

Berenberg & Goldman Sachs  
German Corporate Conference  
2024

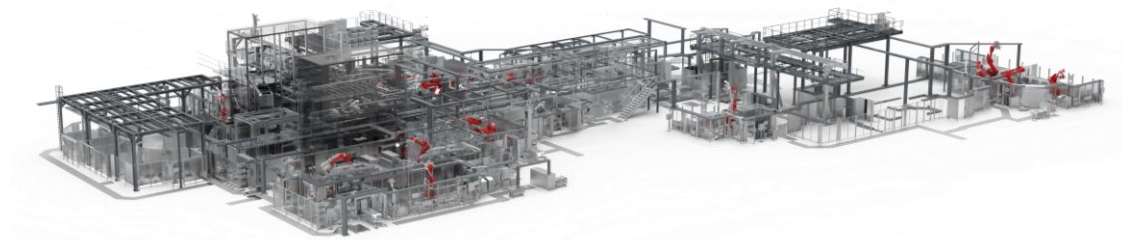
Aumann AG  
23 September 2024



# Aumann drives E-mobility transformation

## Strategic focus

Fully automated production lines...

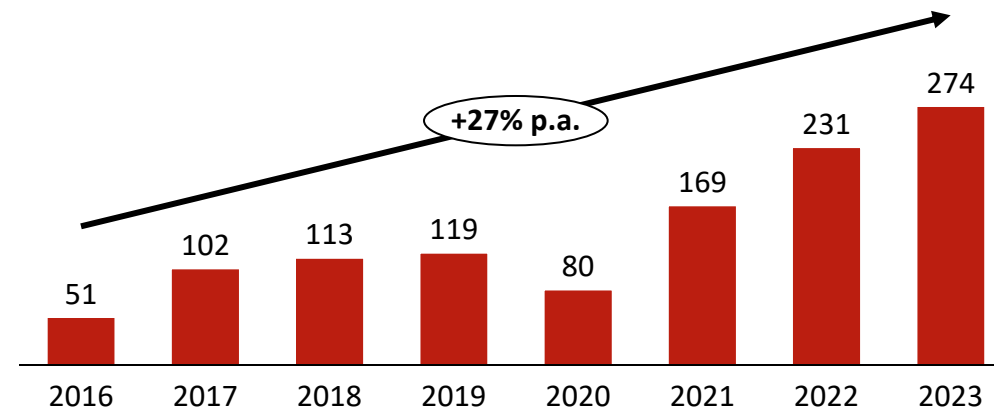


...for the entire range of electromobility

## Global customers



## Order intake E-mobility\*



\* Order intake in the E-mobility segment in € million and CAGR in %

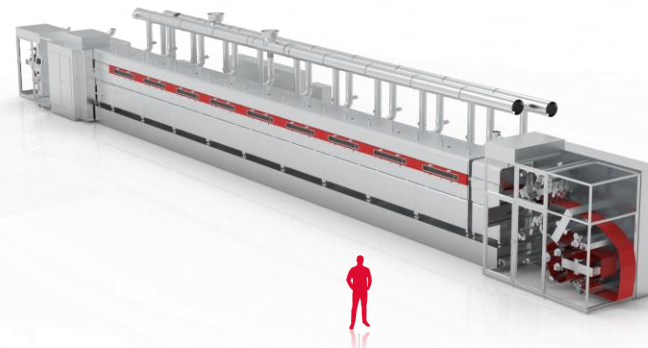
# Unique range of solutions tailored to the requirements of electromobility

## Modular solutions



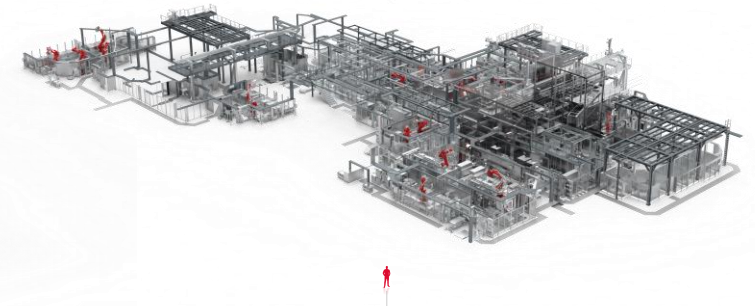
**Standardized process stations and modular cell systems** for flexible production lines

## Process solutions



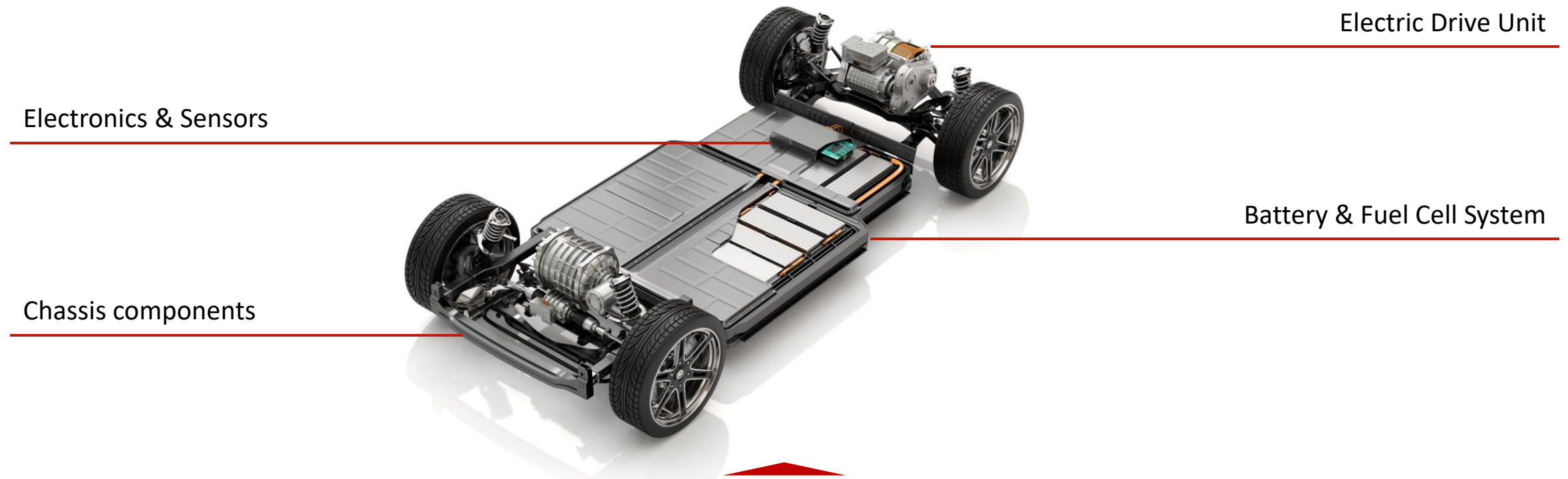
**Complex production lines with specialized Aumann process know-how**, e.g. converting, winding

## Turnkey solutions



**Large-volume series production systems, tailored** to the requirements of our customers

# Electromobility comes to life on Aumann's production lines

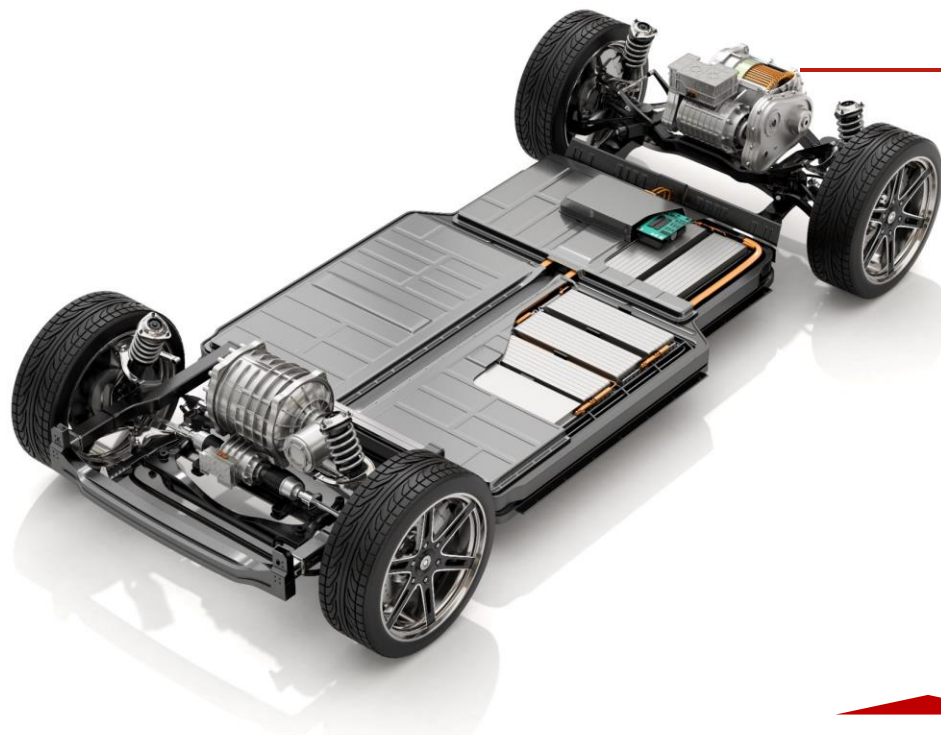


## Aumann competences

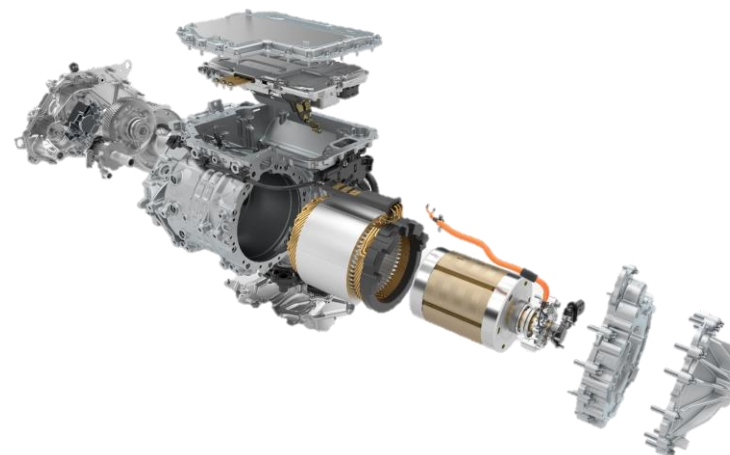
- Converting
- Assembly
- Winding
- Joining
- Automation
- Measuring & Testing
- Industry 4.0
- Turnkey solutions



# Electromobility comes to life on Aumann's production lines



Electric Drive Unit



## Aumann competences

Converting

Assembly

Winding

Joining

Automation

Measuring  
& Testing

Industry  
4.0

Turnkey  
solutions

We are a full-service provider for the efficient electric drive unit

## Electric Drive Unit

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Inverter



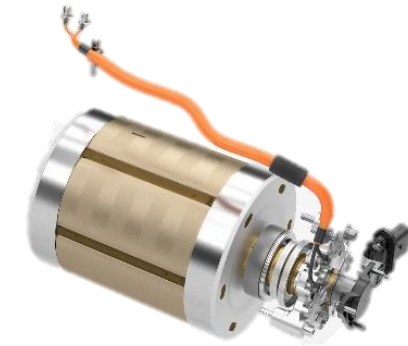
Aumann's **modular production solutions**  
ideally suited for inverters

Stator



Aumann masters the **entire production processes** for stators

Rotor

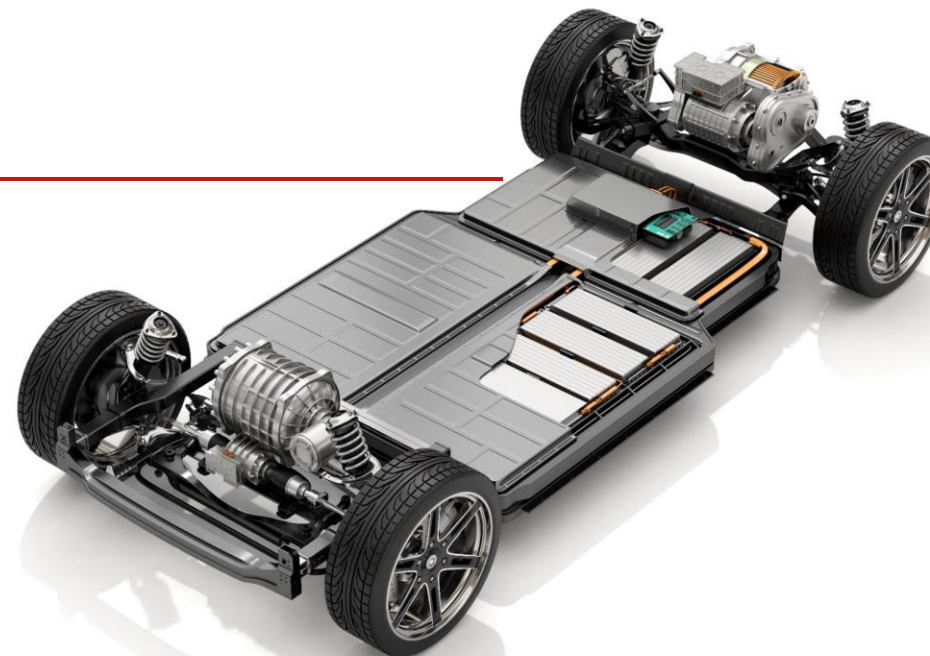
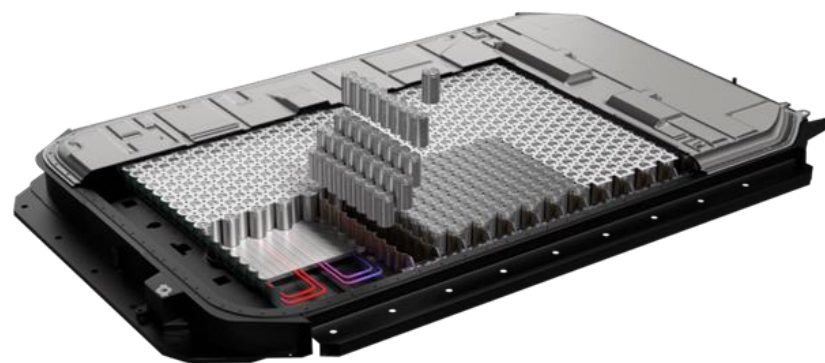


**Wound rotor** gains importance over  
permanent magnet rotor

# Electromobility comes to life on Aumann's production lines

## Battery System

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### Aumann competences

Converting

Assembly

Winding

Joining

Automation

Measuring  
& Testing

Industry  
4.0

Turnkey  
solutions

We are a pioneer for the production process of battery systems

# Battery System

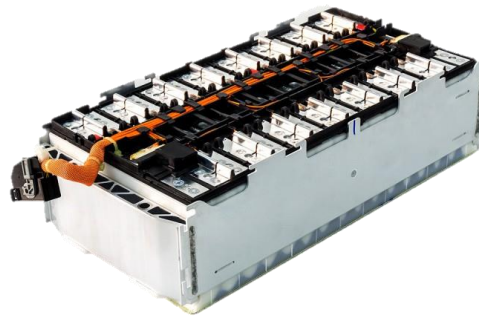
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Battery Cell



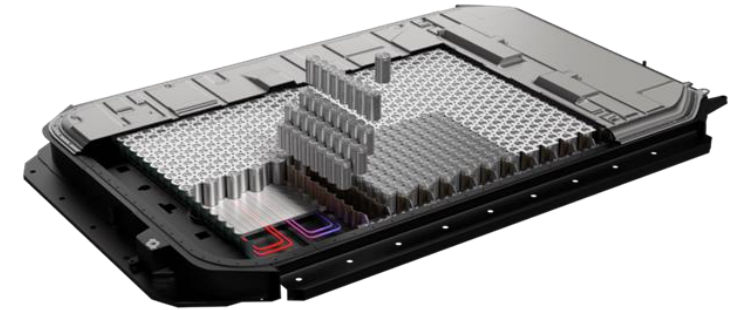
With its **converting technology**, Aumann enters the dynamic field of battery cell production

Battery Module



Accelerating EV adoption drives **demand** for advanced **battery manufacturing solutions**

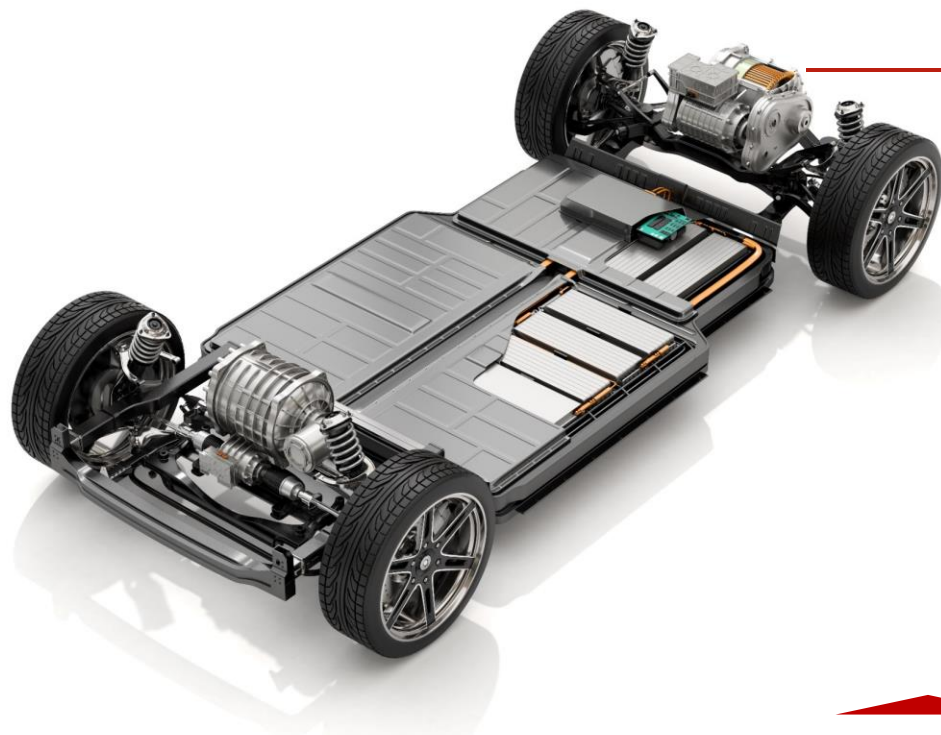
Battery Pack



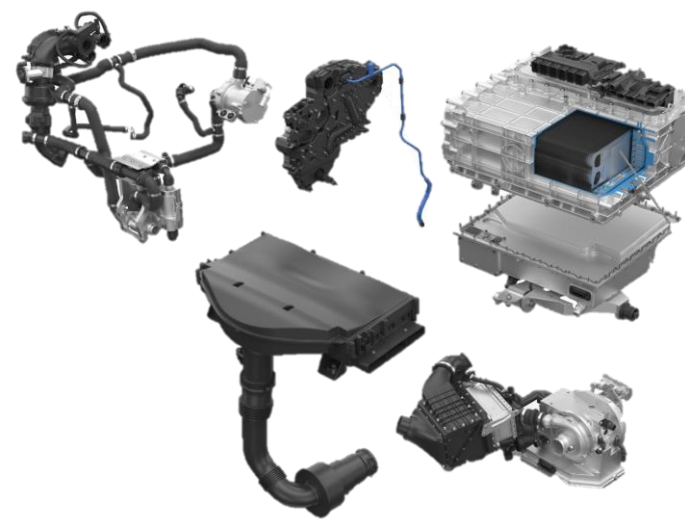
**Cell-to-Pack** design sets the **highest standards** for production solutions and processes



# Electromobility comes to life on Aumann's production lines



Fuel Cell System



## Aumann competences

Converting

Assembly

Winding

Joining

Automation

Measuring  
& Testing

Industry  
4.0

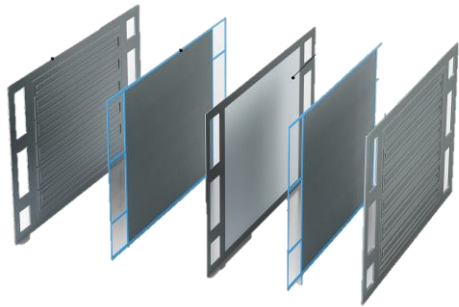
Turnkey  
solutions

We are a turnkey supplier for fuel cell production solutions

# Fuel Cell

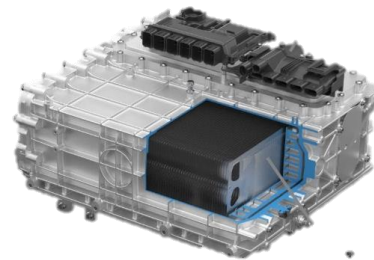
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MEA | BPP



Aumann masters the **entire production process** for MEA & BPP

Stack



**Over 15 years' experience** in stacking technology

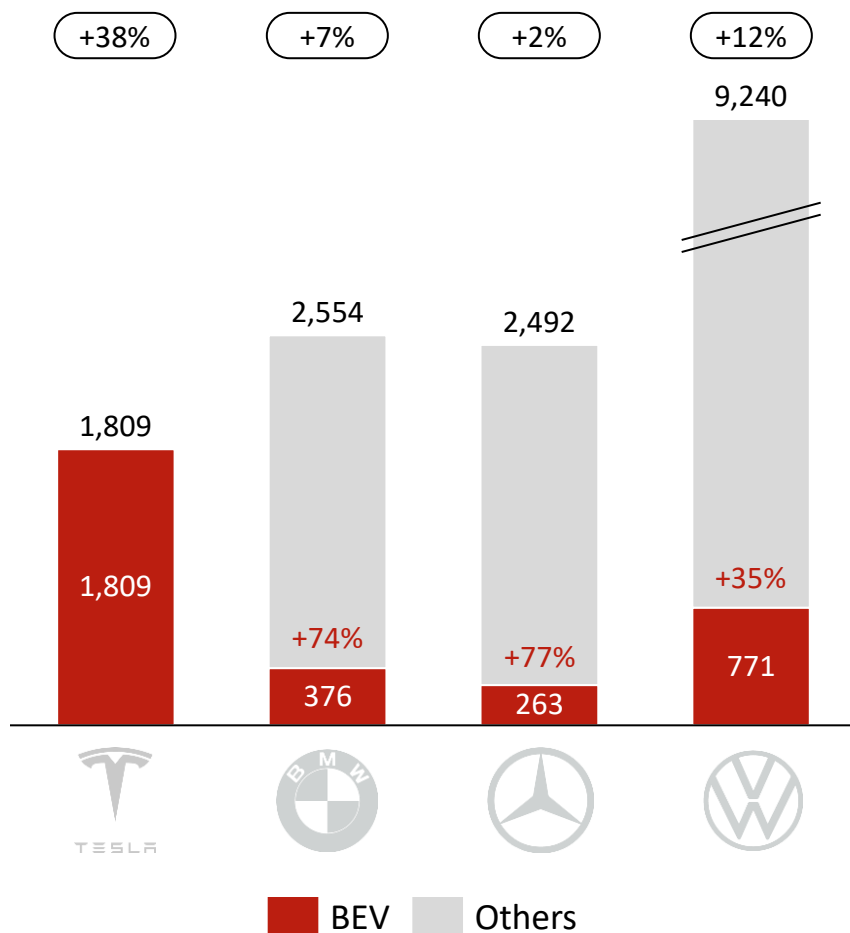
BOP



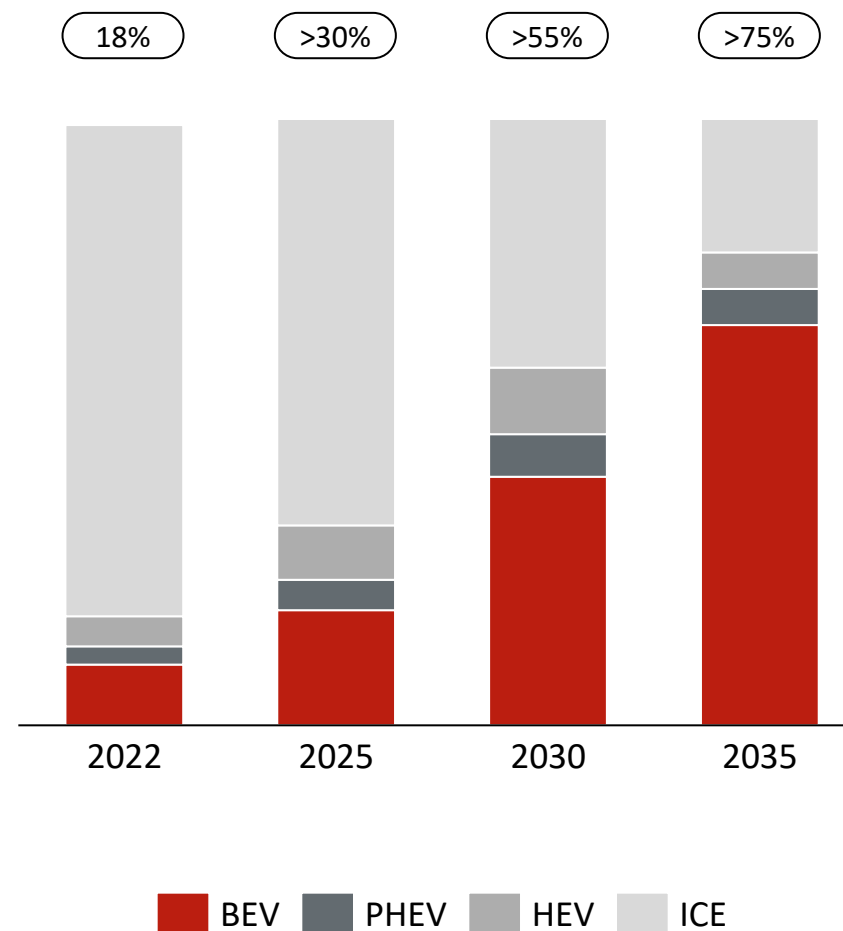
Aumann offers **customized solutions** along the **entire value chain**

## OEMs with significant growth rates in EV sales

Vehicle sales of selected OEMs in 2023  
in thousand units, change on previous year in %



Predicted Global EV Market Share  
EV market shares in %\*



Financial Performance H1 2024

## Highlights of 6M 2024

### Key figures

- Dynamic **revenue growth** from € 119.0 million to **€ 141.4 million** driven by E-mobility segment
- **EBITDA almost doubles** from € 7.8 million to **€ 15.0 million** – significant increase to a double-digit margin of **10.6%**
- **Challenging market environment** leads to **decline in order intake** in H1 2024
- **Comfortable order backlog** ensures full capacity utilization of the company
- Aumann with **excellent finances** as a strong partner in the current challenging industry environment

**+18.9%**

Revenue growth YOY

**+93.0%**

EBITDA growth YOY

**€ 130.0 million**

Order intake 6M 2024

**€ 288.4 million**

Order backlog

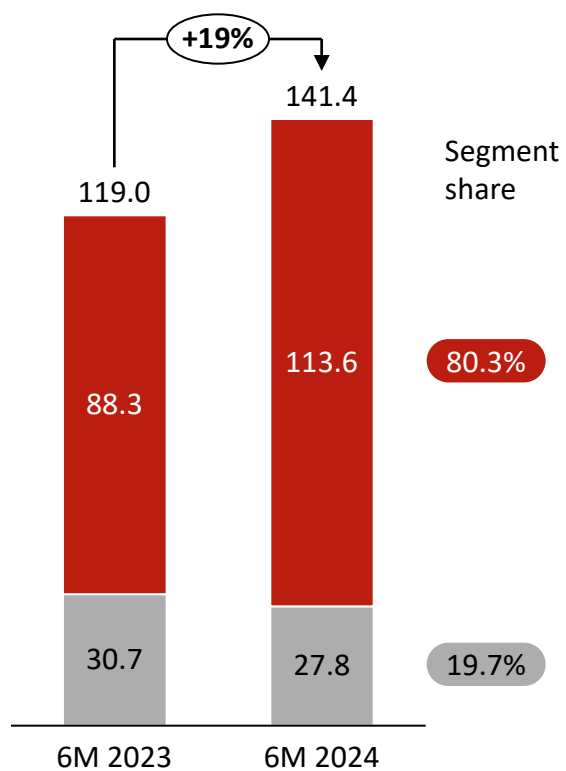
**€ 117.0 million**

Liquidity position

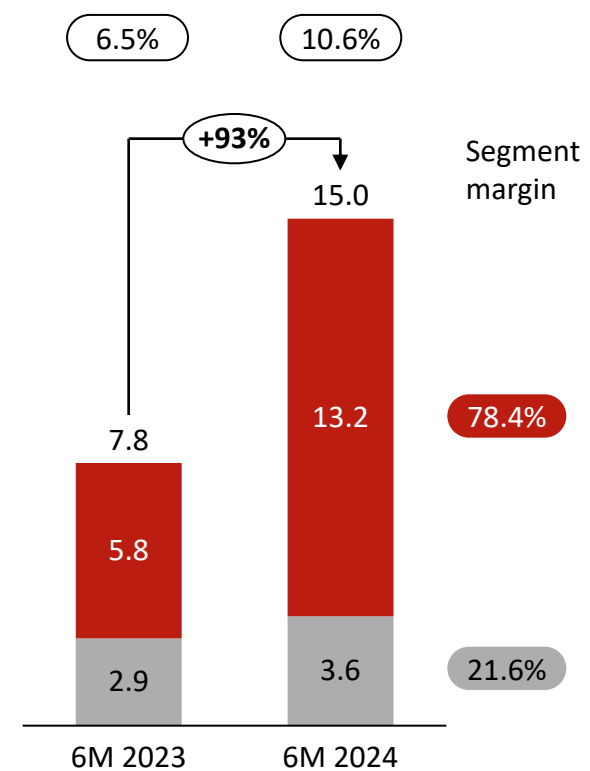


# Significant improvement in revenue while earnings almost doubled

Revenue  
in € million



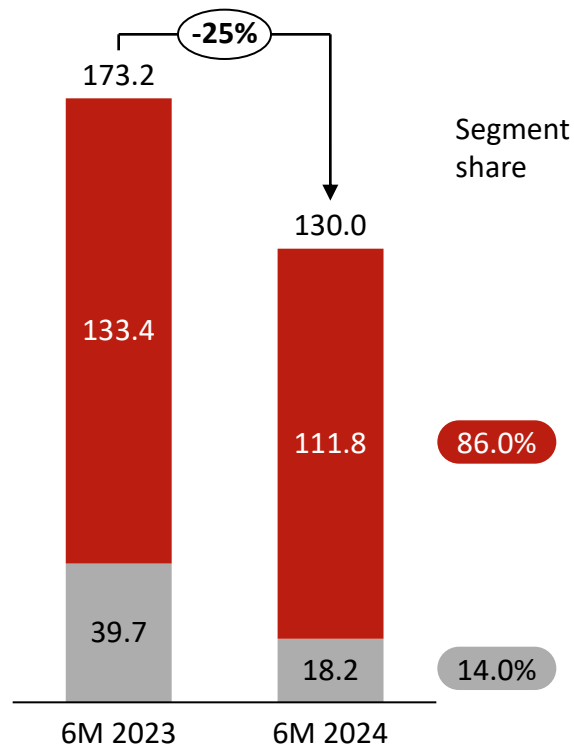
EBITDA  
in € million and in % of revenue



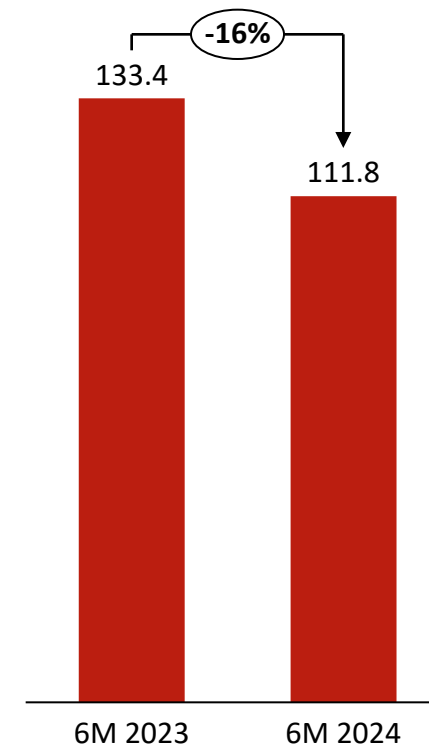
■ E-mobility ■ Classic

# Investment reluctance in the automotive market leads to a decline in order intake

Order intake  
in € million



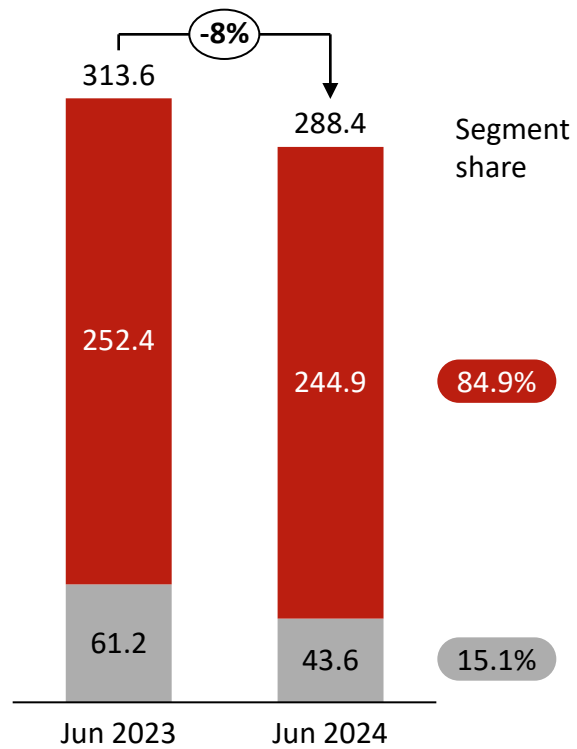
E-mobility order intake  
in € million



■ E-mobility ■ Classic

## Comfortable order backlog with E-mobility segment at previous year's level

Order backlog  
in € million



E-mobility order backlog  
in € million



■ E-mobility ■ Classic

## E-Mobility segment is the main driver of Aumann's growth



in € million	6M 2023	6M 2024
Order intake	133.4	111.8
Order backlog	252.4	244.9
Revenue	88.3	113.6
EBITDA	5.8	13.2



Sales focus on high-margin orders. **Order intake** volume declined by 16.2% YOY but at an attractive margin level



**Order backlog** remains stable at the previous year's level ensuring full capacity utilization (-3.0% YOY)



**Revenue** grew considerably from € 88.3 million to € 113.6 million (+28.7% YOY)



**EBITDA** more than doubled (+127.0% YOY) and **EBITDA margin** jumped from 6.6% to 11.6%

## Classic segment is Aumann's secure second pillar



in € million	6M 2023	6M 2024
Order intake	39.7	18.2
Order backlog	61.2	43.6
Revenue	30.7	27.8
EBITDA	2.9	3.6



**Order intake** experienced a notable YOY decrease, as the H1 2023 included a large-scale order



Segment continues to have an **opportunistic approach** in the automotive, general industry and renewables sectors



Classic automotive business transformed to only carry a **minor share of orders** related to **combustion engines**

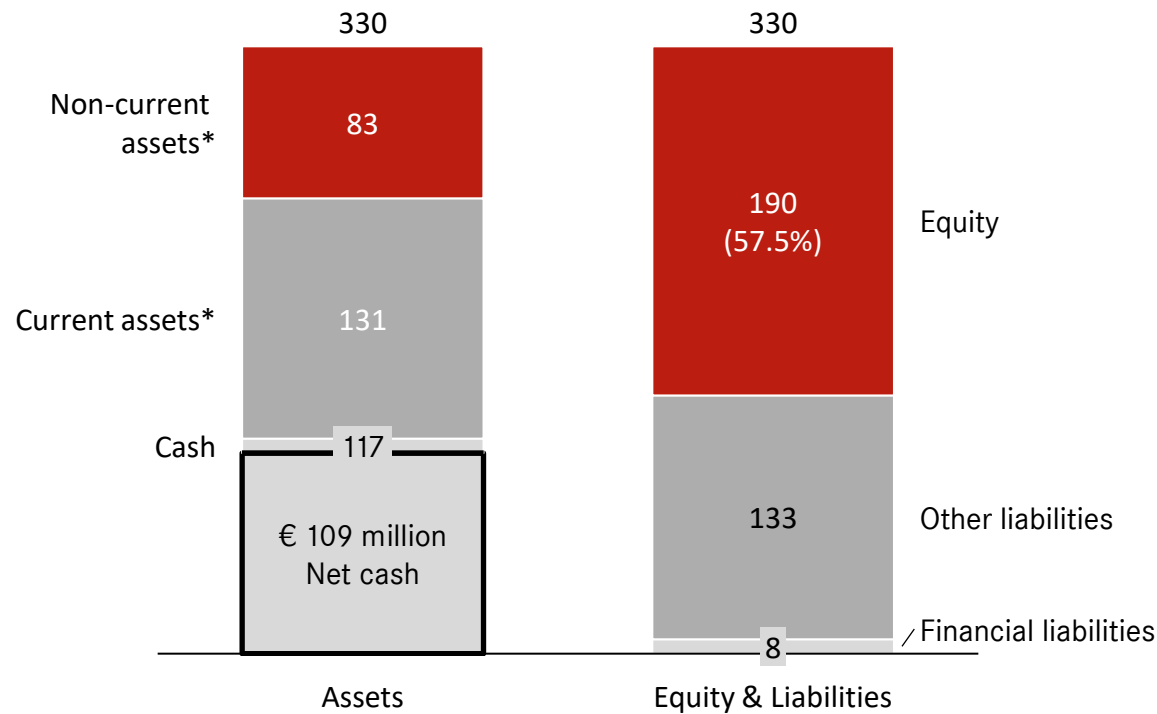


**EBITDA margin** increased from 9.5% to 13.1%



# Aumann is in an excellent position with its solid financial resources

Balance sheet as of 30 June 2024  
in € million



Liquidity position  
**€ 116.9 million**

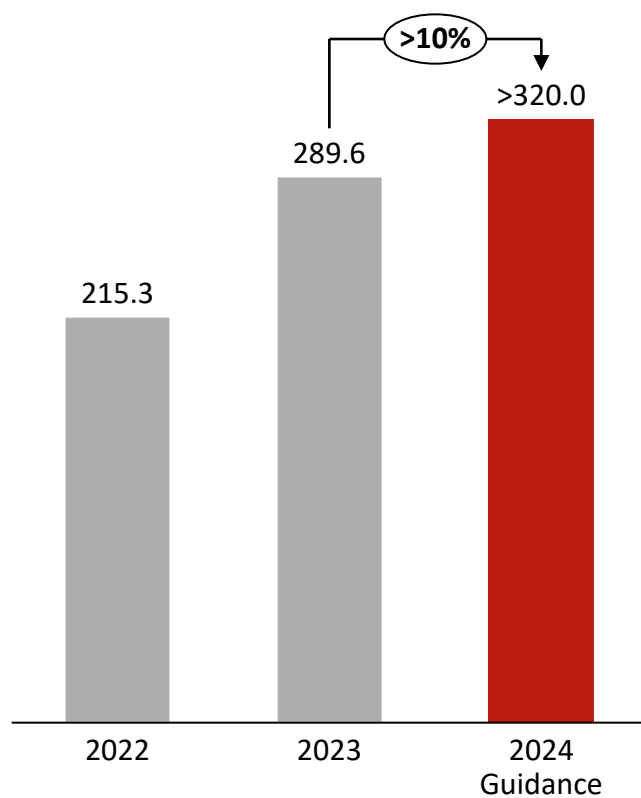
Solid equity ratio  
**57.5%**

Enables growth  
in revenue and earnings  
**2024**

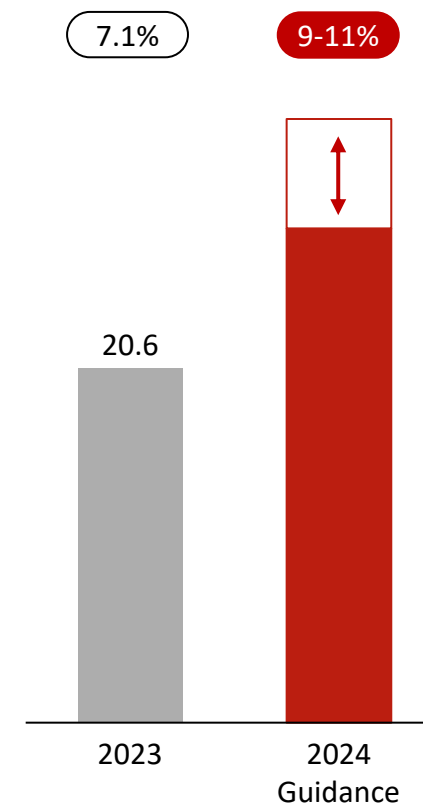
\* without cash-positions

# Guidance for 2024 with revenue growth and substantial margin development

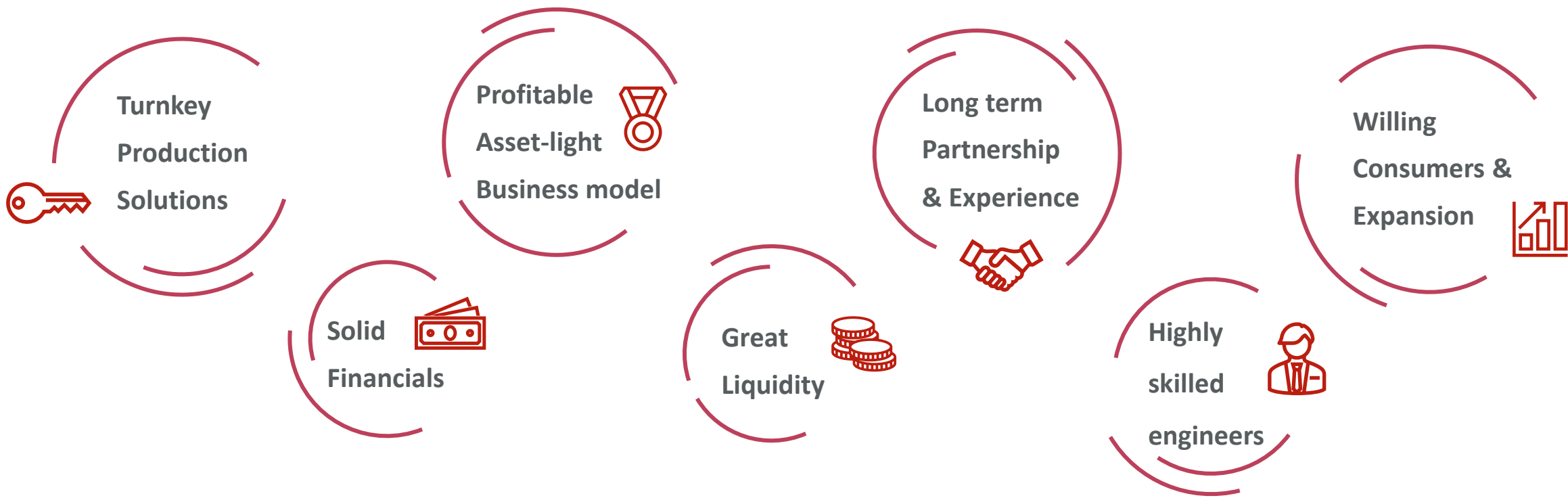
Revenue guidance  
in € million



EBITDA  
in € million and in % of revenue



# Summary



## Financial Calendar 2024

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Berenberg & Goldman Sachs German Corporate Conference (Munich)	23 – 25 September 2024
Interim Statement Q3 2024	14 November 2024
German Equity Forum (Frankfurt)	14 November 2024
End of the 2024 Financial Year	31 December 2024

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