A photograph of a car being washed in a car wash. The car is dark-colored and is covered in water droplets. Large, dark brushes are visible above the car, and a spray of water is directed at the car's side. The background is a light blue wall with some decorative elements.

Conference Call on the Results of Q1 2026

Andreas Pabst (CFO)

May 5th, 2026



1 Update on WashTec

Andreas Pabst (CFO)

New JetBay Connect – our new self car wash equipment



Product launch:
April 14th, 2026



- › **New Steel Structure**
Well-thought-out, modern design
Lances at each corner of the WashBay
Clear lighting effects
- › **Pay&Wash**
Pre-authorize → wash → pay
25%-30% increase in revenue for operators
- › **“Magic” AMP-Technology**
Beading effect: the polymers fill in micro-scratches, and the customer can immediately see how the water runs off smoothly.
Anti-clogging protection: Important for operators! No clogged hoses or nozzles.
Unique fragrance experience: The customer stands right at the wash bay and positively perceives this pleasant atmosphere.

Optimization of the manufacturing in Augsburg and the Czech Republic

› Relocation of jobs

Approximately 50% of the 84 FTEs have already been relocated to the Czech Republic. The remaining jobs will be relocated by the end of 2026

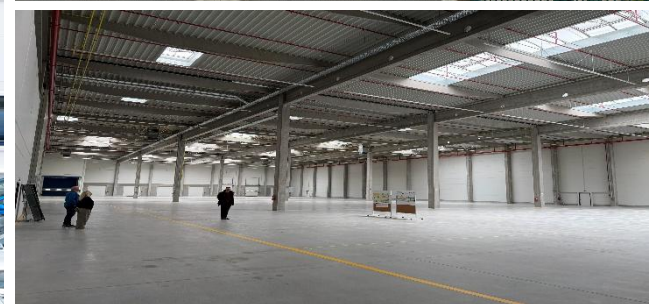
› New facility in the Czech Republic

Rental of a new facility in the Czech Republic with 7,000 m² of logistics space and 5,500 m² of assembly space. Relocation to be completed by October 2026

› Optimization of manufacturing in Augsburg

Optimization of the logistics and assembly layout in Augsburg. Start in September 2026. Completion in mid-2027

New manufacturing hall in Nýřany, Czech Republic



Grand opening:
March 26th, 2026

New assembly layout in Augsburg



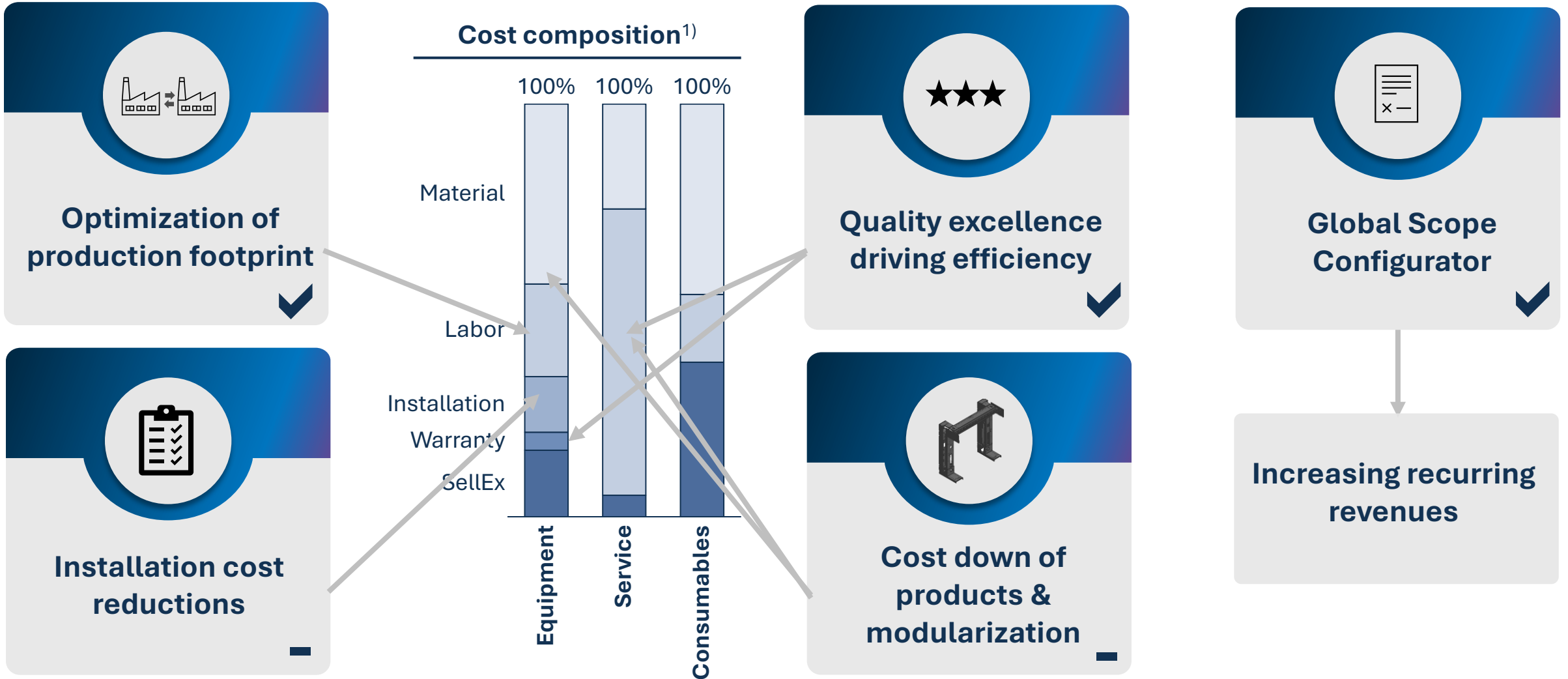
- › **Impact on Equipment revenue worldwide**
 - ➔ Only modest revenue in the affected countries
 - ➔ Uncertainty generally leads to reluctance to invest
- › **Impact on consumer behavior > Chemicals & Service revenue**
 - ➔ We do not expect any significant impact on long-term car-wash behavior and thus also not on chemicals and service revenue
- › **Supply chains and material prices**

We are closely monitoring the situation for commodities (esp. gas, petroleum, helium, ammonium a.o.) as well as related products in terms of price adjustments and supply shortages. Currently we already see some higher prices for metals, chemistry commodities and for fuel/gas.


 - ➔ Countermeasure to mitigate margin pressure already taken
 - ➔ Depending on duration of this market distortion further countermeasure can be taken



Status of main efficiency programs



Note: 1) more details ref. CMW | page 39



2 Q1 2026 Results

Andreas Pabst (CFO)

Revenue with new first-quarter record; EBIT slightly weaker due to temporarily higher costs and delays in efficiency projects



> Revenue up on prior year

WashTec generated revenue of €111.3m in the first three months, up 2.3% on the prior year (€108.8m). This increase was mainly due to the rise in revenue in the North America segment, primarily in the Equipment business line.

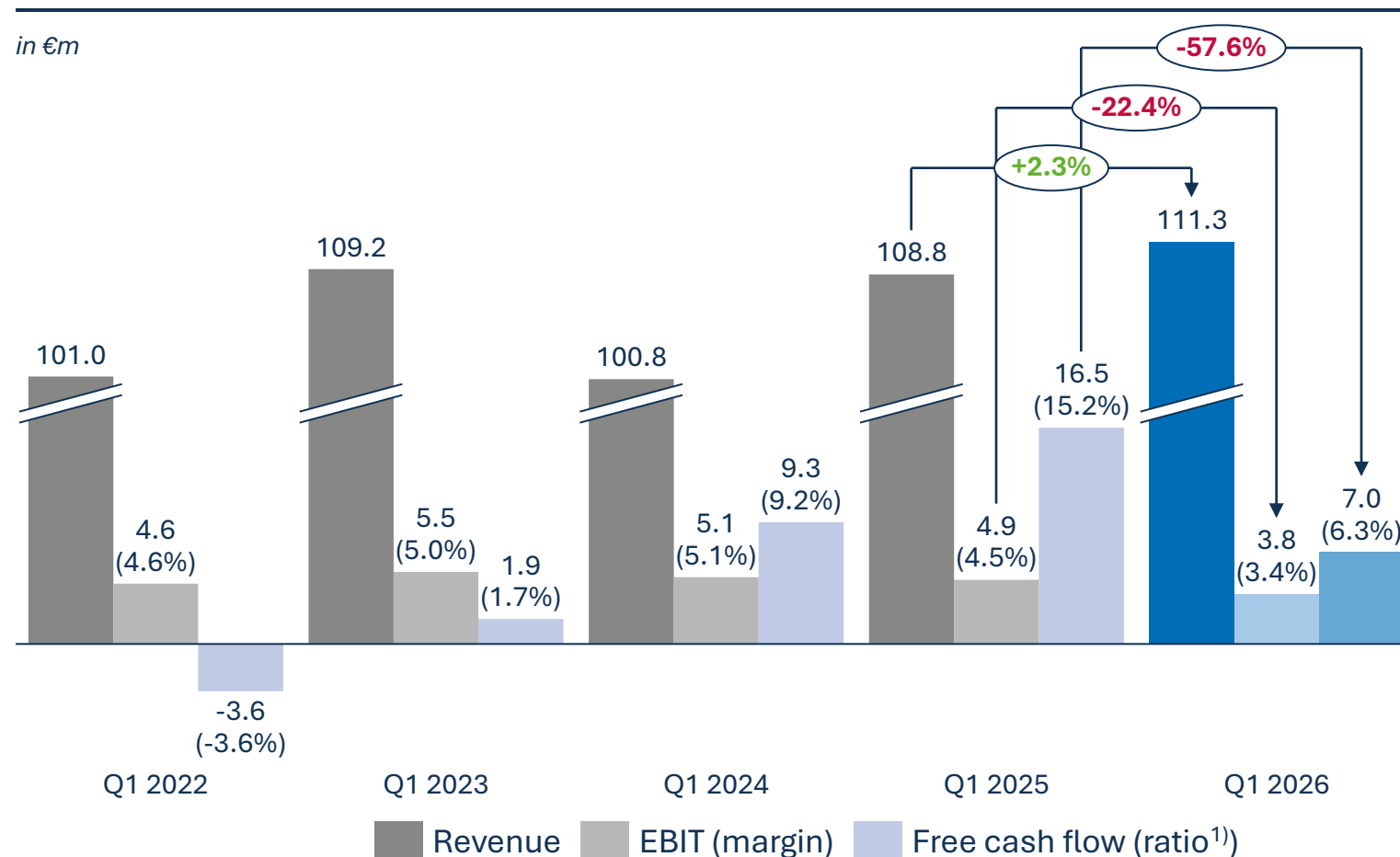
> EBIT below prior year

While EBIT in the North America segment improved significantly year on year, the development of EBIT in the Europe and Other segment was affected by planned temporarily higher costs associated with the expansion of the Czech site and some delays in efficiency projects – primarily involving installation and logistics costs – as well as weather-related weaker performance in Consumables.

> Free cash flow below prior year

Free cash flow for the first three months was down on the prior year, mainly due to the lower cash inflow from operating activities.

Revenue, EBIT and free cash flow



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

Revenue by business lines

Strong increase of Equipment revenue driven by North America



> Equipment

Revenue in the Equipment business line was up 6.7% on the prior year. This was primarily due to the significant increase in revenue with key accounts in the North America segment. The Europe and Other segment recorded a slight increase compared to the prior-year quarter.

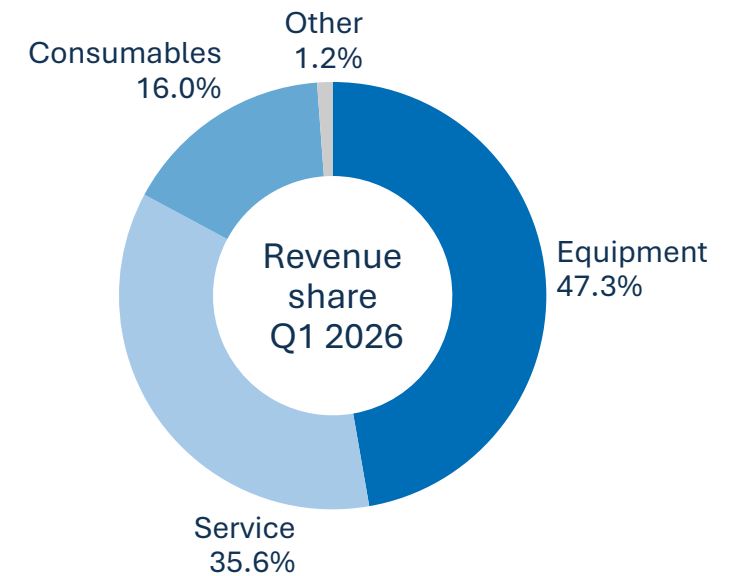
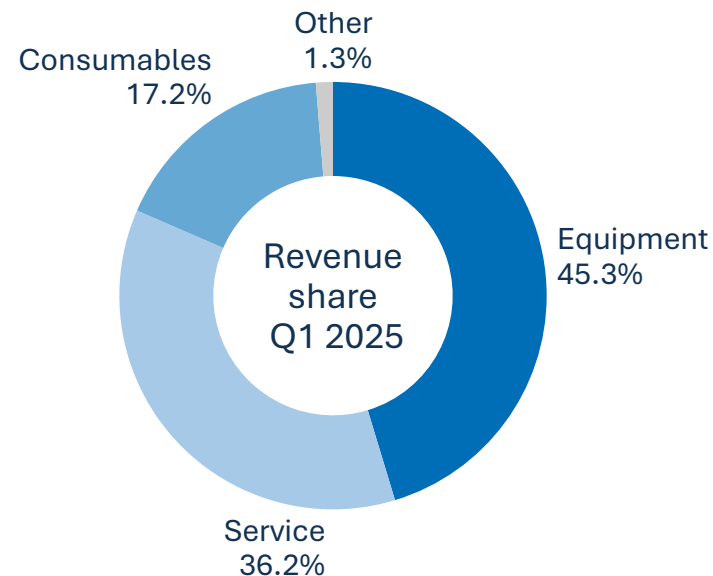
> Service

Revenue in the Service business line is on a par with the prior year.

> Consumables

The Consumables business line generated revenue of €17.8m, down 4.8% on the previous year (€18.7m), primarily due to a weather-related decrease in wash volumes relative to the prior year. On the positive side, the fall in revenue was less pronounced than the fall in wash volumes. This underscores the fundamentally positive operational trend in our washing chemicals business.

		Q1 2025	Q1 2026	Change	
				absolute	in %
Equipment	€m	49.3	52.6	3.3	6.7%
Service	€m	39.4	39.6	0.2	0.5%
Consumables	€m	18.7	17.8	-0.9	-4.8%
Other	€m	1.4	1.3	-0.1	-7.1%



> Europe and Other

While revenue in the Equipment and Service business lines increased, revenue in the Consumables business line was lower due to a weather-related decline in wash volumes.

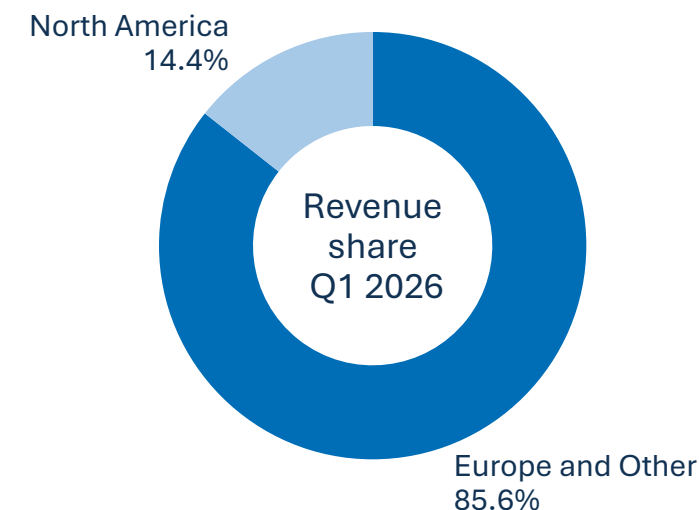
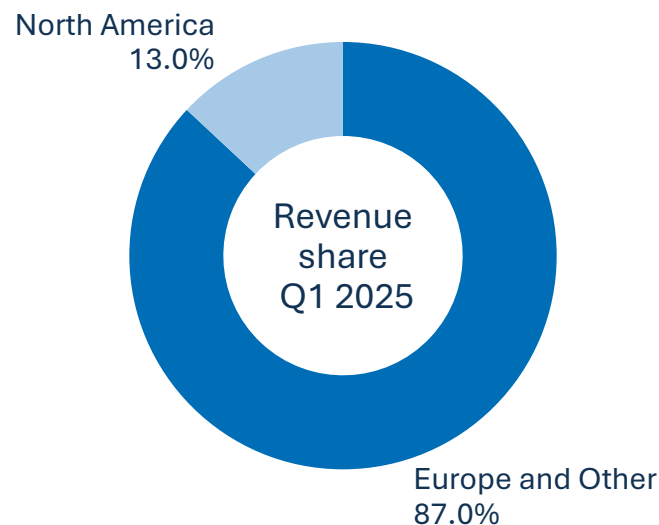
EBIT fell to €3.8m in the first three months. The first quarter of this year saw planned temporarily higher costs associated with the expansion of production in the Czech Republic and some delays in efficiency

> North America

Revenue in the first three months increased by 12.6%. In USD revenue increased by 25.9%. This is largely due to higher sales with key accounts. In contrast, the Service and Consumables Business Lines recorded lower revenue.

The segment broke even in terms of EBIT in the first three months due to the increase in revenue (prior year: €-1.4m).

			Q1 2025	Q1 2026	Change	
					absolute	in %
Europe and Other	Revenue	€m	95.3	95.9	0.6	0.6
	EBIT	€m	6.3	3.8	-2.5	-39.7
	EBIT margin	%	6.6	4.0	-260 bps	-
North America	Revenue	€m	14.3	16.1	1.8	12.6
	EBIT	€m	-1.4	0.0	1.4	100
	EBIT margin	%	-9.8	0.0	980 bps	-



> **Impact of revenue increase**

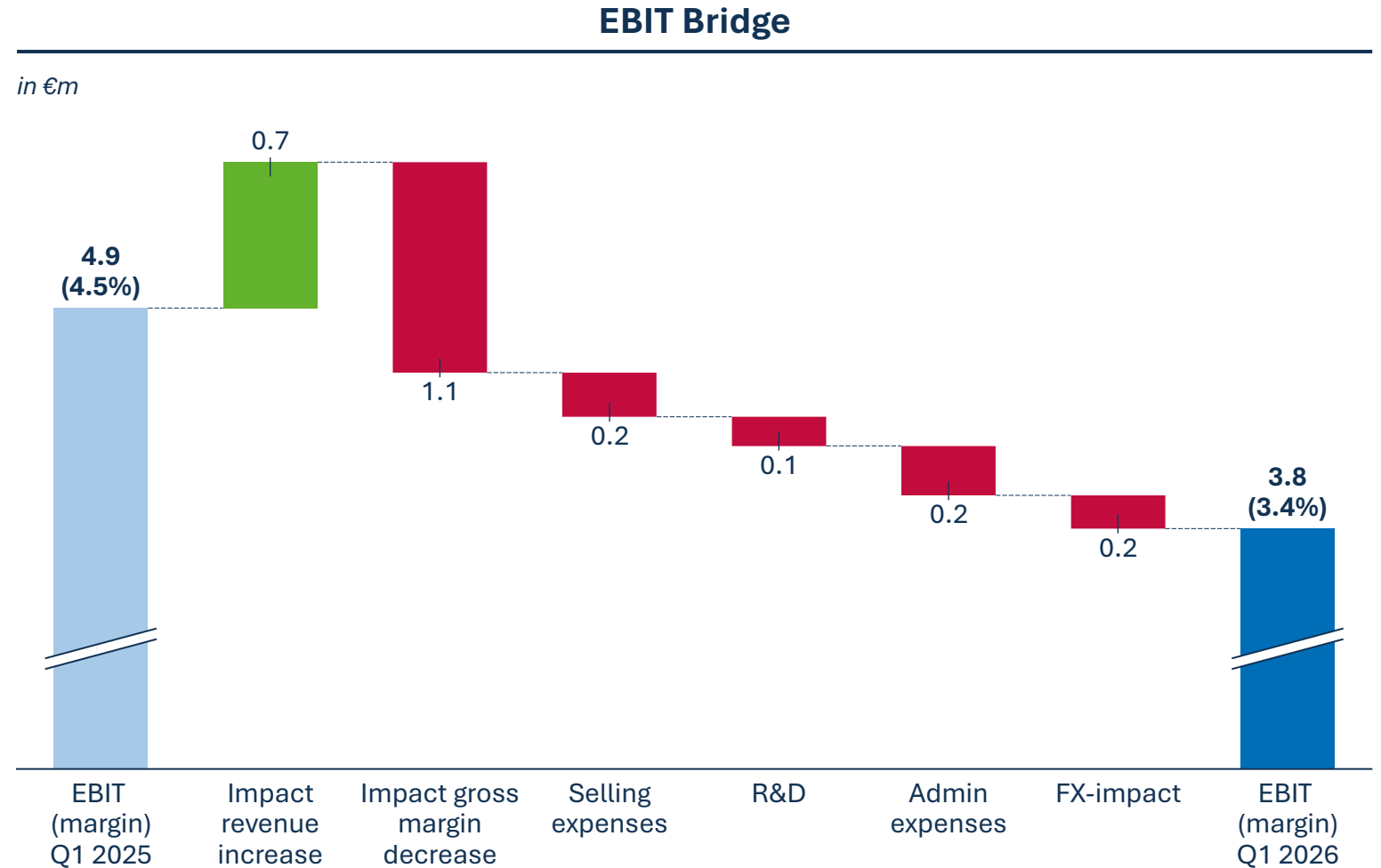
Revenue in Q1 2026 increased by €2.5m, resulting in €0.7m additional gross profit at a constant gross profit margin.

> **Impact gross margin decrease**

The gross profit margin fell from 29.3% to 28.4%. The decrease is mainly due to the negative product and regional mix, with a smaller proportion of Consumables revenue and an increase in business in the North America segment. First-quarter gross profit was impacted by planned temporarily higher costs associated with the expansion of the Czech site and some delays in efficiency projects, primarily involving installation and logistics costs

> **Selling expenses**

Selling expenses increased in line with revenue growth and remained at 15.4% as percentage of revenue.

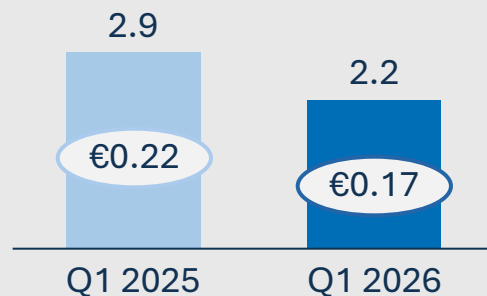


Net income, Net financial debt, NOWC and net cash outflow from investing activities



Net income & earnings per share¹⁾

(in €m, € per share)

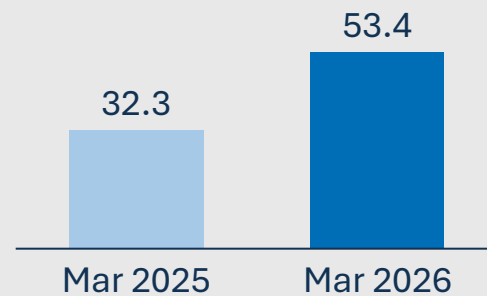


Net income decreased by €0.7m due to the decrease in EBIT by €1.1m.

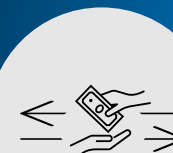


Net financial debt

(in €m)

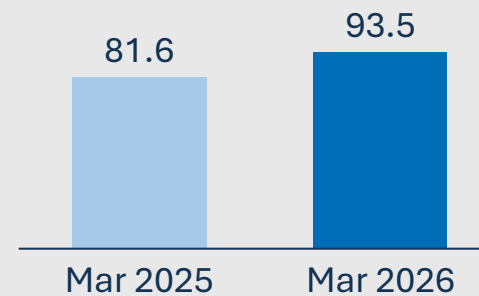


Net financial debt increased due to financing of higher dividend payments and the Share Buyback Program as well increased NOWC.



Net operating working capital (NOWC)

(in €m)

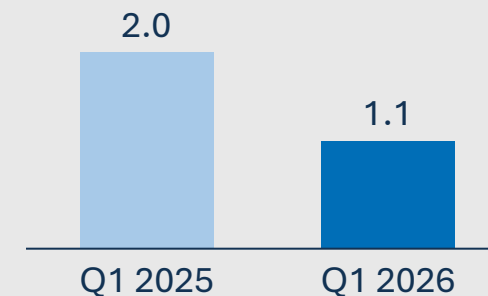


The large order backlog led to an increase in inventories while the revenue increase resulted in higher trade receivables.



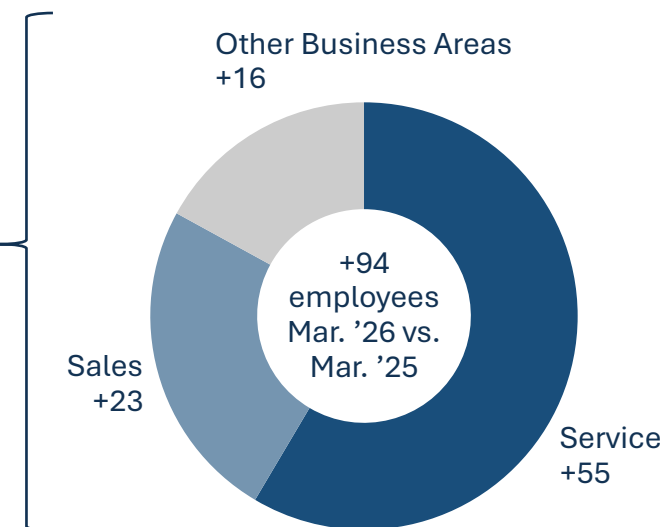
Net cash outflow from investing activities

(in €m)



Cash outflow was €0.9m lower, as the North America segment incurred higher capital expenditure in the prior year, mostly for production assets.

Note: 1) Due to the Share Buyback Program 2025, the weighted average number of shares changed slightly from 13,382,324 in 2025 to 13,379,578 in 2025.

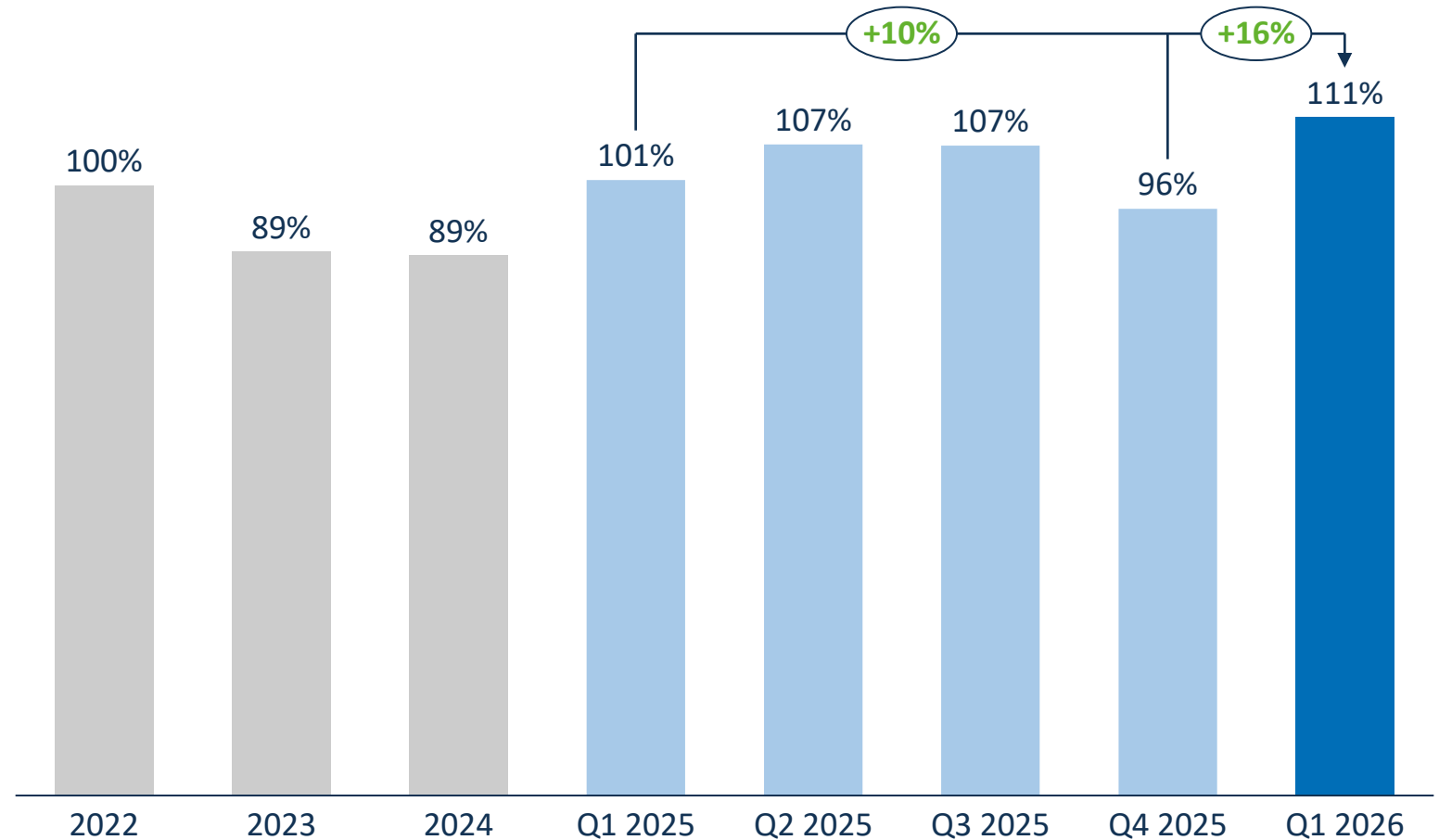


Development of order backlog

Order backlog indicates strong future business



- › **Equipment orders received** were up on the prior year, increasing both with key accounts and with direct customers
- › **Equipment order backlog** at the end of Q1 2026 was up 10% on the prior year and 16% up on Q4 2025 underscoring the continued strong demand
- › Over the last 5 years, WashTec shows a stable or slightly growing order backlog level.



	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 developments in the Middle East. However, in addition to high volatility in the raw materials markets, we are currently seeing a significant increase in uncertainty regarding the future course of the conflict and the resulting indirect economic impacts.

Date	Event
May 12 th , 2026	<ul style="list-style-type: none"><li data-bbox="800 358 1352 401">▪ Annual General Meeting
August 4 th , 2026	<ul style="list-style-type: none"><li data-bbox="800 436 1513 479">▪ Release of half-year report 2026<li data-bbox="800 494 1207 536">▪ Analyst Webcast
November 3 rd , 2026	<ul style="list-style-type: none"><li data-bbox="800 572 1403 615">▪ Release of Q3 Report 2026<li data-bbox="800 629 1207 672">▪ Analyst Webcast

Q&A





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