

#WebinarWednesday

29. März 2023

The background image shows an industrial washing machine. A large, blue, fish-shaped metal part is being washed. Water is spraying from a nozzle onto the fish's head. The machine is made of dark metal and has a large, circular, perforated metal basket in the foreground. The overall scene is set against a teal background.

Einblicke in den Hidden Champion Alltag
#4: WashTec AG



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Die Wertentwicklung in der Vergangenheit ist kein verlässlicher Indikator für die künftige Wertentwicklung.

Stand 31.10.2022



Rahmen- bedingungen

Unsere heutigen Referenten freuen sich auf Sie!



**Oliver N.
Hagedorn**
CEO und Gründer avesco AG



Dr. Ralf Koeppe
Vorstandsvorsitzender & CEO
WashTec AG





WashTec
CLEAN CARS

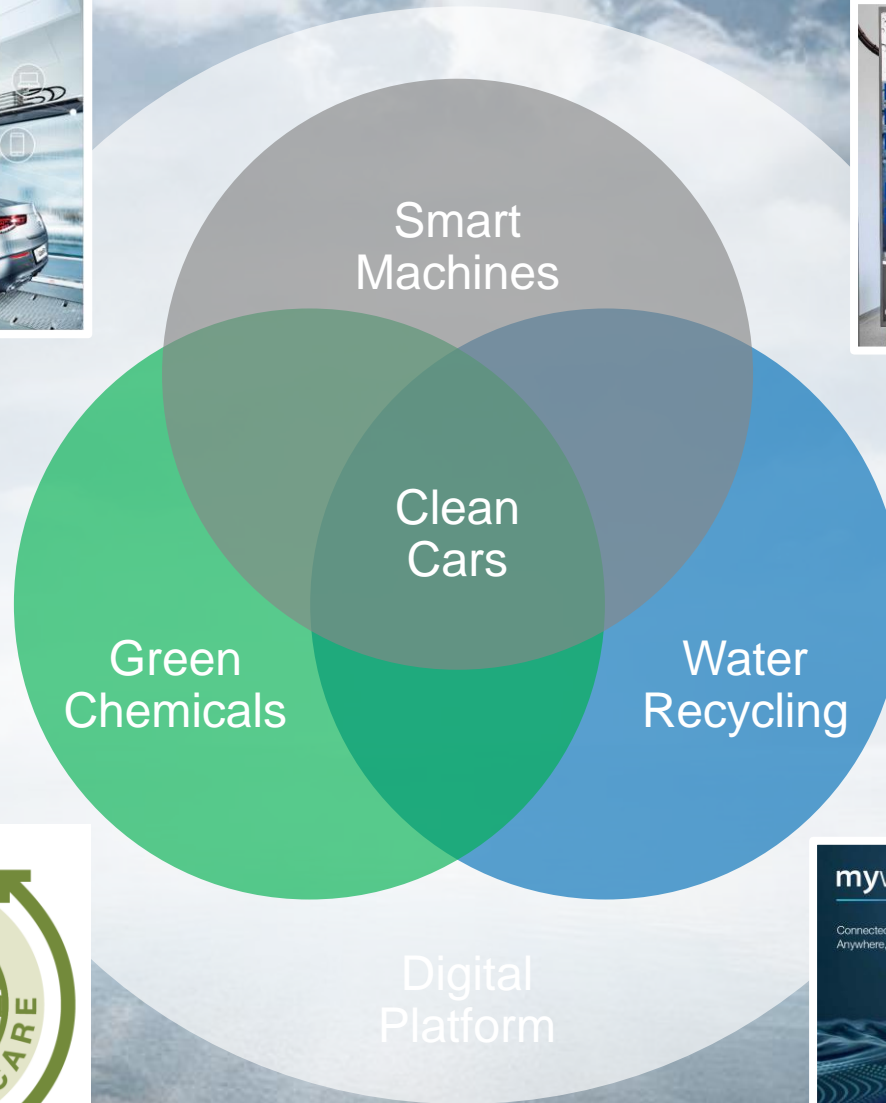
Wie waschen Sie Ihr Fahrzeug?

- A) In einem Rollover-System (z.B. Tankstelle)
- B) In einer Waschstraße
- C) In einer SB-Waschbox

?

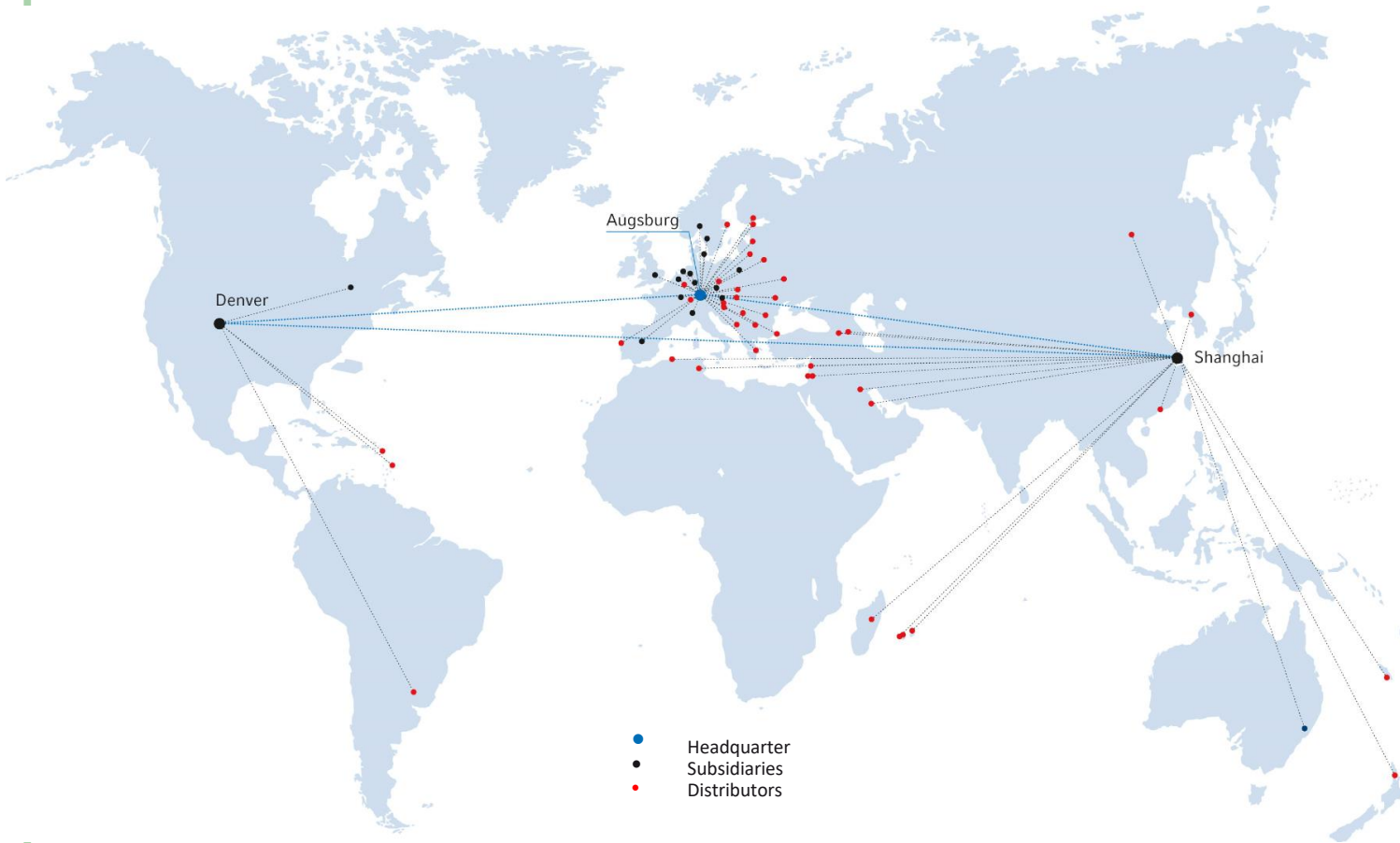


Our Mission: Sustainable Car Wash



Clean Cars? #askWashTec

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

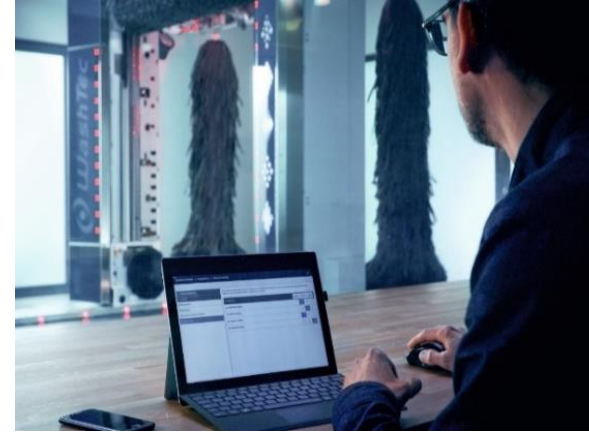


50 years of innovation leadership



Sustainable profits & high cash flows

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

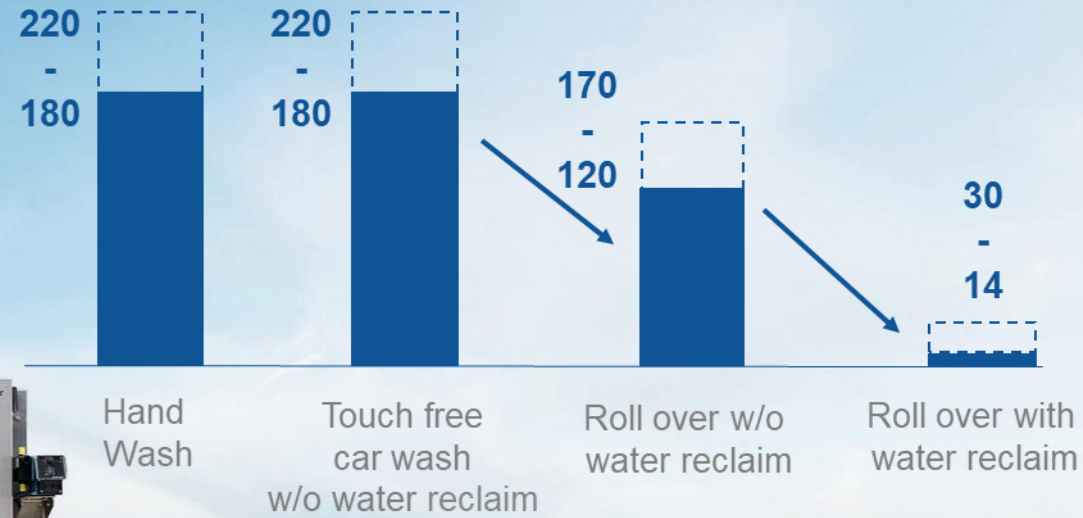


We are professionals in our area of expertise, set ourselves the highest standards and are constantly developing our skills.



Water Treatment

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



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

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.

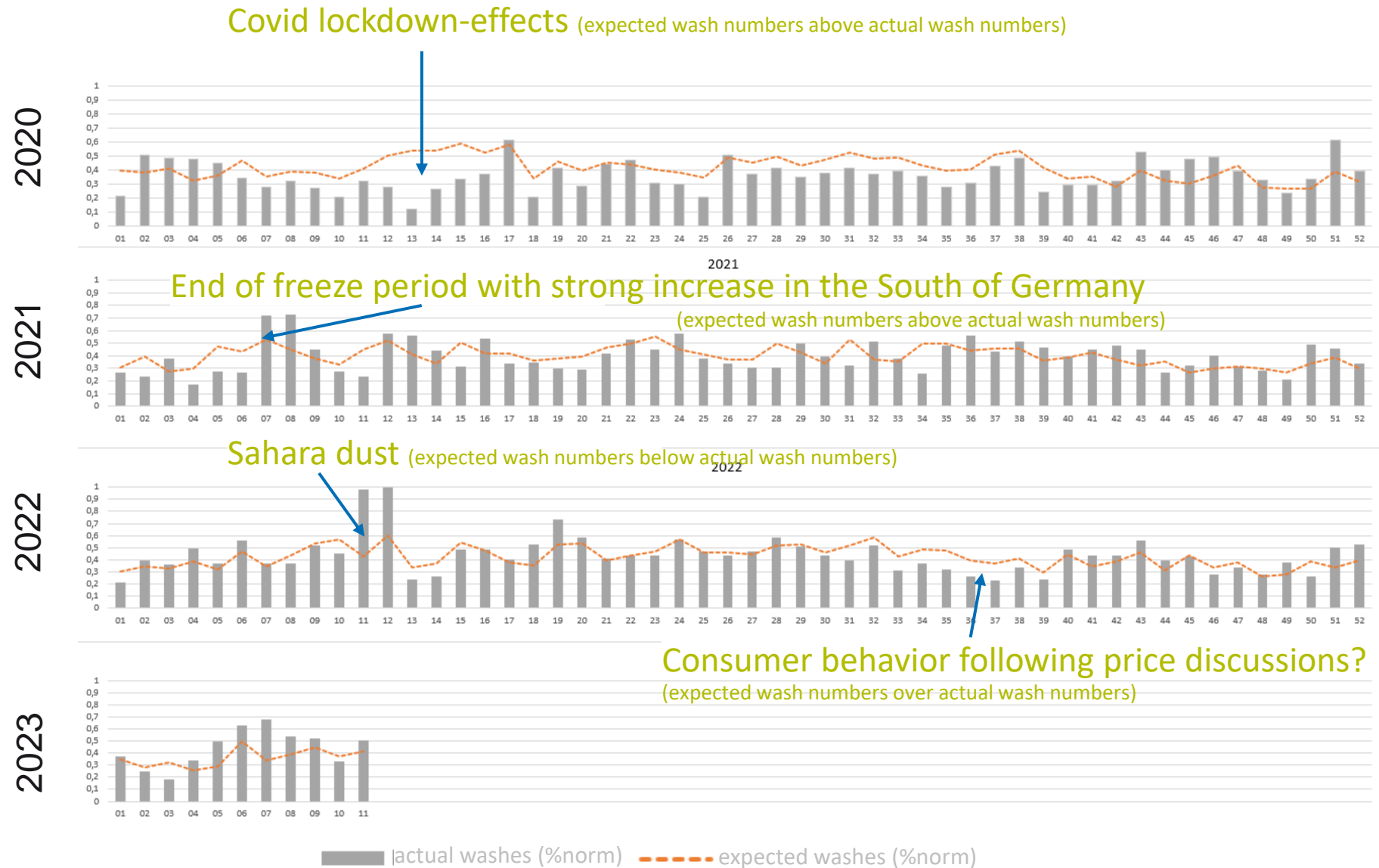


Connected machines deliver valuable data



A look into actual wash behaviour*

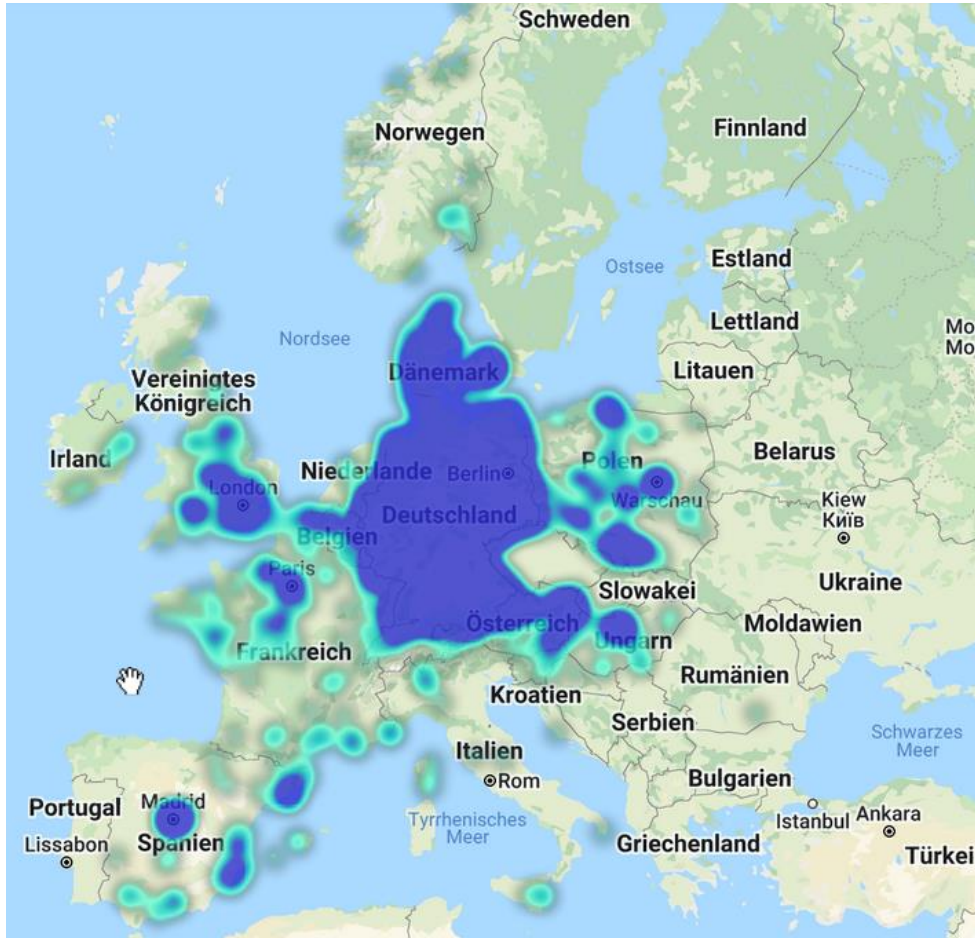
*based on 50 installation sites in Germany





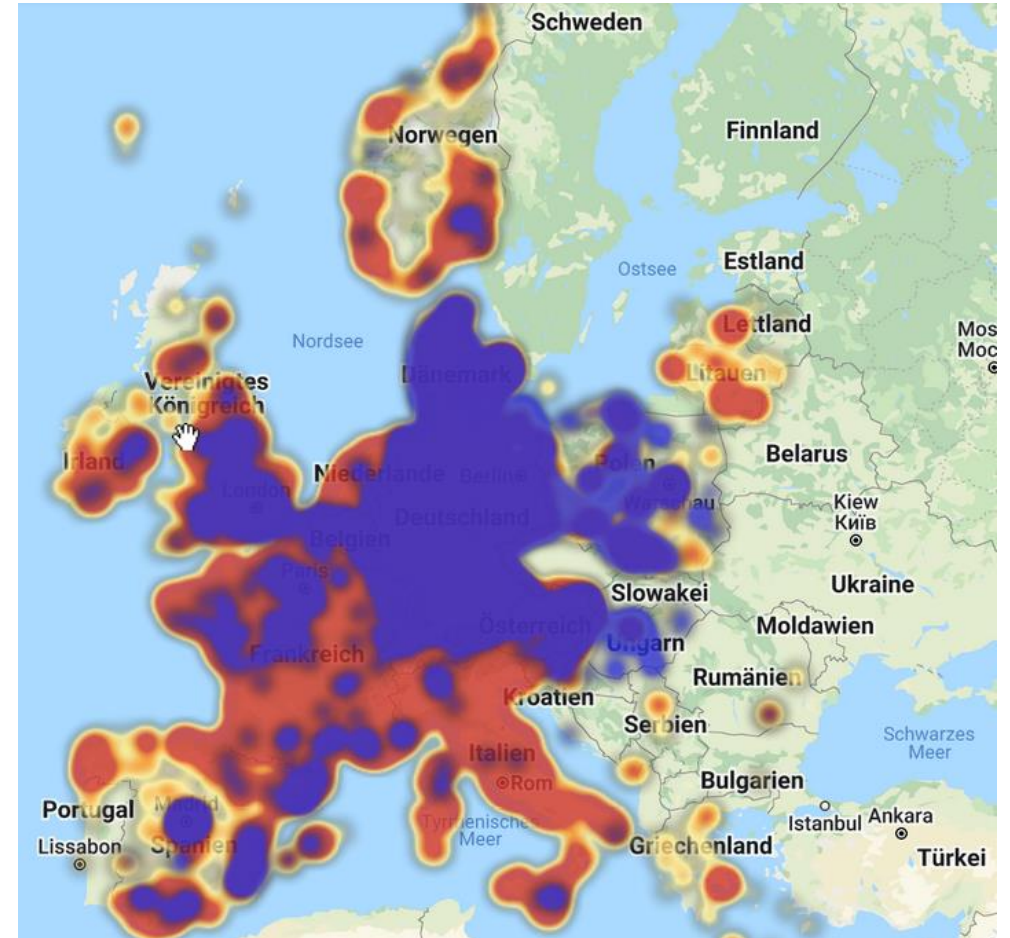
Water Treatment is more prevalent in certain regions than in others.

Installed Base WashTec Rollover **with Water Treatment**



• Source: WashTec Market Intelligence

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



Source: WashTec Market Intelligence

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

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](#)





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)



The WashTec Sustainability Programm

Environmental sustainability

Dedicated to eco-efficiency

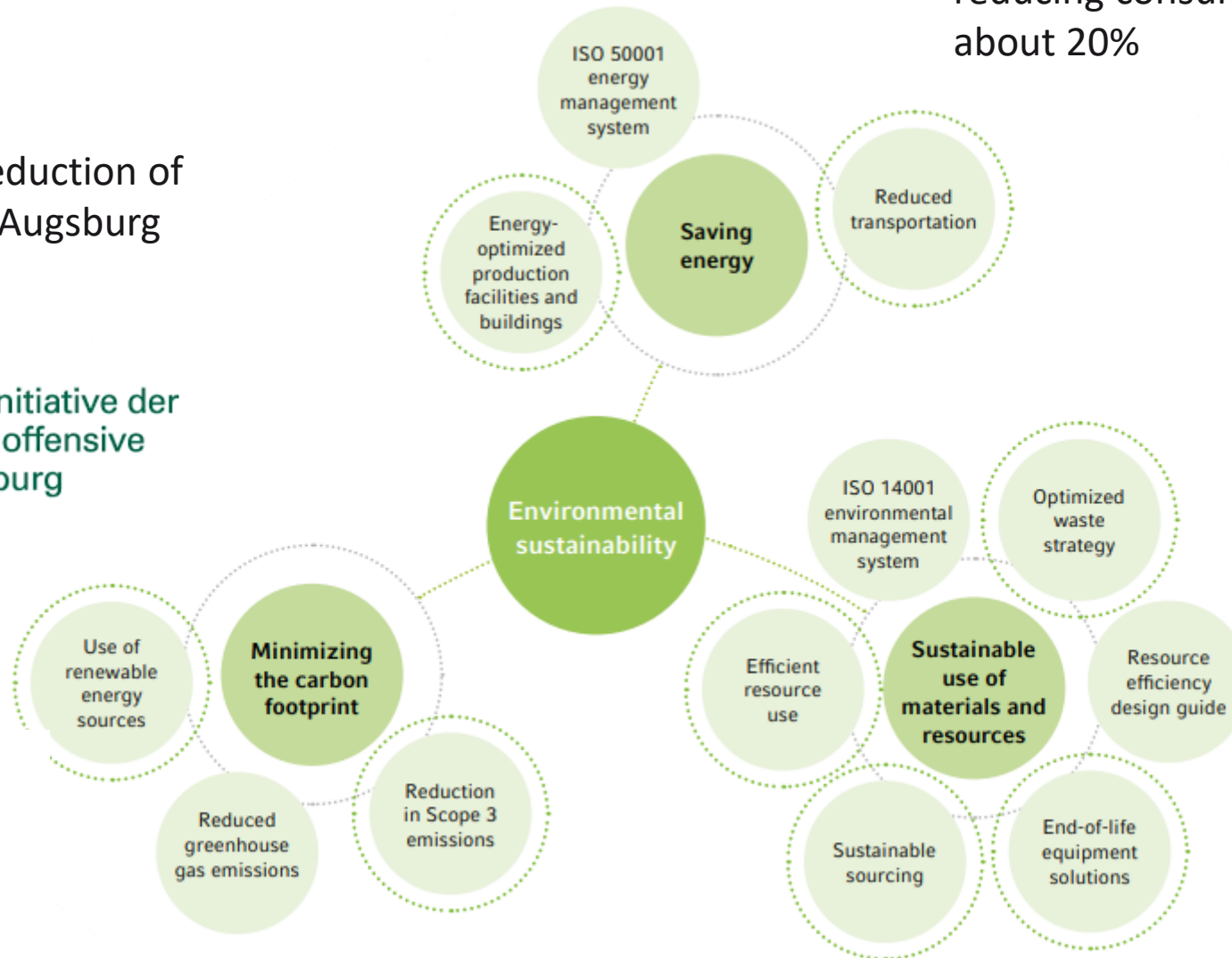


Contribution to the reduction of CO2 emissions in the Augsburg region (9-point plan)



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

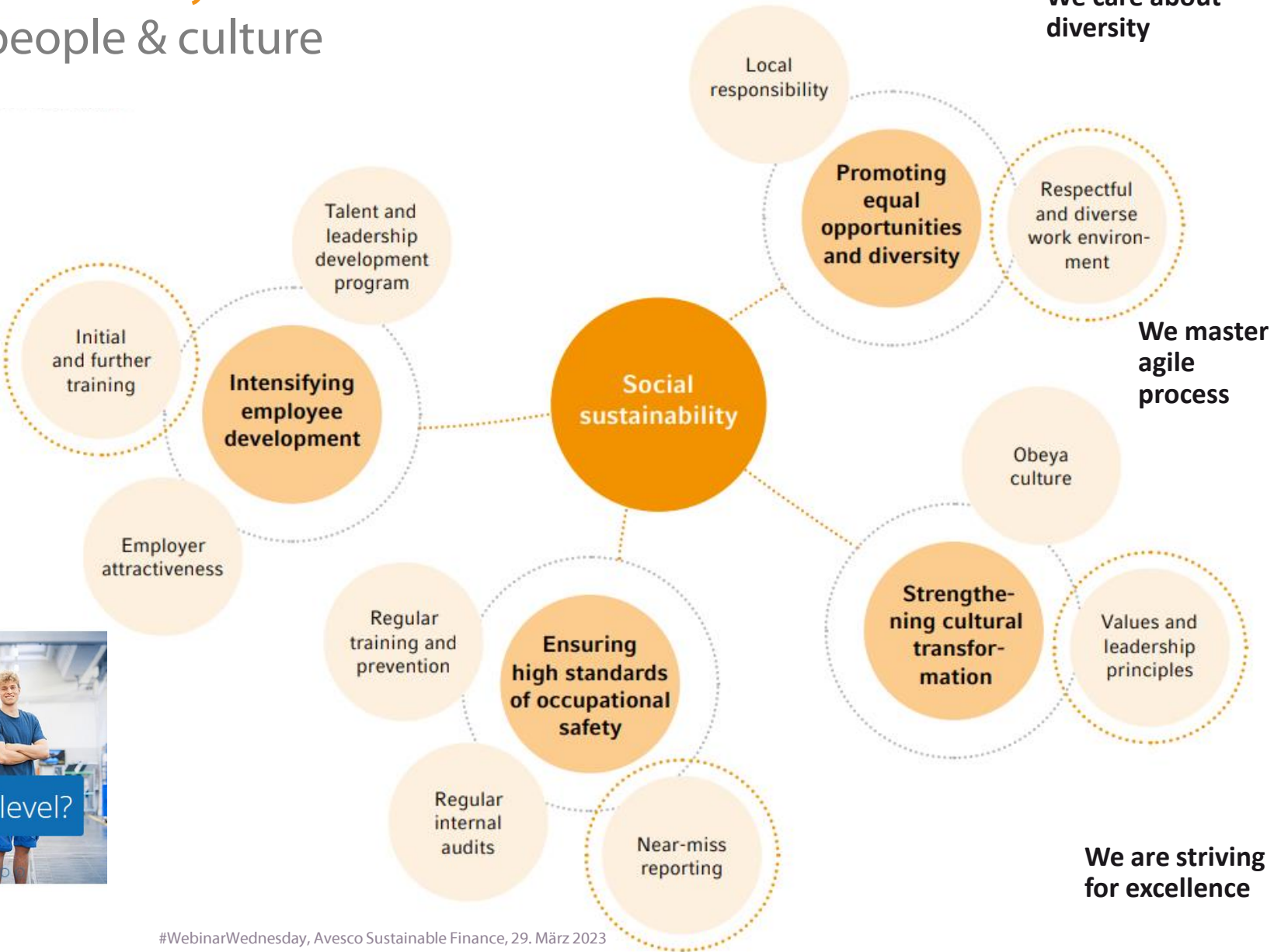
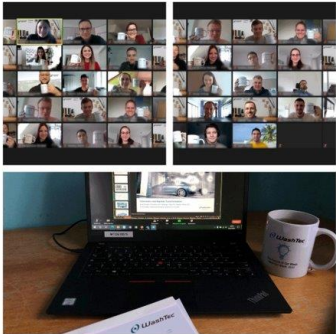


Sustainable energy and resource program 2025

The WashTec Sustainability Programm

Social sustainability

Care for people & culture



We care about diversity



We master agile process



We embrace the next generation



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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Ihre Fragen



Sustainable Hidden Champions: WashTec



- Weltweit führender Anbieter von innovativen Lösungen für die Fahrzeugwäsche
- Hidden Champions sind resilient und performant
- Für die Elite des Mittelstands ist Nachhaltigkeit ein Wettbewerbsvorteil



avesco Sustainable Hidden Champions
Equity – R
WKN/ISIN A1J9FJ / DE000A1J9FJ5



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Wir sind für Sie da



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Anhang



Entdecken Sie unseren neuesten Content

Nachhaltigkeits- bericht vom Jahr 2021



Name der Anteilklasse	avesco Sustainable Hidden Champions Equity - R
WKN/ISIN	A1J9FJ / DE000A1J9FJ5
Ertragsverwendung	ausschüttend
Dividende	3% p.a.
Auflegungsdatum	18.03.2016
Mindestanlage	EUR 25
Sparplanfähig, VL-fähig	Ja
Ausgabeaufschlag	bis zu 5 %
TER (=Laufende Kosten)	1,72 % p.a.
davon Verwaltungsgebühr	1,65 % p. a.



avesco Sustainable Hidden Champions Equity - I



Name der Anteilklasse	avesco Sustainable Hidden Champions Equity - I
WKN/ISIN	A12BKF / DE000A12BKF6
Ertragsverwendung	ausschüttend
Dividende	3% p.a.
Auflegungsdatum	05.01.2015
Mindestanlage	EUR 1.000.000
Ausgabeaufschlag	0 %
TER (=Laufende Kosten)	1,19 % p.a.
davon Verwaltungsgebühr	1,10 % p. a.





Name der Anteilklasse	avesco Sustainable Hidden Champions Equity - C
WKN/ISIN	A2QJLC/ DE000A2QJLC4
Ertragsverwendung	ausschüttend
Dividende	3% p.a.
Auflegungsdatum	01.06.2021
Mindestanlage	keine
Sparplanfähig, VL-fähig	Ja
Ausgabeaufschlag	0%
TER (=Laufende Kosten)	1,29 % p.a.
davon Verwaltungsgebühr	1,20 % p. a.



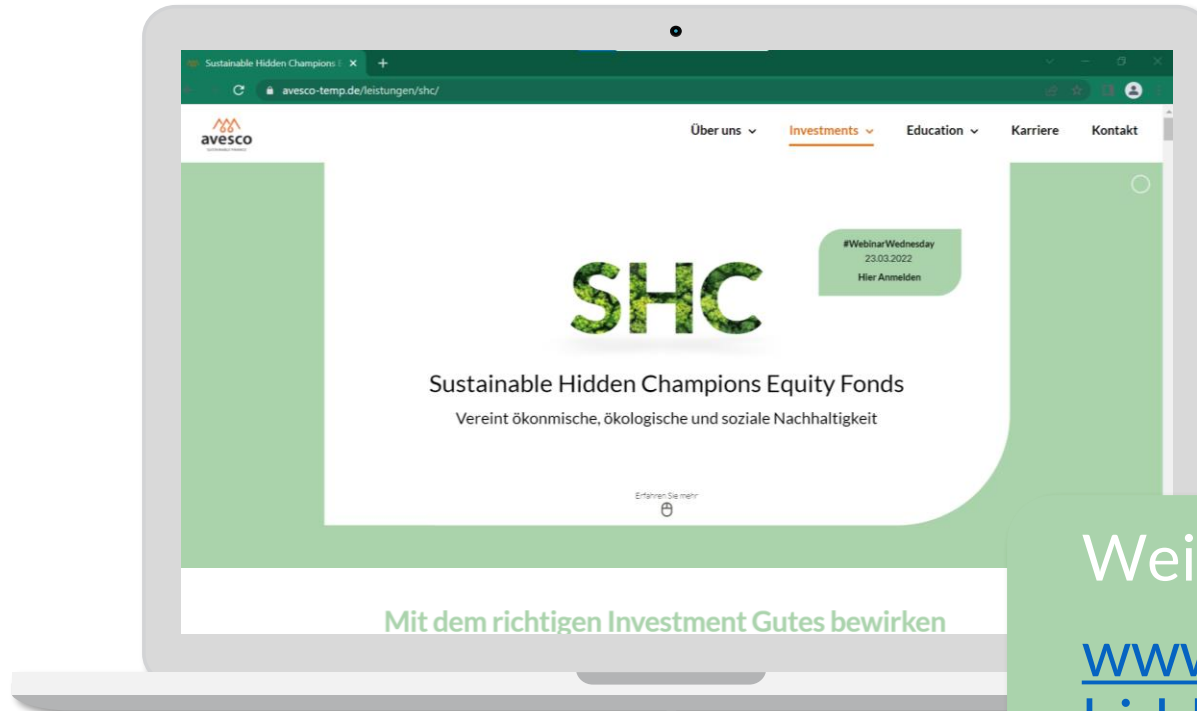
Sie interessieren sich für die Themen
Nachhaltigkeit und **Hidden Champions**?

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<https://www.avesco.de/newsletter-anmeldung/>





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