

# Hamburger Investoren Tage (HIT)



**Andreas Pabst (CFO)**  
February 6<sup>th</sup>, 2025



# 1 Introduction to WashTec

 WashTec



## Guidance 2024 achieved

EBIT guidance with + ~9% slightly overachieved!

ROCE guidance with + ~2 percentage points overachieved!

	2023	Guidance 2024	2024 <sup>1)</sup>	
Revenue	€489.5m	+/- 3% to PY	€477m	✓
EBIT	€41.9m	Increase in mid-single-digit percentage range	€45m	✓ ✓
Free Cash Flow	€46.1m	€30-40m	€39m	✓
ROCE	21.5%	± 1 percentage point	~24%	✓ ✓

Note:

1) Preliminary figures

# WashTec is a full-range provider of car wash products and solutions

Digital Platform



Equipment (c. 50%)<sup>1)</sup>

Rollover



Tunnel



Truck & Bus



Jet Wash



After Sales (c. 45%)<sup>1)</sup>

Water Recycling



Consumables (c. 15%)<sup>1)</sup>



Service (c. 30%)<sup>1)</sup>



Others (<1%)<sup>1)</sup>

Rent & Leasing



Note:

1) Figures indicate share of group revenues

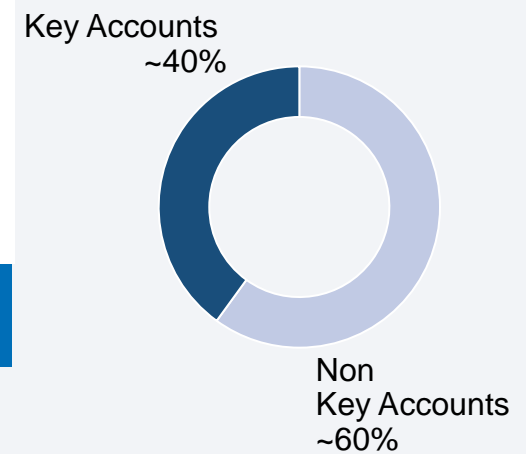
4 | IR February 2025 | WashTec AG

# We serve global and local customers

Mobility Hubs	Retail	Automotive	Wash centers	Transport
 	  	 	 	
   	    	       	 	  

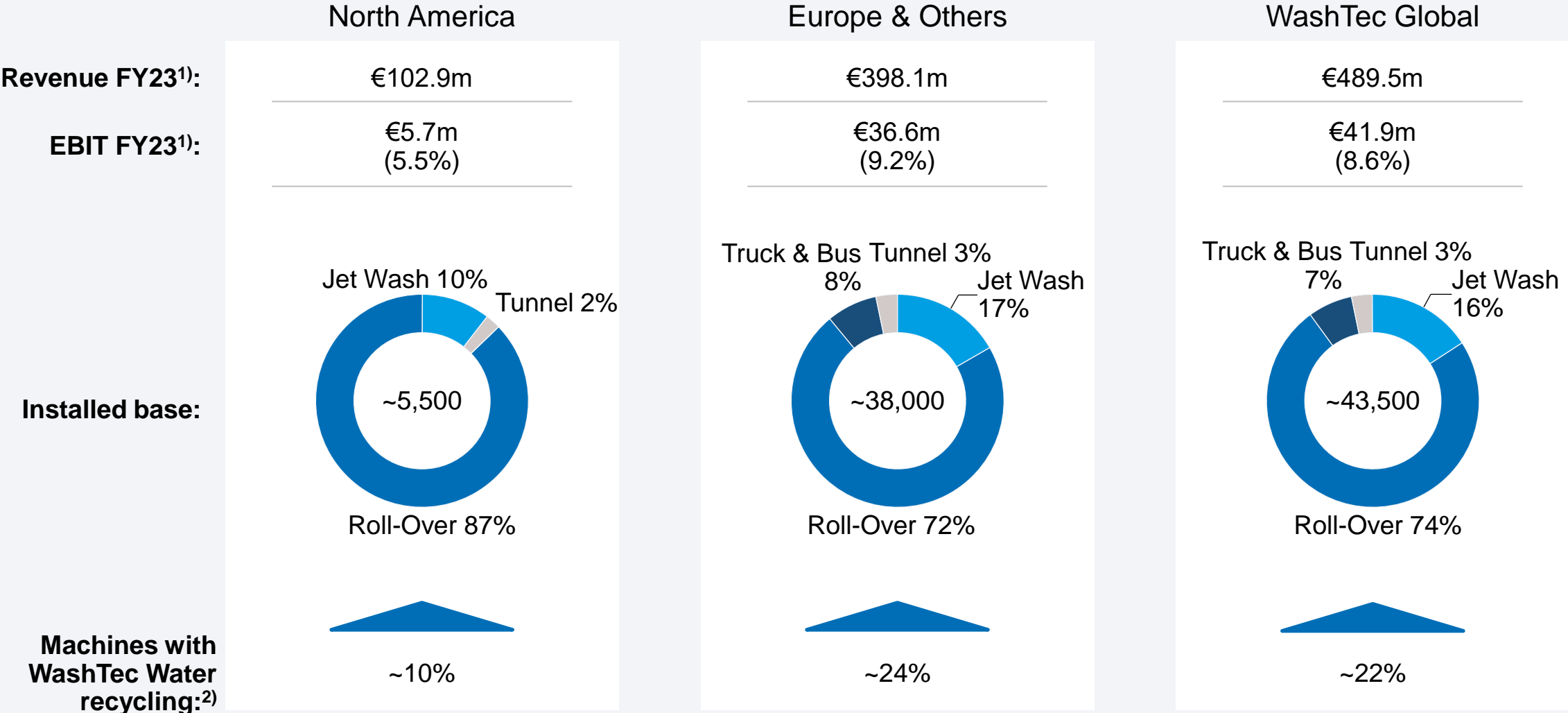
## Distribution of sales by customer:

- We generate ~40% of our sales with key accounts (major customers), ensuring stable capacity utilization
- In some regions, the key account share is higher



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

# Our installed base – 43,500 units



Notes:  
 1) Revenue and EBIT by region before consolidation effects  
 2) Indicates the share of WashTec's installed base (only Roll-Over, Tunnel, and Truck & Bus) using water recycling equipment from WashTec.

# WashTec's global distribution network and production footprint

## Distribution by WashTec



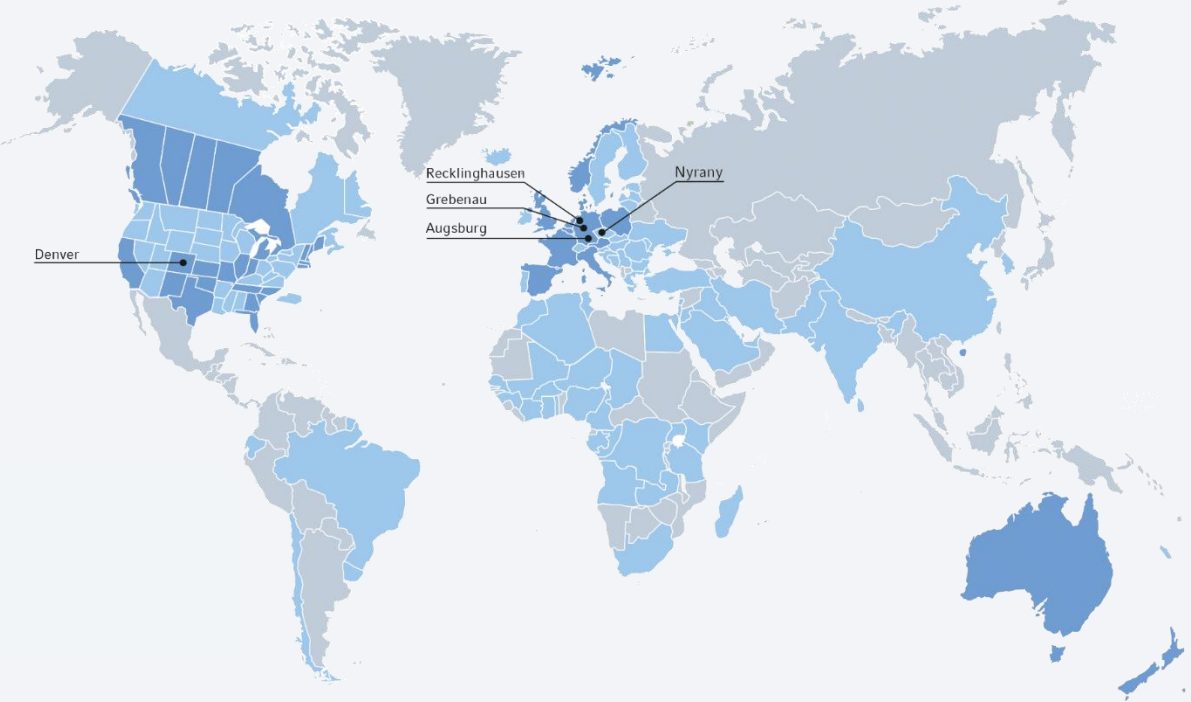
In 9 European countries



In 2 North American countries



In 2 APAC countries



## Distribution through partners



In >80 countries

■ Distribution by WashTec ■ Distribution through partners

## Equipment manufacturing



Augsburg, DE



Recklinghausen, DE



Denver, USA



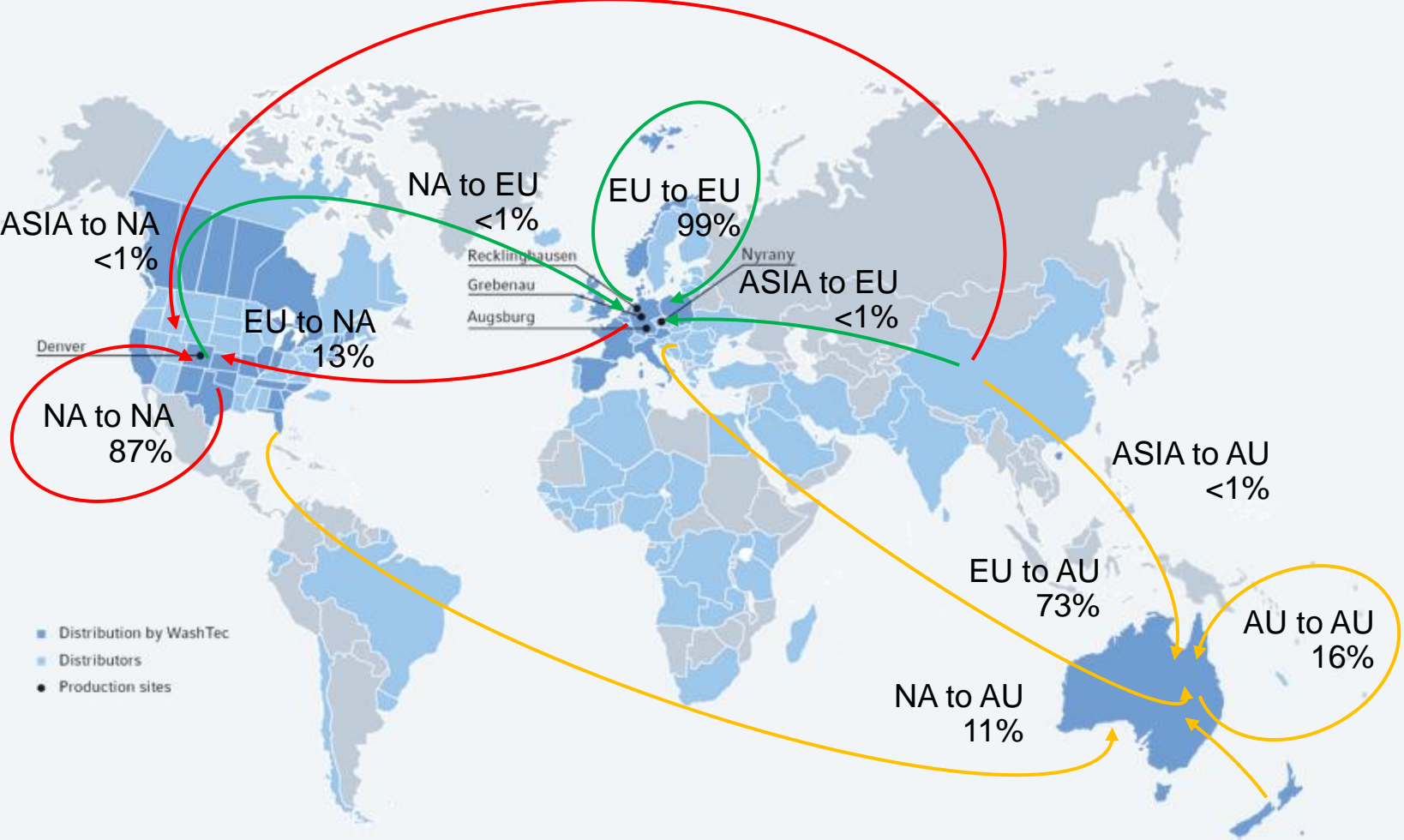
Nyrany, CZ

## Consumables manufacturing



Grebenau, DE

# Global goods flow – purchasing direct material





# Sustainability is an integrated part of our business model

## Full CSRD / ESRS reporting 2024



Voluntary sustainability report **2023**



ESG Website

Biodiversity: Ecological Reserve on Factory Premises



Voluntary sustainability report **2022**



ESG Company of the Year 2022 – Awarded by Business School Augsburg



Voluntary sustainability report **2021**



**Milestone**  
**2025**

30% less vs. 2019



**2024**

less 34% ✓

5.653 t CO<sub>2</sub>



**2023**

less 32% ✓

5.779 t CO<sub>2</sub>



**2019**

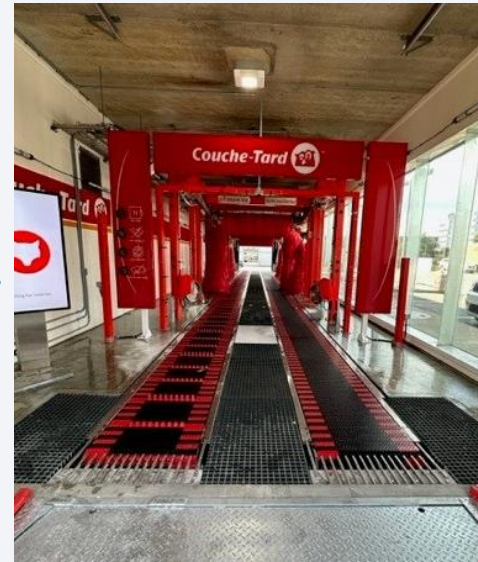
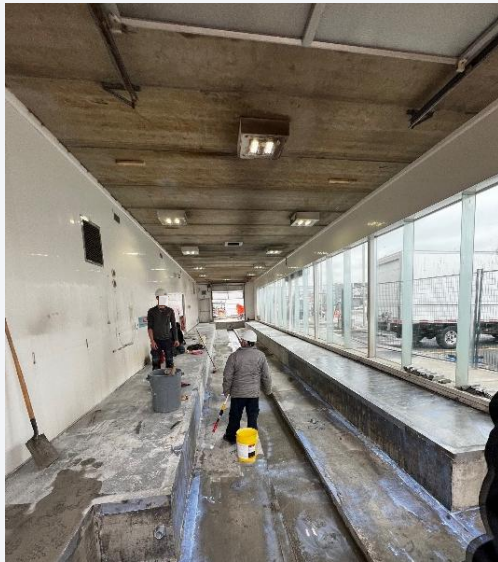
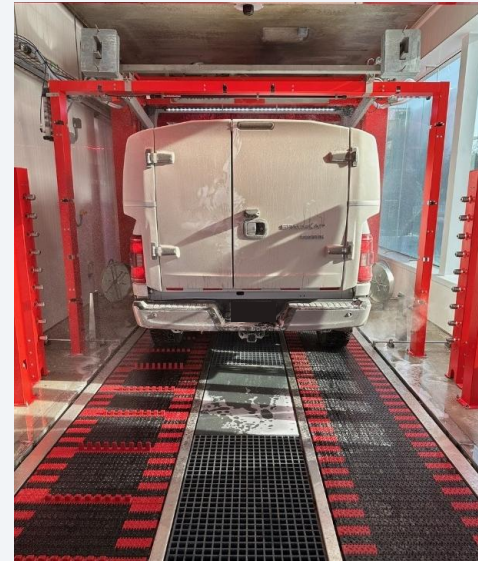
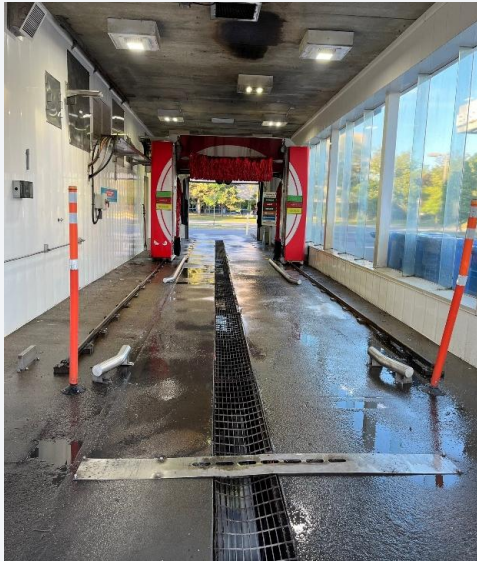
Base year

8.525 t CO<sub>2</sub>

# 2 Update on WashTec



# Conversion of “in-bay-automatic” locations to “mini-tunnel” car washes



## WashTec success:

- First projects in the US completed
- Further projects signed and in development

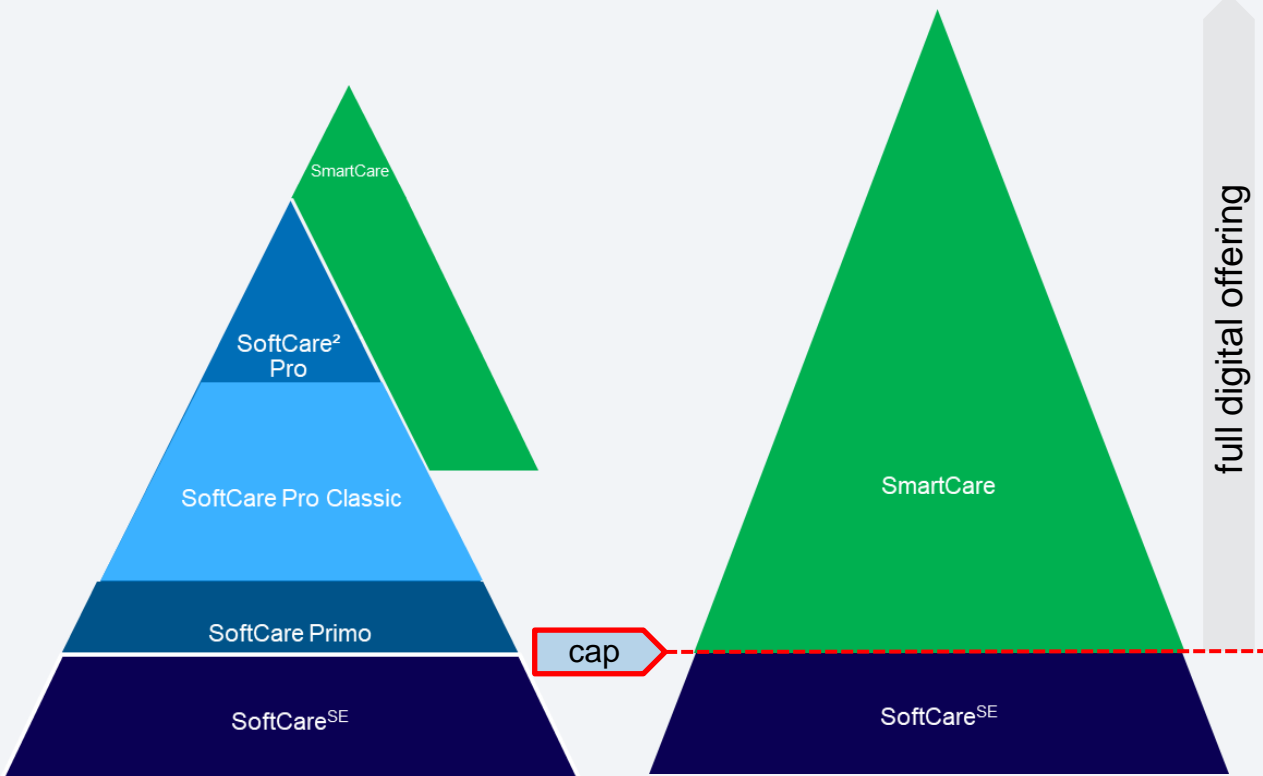
## Benefits:

- Significant capacity increase (+ ~65%)
- Increase customer satisfaction through shorter waiting times
- Designed to accommodate membership programs
- Unmanned operation possible

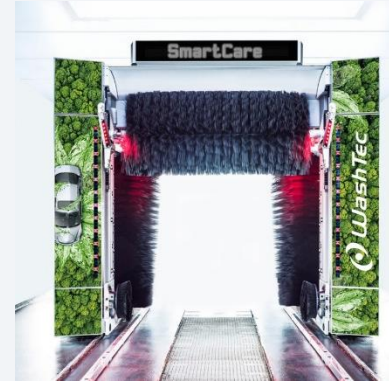
# New Rollover: Smart Care & SoftcareSE

today

Q2 / 2025

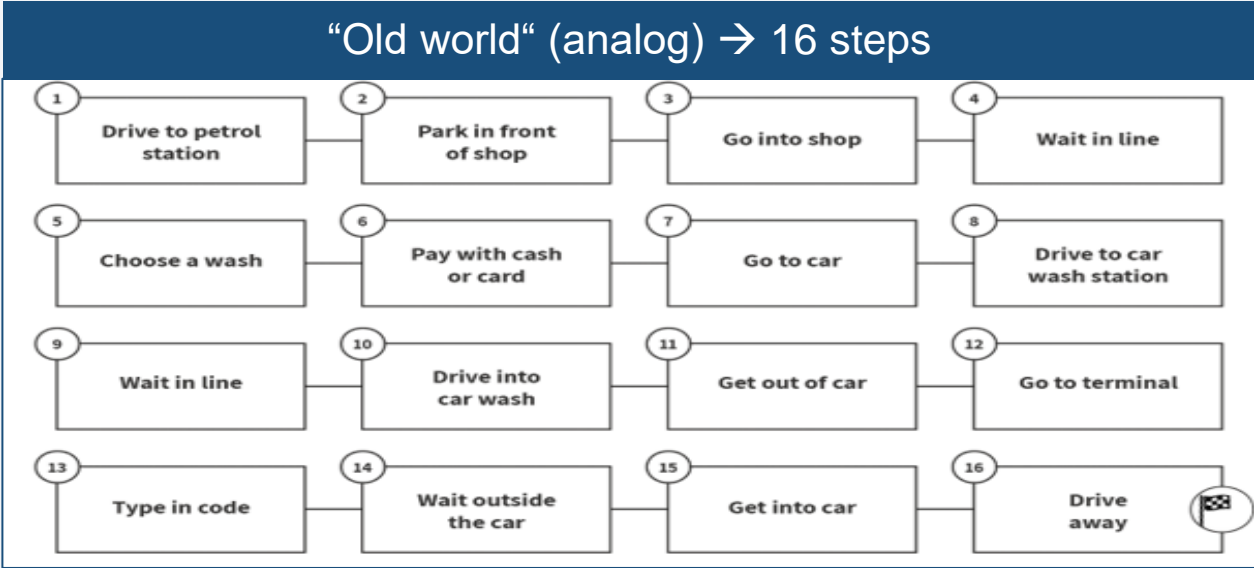
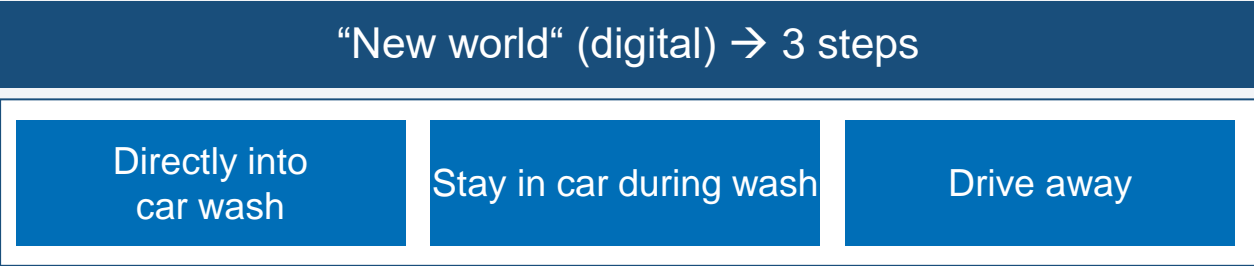


- Portfolio consolidation in 2025
- Transition phase already ongoing
- Nordic machine test phase started
- SmartCare fully digitalized
- SoftcareSE will not offer full range of digital features.
- Our sales funnel is currently on track as expected.



# WashTec starts the WashBroker test phase in Germany

## Customer experience



Mercedes-Benz DIGITAL

LIVE in Deutschland

Mercedes-Benz Fahrzeugwäsche

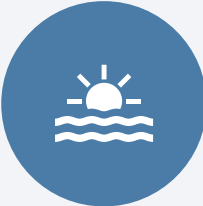
# Framework cooperation agreement between SuperOperator and WashTec signed



## Coming soon: A new dimension of car care – AUWA MagicCare



Special ingredients actively form a 3D cross-linked layer with exceptional properties



MagicCare provides visible and tangible, long-lasting protection for clear coat surfaces against environmental factors like UV radiation, insects, road salt, and more



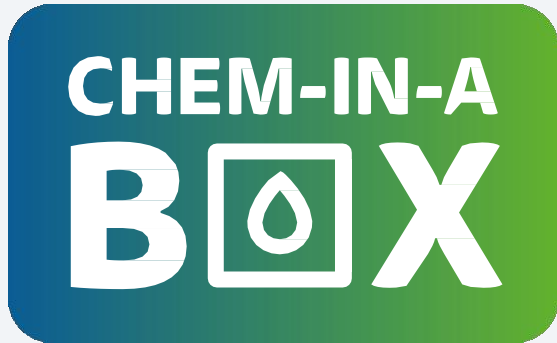
It delivers best-in-class protection, shine, and color enhancement, building a protective layer that strengthens with each wash – delivering advanced Hydrophobic Properties plus enhances water-repellency and waterproofing



The repair and easy-to-clean effects become visibly apparent, delivering a WOW factor that not only makes the car shine but also leaves a lasting impression on drivers



# AUWA Chemicals – CHEM-IN-A-BOX / New smart chemical packaging



## AUWA cleaning and care chemicals in new packaging

Environmentally friendly – safe – comfortable

**AUWA CHEM-IN-A-BOX** is an innovative packaging concept in which the washing chemicals are packaged in a 10-litre plastic bag with an integrated closure - enclosed in a cardboard box. This means that your washing chemicals are packaged safely, sustainably and efficiently.





# Car Wash Alliance officially launched



- Official brand launch at the SEMA trade fair in Las Vegas (5 - 8 November 2024).
- MarkVII will operate on the US market under the new brand:

**‘Car Wash Alliance - The chemistry that bonds’**



# Symbiosis of competencies in Germany and Czech labor cost advantages



Augsburg, DE



Nyrany, CZ

## Goods flow-optimized location design

- Module production in Czech Republic and order related just-in-time delivery to final assembly in Augsburg
- Clear and efficient processes in the supply chain as a benchmark and showcase location



## Reduction of complexity and cost...

... as a result of a process-oriented production footprint to optimize manufacturing costs along the entire value chain



...by reducing the complexity of inbound and outbound logistics

▶ **WashTec develops the Czech plant in Nyrany from an extended workbench to a lean factory**

# 3 Preliminary figures 2024



# Preliminary figures 2024 at a glance

FY 2024		FY 2023	FY 2024
Revenue	€m	489.5	477
EBIT	€m	41.9	45
EBIT margin	%	8.6	~9,5
Free cash flow	€m	46.1	39
Employees at reporting date	people	1,687	1.770

## ■ Revenue down on prior year

WashTec generated revenue of €477m in 2024, down about 2.6% on the prior year (€489.5m). This was mainly the result of lower equipment sales, primarily in the direct sales business and to key accounts in North America.

## ■ EBIT margin improvement

Due to the improved gross profit, EBIT increased to €45m, compared to €41.9m in the prior year (+9%). Based on lower revenue this results in a strong EBIT margin improvement from 8.6% to about ~9.5%.

## ■ Free cash flow below prior year

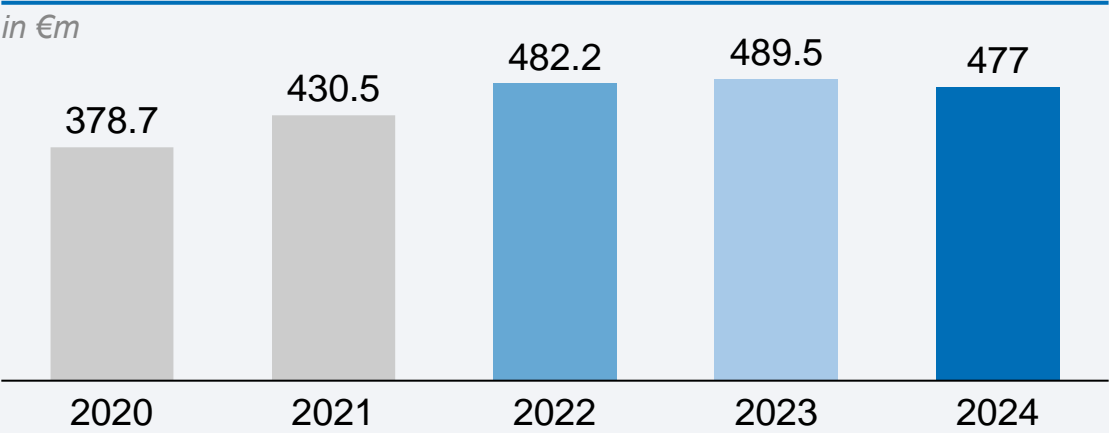
Free cash flow at €40m was lower than the prior year (€46.1m). This was particularly due to the high trade receivables at the reporting date as a result of the high quarterly sales at the end of the year compared to the previous year.

Note:

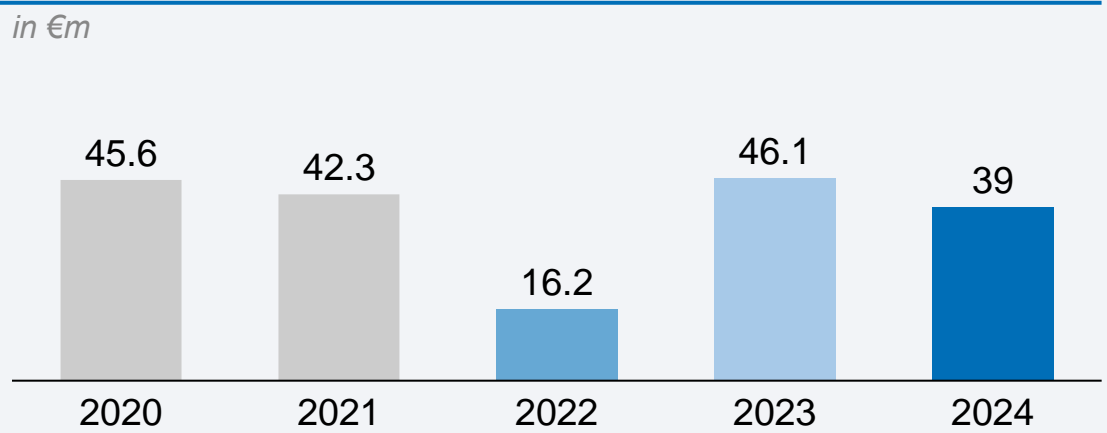
1) FY 2024 figures are preliminary

# Overview of KPIs from 2020 – 2024<sup>1)</sup>

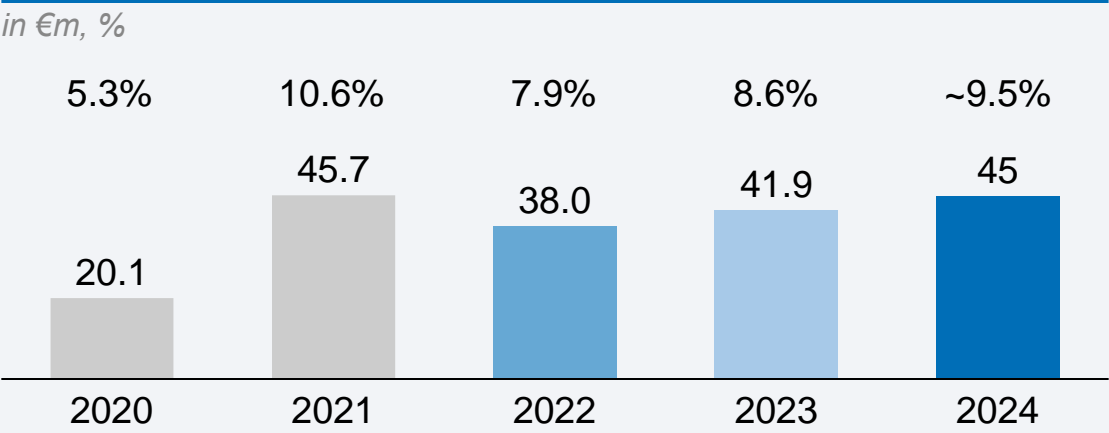
## Revenue



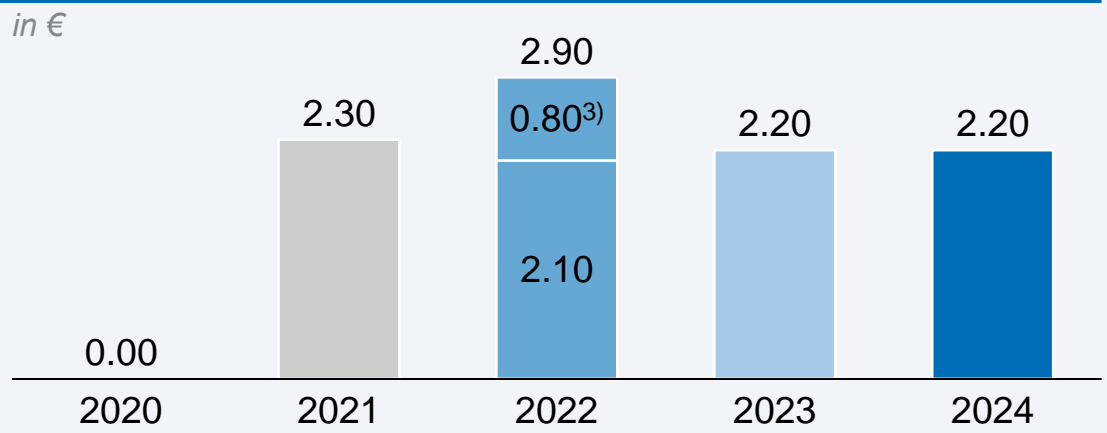
## Free Cashflow



## EBIT and EBIT margin



## Dividend per share<sup>2)</sup>

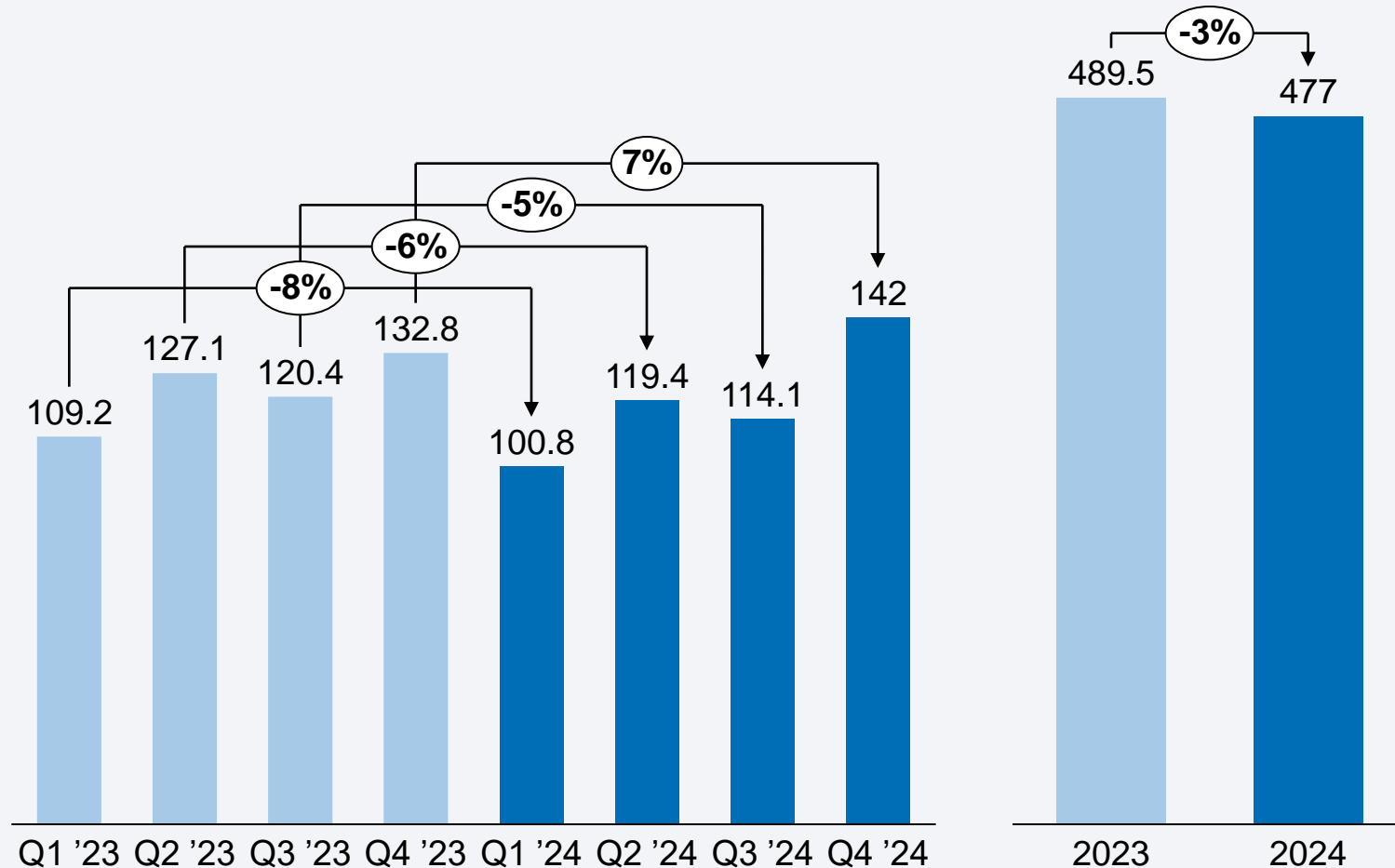


Notes:  
 1) FY 2024 figures are preliminary  
 2) Paid during financial year for the previous year  
 3) In 2022 WashTec paid out a special dividend of €0,80 per share



# Development of revenue by quarter and for the year as a whole

in €m



- **Revenue down on prior year**

WashTec generated revenue of €477m in 2024, down c. 3% on the prior year (€489.5m). This was mainly the result of lower equipment sales during the first 9 months of 2024.

- **Q4 2024 second best quarter in company history**

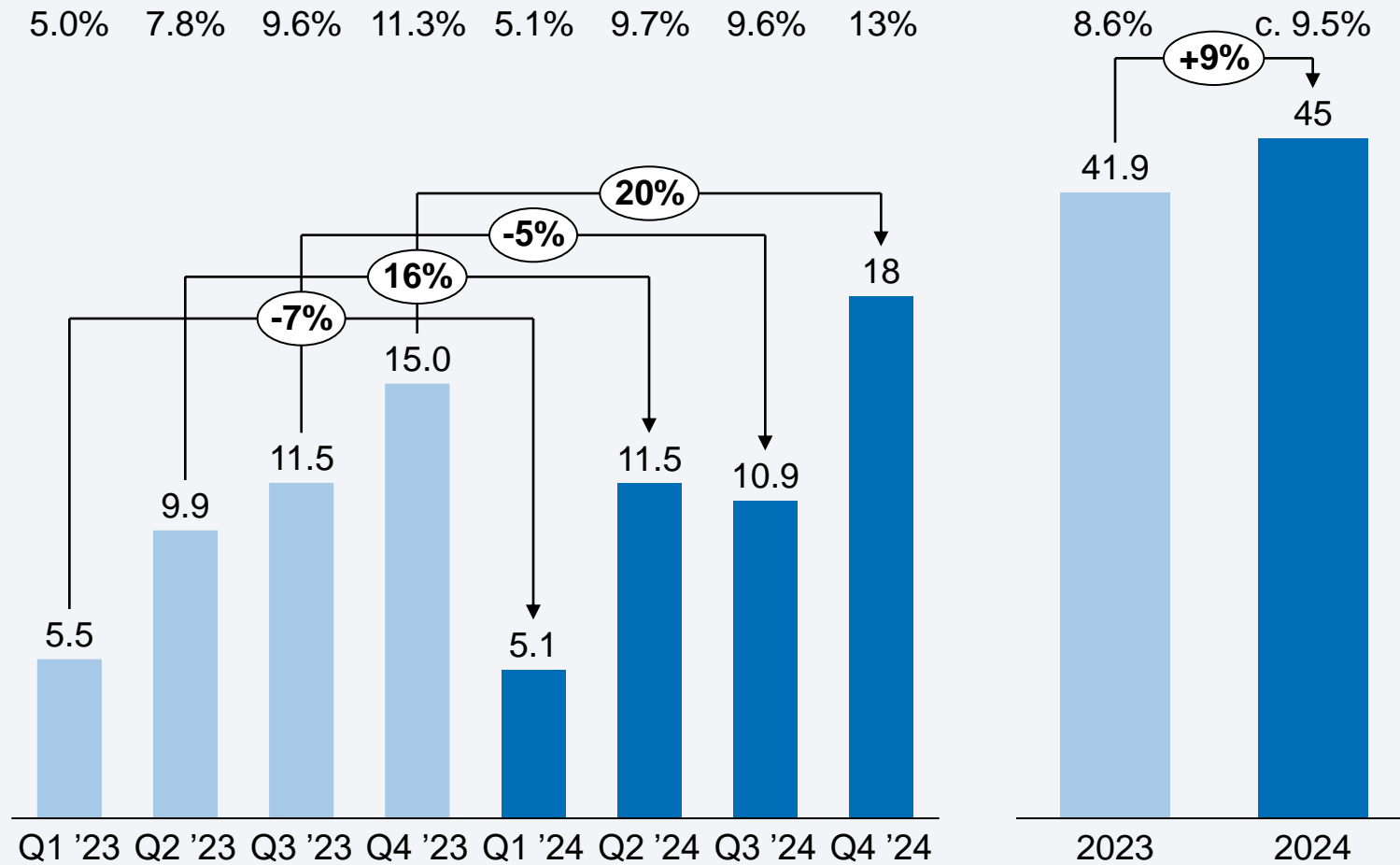
Revenue in fourth quarter was particularly strong and represents the second strongest quarter in the company history (strongest was Q4/22 with €144m).

Notes:

1) FY 2024 figures are preliminary (rounding differences may occur)

# EBIT development by quarter and for the year as a whole

in €m, %



- **EBIT grew by 9% in FY 2024**

EBIT for the financial year was up 9% on the previous year, reaching €45m. EBIT margin increased to around 9.5% despite lower revenue

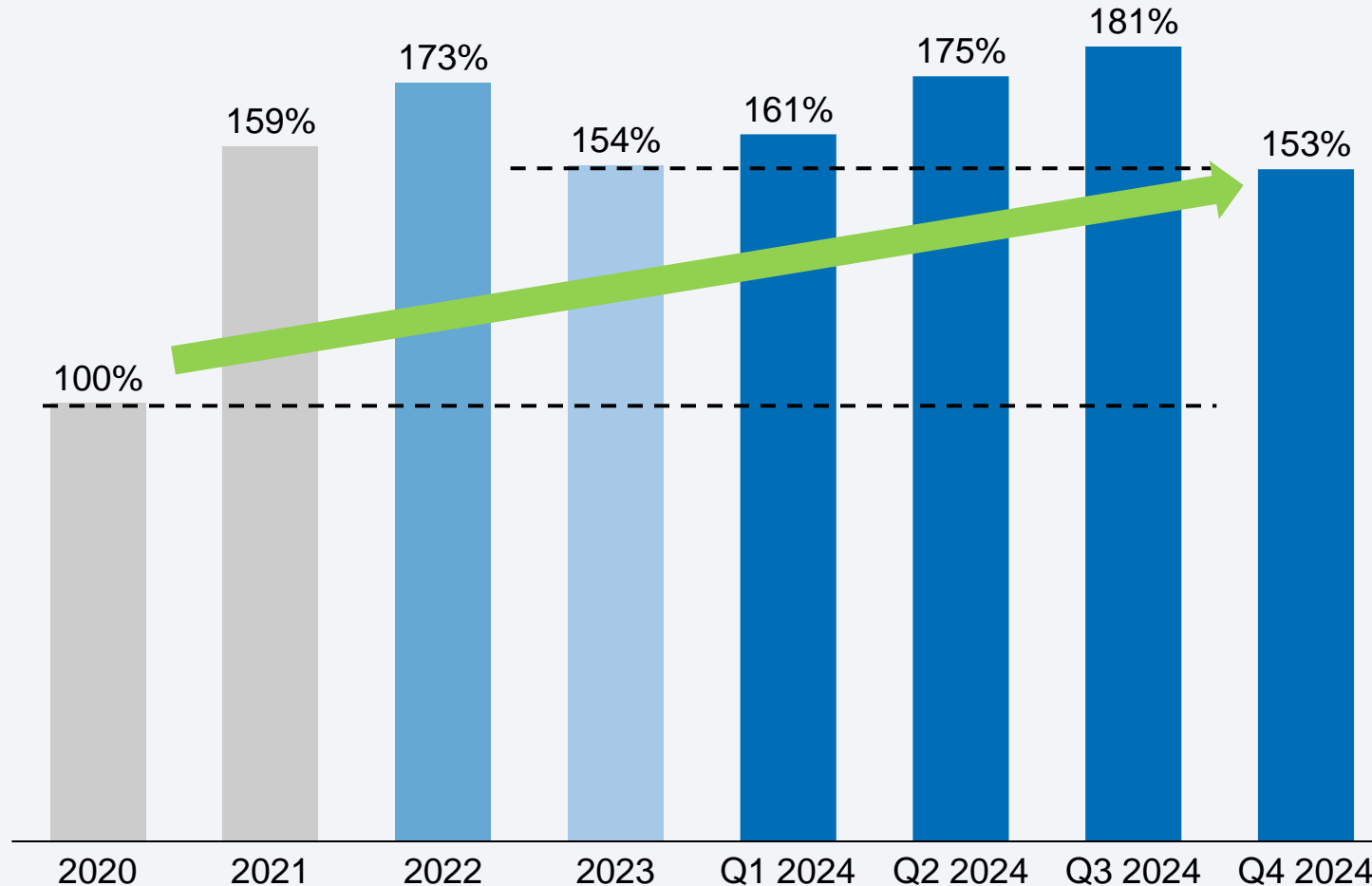
- **Record high EBIT Q4/2024**

EBIT margins were at or above prior year in every quarter of 2024 due to improved gross profit margins. In absolute terms, EBIT decreased in Q1 and Q3 compared to prior year's quarters, while Q4/24 was the strongest quarter in WashTec's history with an EBIT of €18m.

Notes:

1) FY 2024 figures are preliminary (rounding differences may occur)

# Development of order backlog



- The order backlog at the end of 2024 is roughly on par with the backlog at the end of 2023.
- Throughout the first three quarters of 2024 the order backlog was building up continuously, while Q4 2024 – the second strongest quarter by revenue in the corporate history – converted the order backlog buildup into revenues
- From a long-term perspective WashTec has a high order backlog level (compared to year-end 2020 at 153%)

Notes:  
1) FY 2024 figures are preliminary (rounding differences may occur)





***WashTec***

CLEAN CARS®

Appendix

2024  
Long term  
financial  
figures\*

 WashTec



# Overview 2015 – 2024

		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024 <sup>1)</sup>
Revenue	€m	340.9	372.8	425.0	435.4	436.5	378.7	430.5	482.2	489.5	477
EBIT	€m	36.4	44.1	52.2	51.2	36.3	20.1	45.7	38.0	41.9	45
EBIT margin	%	10.7	11.8	12.3	11.8	8.3	5.3	10.6	7.9	8.6	9
EBT	€m	35.9	43.6	51.6	50.8	35.7	18.8	44.8	37.3	38.4	
Net income	€m	24.6	30.6	36.9	34.0	22.3	13.3	31.1	26.4	28.0	
Earnings per Share	€m	1.78	2.29	2.76	2.54	1.66	0.99	2.32	1.97	2.09	
Dividend per Share	€m	1.70	2.10	2.45	2.45	-	2.30	2.90	2.20	2.20	
Free cash flow	€m	26.2	20.8	28.1	32.3	15.0	45.6	42.3	16.2	46.1	39
Balance sheet total	€m	190.0	218.1	233.9	237.2	274.9	244.0	267.0	284.5	271.3	
Equity	€m	80.3	87.4	94.2	95.4	84.5	96.2	98.4	88.1	85.5	
Employees <sup>2)</sup>	people	1,672	1,741	1,793	1,852	1,880	1,798	1,767	1,806	1,768	1,715
Share Price	31.12.	30.50	49.50	78.70	60.40	53.70	43.65	55.00	34.50	32.00	40.60

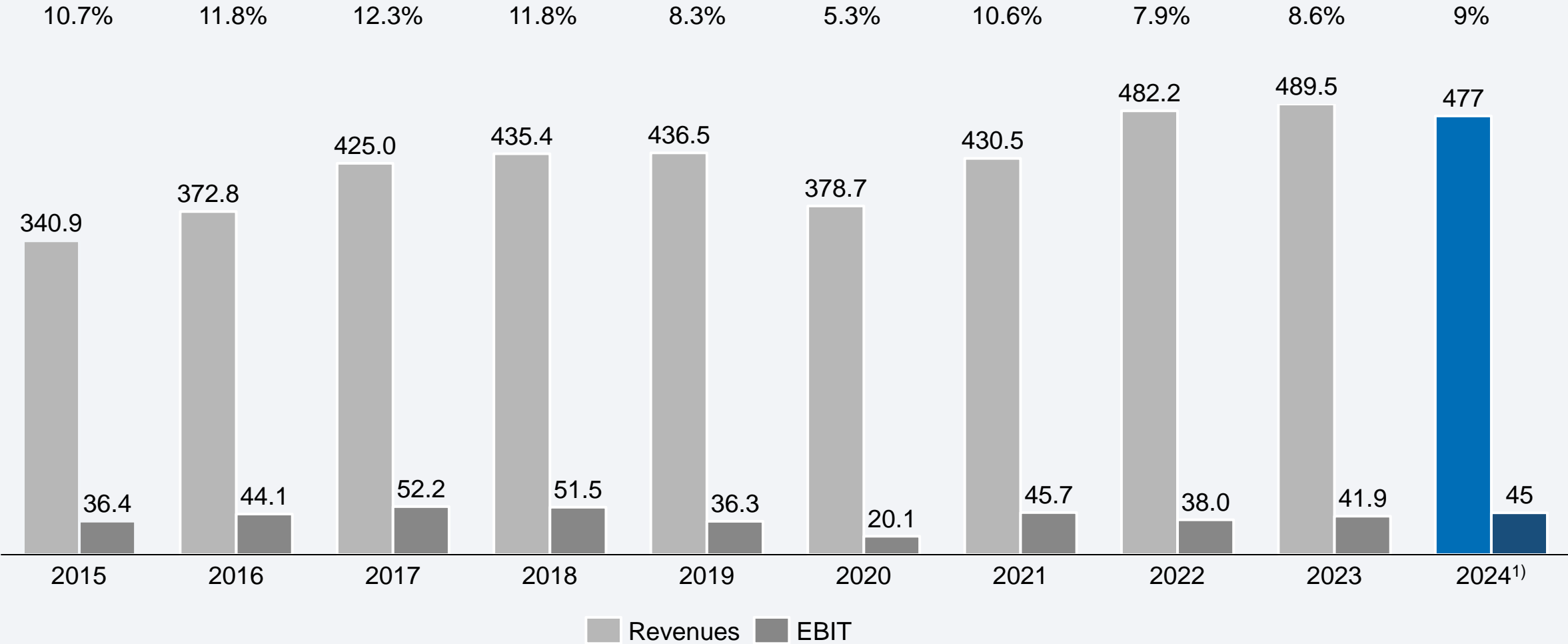
Notes:

1) FY 2024 figures are preliminary

2) Average for the year

# Overview revenue, EBIT and EBIT margin

in €m, %

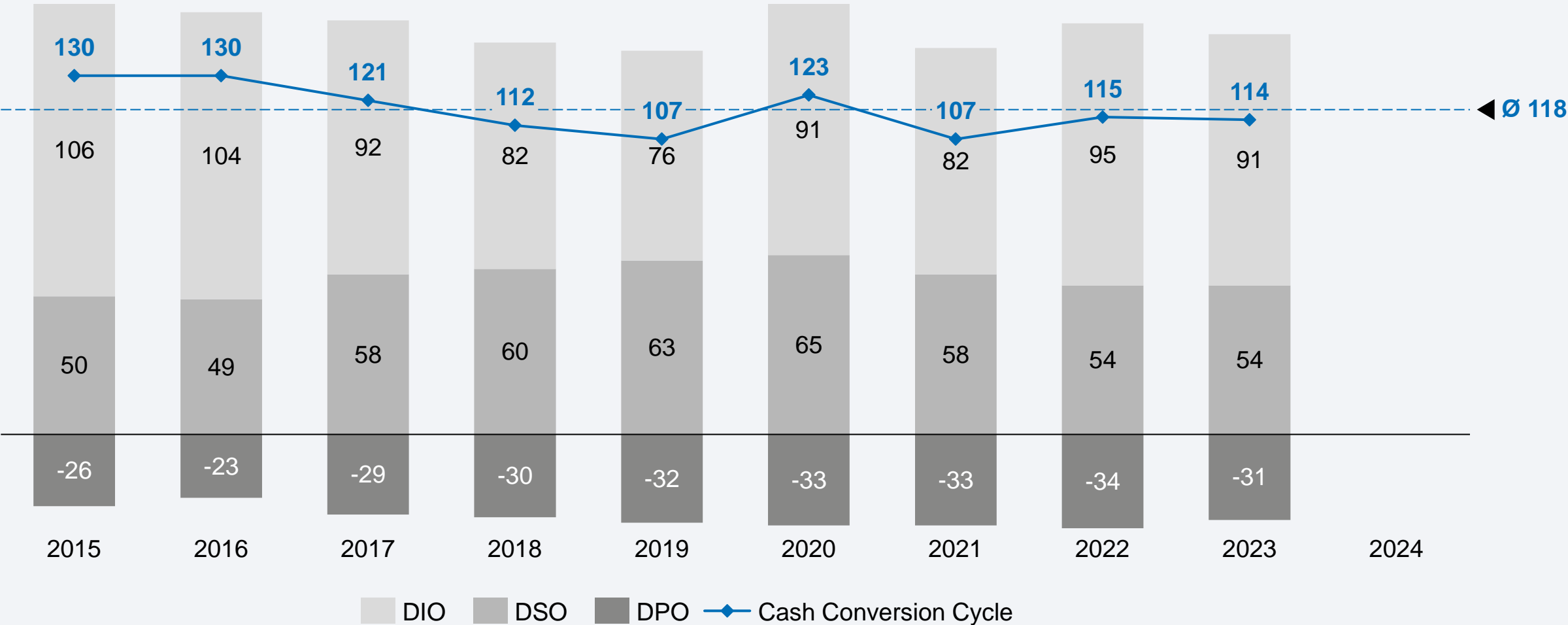


Notes:  
1) FY 2024 figures are preliminary



# Cash cycle

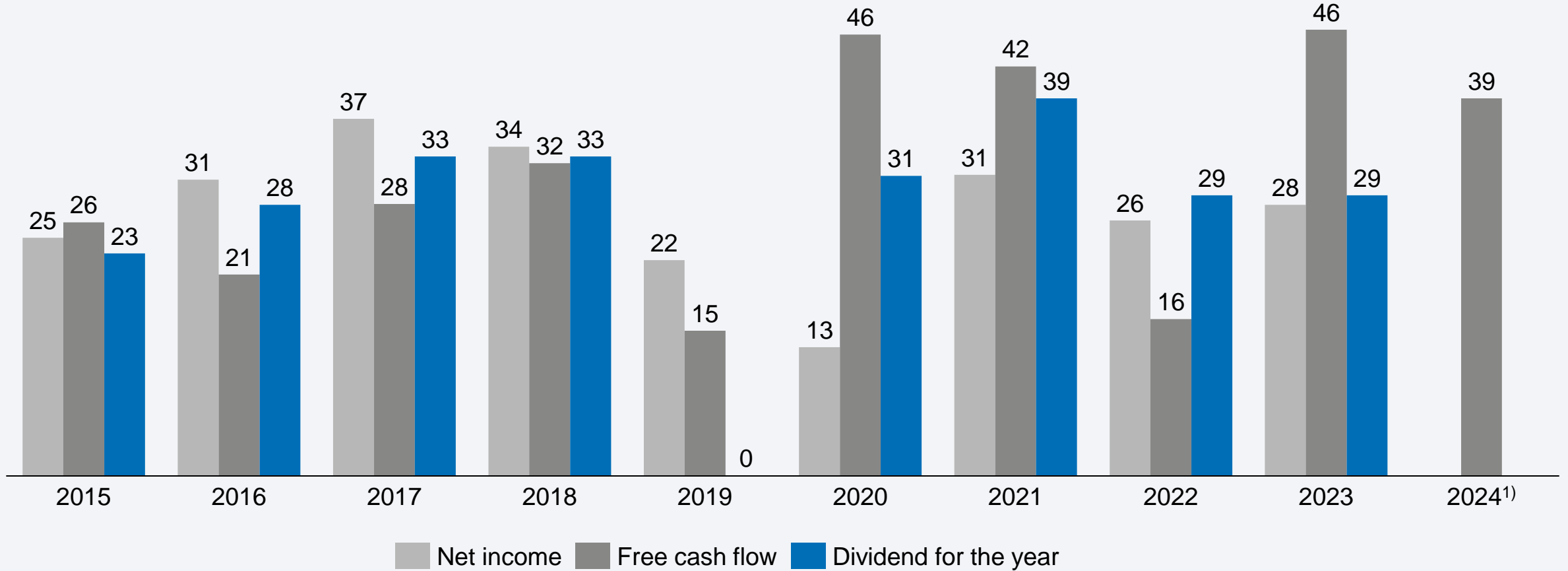
in days



# Overview net income, free cash flow, dividend

in €m

DPS: ▲ 1.70    ▲ 2.10    ▲ 2.45    ▲ 2.45    ▲ 0.00    ▲ 2.30    ▲ 2.90    ▲ 2.20    ▲ 2.20



Notes:

1) FY 2024 figures are preliminary

# Financial calendar 2024/2025

Date	Event
March 26, 2025	Annual report 2024 / Annual press conference
May 6, 2025	Quarterly statement Q1 2025
May 13, 2025	Annual General Meeting 2025, Augsburg
August 5, 2025	H1 Report 2025
November 5, 2025	Quarterly statement Q1–3 2025

# 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.

**No investment advice:** This presentation is for information only and shall not constitute investment advice. It is not intended for solicitation purposes but only for use as general information. All descriptions, examples and calculations contained in this presentation are for illustrative purposes only.