



Aumann AG

A global leader in modular machines for E-mobility

Roadshow Hauck Aufhäuser | 11 February 2022

Aumann at a glance



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 ...



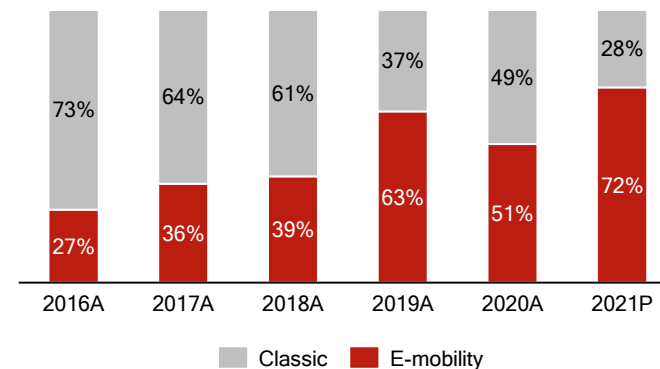
... leveraging know-how from Aumann's Classic segment



Global customers



Business transformation*

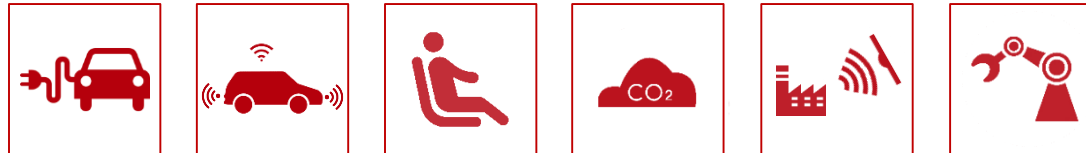


Strategic focus based on megatrends

Megatrends



Specific Trends



Aumann
Product know-how



E-drivetrain

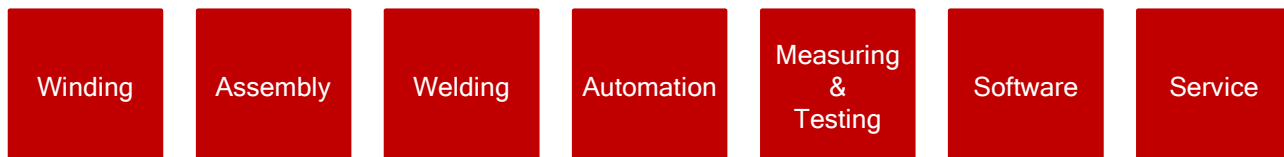


Energy storage / conversion



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

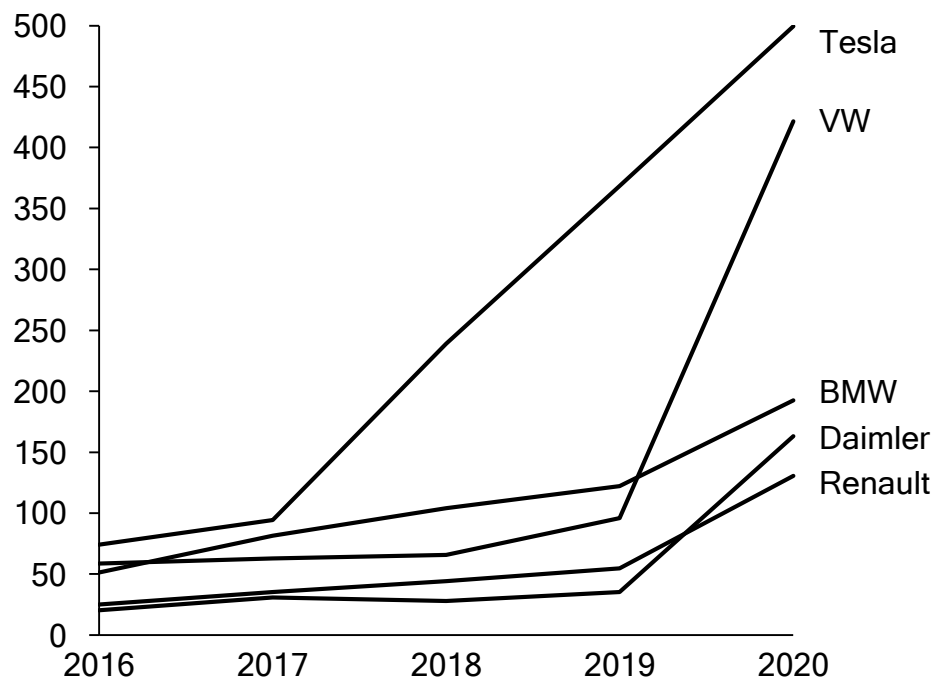
Emotions drive demand



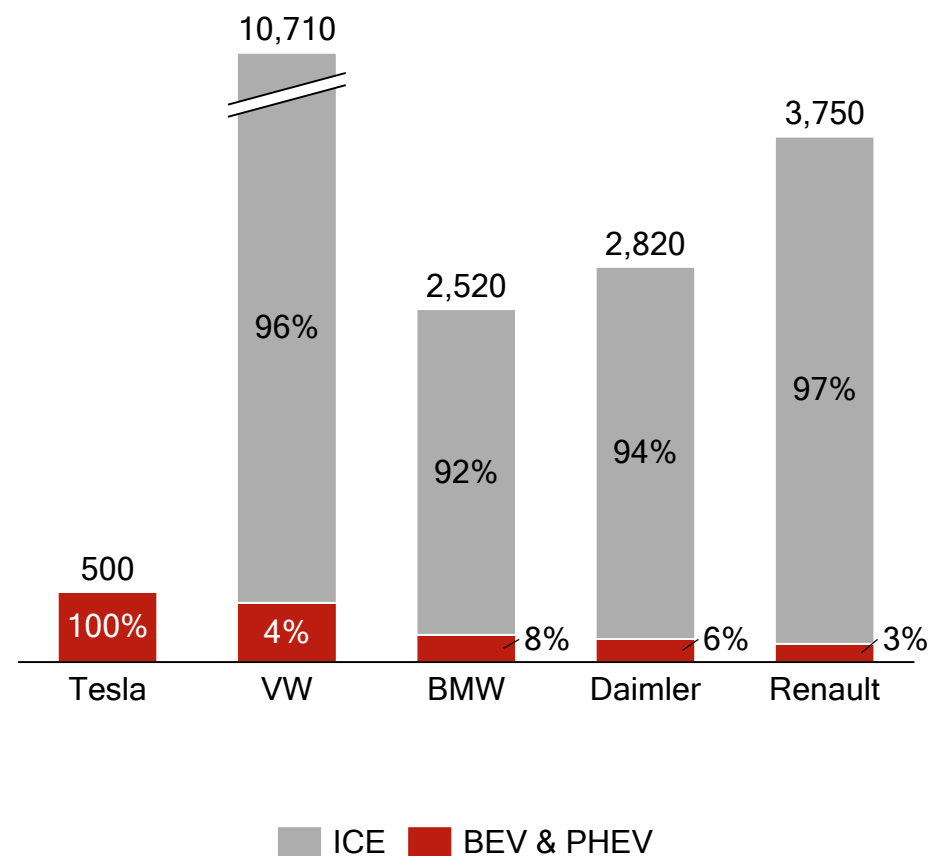
- Lifestyle factor
- Environmental protection
- Wider choice of EV models
- Mobility on demand

Traditional OEMs' 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



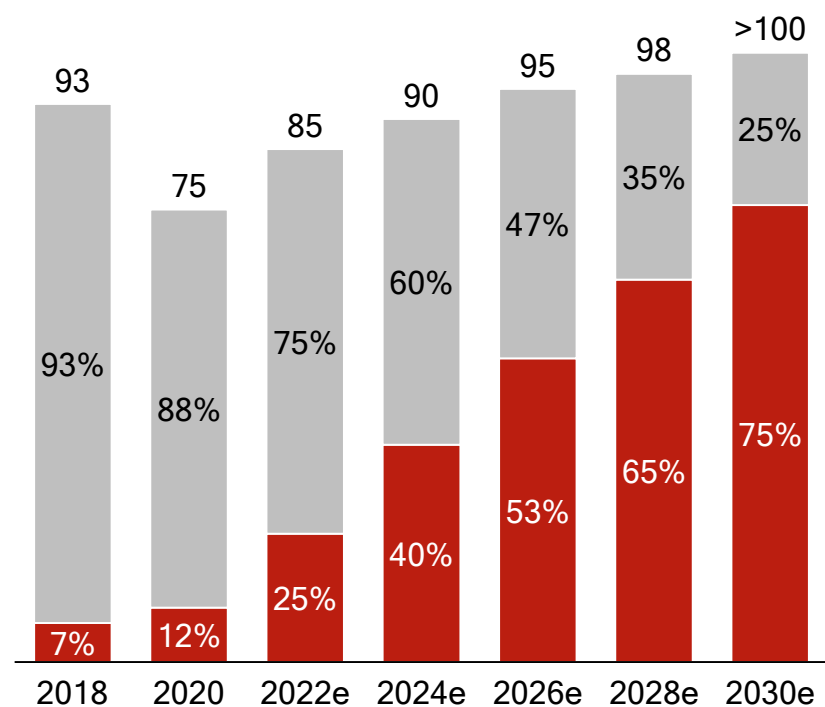
65 % of all new sales electrified by 2025

SCANIA

50 % of total vehicle sales electrified by 2030, one new electrified product annually

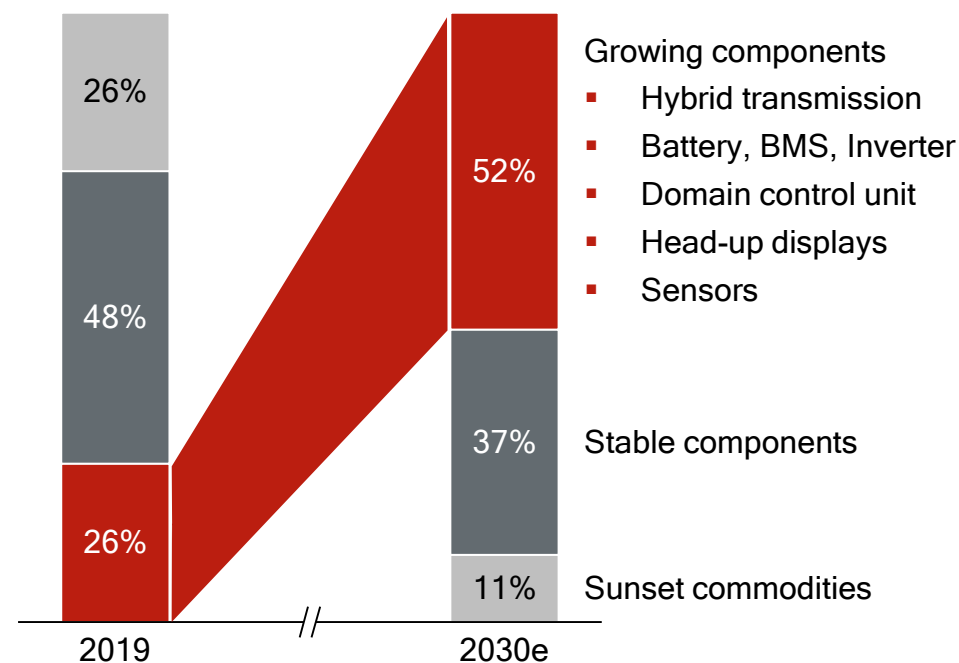
EV sales will accelerate further with EV components gaining importance

Expected vehicle sales worldwide in million units and share in %



Classic drivetrain Alternative drivetrain

Market share of automotive components in %



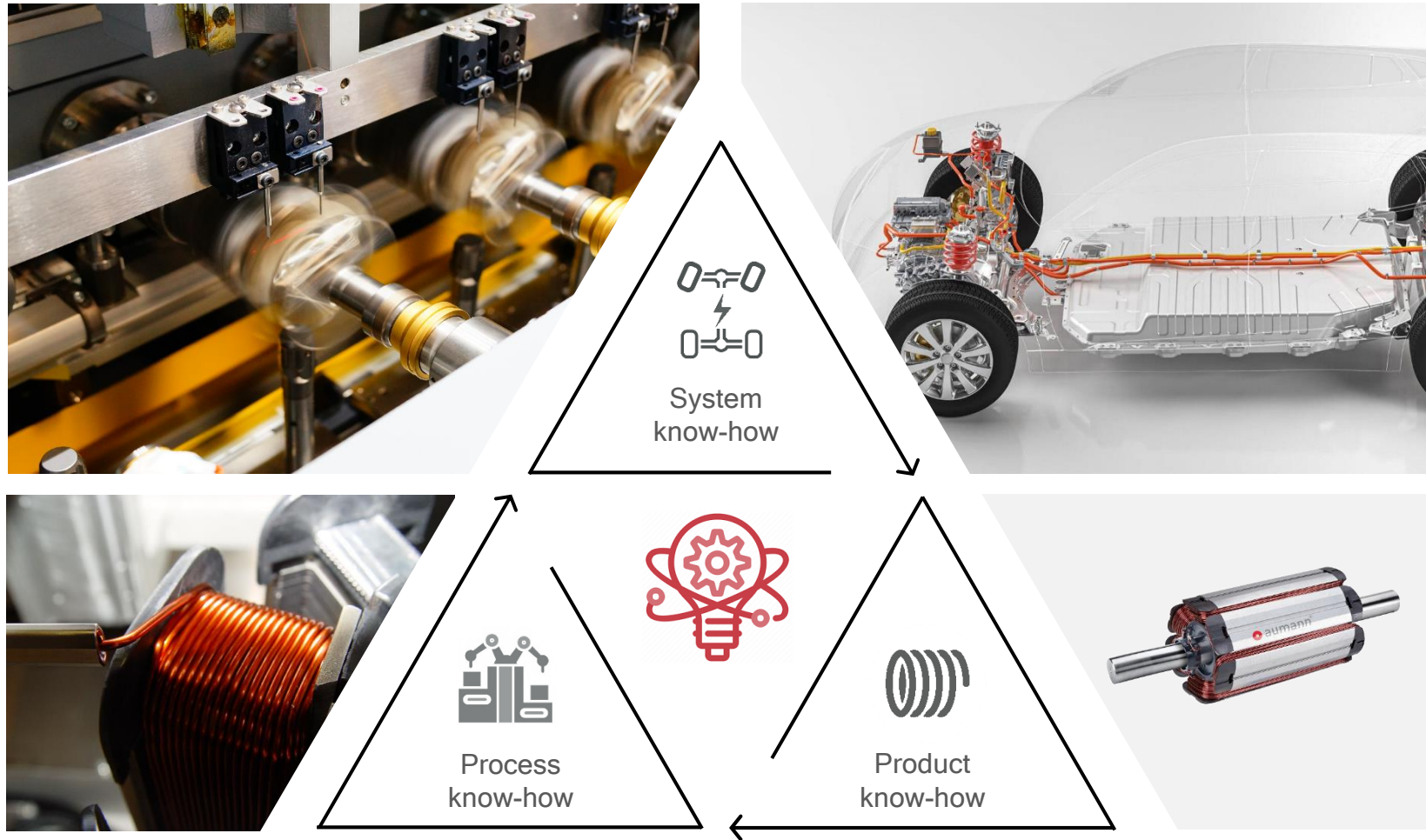
Growing components

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

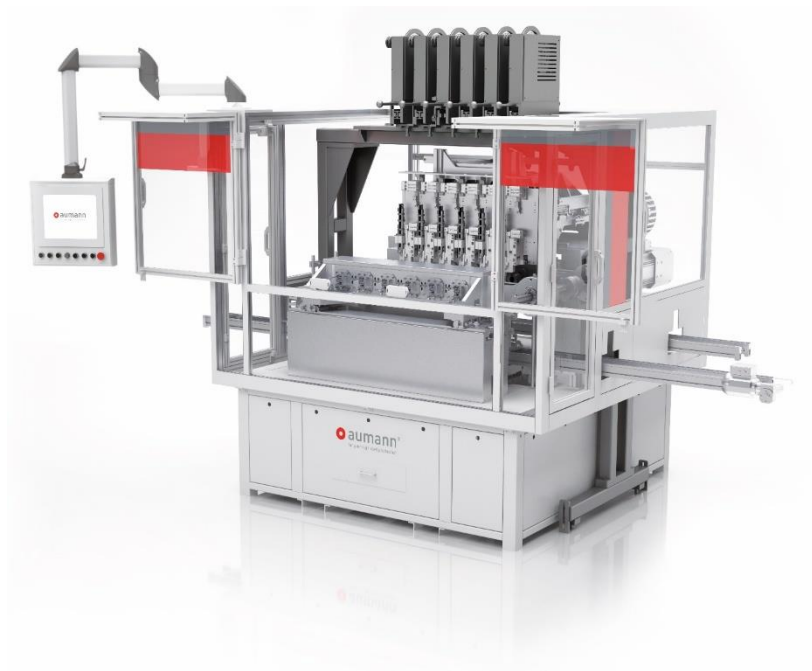
Stable components

Sunset commodities

Aumann's innovation competence is the foundation for success



Preliminaries 2021



Aumann has seen a dynamic progress in 2021



E-mobility order intake more than doubled year-over-year to €169 million



Several large scale orders prove excellent positioning in battery technology



Group revenue at roughly €161 million in line with guidance



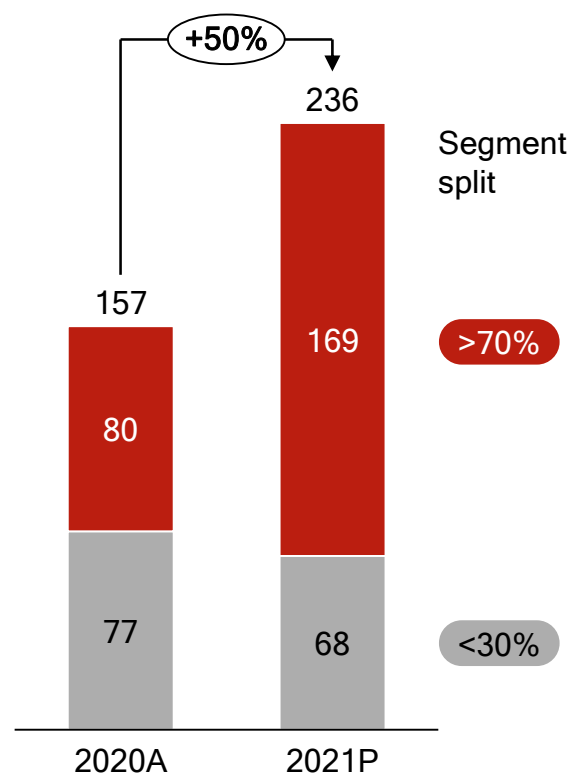
Order backlog of €176 million at the highest level since March 2019



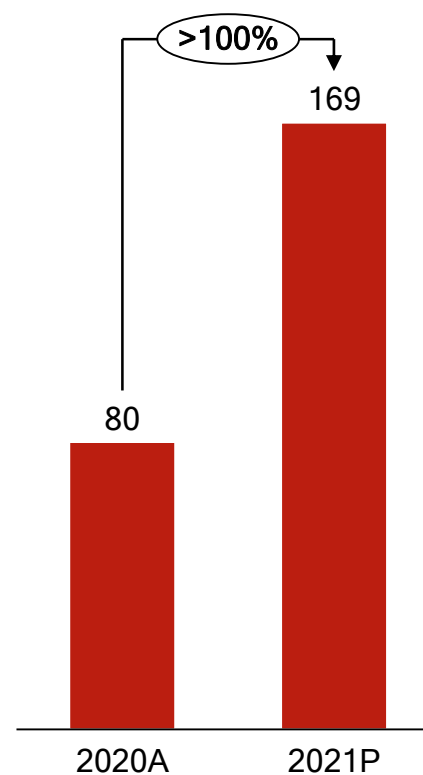
Strong corporate setup and solid financial basis with liquidity of more than €100 million

Dynamic order intake growth continued during the course of 2021

Order intake
in € million



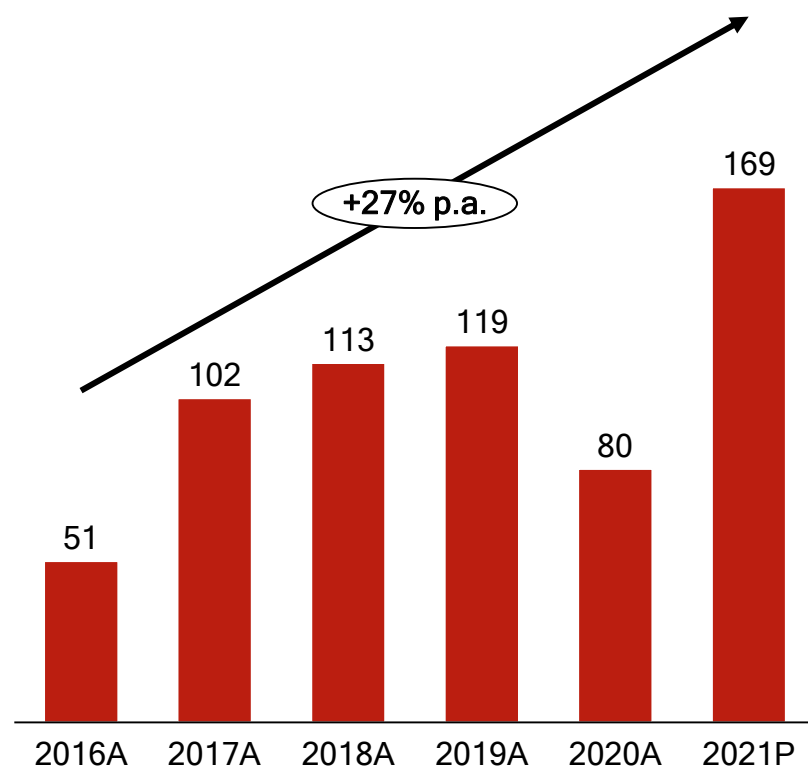
E-mobility order intake
in € million



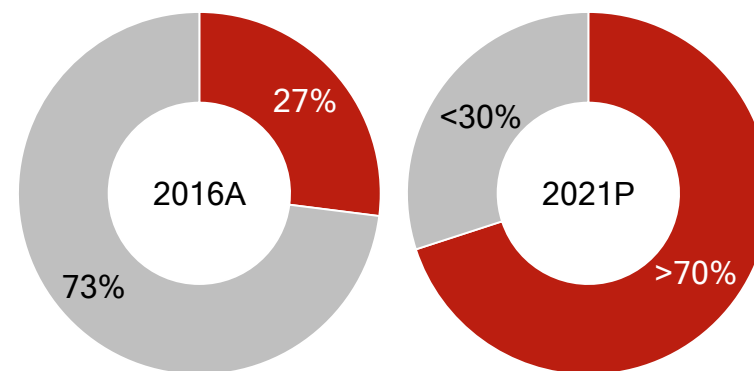
■ E-mobility ■ Classic

Aumann delivers on its E-mobility strategy

E-mobility order intake
in € million



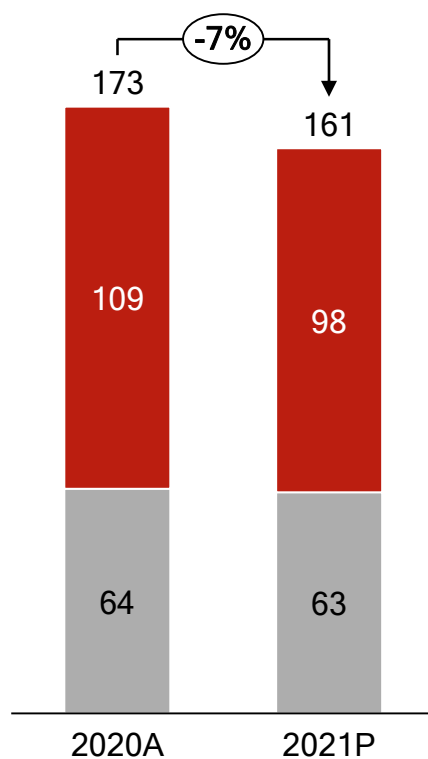
Order intake share
in %



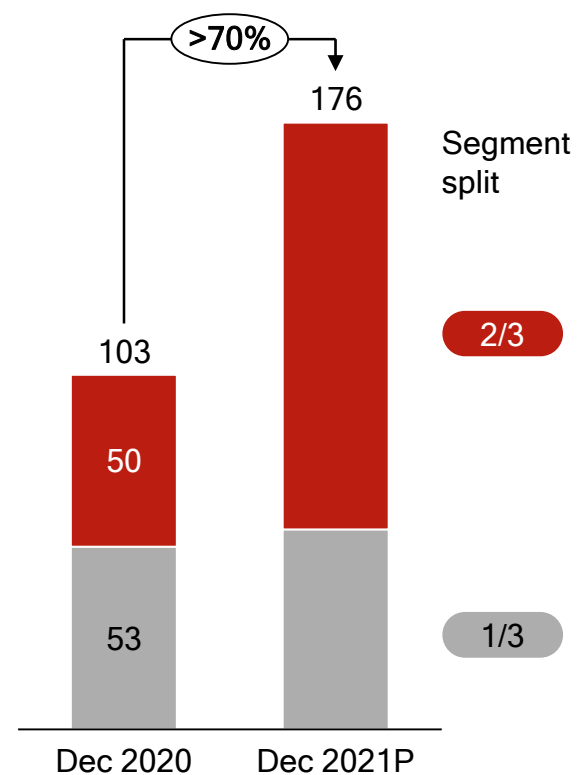
■ E-mobility ■ Classic

Revenue slightly below 2020 but order backlog will push going forward

Revenue
in € million



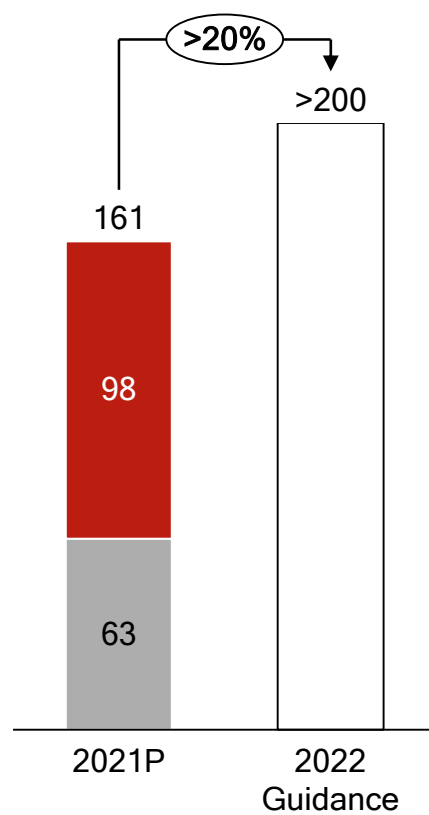
Order backlog
in € million



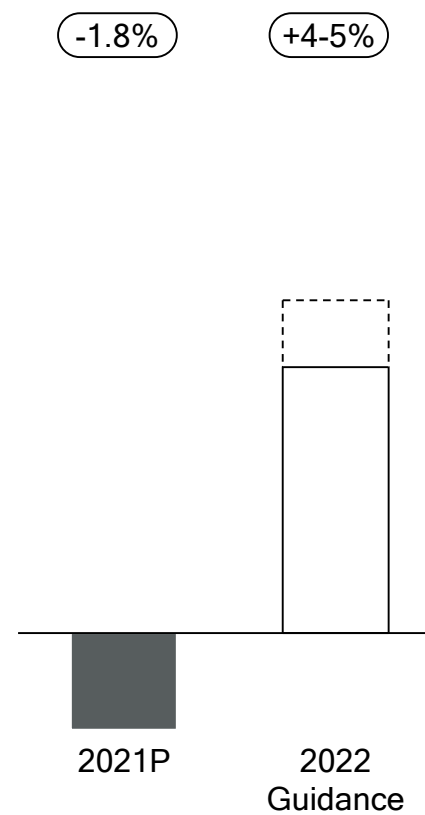
■ E-mobility ■ Classic

Revenue and EBITDA will significantly improve 2022

Revenue in € million



EBITDA in % of revenue



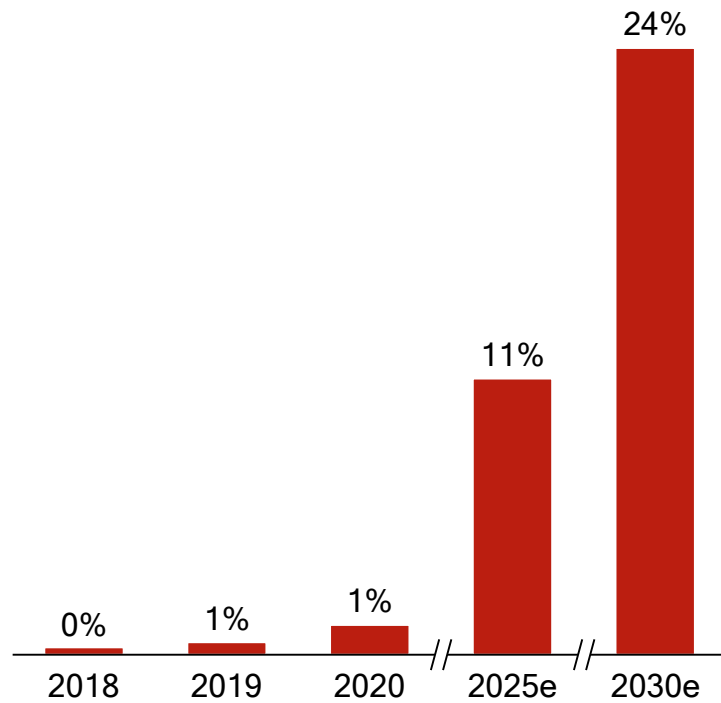
■ E-mobility ■ Classic

Technology

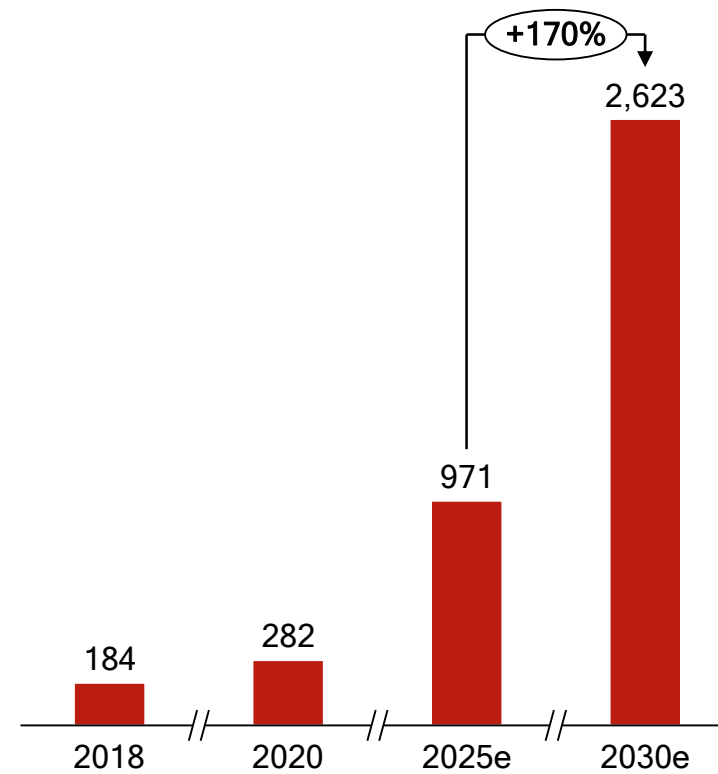


Increasing demand for battery system production solutions

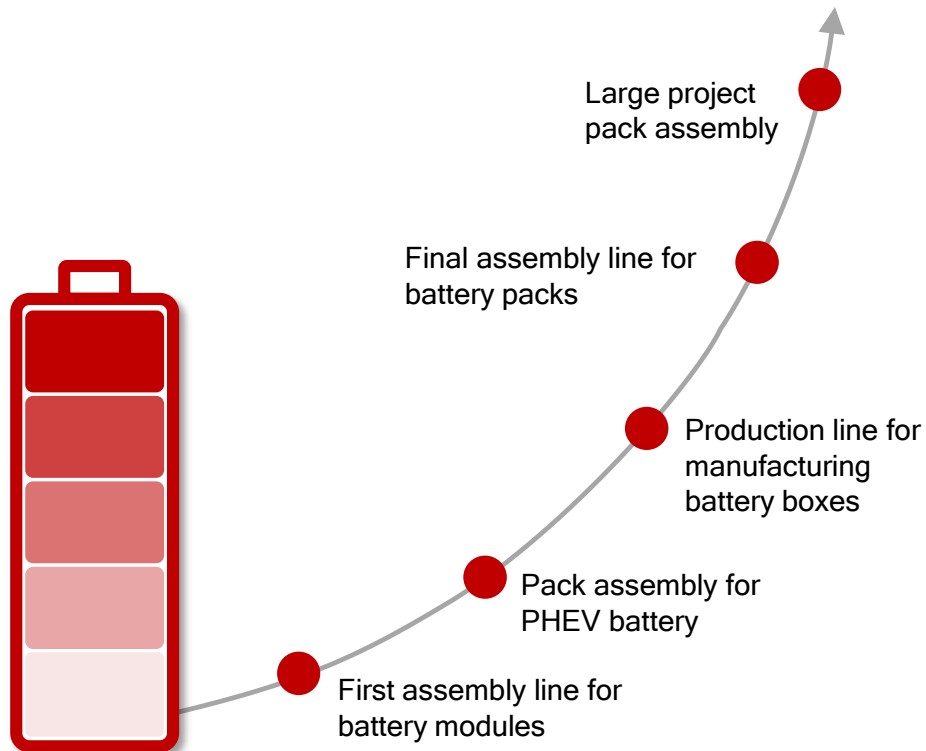
Share of electric vehicles in use
in Germany in %



Demand for battery systems
in GWh per year

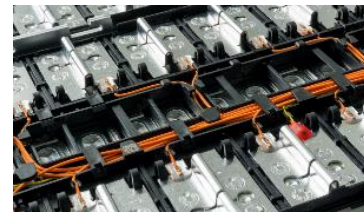


Aumann expands portfolio for battery systems production solutions



Battery pack assembly

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



Battery module assembly

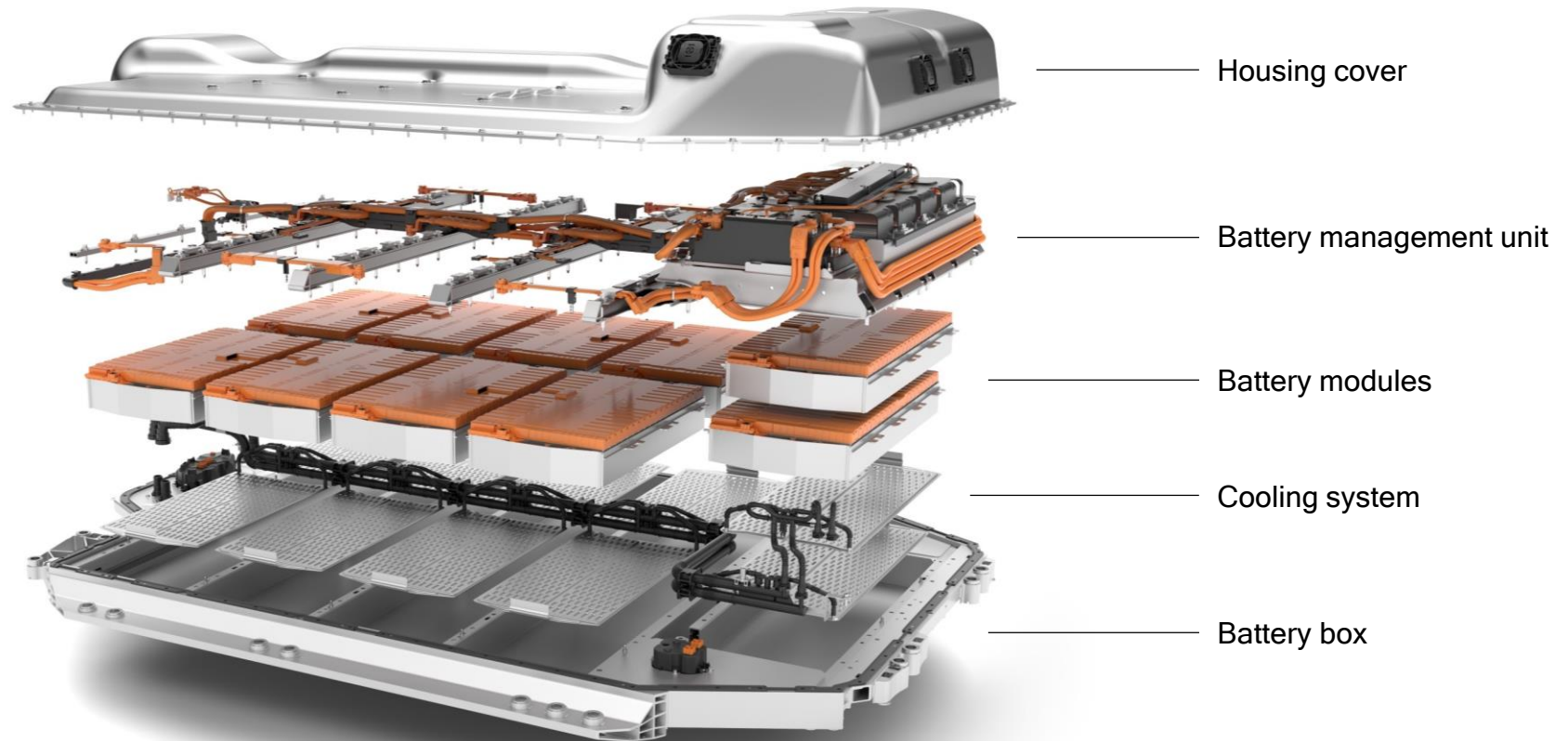
High precision handling, electrical contacting and testing of battery cells



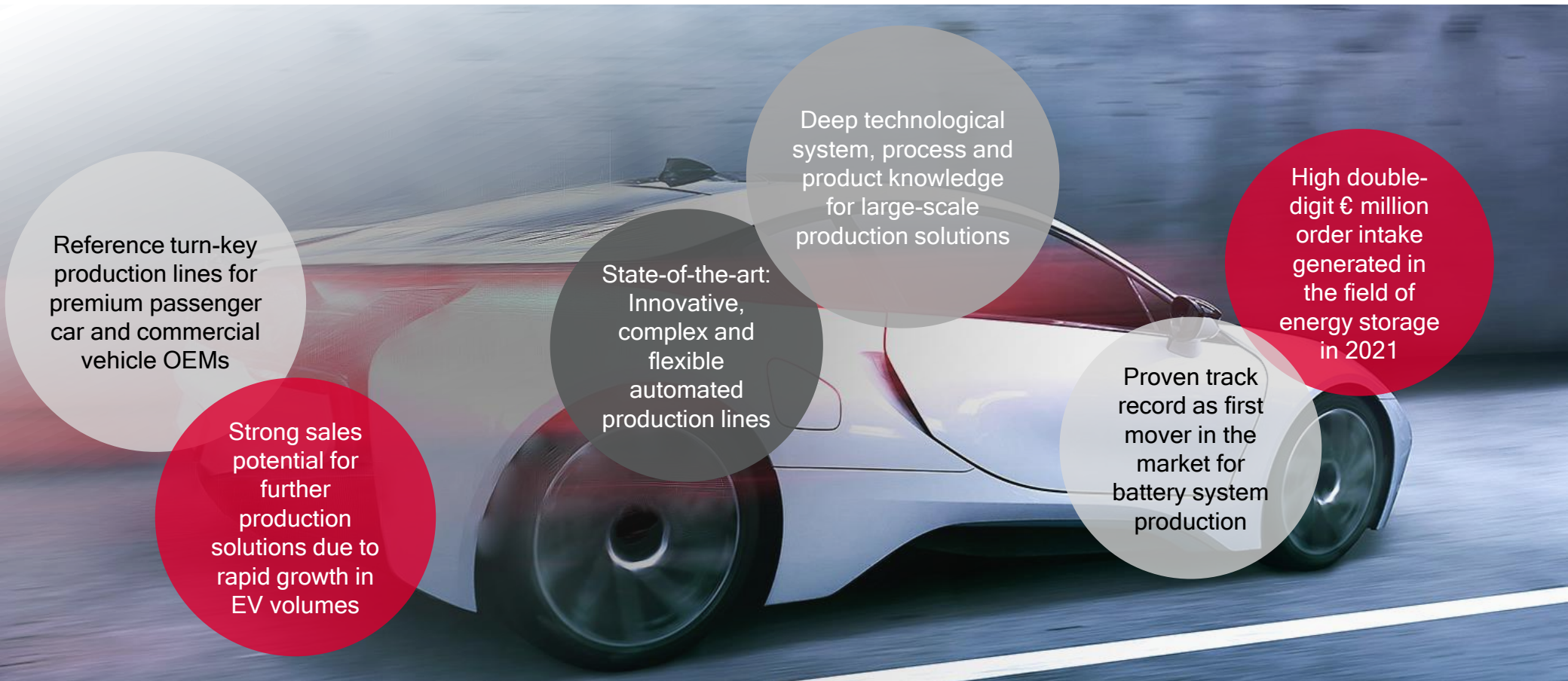
Battery box assembly

Novel joining processes for the bonding of material pairings

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



Aumann moves forward in the market for battery system production



Reference turn-key
production lines for
premium passenger
car and commercial
vehicle OEMs

Strong sales
potential for
further
production
solutions due to
rapid growth in
EV volumes

State-of-the-art:
Innovative,
complex and
flexible
automated
production lines

Deep technological
system, process and
product knowledge
for large-scale
production solutions

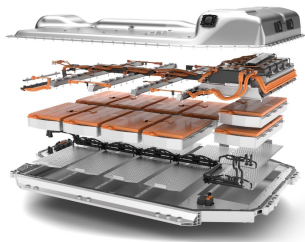
Proven track
record as first
mover in the
market for
battery system
production

High double-
digit € million
order intake
generated in
the field of
energy storage
in 2021

Case study “Battery pack assembly” – from passenger cars to commercial vehicles

Large scale orders for premium automotive OEM

- Aumann’s energy storage production solutions are an essential technological pillar for a premium OEM’s electrification path
- 6,000 sqm production space, output 200k units p.a.
- Five types of high-voltage batteries for PHEV and BEV produced by more than 60 heavy-load robots



First large scale order for commercial vehicle OEM

- Aumann is making a valuable technological contribution to the climate-neutral transport of goods and products
- 3,200 sqm production space, output 100k units p.a.
- Up to five types of multi-layer battery packs of up to 1.3 tons in weight to be used in e-commercial short and long haul vehicles



Starting with first battery activities a few years ago, Aumann became a first address for full-scale battery system production in the premium car segment. Aumann proves its expertise by now also delivering solutions for fully electric commercial vehicles

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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