

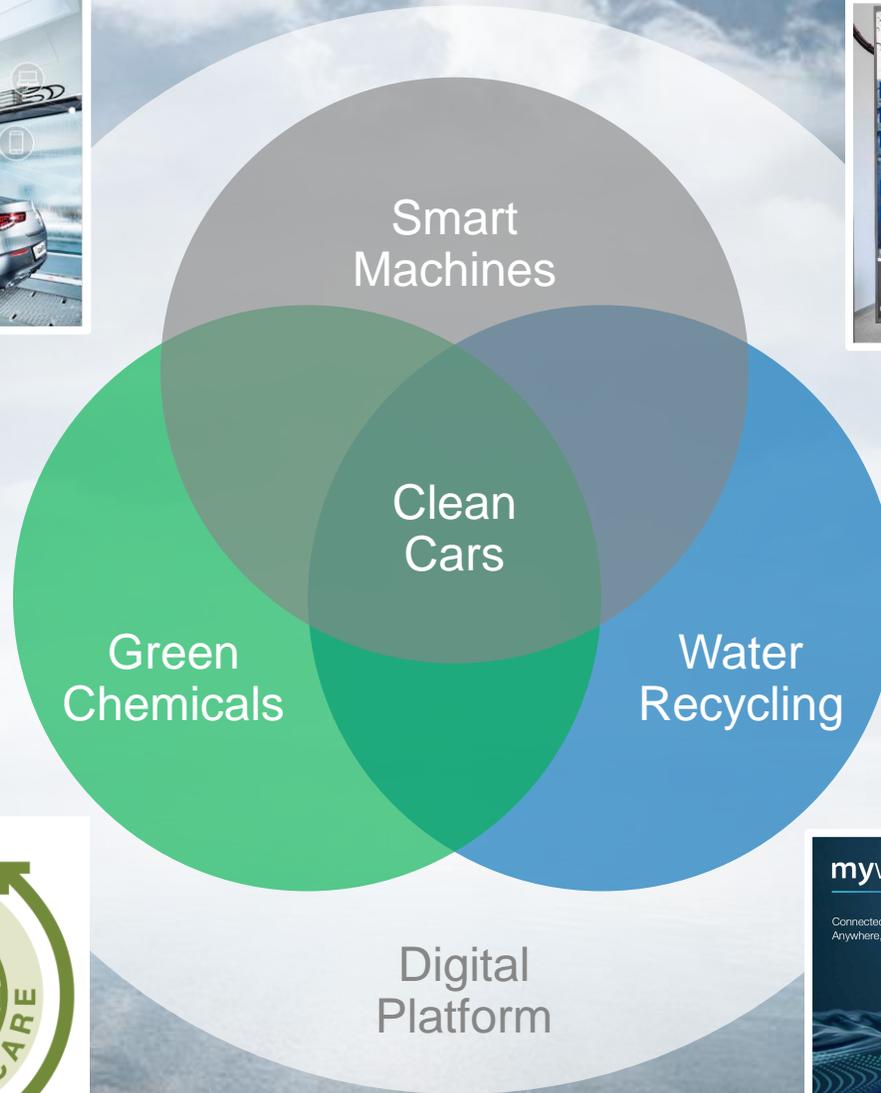


Driving customer success in the car wash business: Sustainability and digitalization

Dr. Ralf Koeppe CEO/CTO, Andreas Pabst CFO

Hamburger Investorentage Hamburg | February 8th, 2023

Our Mission: Sustainable Car Wash



Clean Cars? #askWashTec

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



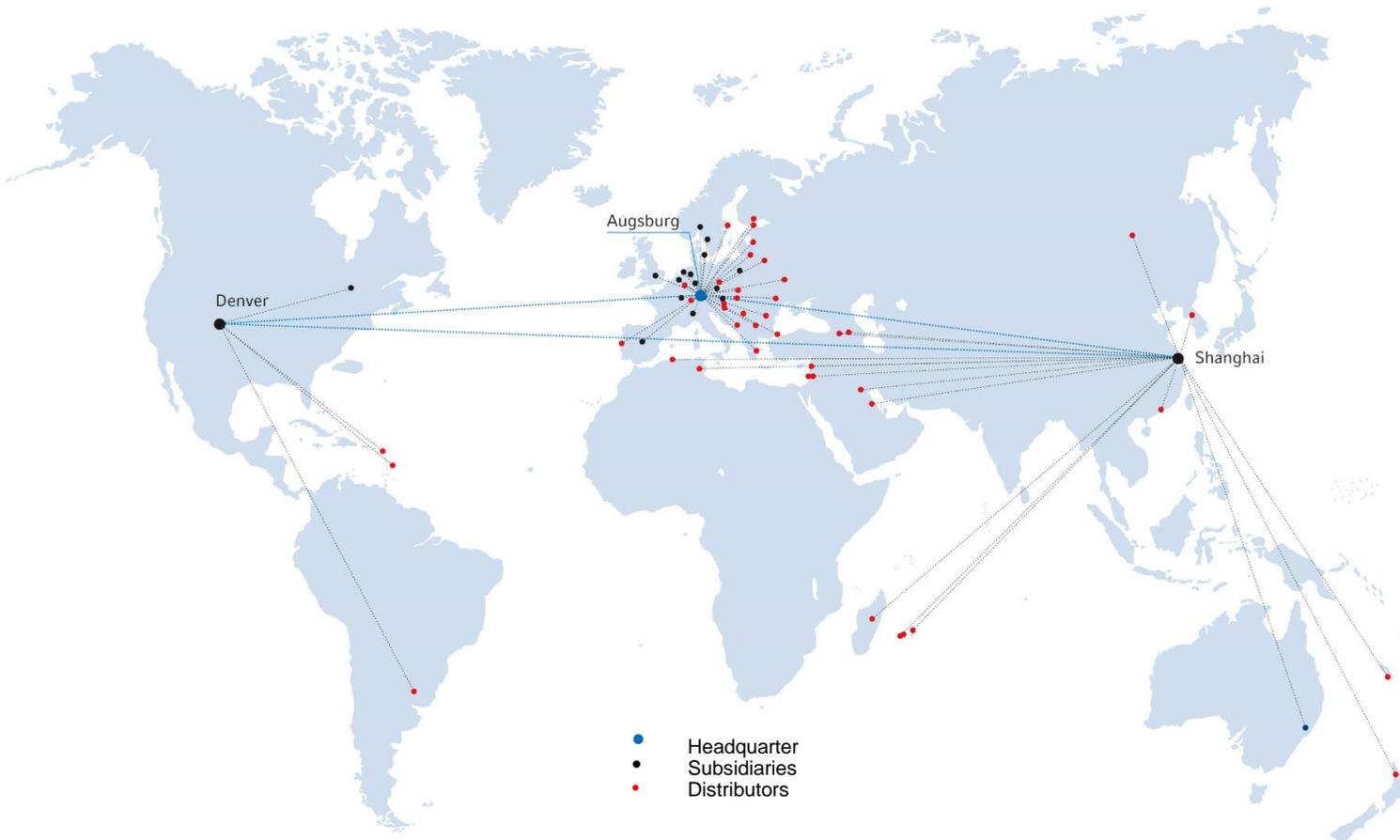
We are entrepreneurs at WashTec: Our goal no 1 customer benefit is driving sustainable growth and profitability



We are professionals in our area of expertise, set ourselves the highest standards and are constantly developing our skills.



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



2022 at a glance – preliminary figures

New all-time high Revenue: +12% vs. PY; tailwind from own price increase and FX; market share enlarged

EBIT Margin with 8% below PY (11%). Caused mainly by material price increases and productions inefficiencies to secure customer delivery needs

Free Cashflow influenced by result and higher inventories

Revenue

€ 482m (PY € 431m)

EBIT

€ 38m (PY € 46m)

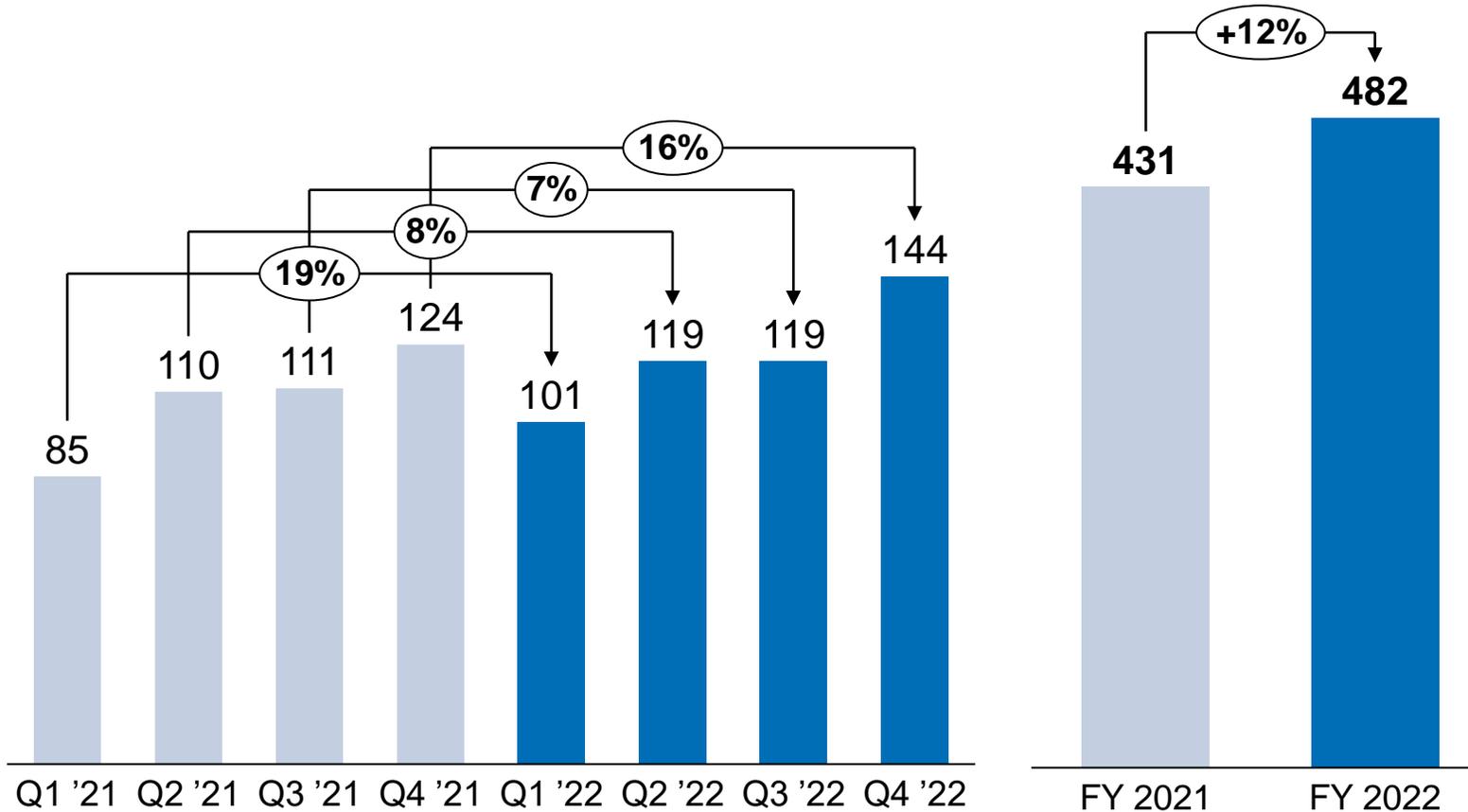
Free Cashflow

€ 16m (PY € 42m)



Revenue* performance in € million by quarter and for the full year

preliminary figures



*Rounding differences may occur

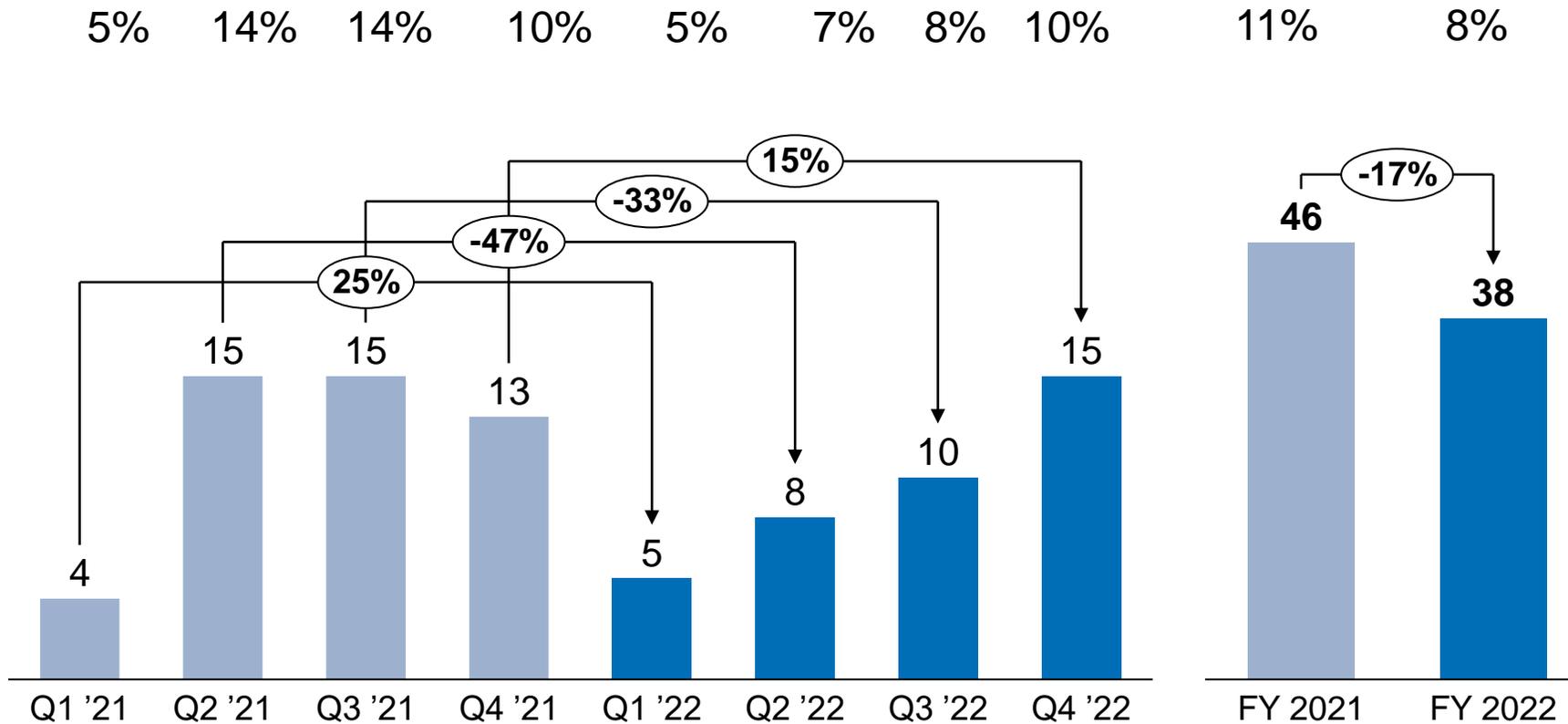
- Seasonality: WashTec normally shows low first quarter and high fourth quarter
- 2022: in terms of Revenue each quarter exceeded PY
- Q4/22 best quarter ever
- Strong growth in North-America (2022 revenue first time > € 100m)



EBIT* performance in € million by quarter and for the full year

preliminary figures

EBIT margin*



*Rounding differences may occur

- 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



Car wash as a resilient & sustainable business model

Equipment and Service

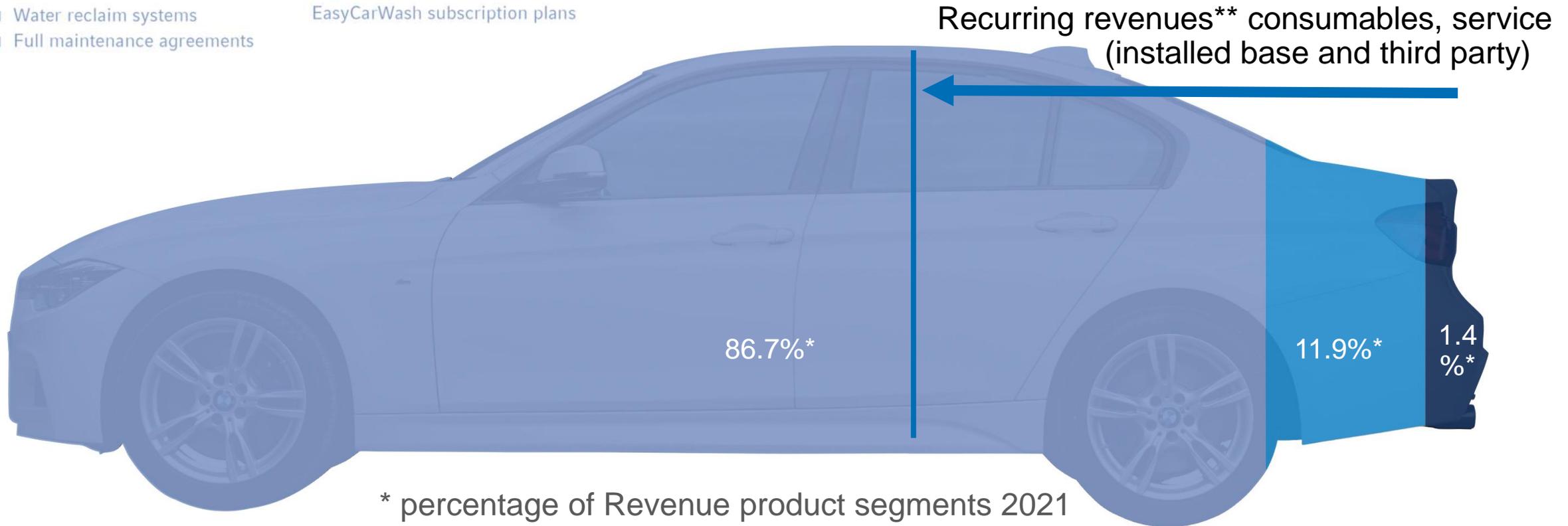
- Roll-over wash equipment
- Self-service wash equipment
- Commercial vehicle wash equipment
- Wash tunnels
- Water reclaim systems
- Full maintenance agreements
- On-call service maintenance agreements
- Service projects and upgrades
- Spare parts
- Digital solutions such as EasyCarWash subscription plans

Chemicals

- Detergents
- Care products
- Special products

Operations business and others

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



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%)

¹) UNECE, eurostat, etc. 2019
²) Market development, WT estimate

CAR WASH MARKET POTENTIAL³ / 2030 Vision (CMD April 2022)

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

	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)	349 / 435	77 / 230	18 / 135	included in Europe	431* / 800
WashTec market share	34%* / 35-40%	7-10% / 15-20%	4% / 10-20%	~5%	

³) Including Equipment, Service, Chemicals

Source: WashTec market intelligence *consolidated number / base



We are committed to integrating sustainability into our business model

The WashTec Sustainability Program
sustainability@washtec



1. Comprehensive sustainability reporting
2. Prepared for EU Taxonomy and Corporate Sustainability Reporting Directive (CSRD)
3. [WashTec Sustainability Report 2021](#)





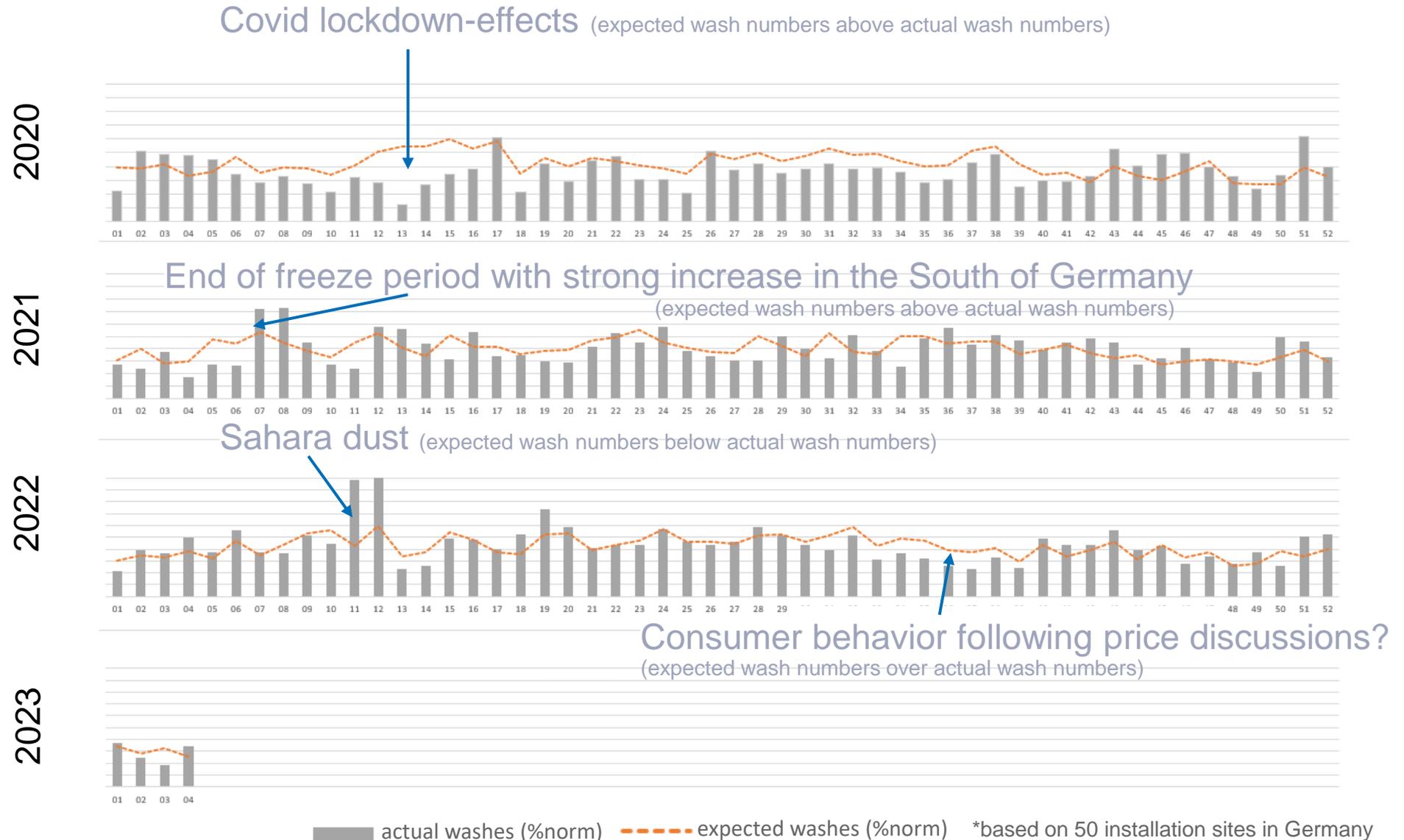
Innovation & leadership in sustainable car wash

Digital
Transformation
Connectivity &
Smart Services



Connected machines deliver valuable data

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 NEW 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

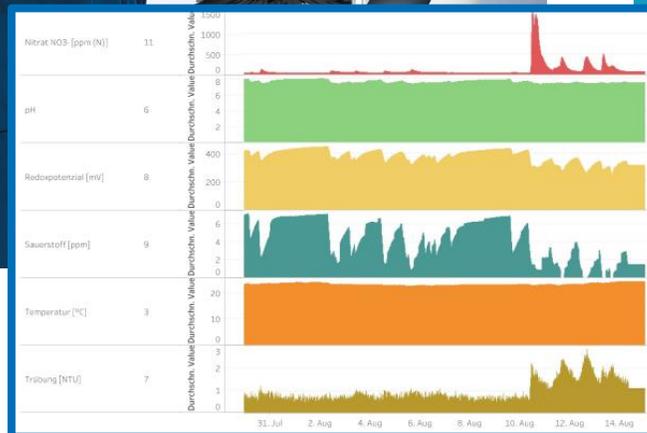
Control your wash park for more convenience and more profit



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



WashTecs' SmartCare – the first digital carwash machine

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

Customizable



Global Tunnel Program based on 2 scalable world platforms

SoftLine 1



Robust and forgiving workhose

High conveyor speed & high throughput

Markets North America, Asia

SL1 & SL2

SL2



SoftLine 2



Premium wash quality

Minimum length thanks to LinearTechnology

Markets Europe, North America, Australia

SL1 (plan)

SL2



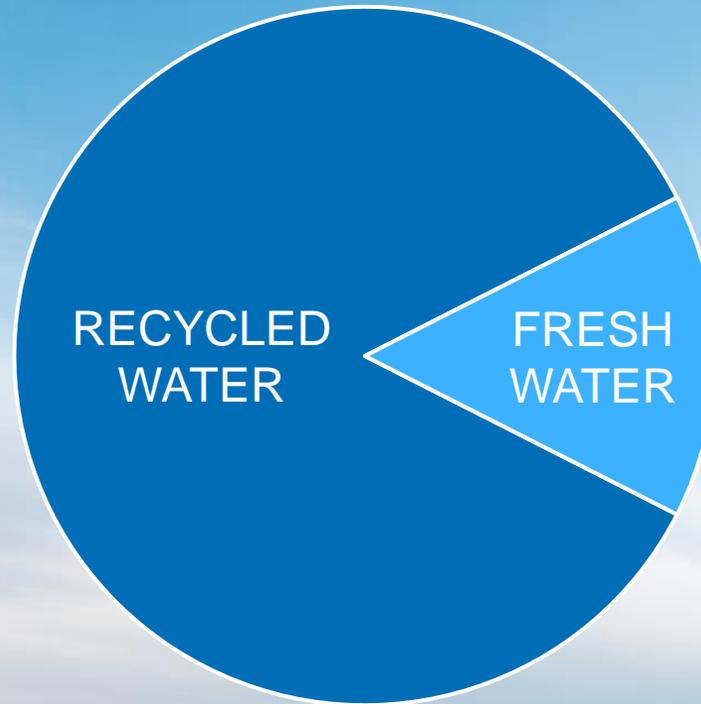
Green Car Care – Own tailored made Chemicals for advanced cleaning results and eco-friendliness

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



Water Treatment enables substantial Fresh Water savings per wash

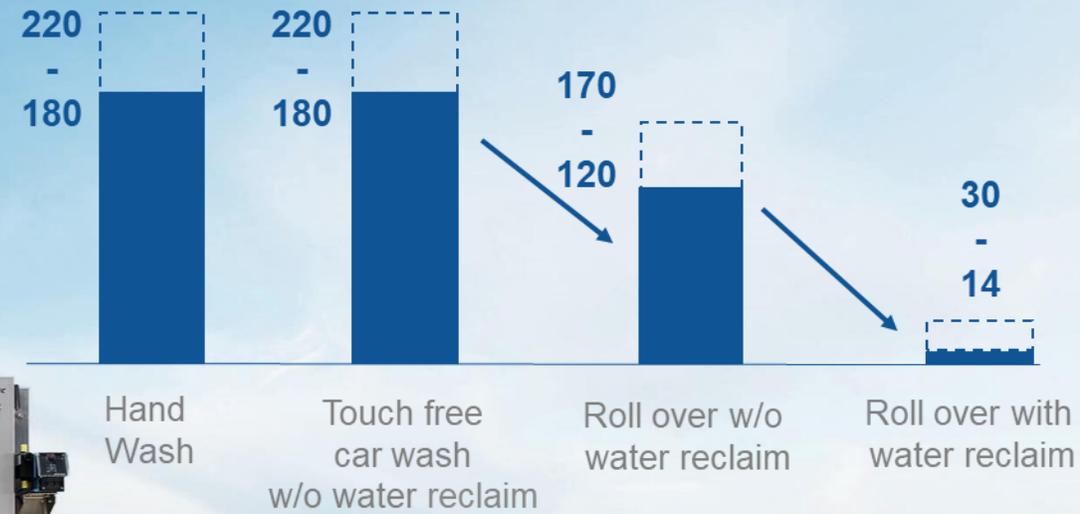
RECYCLED WATER
FOR
BRUSH WASH,
HIGH PRESSURE &
UNDER CHASSIS WASH



FRESH WATER
FOR
WAX, POLISH,
DRYING AID &
RINSING

Water Treatment

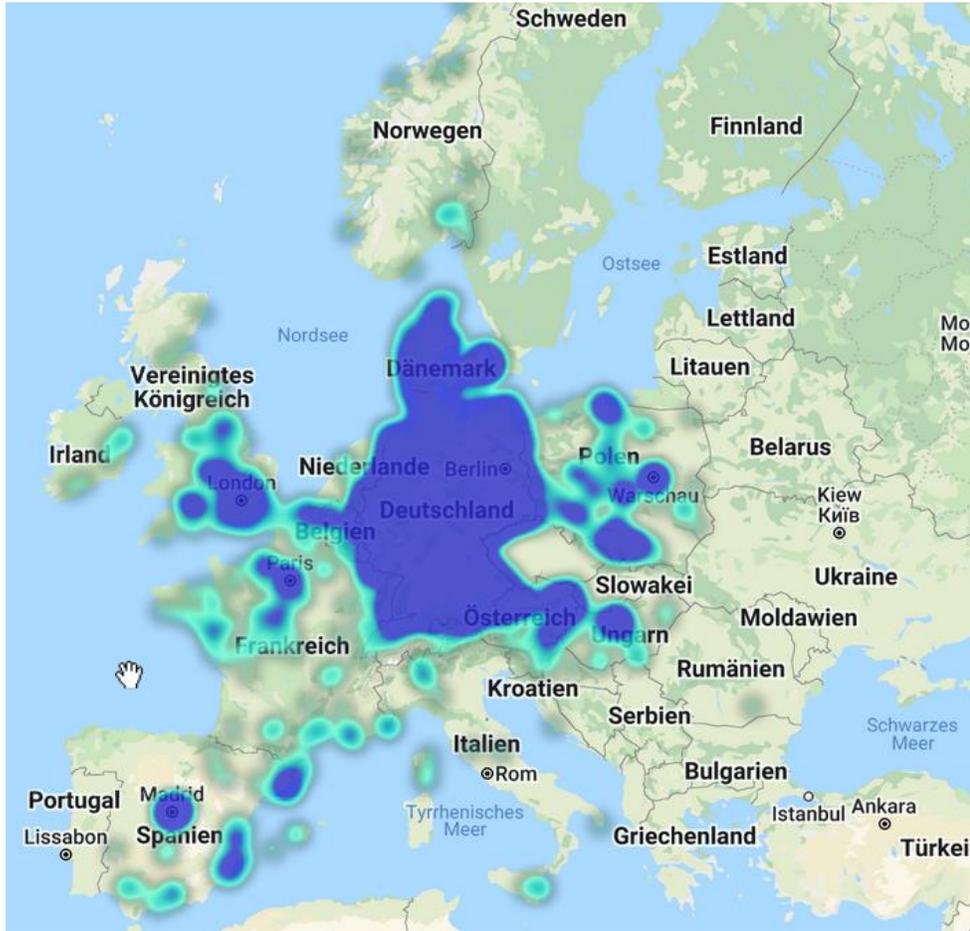
Water consumption of fresh water
(in liters per wash)*



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

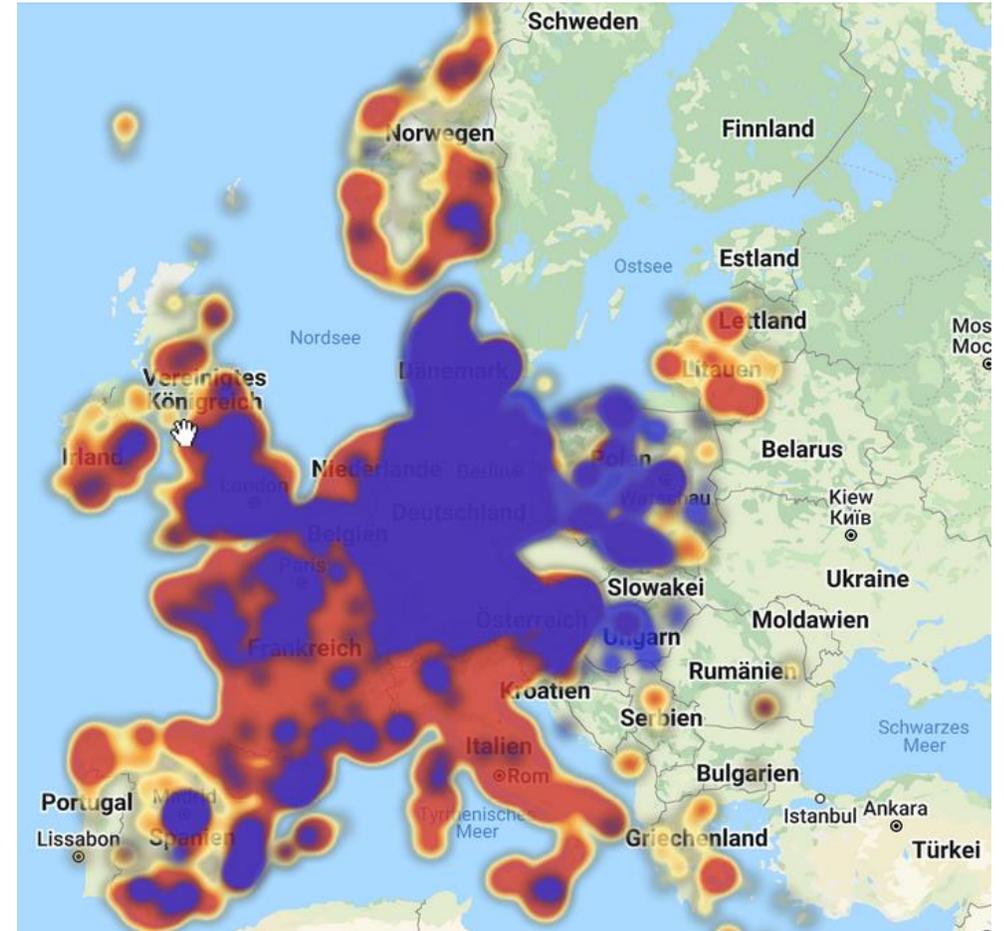
Water Treatment is more prevalent in certain regions than in others.

Installed Base WashTec Rollover **with Water Treatment**



Source: WashTec Market Intelligence

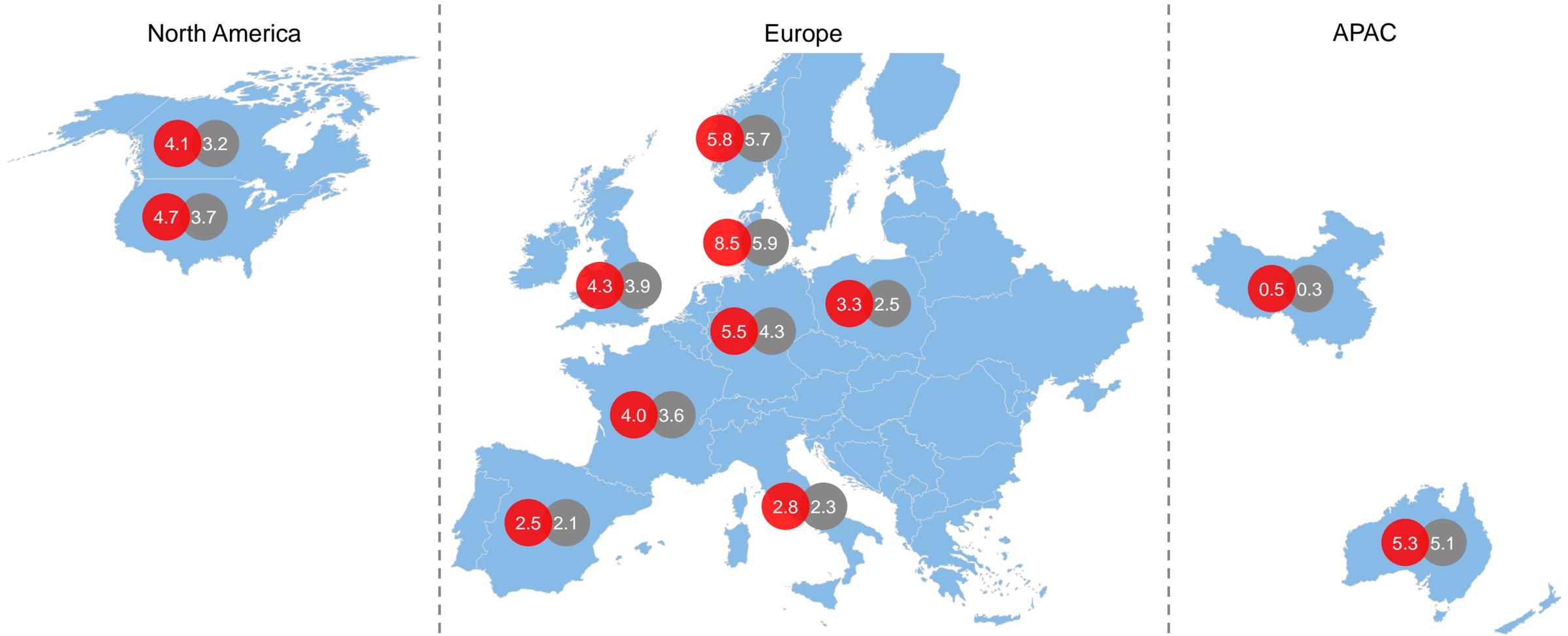
without Water Treatment vs. **with Water Treatment**



Source: WashTec Market Intelligence



Water Costs are rising. 2022 vs. 2017 in EUR per cubic metre (1 m³ = 1000 Liters)



Combined tariff for fresh water and waste water for private households. Source: International Benchmarking Network for Water and Sanitation Utilities (IBNET)



Global Trends make Water Treatment more relevant in the future.



HIGHER COSTS

FRESH WATER

WASTE WATER



STRICTER LAWS

DISCHARGE LIMITS

(RE-)USE OF WATER



CUSTOMER DEMANDS

RESULTS

SUSTAINABILITY



Dedicated to
eco-efficiency



The WashTec Sustainability Programm

Environmental sustainability

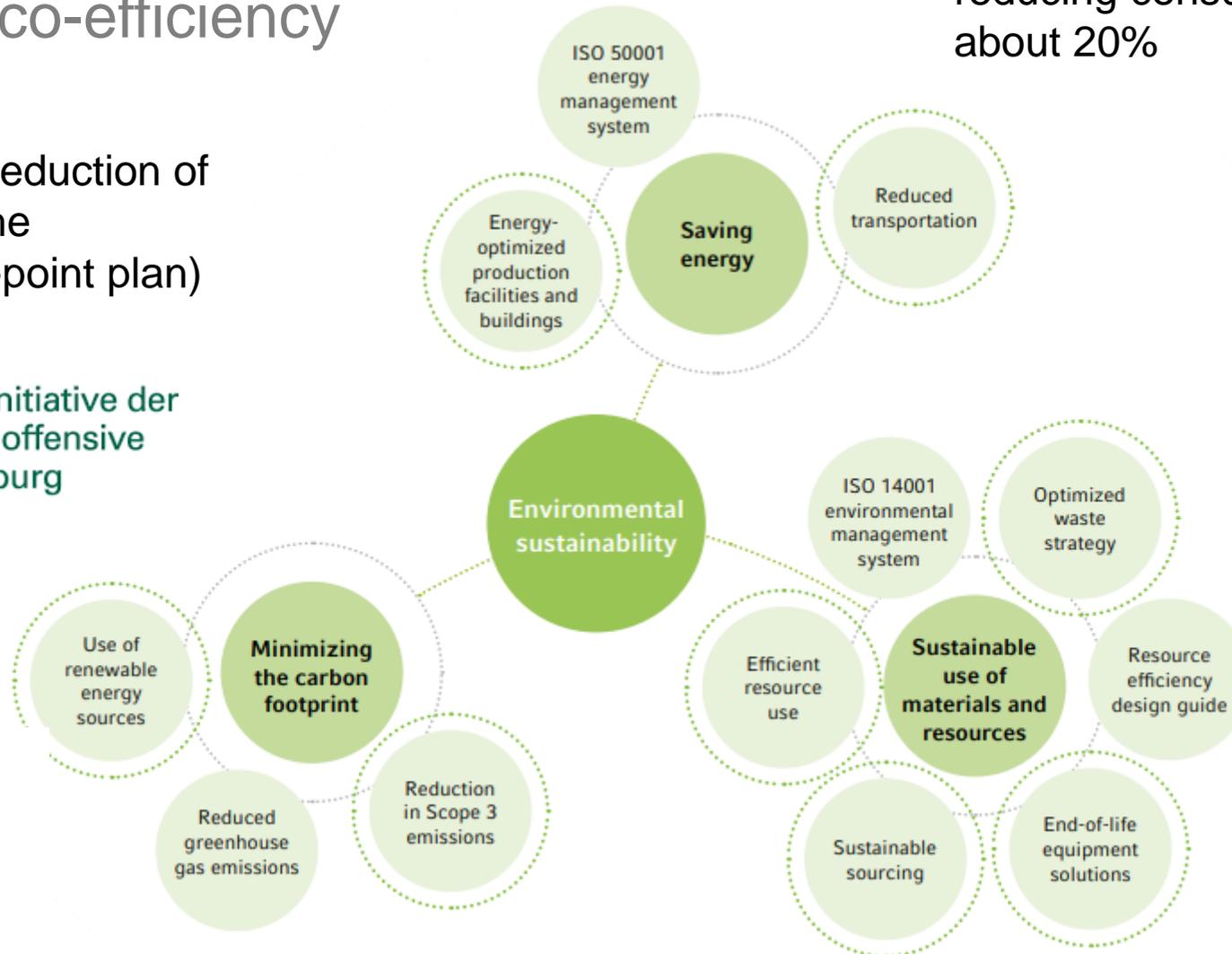
Dedicated to eco-efficiency

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





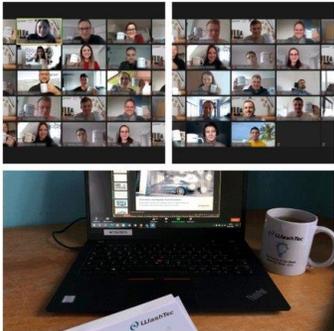
Care for people & culture



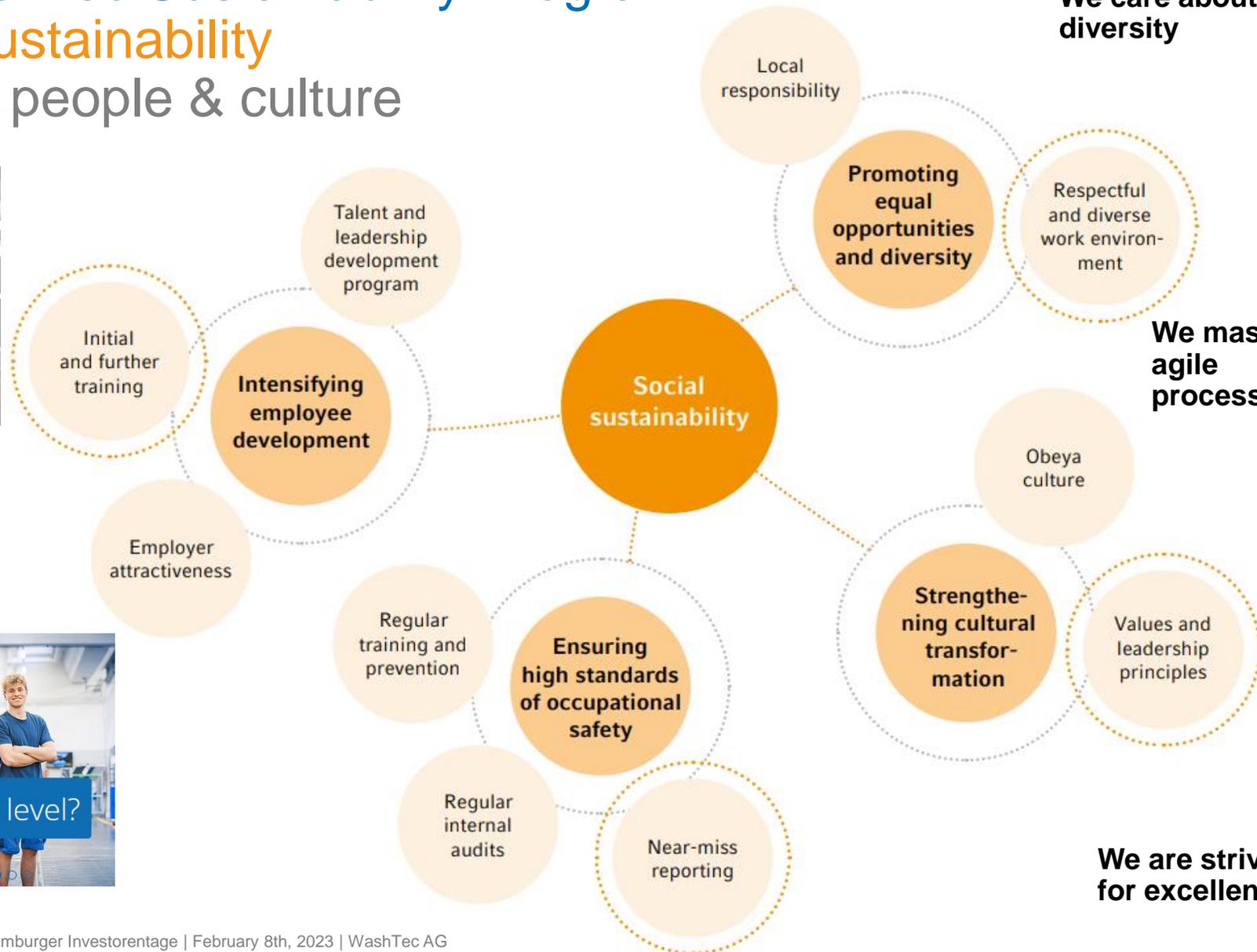
The WashTec Sustainability Programm

Social sustainability

Care for people & culture



We embrace the next generation



We care about diversity



We master agile process



We are striving for excellence





WashTec

CLEAN CARS®



Financial Calendar 2023

Date	Event
March 30, 2023	Annual Report Financial press conference
May 4, 2023	Q1 Statement
May 15, 2023	Annual General Meeting
August 3, 2023	Half-yearly financial statement
November 2, 2023	Q3 Statement



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