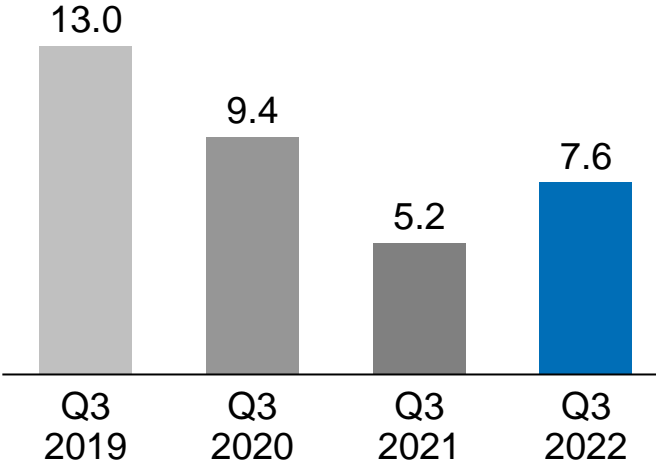
Q3 – Strong revenue growth; EBIT ratio at 8.2%; positive FCF development



Revenue



EBIT

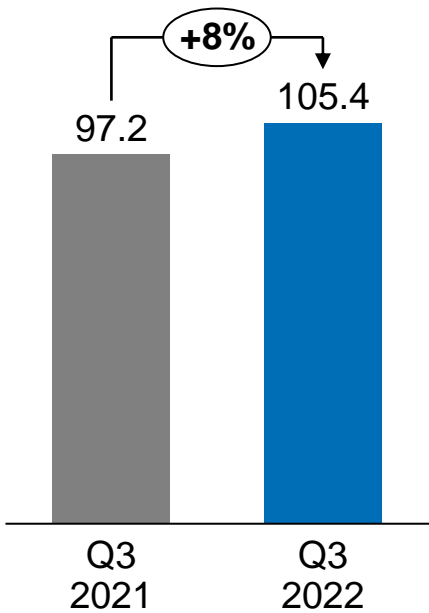


FCF including lease expense

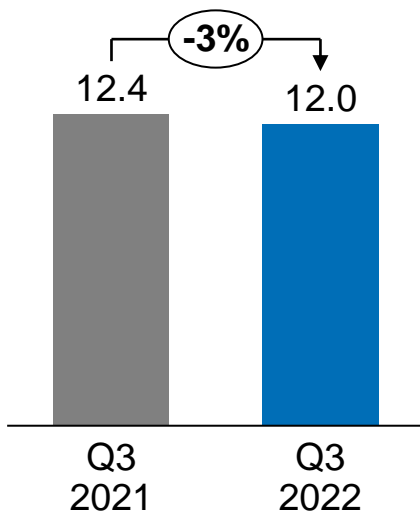


Q3 Revenue: strong development of the machinery and service segment

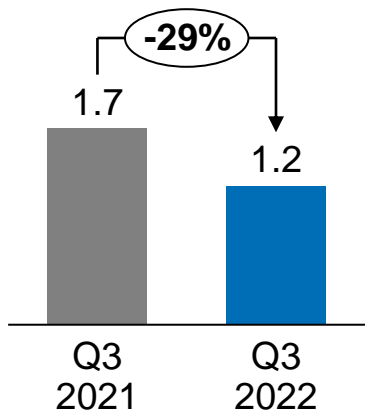
Equipment and service



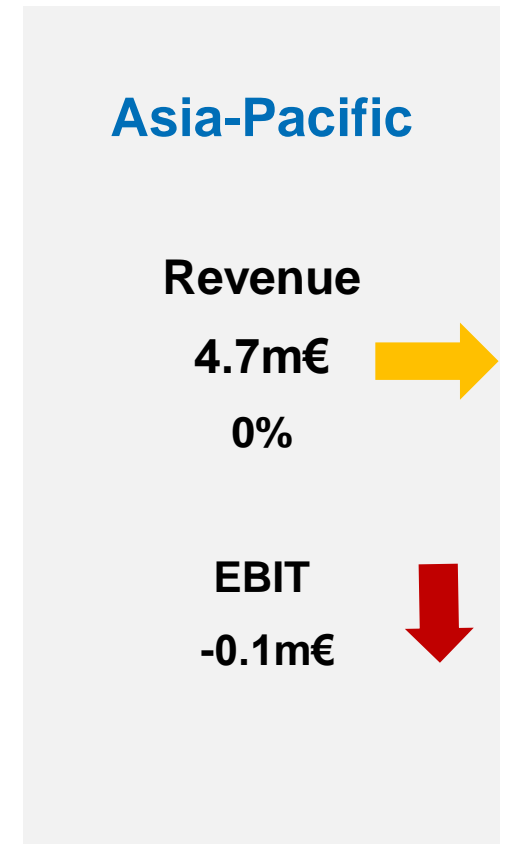
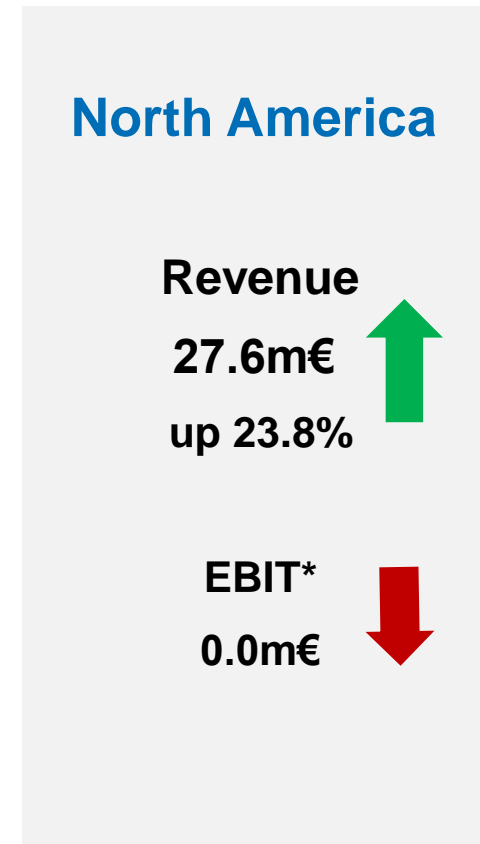
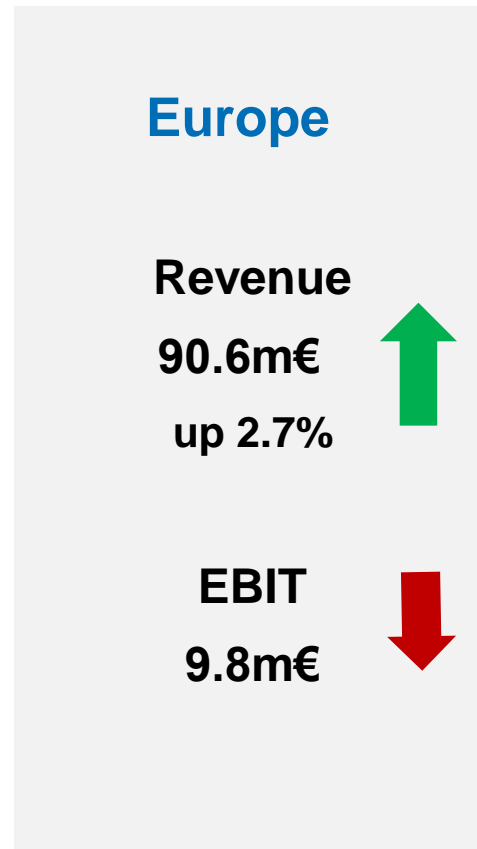
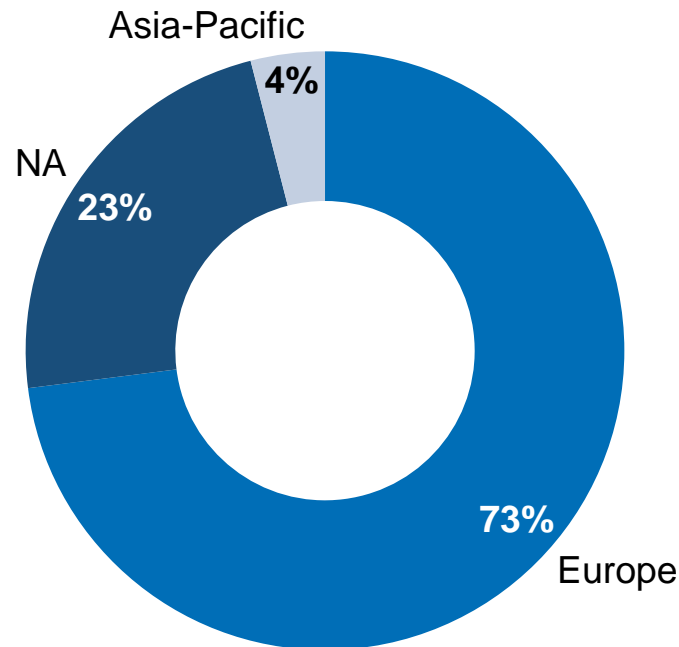
Chemicals



Other



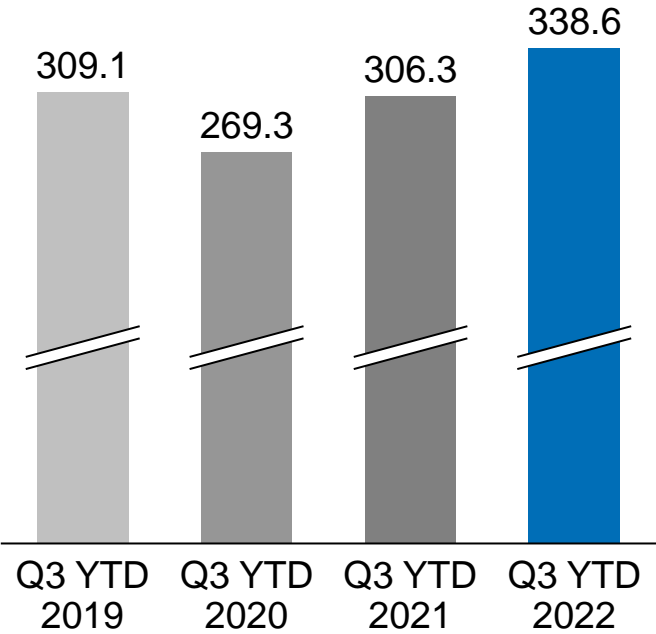
Q3 Revenue: growth in Europe and North America; all segments impacted by material cost increase



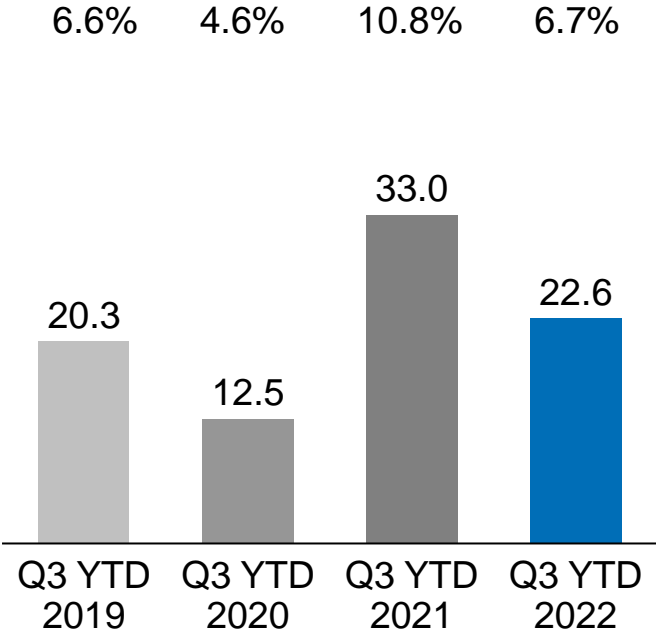
*EBIT 2021 includes a positive one-off effect from a government support program in the amount of €2.7 million.



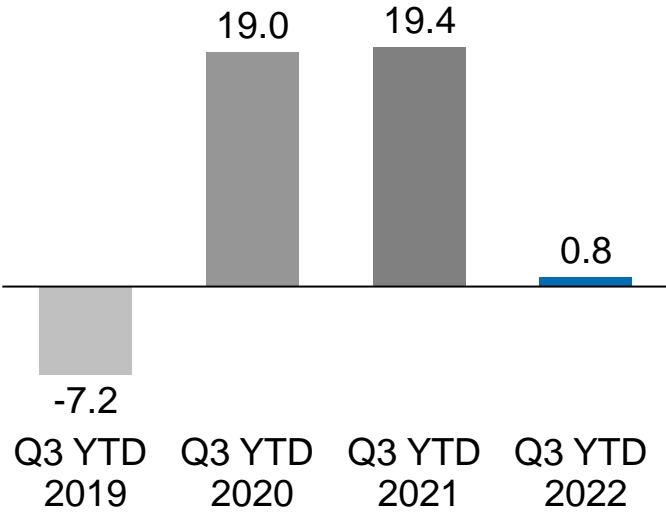
Q3 YTD – Strong revenue growth; FCF impacted by planned increase in inventories to safeguard delivery capability



Revenue



EBIT

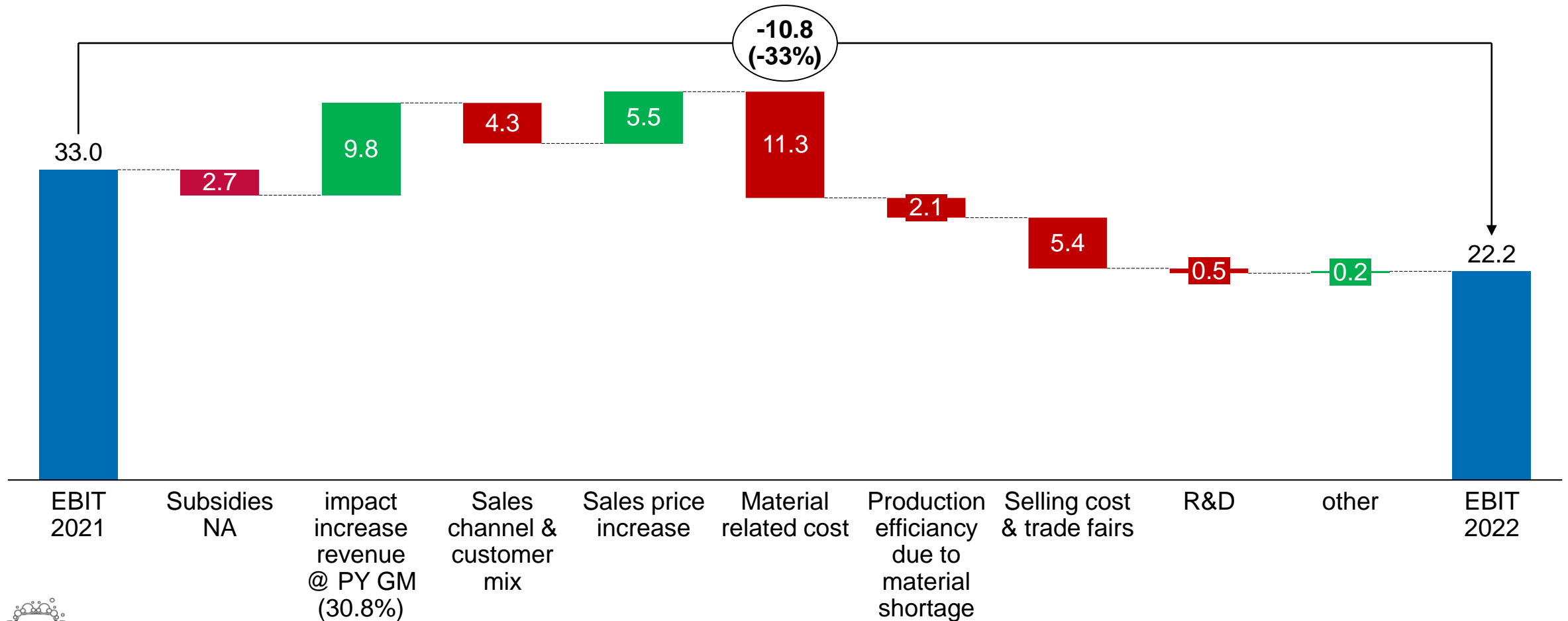


FCF including lease expense



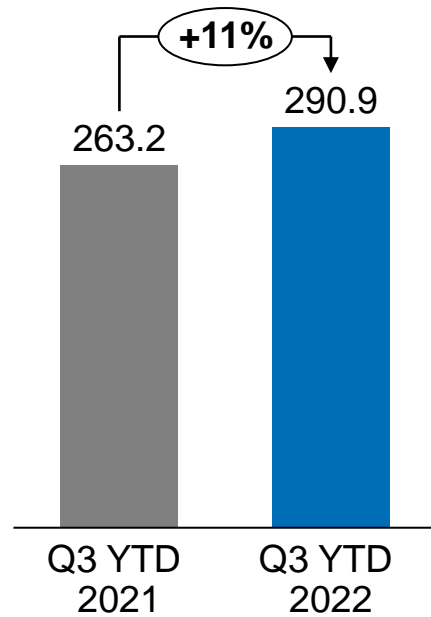
Q3 YTD EBIT - affected by time lag between material price rises and own price increases, higher portion of key-account business and increase in selling cost due to volume growth and exhibition expenses

in million Euro

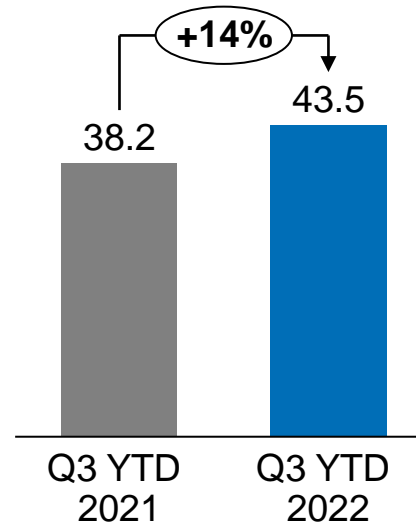


Q3 YTD – double digit growth in equipment/service and chemicals

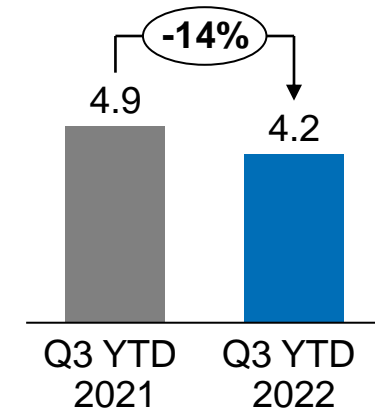
Equipment and service



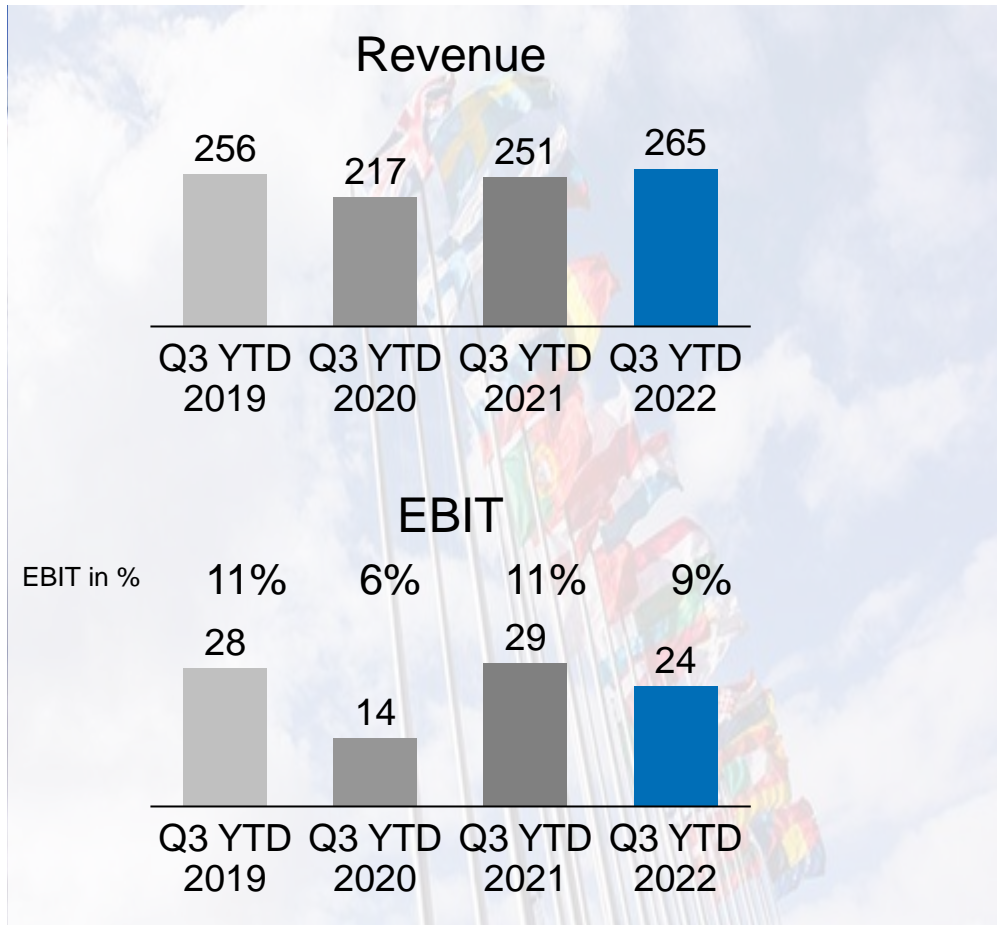
Chemicals



Carwash management business and others



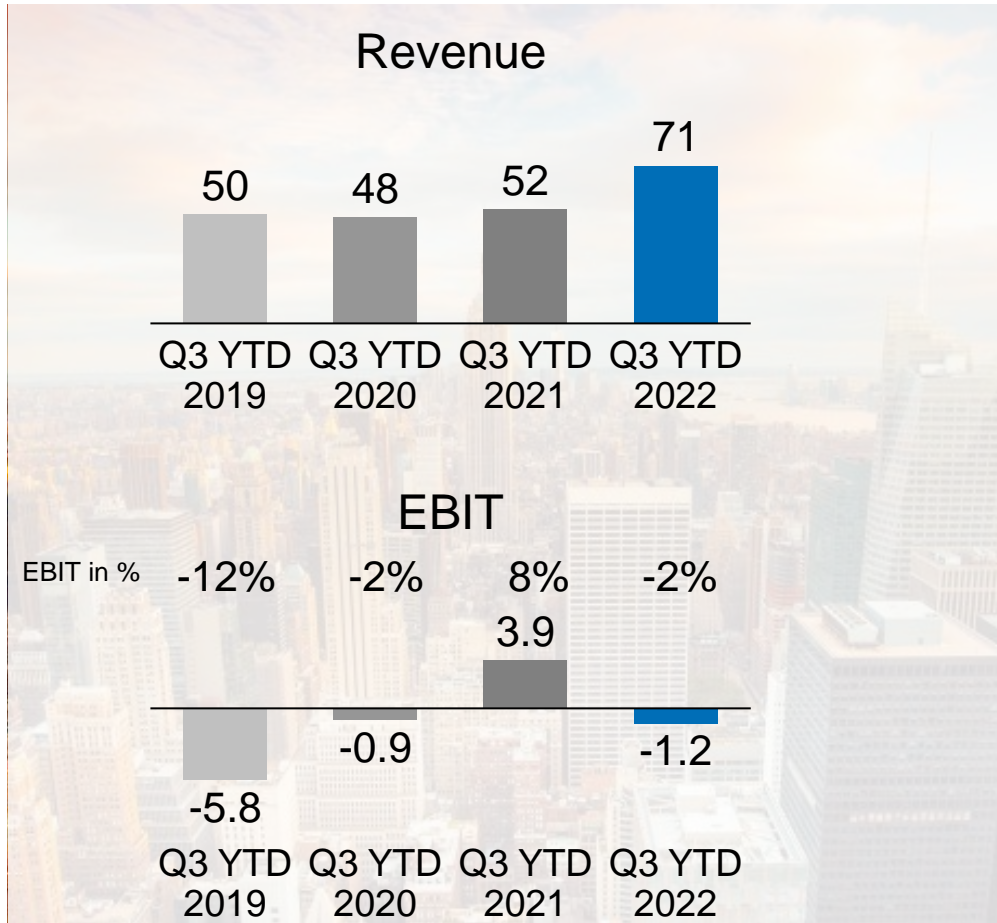
Q3 YTD – Europe



- Revenue up by 6%; over first nine months growth in all product groups. Increase in machines and service is mainly driven by key-accounts
- EBIT still impacted by increased costs of materials, logistics and energy. Own price increases become slowly effective. EBIT margin in Q3/22 slightly better than in Q2/22
- Travel and trade fair expenses normalization after corona year



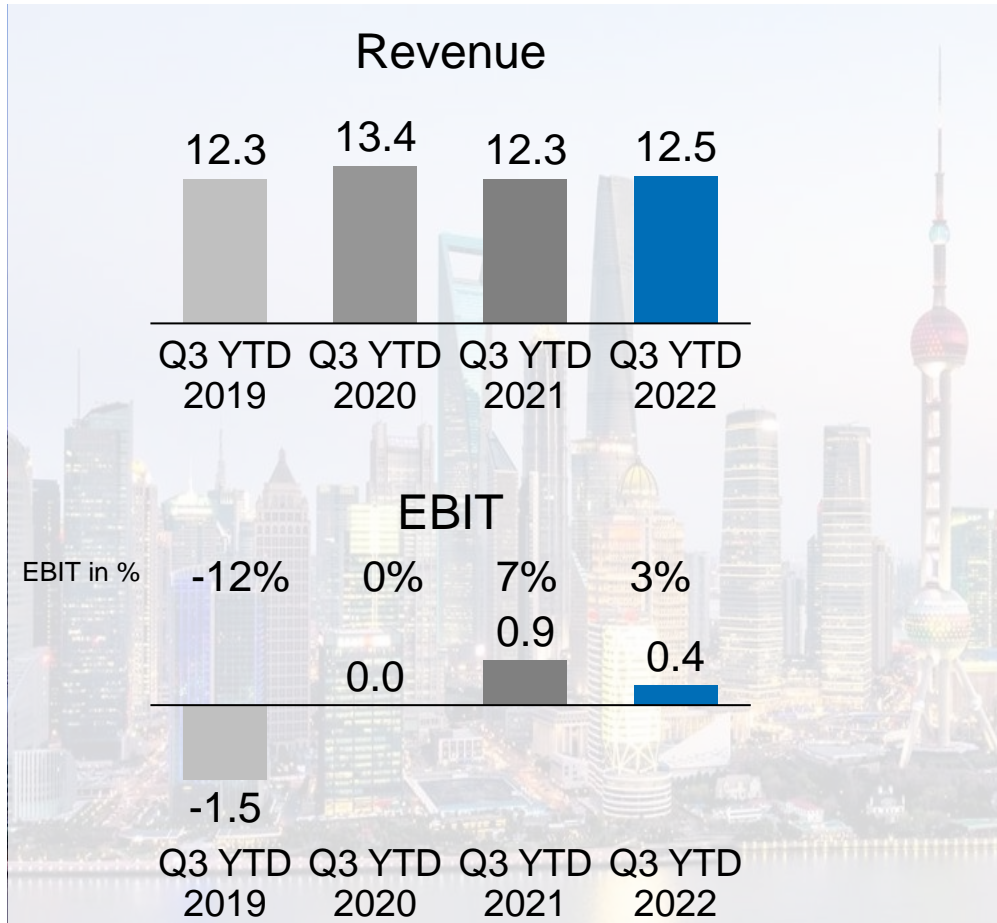
Q3 YTD – North America



- Significant revenue growth in first nine months (38%, FX adjusted 22%); all customer segments contributed with double digit growth. Slower growth in Q3/22 (+24%, FX adjusted 6%)
- Loss mainly due to cost increases and customer mix as well as higher cost for health insurance. Lag between material price rises and own price increases especially for key-account business. EBIT in Q3/22 at break even after negative HY1/22



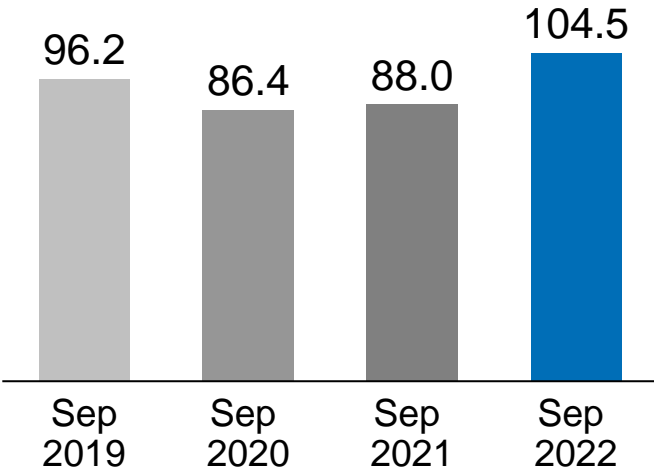
Q3 YTD – APAC



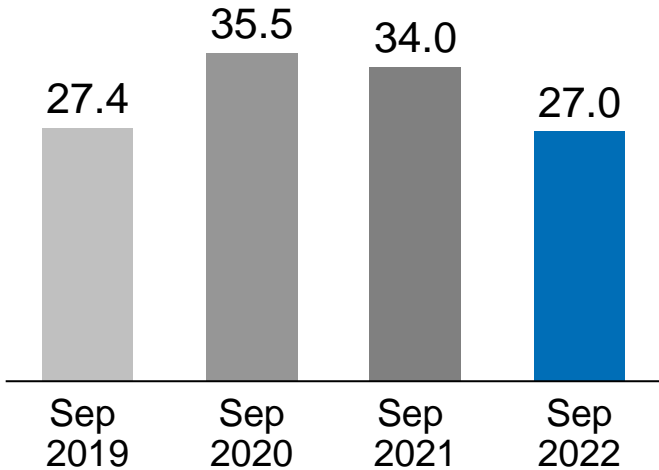
- Revenue negatively impacted by the lockdowns in China
- EBIT at 0.4m€ and 3% EBIT ratio



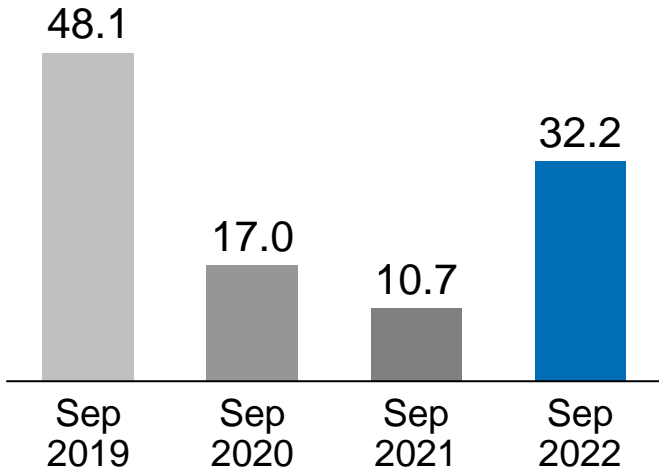
Sep 2022 Balance Sheet – increase in NOWC driven by planned increase in inventories to safeguard delivery capability; Equity ratio after dividend payment at 27%



NOWC



Equity Ratio



Net Debt



Guidance 2022

	2021	Adjusted Guidance 2022
Revenue	430.5m€	476m – 484m€
Adjusted EBIT	43.0m€	38m – 43m€, EBIT-Ratio 8%-9%
FCF after lease payments	34.5m€	10m – 20m€
ROCE	25.8%	below prior year





WashTec

CLEAN CARS®



Financial Calendar 2022/2023

Date	Event
November 28 - 30, 2022	Equity Forum, Frankfurt
March 30, 2023	Annual Report Financial press conference
May 4, 2023	Q1 Statement
May 16, 2023	Annual General Meeting
August 3, 2023	Half-yearly financial statement
November 2, 2023	Q3 Statement



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