

Digital.
Sustainable.
Successful.



Equity Forum, Frankfurt

Andreas Pabst | CFO

Mai 2023



1

Introduction to WashTec



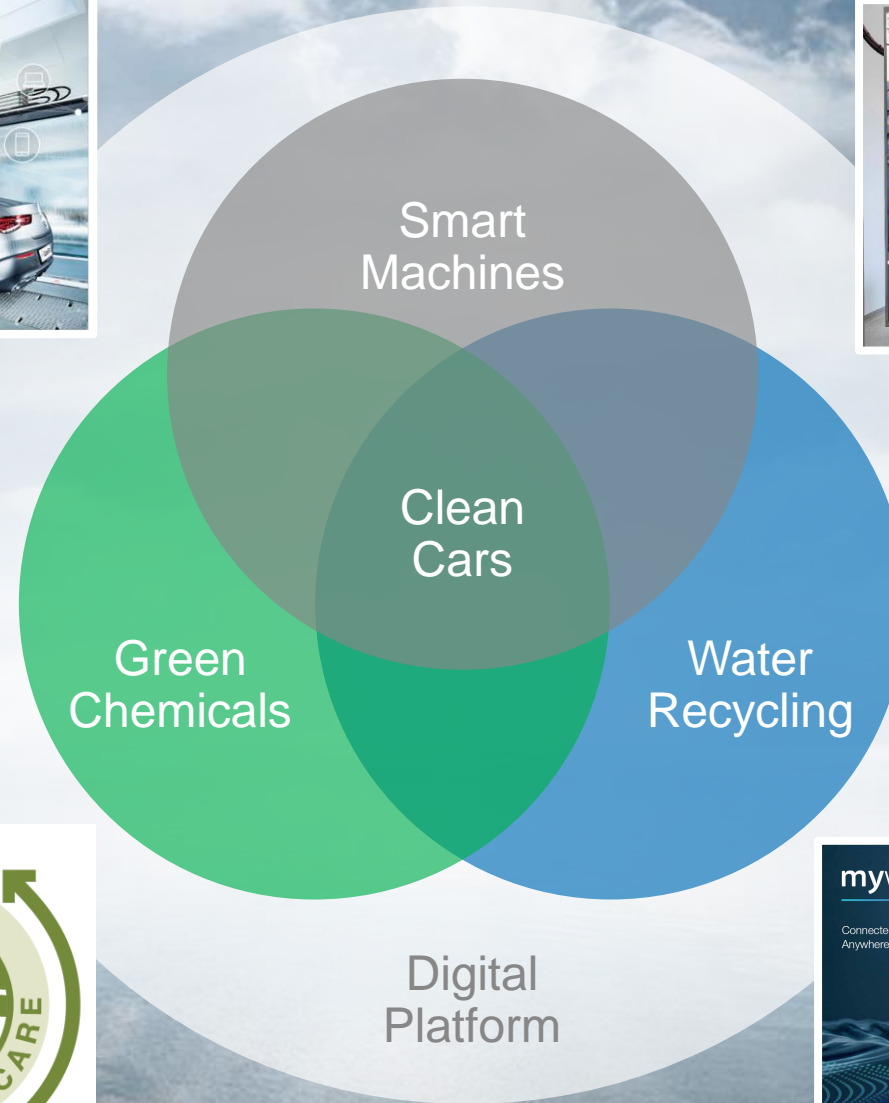
Car wash as a resilient & sustainable business model

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.**



Our Mission: Sustainable Car Wash



Clean Cars? #askWashTec

Our Mission: Sustainable Car Wash

Smart Machines + Water retreatment

- Digital sensors & actuators

+

Green Car Care

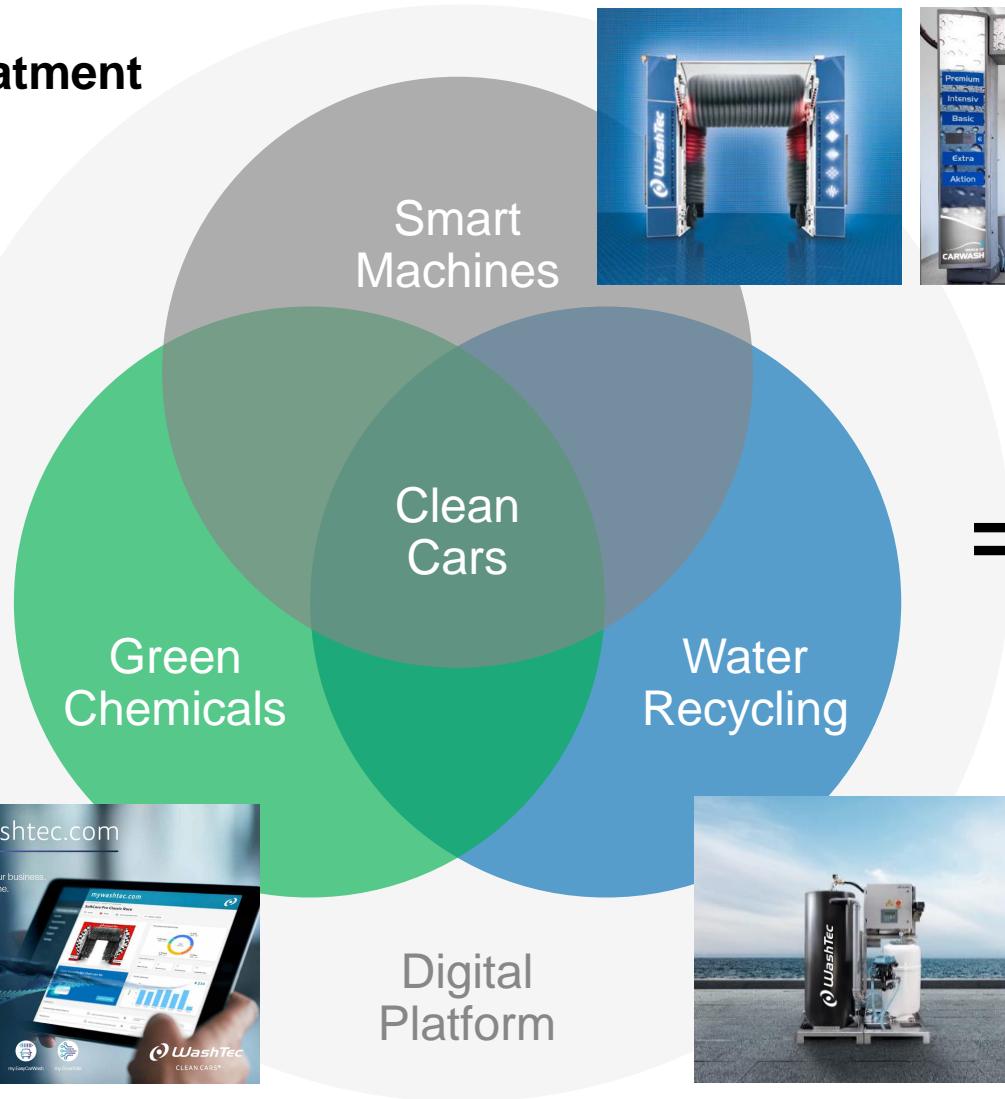
- Sustainable wash chemicals



+

Digital platform

- Control & supervision



Sustainable Car Wash

- Transparent wash process
- Transparent water quality

=



WashTec's growth drivers: national income levels, need for sustainability and mobility

Regions

- National income levels drive automatic car wash business
- Number of washes per car and year

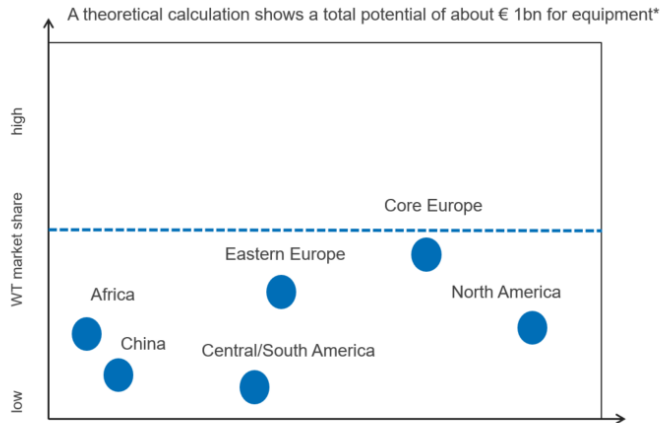
Sustainability

- Conversion hand wash to automatic car wash
- Increasing demand car wash with water recycling

Car Market

Two developments in parallel:

- Increasing global car population 2 bn in 2050
- Growth of car fleets, car sharing and emergence of transport as a service: Number of washes per car and week



* WashTec estimate

MACHINES



50%

HANDWASH

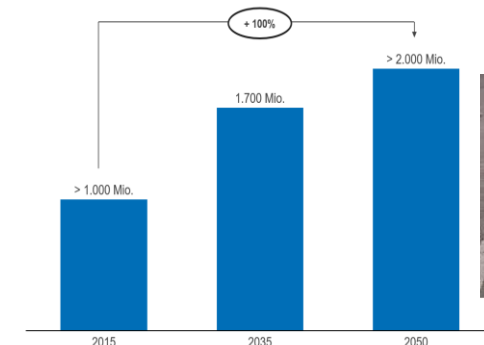


50%

Total world market potential > €2.6 bn p.a.

*Source: Market Intelligence WT

Global car population (in mil. vehicles)



*sources:
 2015: > 1.000 million cars worldwide (OICA)
 2035: 1.700 million cars (IEA 2018)
 2050: > 2.000 millions cars (Shell Group Research)

Car sharing

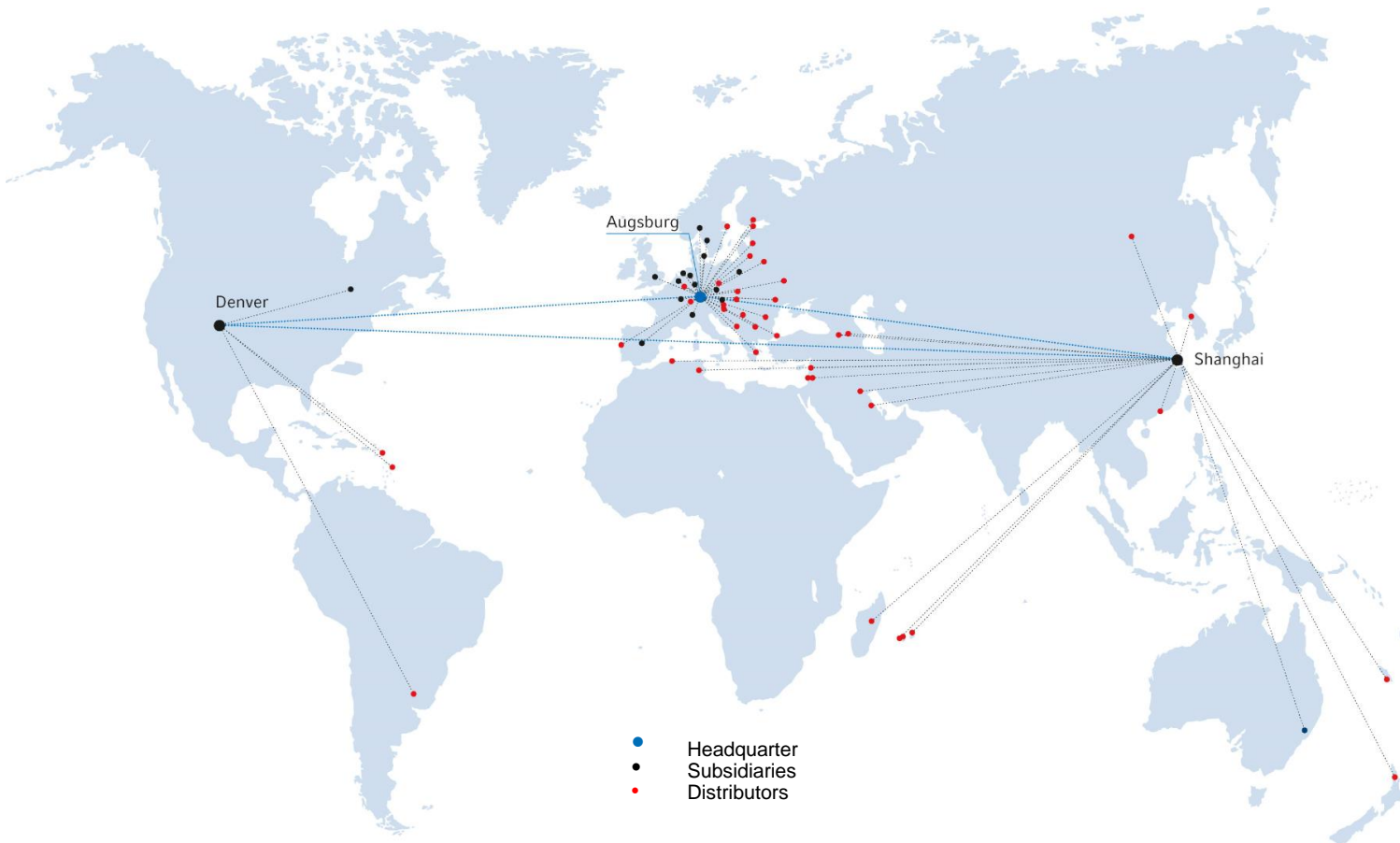


Equipment business market players

The map shows an overview of the most important players per region in the carwash equipment market.



WashTec is world market leader with an installed base of 40,000 units



40,000 machines in operation, washing 3 million cars/day



Around 1,800 employees thereof 500+ own service technicians



Global footprint with own structures plus sales partner in about 80 countries



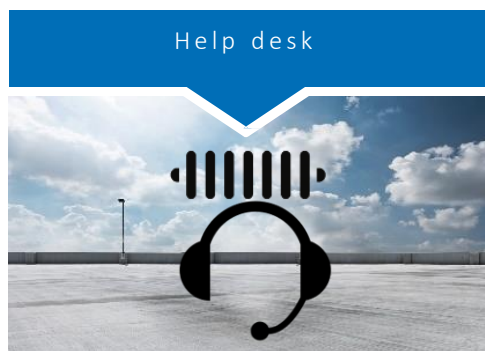
50 years of innovation leadership



Sustainable profits & high cash flows



We are full rang provider of car wash products and solutions



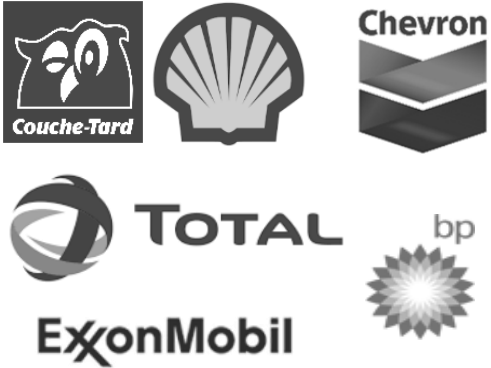
WashTec has the biggest own service network in core markets

- Machines connected to service platform
- Full service contract with high uptimes of 98%+
- Call-out service
- Spare parts
- Digital solutions like EasyCarWash
- Awarded HSE organisation
- Management of sites



We serve global and local customers

Mobility Hubs



Retail



Automotive



Wash centers



WashTec is the partner of international mobility hub operators, standardizing sustainable car wash in Europe, North America, Asia



Lean product and production footprint – True North 2023

North America

Europe

Asia

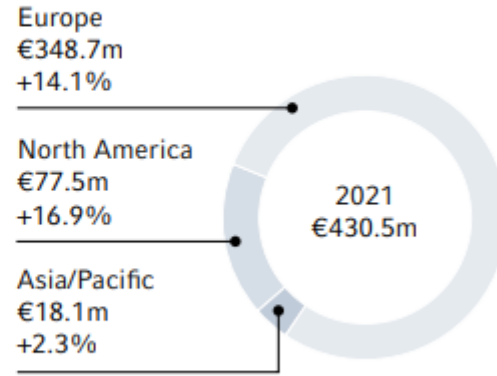
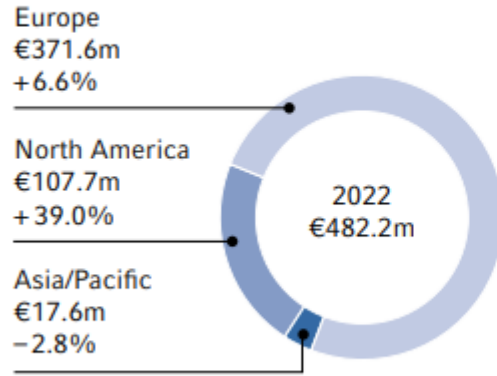


Optimized value streams for products – product platform - local and global



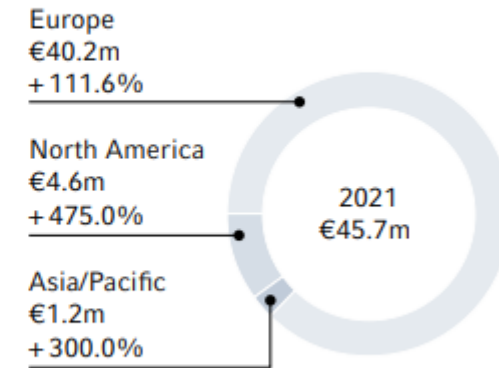
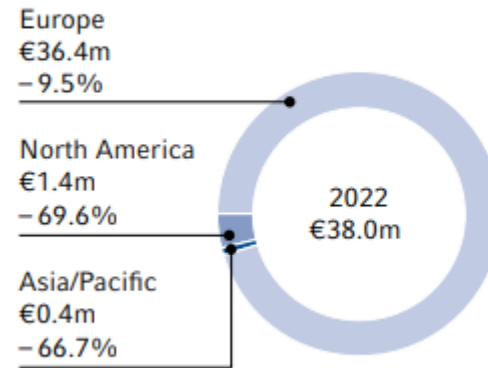
Revenue share by regions

Revenue by regions in €m*



* cross-segment consolidation effects are disregarded.

EBIT by regions in €m*



* cross-segment consolidation effects are disregarded.



Revenue share by product

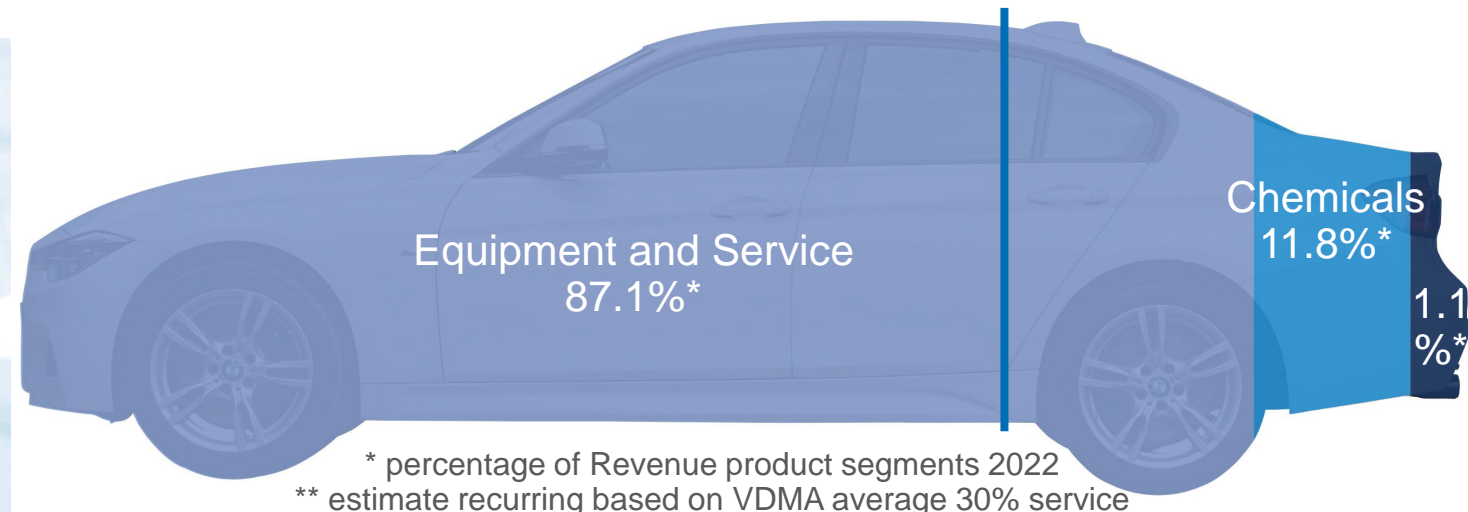
Recurring revenues** consumables, service
(installed base and third party)

Revenue by product

Equipment and Service

- Machinery
 - Gantry carwashes
 - Self-service carwashes
 - Commercial vehicle wash equipment
 - Conveyor tunnel systems
- Water recovery systems
- Spare parts
- Service
 - Full maintenance agreements
 - On-call service agreements
 - Service projects and upgrades
 - Digital solutions
 - my.carwash
 - my.service
 - my.CarWashShop
 - my.EasyCarWash
 - my.SmartSite

€420.0 million
(prior year: €373.2 million)



* percentage of Revenue product segments 2022
** estimate recurring based on VDMA average 30% service

Chemicals

- AUWA Green Car Care product range
- Sustainable cleaning, care and specialty products
- TecSLine premium Green Car Care product line
- Product range for Scandinavia with Nordic Swan Ecolabel

€56.9 million
(prior year: €51.0 million)

Other

- WashTec Carwash Management
- WashTec Financial Services (financing and leasing solutions)

€5.3 million
(prior year: €6.3 million)



Global car wash markets – basic data and market position

CAR WASH MARKET

	Europe	North America	Asia/Pacific	Others
Numbers of cars ¹	337 Mio.	326 Mio.	469 Mio.*	195 Mio.
Installed base	>55,000	>50,000	~40,000	~2,500
Market growth ²	→	↗	↗	→
Market stage	Volume markets demanding regarding quality and convenience	Volume markets more new sites/convenience – oriented	CN: >90% hand wash/ AUS, NZ see core Europe JP, KOR not contestible	(<1%)

*thereof 300 Mio. cars in China (2021)
https://autonews.gasgoo.com/china_news/70019540.html

CAR WASH MARKET POTENTIAL

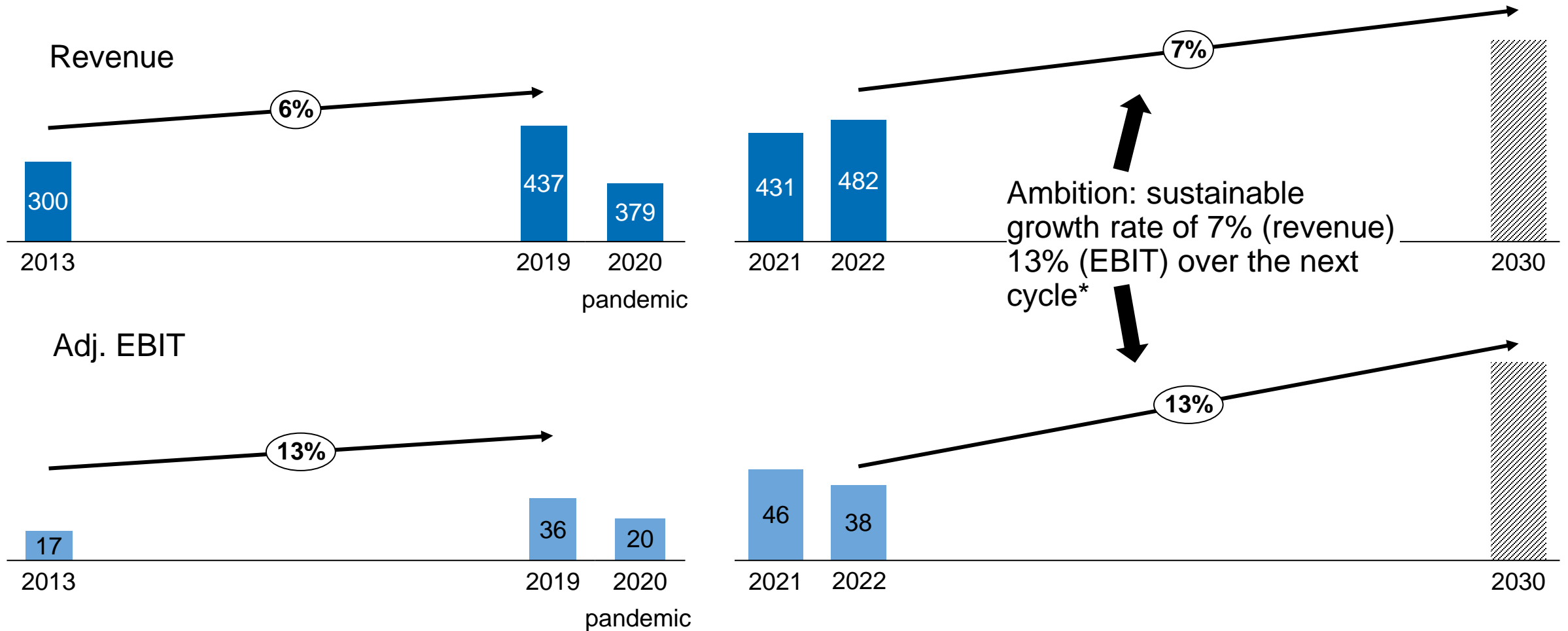
	Europe	North America	Asia/Pacific	Others	Global
Total potential (Mio. EUR)	1,380	1,710	1,010	300	4,450
Actual market (Mio. EUR)	980	1180	490	100	2,410
WashTec sales (Mio. EUR)	372	108	18	included in Europe	482*
WashTec market share	~35%	~10%	~4%	~5%	WashTec Target 2030: ~800mEUR

Source: WashTec market intelligence *consolidated number / base



Expected Revenue CAGR of 7% between 2022 and 2030; EBIT CAGR @ 13%

in €m



WashTec Corporate Philosophy



Our Nr. 1 goal is **customer benefit.**

- We offer our customers, the end users and car wash operators the maximum amount of benefits.
- Revenue and profit are not goals but a logical result of our work.



We are **specialists** in the area of carwash.

- We focus on our area of expertise: the carwash. We understand the related processes and technologies in all their breadth and depth.
- We combine science and technology into overall better solutions; this includes exceptional services covering the entire life cycle.



We are an **innovation** company.

- We are never satisfied with the status quo, but strive to constantly improve ourselves.
- We are curious, proactively look for opportunities, recognize areas of improvement and implement them together and quickly with all our strength.



We live **leadership.**

- Leadership for us means setting an example and seeing the big picture. We provide a professional and creative environment for the successful development of our employees and the company.
- Trust, fairness and continuous learning form the basis of our cooperation, internally and externally.
- We ensure that roles and responsibilities are clearly assigned and know we can rely on each other to perform.



We are **entrepreneurs** at WashTec.

- We are professionals in our area of expertise, set ourselves the highest standards and are constantly developing our skills.
- Each one of us sees the whole picture and makes our contribution. We help each other and share our knowledge.
- Within our areas of responsibility we take decisions and accept responsibility for them.

New aspects and work in progress



+ Digital Transformation



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

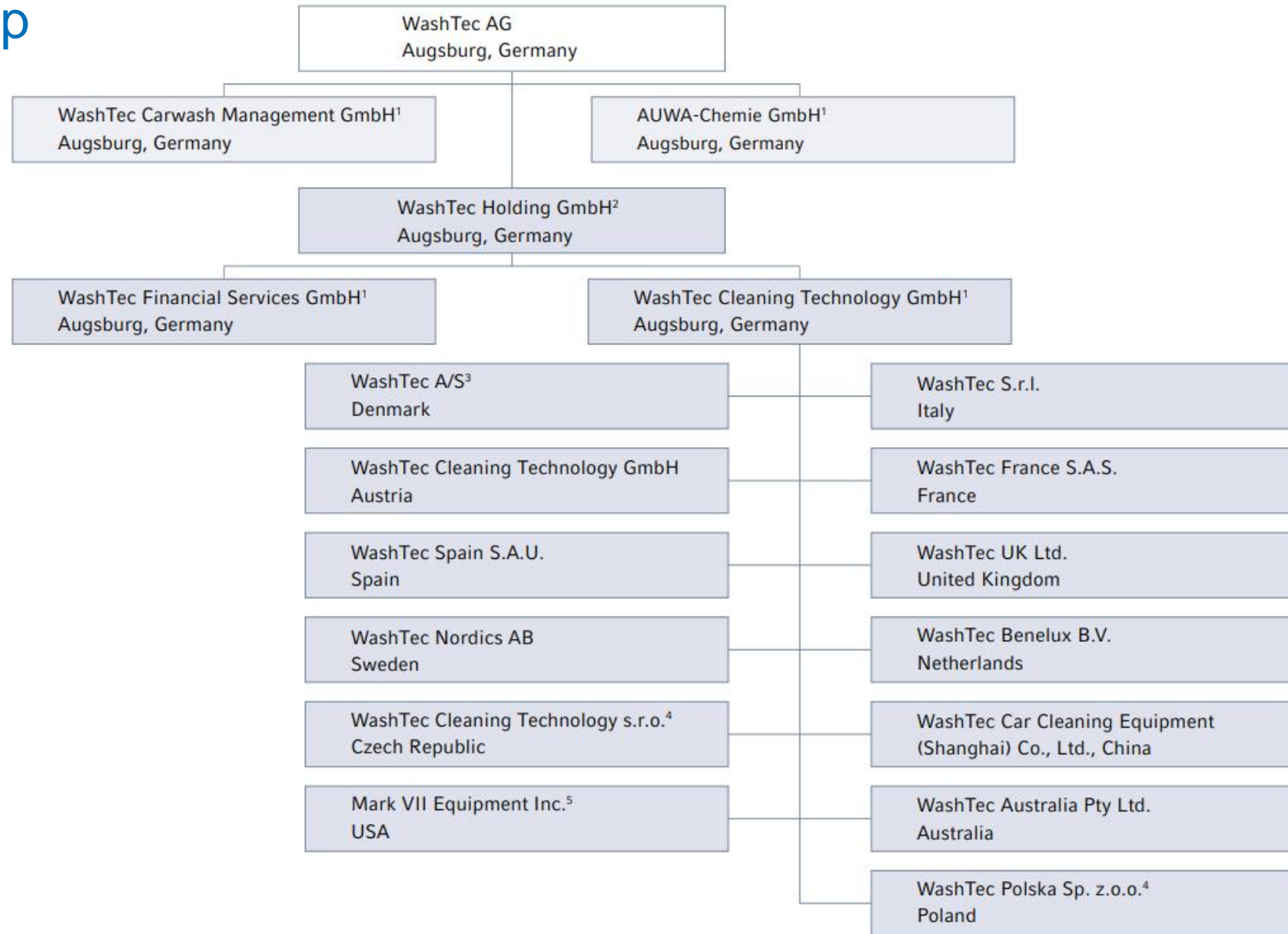


Sebastian Kutz
CSO

- Sales & Service
- Product Management and Marketing



WashTec Group legal structure



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ESG –
we are
committed



We are committed to integrating sustainability into our business model

The WashTec Sustainability Program
sustainability@washtec

Report 2022
end of Q2/2023



1. Comprehensive sustainability reporting in 2021
[WashTec Sustainability Report 2021](#)
2. ESG Company of the Year 2022 –
Awarded by Business School Augsburg



The WashTec Sustainability Programm

Environmental sustainability

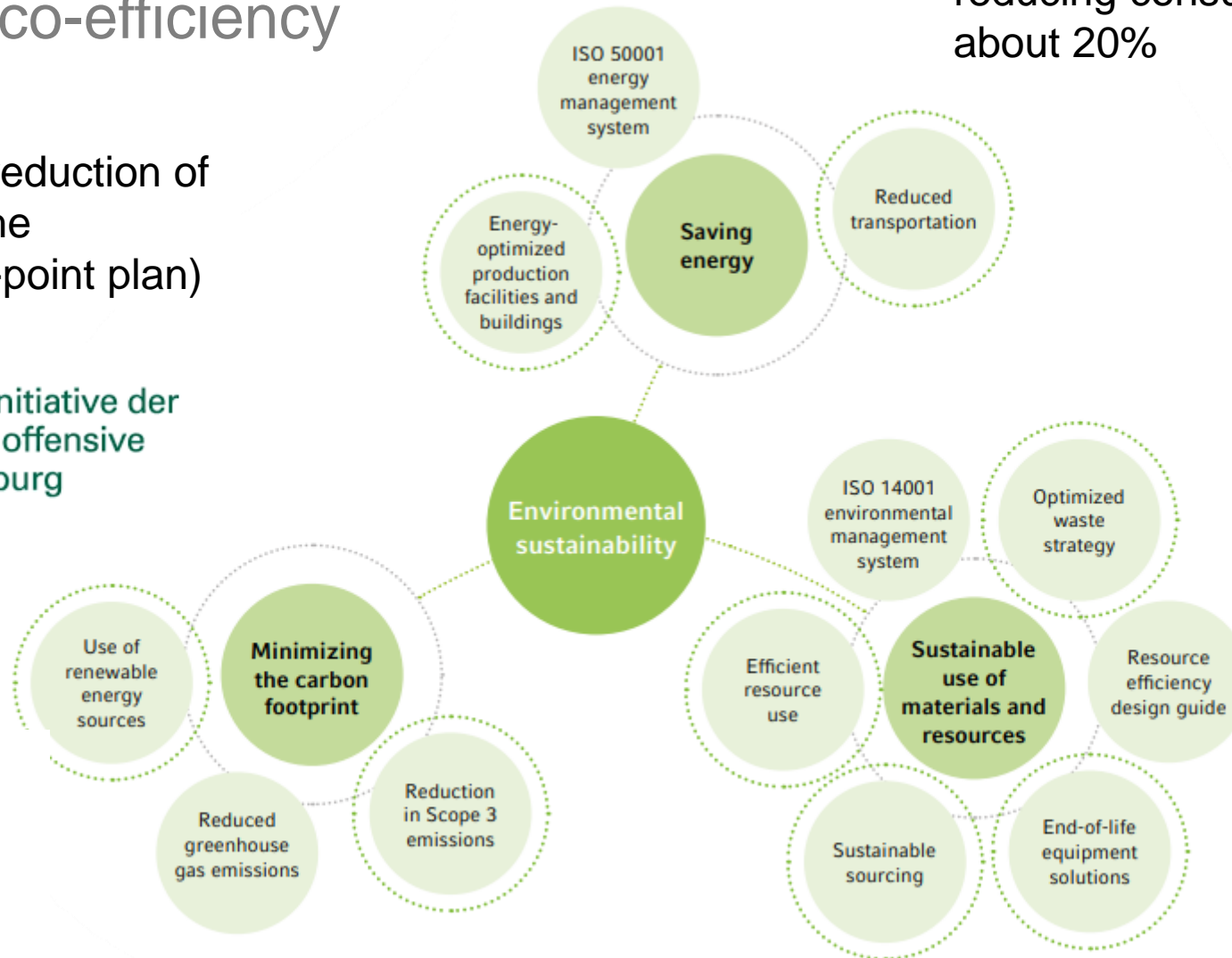
Dedicated to eco-efficiency

Contribution to the reduction of CO2 emissions in the Augsburg region (9-point plan)



Eine Initiative der klima offensive Augsburg

WashTec target
30% reduction CO2
CCF scope 1,2 in production countries



Energy taskforce
reducing consumption
about 20%



Initiatives driven by WashTec generation Z

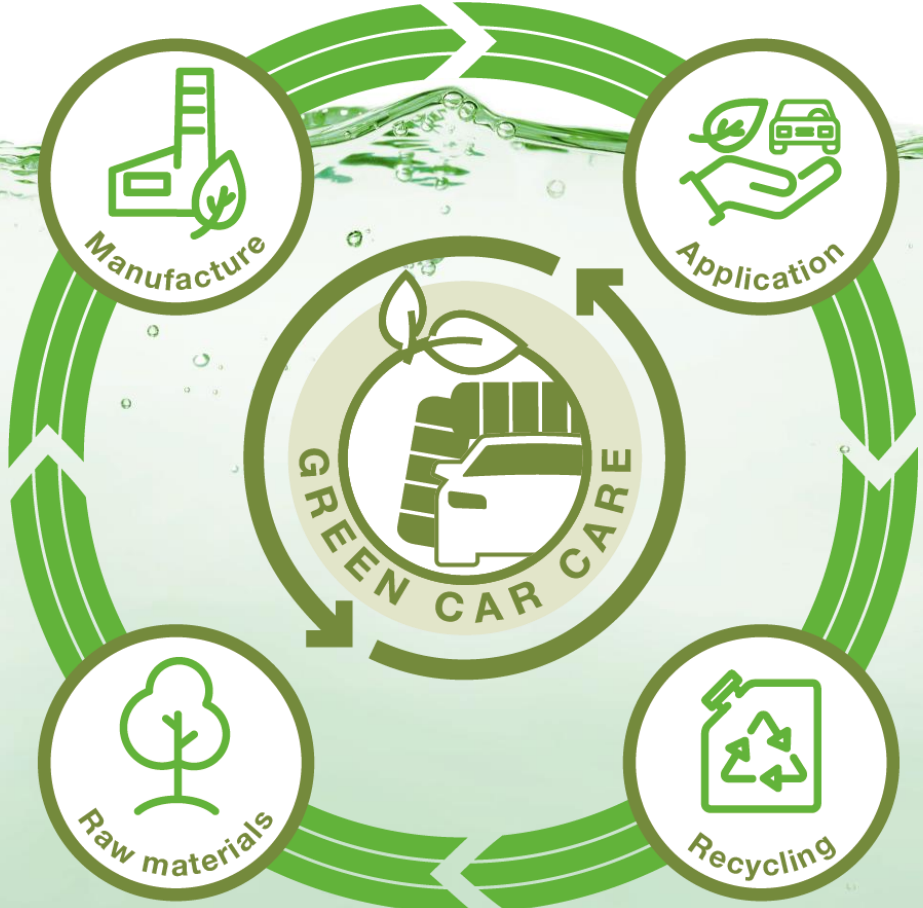


Sustainable energy
and resource
program 2025



Green Car Care – Own tailored made Chemicals for advanced cleaning results and eco-friendliness

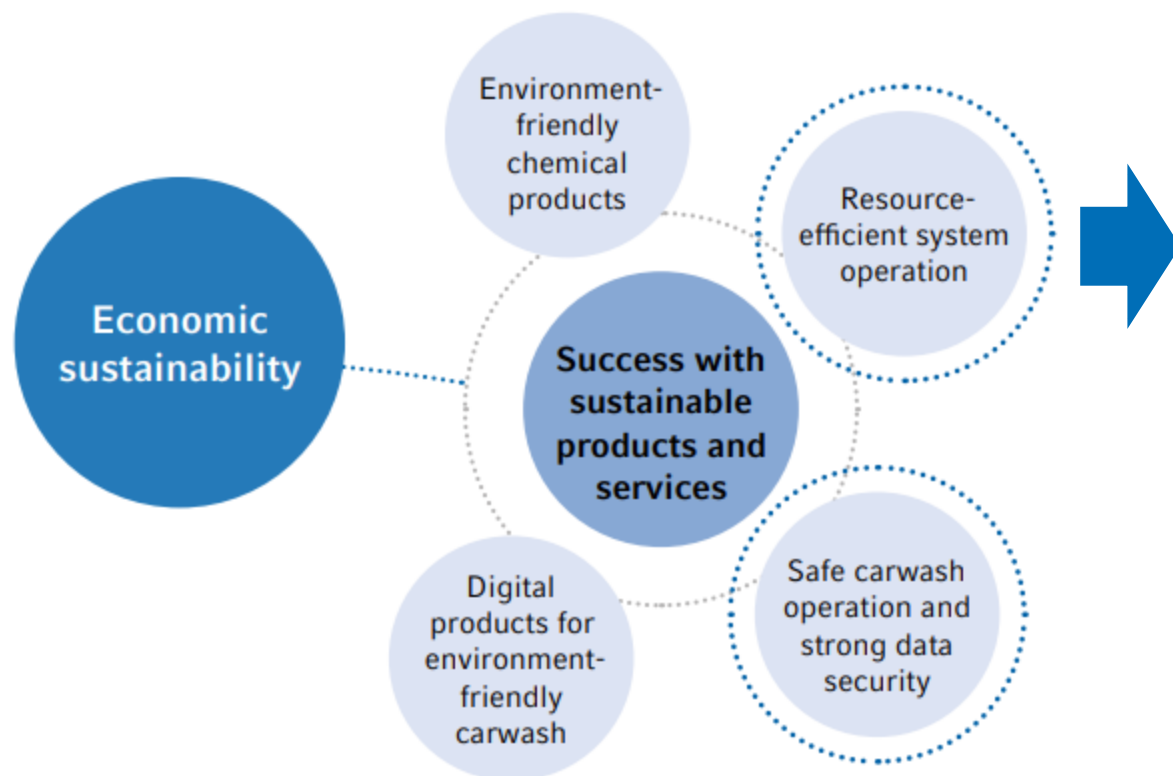
Sustainable along the entire value chain from the selection of raw materials to production and product use to waste prevention and recycling.



WashTec - economic sustainability

Leadership in sustainable carwash

Measures energy crisis



Energy Saving
Changing JetWash from warm to cold wash
Enormously reduced energy consumption with consistent wash quality

Example: 2 space JetWash cite

One time invest 1200 €

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

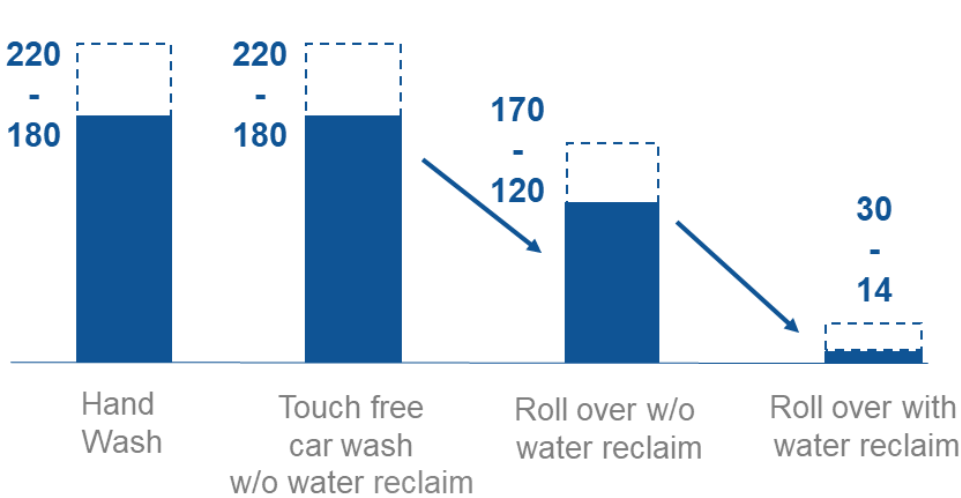


WashTec - economic sustainability

Leadership in sustainable carwash

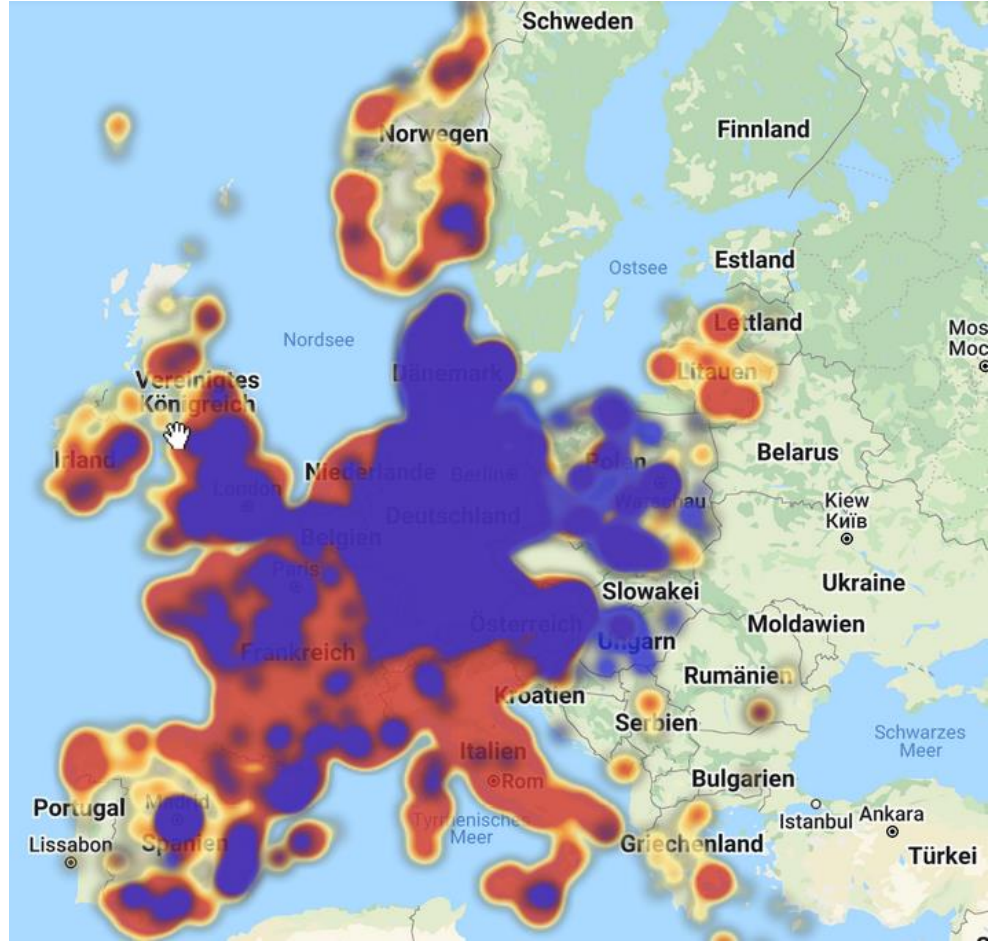
Measures drought

Water consumption of fresh water
(in liters per wash)



* Sources: www.tankstellenmesse.de, WashTec estimate, www.bund-bremen.net

without Water Treatment vs. with Water Treatment



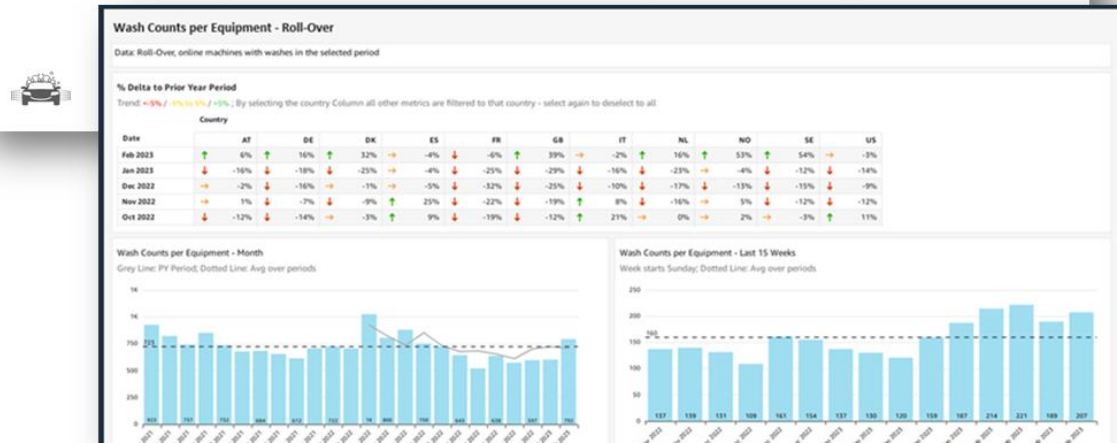
Source: WashTec Market Intelligence



WashTec - economic sustainability

Leadership in sustainable carwash

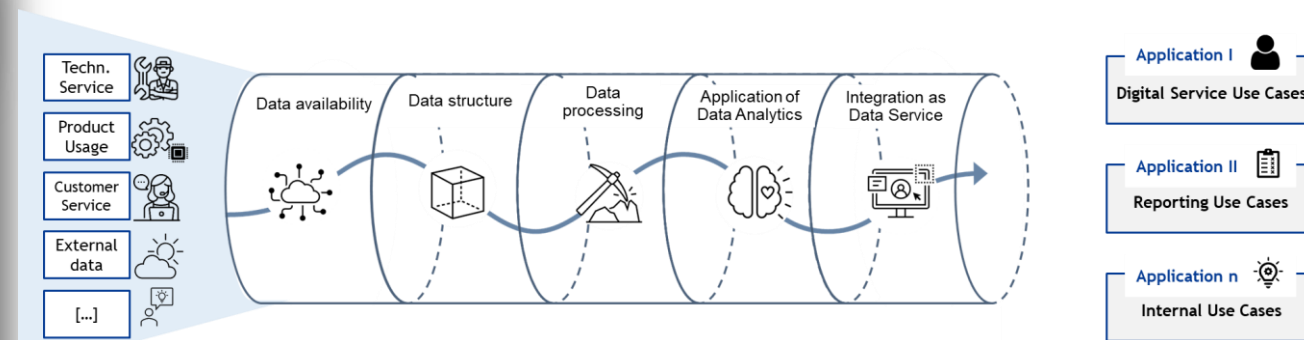
Towards a Data Driven Company | **Analytics Capabilities**



Wash count analytics



WashTec participated in the Twin Transformation Study by Ernst&Young and Fraunhofer FIT
[EY Studie: Digital und nachhaltig die Zukunft sichern | EY - Deutschland](#)



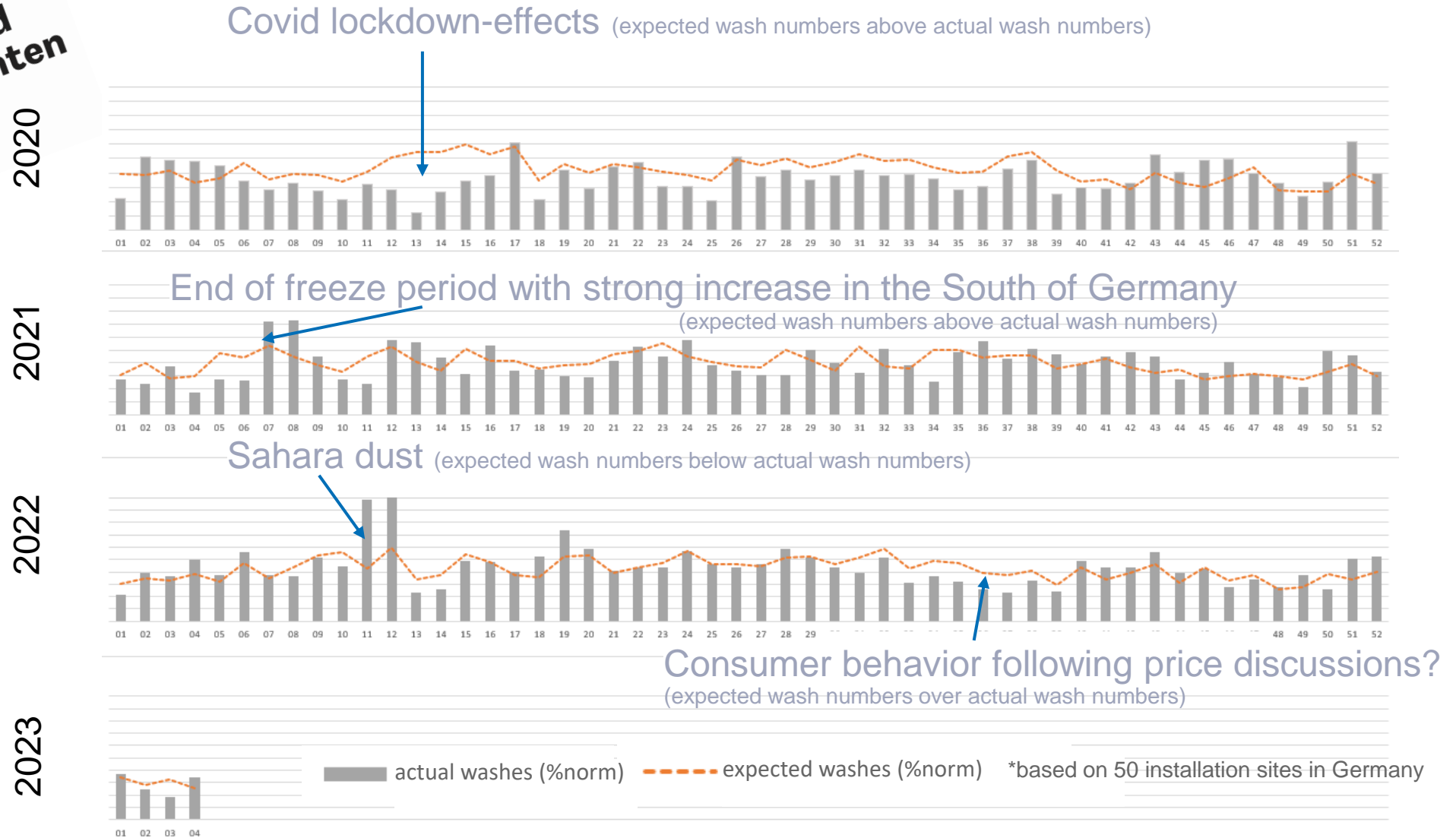
Data structure setup for data analytics
 BI and AI in 2022



Recognizable effects?

KONSUMVERHALTEN
Wo die Deutschen sparsamer werden – und worauf sie nicht verzichten wollen
 Exklusiv von Melanie Bergemann
 13. September 2022
WirtschaftsWoche

A look into actual wash behaviour*



mywashtec.com

Connected to your business.
Anywhere, anytime.



my.carwash



my.shop



my.EasyCarWash



my.SmartSite

WashTec
CLEAN CARS®

mywashtec.com is **THE PLATFORM** that gives **our customers** access to **WashTec's digital offers.**

mywashtec.com thus forms the bridge to the digital services ...



my.carwash

Gain efficiency insights thanks to smart, data-driven reports about your connected machines



my.EasyCarWash

Thanks to subscriptions, you can increase your wash business and profit regardless of the weather and increase customer loyalty.



my.shop

Order conveniently and at lightning speed: around the clock access to all products and spare parts - on personal terms



my.SmartSite

Control your wash park for more convenience and more profit



mywashtec.com apabst@washtec.com

Dashboard

Statusanzeige 60916

8965
VERBUNDENE MASCHINEN

5536
MASCHINEN IM ZUSTAND OK

269
MASCHINEN IM FEHLERZUSTAND

2201
MASCHINEN OFFLINE

VERBUNDENE MASCHINEN

60916

- Nicht verbunden 85.3% (51951)
- Verbunden 14.7% (8965)

MACHINENSTATUS (VERBUNDENE MASCHINEN)

8965

- OK 61.8% (5536)
- Offline 24.6% (2201)
- Noch nie Online 10.7% (959)
- Fehler 3.0% (269)

mywashtec.com apabst@washtec.com

Dashboard

Favoriten

Maschinen

Bulletins

Download Center

Hilfe

CIRCLE K VIADUKTEN - 52296
DAGS OIL AS

WASCHSTATUS
Wäscht aktuell

AN-0030324946-10000 | 047-102292740000
Circle K | Oil company | SHD

LETZTE KOMMUNIKATION 02.04.2023, 16:11
STATUS EMPFANGEN 02.04.2023, 16:11

VERSION 573.4.13 / 4.4.41 / 3.4.51
ZÄHLER 21681

Program 02 vasker

SoftCare[®] PRO Versjon 573.884.813

● Es liegen keine Störungen vor.

Eventlog

Maschinen 5800

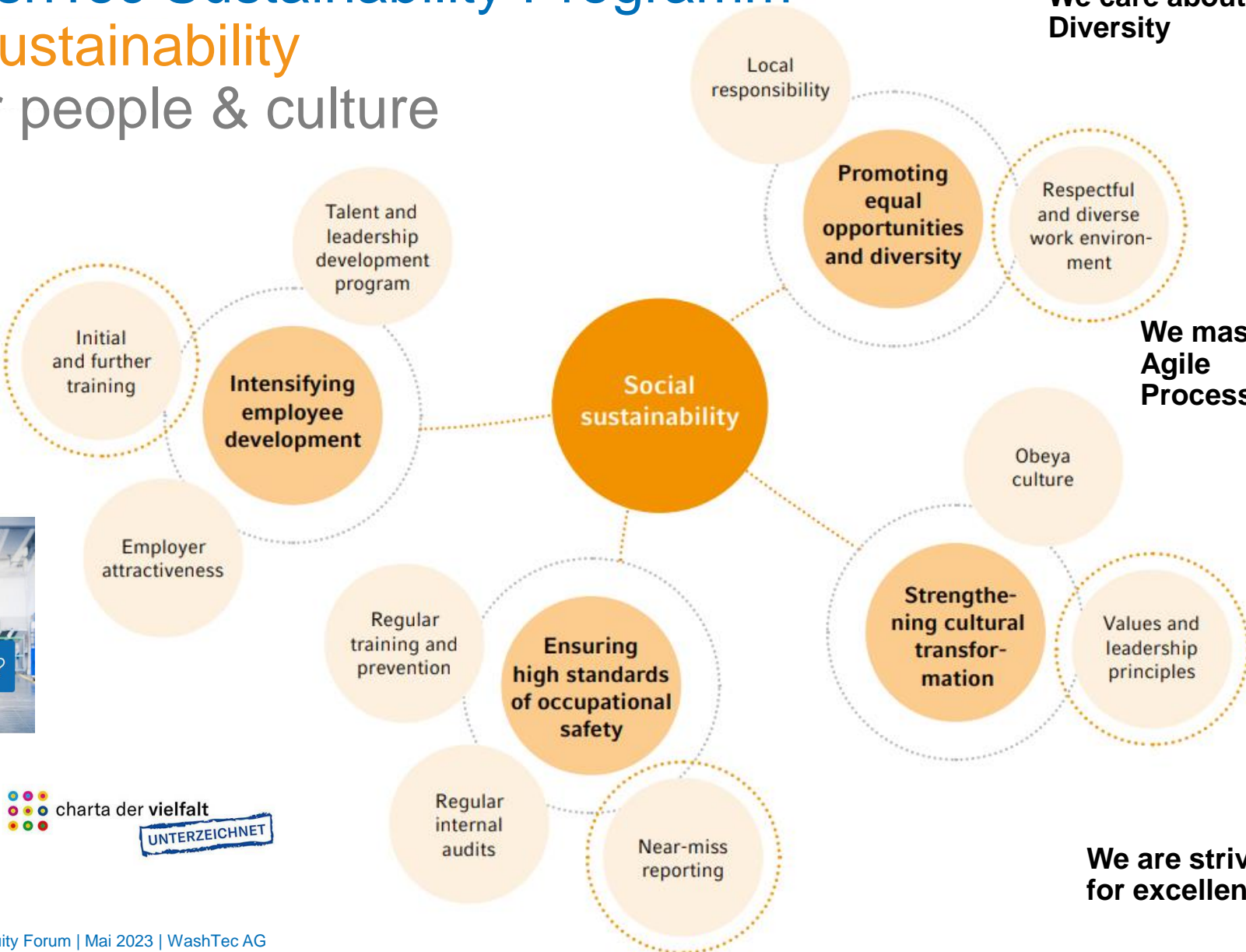
GESPEICHERTE FILTER
[+ FILTER SPEICHERN](#)



The WashTec Sustainability Programm

Social sustainability

Care for people & culture



We care about Diversity



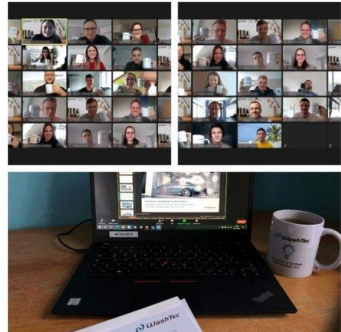
We master Agile Process



We are striving for excellence



Clean Cars? #askWashTec



We embrace the next generation



3

Update on WashTec

Annual Press
Conference



Year 2022 – Results and selected achievements

Multiple price increases
to compensate material
and labour price increases

delay effect in
order backlog conversion

**Reliable delivery to
our customers**
despite of intensified
global supply chain and
energy crisis

**Slow commissioning
and conversion to
revenue due to
customer delays** in site
preparation

**Continuous increase in
customer loyalty** and
increasingly successful
new customer acquisition

Revenue € 482.2m
EBIT 7.9%
ROCE 20.2%
FCF € 16.2m



Year 2022 – Results and selected achievements

SmartCare

extension to a scalable platform for key accounts and direct business

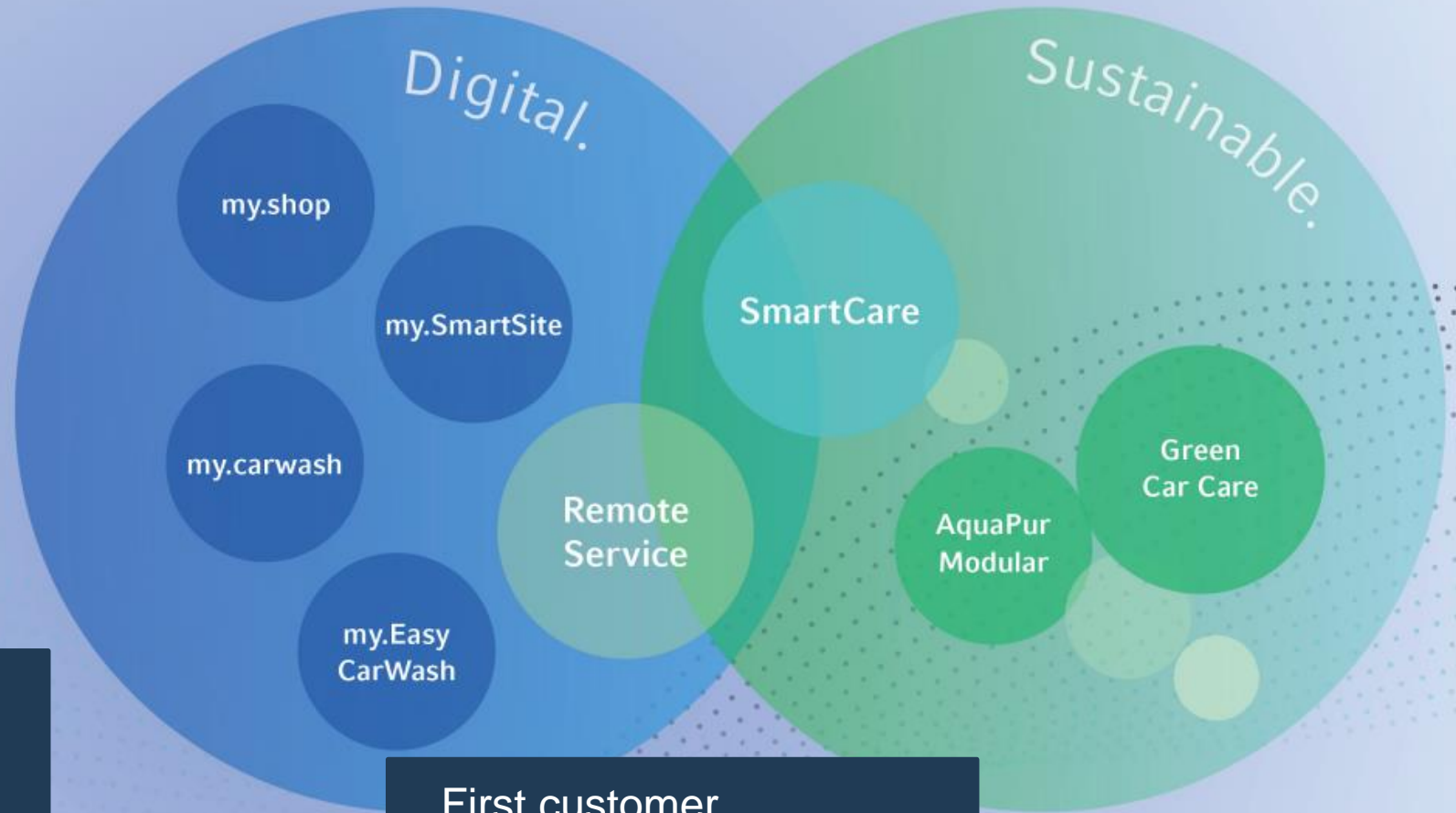
JetWash

update package from warm to cold water usage – contributions to energy saving

myWashTec as a digital documentation hub for partners

Data platform for structured data and analytics (AI pipe)

First customer installations of **SmartCare** and **Aqua Pur Modular** in North America



SmartCare – Next generation superior CarWash system now as a platform

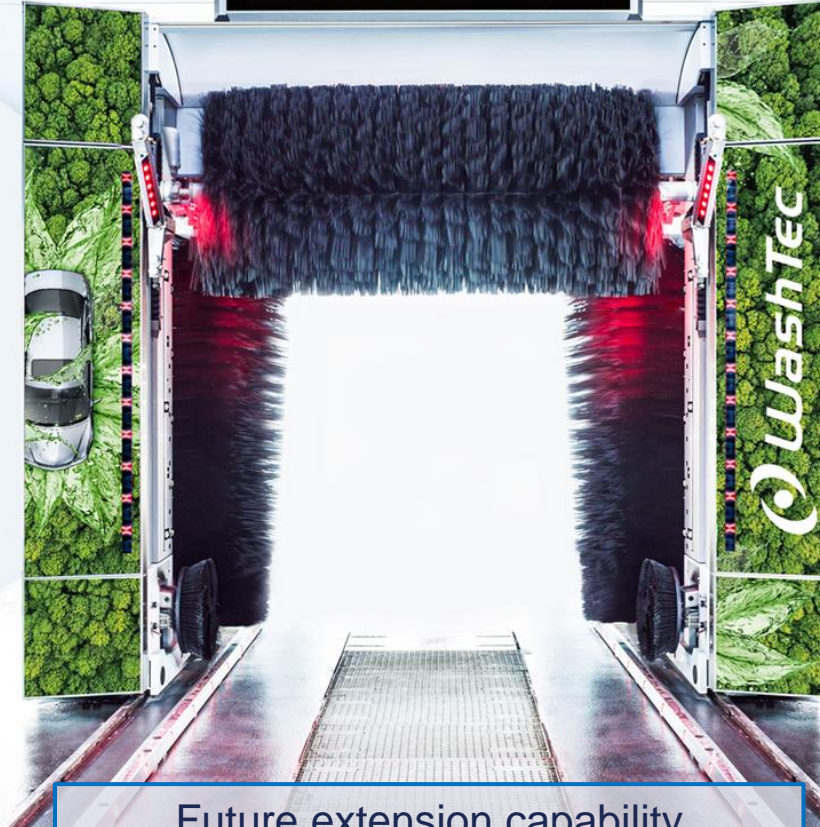
SMART

Remote connectivity and diagnostics

Individual control of all settings:
pricing, chemical dosing or washing
programs

Wash program configuration simple
and perfectly adaptable to the
wash business.

Intelligent control:
For maximum wash quality,
speed and revenue



Future extension capability
by application updates
with digital platform mywashtec

CARE

Additional configurations
available including machine heights

Available as a scaleable
platform for
key accounts and direct customers

Improved design for outstanding
wash results
based on WashTec's years of research
experience in CarWash

Enhanced safety options
and sustainability features



First customer installation of SmartCare and AquaPur modular in the U.S.



Rollover
SmartCare NA
(UL-Version)

Wasseraufbereitung
Aqua Pur Modular
(UL-Version)

UL certified
control cabinet
(panel shop CZ)

6-way-valve

Filter

Rack



PostCovid return: Fairs all over the world in 2022



autopromtec 2022, Bologna,

mywashtec – green car care
digital. nachhaltig. erfolgreich!

UNITI expo in Stuttgart, May 2022

Example triple SmartCare installation, France



4 | FY 2022 results*



*Rounding differences may occur



2022 at a glance - significant revenue growth with EBIT margin of 7.9% in a challenging economic environment

		Jan 1 to Dec 31,2022	Jan 1 to Dec 31,2022	Change	
				absolute	in %
Revenue	€m	482.2	430.5	51.7	12.0
EBIT	€m	38.0	45.7	7.7	-16.8
EBIT margin	%	7.9	10.6	-2.7	-
EBT	€m	37.3	44.8	-7.5	-16.7
Consolidated net income	€m	26.4	31.1	-4.7	-15.1
Employees at reporting date	persons	1,824	1,782	42	2.4
Numbers of Shares	units	13,382,324	13,382,324	-	-
Earnings per Share	€	1.97	2.32	-0.35	-15.1
Free cash flow**	€m	16.2	42.3	-26.1	-61.7
Net cash outflow from investing activities	€m	-6.5	-3.4	-3.1	91.2
Equity ratio	%	31.0	36.9	-5.9	-
ROCE	%	20.2	25.8	-5.6	-

** Free cash flow including repayment of lease liabilities is €7.4m (prior year: €34.5m).

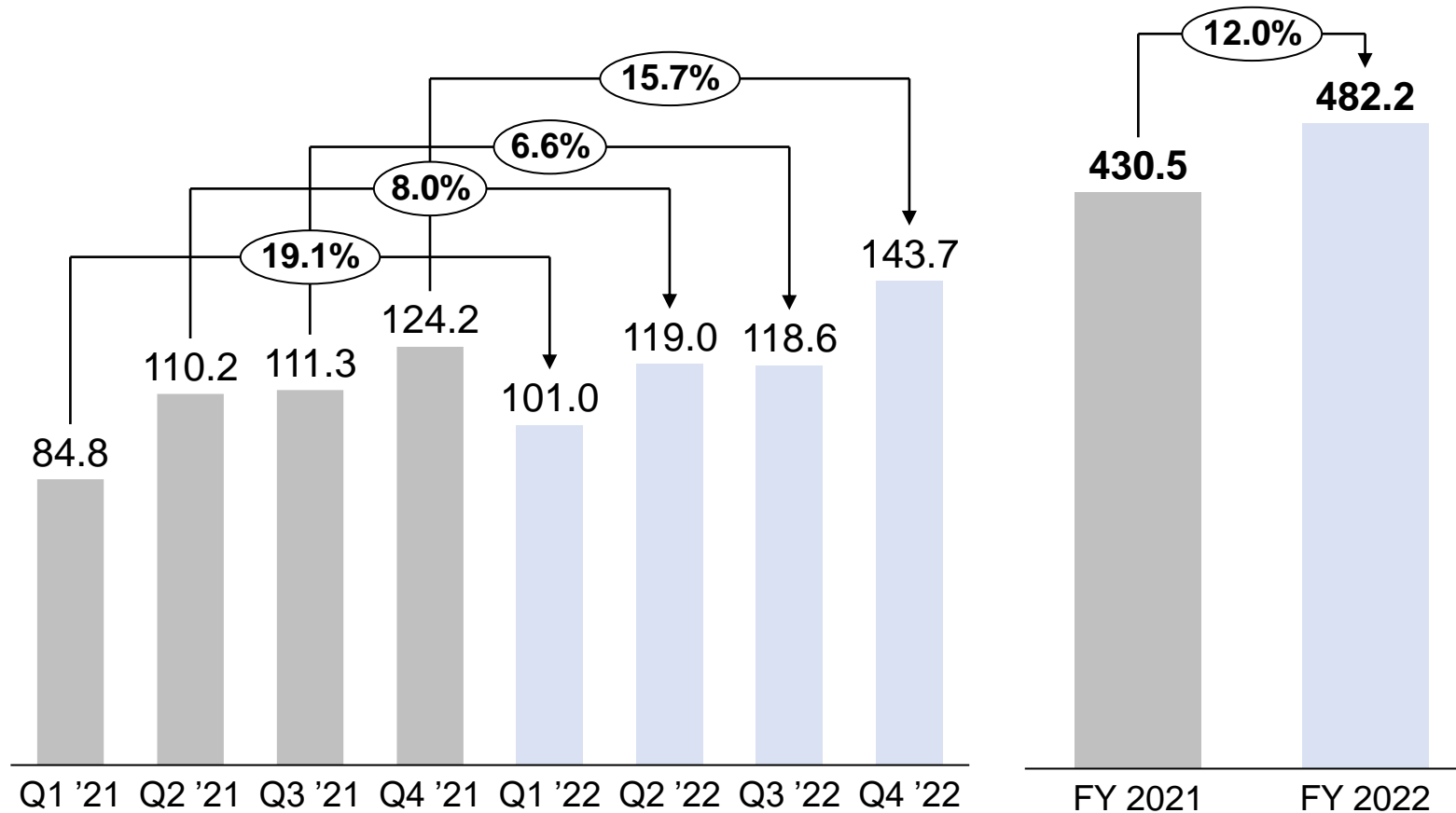
Figures in this report are rounded. Because of this, individual figures may not add up to the stated totals and percentages may not precisely correspond to the absolute figures they relate to.

- **Revenue** of €482.2m significantly higher than prior year (€430.5m), among other things due to price increases and exchange rate effects
- **EBIT** of €38.0m down on prior year (€45.7m), mainly due to rising material and material procurement costs; EBIT margin 7.9%
- **Free cash flow** of €16.2m down on prior year (€42.3m) due to decline in operating business and higher net operating working capital as a result of supply chain disruptions



2022 with new record revenue

in € m



- Seasonality: WashTec normally shows low first quarter and high fourth quarter
- 2022: Revenue in each quarter higher than in the same quarter of the previous year
- Q4/22 best quarter ever
- Strong growth in North-America (2022 revenue first time > € 100m)



Revenue by product

Revenue by products

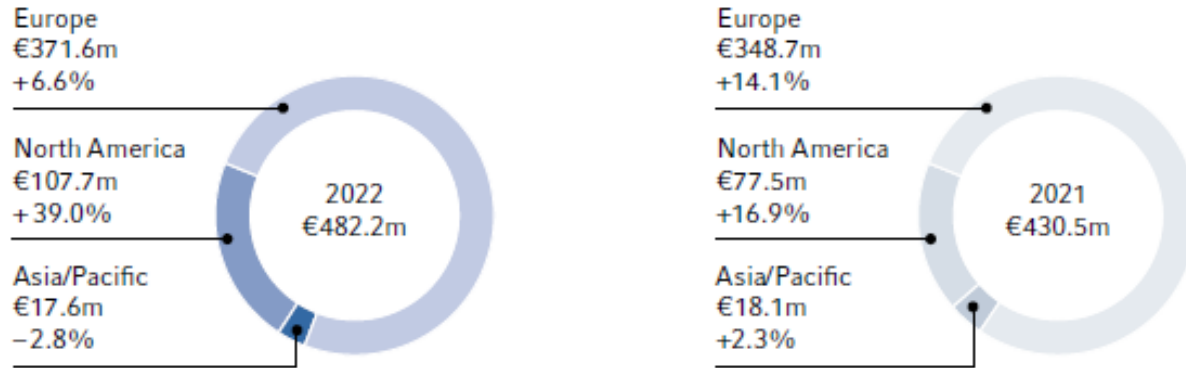
		2022	2021	Change	
				absolute	in %
Equipment and service	in €m	420,0	373,2	46,8	12,5
Chemicals	in €m	56,9	51,0	5,9	11,6
Other	in €m	5,3	6,3	-1,0	-15,9
Total	in €m	482,2	430,5	51,7	12,0

- At €420.0m, **Equipment and Service** revenue was up on the prior-year figure of €373.2m. Growth was largest in key accounts.
- Direct sales and the **chemicals** business also grew. The increase in revenue is partly due to price increases and positive currency effects.
- **Other** revenue accounts for around 1.1% of the WashTec Group's total revenue.



Region key figures

Revenue by regions in €m*



* cross-segment consolidation effects are disregarded.

Revenue by regions

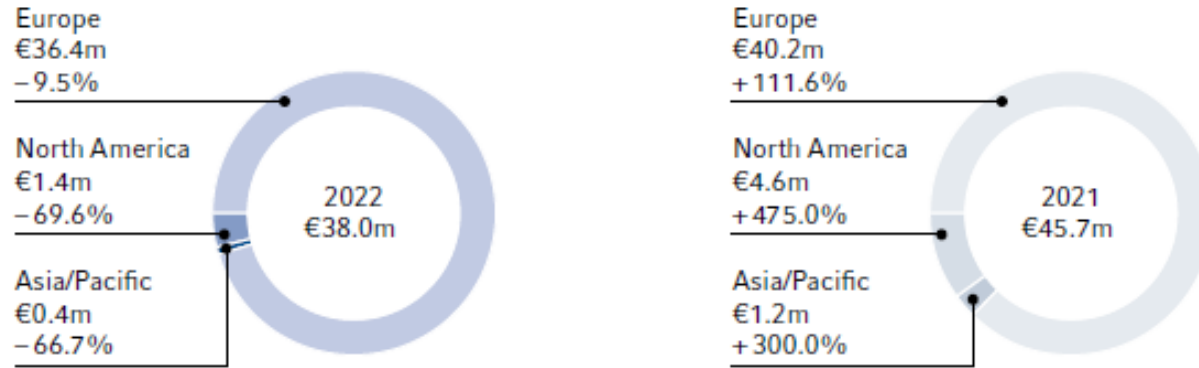
in €m	2022	2021	Change (in%)
Europe	371.6	348.7	6.6
North America	107.7	77.5	39.0
Asia/Pacific	17.6	18.1	-2.8

- **Europe:** Revenue growth mainly in key accounts and positive chemical business
- **North America:** Revenue over USD 100m for the first time - driven in particular by strong machinery business
- **Asia/Pacific:** Positive development in Australia burdened by declining sales in China, partly due to zero-covid policy



Region key figures

EBIT by regions in €m*



*cross-segment consolidation effects are disregarded.

EBIT by regions

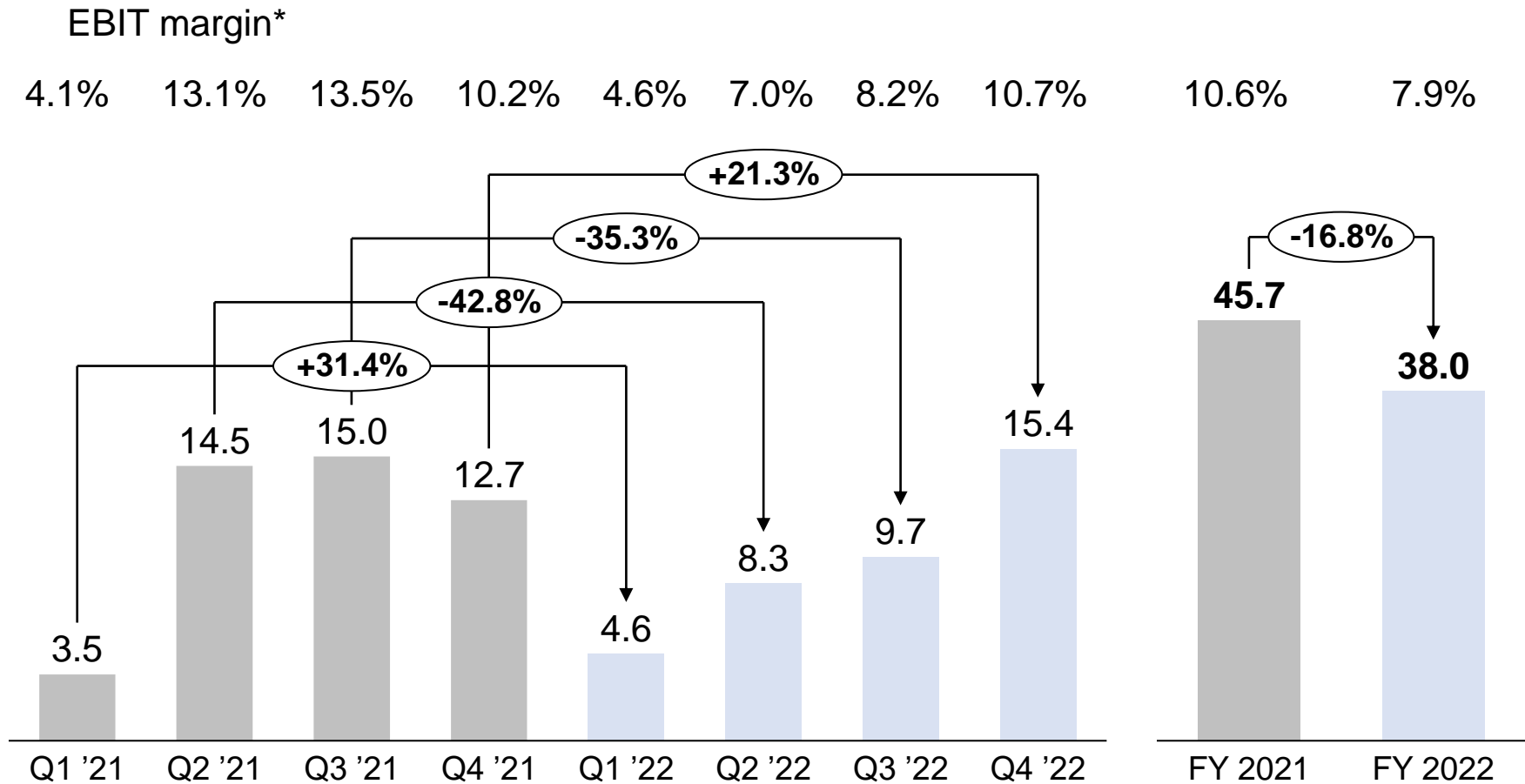
in €m	2022	2021	Change (in%)
Europe	36.4	40.2	-9.5
North America	1.4	4.6	-69.6
Asia/Pacific	0.4	1.2	-66.7

- EBIT in **Europe** decreased from €40.2m in the prior year to €36.4m, which is inside the revised July 2022 guidance range of EBIT between €34m and €38m.
- Earnings in **North America** fell significantly by €3.2m to €1.4m (prior year: €4.6m). EBIT was also €0.5m down on adjusted EBIT* in the prior year.
- Asia/Pacific:** EBIT fell significantly to €0.4m (prior year: €1.2m) and was thus below expectations. In addition, EBIT was reduced by a negative effect of €0.2m from the measurement of assets and liabilities denominated in foreign currencies (prior year: positive effect of €0.6m).



Full-year EBIT significantly below prior year

in €m

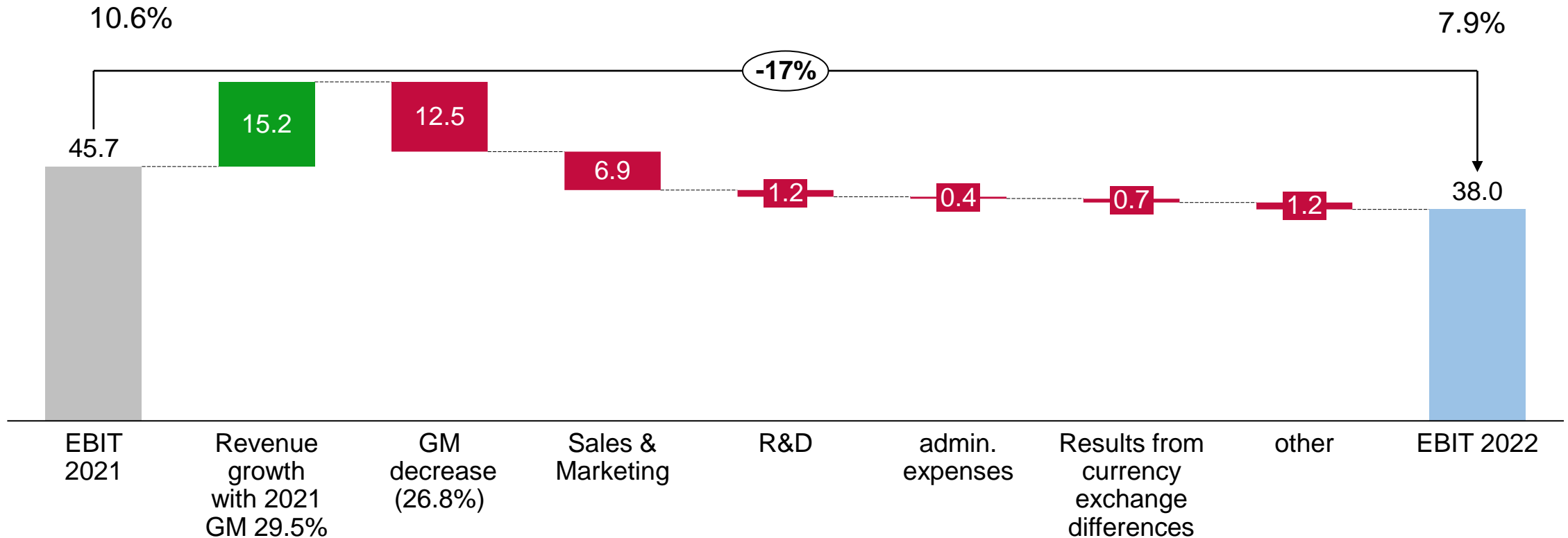


- Overall material price increases and productions inefficiencies due to disruption of supply chain gives pressure on margins in 2022
- 2022: quarterly increase of EBIT margin
- Q4/22 EBIT margin back on PY level



EBIT bridge: lower gross margin and higher selling expenses (esp. freight costs) lead to lower EBIT

in €m



Free cash flow below prior year mainly due to increase in net operating working capital

In €m	2022	2021	Change	
			absolute	in %
EBT	37.3	44.8	-7.5	-16.7
Net cash inflow from operating activities	22.7	45.7	-23.0	-50.3
Net cash outflow from investing activities	-6.5	-3.4	-3.1	-91.2
Free cash flow	16.2	42.3	-26.1	-61.7
Net cash outflow from financing activities	-48.5	-39.4	-9.1	-23.1
Net change in cash funds	-32.2	2.9	-35.1	-1,210.3
Cash funds as of Dec. 31	-27.1	4.5	-31.6	-702.2

- **Free cash flow** significantly below prior year:
 - > lower earnings before taxes
 - > Significant increase in net operating working capital due to high trade accounts receivable as of the reporting date and increased inventories significantly above prior year
- **Cash outflow from financing activities** includes dividend payment of €38.8 million (previous year: €30.8 million)
- **Dividend proposal** for 2022: €2.20 per no-par value share entitled to dividend (total: €28.4 million)

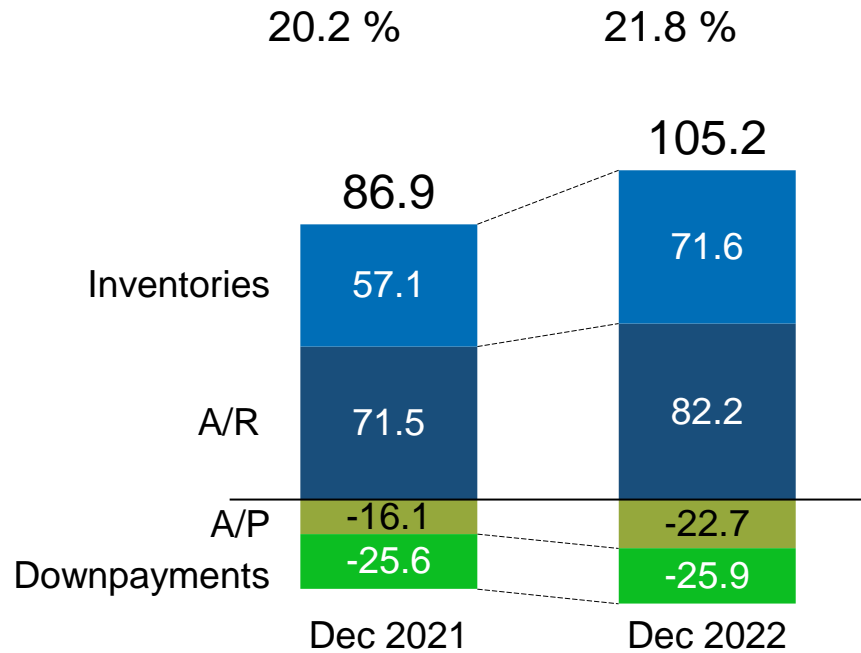


NOWC turnover, ROCE and Equity Ratio

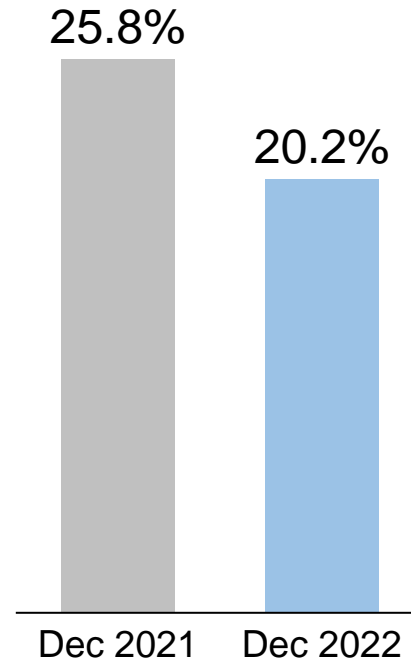
in €m

NOWC

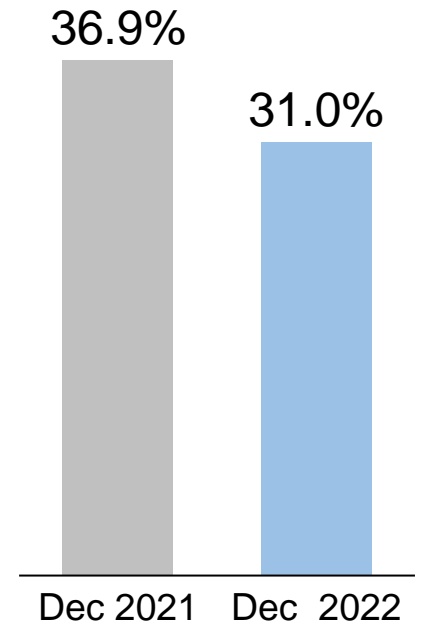
NOWC turnover in %



ROCE



Equity Ratio



Guidance 2023

	2022	Guidance 2023
Revenue	482.2m€	at prior-year level +/-3%
EBIT	38.0m€	significant increase $\geq 10\%$
Free Cashflow	16.2m€	significant increase $\geq 10\%$
ROCE	20.2%	≥ 1 percentage point



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Q1 2023
results*



*Rounding differences may occur



Q1 2023 at a glance – positive revenue and EBIT development

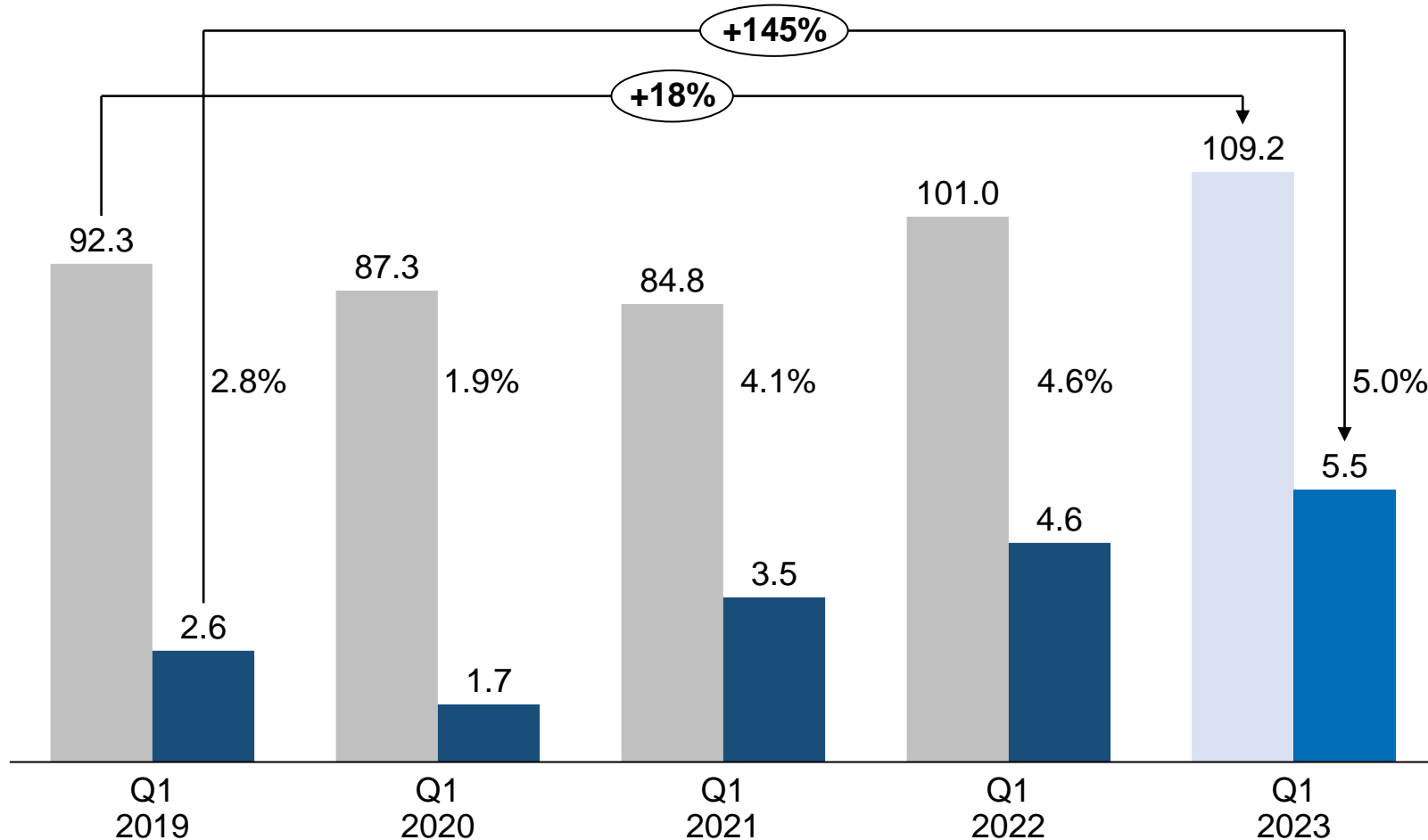
Q1

		Q1 2023	Q1 2022	Change	
				absolute	in %
Revenue	€m	109.2	101.2	8.2	8.1
EBIT	€m	5.5	4.6	0.9	19.6
EBIT margin	%	5.0	4.6	0.4	-
EBT	€m	5.1	4.5	0.6	13.3
Net income	€m	3.5	2.3	1.2	52.2
Employees at reporting date	persons	1,785	1,788	-3	-0.2
Number of Shares	units	13,382,324	13,382,324	0	0.0
Earnings per Share	€m	0.26	0.17	0.09	52.2
Free cash flow	€m	1.9	-3.6	5.5	152.8
Net cash outflow from investing activities	€m	11.1	1.2	9.9	825.0
Equity ratio	%	31.2	36.0	-4.8	-

- Group revenue increased in all product segments**
 WashTec generated revenue of €109.2m in the first three months of the year, a new record for a first quarter and a significant 8.1% increase on the prior year (€101.0m).
- Significant increase in Group EBIT**
 EBIT, at €5.5m, 19.6% higher than prior year due to positive revenue performance and strict cost management (prior year: €4.6m); EBIT margin in traditionally weak first quarter: 5.0% (prior year: 4.6%).
- Positive free cash flow**
 Despite a high level of investment activity, notably including the acquisition of the site occupied by the US subsidiary, the Group generated a positive free cash flow of €1.9m (prior year: €-3.6m).
- Full year guidance for 2023 confirmed**
 Revenue on a similar level to the prior year with a significant increase in EBIT.



Revenue Q1 and EBIT Q1 in multi-year comparison in €m



In general, first quarter is the weakest for WashTec.

Q1/23 best first quarter for WashTec.

Revenue:

- +18% compared to pre-covid
- CAGR of 4.3% since 2019

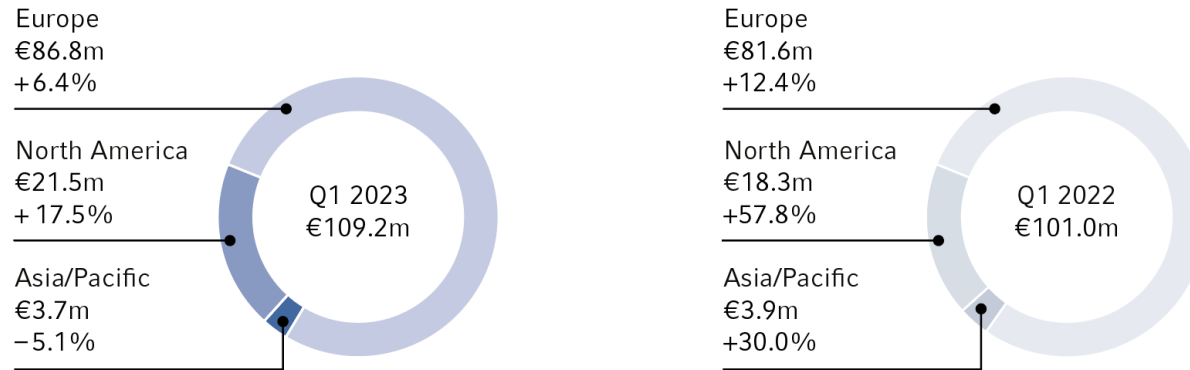
EBIT:

- EBIT more than doubled compared to pre-covid
- CAGR of 20.6% since 2019



Revenue Q1 by region

Revenue by regions in €m*



* cross-segment consolidation effects are disregarded. Percentage change from comparative period

Revenue by regions, Q1

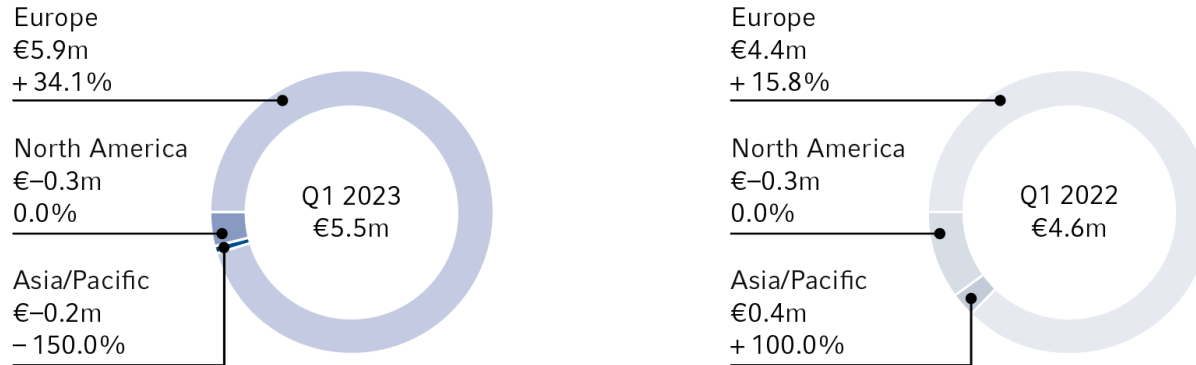
in €m	Q1 2023	Q1 2022	Change	
			absolute	in %
Europe	86.8	81.6	5.2	6.4
North America	21.5	18.3	3.2	17.5
Asia/Pacific	3.7	3.9	-0.2	-5.1
Consolidation	-2.9	-2.9	0	-
Total	109.2	101.0	8.2	8.1

- Europe** stands for 79.5% (Q1/22 80.8%) of groups revenue; revenue increased by 6.4% in Q1/23 after 12.4% in Q1/22. Key account business clearly predominated here. Chemicals revenue also performed positively.
- Revenue in **North America** was significantly higher than in the prior year, with an increase of 17.5% to €21.5m (prior year: €18.3m). Revenue share of North America is now at 19.7% (Q1/22: 18.1%).
- In the **Asia/Pacific** region, revenue in the first three months came to €3.7m – a decrease of €0.2m (prior year: €3.9m).



EBIT Q1 by region

EBIT by regions in €m*



* cross-segment consolidation effects are disregarded. Percentage change from comparative period

EBIT by regions, Q1

in €m	Q1 2023	Q1 2022	Change	
			absolute	in %
Europe	5.9	4.4	1.5	34.1
North America	-0.3	-0.3	0	0.0
Asia/Pacific	-0.2	0.4	-0.6	-150.0
Consolidation	0.1	0.1	0	-
Total	5.5	4.6	0.9	19.6

- EBIT in the **Europe** region increased by a significant 34.1% to €5.9m in the first quarter (prior year: €4.4m). EBIT-Margin is at 6.8% (Q1/22: 5.4%)
- EBIT in the **North America** region was at the same level as the prior year at €-0.3m (prior year: €-0.3m). In order to sustainably increase profitability, an efficiency program was launched in the first quarter and work has begun on its implementation. The Group expects a positive contribution from this in the current fiscal year
- Due to the decline in revenue in the first quarter, the **Asia/Pacific** region generated a small loss of €-0.2m (prior year: €0.4m)



Revenue Q1 by product

Revenue by product, Q1

in €m	Q1 2023	Q1 2022	Change	
			absolute	in %
Equipment and service	91.1	83.9	7.2	8.6
Chemicals	16.7	15.6	1.1	7.1
Other	1.3	1.5	-0.2	-13.3
Total	109.2	101.0	8.2	8.1

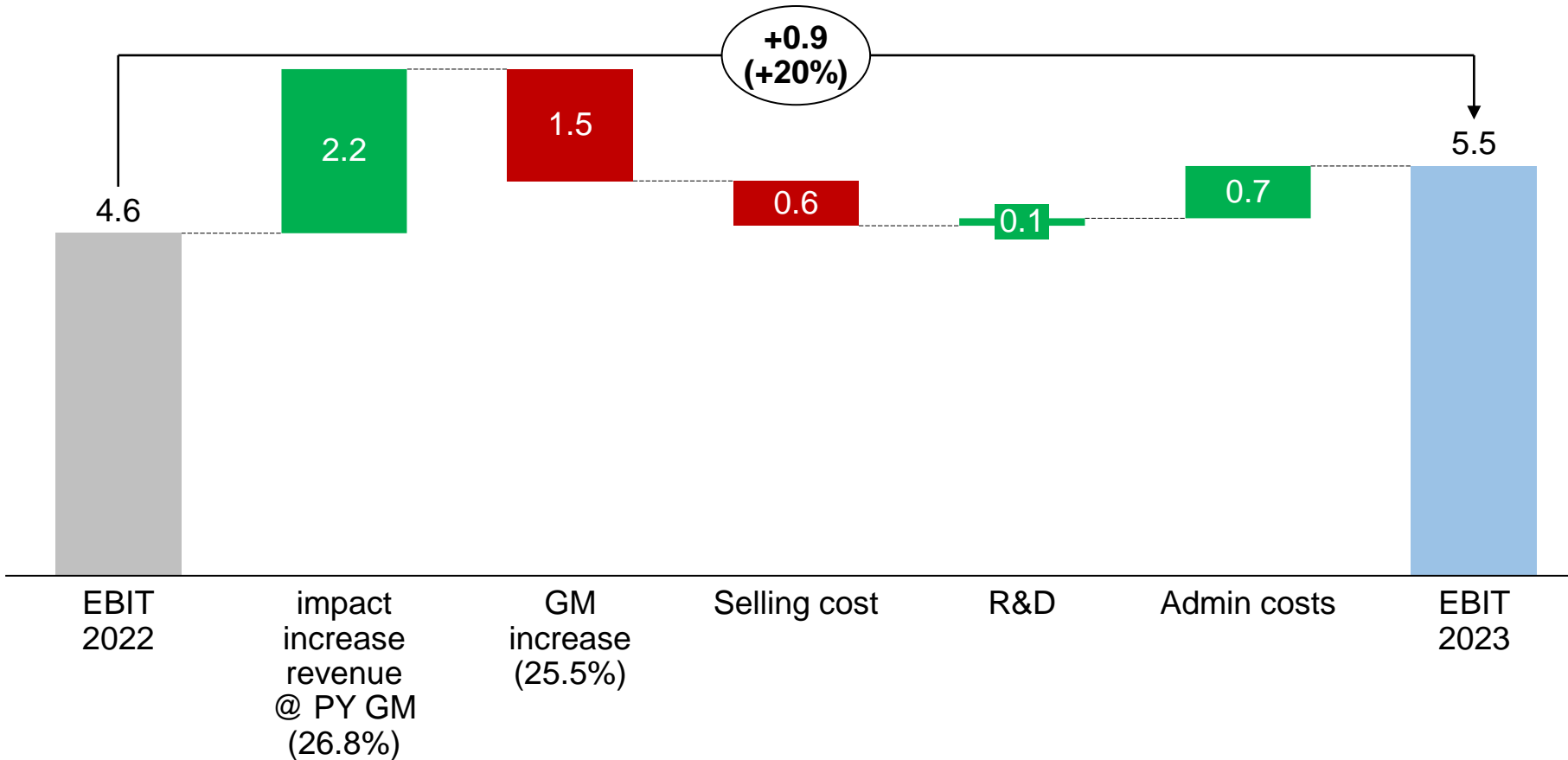
Revenue increased compared to the prior-year quarter in all product segments due to:

- price increases implemented over the course of the last year and at the beginning of this year
- increased number of machines sold
- Good chemical business, especially in Europa and Australia



EBIT-Bridge Q1

in €m



- **Gross profit margin** fell from 26.8% to 25.5% mainly due to higher material and energy costs compared first quarter 2022
- **Functional costs** ratio (sum of selling costs, R&D and administrative expenses as percentage of revenue) decreased due to strict cost management from 22.8% to 21.0%
- Increase in **selling expenses** caused by significant higher outbound freights



6

Financials: long term*



*Rounding differences may occur



Overview 2013 - 2022

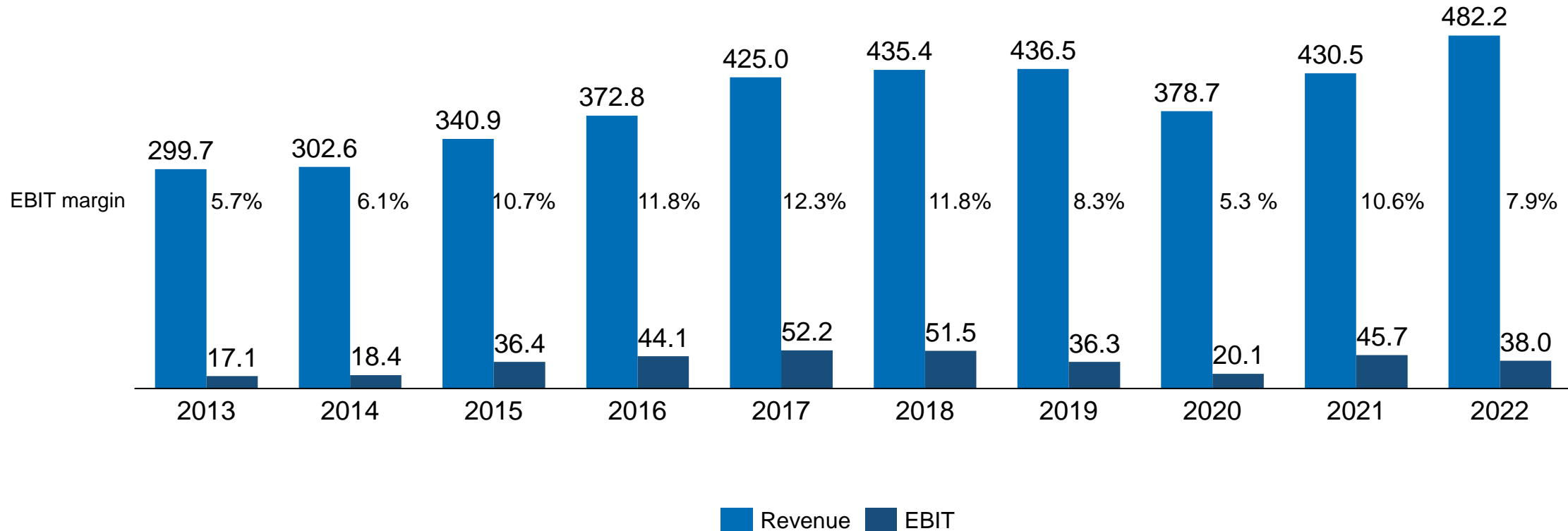
in €m

		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	€m	299.7	302.6	340.9	372.8	425.0	435.4	436.5	378.7	430.5	482.2
EBIT	€m	17.1	18.4	36.4	44.1	52.2	51.5	36.3	20.1	45.7	38.0
EBIT margin	in %	5.7	6.1	10.7	11.8	12.3	11.8	8.3	5.3	10.6	7.9
EBT	€m	15.8	17.7	35.9	43.6	51.6	50.8	35.7	18.8	44.8	37.3
Net income	€m	11.2	12.7	24.6	30.6	36.9	34.0	22.3	13.3	31.1	26.4
Earnings per Share	€m	0.80	0.91	1.78	2.29	2.76	2.54	1.66	0.99	2.32	1.97
Dividend per Share	€m	0.64	1.65	1.70	2.10	2.45	2.45	–	2.30	2.90	2.20
Free cash flow	€m	15.7	25.1	26.2	20.8	28.1	32.3	15.0	45.6	42.3	16.2
Balance sheet total	€m	174.2	185.8	190.0	218.1	233.9	237.2	274.9	244.0	267.0	284.5
Equity	€m	87.8	90.9	80.3	87.4	94.2	95.4	84.5	96.2	98.4	88.1
Employees	people	1,670	1,676	1,672	1,741	1,793	1,852	1,880	1,798	1,767	1,806



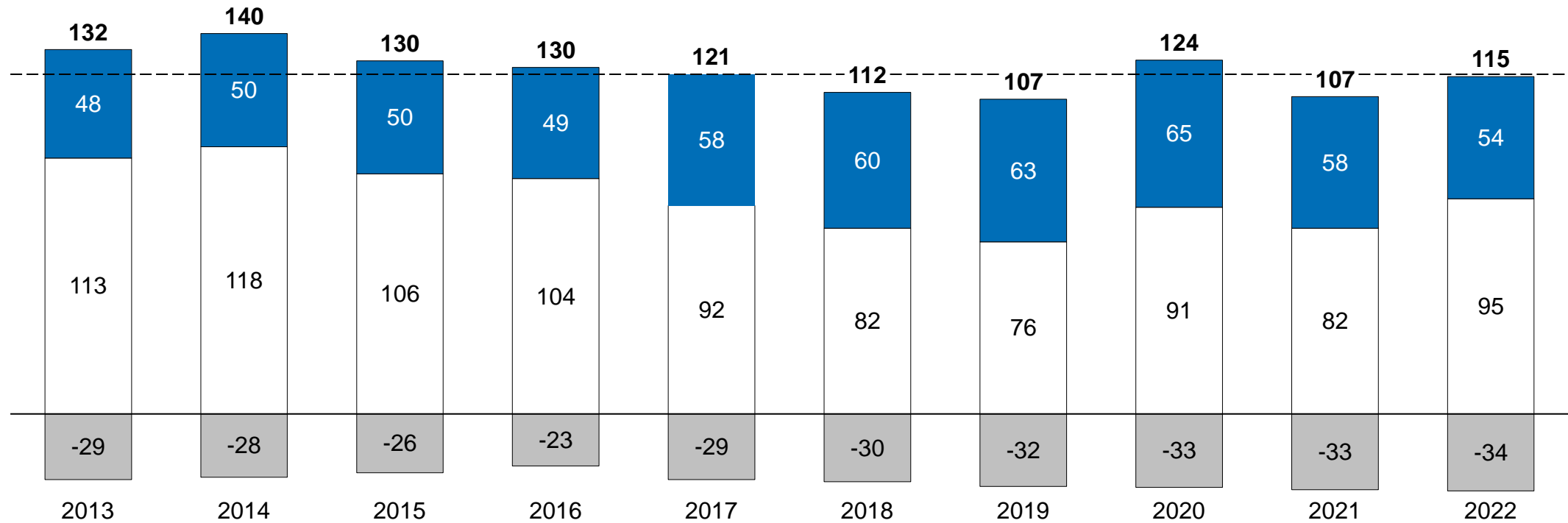
Overview Revenue, EBIT and EBIT-Marge

in €m



Cash Cycle

in days

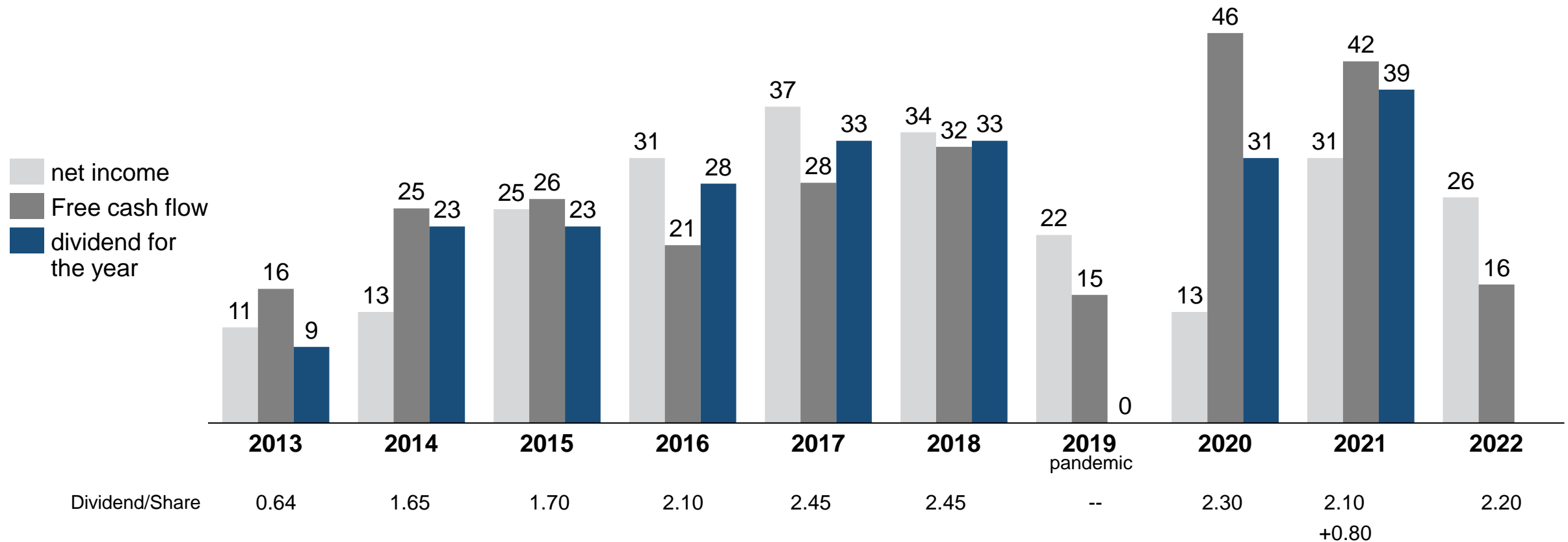


■ DSO ■ DIO ■ DPO



Overview Net income, Free cash flow, dividend

in €m





WashTec

CLEAN CARS®



Financial Calendar 2023

Date	Event
June 21, 2023	Sustainability report Press conference
August 3, 2023	Half-yearly financial statement
November 2, 2023	Q3 Statement



Event Calendar 2023

Date	Event
June 15, 2023	Warburg Highlights Conference, Hamburg
November 27.-29., 2023	Equity Forum, Frankfurt



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