



Pompano Beach



El Car Wash is the Premier Car Wash Platform in Florida



- **El Car Wash (“ECW”) is the largest and fastest growing express car wash business in Florida**
 - 30+ open locations / 160K+ members (primarily in Southeast Florida) with a current pipeline to 75+ locations; next phase of growth centered around revitalizing the car wash space in Metro Detroit
 - Primary focus on the unlimited membership club; customers pay monthly for access to all locations in the network (similar to a gym membership)
 - Provides a fast, quality car wash delivered in a fun, highly-automated, environmentally friendly, socially responsible, and cashless setting
- **ECW strives to be the country’s leading car wash business with key emphasis on:**
 - Community engagement, exemplified by its partnership with Florida’s largest hospital system (Baptist Health; \$50K+ donated each year), discounted fleet arrangements with local organizations and exclusive sponsorships of the Miami Heat and Florida Panthers
 - Customer experience, bolstered by significant investment in on-site aesthetics
 - Operational excellence, including strong worker’s benefit and retention programs
- **As a result, the business holds a #1 position across most industry KPIs**
 - Proven track record of achieving best-in-class new store ramp curves with openings that have substantially exceeded underwriting, providing confidence in future success
 - Vast majority of land is company-owned and unencumbered by any asset-level financing, resulting in meaningful financial downside protection
- **The Co-Founders / Co-CEOs have led the company since 2019 and have built a deep bench of senior operating professionals with world class industry experience that collectively represents a best-in-class management team**
- **ECW most recently recapitalized the ownership structure with Warburg Pincus, one of the largest, oldest and most reputable private equity firms in the world**
 - Warburg Pincus is committed to sustainably growing ECW into the leading business in the country

Our Core Tenants Focus on Being Best in Class



Key Partnerships with Leading South Florida Institutions



Focused on Quality in Everything We Do

People

Our greatest strength is our people. Great people grow at the pace of their talent and are rewarded accordingly. Great people deliver and transform.

Culture

We embrace change, take smart risks and learn from our mistakes. Integrity, hard work, quality and responsibility are key to building our company and reputation

Brand

The El Car Wash name – our customers know and love it. The experiences they have every time they come to an ECW location generate true passion for our brand.

Locations

Robust development team and process, resulting in a portfolio that is comprised of the highest quality real estate out there.

Baptist Health MEMBERSHIP | EL CAR WASH

YOU WASH, WE CAR(E)

EL CAR WASH WILL DONATE \$1 PER MONTH TO BAPTIST FOR EVERY MONTH THAT YOU REMAIN A MEMBER!

MEMBER BENEFITS	1 ST MO.	2 ND MO.	3 RD MO.
UNLIMITED WASHES	\$19.99	\$19.99	\$36.99
20+ LOCATIONS			
50% OFF MO. 1 & 2			
10% OFF MO. 3 +			
SUPPORT BAPTIST!			

FREE EL BEST CAR WASH

GROCERY STORE WORKERS & DELIVERY DRIVERS
EMPLOYER IS REQUIRED

EL CAR WASH'S

ups amazon FedEx Wawa Dixie Sedanos

IF YOU ARE A GROCERY STORE WORKER OR A DELIVERY DRIVER
TEXT ESSENTIAL TO 64600

IF YOU ARE NOT A GROCERY STORE WORKER OR DELIVERY DRIVER - TAG SOMEONE WHO IS

ECW Builds a Fun, High Quality & Institutional Facility



ECW North Miami



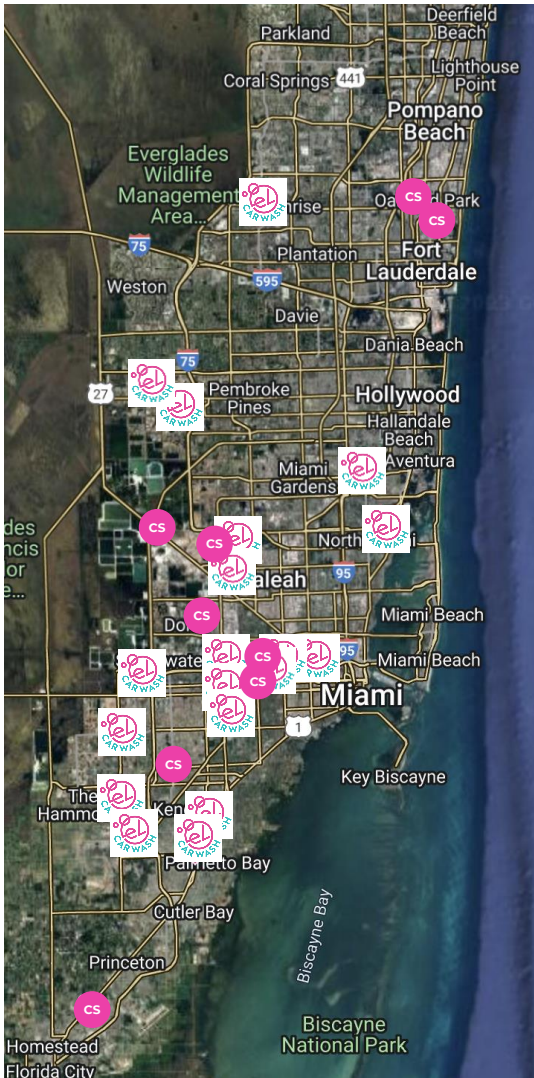
ECW Palm Beach



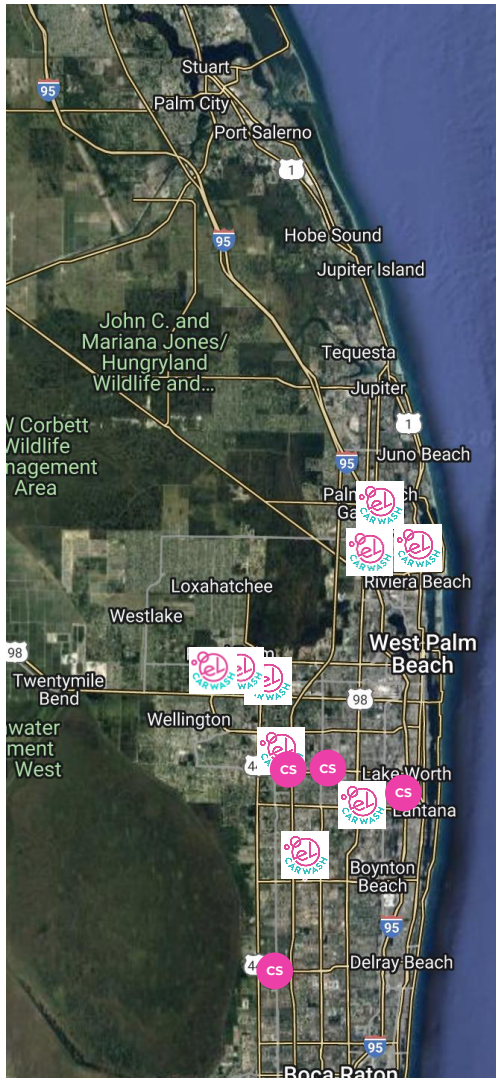
ECW Florida Site Map



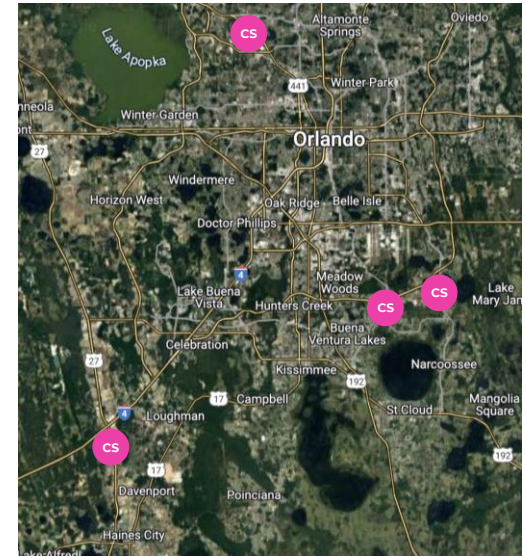
Miami-Dade/Broward



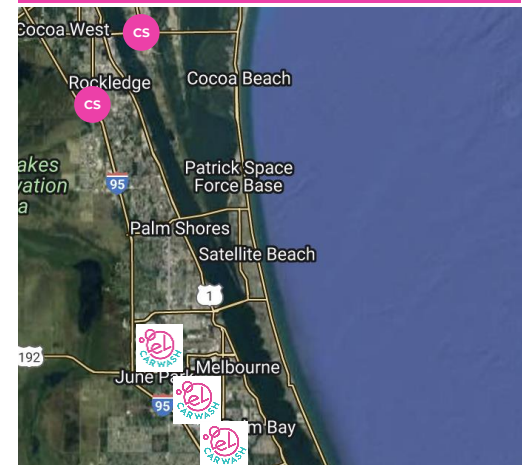
Palm Beach County



Greater Orlando



Brevard County



= Open / Imminent = Coming Soon

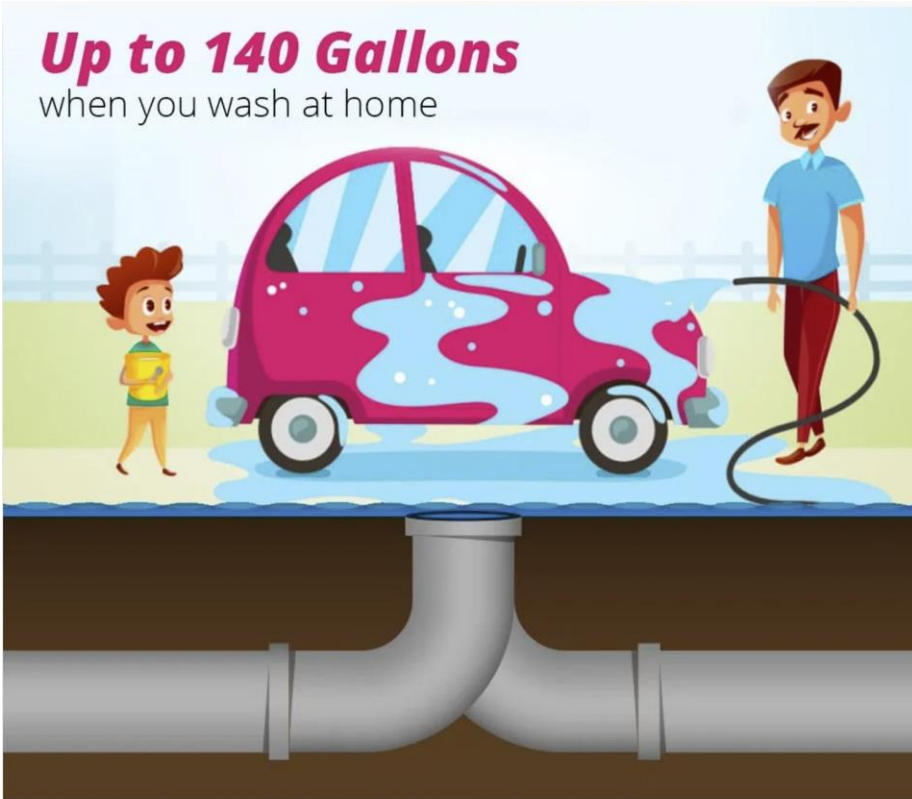
Environmental Positives



Washing at Home and Other Car Washes

Up to 140 Gallons

when you wash at home

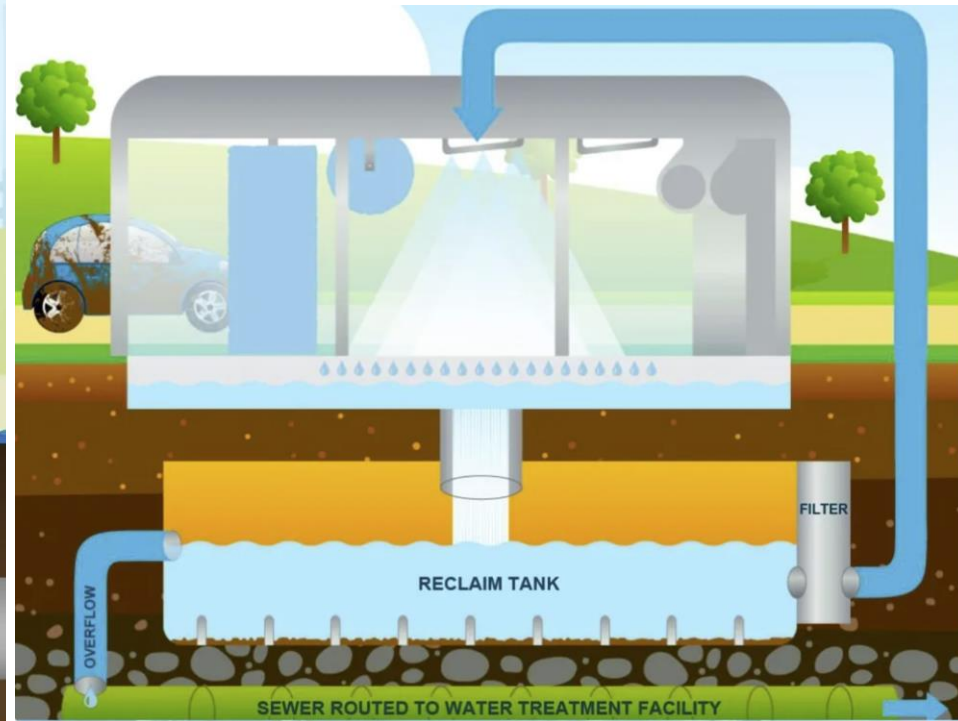


There are no detergents of any kind that are approved for discharge into storm sewers.

Pollutants end up in rivers, lakes and streams harming our wildlife.



El Car Wash Water Treatment & Reverse Osmosis System Reduces Water Per Car to 20 glns vs 140 glns



Environmental Misconceptions



Reducing
Carbon
Footprint



- Reverse osmosis filtration to recycle our water
- Using professional **biodegradable products** that are safe for the Earth
- Saving energy through major investments in **top-of-the-line equipment**

Home vs.
Commercial Car
Wash



- El Car Wash **uses less than 1/3rd the fresh water of even the most careful home car washer**
- At home washes typically uses between **80 and 140 gallons of water** vs. ECW who uses **45 gallons per car**.

Wastewater
Treatment

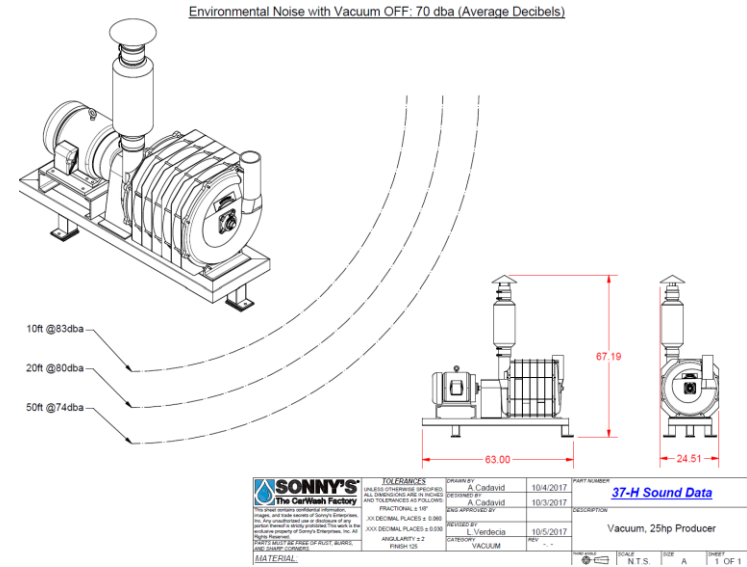


- Wastewater will be filtered through an oil/water separator **allowing treatment before it is ever discharged. Water will not be discharged into the stormwater system.**
- The facility proposes a 2,000 gallon holding tanks that will recycle the water used by the facility. **~90% of the water will be recycled** by taking the car-wash water runoff and containing it inside the building, it will be drained to the re-use tank for future car washes.

Sound & Site Operations

Sound

- The vacuum bays will utilize a “Autovac” manufactured vacuum system for the facility with the motors within the carwash structure or fully enclosed within a concrete enclosure
- Distance of 30ft from enclosures reads ~44 decibels (equivalent to a loud whisper)
- The air-dryers inside the car-wash tunnel will be outfitted with silencing mufflers to reduce the sound generate
- There are no outdoor speakers associated with the car-wash tunnel, and no sounds will be provided on the three pay stations



Site Operations

- Customers stay in your vehicle the entire time
- The overall wash process takes approximately 3 minutes
- ~ 5 employees on site always to assist customers with use and operations of the wash but **NEVER TOUCH THE CAR**
- Hours of operations are from 7 AM to 9 PM
- We are environmentally conscious within all aspects of our operations

Express Car Washes – Misconception vs. ECW Reality



Item	Misconception	ECW Reality
Hours of Operation	Car Washes are 24/7	We are exclusively a day-time operation - 7am to 9pm (all employees off site shortly after)
Aesthetics	Car washes are ugly	We invest substantial capital/resources and work with local communities to create strong and thoughtful curb appeal
Environmental Impact	Car washes are bad for the environment	Our washes are completely environmentally friendly (all soaps are biodegradable) and save substantial water vs. our competitors or washing at home
Noise (Music)	There is loud music played	We do not play music and no music is allowed on site
Noise (Vacuums)	The vacuums are loud	Our vacuum equipment is housed inside of concrete enclosures and thus produce only average street level noise at property line
Light	The site is lit up all night	Site lighting is turned off when closed and there are stringent requirements for all photometrics
Traffic	Car washes bring traffic	We generate fewer trips than restaurants or banks and our high speed tunnel gets cars out in 2-3 minutes
Staffing	There are 20+ employees drying & vacuuming cars	We NEVER touch a car – this is an express car wash only – there are typically 4 employees on site for customer service
Odor & Smell	Car washes create waste	There are no odors or smells
Maintenance	Car washes are not maintained well	Our only focus of business is car washing – not gas station/lube shops – we keep our sites looking perfect because we sell cleanliness

Site Rendering



Site Rendering – N. Federal Highway



Site Rendering – N. Federal Highway



Site Rendering – Northern Property Line



Site Rendering – Internal Site View – NE 18th

