



Q3 Report | October 27, 2021

Dr. Ralf Koeppel | CEO

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2 | Financials – Q3 2021

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CLEAN CARS®

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Gain efficiency insights thanks to smart, data-driven reports about your connected machines



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Thanks to subscriptions, you can increase your wash business and profit regardless of the weather and increase customer loyalty.



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my.SmartSite

Control your wash park for more convenience and more profit



Supply chain situation – tense but still manageable

Risks from the supply situation remain, but currently no direct impact on the production

Shortage of raw material and price increases

- Chemical components
- Steel, stainless steel, copper, aluminum
- Semiconductors
- Plastics like Polyethylene, polypropylene



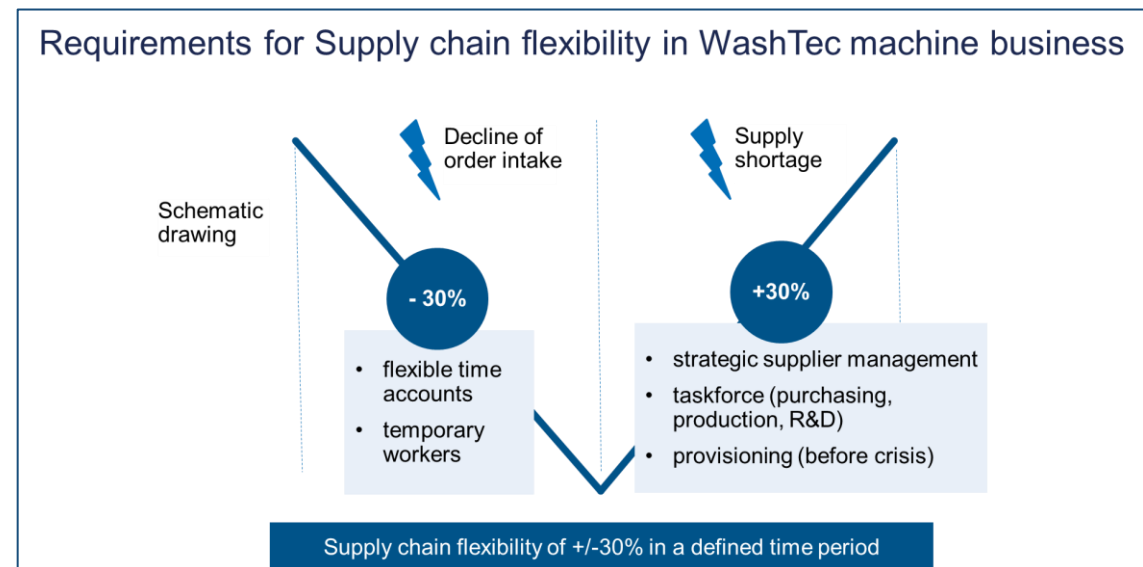
WashTec is executing a rigorous, proactive approach

Forecasting with major suppliers,

Regular calls with all important suppliers

Weekly Meeting “securing supply”, daily coordination between order and purchasing dpt.

“red telephone” purchasing / R&D to find substitutes for missing parts





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Q3 at a glance – Revenue on pre-corona level; double digit EBIT performance

- Double-digit revenue growth in all main product segments; strong contribution from direct sales
- EBIT margin at 13.5%; Operational EBIT (without positive subsidy effect of 2.7m€) up 68% with an EBIT margin of 11%
- Positive cash flow

Revenue

€ 111.3 m up 18.5 %

EBIT

€ 15.0 m up 105 %

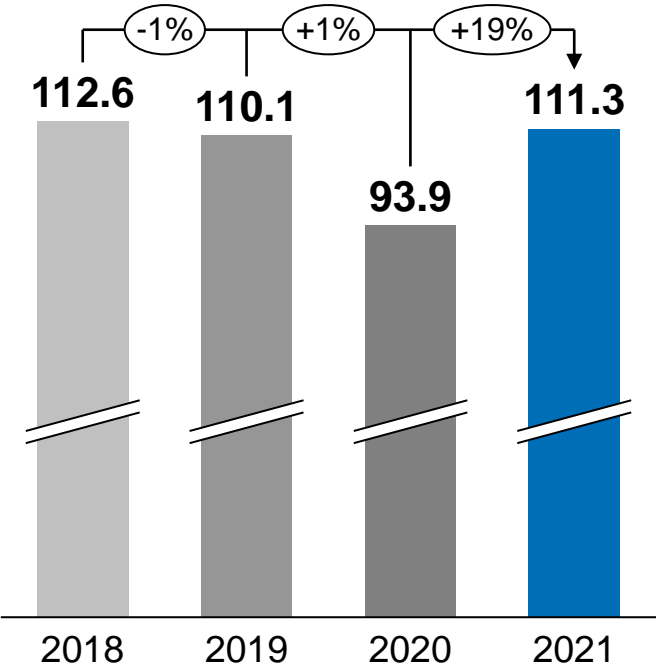
FCF (after lease expenses)

€ 5.2

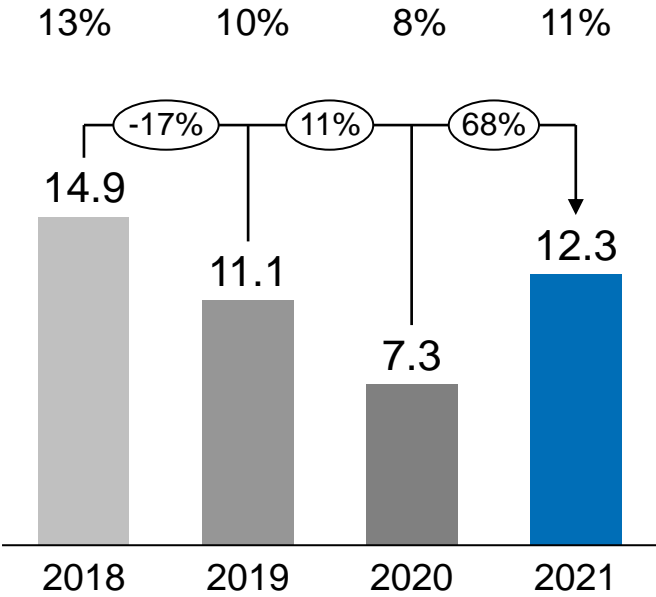


Q3 - Revenue back on pre-crisis level; EBIT double digit and above 2019; FCF as expected below PY

in €m

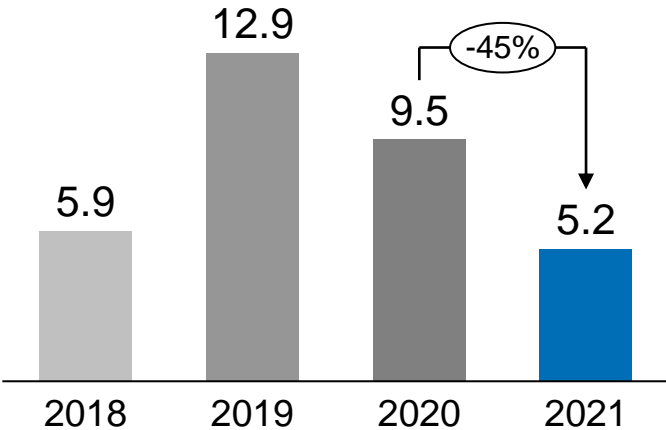


Q3 Revenue



Q3 EBIT*

* EBIT adjusted by subsidy effect of 2.7m€ in NA



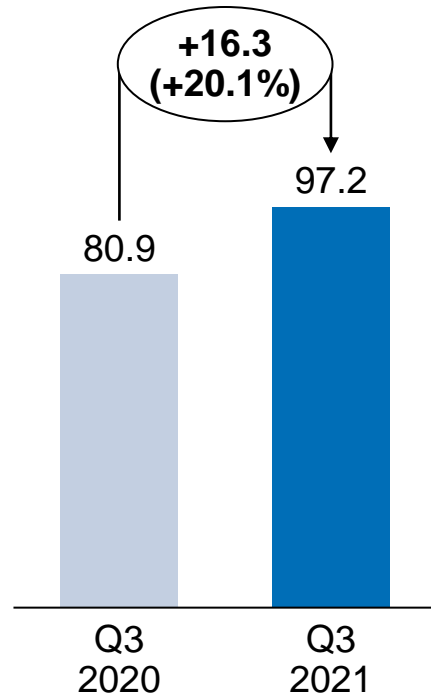
Q3 FCF (including lease exp.)



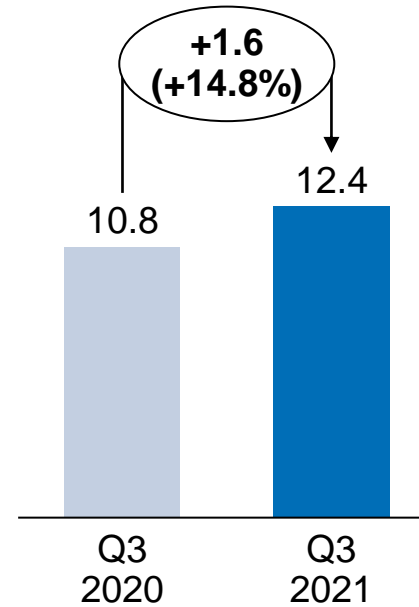
Q3 – Equipment & service up 20%; chemicals app. 15%

in €m

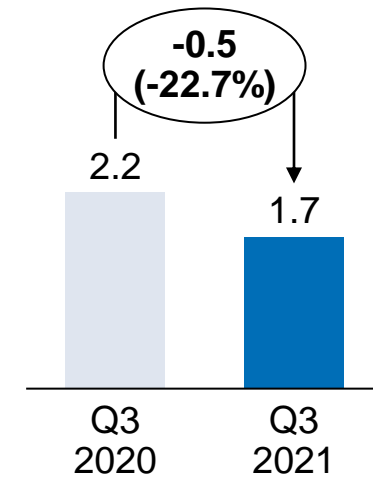
Equipment and service



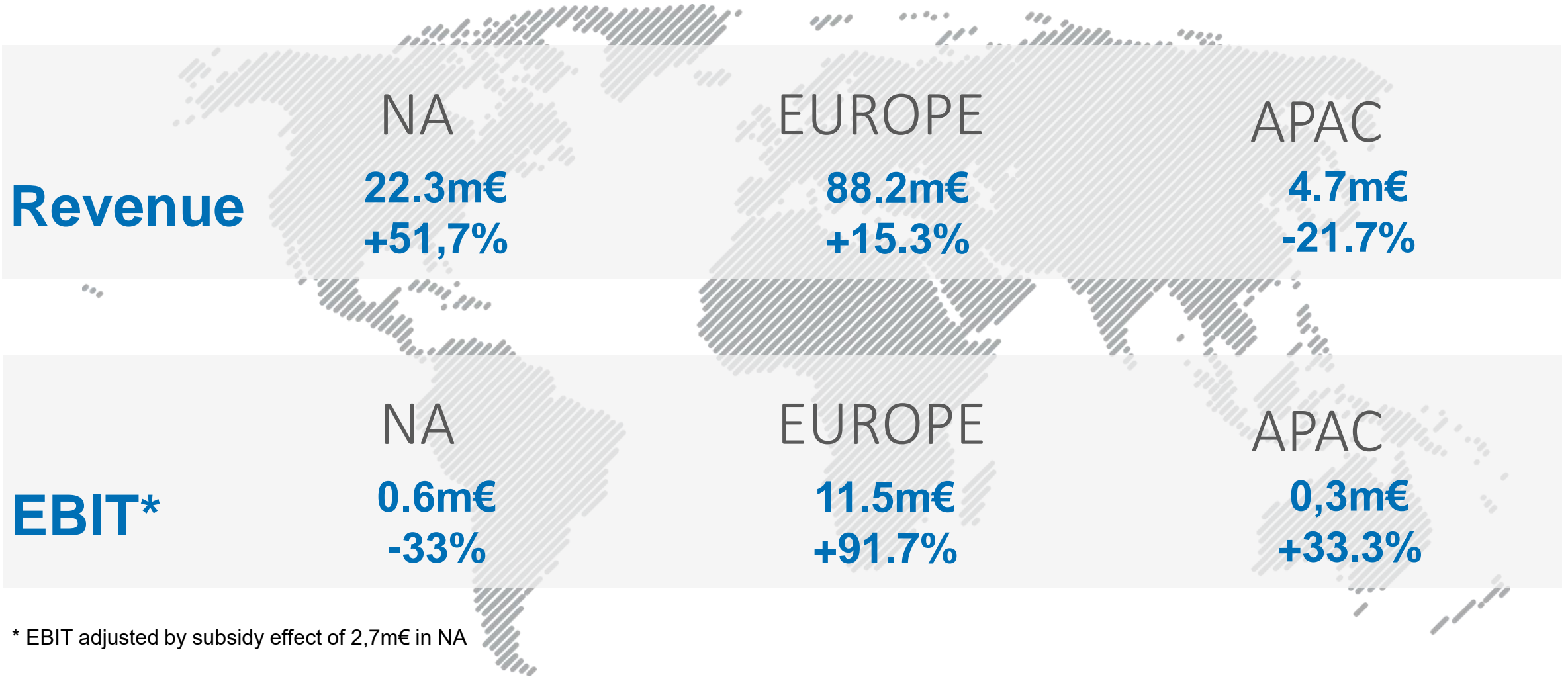
Chemicals



Other



Q3 development by region – Strong performance driven by Europe; NA result impacted by material price increase & capacity adjustments

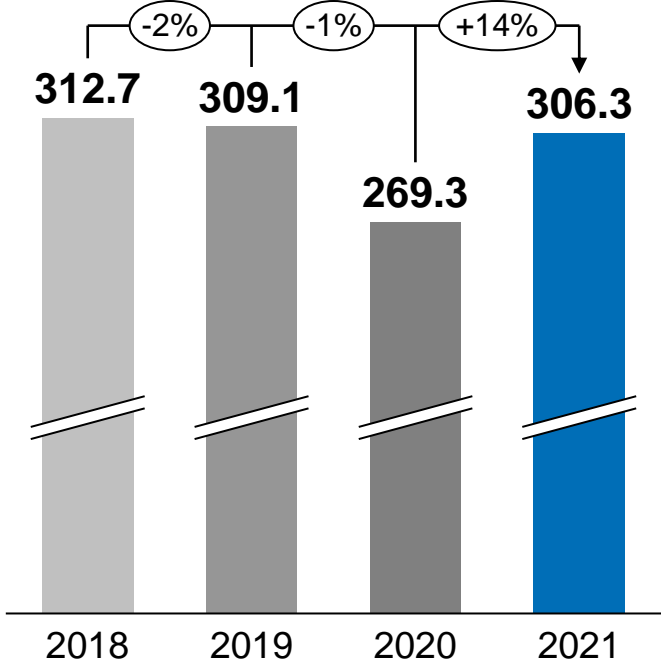


* EBIT adjusted by subsidy effect of 2,7m€ in NA

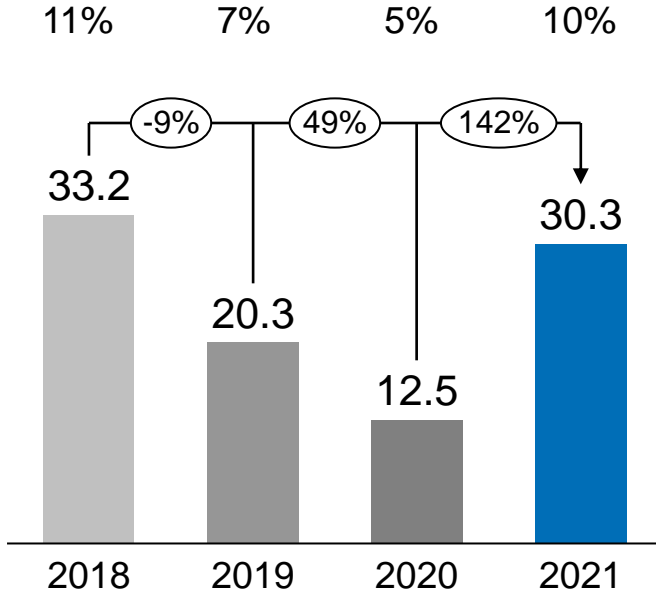


Q3 YTD - Revenue & EBIT still slightly below 2018 pre-crisis level; FCF significantly improved

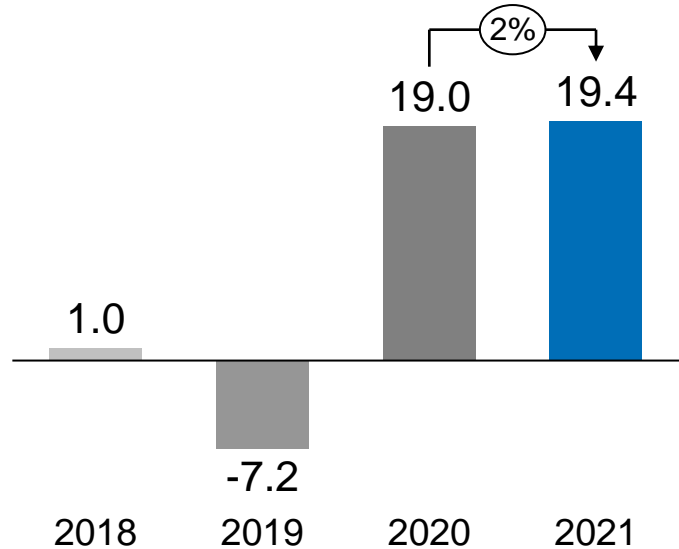
in €m



Q1-Q3 Revenue



Q1-Q3 EBIT*



Q1-Q3 FCF (including lease exp.)

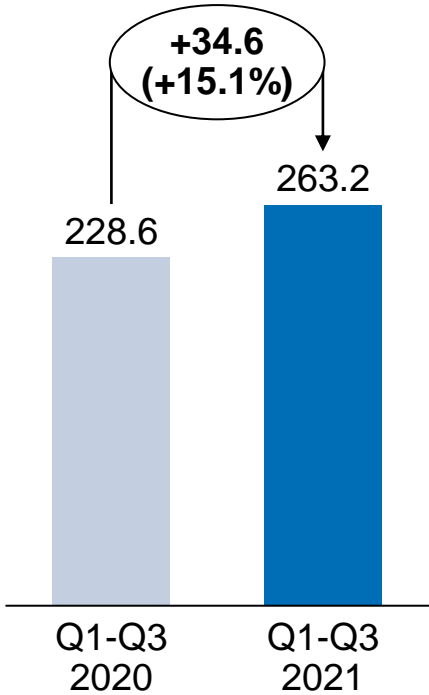
* EBIT adjusted by subsidy effect of 2.7m€ in NA



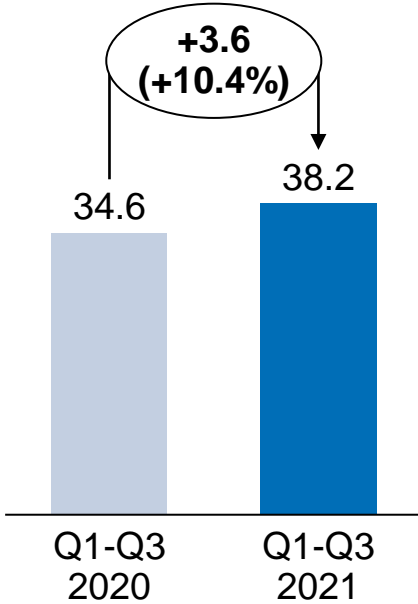
Q3 YTD – Revenue growth driven by Equipment, Service & Chemicals

in €m

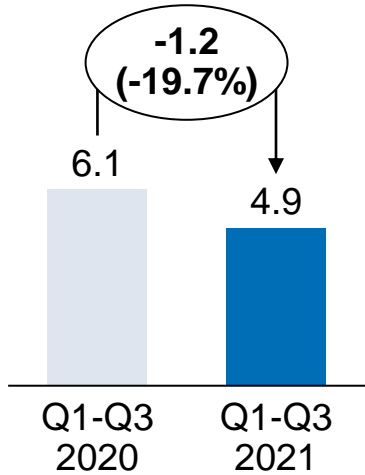
Equipment and service



Chemicals

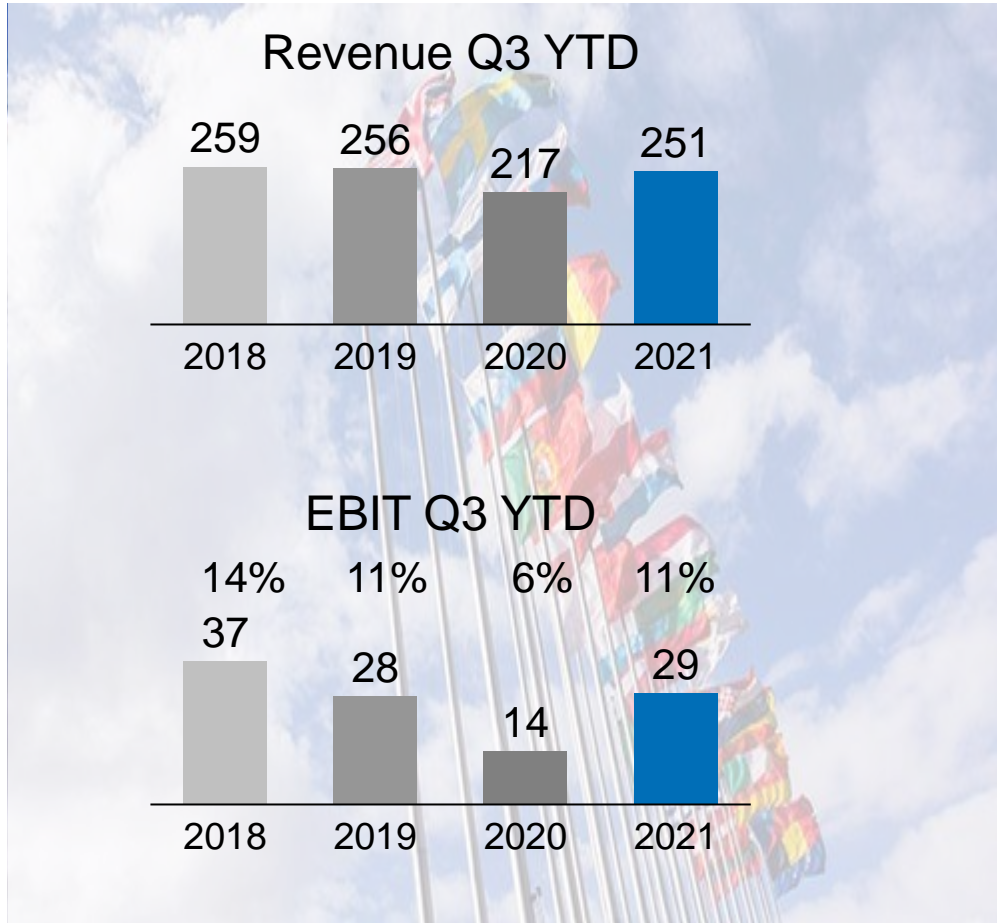


Carwash management business and others



Q3 YTD – Europe

in €m

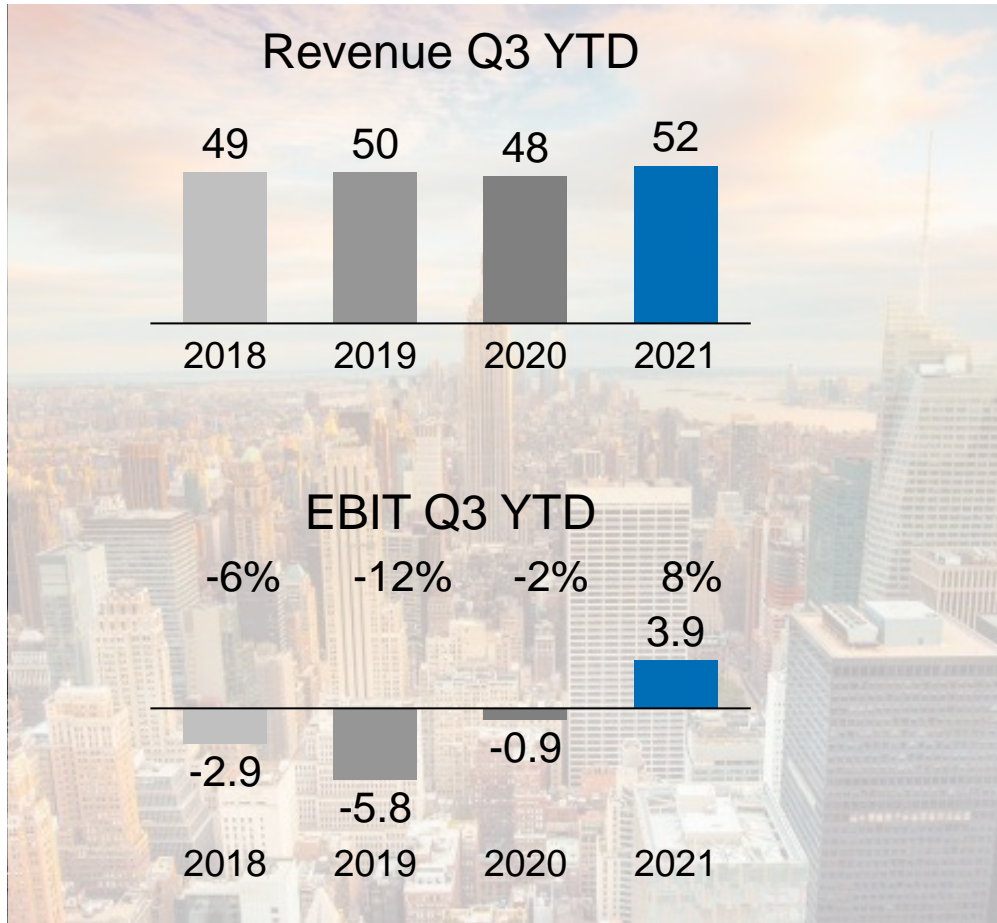


- Revenue up 16% compared to the prior year, however, still approx. 2%-3% below pre-crisis level
- Direct sales significantly above prior year
- Double-digit EBIT ratio of app. 11%



Q3 YTD – North America

in €m

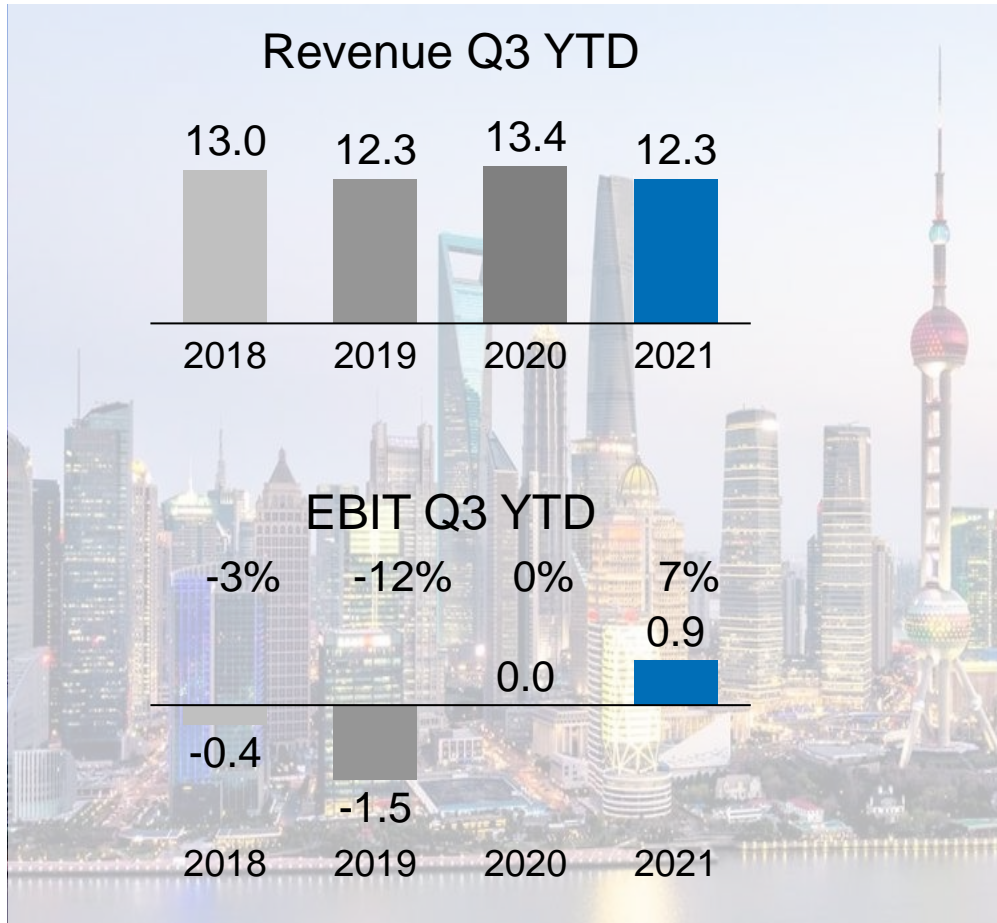


- Revenue 8% up due to strong sales to Key-Accounts in 3rd Quarter
- Direct sales performance above prior year
- Significant EBIT improvement
- EBIT adjusted by subsidies at 1,2m€
- Q3 impacted by material price increase



Q3 YTD – APAC

in €m

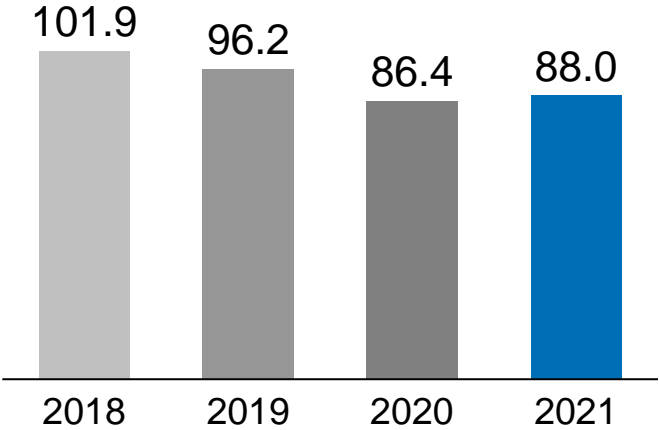


- Revenue 8% down. Positive performance in AUS overcompensate decline in China
- Significant EBIT improvement

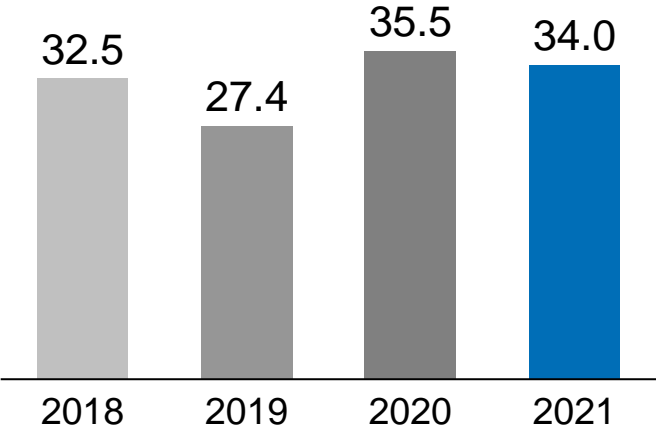


September 2021 Balance Sheet – Significant improvement of NOWC; solid balance sheet structure

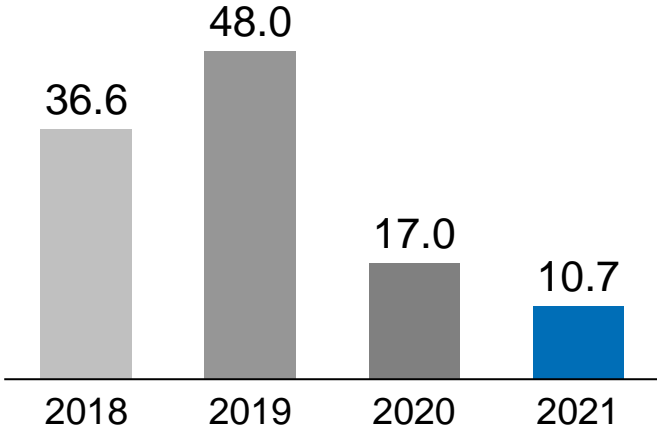
in €m



September
NOWC



September
Equity Ratio



September
Net Debt



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Guidance 2021*

	2020	Guidance 2021**
Revenue	€ 378.7m	significant increase of over 9%
EBIT	€ 20.1m	significant increase, with an EBIT-Ratio of round 10%
FCF after lease payments	€ 36.9m	significant decrease
ROCE	10.5%	significant increase

* This guidance is subject to uncertainties

** stable < 3 %; slight ≥ 3 – < 5; significant ≥ 5 %



Financial Calendar 2021

November 22 – 24, 2021

Equity Forum, online

April 7, 2022

Investors' Day

May 16, 2022

Annual General Meeting 2022





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