



Aumann AG

A global leader in modular machines for E-mobility

German Equity Forum | 23 November 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 ...



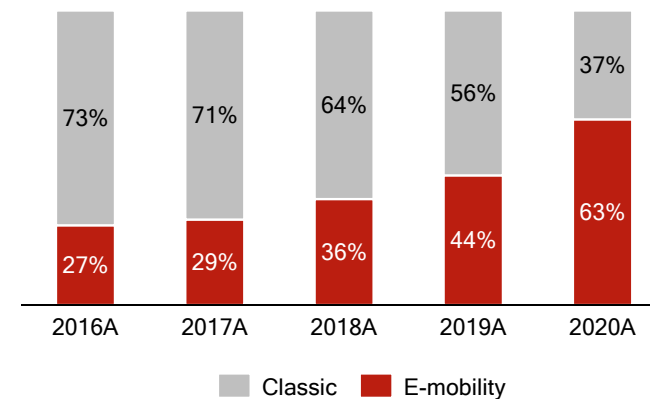
... leveraging know-how from Aumann's Classic segment



Global customers



Business transformation*



Strategic focus based on megatrends

Megatrends



Specific Trends



Aumann
Product know-how



E-drivetrain

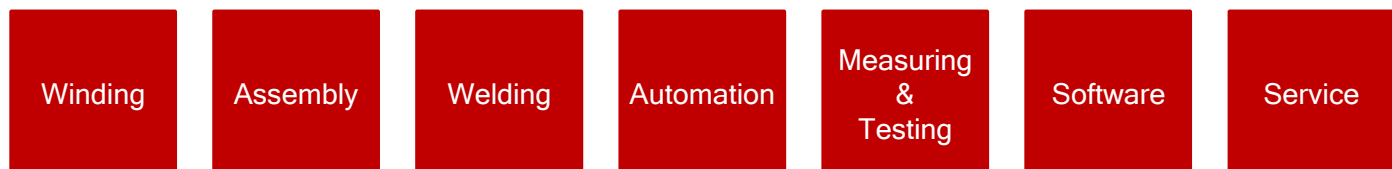


Energy storage / conversion



Electrification

Aumann
Process know-how



Three key areas contribute to E-mobility growth

Regulation

The starting point



- Stringent emission targets
- Purchase incentives
- Tax benefits
- Vehicle access restrictions

Technology

The revolution



- Continuing cost decrease
- Battery electric range increase
- Better charging infrastructure
- Autonomous driving

Consumer

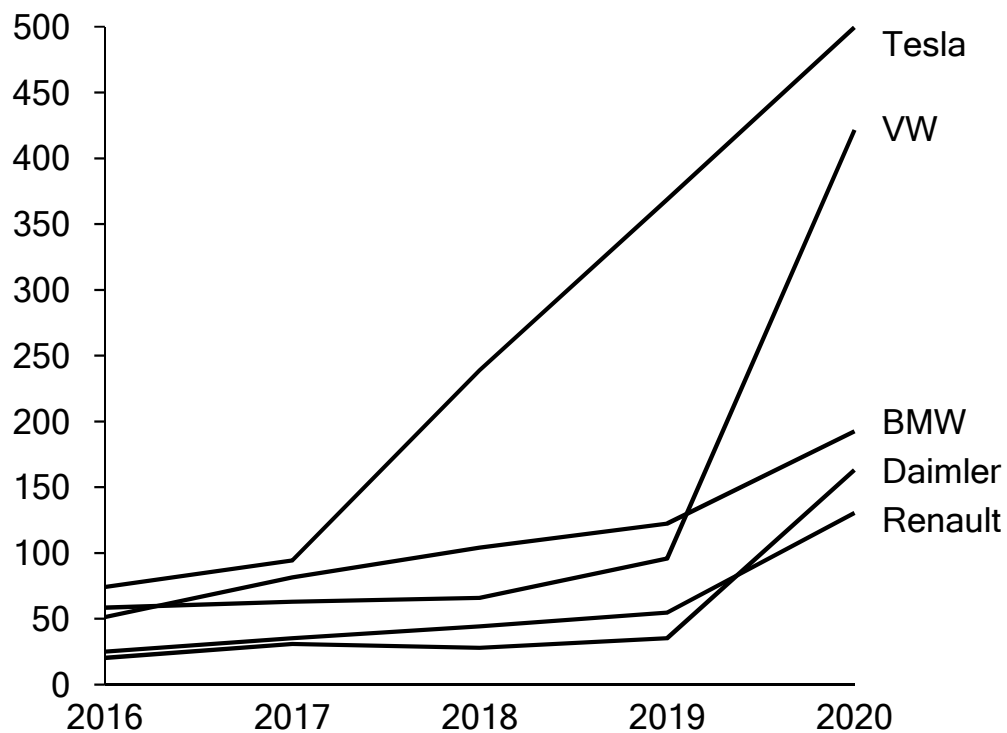
Emotions drive demand



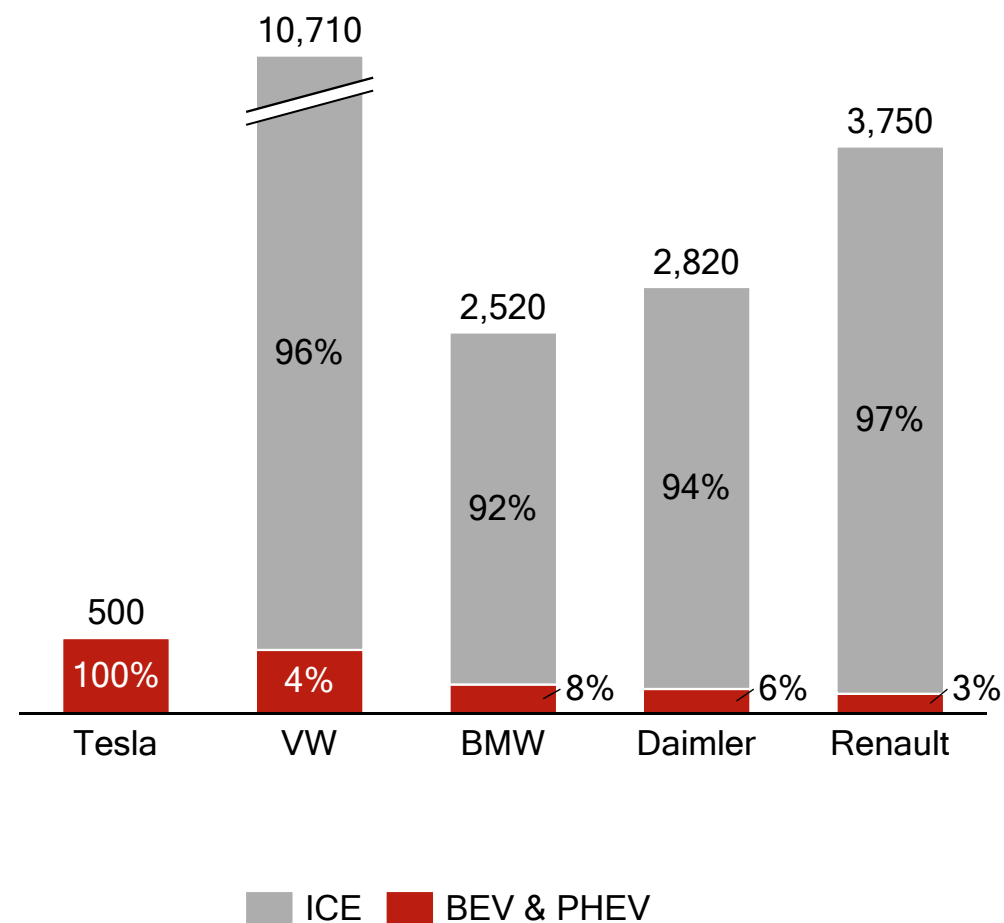
- Lifestyle factor
- Environmental protection
- Wider choice of EV models
- Mobility on demand

Traditional OEM's installed EV capacity with massive headroom to grow

Annual global EV* registrations
in thousand units



Annual global vehicle sales of selected OEM's
in thousand units and share in %



Manufacturers push electrification of their fleets



50 % of all new sales electrified by 2030



More than 80 % of all models electrified by 2030



New models purely electric from 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

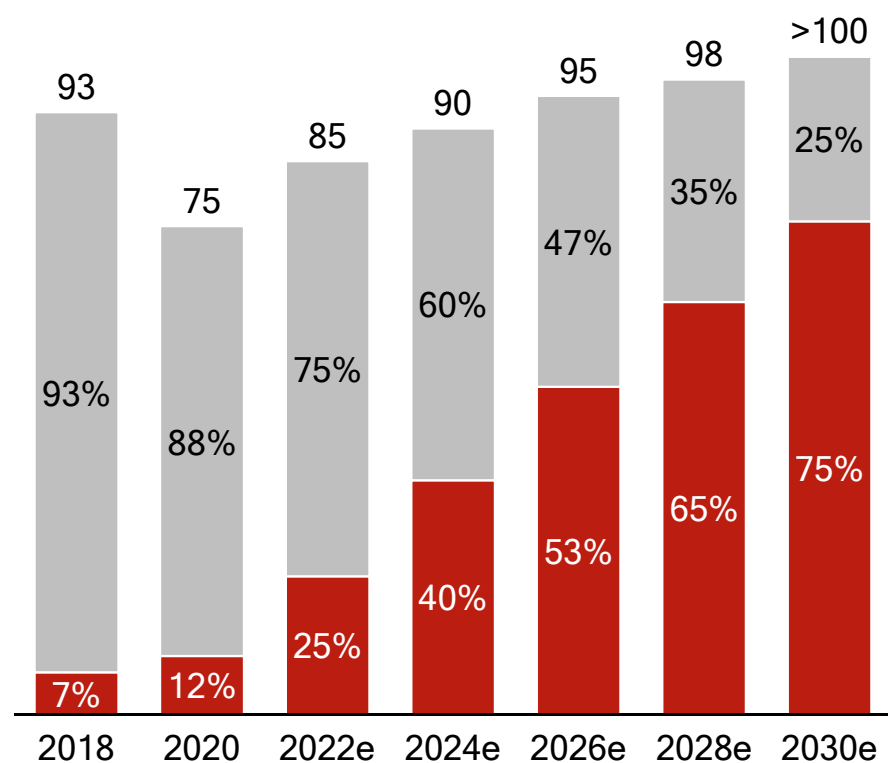


50 % of city busses with alternative drives by 2025, 40 % of trucks electric by 2030

EV sales will accelerate further with EV components gaining importance

Expected vehicle sales worldwide

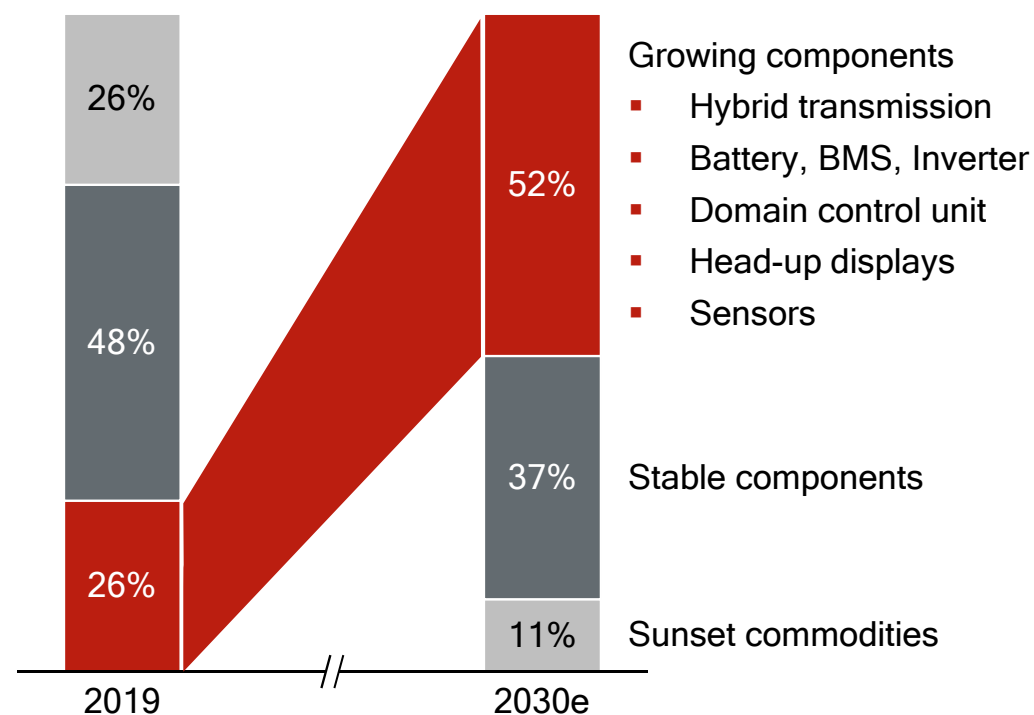
in million units and share in %



 Classic drivetrain
  Alternative drivetrain

Market share of automotive components

in %



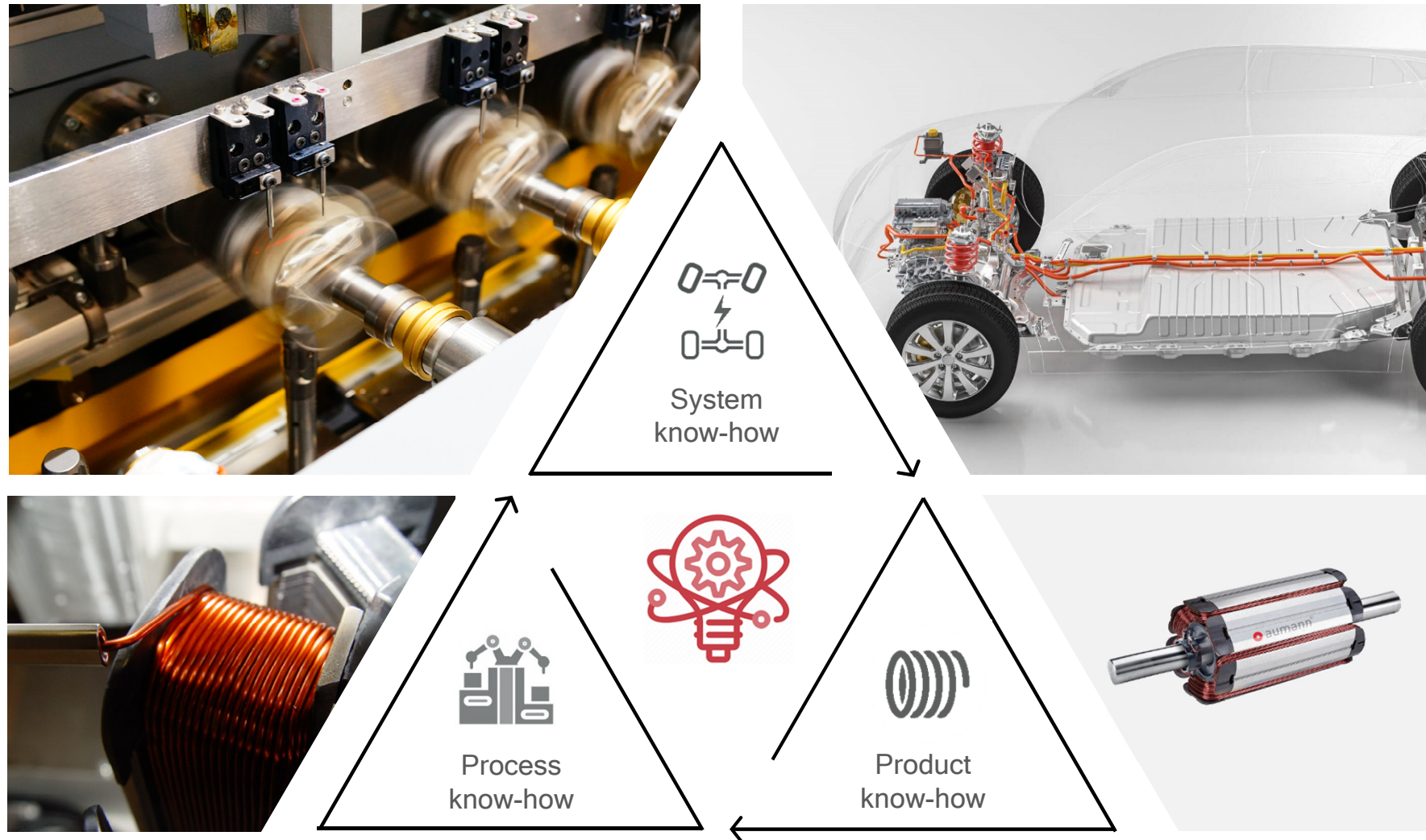
Growing components

- Hybrid transmission
- Battery, BMS, Inverter
- Domain control unit
- Head-up displays
- Sensors

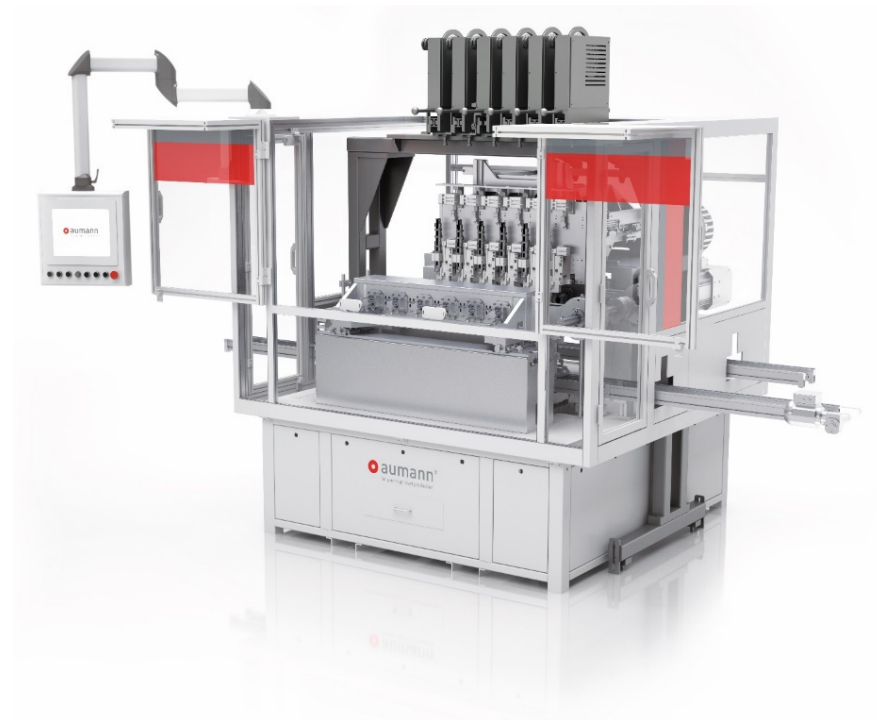
Stable components

Sunset commodities

Aumann's innovation competence is the foundation for success



Financials 9M 2021



Aumann has seen a dynamic progress in 2021



E-mobility order intake increased by 71.4% to € 120.6 million



Large scale orders underline excellent position in battery technology



Revenue increased by 6.0% to €41.4 million in Q3 and cumulatively reached €114.1 million



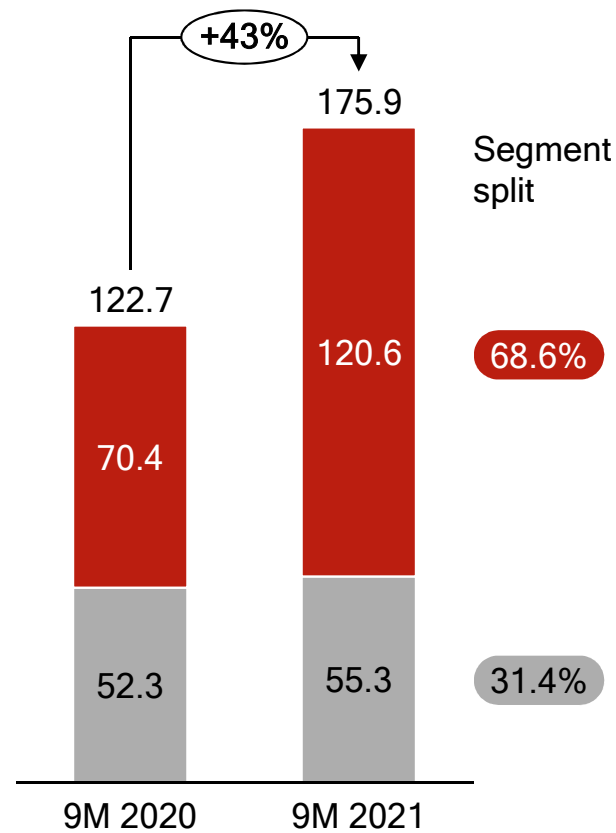
Order backlog of €163.6 million reached the highest level since March 2019



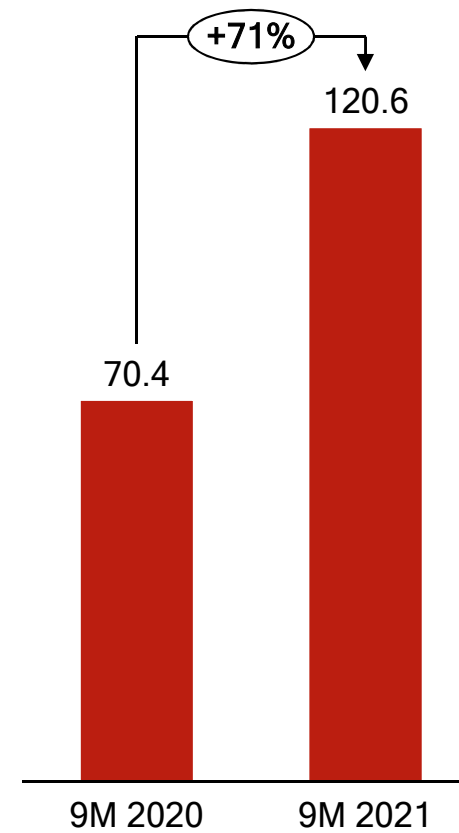
Strong corporate setup and solid financial basis with liquidity of € 94.0 million

Dynamic order intake growth continues in 9M 2021

Order intake
in € million



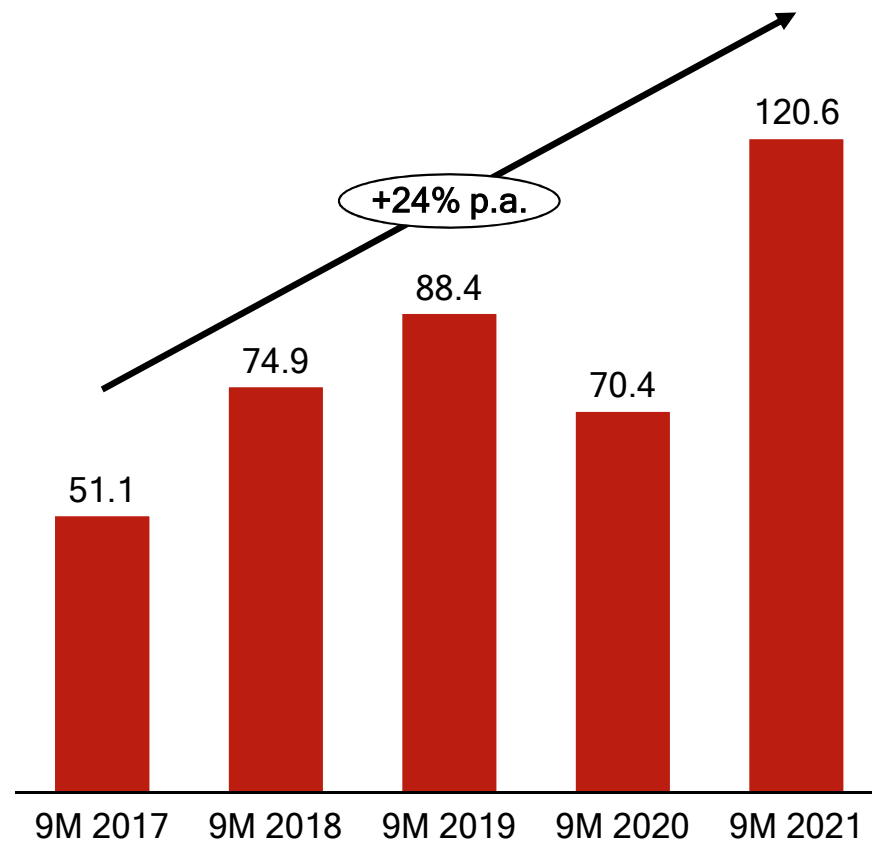
E-mobility order intake
in € million



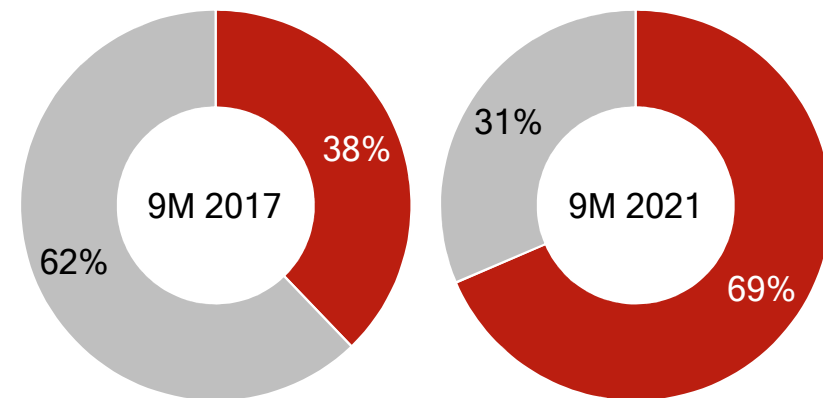
■ E-mobility ■ Classic

Aumann delivers on its E-mobility strategy

E-mobility order intake
in € million



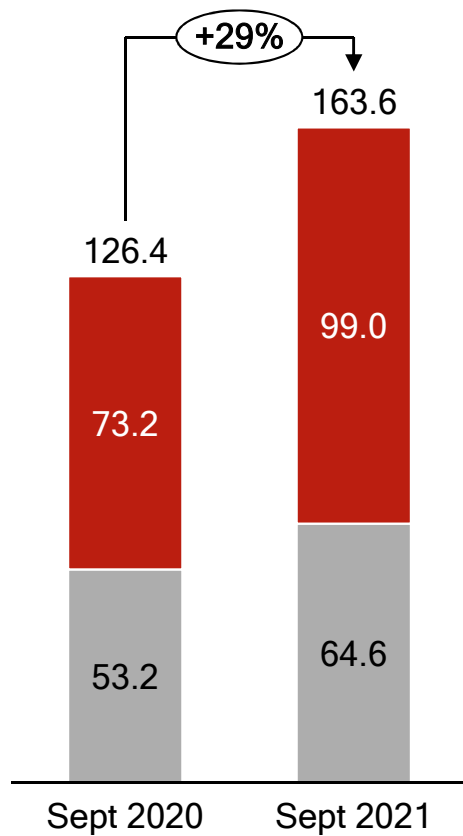
Order intake share
in %



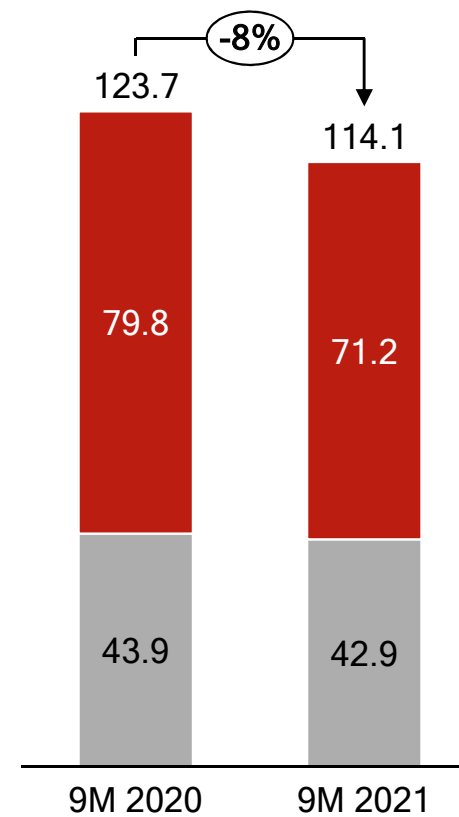
■ E-mobility ■ Classic

Strong order backlog will turn into revenue growth going forward

Order backlog
in € million



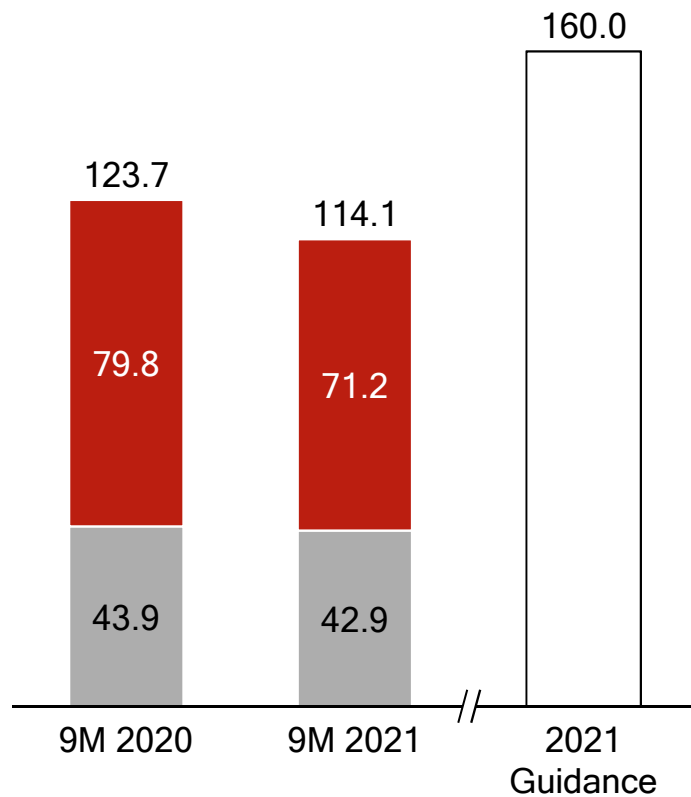
Revenue
in € million



■ E-mobility ■ Classic

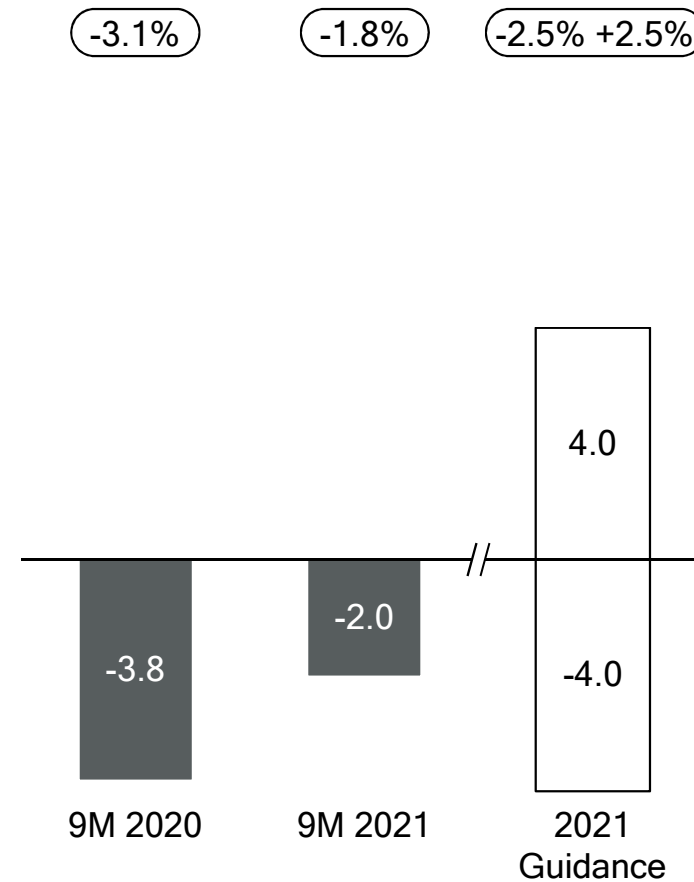
Revenue and EBITDA not yet reflect positive order intake trend seen in 2021

Revenue in € million



■ E-mobility ■ Classic

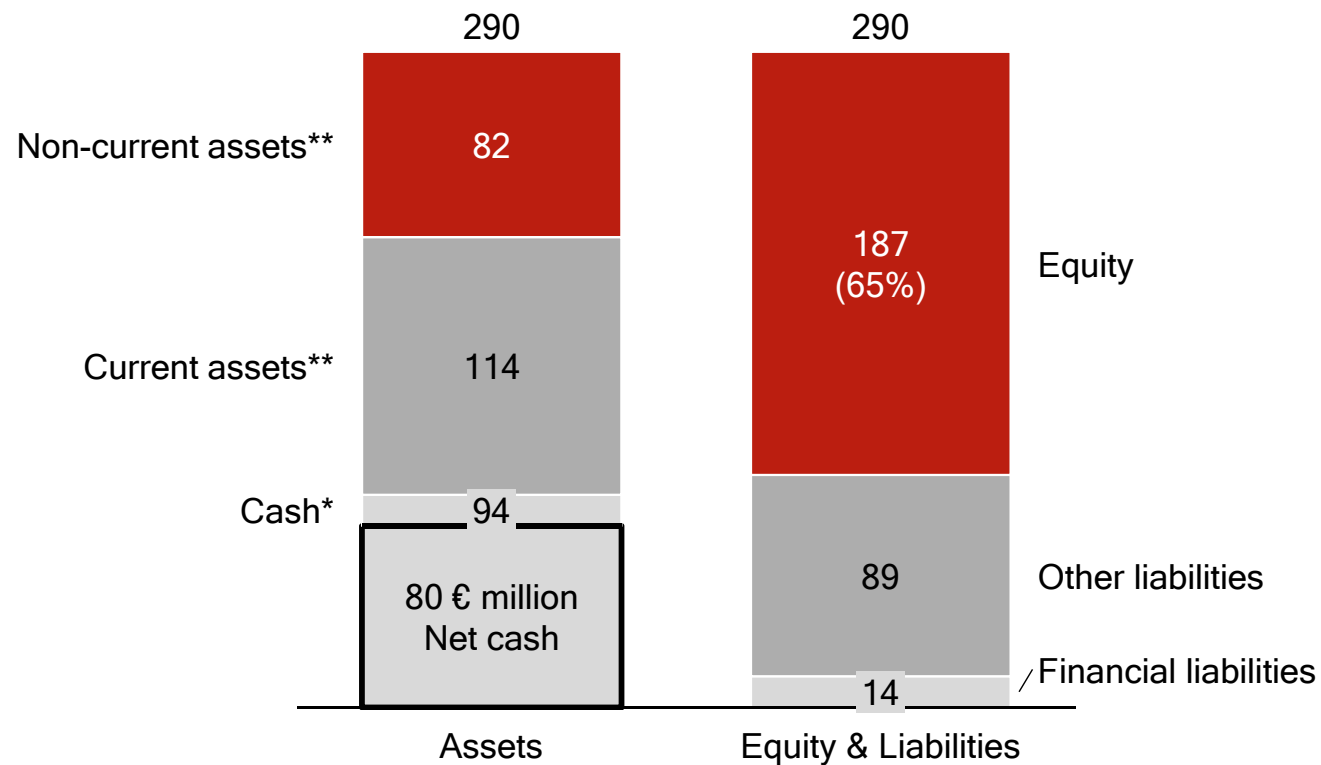
EBITDA* in € million and in % of revenue



* Not shown: effects of reconciliation

Solid balance sheet bolsters internal and external growth opportunities

Balance sheet 30 September 2021
in € million

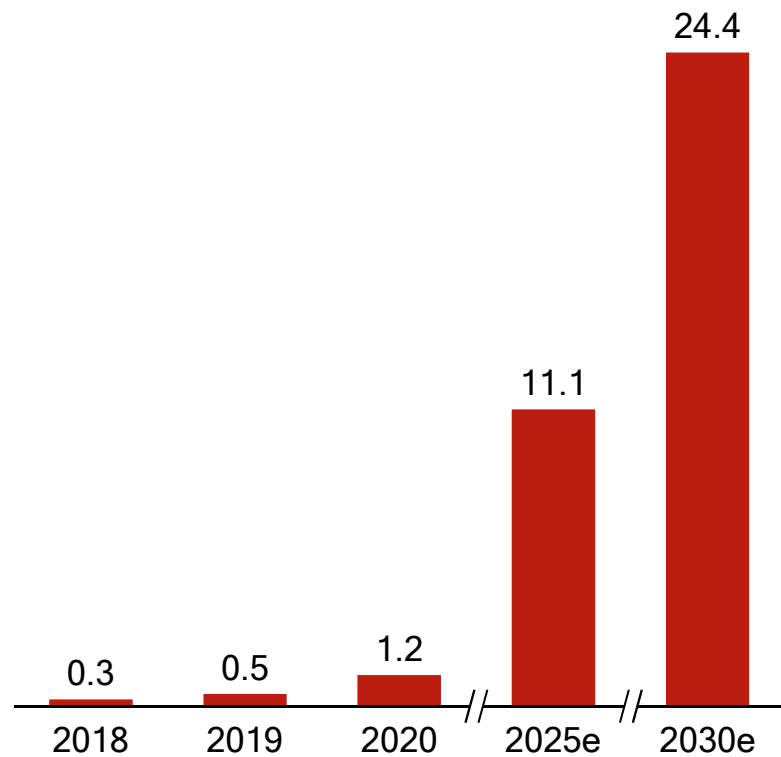


Technology

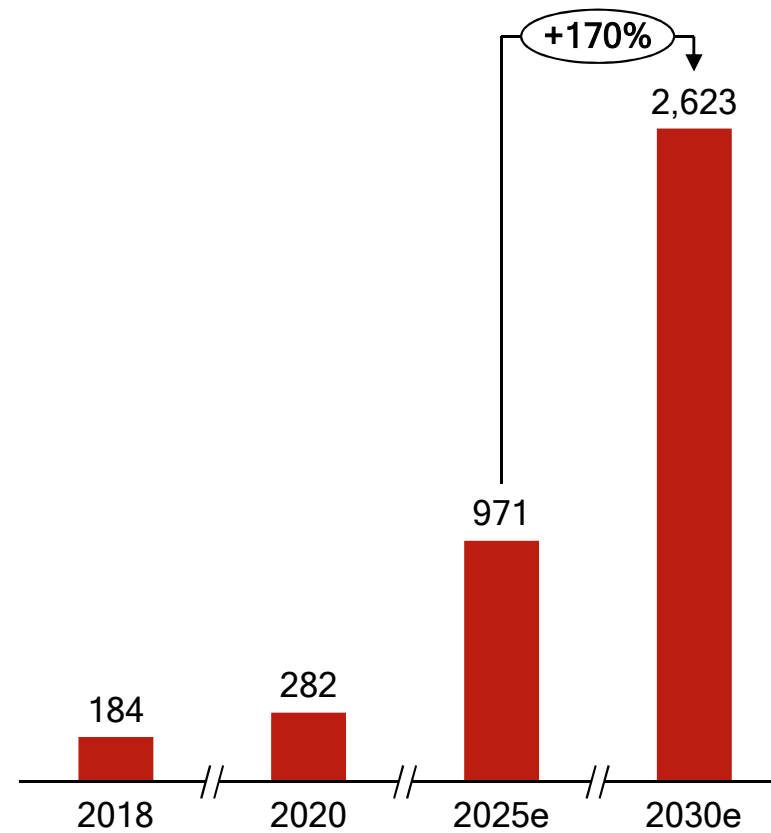


Increasing demand for battery system production solutions

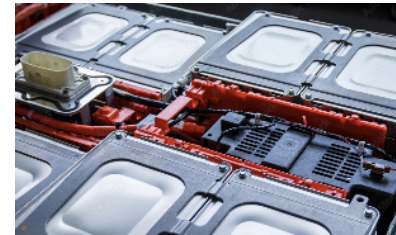
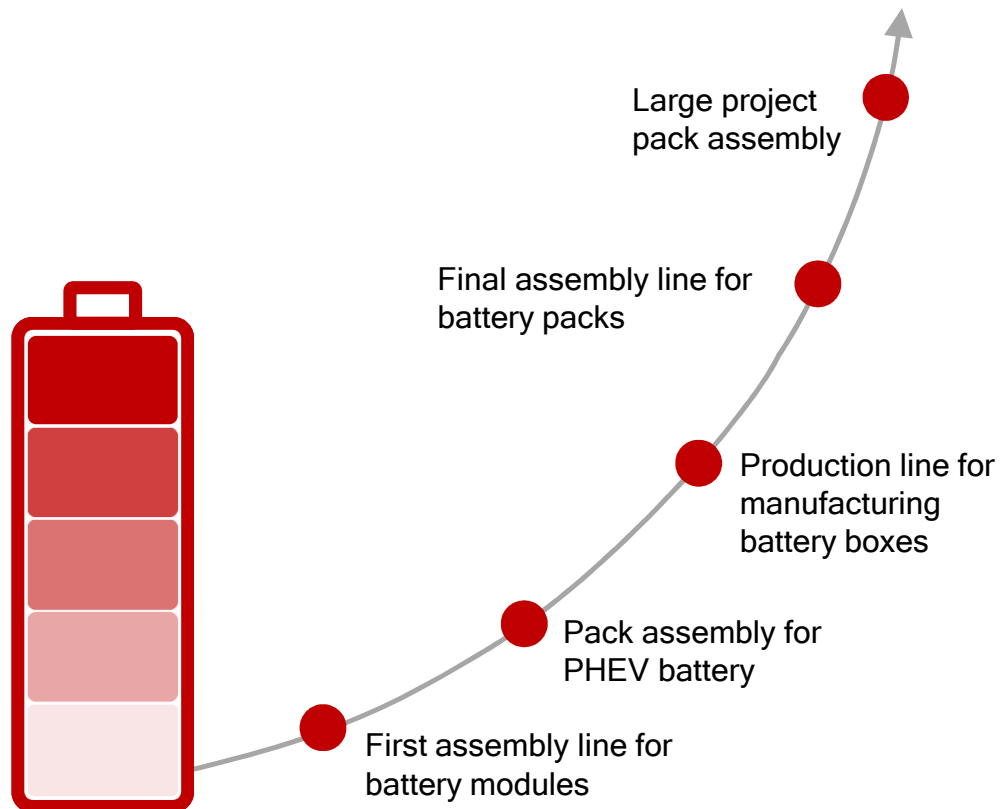
Share of electric vehicles in use
in Germany in %



Demand for battery systems
in GWh per year

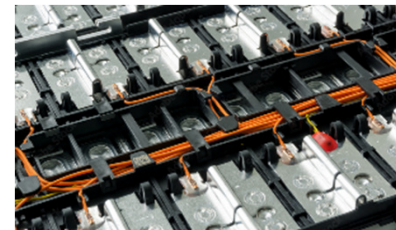


Aumann expands portfolio for battery systems production solutions



Battery pack assembly

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



Battery module assembly

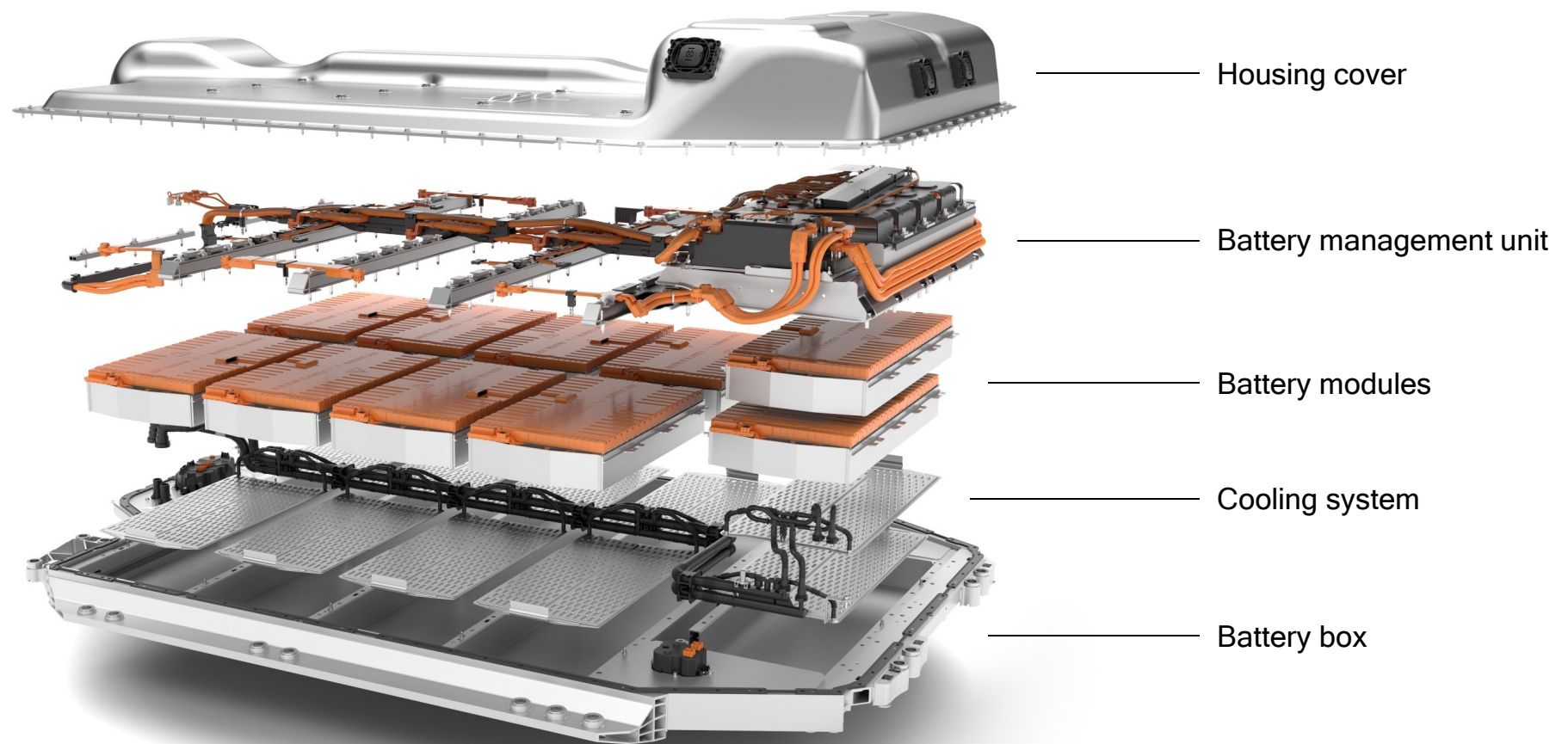
High precision handling, electrical contacting and testing of battery cells



Battery box assembly

Novel joining processes for the bonding of material pairings

Battery pack assembly requires deep system, product and process know-how



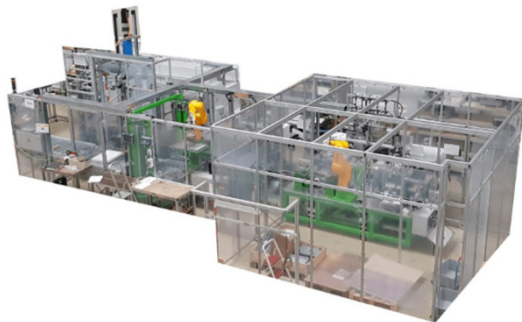
Case study Hydrogen Fuel Cell - Aumann and Proton Motor

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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