



## Conference Call: First-half-year report, July 28, 2020

Dr. Ralf Koeppel | CEO



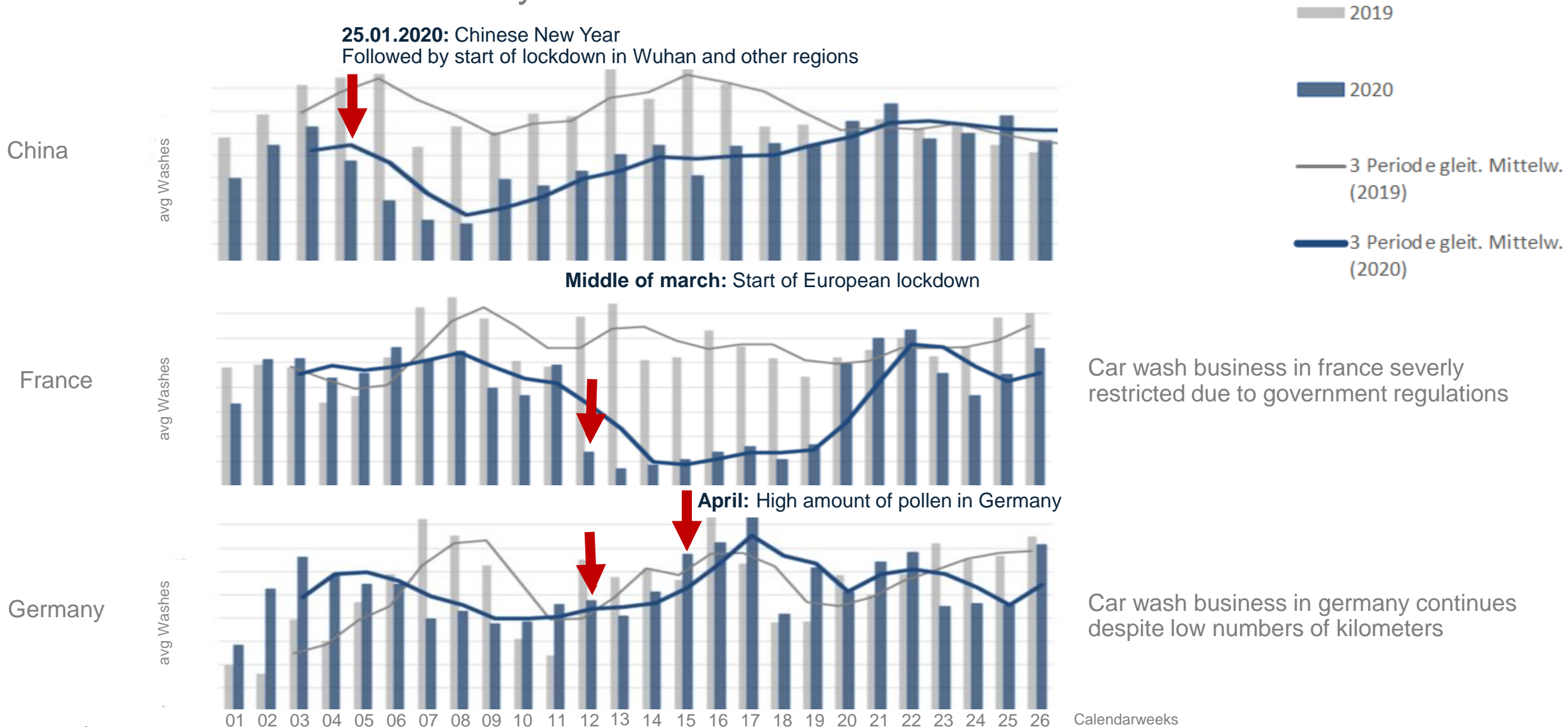
# Conference Call: Half-year report

- Car wash data January – June 2020
- Economic situation
- Financials – First-half-year results 2020
- WashTec Performance Program
- Guidance 2020





# Car wash data from January to June 2020



Car wash business in France severely restricted due to government regulations

Car wash business in Germany continues despite low numbers of kilometers



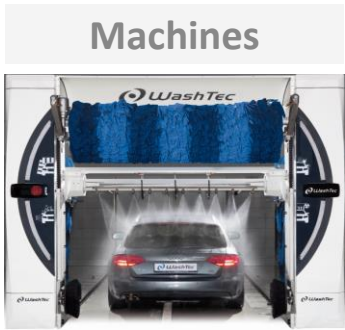


# Economic situation

# Financials – First-half-year 2020



# Economy – CAPEX slowdown in machinery industry since mid-2018



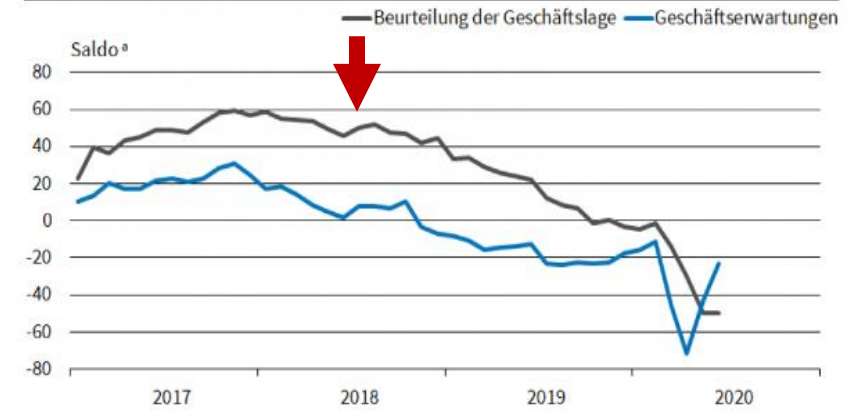
Investment Expenditure /  
CAPEX

Business expenses /  
OPEX

- Service and Repairs
- Consumer goods

IFO  
Juni 2020

Geschäftsentwicklung im Maschinenbau

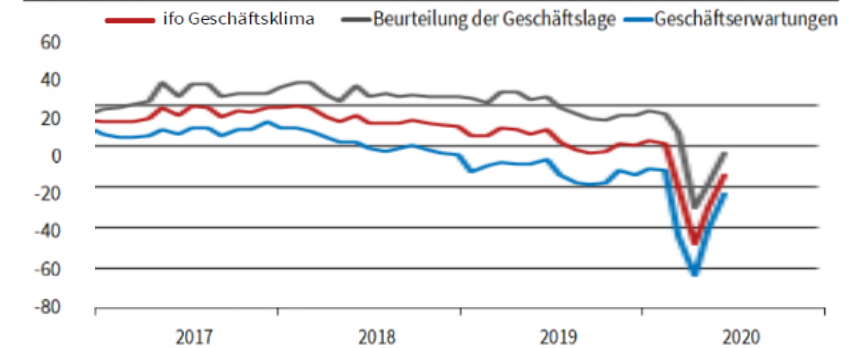


<sup>a</sup> Saldo der positiven und negativen Einschätzungen der Unternehmen in %.

Quelle: ifo Konjunkturumfragen, Juni 2020.

© ifo Institut

Handel



Quelle: ifo Konjunkturumfragen, Juni 2020.



# First-half-year 2020 – Business in second quarter affected by impacts of Covid-19-pandemic

Revenue



**175.4 €m**

EBIT



**5.2 €m**

EBIT margin



**3.0%**

Free Cash Flow



**13.6 €m**

ROCE



**16.1%**

Earnings per Share



**0.16 €**





# First-half-year 2020 - Revenue by region

Revenue

**WashTec Group** (-11.9%)



H1 2020  
**175.4 €m**

H1 2019  
**199.1 €m**

**North America** (+20.1%)

H1 2020  
**33.4 €m**

H1 2019  
**27.8 €m**

**Europe** (-16.7%)

H1 2020  
**140.4 €m**

H1 2019  
**168.6 €m**

**Asia/Pacific** (-8.6%)

H1 2020  
**7.4 €m**

H1 2019  
**8.1 €m**



# First-half-year 2020 - EBIT by region

**EBIT**

**WashTec Group** (-44.1%)



H1 2020  
**5.2 €m**

H1 2019  
**9.3 €m**

**North America** (+65.4%)

H1 2020  
**-1.8 €m**

H1 2019  
**-5.2 €m**

**Europe** (-50.3%)

H1 2020  
**7.7 €m**

H1 2019  
**15.5 €m**

**Asia/Pacific** (+75.0%)

H1 2020  
**-0.3 €m**

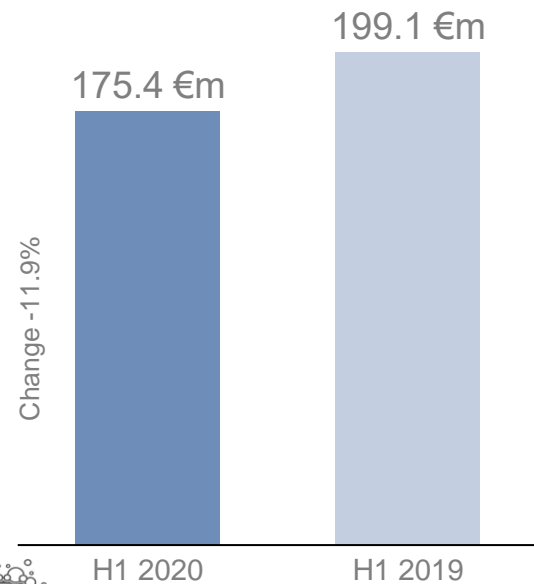
H1 2019  
**-1.2 €m**



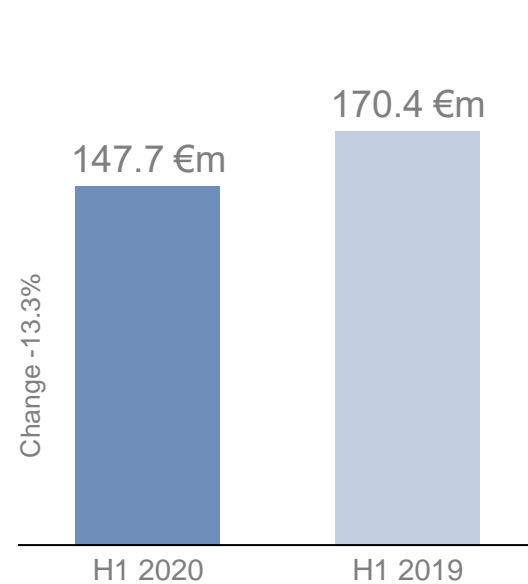


# First-half-year 2020 – Revenue by product

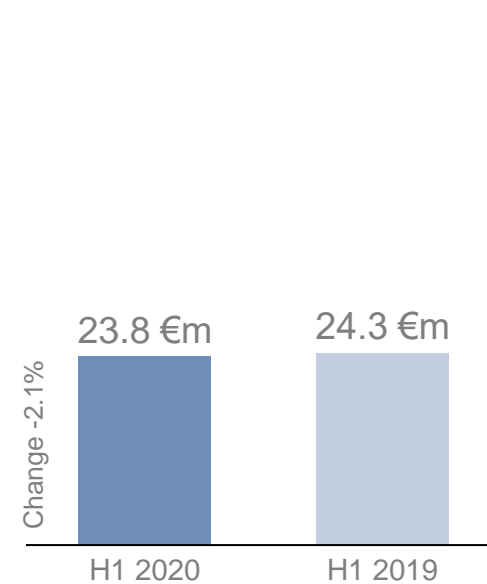
## WashTec Group



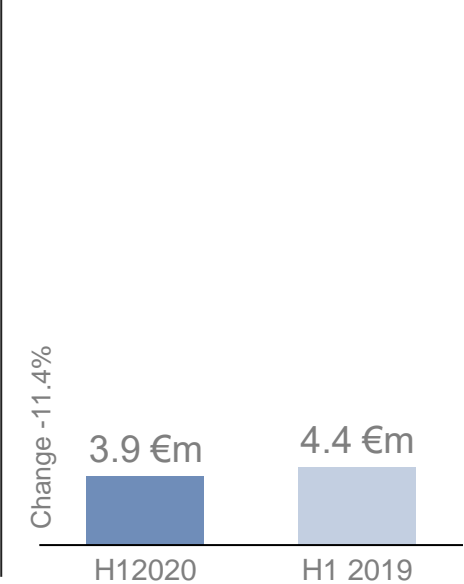
## Equipment and service



## Chemicals



## Carwash management business and others



# Consolidated Income Statement

	in €m		
	H1 2020	H1 2019	change absolute
Revenue	175.4	199.1	-23.7
Gross profit	100.7	113.7	-13.0
Gross profit margin (in %)	57.4	57.1	-
Personnel expenses	66.6	71.7	-5.1
Personnel expenses ratio	38.0	36.0	-
Other operating expenses*	23.2	27.3	-4.1
Amortization, depreciation and impairment	8.2	8.1	0.1
EBIT	5.2	9.3	-4.1
EBIT margin (in %)	3.0	4.7	-
EBT	4.8	9.0	-4.2
Tax expenses	2.7	4.6	-
Net income	2.1	4.4	-2.3
EPS (€)	0.16	0.33	-0.17
ROCE (in %)	16.1	22.3	-

\*Including expense from impairments of trade receivables and other taxes



# Consolidated Balance Sheet

in €m

June 30, 2020

Dec 31, 2019

Balance Sheet Total	260.9	274.9
Goodwill	42.3	42.3
Equity	86.0	84.5
Equity ratio at reporting date (in %)	33.0	30.7
Net Financial Debt	46.4	56.4
Net Operating Working Capital	86.5	96.2
Net cash flow from investing activities	-1.5	-6.8
Free cash flow	13.6	15.0
Employees at reporting date (people)	1,795	1,874





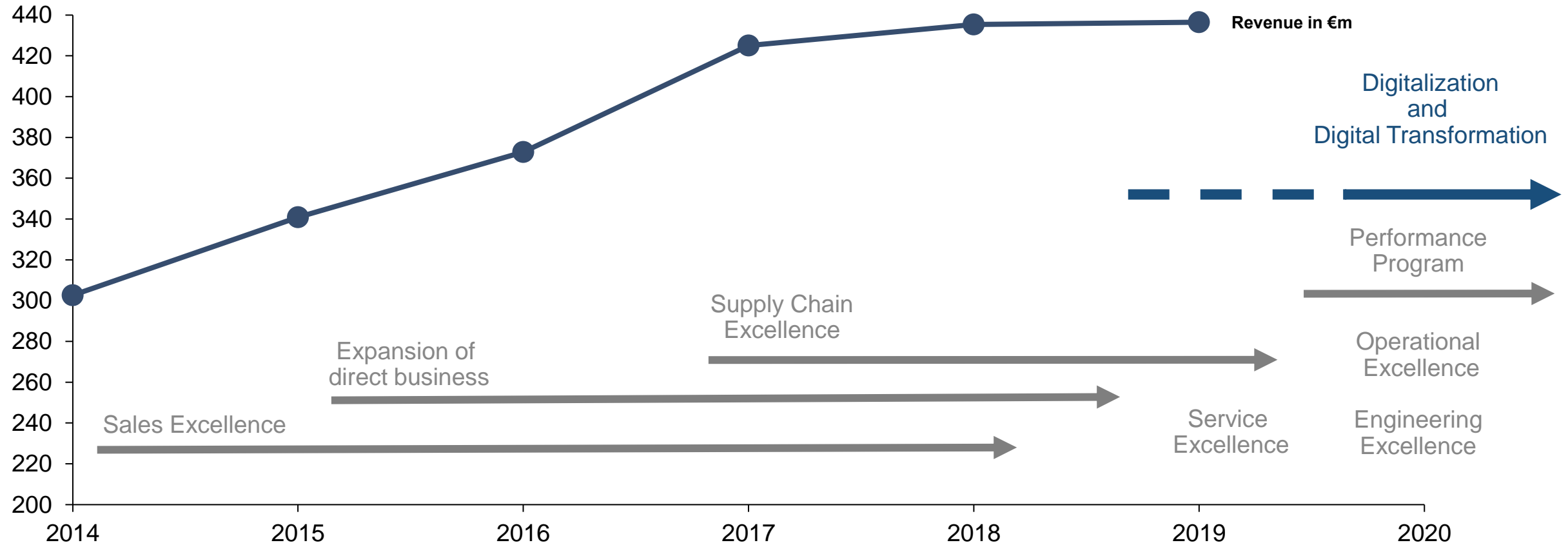


# WashTec Performance Program

## Innovation SmartCare



# Operational excellence at WashTec






# Digital transformation – Innovation SmartCare

- Monday or Saturday, summer or winter, rain or shine: optimum flexibility for maximum carwash custom every day
- Automated metering according to wash program for chemicals
- For operators: Remote access to easily manage system settings from any location – no special knowledge required
- For end users: Easy and efficient wash program selection and payment
- Equipment connected to online service system for rapid troubleshooting





# Guidance 2020

	Annual Report 2019	Q1 2020	H1 2020	Q3 2020
Revenue	stable	<p>April 4th, 20: <u>Ad-hoc disclosure</u></p> <p><b>WashTec withdraws outlook 2020 due to the effects of the COVID-19 pandemic on business</b></p> <p>Compared to the prior year, WashTec presumably anticipates an unforeseeable decline in revenue and EBIT.</p>	decrease 15% - 20%	
EBIT	slight increase		decrease EBIT margin: 3% - 5%	
Free cash flow	significant increase		increase	
Regions	Europe		Europe	Revenue and EBIT decrease
	 Revenue stable and EBIT slight increase		North America	Revenue decrease and EBIT increase
	North America		Asia/Pacific	Revenue and EBIT increase
	 Revenue and EBIT slight increase			
	Asia/Pacific			
	 Revenue stable and EBIT slight increase			

Positive/negative deviation in %: stable <3 | slight ≥3 | significant ≥ 5



# Financial calendar 2020

---

July 28, 2020	Publication of half-year report
September 21-25, 2020	Baader Investment Conference, Munich
October 27, 2020	Publication of Q3 Statement
November 16-18, 2020	Eigenkapital Forum Online

---





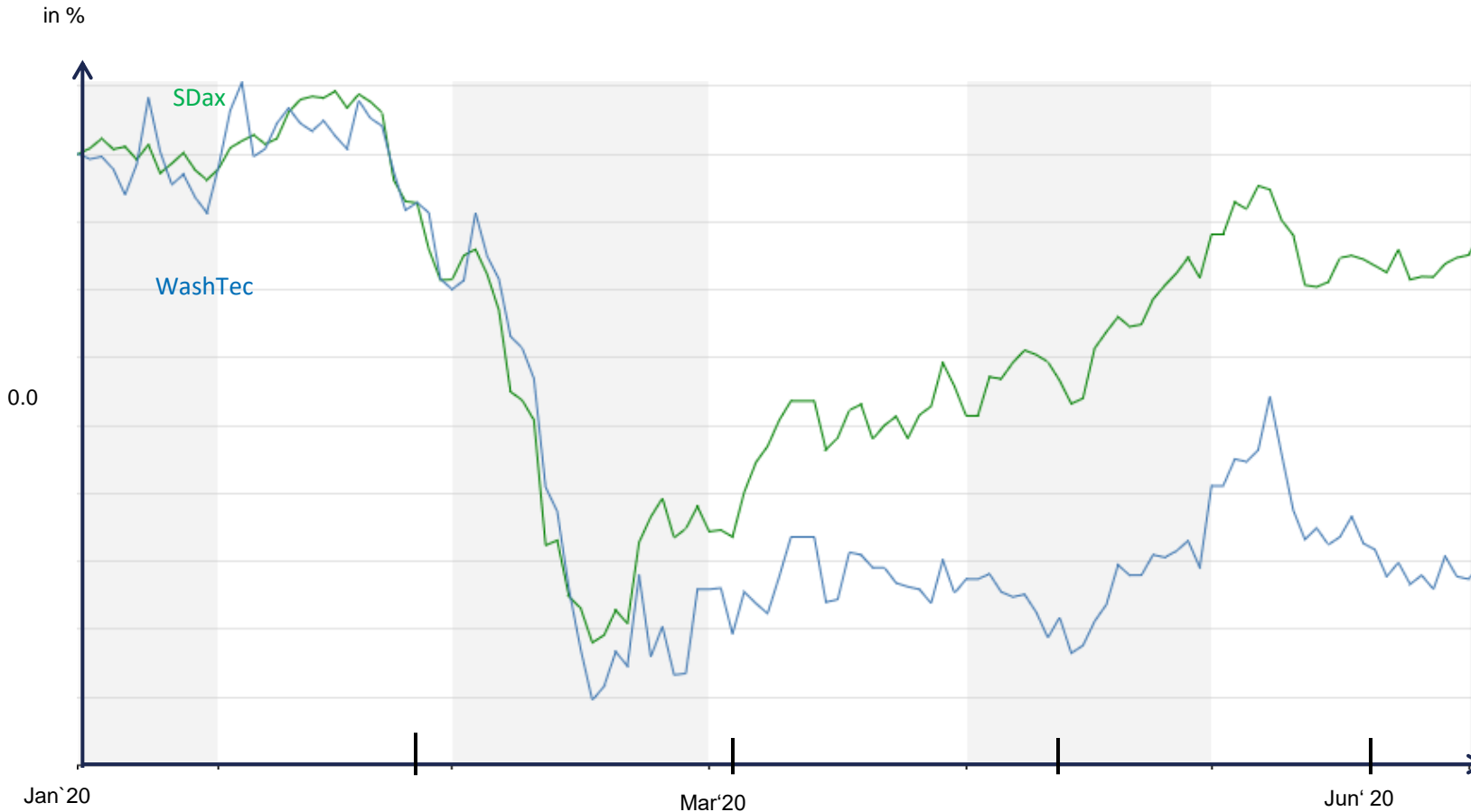
***WashTec***

**CLEAN CARS®**





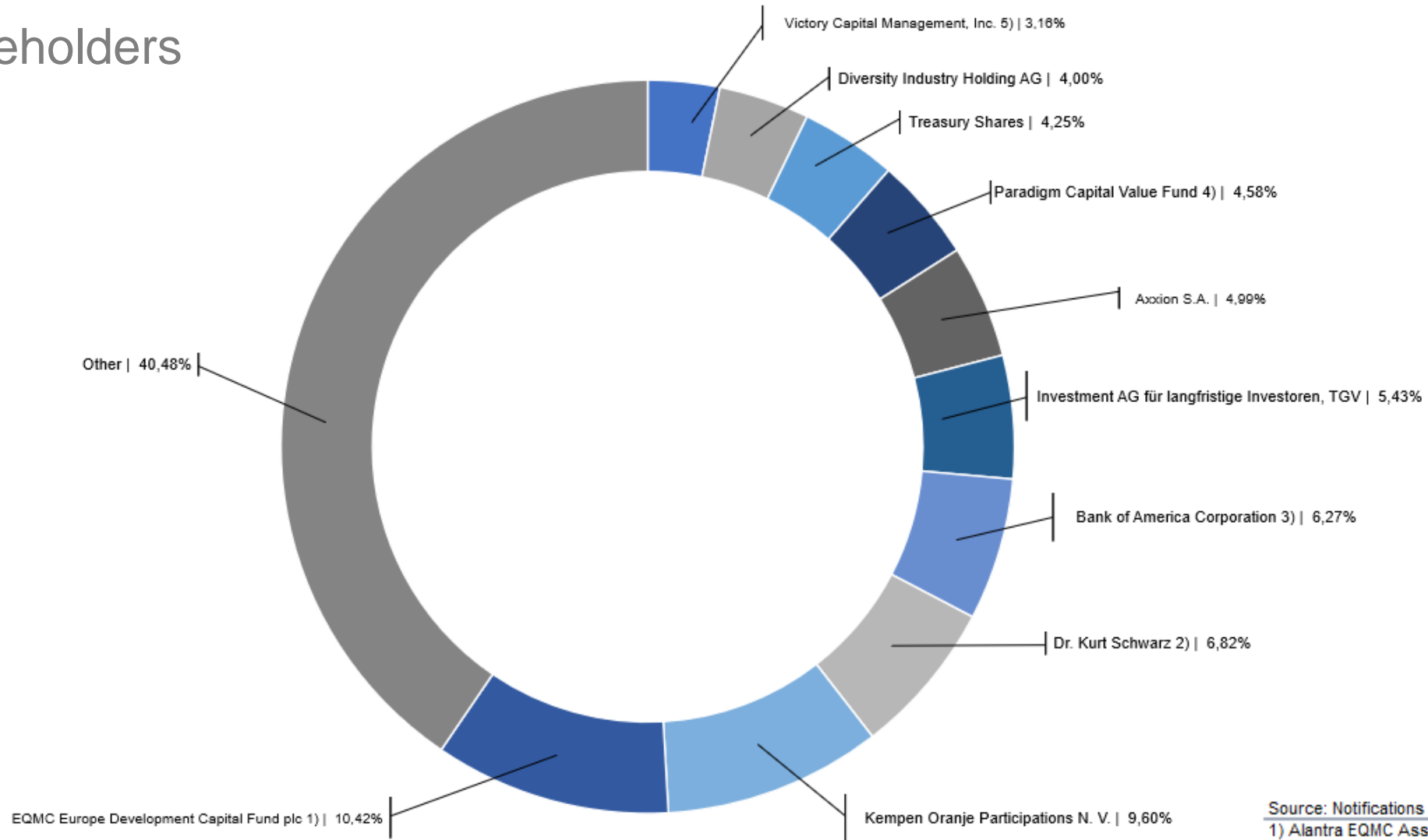
# WashTec performance



- The negative effects of the COVID-19 pandemic were also very clearly reflected in the development of the share indices.
- The SDAX also deteriorated significantly by 7,8%.



# The Shareholders



Source: Notifications pursuant to WpHG  
1) Alantra EQMC Asset Management, SGIC, S.A. (as investment management function)  
2) Leifina GmbH & Co. KG et al.  
3) BofA Securities Europe SA (6.22% voting rights)  
4) Carne Global Fund Managers (Luxembourg) S.A.  
5) CRESTVIEW, L.L.C.

