

With our effective
system
sustainable
successful.



Andreas Pabst | CFO

Hamburger Investorentage (HIT) | February 8th, 2024



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Introduction to WashTec AG

 WashTec



WashTec – der Ursprung der CarWash-Industrie



1962
Birth of the car wash industry (in Augsburg, GER)

2000
Foundation of WashTec AG, GER

2006
Acquisition of Mark VII, USA

2009
Acquisition of AUWA-Chemie GmbH

Today
Rollover, Tunnel, Truck & Bus, Jet Wash, Water Recycling, Chemicals, Service, Digital Platform, ...



We are full-range provider of car wash products and solutions

Digital Platform



Equipment

Rollover



Tunnel



Truck & Bus



Jet Wash



After Sales

Water Recycling



Chemicals



Service



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%)

¹) UNECE, eurostat, etc. 2019

² standard 7 washes per car p.a.
subscription 25-30 per car p.a.

*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

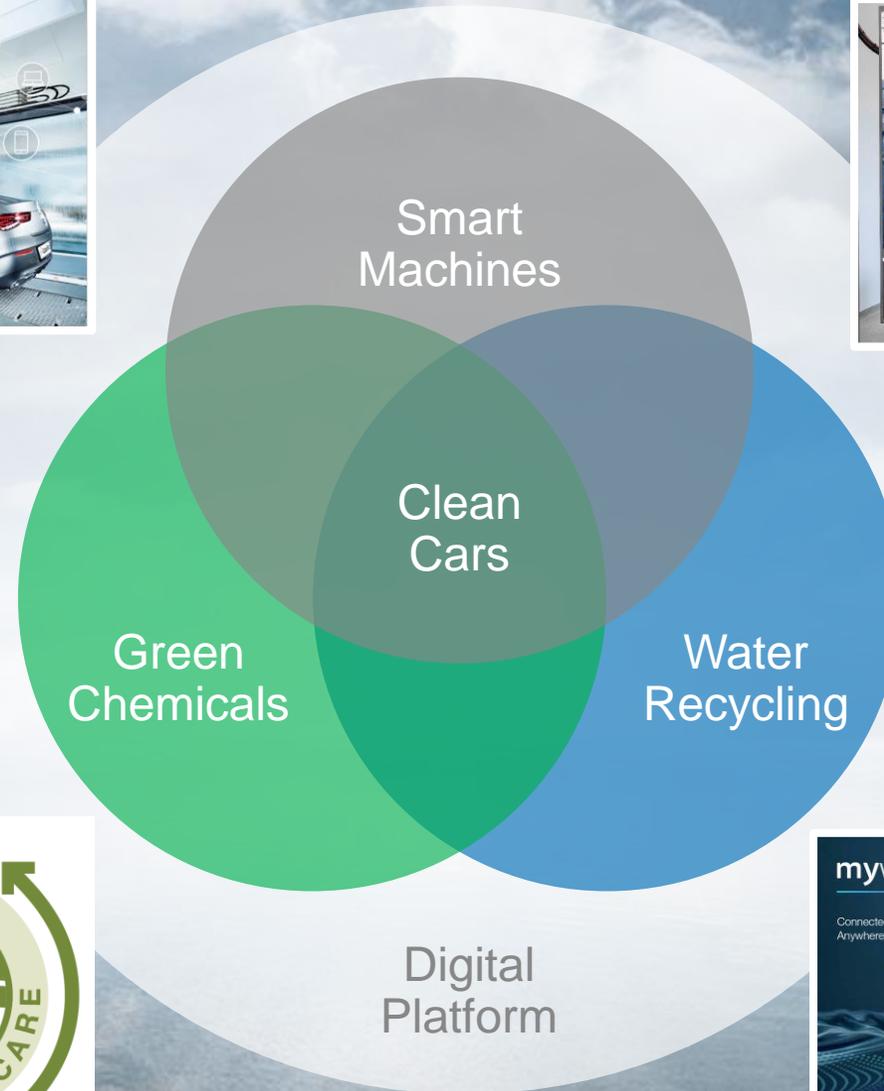
Car Market

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 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



Smart
Machines



Clean
Cars

Green
Chemicals

Water
Recycling

Digital
Platform



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“



We serve global and local customers

Mobility Hubs



Retail



Automotive

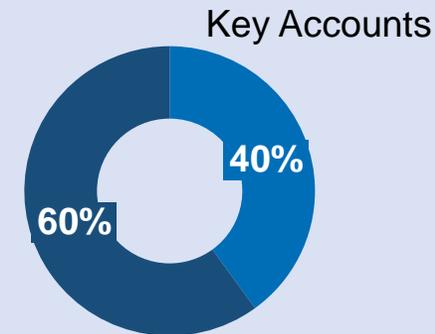


Wash centers



Distribution of sales by customer:

- We generate ~40% of our sales with key accounts (major customers). This ensures stable capacity utilisation.
- In some regions, the key account share is somewhat higher

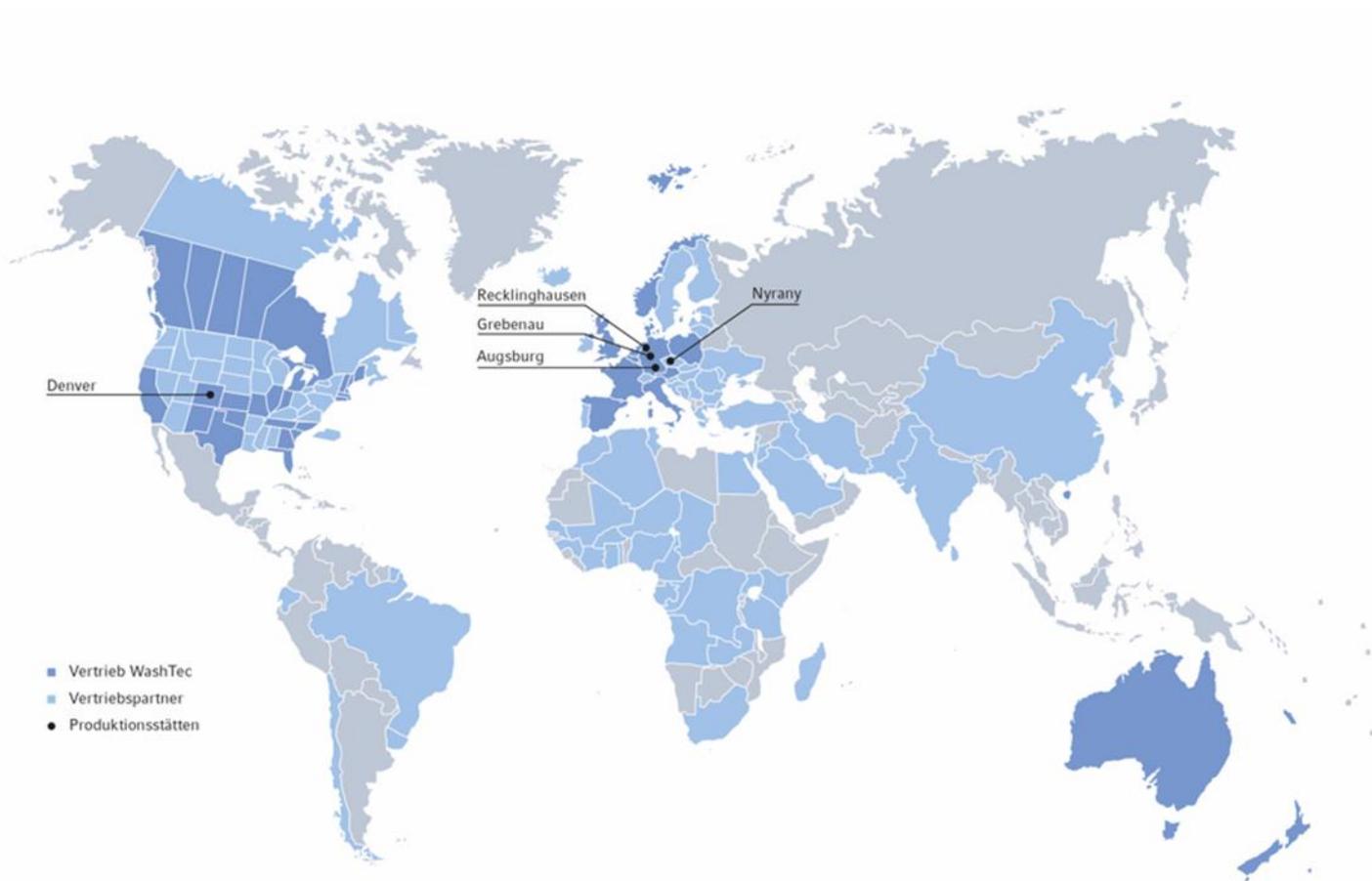


Non Key Accounts

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



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



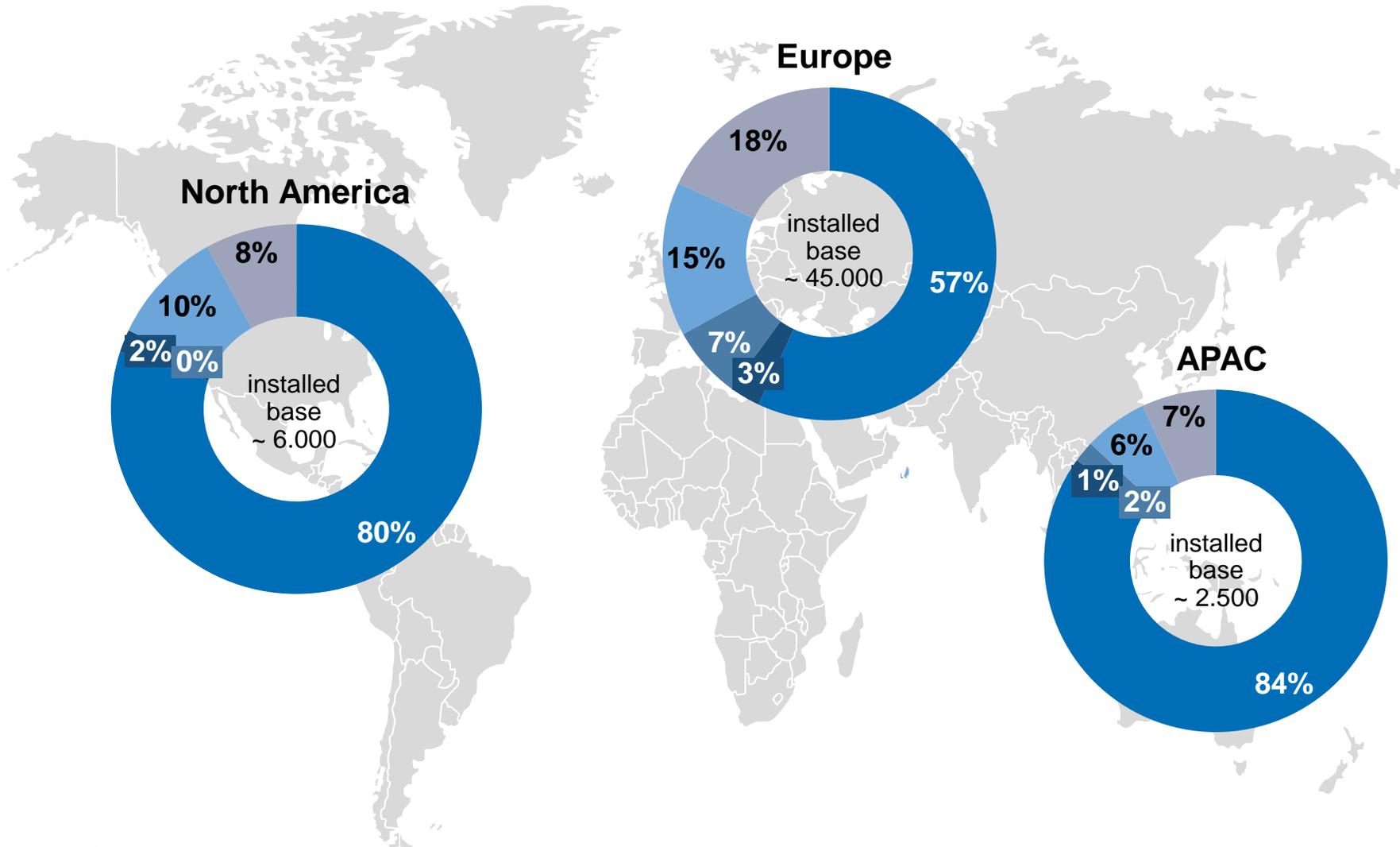
50 years of innovation leadership



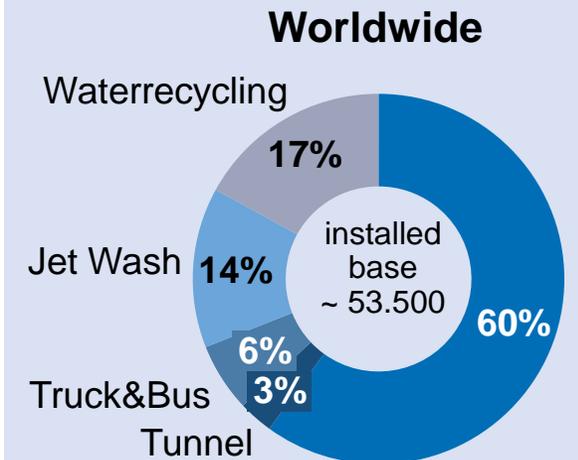
Sustainable profits & high cash flows



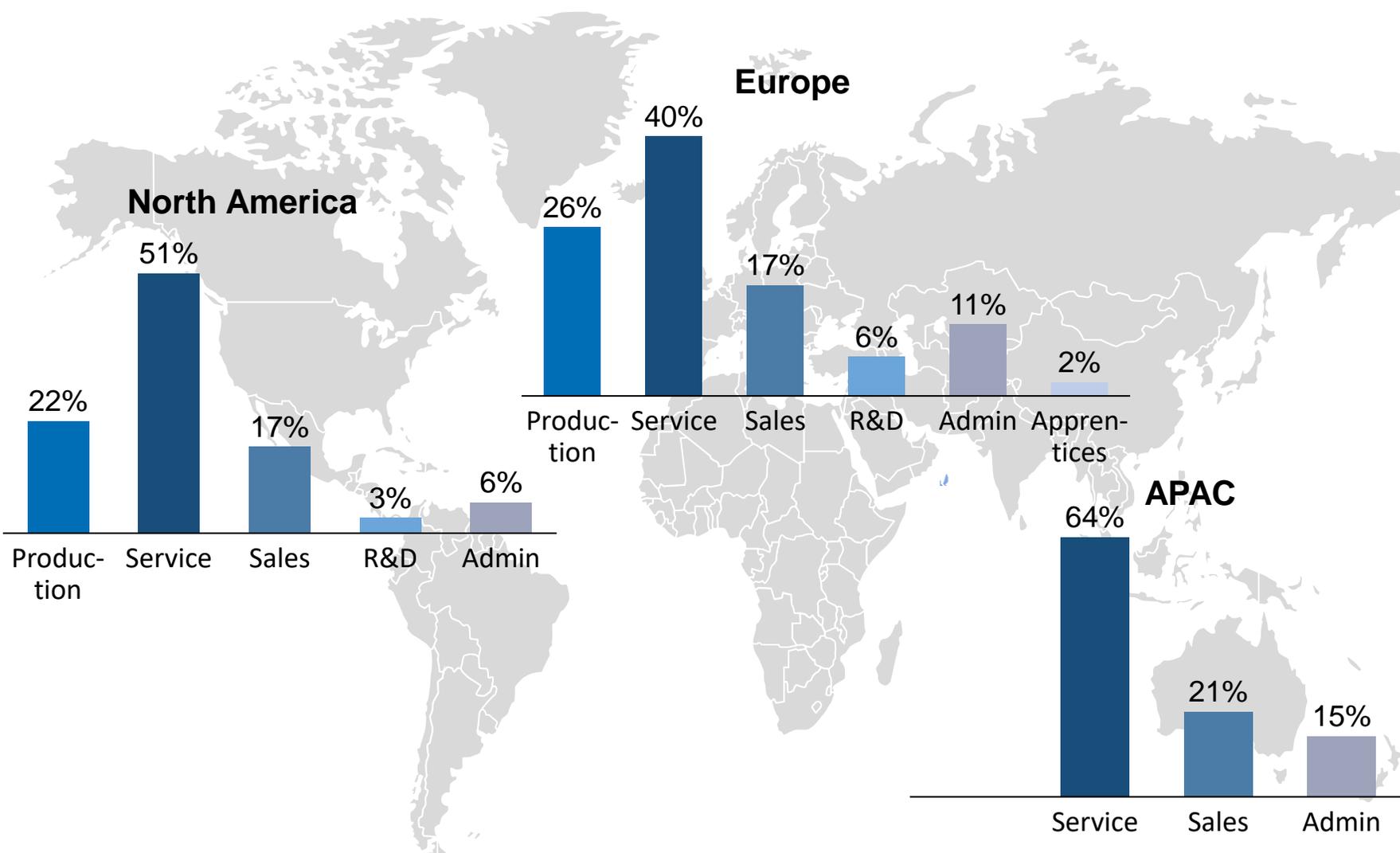
Our installed base – 53.500 units



- **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**



Our Team – ~1.800 highly motivated „WashTecs“



- ~ 1.800 employees worldwide
- over 700 service employees worldwide we ensure high uptime for our customers

Worldwide

Function	Percentage
Production	25%
Service	42%
Sales	17%
R&D	5%
Admin	10%
Apprentices	1%



Latest news

11. Januar 2024

WashTec AG: Strategische Veränderungen in der Region Asien/Pazifik –
Neuaufstellung im chinesischen Markt



WashTec und ryd schließen wegweisende
Kooperation: Mit ryd wash Autowäsche
mobil bezahlen



Press Release

8.2.2024

For Immediate Release

19. Dezember 2023

WashTec and Superoperator Announce Strategic Global Partnership to Revolutionize the
Car Wash Industry.

WashTec AG: Wechsel im Aufsichtsrat - Dr. Günter Blaschke beendet
nach annähernd 10 Jahren sein Mandat, Ulrich Bellgardt übernimmt
Vorsitz



2

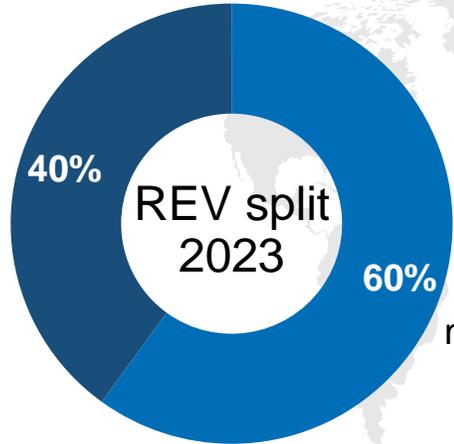
Strategic
opportunity
by digital
trans-
formation

 WashTec



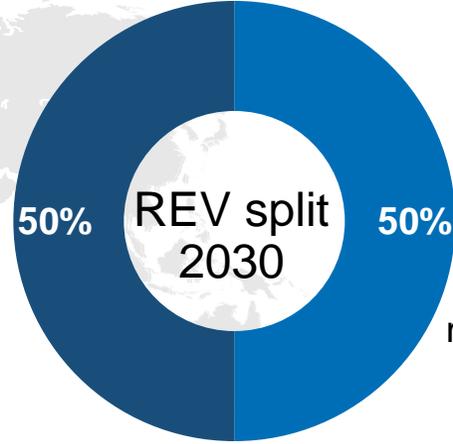
WashTec Group: REV development projection 2022 to 2030

service, chemistry, others



machine

service, chemistry, others

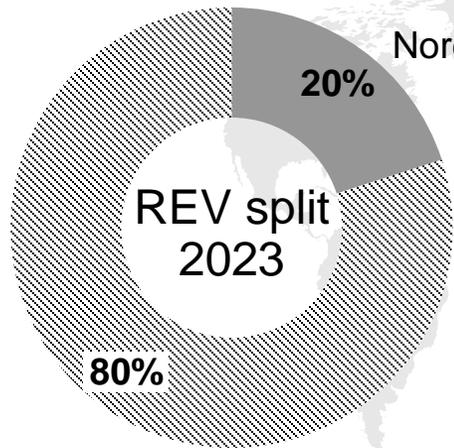


machine

Growing share of after sales

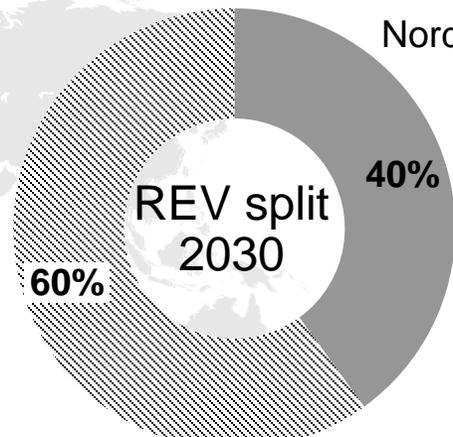
- Through our "effective system", we will continuously expand the share of after-sales business; from ~40% in 2023 to 50% in 2030
- Digitalisation as an enabler for further bundling
- Group EBIT% will continue to grow thanks to higher margins in After Sales

Nordamerika



Europa et al.

Nordamerika



Europa et al.

Growing share of North America

- The share of sales in North America will increase from around 20% in 2023 to over 40% in 2030.
- This increase will be achieved by expanding the installed base, particularly in the tunnelling business, as well as by growing the chemicals and service business.



SmartCare – Next generation superior rollover machine platform

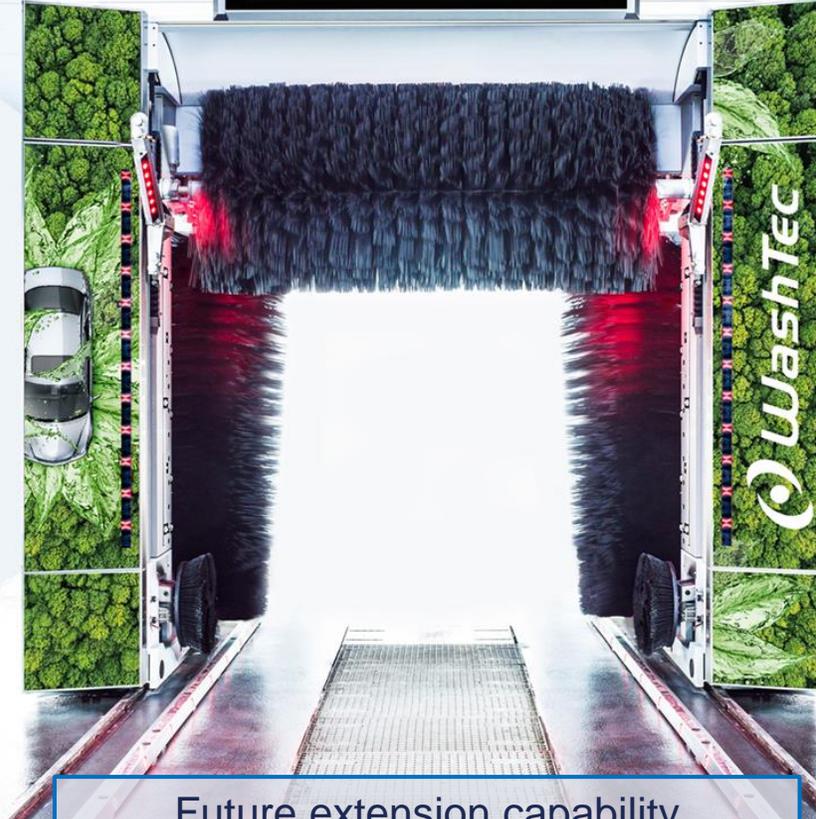
SMART

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 an 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



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

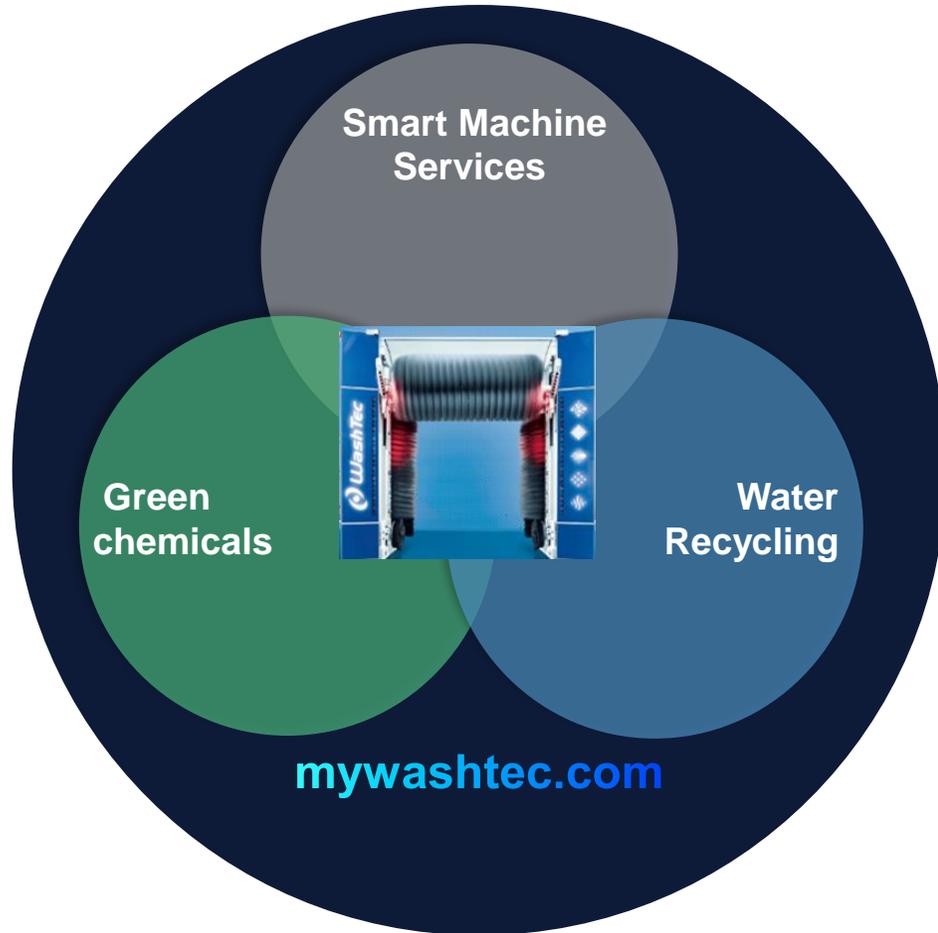


my.CarWash

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

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



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2023 –
preliminary
figures

 WashTec



Guidance 2023

	2022	Guidance 2023	2023	
Umsatz	482 €m	similar level to the prior-year level +/-3%	490 m€	✓
EBIT	38 €m	significant increase by around 10%	42 m€	✓
Free Cashflow	16 m€	significant increase around 10%	46 m€	✓

This guidance is fundamentally subject to uncertainties. These may result, for example, from a possible escalation of the conflicts in Ukraine and the Middle East, a significant deterioration of economic conditions in key sales markets, or additional burdens from structural adjustments.



2023 at a glance - preliminary figures

Mainly due to a strong service and chemicals business, WashTec is reporting an increase in sales to a new record level of €490 million for 2023. Revenue of >€100 million was also achieved again in North America.

WashTec achieved an EBIT of 42 million euros compared to 38 million euros in the previous year. This corresponds to an EBIT margin of around 9% (previous year 8%).

Free cash flow totalled 46 million euros, compared to 16 million euros in the previous year, which represents a significant increase.

Revenue

490 €m (PY 482 €m)

EBIT

42 €m (PY 38 €m)

Free Cashflow

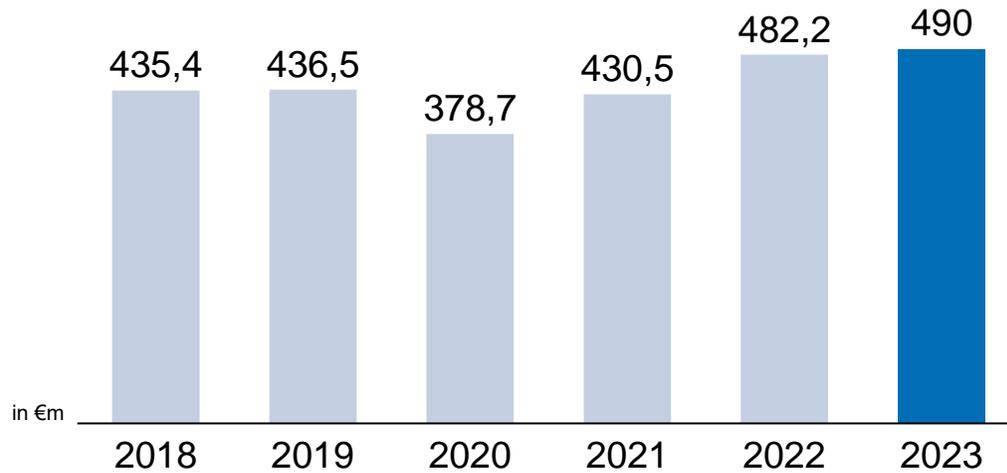
46 €m (VJ 16 €m)



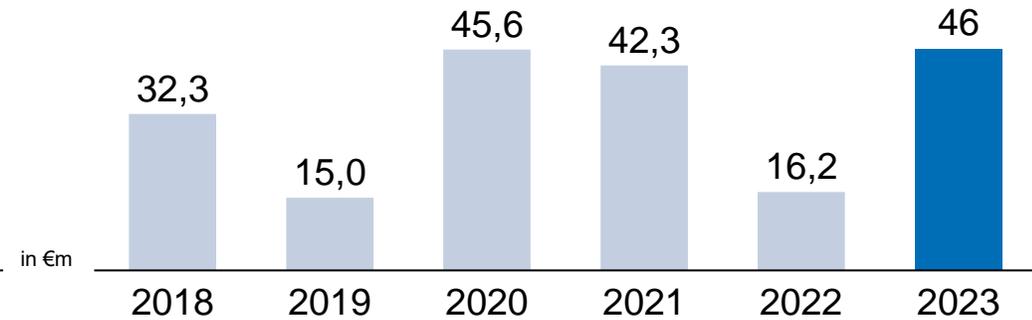
Overview of KPIs from 2018 - 2023*

*preliminary figures

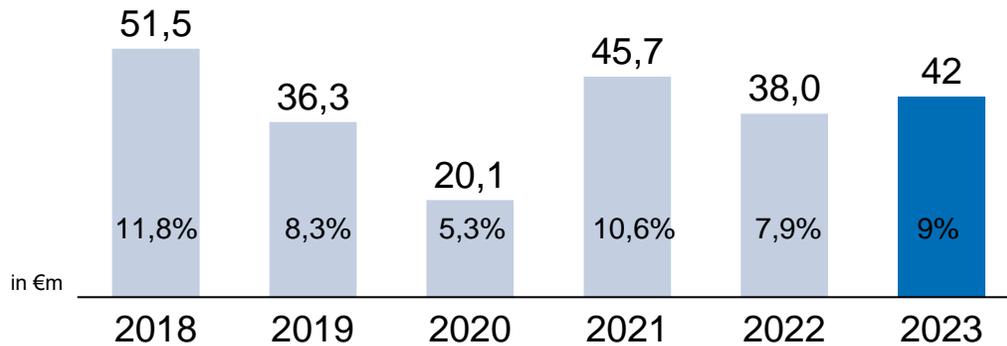
Revenue



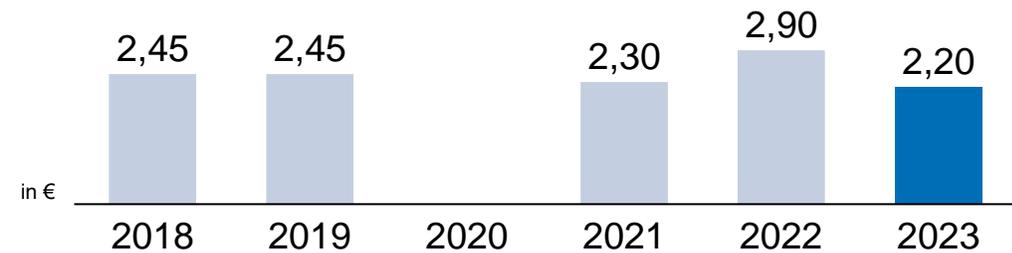
Free Cashflow



EBIT und EBIT-Margin



Dividend per share**

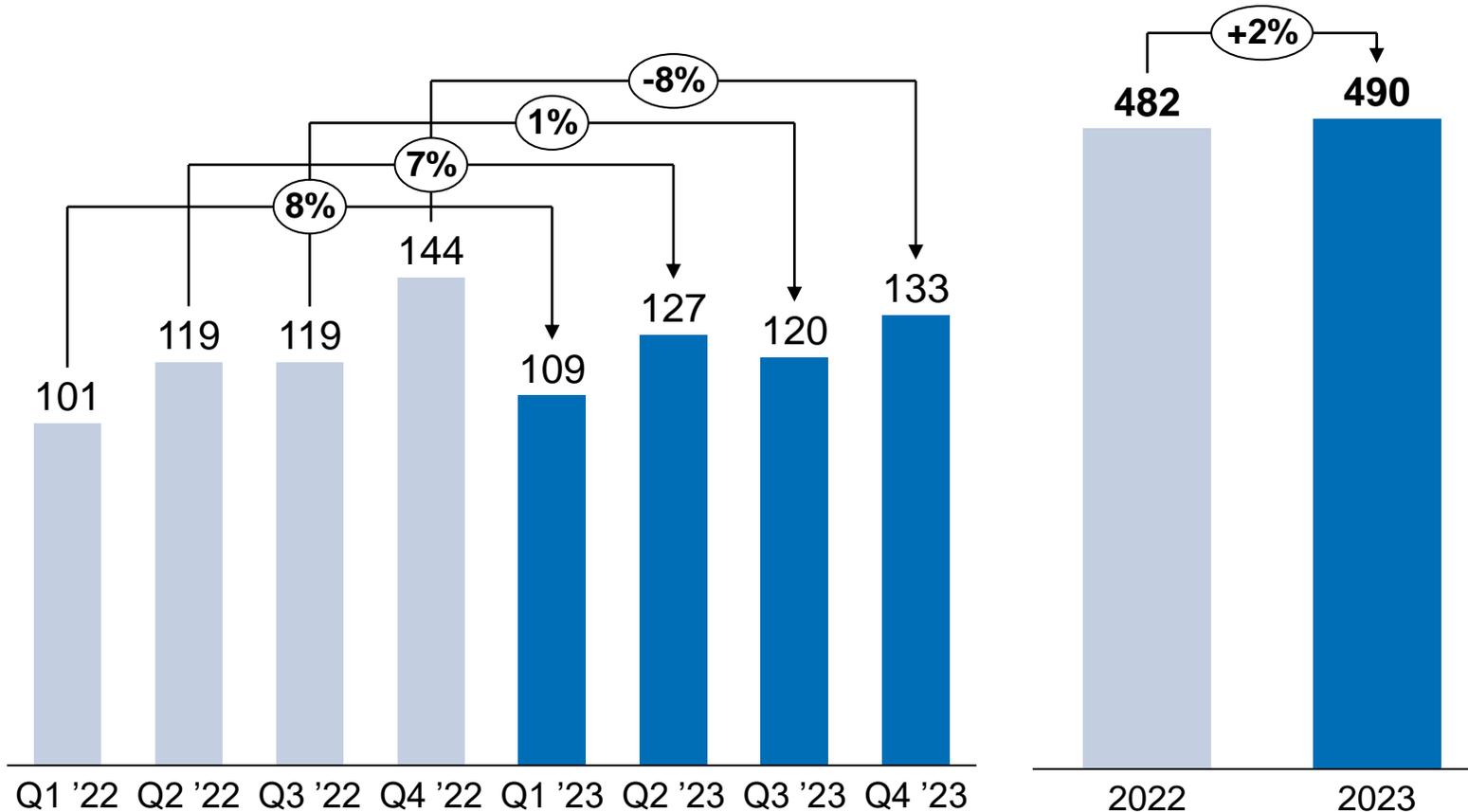


** paid in the financial year for the previous year



Development of revenue* in € million by quarter and for the year as a whole

*Preliminary figures (rounding differences may occur)



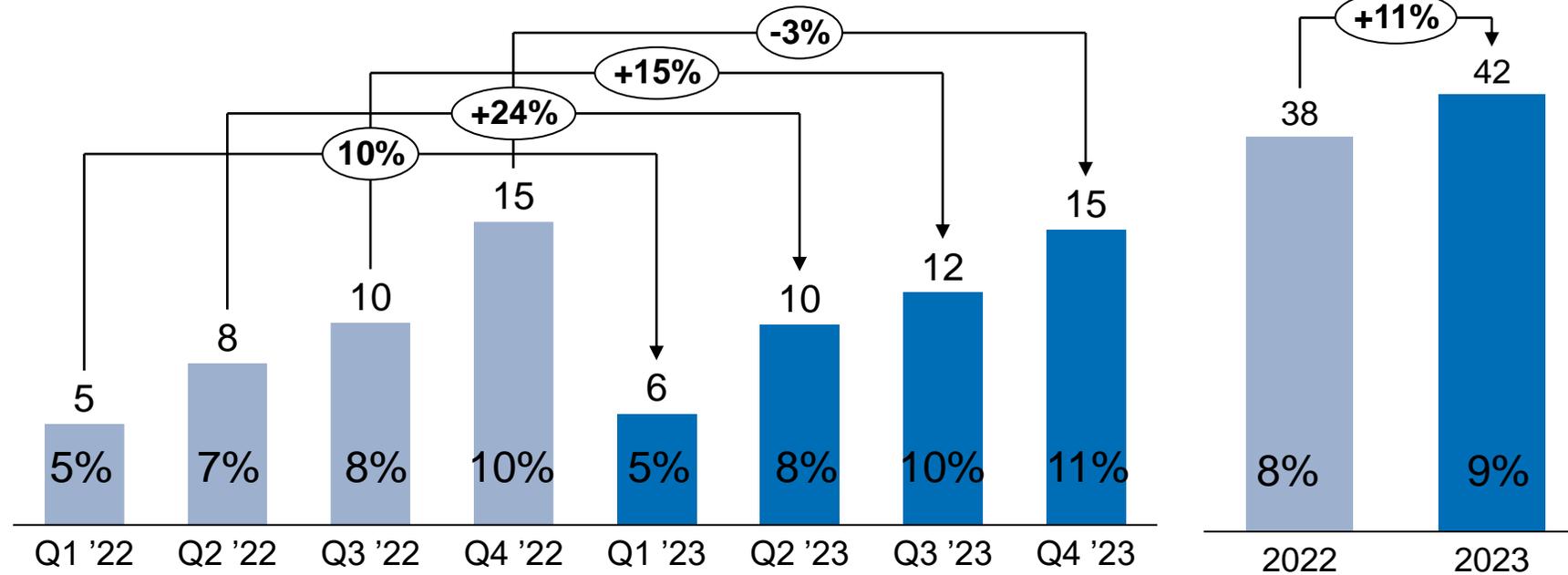
- In terms of sales, the quarters of 2023 do not show the typical long-term trend as in the previous year: Q1 < Q2 < Q3 < Q4
- After three quarters above the previous year, Q4/23 was unable to match the historically high quarterly sales of Q4/22. Quarterly sales were 8% below the previous year.
- In total, a **new record** revenue of € 490m was achieved in 2023



EBIT* development in € million by quarter and for the year as a whole

*Preliminary figures (rounding differences may occur)

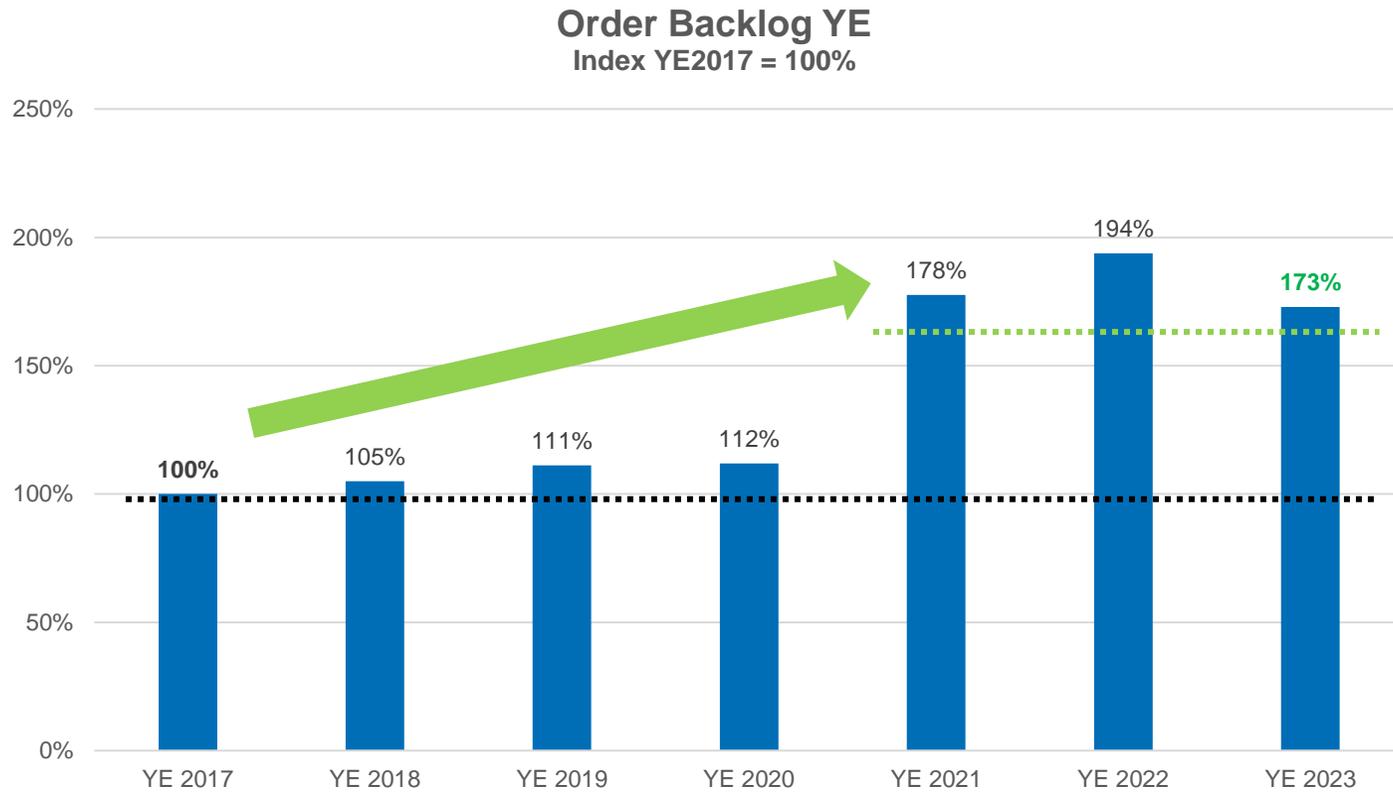
EBIT und EBIT-Margin*



- EBIT margins increased in each quarter of 2023 thanks to consistent cost management and were at or above the previous year's level in each case.
- EBIT for the financial year was up 11% on the previous year; the EBIT margin rose to 9% (previous year 8%)



Development of the order backlog



4

ESG –
We are
committed

 WashTec



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 - 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)



*based on energy prizing in August 2022

The WashTec Sustainability Programm

Environmental sustainability

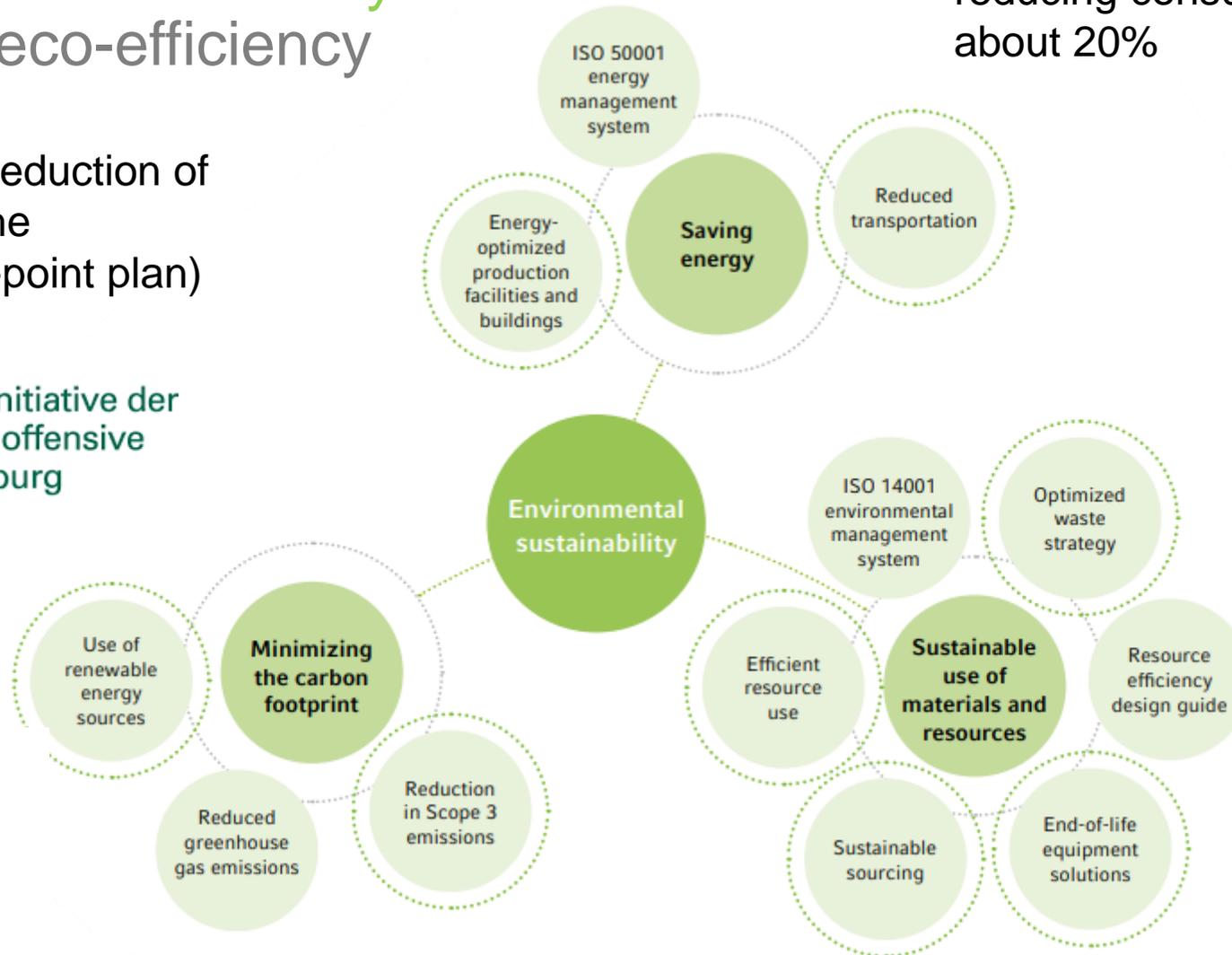
Dedicated to eco-efficiency

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



The WashTec Sustainability Programm

Social sustainability

Care for people & culture



We embrace the next generation



We care about Diversity



We master Agile Process



We are striving for excellence



Clean Cars? #askwashtec

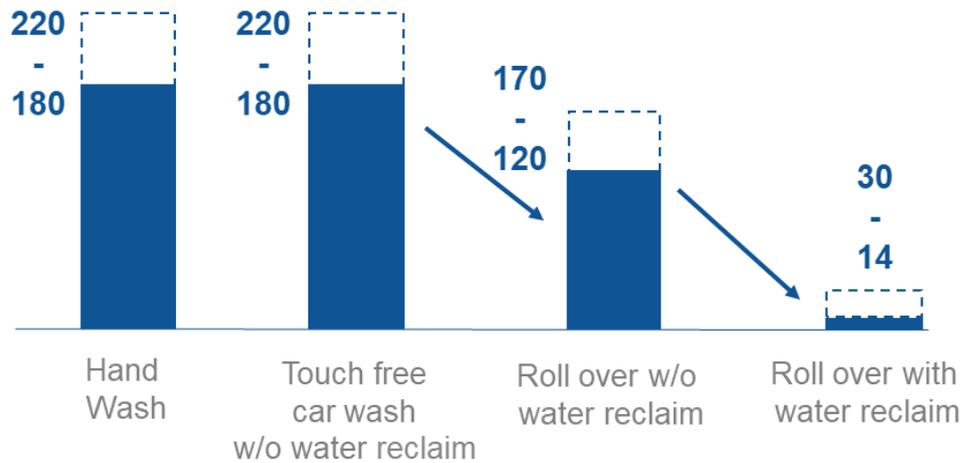


WashTec - economic sustainability

Leadership in sustainable carwash

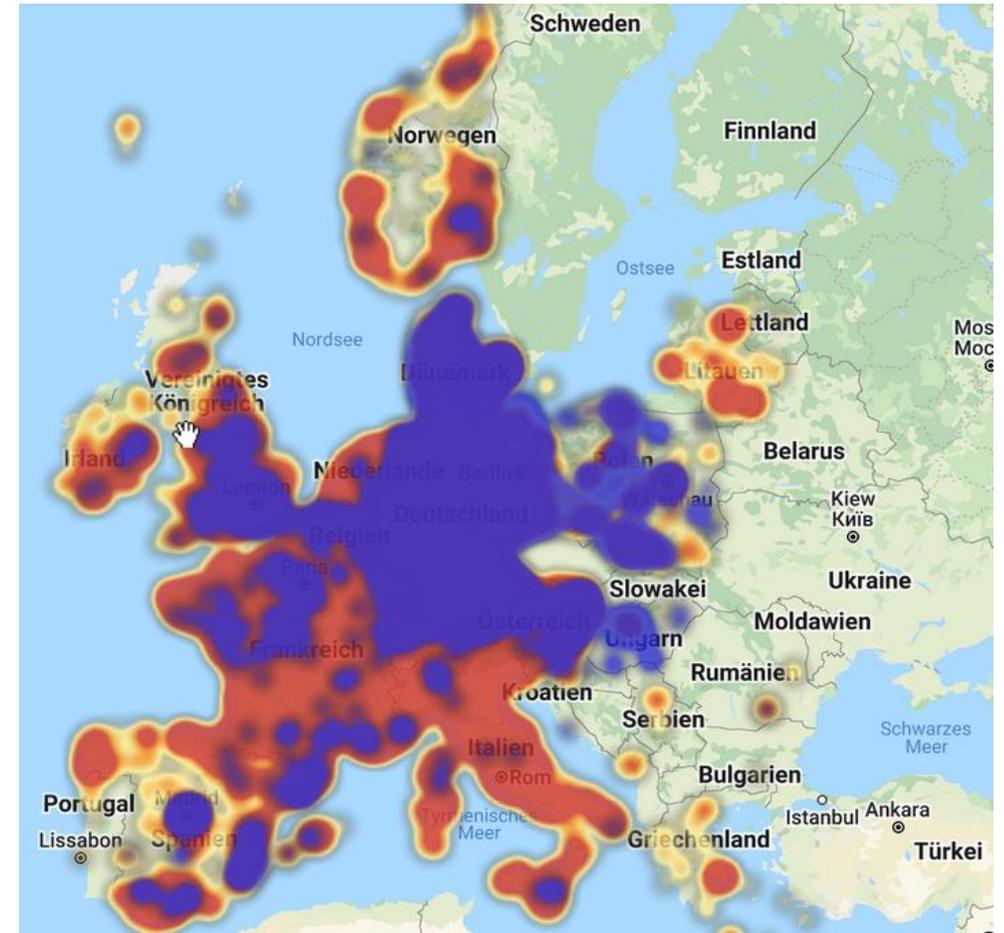
Measures drought

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



5

2022 -
Long-term
financial
figures*



*Rounding differences may occur



Overview 2013 - 2022

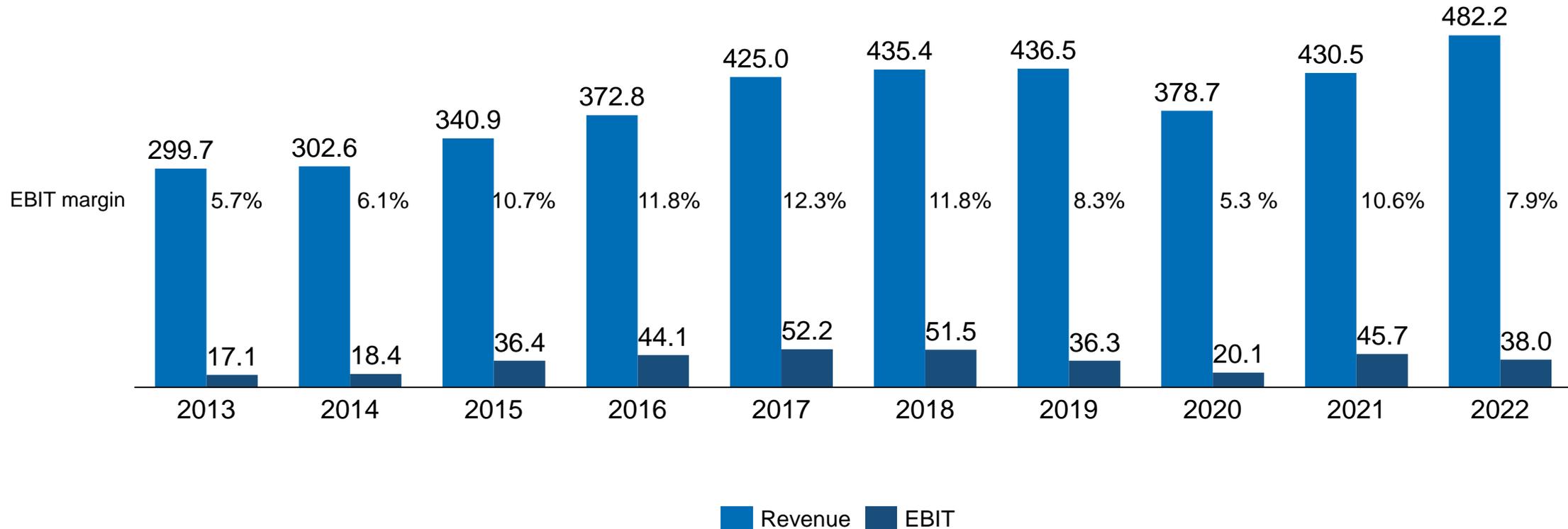
in €m

		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	51.2	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
Share Price	31.12.	10.70	13.10	30.50	49.50	78.70	60.40	53.70	43.65	55.00	34.50



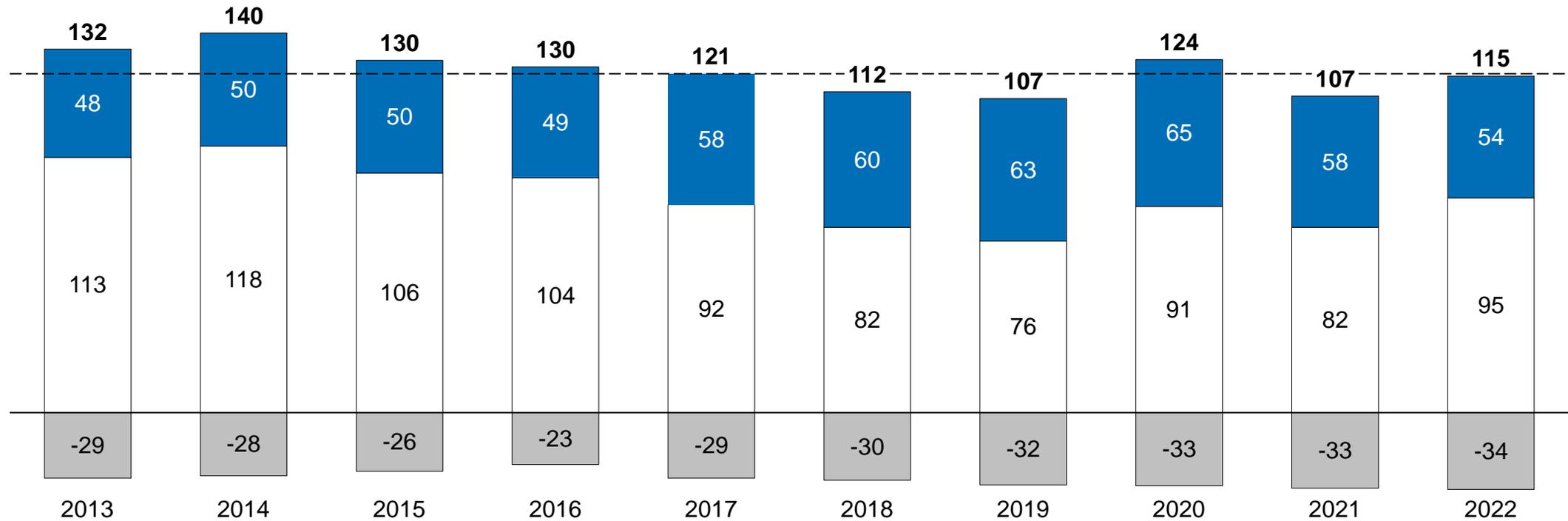
Overview Revenue, EBIT and EBIT-Marge

in €m



Cash Cycle

in days

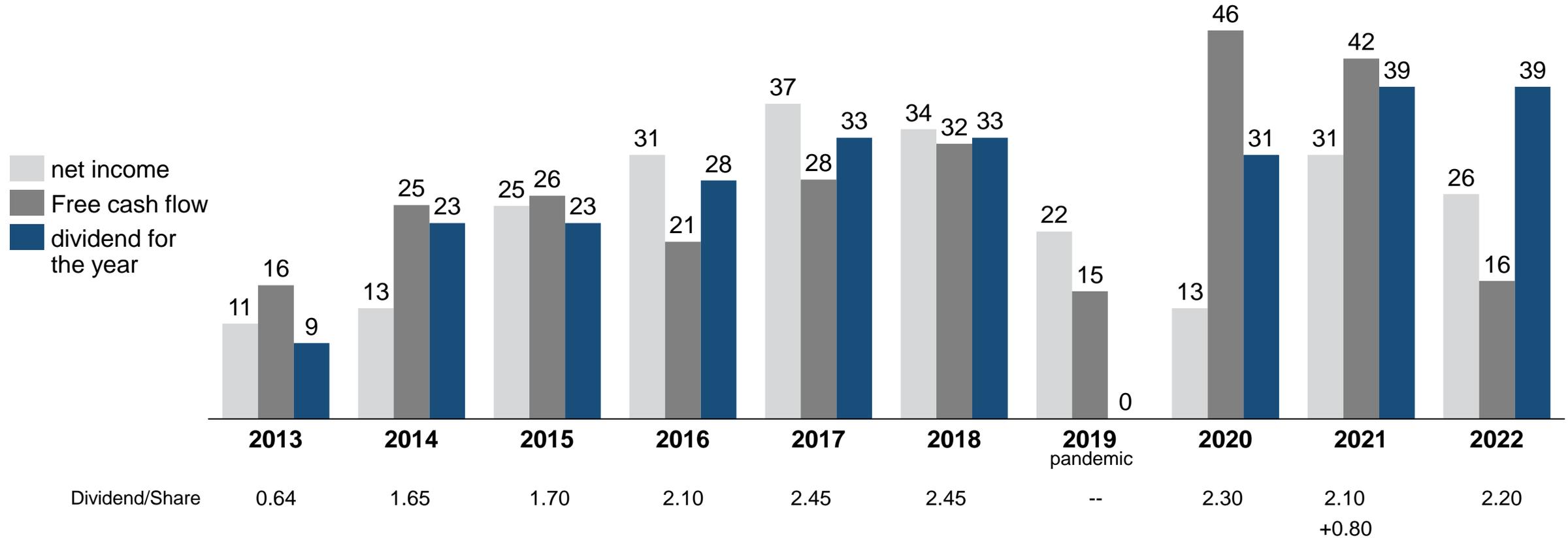


■ DSO ■ DIO ■ DPO



Overview Net income, Free cash flow, dividend

in €m





WashTec

CLEAN CARS®



Financial Calendar 2024

Date	
March 27 th , 2024	Annual Report 2023
May 6 th , 2024	Publication of Q1 Report 2024
May 14 th , 2024	Annual General Meeting 2024, Augsburg
August 5 th , 2024	Publication of H1 Report 2024
November 6 th , 2024	Publication of Q3 Report 2024



Disclaimer

Cautionary note with regard to forward-looking statements: This document contains forward-looking statements and statements of future expectations that reflect management's current views and assumptions with respect to future events. Such statements are subject to known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied and that are beyond WashTec AG's ability to control or estimate precisely. In addition to statements which are forward-looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential, or continue' and similar expressions identify forward-looking statements. Actual results, performance or events may differ materially from those statements due to, without limitation, (i) general economic conditions, (ii) future performance of financial markets, (iii) interest rate levels (iv) currency exchange rates (v) the behaviour of other market participants (vi) general competitive factors (vii) changes in laws and regulations (viii) changes in the policies of central banks, governmental regulators and/or (foreign) governments (ix) the ability to successfully integrate acquired and merged businesses and achieve anticipated synergies (x) reorganization measures, in each case on a local, national, regional and/or global basis. WashTec AG does not assume any obligation and does not intend to update any forward-looking statements to reflect events or circumstances after the date of these materials.

No obligation to update information: Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures. WashTec AG does not assume any obligation and does not intend to update any information contained herein.

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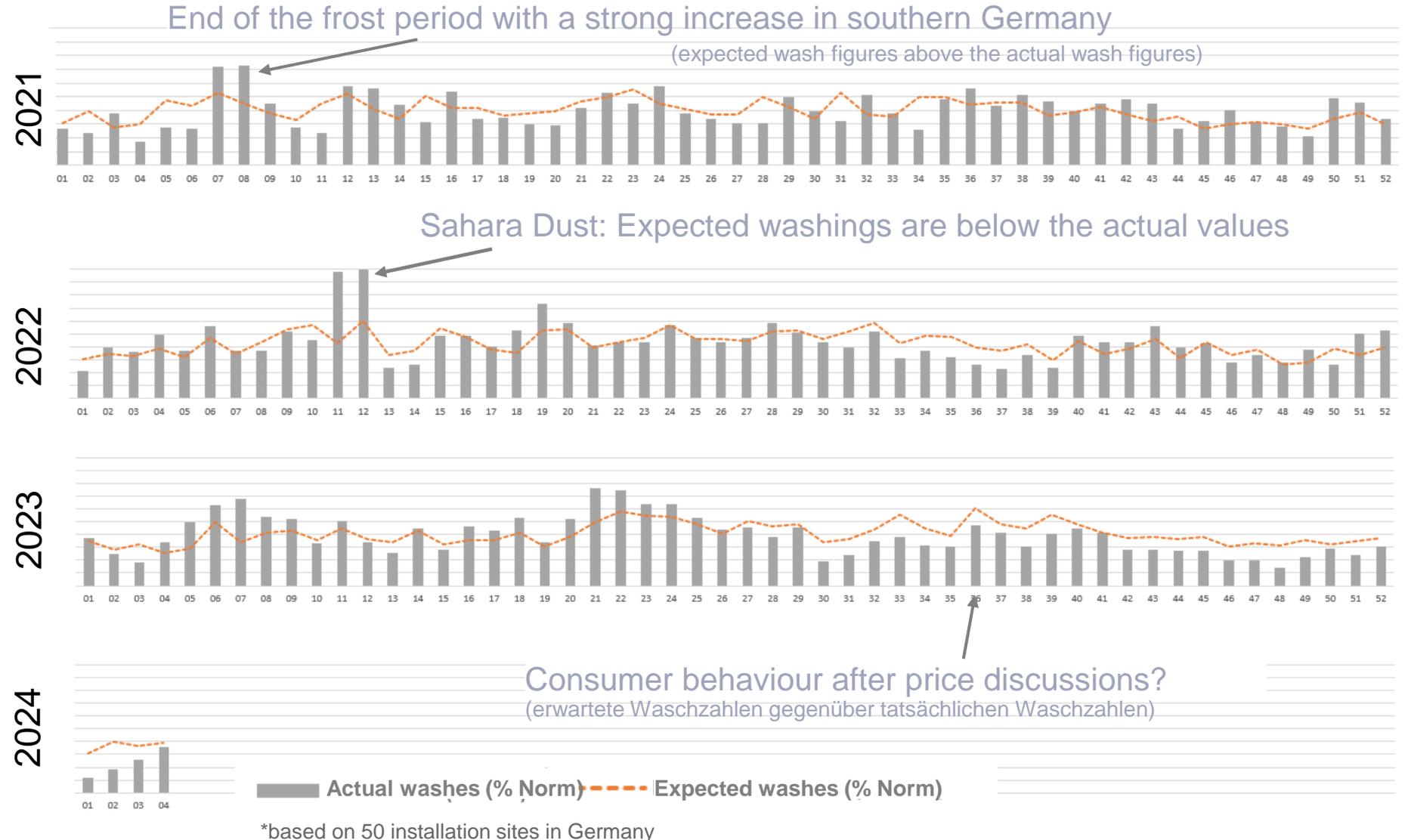
BackUP

 WashTec



Over 10,000 networked machines provide valuable data

A look at the actual washing behaviour *



Digitalization

- Dashboard
- Favorites
- Machines
- Bulletins
- Partners
- Download Center
- Knowledge Portal BETA
- Administration
- Help
- Legal
- Cookie settings

Country ▼ Service Organisation ▼

Dashboard

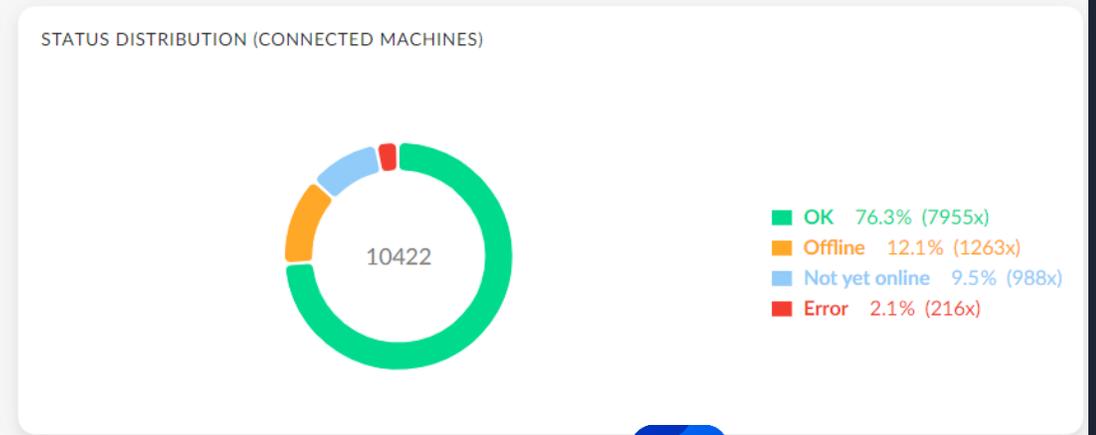
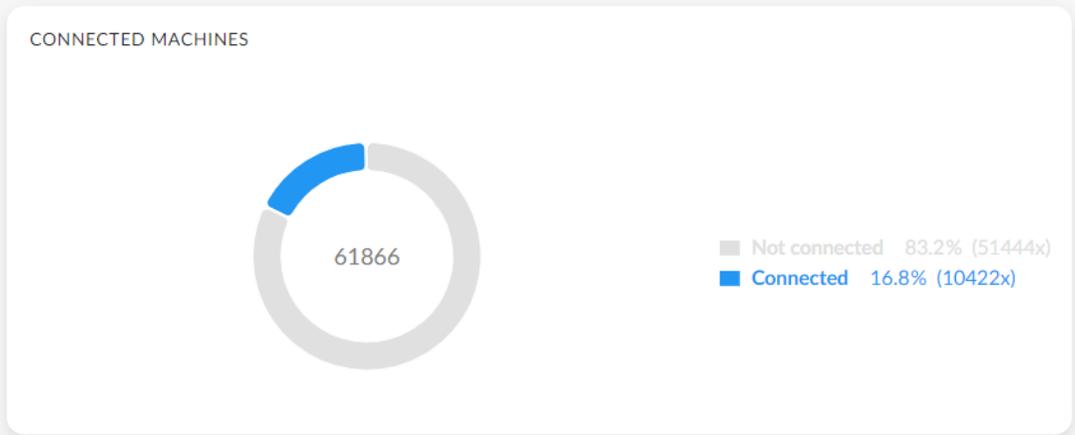
Status monitor 61866

**10422**
CONNECTED MACHINES

**7955**
MACHINES THAT ARE OK

**216**
MACHINES IN ERROR STATE

**1263**
MACHINES OFFLINE



Digitalization

mywashtec.com Search my.Service cklees@washtec.com

- Dashboard
- Favorites
- Machines
 - WASHTEC SHOWROOM 2
 - Overview
 - History
 - SMARTCARE X SmartCare Shell
 - Status
 - WashLink
 - SMARTCARE V2 SmartCare Links Showroom
 - Status
 - WashLink
 - SMARTCARE X SmartCare Rechts Showroom
 - Status
 - WashLink
 - AQUAPUR MODULAR
- Bulletins
- Partners
- Download Center
- Knowledge Portal
- Administration
- Help
- Legal
- Cookie settings

SMARTCARE X
SmartCare Rechts Showroom
AN-0030351233-10000 | 049-102780410000

WASH STATE: Currently not washing
VERSION: 800.4.92 / 4.3.322 / 3.3.21
LAST COMMUNICATION: 2024-02-06, 15:54
COUNTER: 3264
STATUS RECEIVED: 2024-02-06, 15:54

Outside Back Front Technic

STOP OK CANCEL SET TO HOME POSITION ARCHIVE CP

* Portal vorwärts
Programmauswahl 1,2,... OK Abbruch
Smartcare Version 800.004.092 V2
R

Currently no error

1 2 3 OK Cancel
+., ABC DEF

Digitalization



Digitalization

mywashtec.com Search  my.Service cklees@washtec.com

SOFTCARE² PRO | NO DH RO-SIMULATOR

WASH STATE: Currently not washing | VERSION: 574.0.8 / 4.5.64 / 5.1.84 | WASH PROGRAMS: Version 38 (2024-01-30, 11:21) | TECHNICAL MANUAL: Open in new tab

Wash Programs

Display Name	Status
P1 Wash 1	enabled
P2 Wash 2	enabled
P3 Wash 3	enabled
P4 Basispflege	enabled
P5 Schnellpflege	enabled
P6 P6	enabled
P7 CREATE +	
P8 CREATE +	
P9 CREATE +	

Wash 1

[WASH PROGRAM CONFIGURATOR](#)

Status enabled
Enabled wash programs are available for sale to all wash customers. Disabled wash programs cannot be sold or used.

Price: NOK 1.00 | Promo Price: NOK 0.00

EAN: 0000000000000 | EAN Promo: 0000000000000

Change the article number only in exceptional cases.

DELETE



Digitalization

mywashtec.com my.Service @washtec.com

- Dashboard
- Favorites
- Machines
- Bulletins
- Partners
- Download Center
- Knowledge Portal** (BETA)
- Administration
- Help
- Legal
- Cookie settings
- v3.1 (2024.05-3399eea)

Languages

Products

- JW | JetWash system
- WT | Water Technology

Target group

Subject

Information type

Components

- Chemical system
- Network technology
- Sensor / measuring device
- Signalling system
- Control / electronics
- Water / air valves
- Water reclaim

SEARCH MODE Default Deodorization

Active filters - Reset all filters

- AquaPur Modular - Products
- Deodorization - Components
- Parameter - Software

12 Results Relevance

- 01 - Deodorization Available**
Description · Service technician · AquaPur Modular · Operation & setup · 09/29/2022
... Deodorization Available No. Name Default value Unit Validity 01 Deodorization ... is machine type = AquaPur Modular Dosing is generally only ...
- 02 - Deodorization Intensity**
Description · Service technician · AquaPur Modular · Operation & setup · 09/29/2022
Option: Commission deodorisation 02 - Deodorization Intensity No. Name Default value Unit Validity 02 Deodorization Intensity 00050 % Here you set ...
- 03 - Deodorization Start Value**
Description · Service technician · AquaPur Modular · Operation & setup · 09/29/2022
Option: Commission deodorisation 03 - Deodorization Start Value No. Name Default value Unit Validity 03 Deodorization Start Value 00000 0,01 ml/ ...
- 08 - Minimum Flow Rate**
Description · Service technician · AquaPur Modular · Operation & setup · 05/31/2021
... 8.81 GPM) Recommendation for AquaPur Modular 3m³ 04500 (USA 01981) ... 19.81 GPM)