



Aumann AG

A global leader in modular machines for E-mobility

Berenberg/Goldman Sachs German Corporate Conference | 22 September 2021



TARGET

Market leader for intelligent electromobility production solutions



FOCUS

Innovation and development partner of the automotive industry for the transformation towards electromobility



KNOW-HOW

Decades of experience in the realization of individual production solutions for fully automated and high-quality serial production



BUSINESS MODEL

Development, project planning and implementation of turnkey production lines for the electric powertrain, energy storage and electrification

Aumann drives the E-mobility transformation

Right strategy

Fully automated E-mobility production lines ...



...based on modular machines ...



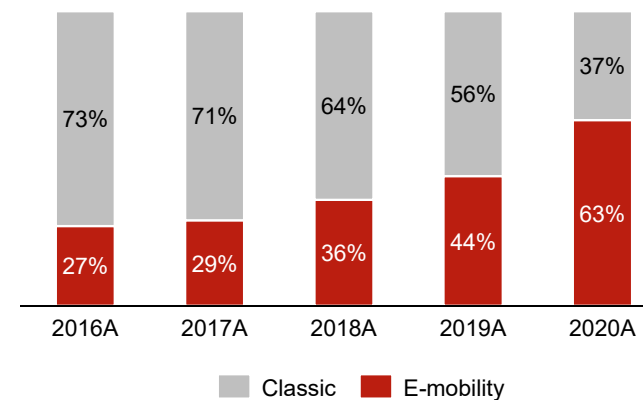
...leveraging know-how from Aumann's Classic segment



Global customers



Business transformation*



Strategic focus based on megatrends

Megatrends



Specific Trends



Aumann
Product know-how



E-drivetrain

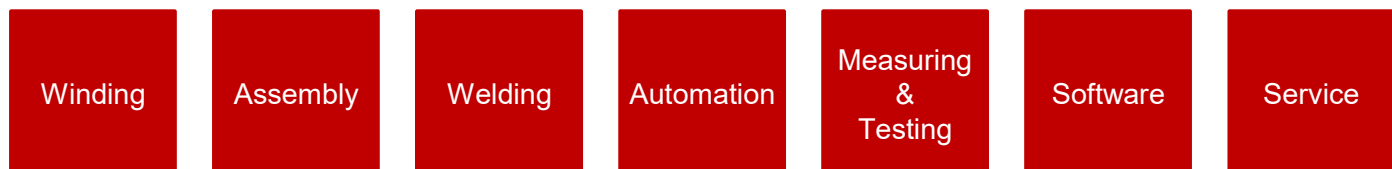


Energy storage / conversion

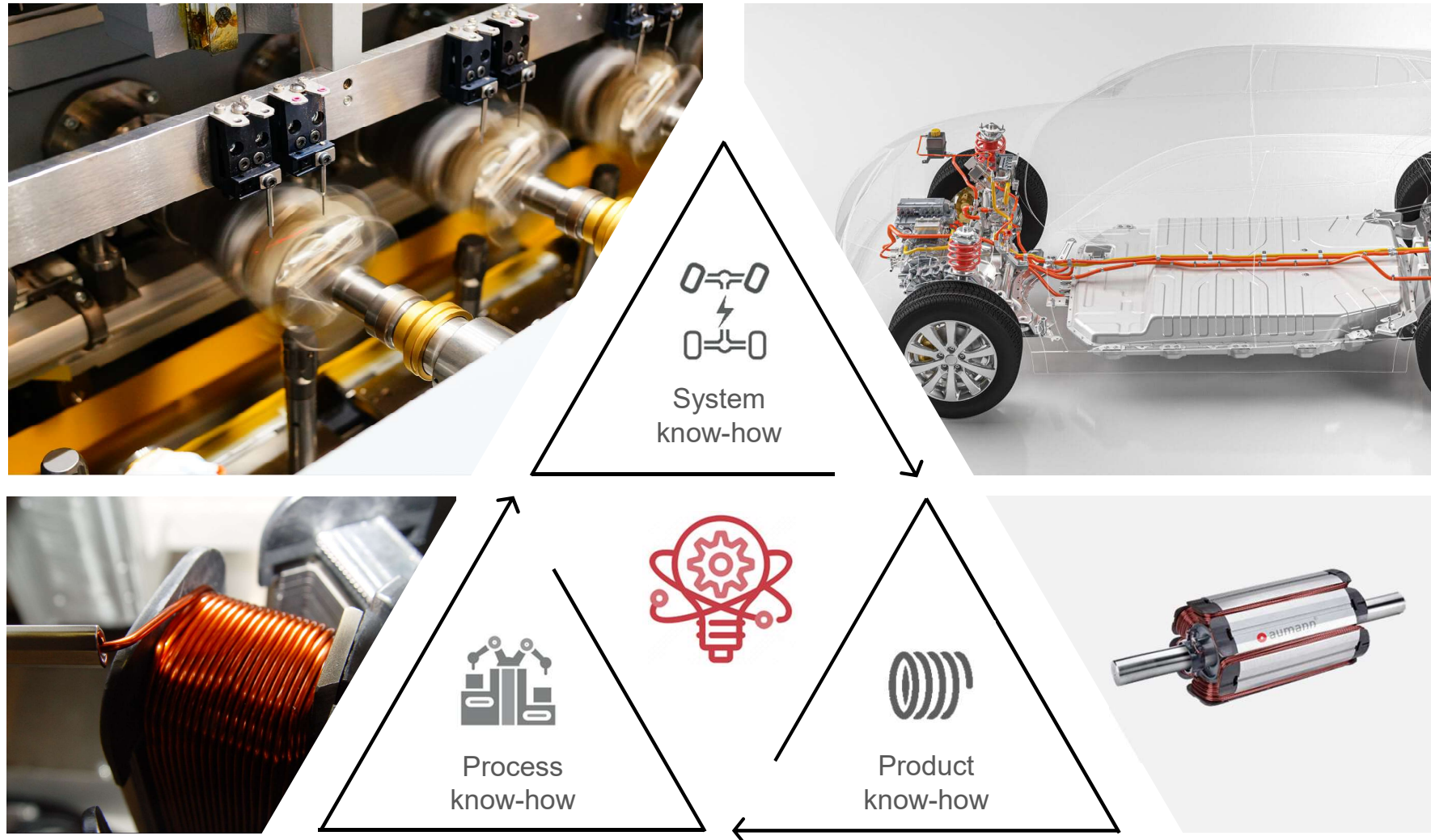


Electrification

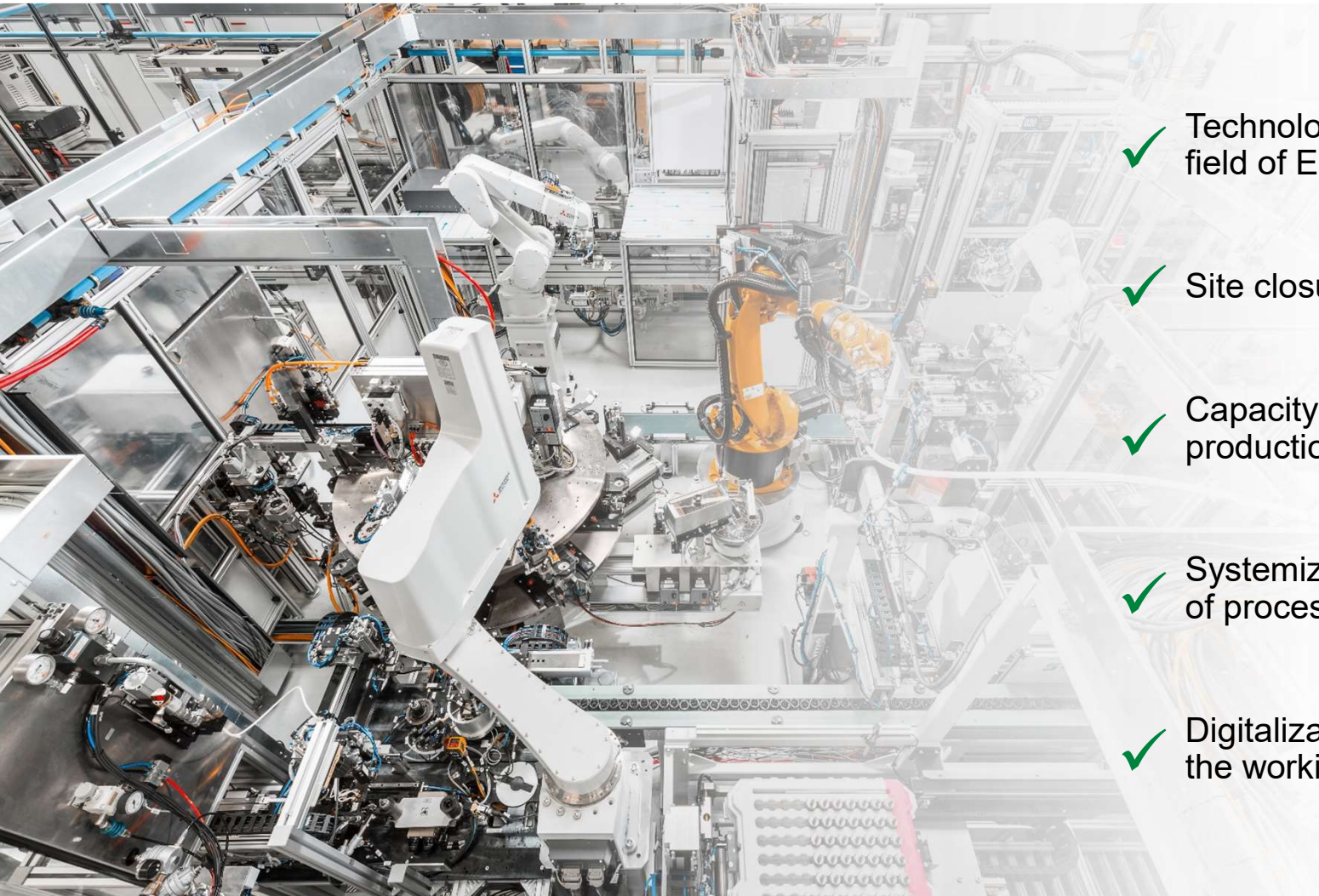
Aumann
Process know-how



Engineering competence is the foundation for successful R&D partnerships



Good positioning for 2021 due to strategical measures in crisis year



- ✓ Technological development in the field of E-mobility
- ✓ Site closure Hennigsdorf
- ✓ Capacity reduction at other production sites
- ✓ Systemization and standardization of processes
- ✓ Digitalization and flexibilization of the working environment

Aumann further builds on its positive start to the year



Order intake increases the second quarter in a row to € 104.0 million



E-mobility order intake increases 79.3 % to € 75.0 million after six months



Total order backlog of € 134.4 million at highest level since 2019, Book-to-bill at 1.43



Flexible capacity structure gives headroom for upcoming E-mobility growth

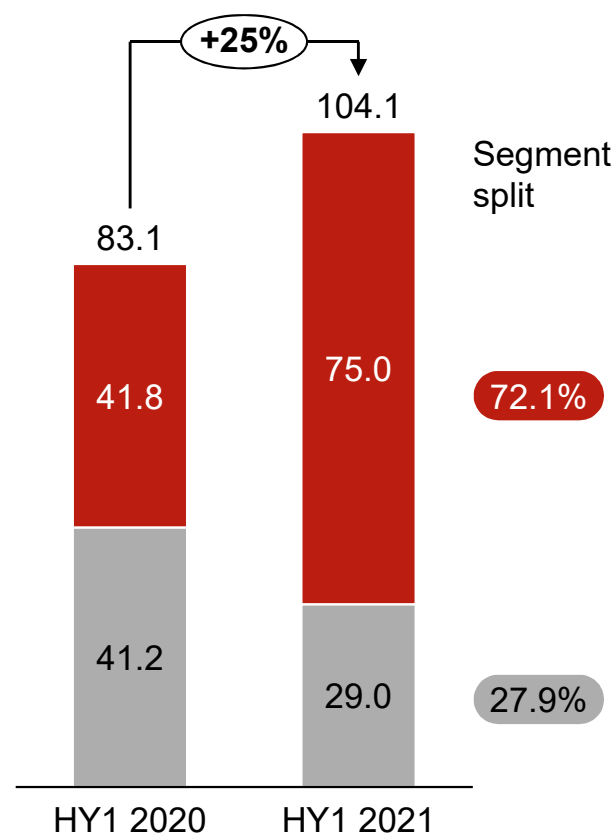


Strong finances with an equity ratio of 64.8 % and liquidity of € 94.4 million

E-mobility order intake after six months close to entire previous year's level

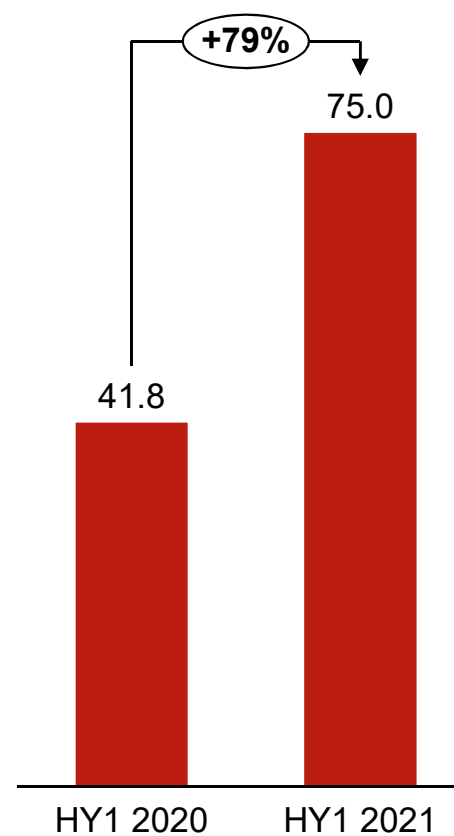
Order intake

in € million



E-mobility order intake

in € million

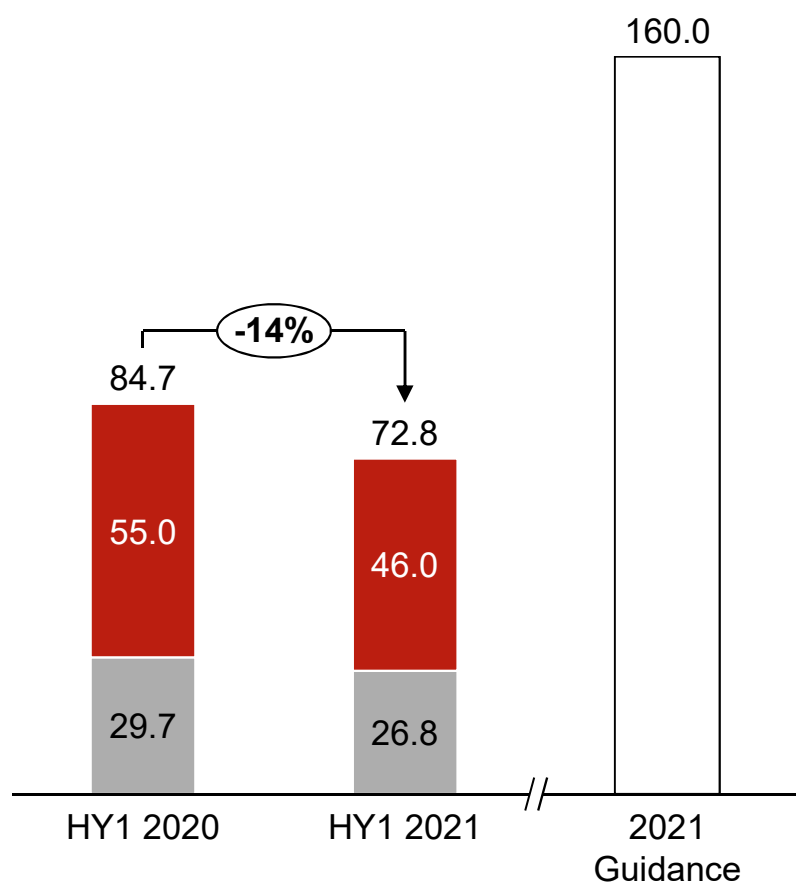


■ E-mobility ■ Classic

Revenues and EBITDA not yet reflect positive order intake trend seen in 2021

Revenue

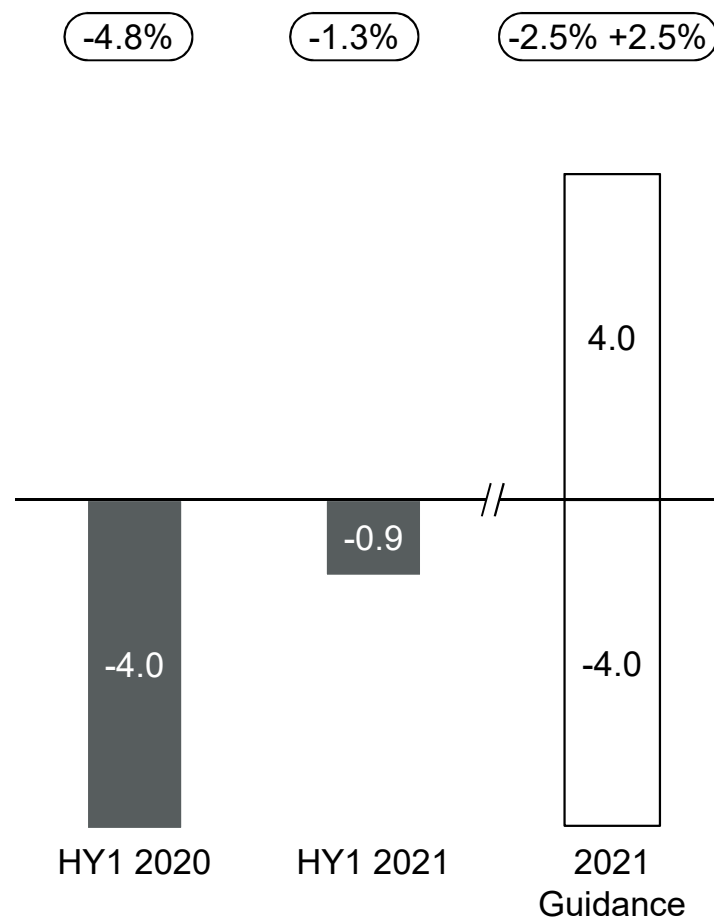
in € million



■ E-mobility ■ Classic

EBITDA*

in € million and in % of revenue

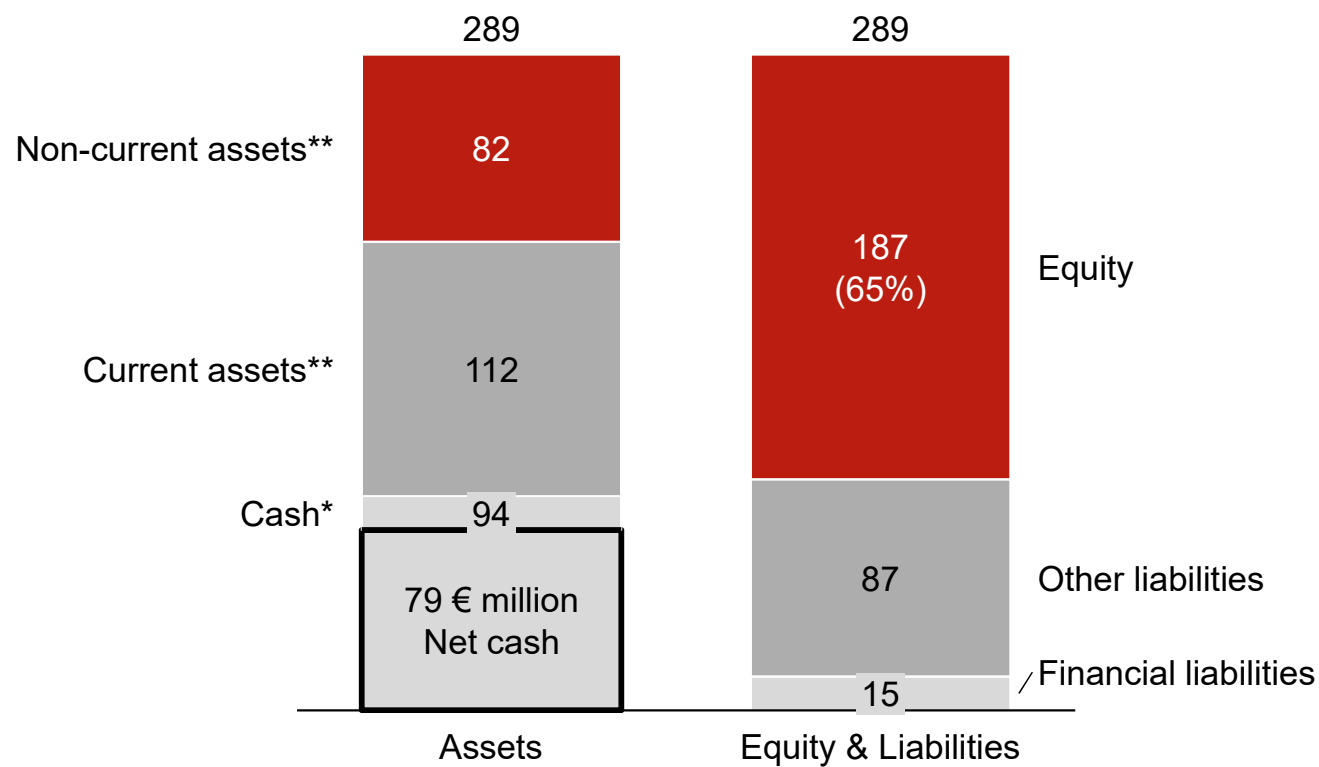


* Not shown: effects of reconciliation

Solid balance sheet bolsters internal and external growth opportunities

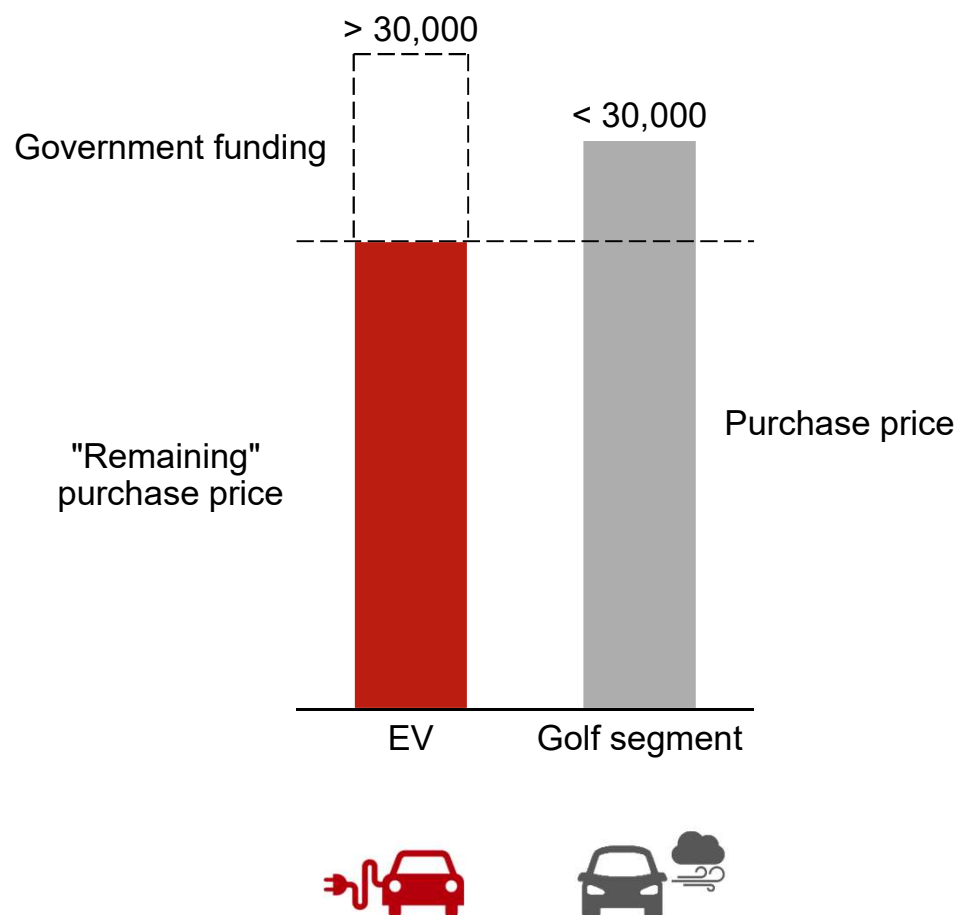
Balance sheet 30 June 2021

in € million

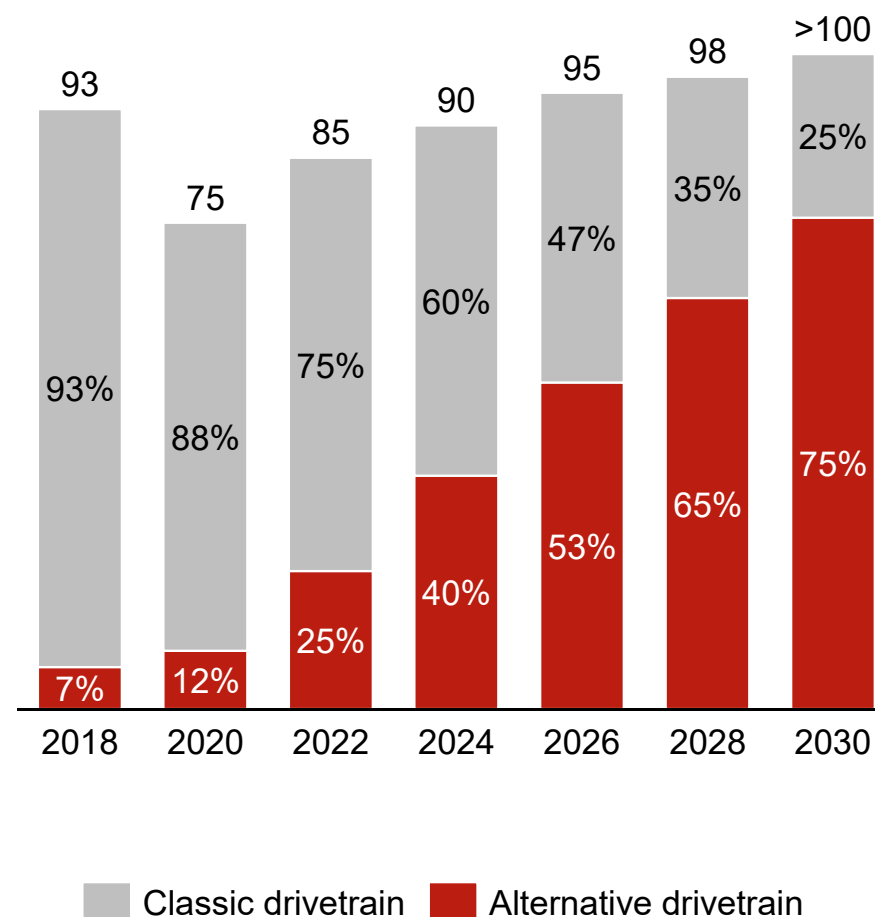


E-mobility becomes affordable

Comparison of purchasing costs in €



Expected vehicle sales worldwide in million units and share in %



Manufacturers push electrification of their fleets



70 % of all new sales in Europe electrified by 2030



50 % of all new sales electrified by 2025



New models electric only starting 2026, combustion engine phase-out until 2033



50 % of all new sales electrified by 2030



All newly launched vehicle architectures electric-only from 2025 onwards



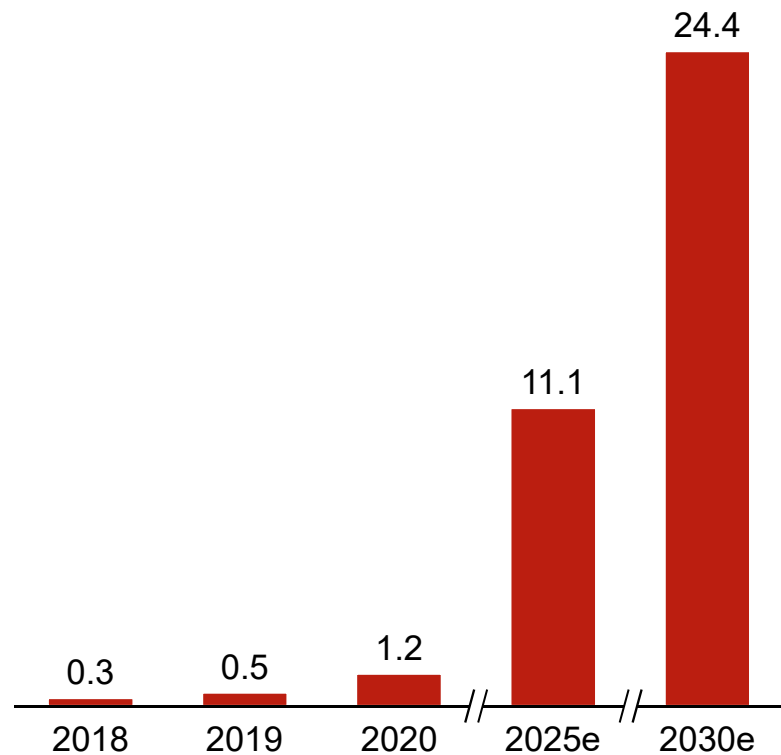
65% of all new sales electrified by 2025



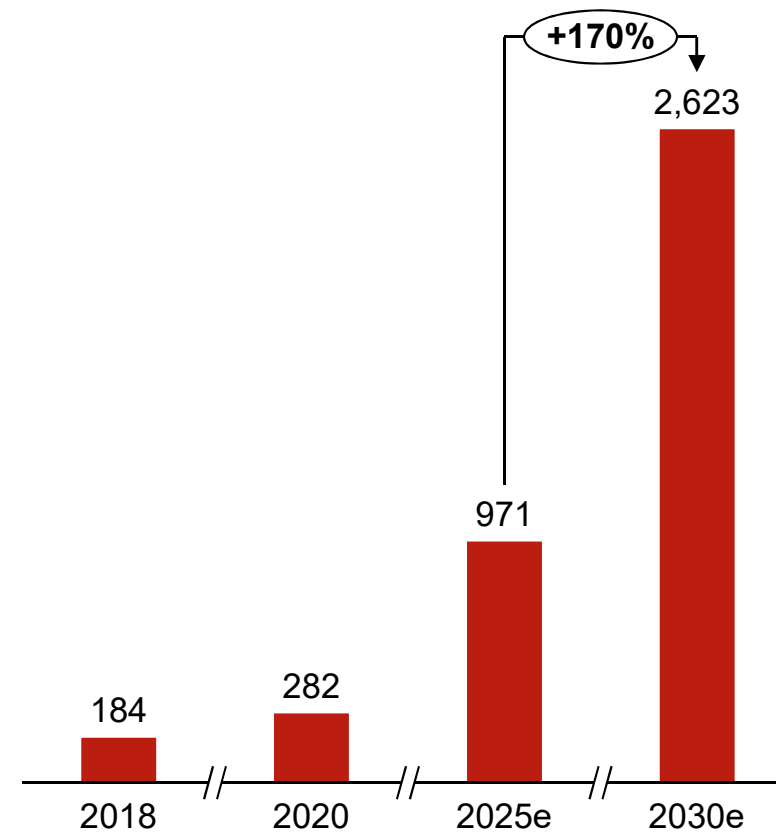
40 % of trucks fully electric by 2030

Increasing demand for battery system production solutions

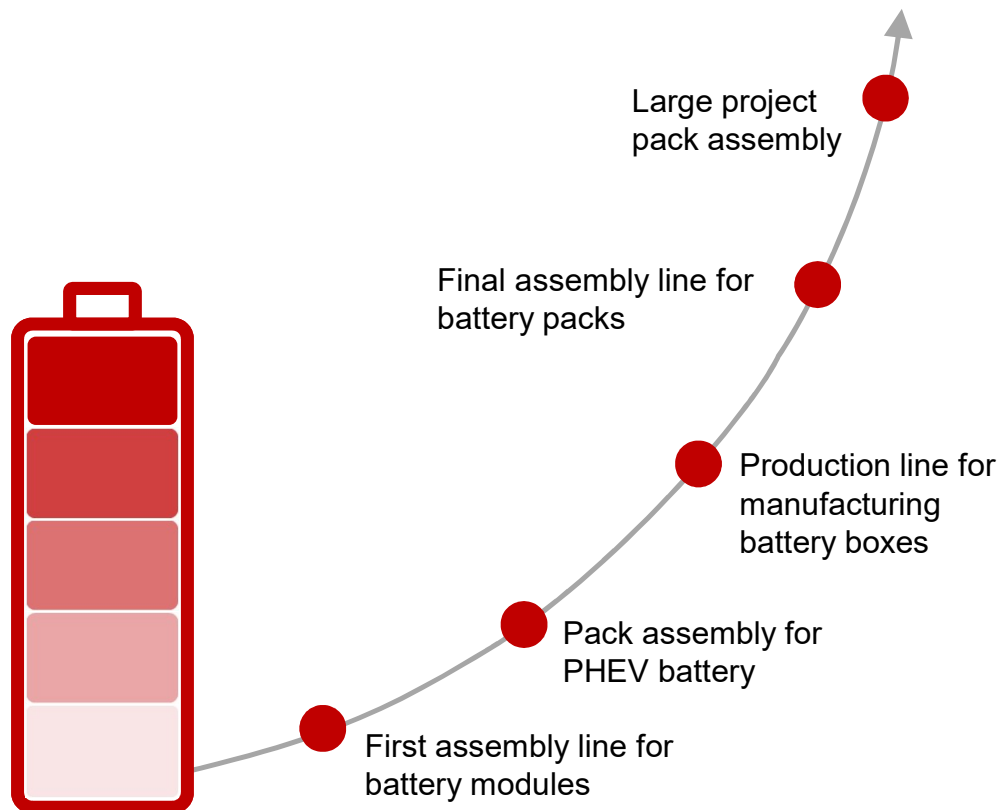
Share of electric vehicles in use
in Germany in %



Demand for battery systems
in GWh per year



Aumann expands portfolio for battery systems production solutions



Battery Pack Assembly

Full-scale assembly and end-of-line functional testing of battery systems



Battery Module Assembly

High precision handling, electrical contacting and testing of battery cells



Battery Box Assembly

Novel joining processes for the bonding of material pairings

Case study Hydrogen Fuel Cell – Aumann and Proton Motor

Collaboration for serial production of fuel cells

- Aumann and Proton Motor developed a machine prototype for fuel cell production since early 2017
- Now, Aumann will exclusively carry out the expansion of the machine prototype into an automated fuel cell stack manufacturing line used for serial production
- The machine has flexibility in geometrical ranges and stack height and will be able to produce up to 2,500 hydrogen fuel cell units per year

Handelsblatt (24 June 2021)

Hydrogen is regarded as an energy carrier of the future – but the automotive industry has only brought a few models onto the market. [...] Opportunities are said to exist in the transport sector [...].



For more than a decade, Aumann is a valued R&D partner with deep technological knowledge in automated serial production solutions for fuel cells

Key highlights of Aumann



Megatrend focus drives E-mobility business



Technological pioneer for all E-mobility production solutions



Decades of automotive experience and long-term client partnerships



Asset-light business model and highly skilled engineers



Solid financials with strong equity and net cash





No matter who will prevail the **E-mobility revolution**
they will need production solutions **Made by Aumann**

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