



Conference Call on the Report of the First Half Year 2026

Andreas Pabst (CFO)

August 4th, 2026

1 Update on WashTec

Andreas Pabst (CFO)



Optimization of the manufacturing in the Czech Republic



› **Successful completion of logistics in Plant III**

Goods receipt, goods dispatch, production supply and other logistics processes are now handled via the new areas.

› **Successful commissioning of assembly in Plant III**

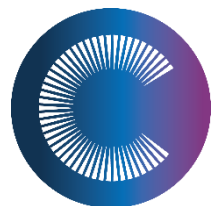
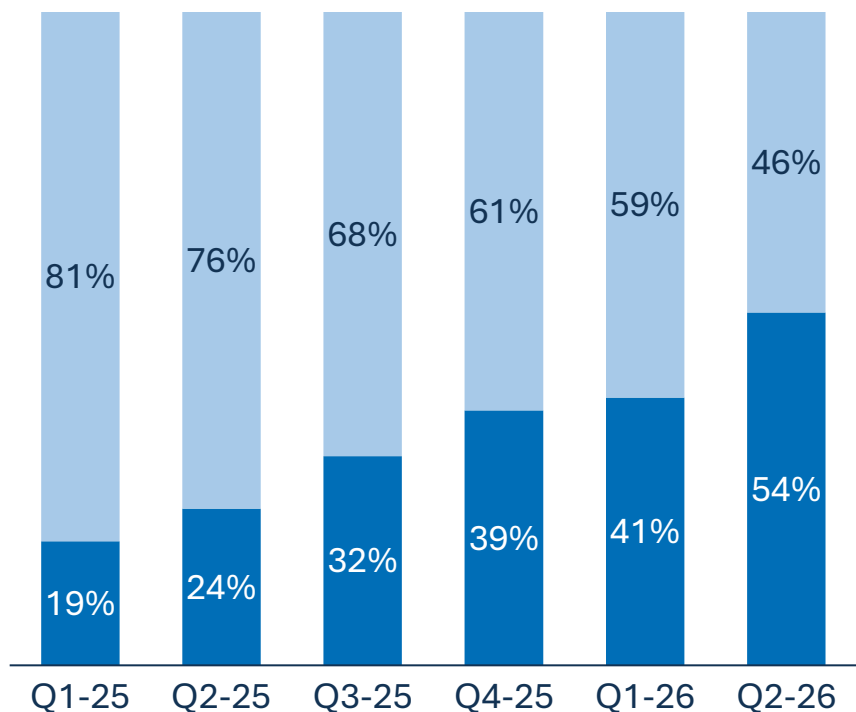
Assembly areas from Plant II have been fully integrated in Plant III. The SmartCare pre-assembly and electrical production areas from Plant I were incorporated into the new structure. Plant I is now being developed into a dedicated pre-assembly site.

› **New manufacturing Equipment**

A central sheet metal warehouse ensures short transport distances, a new press brake is already in operation, and the new punch-laser combination machine is currently being installed and commissioned. This enables us to create additional capacity and strengthen our manufacturing expertise at the site.

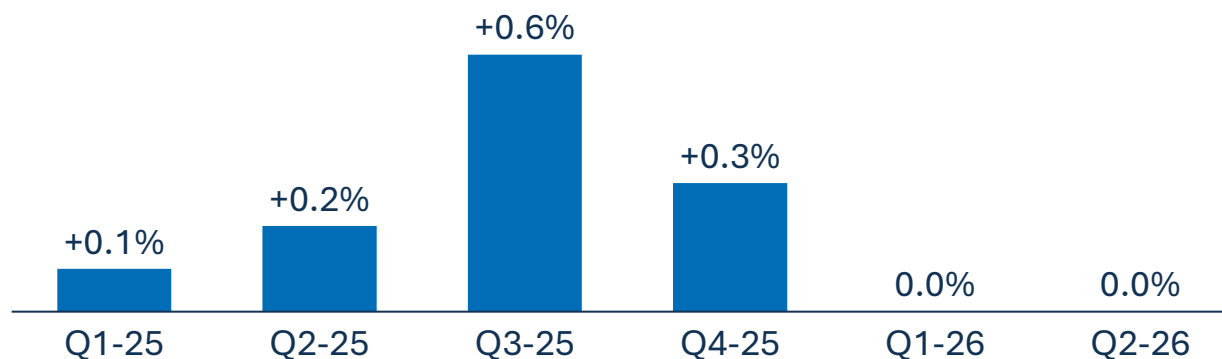


Development of Roll-Over revenue

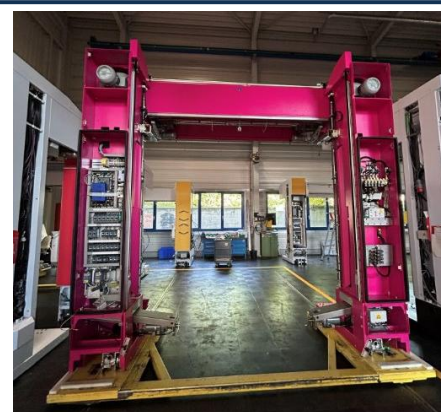


■ Revenue - Softcare
■ Revenue - SmartCare

Increase of installation cost per Roll-Over Equivalent



First prototype with height of 2.90m



Already 1,500 SmartCare machines built





2 H1 2026 Results

Andreas Pabst (CFO)

Longterm H1

2026: Record revenue of €247.8m mainly driven by Equipment business line 

› Revenue up on prior year

Revenue of €247.8m significantly exceeding the prior-year figure by 6.6%. Revenue increased in both the Europe and Other segment and the North America segment, mainly due to higher sales volumes in the Equipment business line.

› EBIT at prior-year level

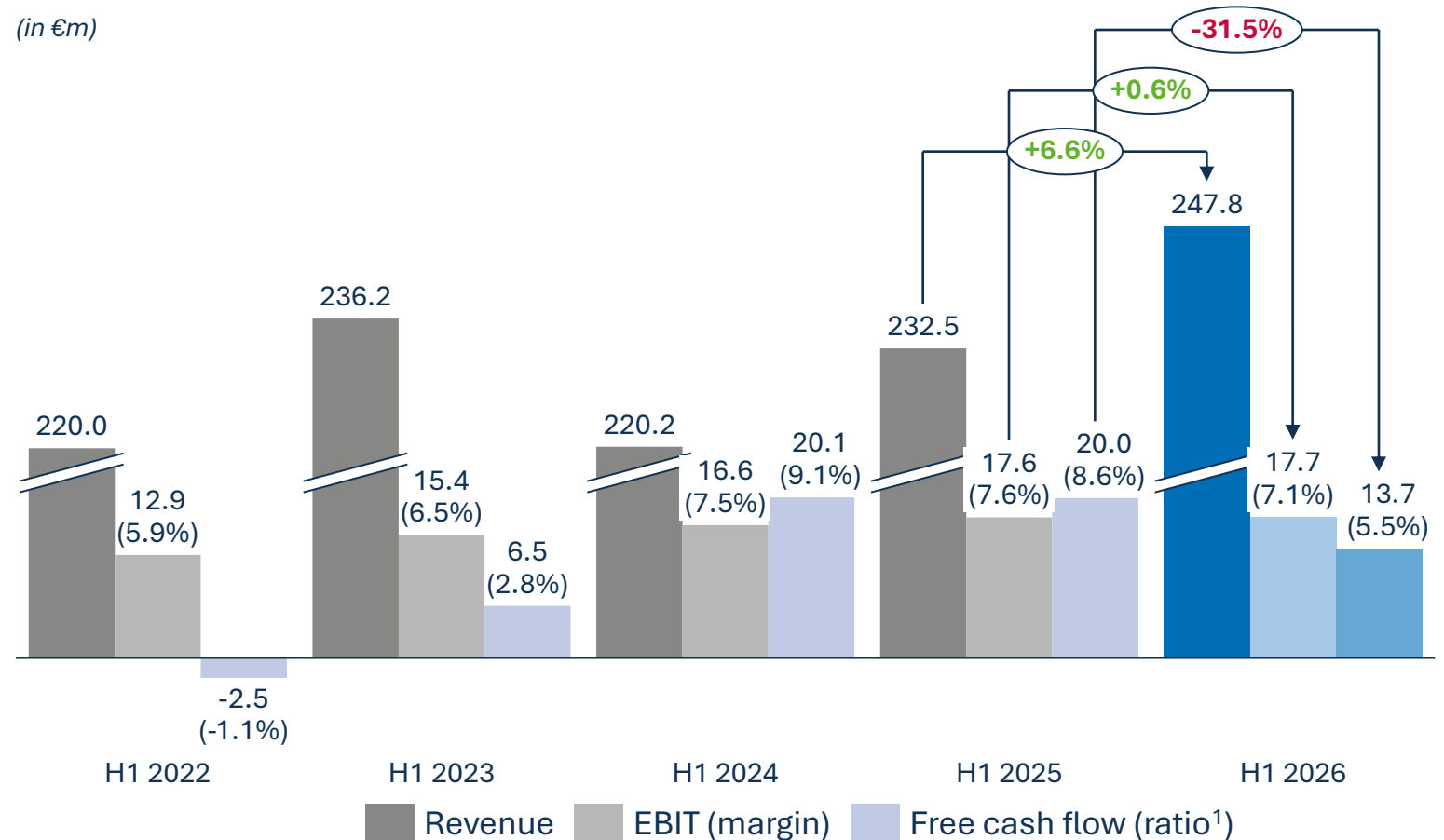
EBIT of €17.7m on par with the prior year. While EBIT in the North America segment improved significantly on the prior year, additional expenditure relating to the implementation of efficiency programs continued to weigh down EBIT performance in the Europe and Other segment.

› Free cash flow below prior year

The free cash flow came to €13.7m, €6.3m lower than the prior year (€20.0m). This was mainly due to the rise in trade receivables in line with the significantly higher revenue in the second quarter.

H1 Revenue, EBIT and free cash flow

(in €m)



Note: 1) Free cash flow ratio defined as free cash flow to total revenue.

Longterm Q2

2026: Revenue increase of 10.4% on prior year, with EBIT up 9.4%



> Second-quarter revenue up on prior year

Record revenue of €136.5m in the second quarter, up a significant **10.4%** on the prior year (€123.6m). As in the first quarter, the revenue performance reflects increased equipment sales volumes in both segments.

> Second-quarter EBIT up on prior year

EBIT increased by **9.4%** to €13.9m. EBIT in the North America segment is already positive in second quarter (Q1/25: €-0.1m).

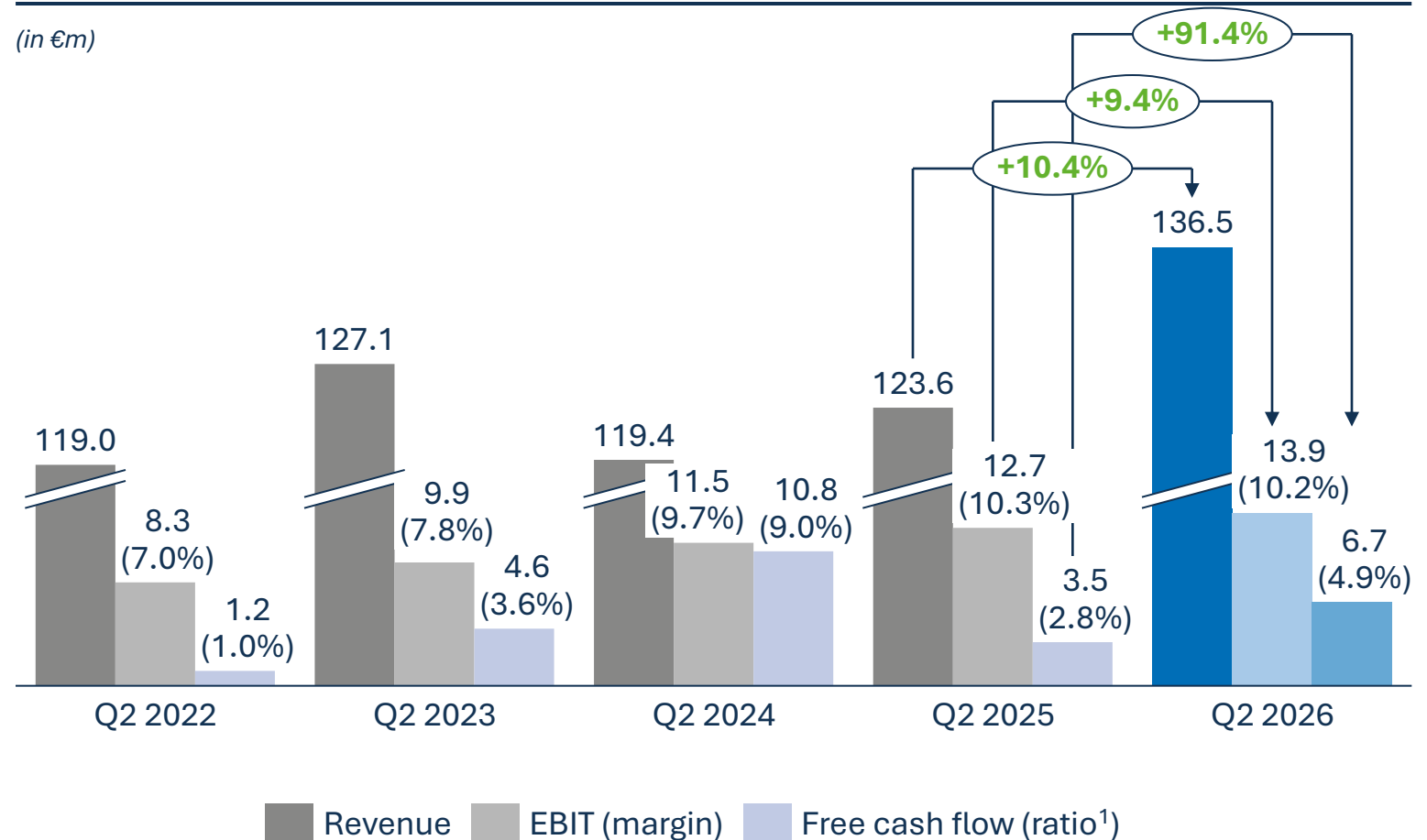
The EBIT margin remained stable at 10.2% (prior year: 10.3%) which is remarkable as the first quarter EBIT margin was clearly below prior year.

> Second-quarter free cash flow significantly above prior year

Free cash flow significantly above prior year by **91.4%**, due to the increase in net income and a reimbursement of investment income tax.

Q2 Revenue, EBIT and free cash flow

(in €m)



Revenue by business lines

Strong revenue growth the Equipment business lines



› Equipment

Equipment business line revenue of €128.1m in the first half-year was up 13.4% on the prior-year figure (€113.0m). The revenue in both the Europe and Other segment and the North America segment was significantly higher than at the end of the first half of the prior year.

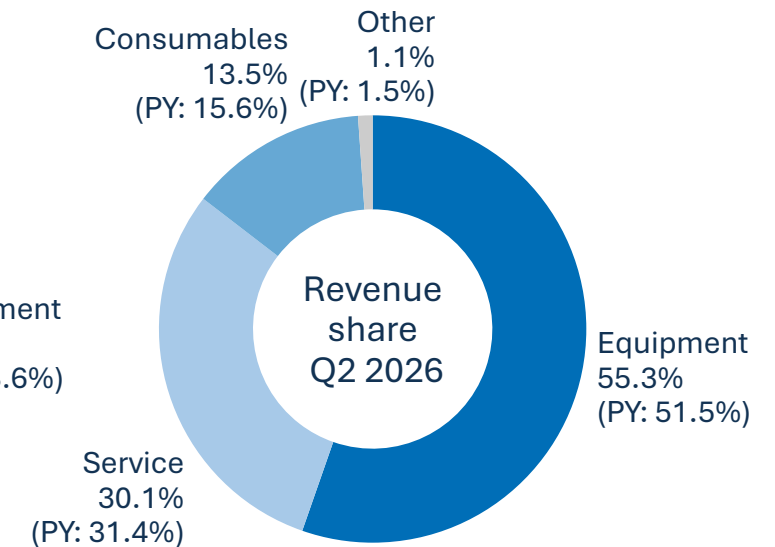
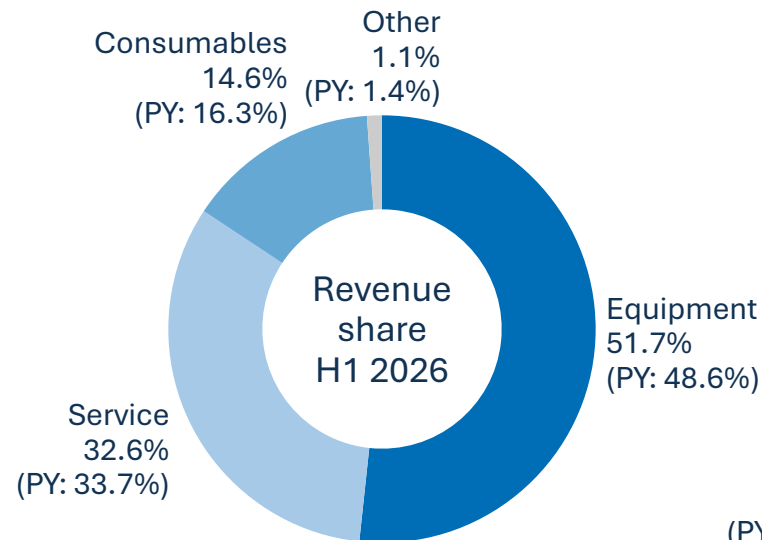
› Service

Revenue in the Service business line rose by 3.2%, from €78.3m to €80.8m.

› Consumables

Consumables revenue totaled €36.1m, 5.0% lower than the prior year (€38.0m), mainly due to a weather-related fall in carwash volumes. On the positive side, the fall in revenue was less pronounced than the fall in average wash volumes per equipment.

		H1 2025	H1 2026	Change		Q2 2025	Q2 2026	Change	
				absolute	in %			absolute	in %
Equipment	€m	113.0	128.1	15.1	13.4	63.7	75.6	11.9	18.7
Service	€m	78.3	80.8	2.5	3.2	38.9	41.1	2.2	5.7
Consumables	€m	38.0	36.1	-1.9	-5.0	19.3	18.4	-0.9	-4.7
Other	€m	3.2	2.8	-0.4	-12.5	1.8	1.5	-0.3	-16.7



Revenue and earnings by segments

North America with 18.1% revenue growth and 153.3% higher EBIT



> Europe and Other

Following modest first-quarter revenue growth, revenue increased significantly in the second quarter.

The shortfall from the first quarter has not yet been made up for, despite the positive performance in the second quarter. The efficiency programs have not yet had their full impact due to delays and additional implementation costs. Further action was consequently taken in the second quarter to counter the negative effects.

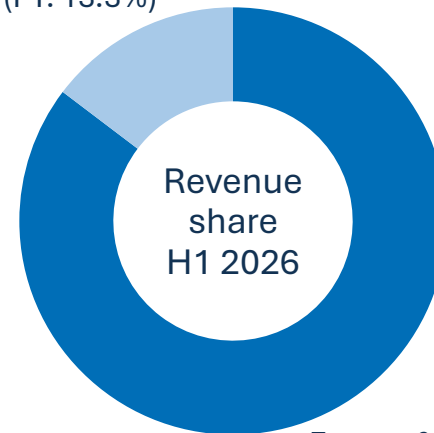
> North America

The positive revenue trend is largely due to higher sales figures with key accounts. In contrast, the Service and Consumables business lines recorded lower revenue.

Due to the higher revenue, the segment EBIT of €0.8m in the first six months was significantly up the prior year.

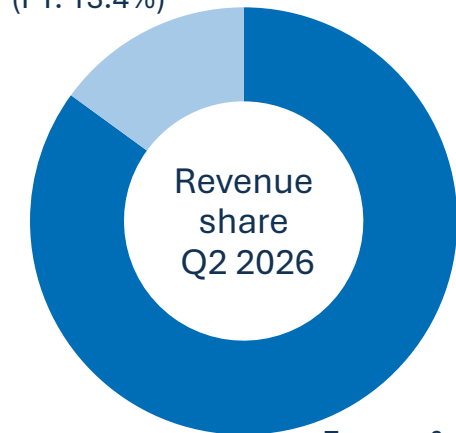
			H1 2025	H1 2026	Change		Q2 2025	Q2 2026	Change	
					absolute	in %			absolute	in %
Europe and Other	Revenue	€m	202.8	212.8	10.0	4.9	107.5	116.9	9.4	8.7
	EBIT	€m	19.0	16.9	- 2.1	- 11.1	12.7	13.1	0.4	3.1
	EBIT margin	%	9.4	7.9	- 150 bps	-	11.8	11.2	- 60 bps	-
North America	Revenue	€m	31.0	36.6	5.6	18.1	16.7	20.6	3.9	23.4
	EBIT	€m	-1.5	0.8	2.3	153.3	-0.1	0.8	0.9	900.0
	EBIT margin	%	-4.8	2.2	700 bps	-	-0.6	3.9	450 bps	-

North America
14.7%
(PY: 13.3%)



Europe & Other
85.3%
(PY: 86.7%)

North America
15.0%
(PY: 13.4%)



Europe & Other
85.0%
(PY: 86.6%)

What drives currently our EBIT margin?

› **Product mix: strong improvement in business line Equipment**

Contribution margin 3 (meaning gross profit + selling expenses) is highest in consumables, followed by service and equipment. In the first six months we see significant growth in equipment (+13.4%), in service (+3.2%), whereas consumables was behind prior year (-5.0%) (for details ref. slide 8)

› **Geographical mix: Strong improvement of business in North America**

Topline in North America is growing significantly stronger than in Europe and others. Despite very good EBIT growth in North America the EBIT margin is still below Europe and others (for details ref. slide 9)

› **Efficiency programs**

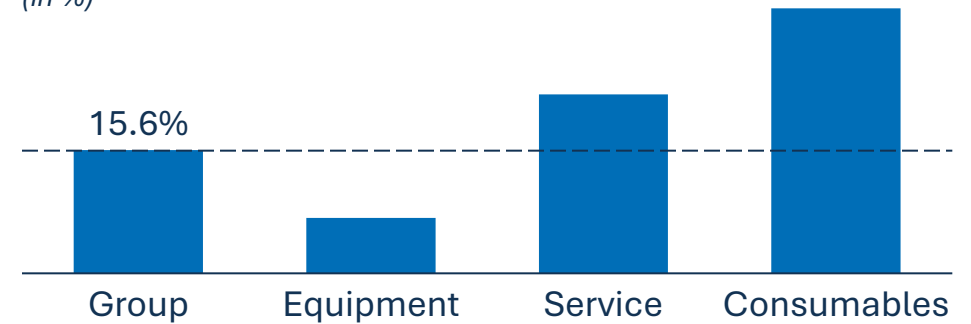
In general, we are satisfied with the overall development of the programs. Nonetheless, some programs show higher costs than expected or kick in later. This currently hits our P/L with a low single digit million EUR amount.

› **Administrative costs**

Administrative expenses rose in the first half-year primarily due to higher IT expenses for ongoing projects, such as S4/HANA.

CMW3 (Contribution Margin 3) = Gross Profit + SellEx

(in %)



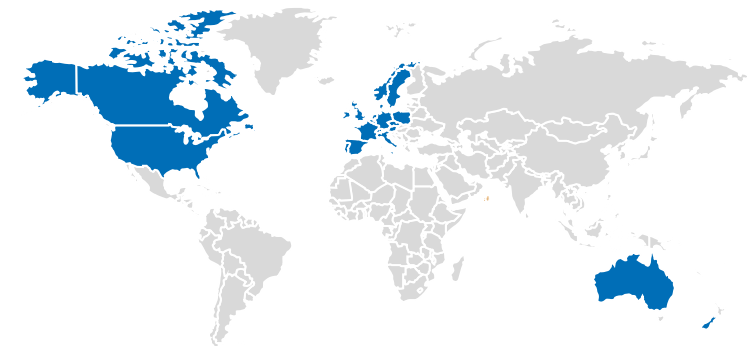
Revenue & EBIT margin by Segment

North America:

REV +18.1%
EBIT Margin 2.2%

Europe and others:

REV +4.9%
EBIT Margin 7.9%

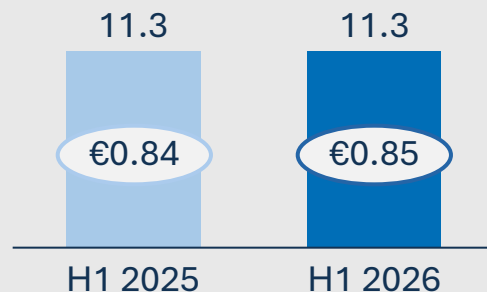


Net income, Net financial debt, NOWC and Net cash outflow from investing activities



Net income & earnings per share

(in €m, € per share)

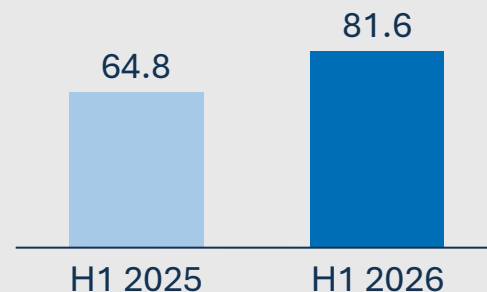


Net income remained stable compared to the previous years first six months. Slightly higher EPS due to Share Buy Back program



Net financial debt

(in €m)

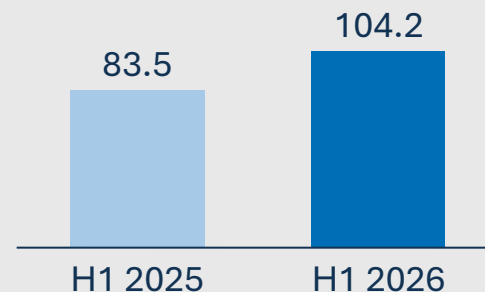


Net financial debt increased mostly due to higher interest-bearing loans.



Net operating working capital (NOWC)

(in €m)

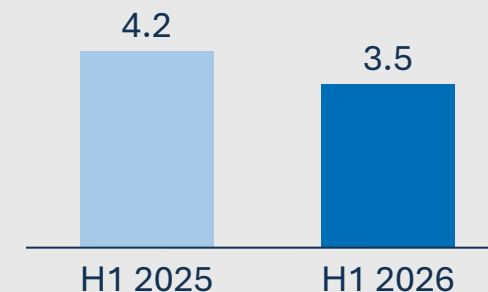


NOWC increased mainly due to higher trade receivables resulting from the high Q2 revenue. Also, critical inventories were increased as response to the geopolitical situation.



Net cash outflow from investing act.

(in €m)



CAPEX in H1 2026 was focused on the expansion of the CZECH site and on the development of digital products.



Equity ratio

(in %)

22.8%

20.0%

H1 2025

H1 2026

The decrease mainly relates to the €33.2m dividend payment and the share buyback program which concluded in March 2026, totaling €4.8m.



Fixed asset ratio¹⁾

(in %)

15.8%

15.4%

H1 2025

H1 2026

The fixed asset ratio remained largely stable.

Note: 1) Fixed asset ratio = (property plant & equipment + intangible assets) / total assets



Employees at the reporting date

(in persons)

1,808

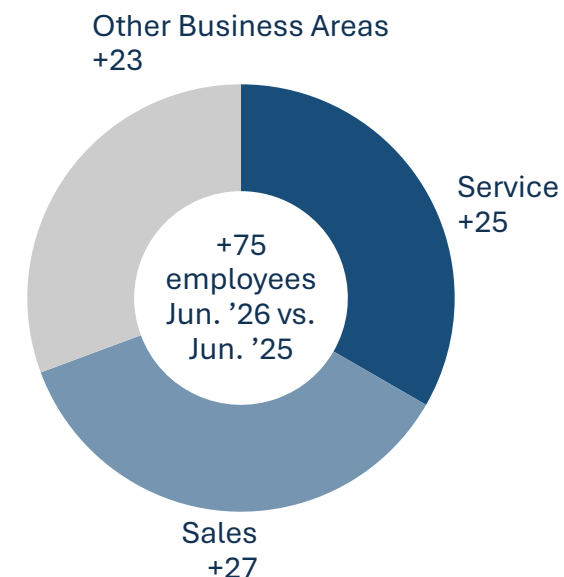
1,883

H1 2025

H1 2026

Increase of employees mainly in Service and Sales areas.

+75

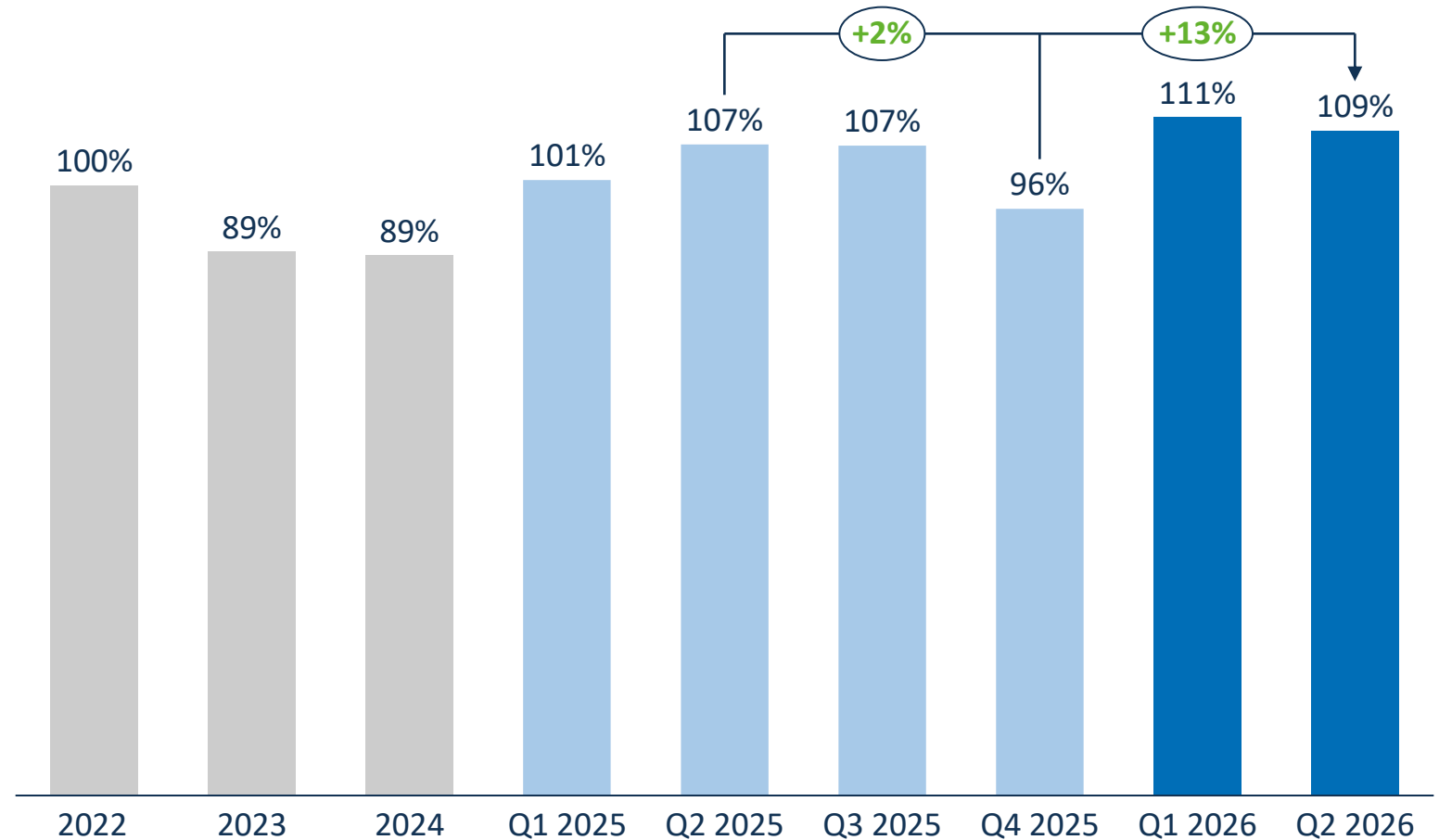


Development of order backlog

Order backlog indicates strong future business



- › **Equipment orders received** were higher in the first six months than in the same period of the prior year. The positive growth in orders received is mainly due to the North America segment, which posted double-digit percentage growth in the first half-year, while orders received in the Europe and Other segment were slightly down on the prior year.
- › **Equipment order backlog** at the end of H1 2026 was up 2% on the prior year and 13% up on Q4 2025 underscoring the continued strong demand.
- › Over the last 5 years, WashTec shows a stable or slightly growing order backlog level.

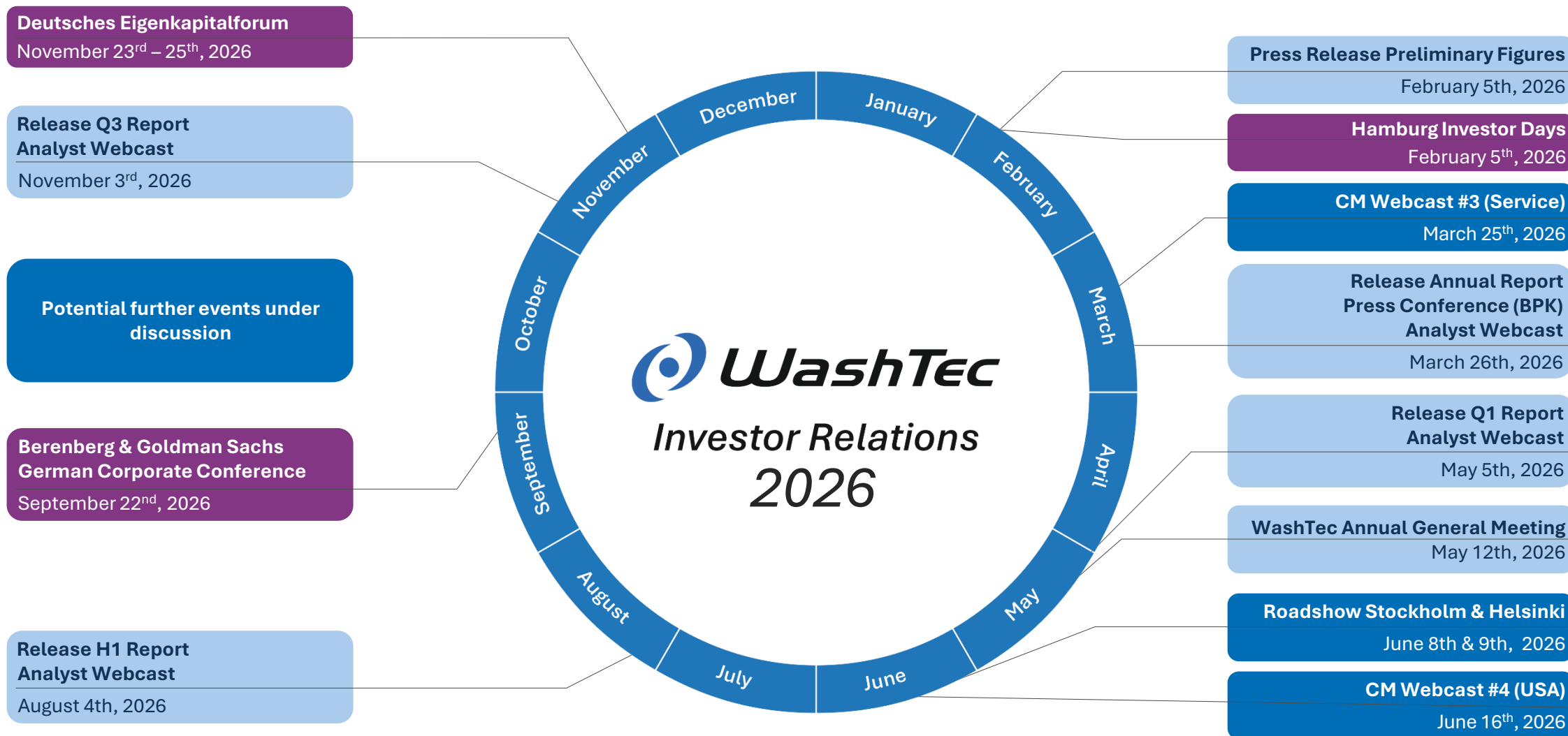


Note: OI in 2022 was driven by significant catch-up effects after the pandemic and some unusual high orders from key accounts; as a reference 2021 would be 92% with 2022 as base year.

	2025	Guidance 2026
Revenue	€498.6m	Mid single-digit percentage increase
EBIT	€48.9m	Disproportionate increase in excess of revenue growth
Free Cash Flow	€41.9m	€35m – €45m
ROCE	24.8%	Continuous increase, by 0.5–2.0 percentage points
Accident rate (accidents / million hours worked)	8.4 (2024: 6.4)	Below the (low) level of fiscal year 2024

** The forecast does not make allowance for any further significant worsening of the economic situation due to the situation in the Middle East, any further increase in the high volatility of the commodities markets, or any significant rise in uncertainty regarding the future course of the conflict and the resulting indirect economic impacts. This outlook is subject to uncertainties.*

Communication Cycle 2026



Q&A





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