



## Commerzbank & ODDO BHF Corporate Conference

Aumann AG  
7 September 2022

# Aumann drives the E-mobility transformation

## Strategic focus

Fully automated production lines...

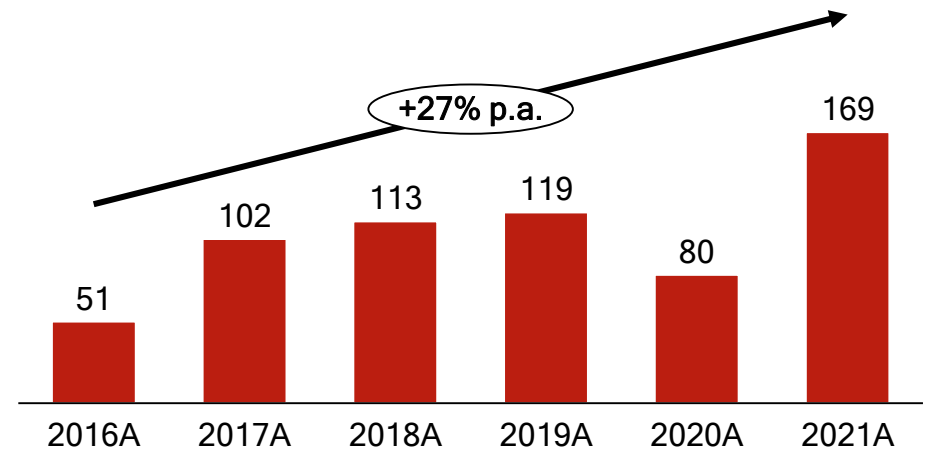


...for the entire range of electromobility

## Global customers

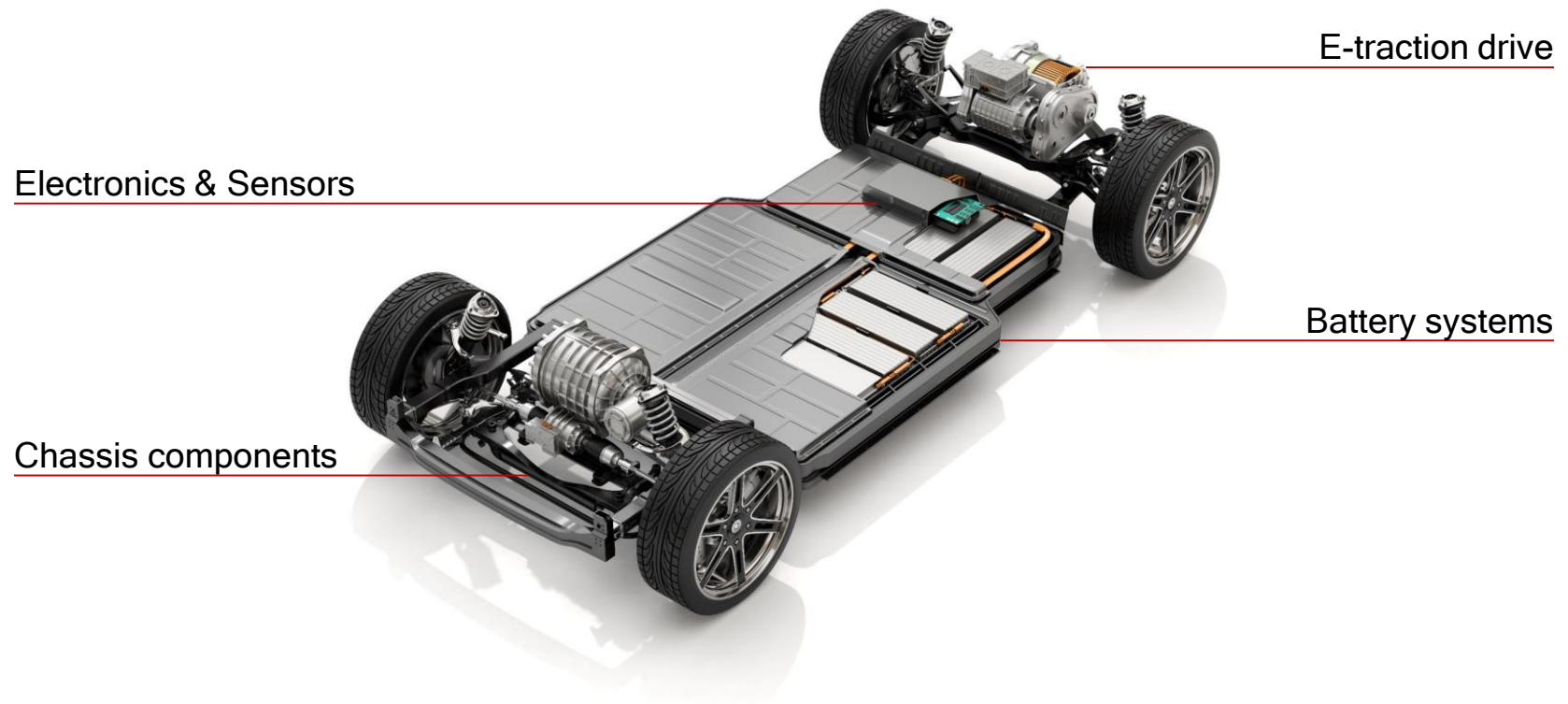


## Order intake E-mobility\*



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

## Electromobility comes to life on Aumann's production lines



Aumann  
competences

Winding

Assembly

Joining

Automation

Measuring  
& Testing

Industry  
4.0

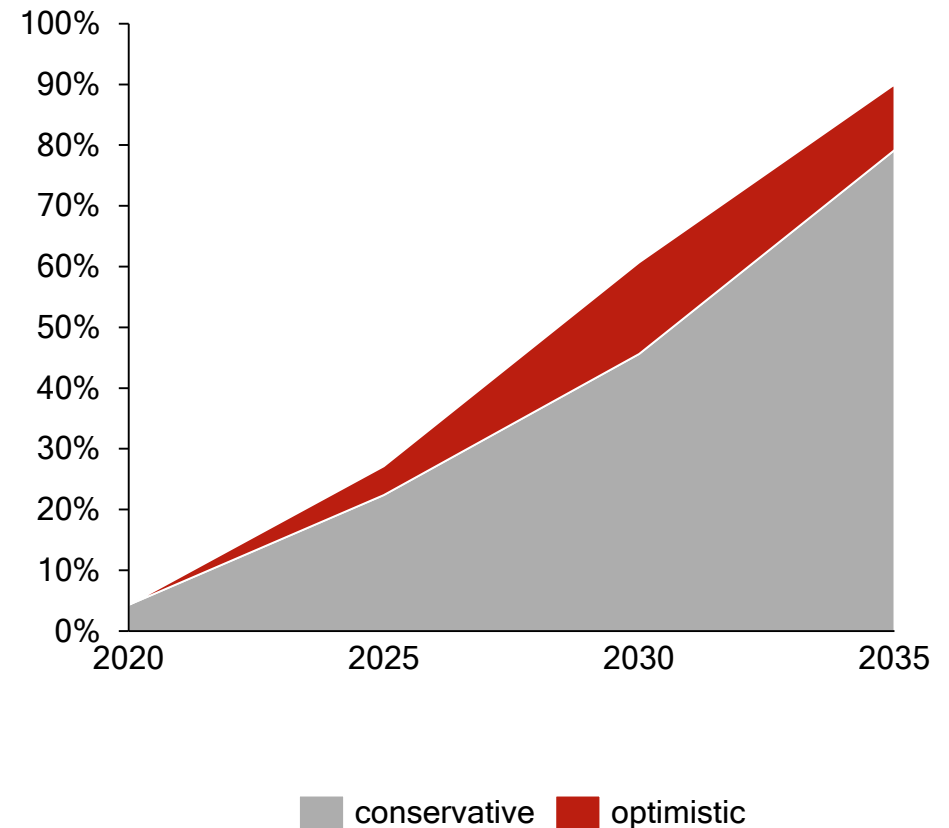
Turnkey  
solutions

## Dynamic growth drivers push market development

### What is driving the growth?

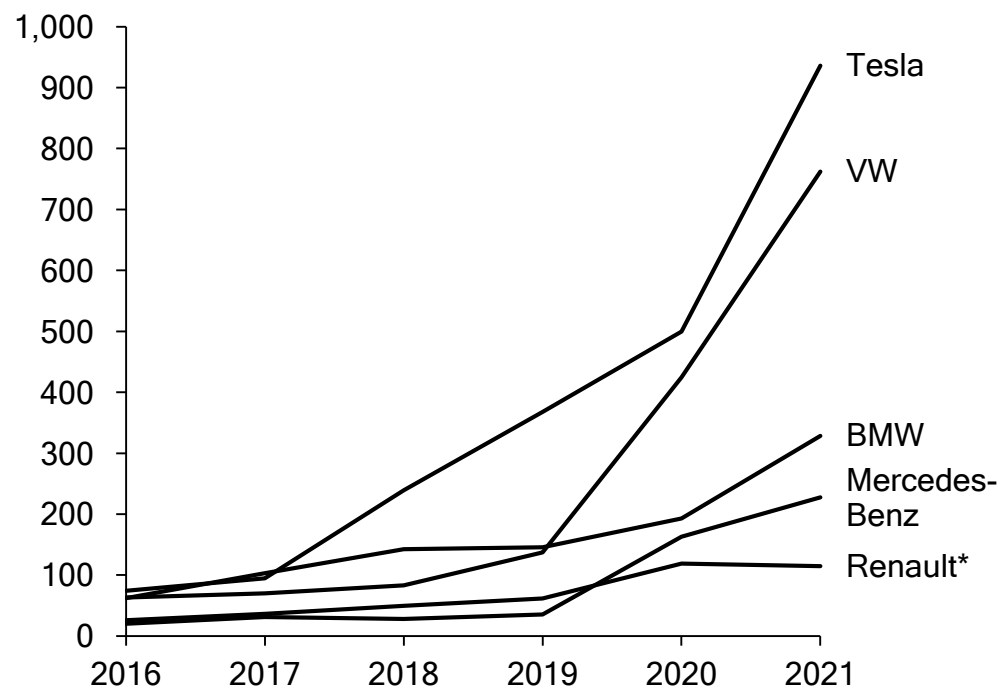
- 2x** as many people prefer to **buy an electric car** compared to last year
- 51%** annual growth rate of **charging infrastructure in Germany** over the last **five years**
- 50%** reduction of **battery costs** and **ranges of over 1,000 km** in future electric cars

### E-vehicle sales scenarios projected market share in %

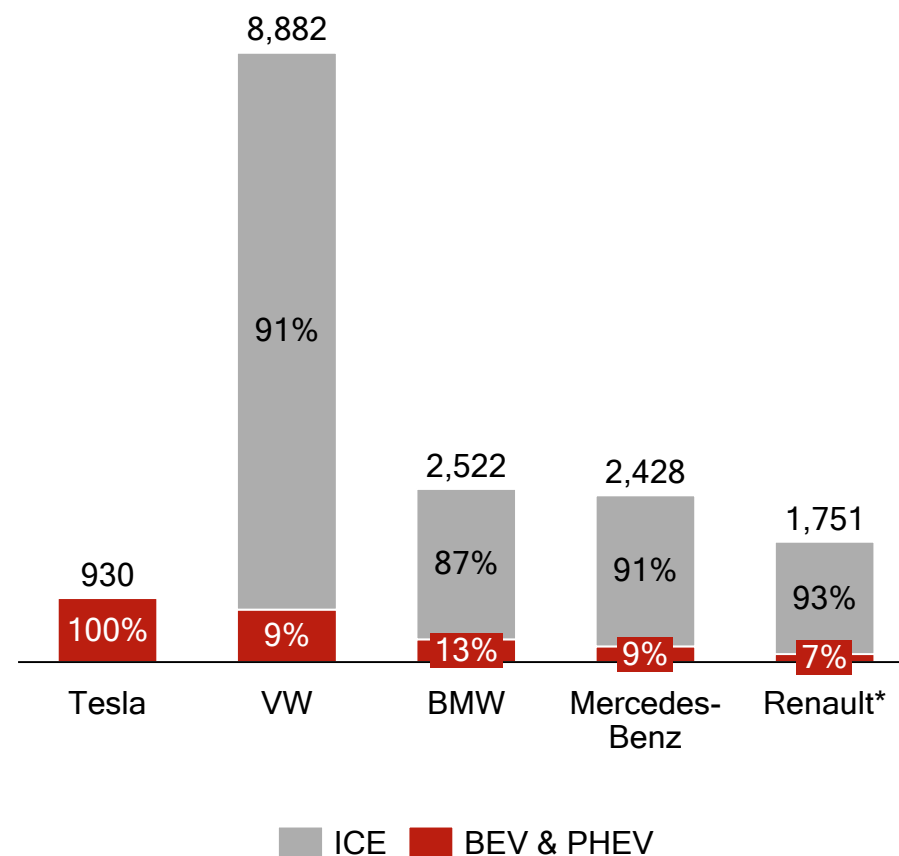


Sales figures for electric vehicles are rising rapidly and still offer potential

Global EV sales  
in thousand units



Vehicle sales in 2021 by OEM  
in thousand units and share in %



## Aumann roadmap with a focus on profitable growth



Expand the strategic and technological **positioning** in the field of electromobility



Increase **profitability** through improved price and project realization



Manage **supply bottlenecks** and limit their impacts



**Build** organic and inorganic capacity for the chosen growth path



Protect the **environment** within the framework of the sustainability strategy



# Sustainability is an inherent building block of the Aumann DNA

Renewable energies



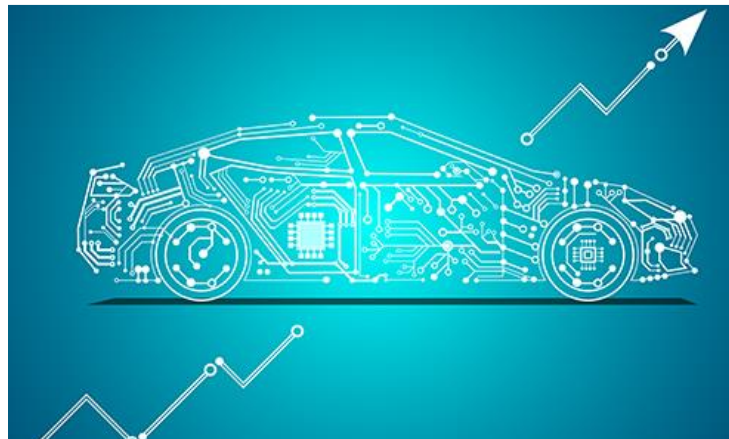
Product promise



Apprenticeship



Diversity



Inventiveness



CO2 neutrality

## Technology

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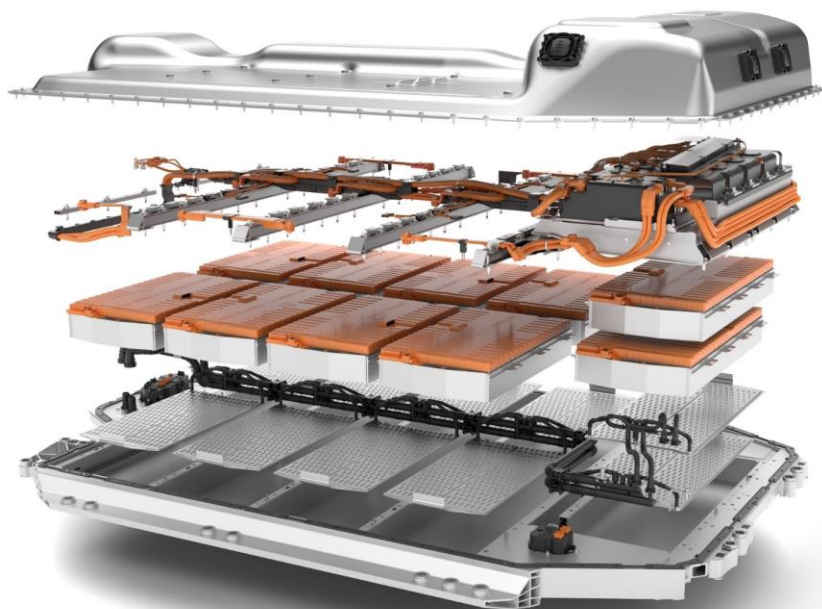
Aumann is a specialist for battery technologies



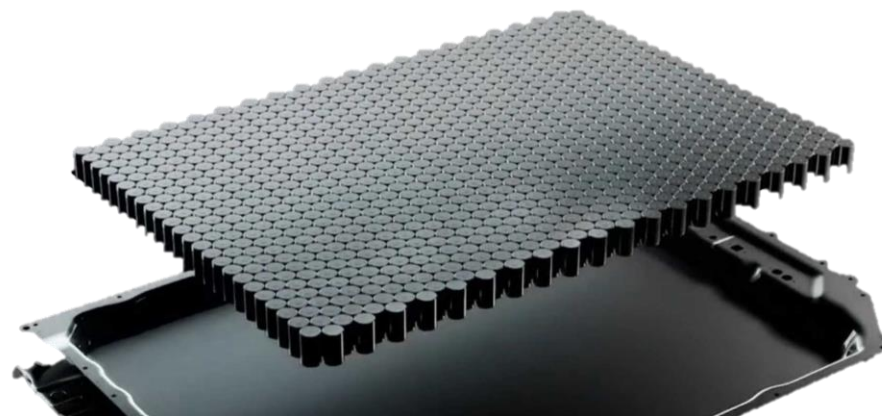
- Aumann is expanding its range of services along the value chain of battery systems
- Aumann's battery production lines cover the entire transport sector: Cars, trucks and railways

Aumann supplies production lines for future technology

## Module-to-Pack



## Cell-to-Pack

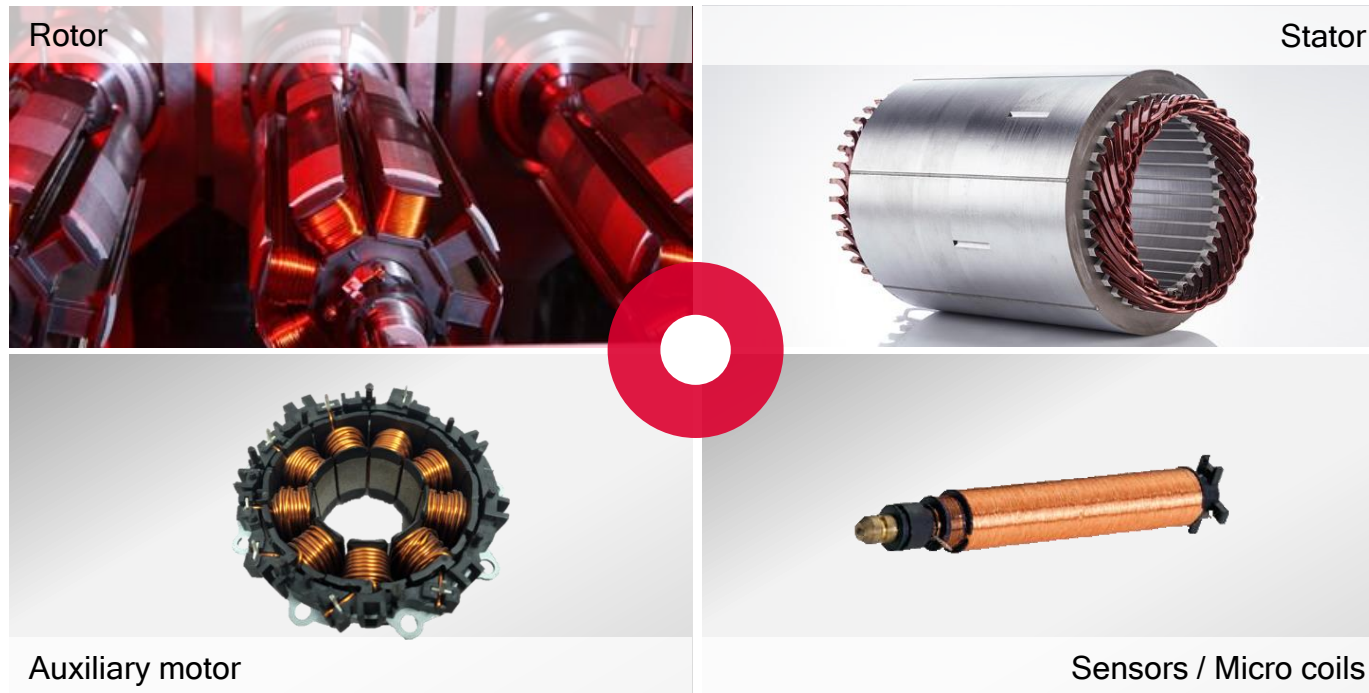


20% ... higher energy density

40% ... fewer components

30% ... lower costs

Aumann with a broad product portfolio in the field of winding technology



- Aumann offers solutions for stator and rotor production for electric traction drives
- Aumann winding technologies are also in demand from non-automotive industries

# Hydrogen on its way to become tomorrow's fuel and energy source



- Increasing demand for manufacturing solutions for fuel cells in mobility

Water



+



Renewable electricity

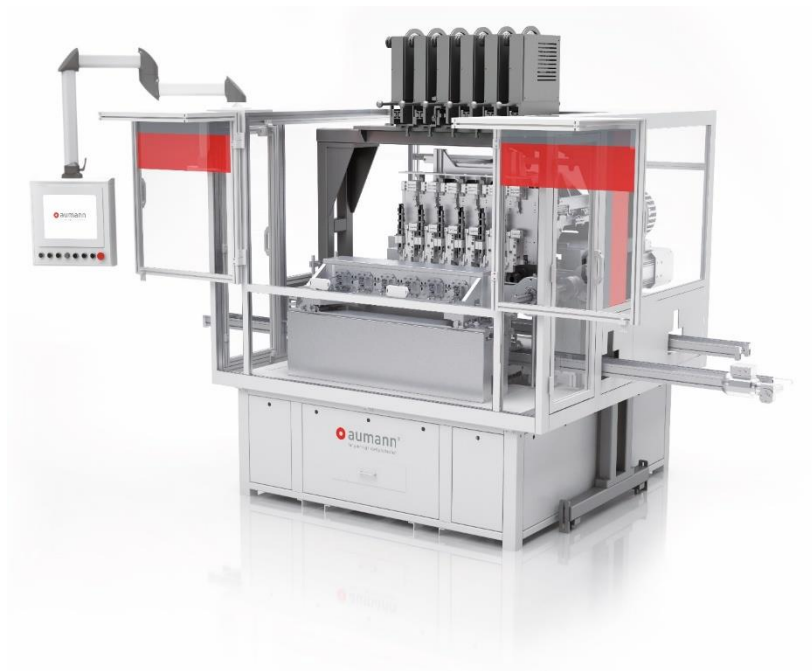


Green hydrogen



## Financial Performance H1 2022

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## Highlights of H1 2022

### Key messages

- **Aumann underlines strategic positioning** in the strongly growing market of electromobility
- **Order backlog reaches record high level**, supported by OEM's need to expand capacities
- **E-mobility segment as major growth driver**, with strong demand for battery production solutions
- **Revenue continuously improving**, following the dynamic order development of recent quarters
- **EBITDA margin increases** to 3.3 %, which is in line with expected gradual improvement in profitability

### Key figures

**298 € million**

Order intake 12 months rolling (TMR)

**77.2 %**

E-mobility order intake share year-to-date (YTD)

**+ 86 %**

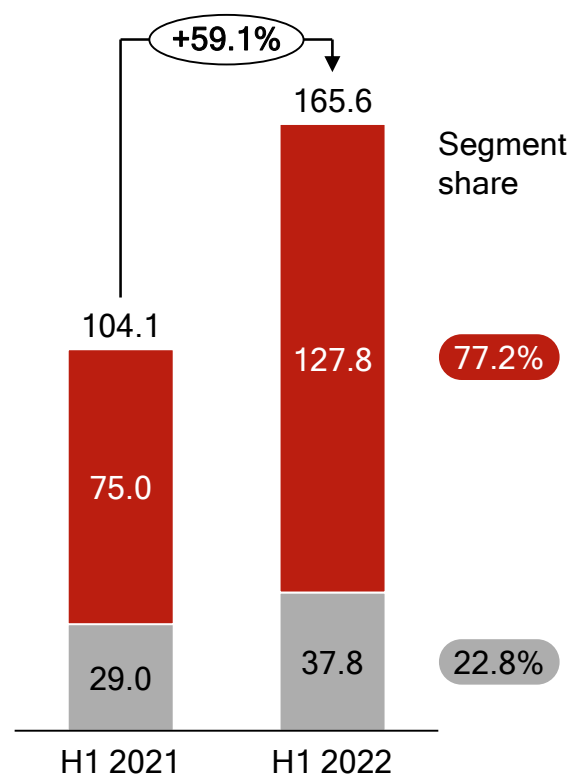
Order backlog development year-over-year (YOY)

**97.3 € million**

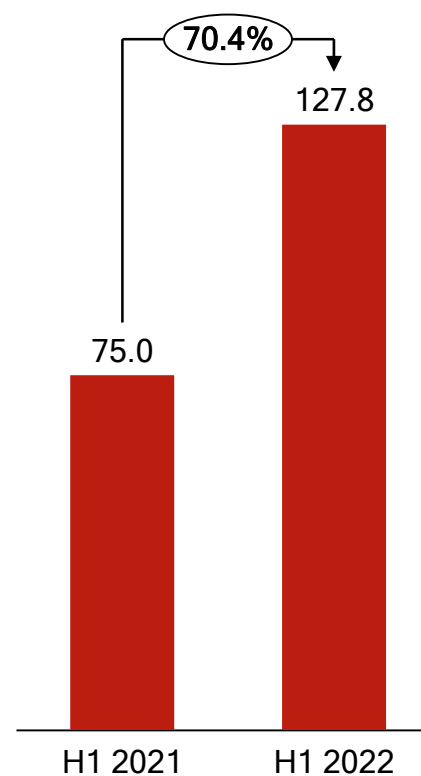
Liquidity position

## Strong first half of the 2022 financial year

### Order intake in € million

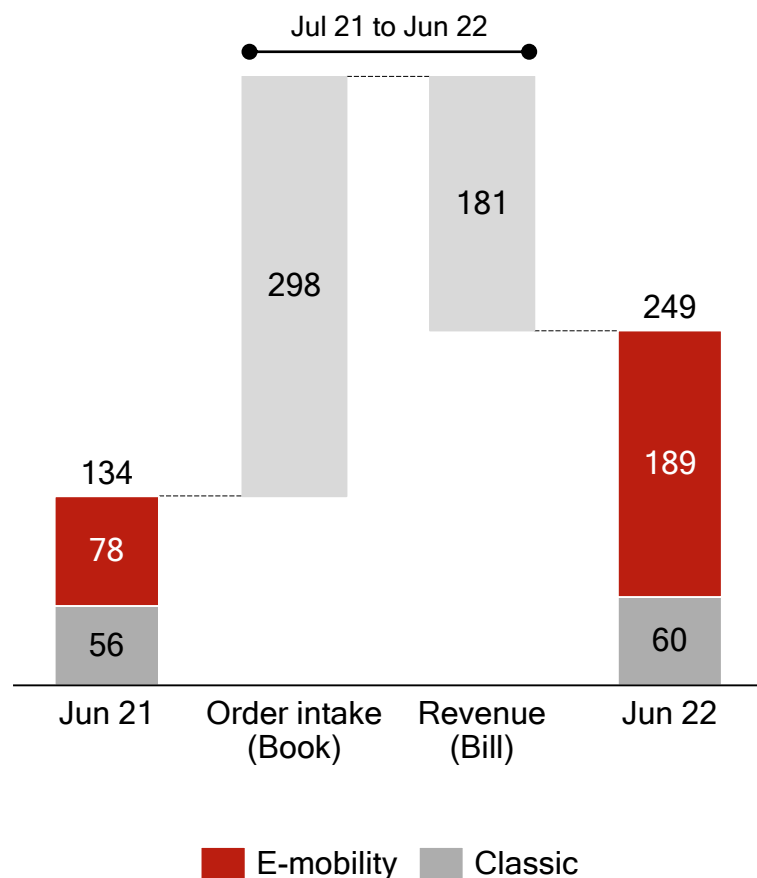


### E-mobility order intake in € million



Last 12 months illustrate Aumann's successful progress

## Reconciliation of order backlog\* in € million



**298 € million**  
Order intake 12 months rolling (TMR)

**1.65**  
Book-to-bill Ratio (TMR)

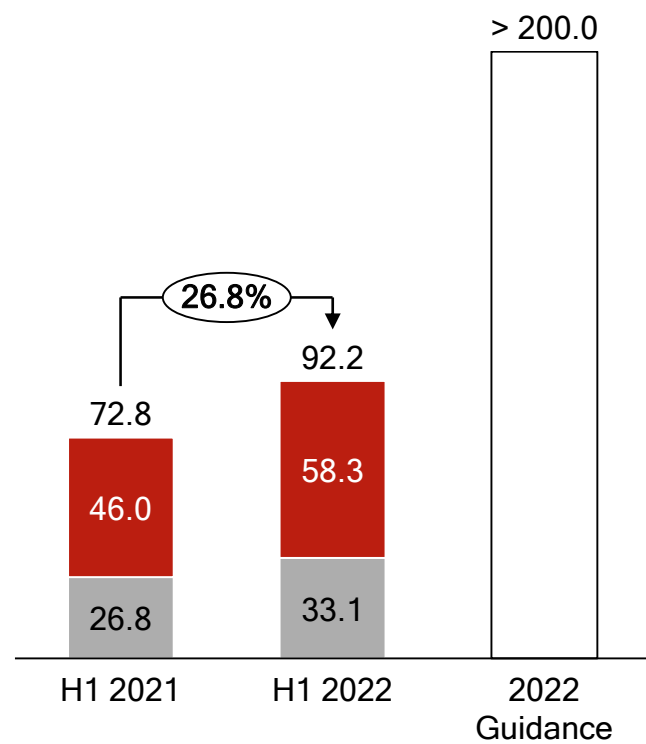
**249 € million**  
Record order backlog as of June 2022

\* Not shown: effects from reconciliation

# Revenue follows upward trend and EBITDA with continuing improvement

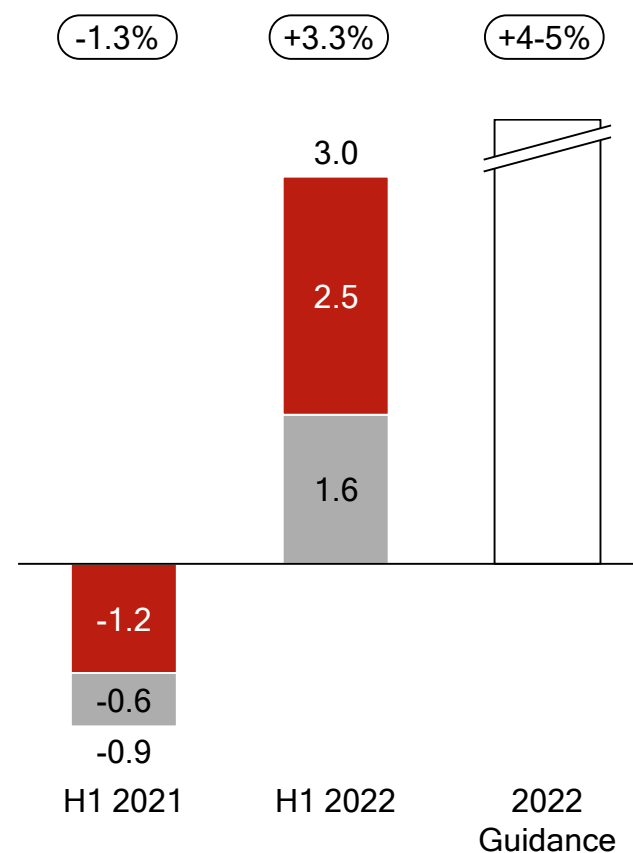
## Revenue\*

in € million



## EBITDA\*

in € million and in % of revenue



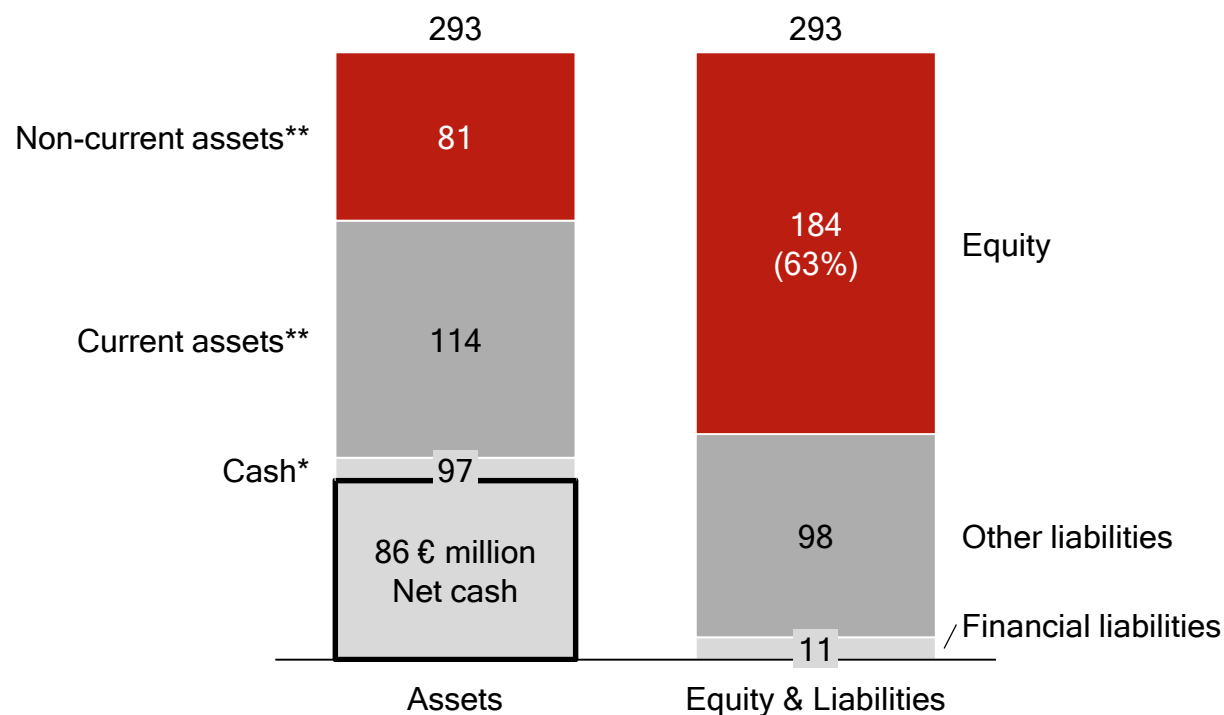
■ E-mobility ■ Classic

\* Not shown: effects from reconciliation

Balance sheet remains solid and bolsters internal and external growth opportunities

## Balance sheet as at 30 June 2022

in € million



Strong  
liquidity position  
**97.3 € million**

Solid equity ratio  
**62.9 %**

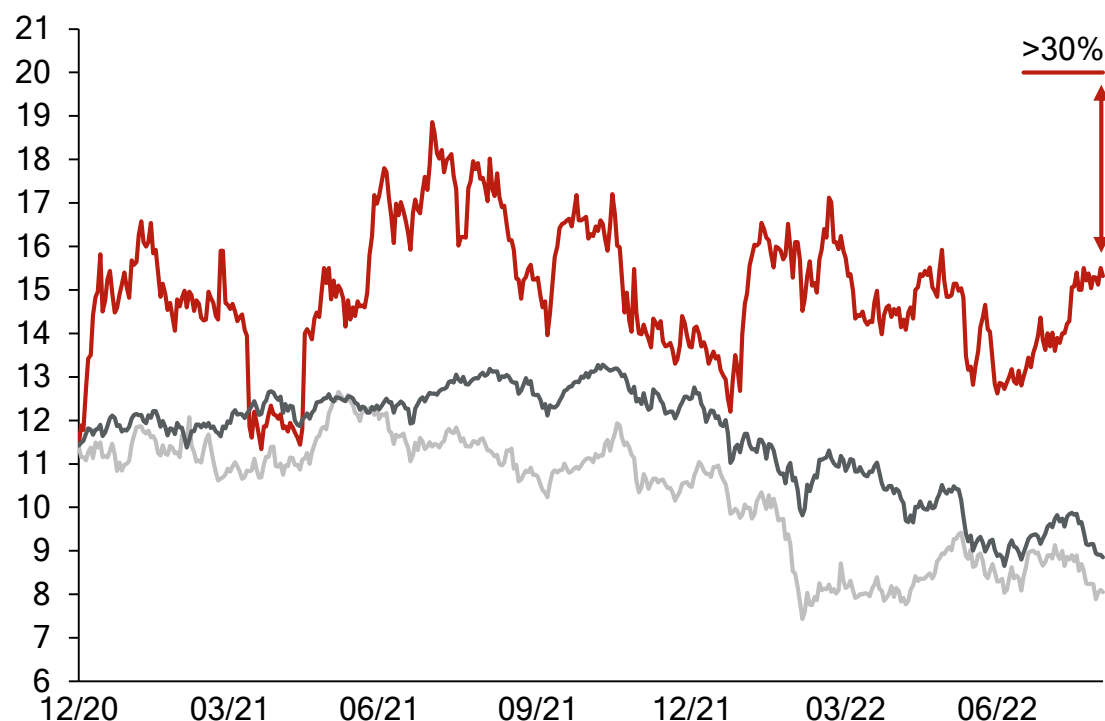
Forecast growth in  
revenue and earnings  
**2022**



## Positive business development not yet reflected in the share price

### Share price in comparison\*

since 31 December 2020, AAG in €, DAX & SDAX indexed

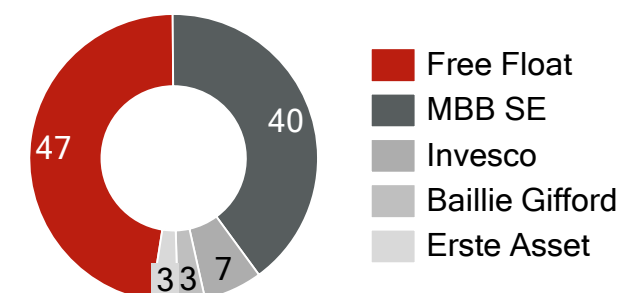


— Aumann Share — DAX Auto Parts & Equipment — SDAX — Avg. PT

### Price targets and shareholders

in € and in % of shares outstanding

Price targets	€
Berenberg	18.00
Citi	22.40
Equi.ts	17.60
Hauck Aufhäuser	22.00
Average price target	20.00



Aumann in the sweet spot of the dynamic electromobility market

# Key Highlights



Turnkey production solutions for all E-mobility key components



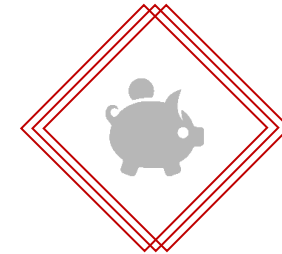
E-mobility driven by willing consumers and production capacity expansions



Decades of automotive experience and long-term client partnerships



Profitable, asset-light business model and highly skilled engineers



Solid financials with healthy balance sheet and net cash position

## Financial calendar 2022

Preliminary Figures 2021   Outlook 2022	31 January 2022
Hauck Aufhäuser e-Roadshow (virtual)	11 February 2022
Annual Report 2021	31 March 2022
Interim Statement Q1 2022	13 May 2022
Annual General Meeting	08 June 2022
Half-Year Financial Report H1 2022   Earnings Call	12 August 2022
Commerzbank & ODDO BHF Corporate Conference (Frankfurt)	07 September 2022
Berenberg & Goldman Sachs German Corporate Conference (Munich)	21 September 2022
Interim Statement Q3 2022   Earnings Call	11 November 2022
German Equity Forum (Frankfurt)	28 - 30 November 2022
End of Financial Year 2022	31 December 2022



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

[www.aumann.com](http://www.aumann.com)

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