

Digital.
Sustainable.
Successful.



Investor Relations presentation

CEO - Ralf Koeppe

Eigenkapitalforum Frankfurt | November 2023



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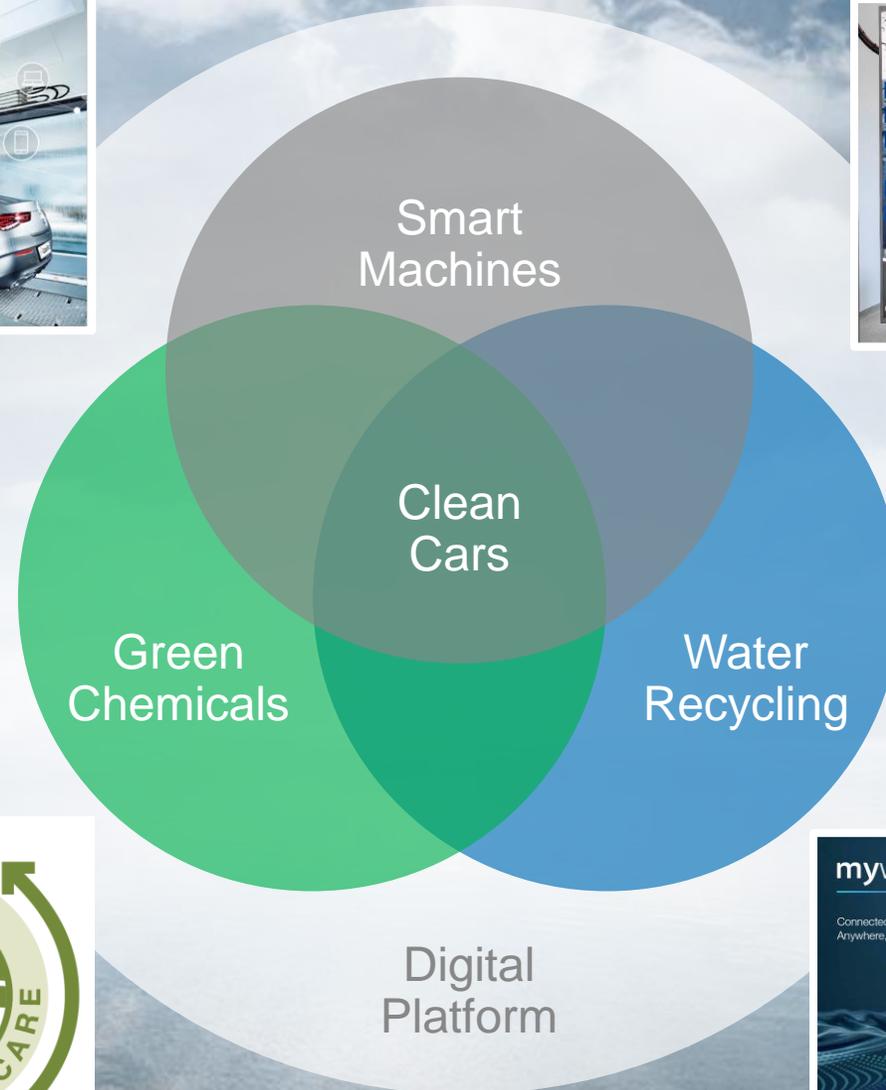
Introduction to WashTec

 *WashTec*



Clean Cars? [#askWashTec](#)

Our Mission: Sustainable Car Wash



Clean Cars? #askWashTec

What is the target image we are working towards?

“Wirksystem”

Smart Machines + Water retreatment

- Digital sensors & actuators

+

Green Car Care

- Sustainable wash chemicals



+

Digital platform

- Control & supervision



Digital Platform

Smart Machines



Green Chemicals

Clean Cars

Water Recycling

=

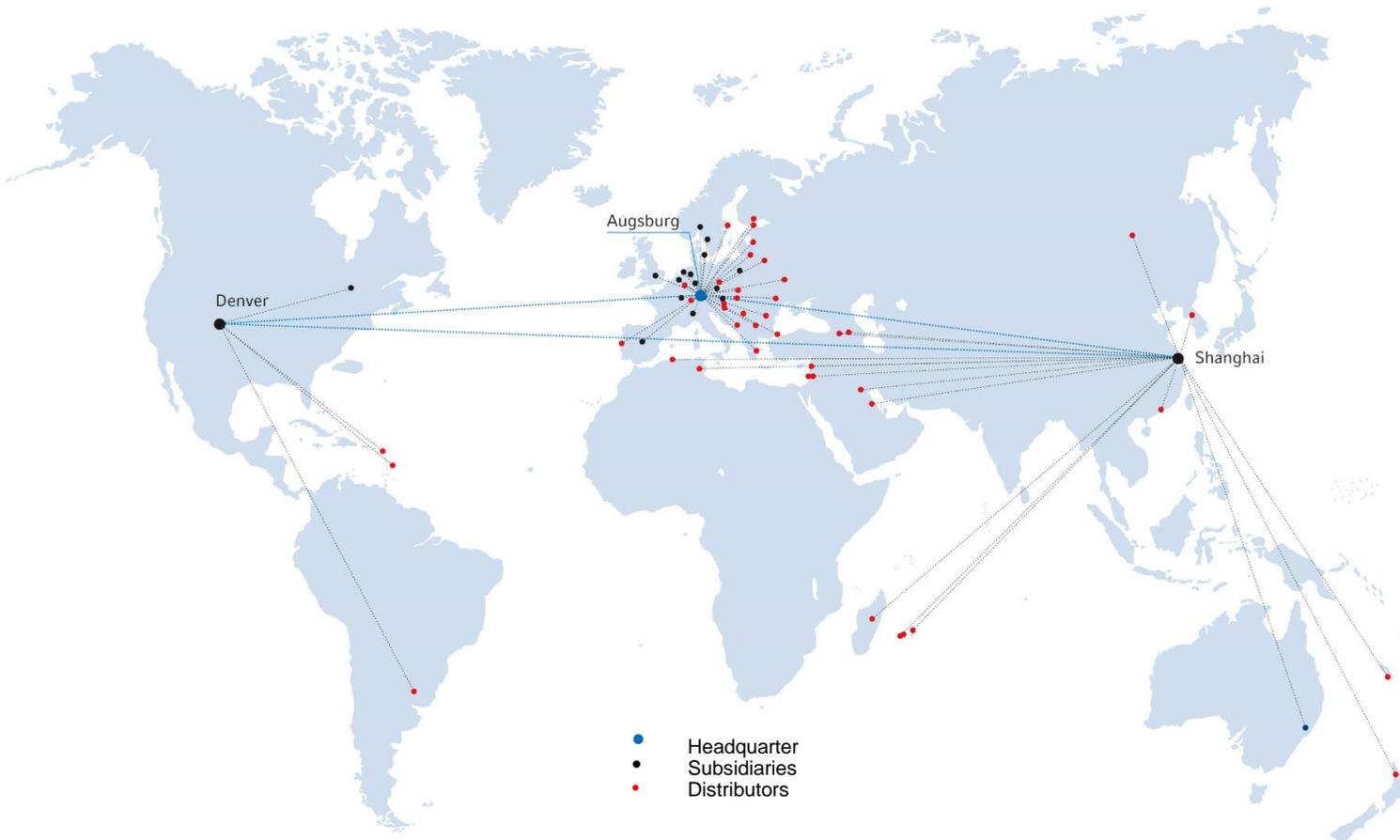
Most Sustainable Car Wash

- Tailored wash process
- Minimum fresh water consumption
- Minimum energy consumption

Digitalization and especially data are the *key enabler* to offer „the most innovative and sustainable car wash system“



WashTec is world market leader with an installed base of 53,500 units



53,500 machines in operation, washing 3 million cars/day



Around 1,800 employees thereof 700+ 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 serve global and local customers

Mobility Hubs



Retail



Automotive



Wash centers

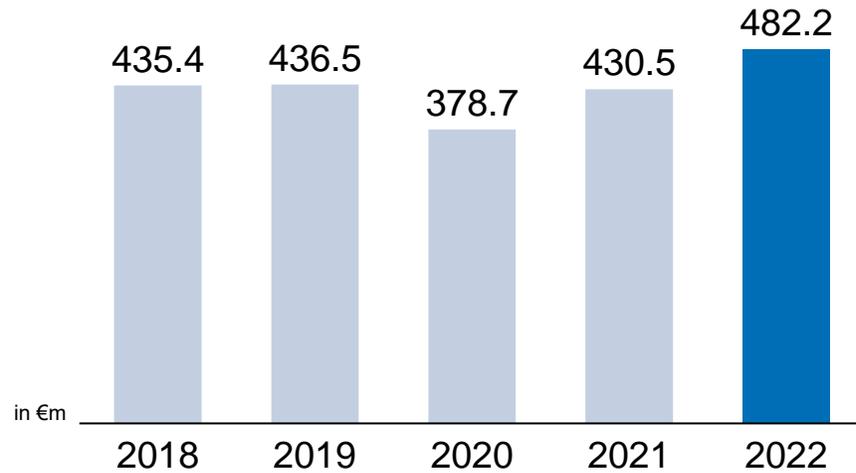


WashTec is the partner of international mobility hub operators, standardizing sustainable car wash in Europe, North America, Asia

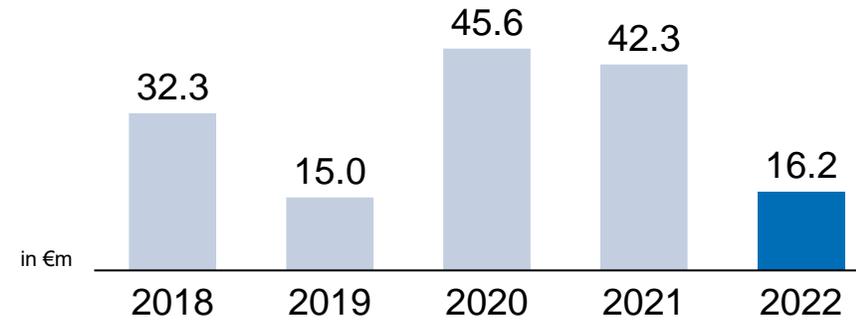


Long term KPIs - Overview 2018 - 2022

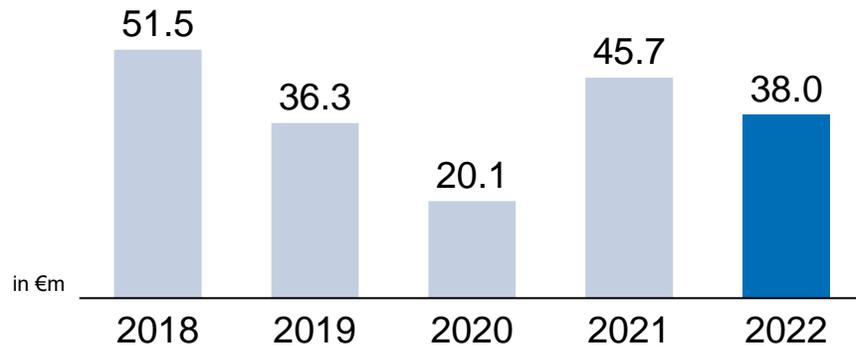
Revenue



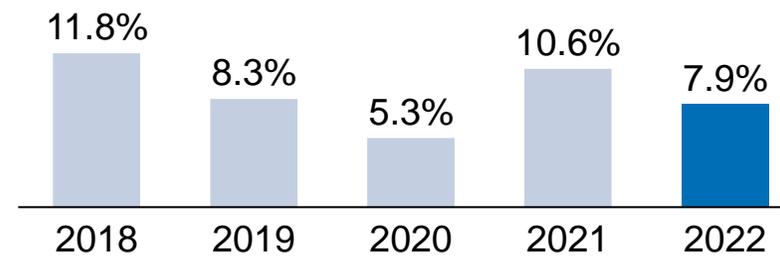
Free Cashflow



EBIT



EBIT Marge

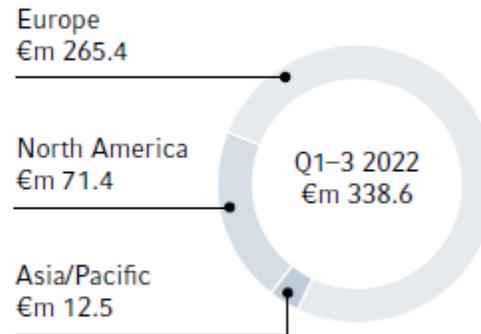
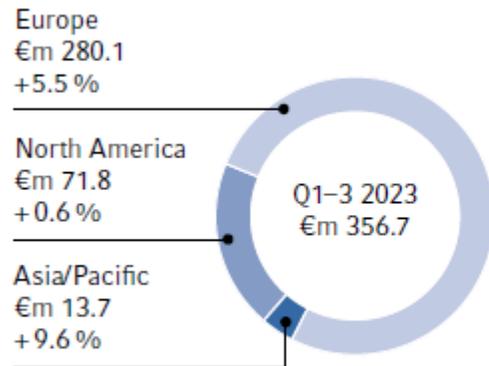


Group revenue by regions

Revenue by regions, Q1-Q3

in €m	Q1-Q3 2023	Q1-Q3 2022	Change	
			absolute	in %
Europe	280.1	265.4	14.7	5.5
North America	71.8	71.4	0.4	0.6
Asia/Pacific	13.7	12.5	1.2	9.6
Consolidation	-8.8	-10.8	2.0	-
Total	356.7	338.6	18.1	5.3

Revenue by regions in €m*



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

- In the **Europe** region, revenue rose by 5.5% in the first nine months. The revenue growth cut across all product groups, with the chemicals business developing especially positively with double-digit growth compared to the prior year. Third-quarter equipment and service revenue was slightly higher than in the prior year for pricing reasons. The chemicals business showed double-digit growth due to newly acquired customers.
- Revenue in **North America**, was slightly up by 0.6% on the prior year, mainly due to key account business. In US dollar terms, revenue increased by 2.9%. Third-quarter revenue decreased by 15.6% year on year and was partly due to a lower volume of business with key accounts, primarily because of the installation of relatively large orders being postponed to the fourth quarter.
- In the **Asia/Pacific** region, revenue increased significantly by 9.6% in the first nine months, while third-quarter revenue was stable relative to the prior year.

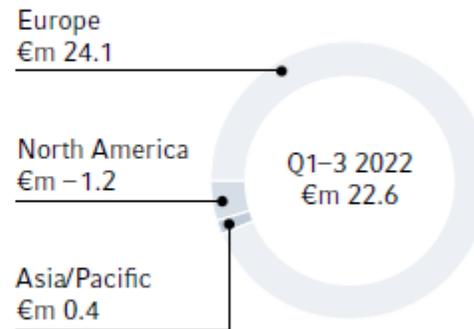
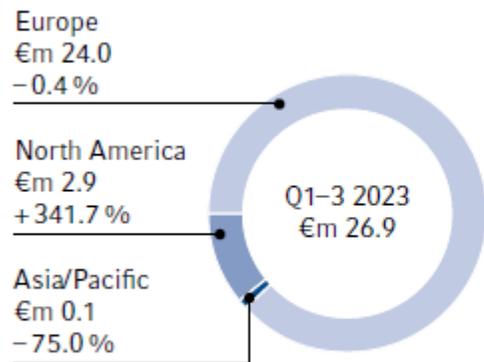


Group EBIT by regions

EBIT by regions, Q1-Q3

in €m	Q1-Q3 2023	Q1-Q3 2022	Change	
			absolute	in %
Europe	24.0	24.1	-0.1	-0.4
North America	2.9	-1.2	4.1	341.7
Asia/Pacific	0.1	0.4	-0.3	-75.0
Consolidation	-0.1	-0.6	0.5	-
Total	26.9	22.6	4.3	19.0

EBIT by regions in €m*



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

- EBIT in the **Europe** region, at €24.0m in the nine months to September, was on the same level as the prior year (€24.1m). Third-quarter EBIT came to €9.8m, as in the prior year. Compared to the second quarter, the EBIT margin increased significantly from 8.5% to 10.2%.
- EBIT in the first nine months in the **North America** region, at €2.9m, was up significantly on the prior year (€-1.2m). The third quarter likewise showed a significant improvement in earnings to €1.6m (prior year: breakeven). This positive development mainly reflected the effects of the efficiency program launched in the first quarter.
- The **Asia/Pacific** region generated positive EBIT of €0.1m in the first nine months (prior year: €0.4m). After a breakeven result in the second quarter, third-quarter EBIT in the region was positive at €0.3m.

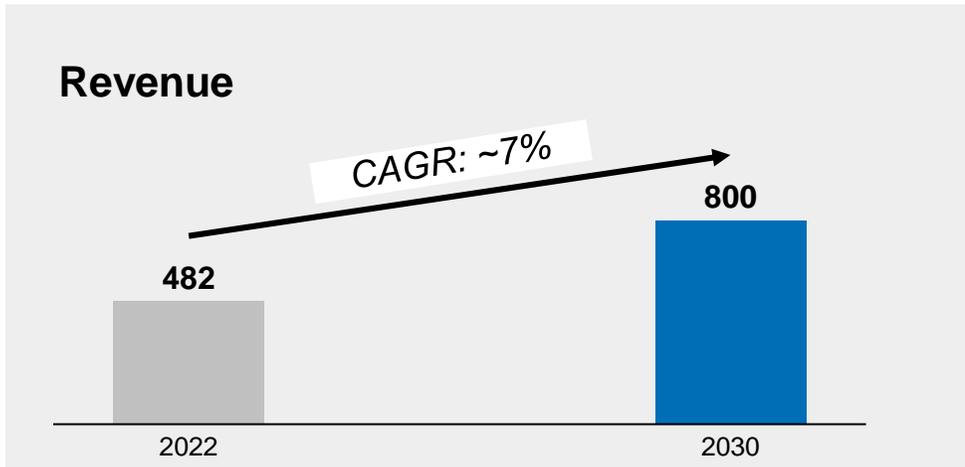


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Strategic
opportunity
by digital
trans-
formation

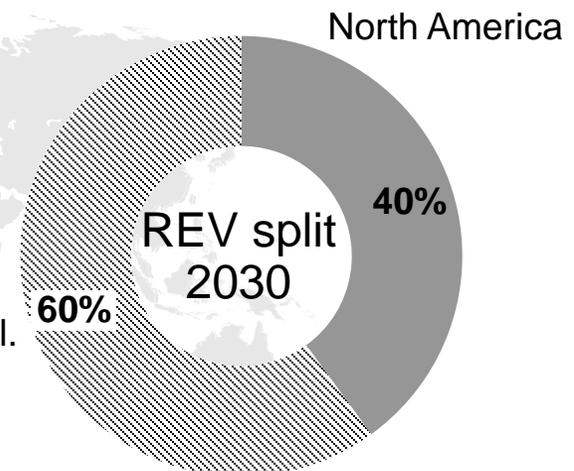
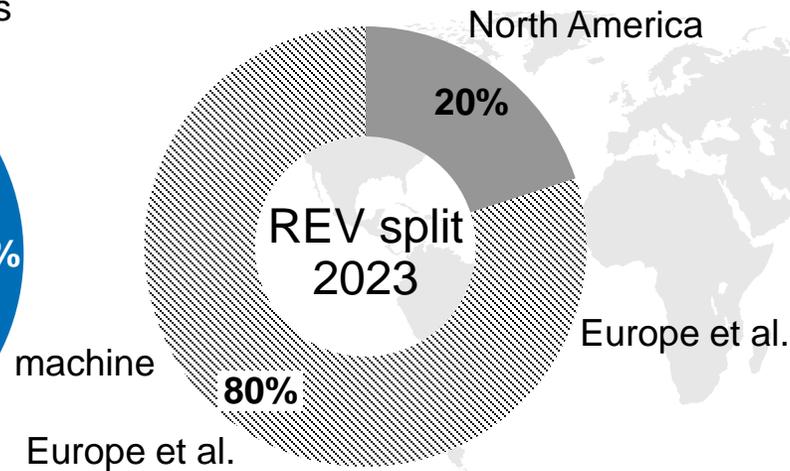
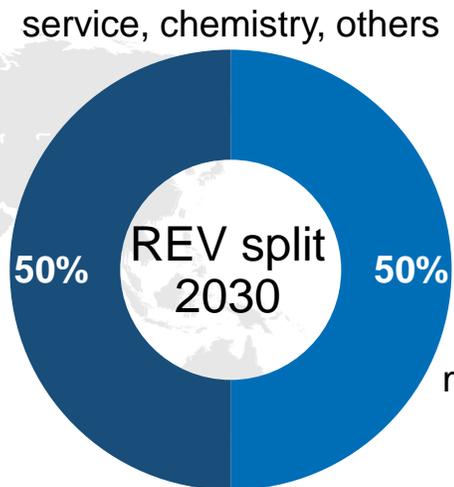
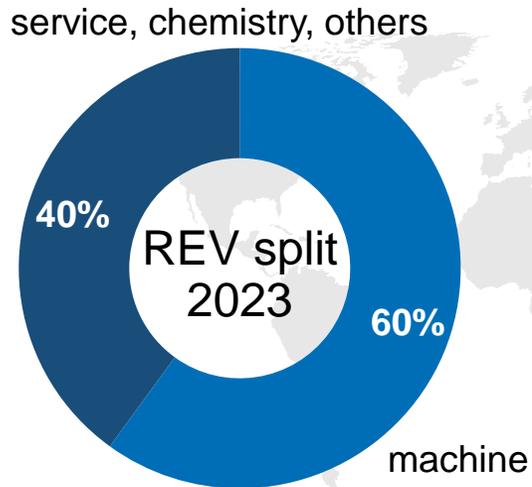


WashTec Group: REV development projection 2022 to 2030



- REV of service and chemistry will grow from 40% of total sales in 2023 to approx. 50% in 2030
- North America will increase REV share from 20% in 2023 to above 40% in 2030
- Group EBIT% to be expected 2030 by ~15%

Grow in aftermarket by leveraging installed base
Grow in machine business in Europe & NA (esp. Tunnel)



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 quality, convenience, and sustainability	Volume markets demanding high throughput, driven by subscription models and convenience; more new sites	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

GROWTH DRIVERS

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

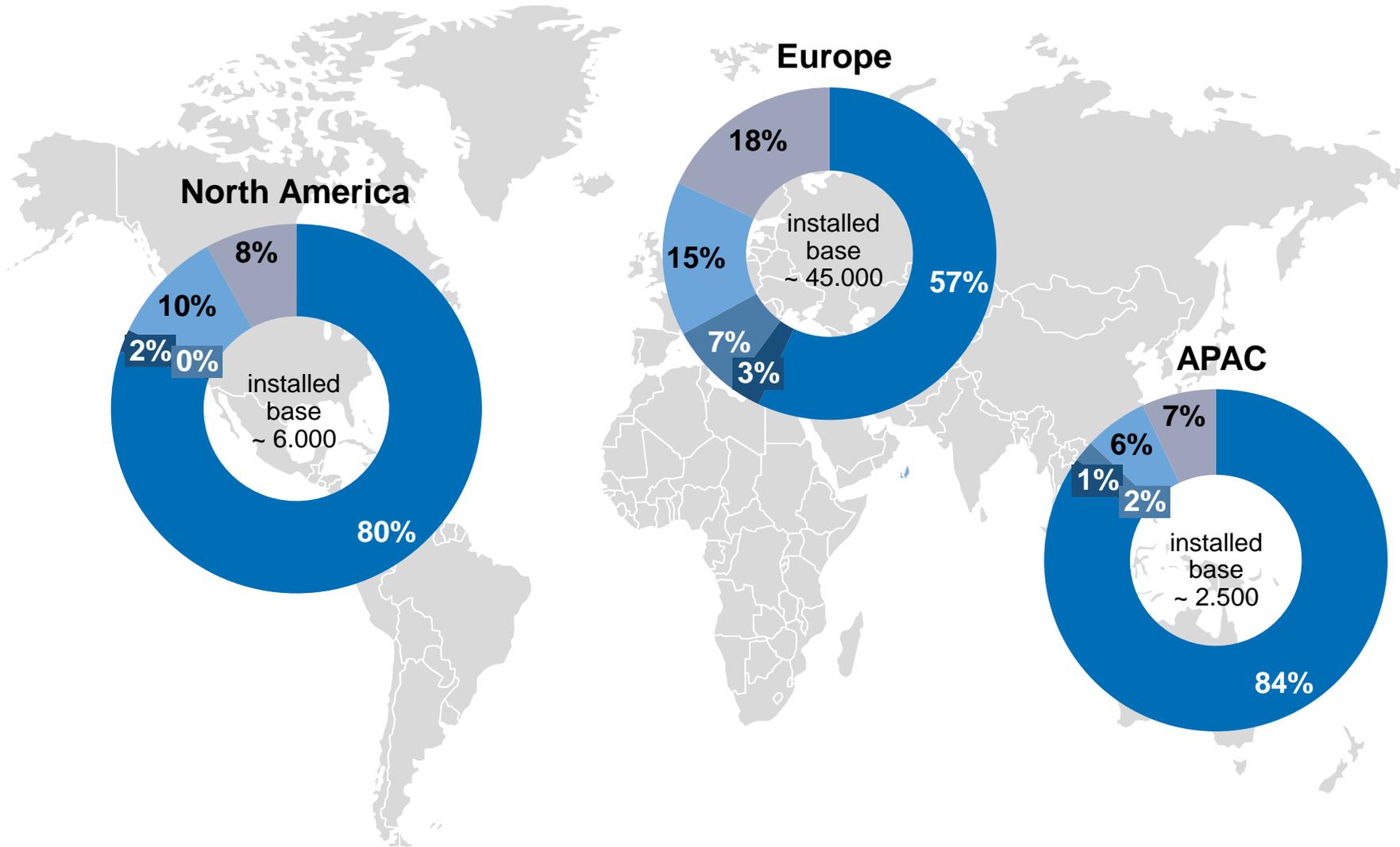
Car Market

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



Our installed base – 53.500 units

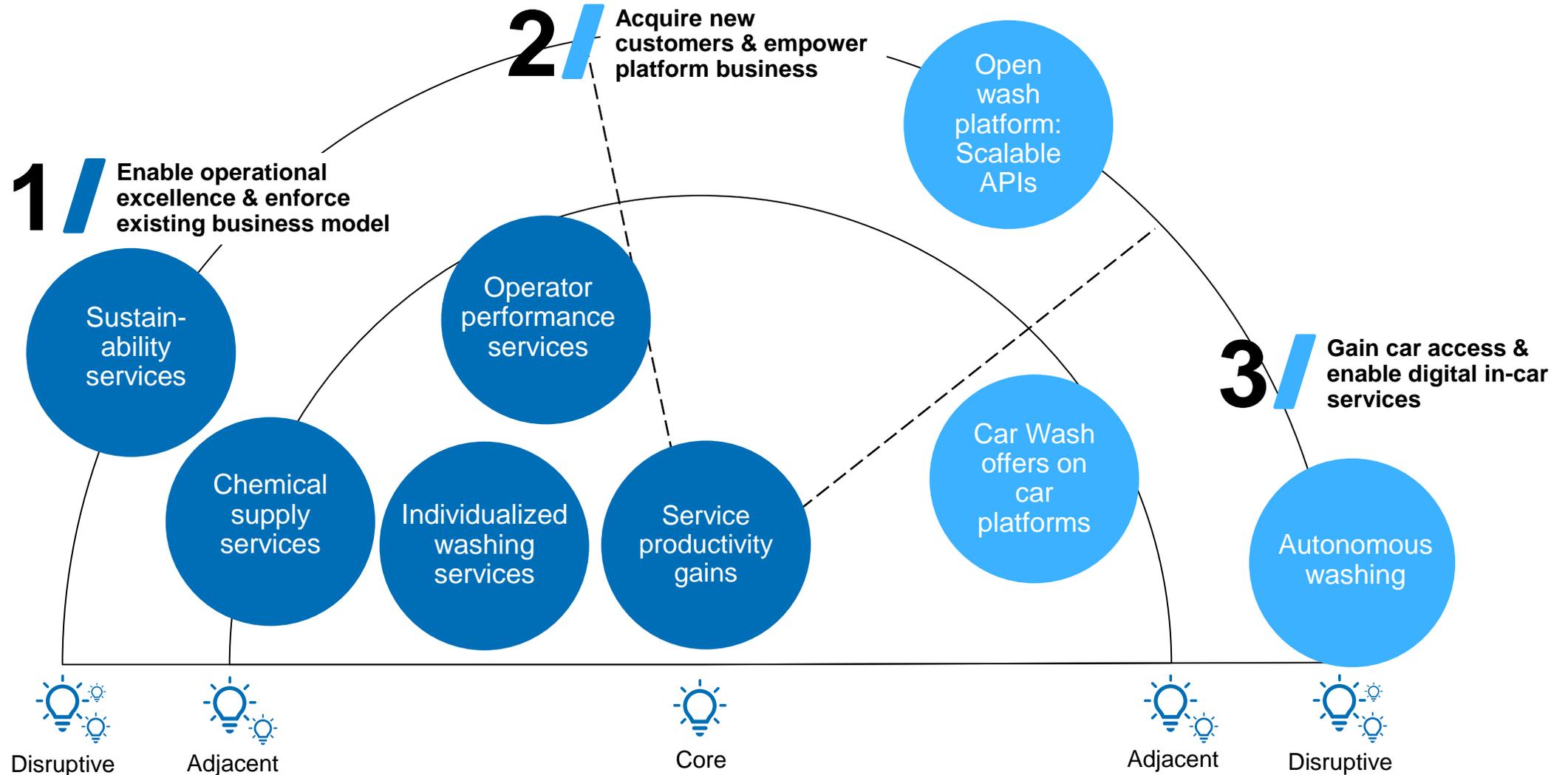


- **53.500 machines in operation**, washing 3 million cars/day
 - With **over 32.000 Roll Over machines** clear market leader
 - High potential of **machines with Water recycling**
- Worldwide**
installed base ~ 53.500
- | |
|-----|
| 60% |
| 17% |
| 14% |
| 6% |
| 3% |
- Waterrecycling
Jet Wash
Truck&Bus
Tunnel



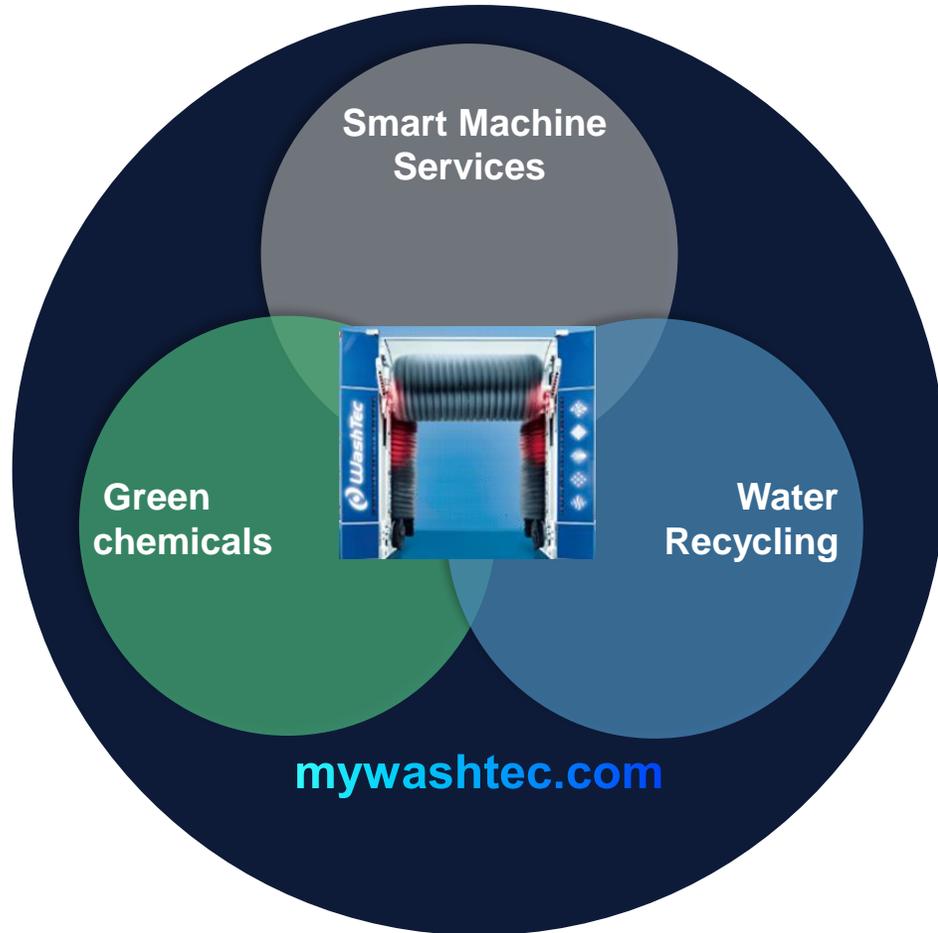
Digital transformation - generating Customer Value on the installed base

We are moving toward customer-centric value propositions in three directions enabled by our digital platform



Combination of Packages for a Sustainable & Digital Car Wash Solution System

„Bundle“: The combination of physical systems and complementary digital and non-digital services



Bundles: **Remote Support**

- Connected Machine
- Connected Water Reclaim System (AquaPur Modular)
- Remote Service Contract



Bundles: **Chemical & Sustainability**

- Connected Machine
- Connected Water Reclaim System (AquaPur Modular)
- Green Chemical Supply Contract
- Automated Chemical Supply Service
- Water Recycling Performance Monitoring via my.carwash



Bundles: **Digital Ticketing & Total Care & Flate Rate**

- Connected Machine
- Digital Ticketing my.washtec.api / App-based machine start
- TotalCare & Flate Rate



Digital Platform


Data Pipeline & Data Warehouse enables comprehensive business intelligence and machine learning applications for service & sales



EasyCarWash
EasyCarWash light



mywashtec.api

1,000 systems connected

- Digital ticketing
- Digital ticketing with direct wash activation via app
- 300.000 tickets/month
- Machine status information
- Machine reporting

mywashtec.com

> 10.000

Car washes available



Digital Technician



RemoteAssist



HelpDesk



my.Service

- Direct remote access
- Status, consumption & event log
- System history
- Notifications
- Troubleshooting & knowledge portal
- Wash program configuration
- Remote parameterization
- Software downloads
- Contracts & warranties
- Service access



my.CarWash

- Plant overview
- Status overview
- Washing figures & turnover
- Water consumption & conductivity
- Notifications
- Help with error messages
- Service contact
- Contracts & guarantees

SmartCare – Next generation superior rollover machine 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



WashTec / Mark VII Tunnel – Scalable platform for Europe, North America, and Asia

Global player and inventor of car wash tunnels

Recognized as preferred car wash partner for OEMs for years

North America / Asia:
Scalable for high conveyor speed and high throughput

Europe: Medium conveyor speed and focus on premium Wash Quality

Connected Machines: access through digital platform mywashtec

Soft touch technology by electronic control

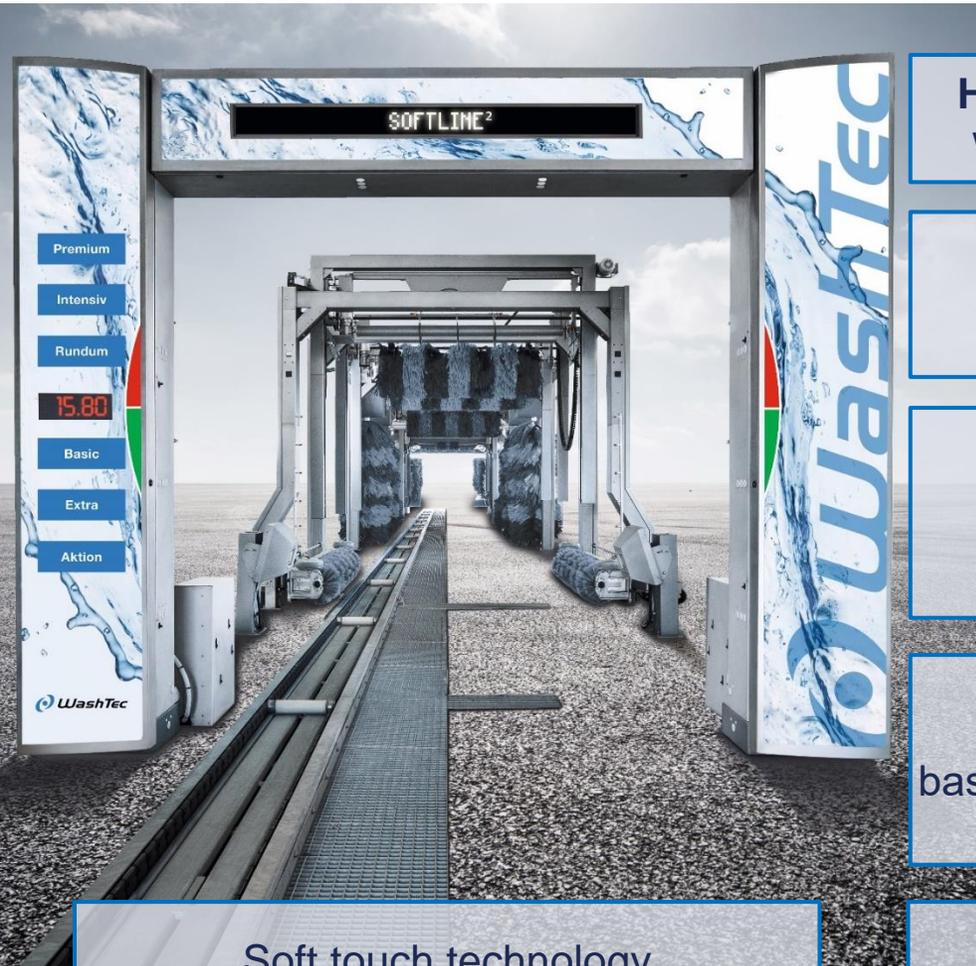
High quality range of equipment with ~ 100 tunnel projects/year

Minimum length due to linear technology

Scalable modular system perfect to complement existing suppliers

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

Green Car Care Chemicals available

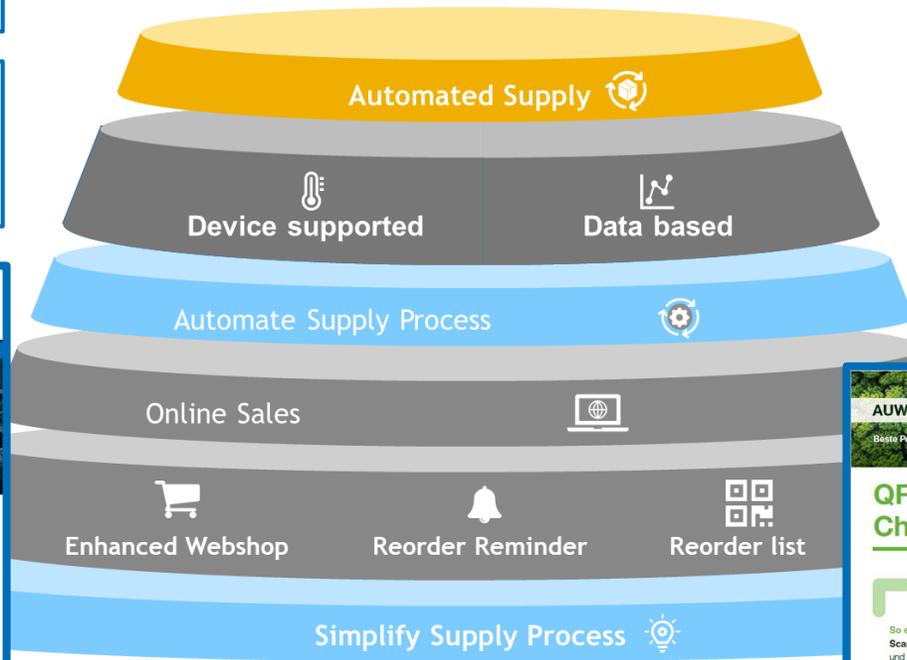
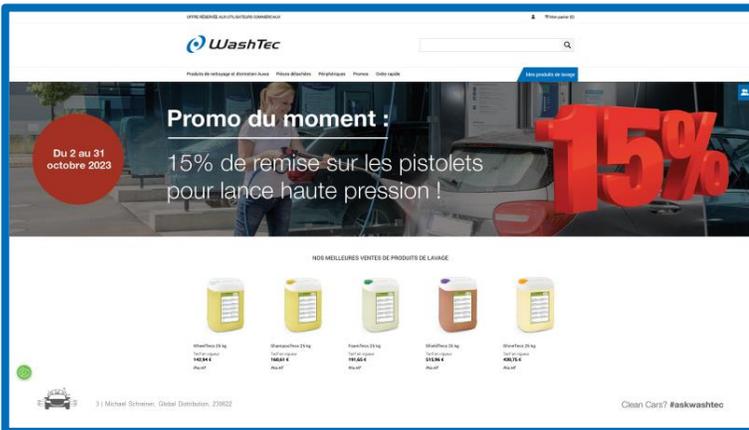


Chemical & Sustainability Bundles Automated Supply



**Automated Supply
Device and Data supported**

Webshop
> 50% Orders via Webshop
Reorder List & reminder



Green Car Care Certificate
Site with: (1) WashTec machines,
(2) GreenCarCare chemicals,
(3) water treatment system



- Legend**
- Customer value
 - Digitalization
 - Business model

**Reorder List &
Reorder reminder**



We are committed to integrating sustainability into our business model

The WashTec Sustainability Program
sustainability@washtec



1. Second Comprehensive sustainability reporting:
[WashTec sustainability website](#)
2. ESG Company of the Year 2022 –
Awarded by Business School Augsburg





WashTec

CLEAN CARS®



Event Calendar 2023 and Financial Calendar 2024

Date	Event
November 27-29, 2023	Equity Forum, Frankfurt
Date	Event
March 27 th , 2024	Annual report 2023 Financial press conference
May 6 th , 2024	Q1 Statement 2024
May 14 th , 2024	Annual General Meeting
August 5 th , 2024	Half-yearly financial statement 2024
November 6 th , 2024	Q3 Statement 2024



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