



Earnings Call Q3 2022

Aumann AG
11 November 2022

Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...



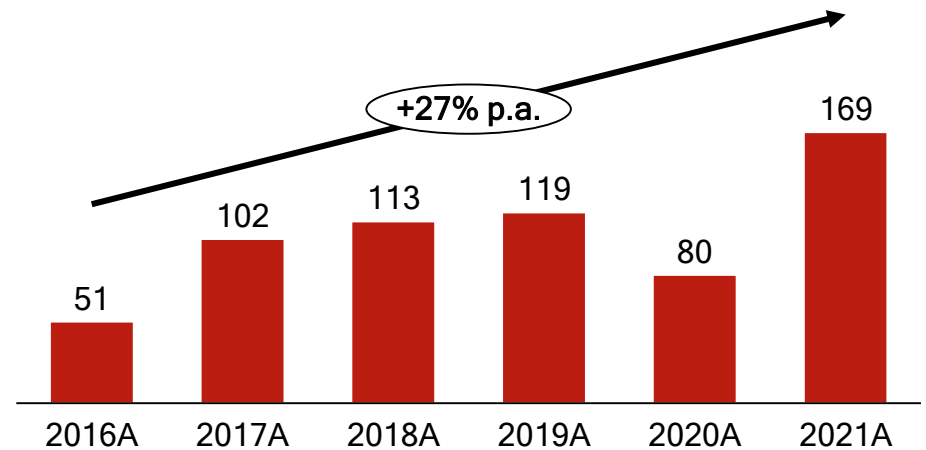
Global customers



Order intake E-mobility*

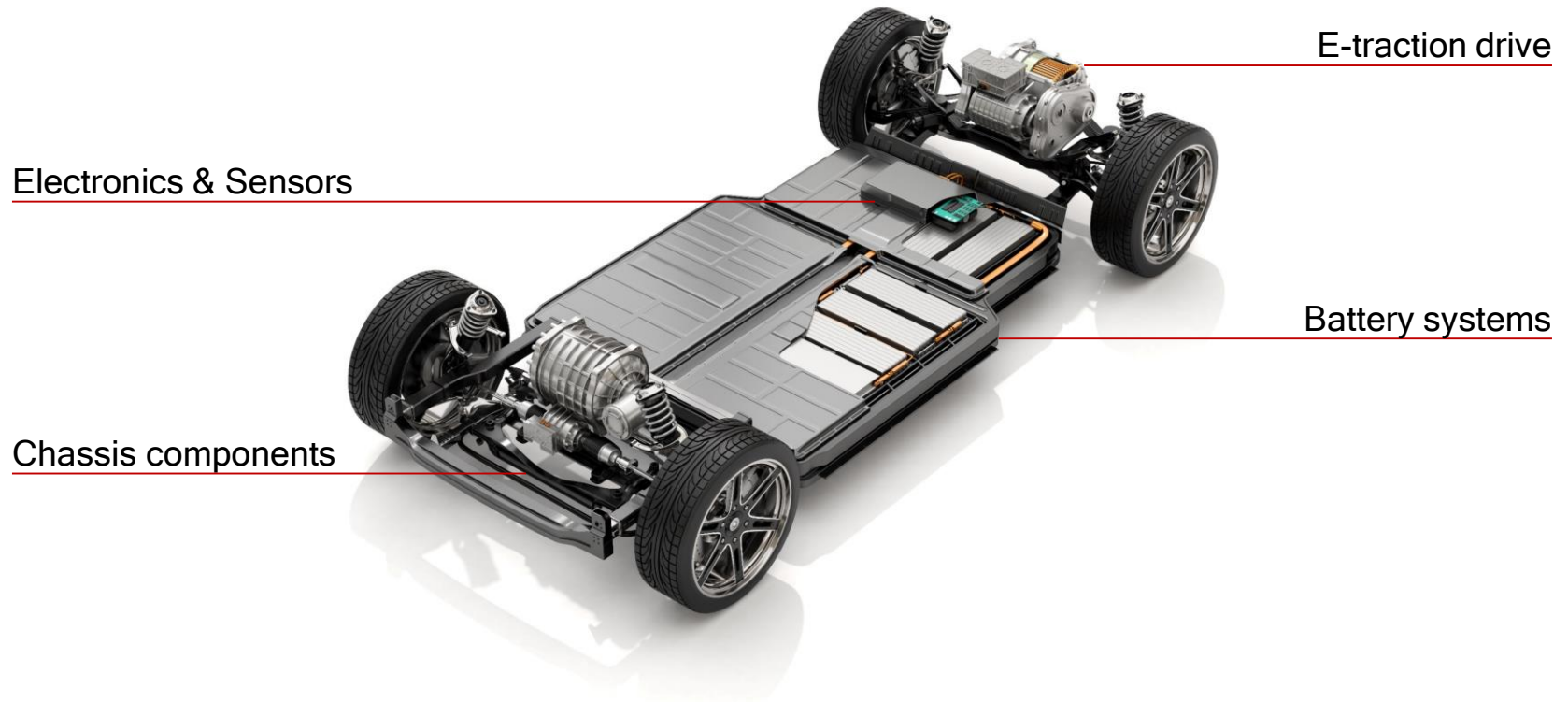


...for the entire range of electromobility



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

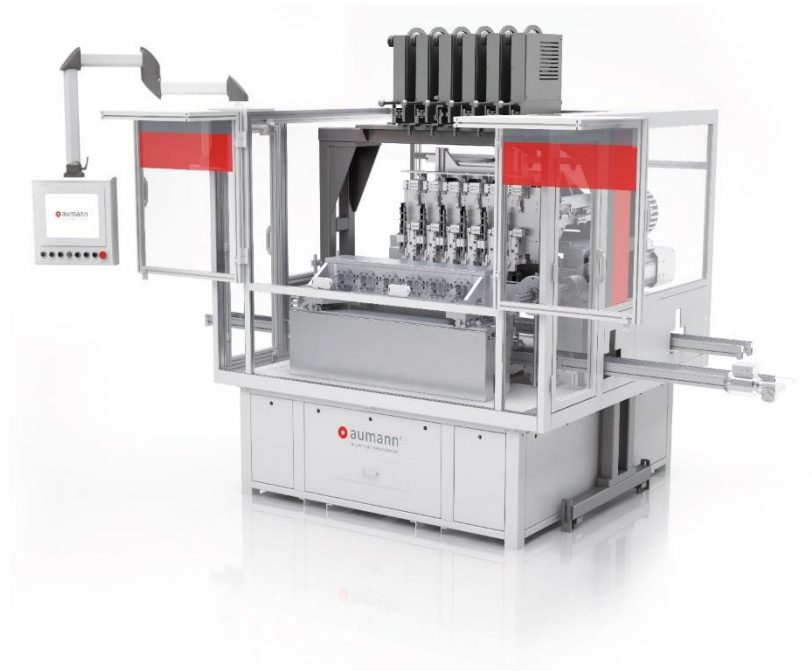
Electromobility comes to life on Aumann's production lines



Aumann
competences

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

Financial Performance 9M 2022



E-mobility segment confirms to be the main driver for Aumann's growth



in € million	9M 2021	9M 2022
Order Intake	120.6	167.3
Revenue	71.2	96.2
EBITDA	(2.5)	3.6



Due to a **strong book-to-bill ratio of 1.78 (TMR)**, order backlog increased by 92.7 % to a record 190.7 € million



High demand for production solutions for battery pack and power electronics manufacturing



BEV registrations continued to surge in Q3 2022



EU decided that new passenger cars registered must be **zero-emission vehicles** starting from 2035 onwards



Truck OEM's push fleet electrification based on trend towards sustainable transportation

Aumann's Classic segment more than 90 % independent from combustion engines



in € million	9M 2021	9M 2022
Order Intake	55.3	55.7
Revenue	42.9	53.3
EBITDA	(0.9)	3.5



EBITDA with strong improvement vs. 9M 2021



Aumann's precise **winding technology** is in demand for solutions around energy efficient industrial applications



Renewables business increased due to production solutions in the **photovoltaic and electrolysis** area



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



Opportunistic approach to generate attractive margins

Highlights of 9M 2022

Key messages

- **Order intake growth** of 26.8 % to 223.1 € million
- **E-mobility segment remains major growth driver**, where order intake even rose by 38.7 % to 167.3 € million, approaching the entire 2021 level already
- **Revenue continuously improving** and reached 150.4 € million (+ 31.8 %), following the dynamic order intake development of recent quarters
- Q3 2022 **EBITDA margin increased** to 4.3 %, which is in line with expected gradual improvement in profitability
- **Healthy financial condition** with liquidity position of 86.9 € million and equity ratio of 63.7 %

Key figures

223 € million

Order intake

+ 32 %

Revenue growth YOY

+ 49 %

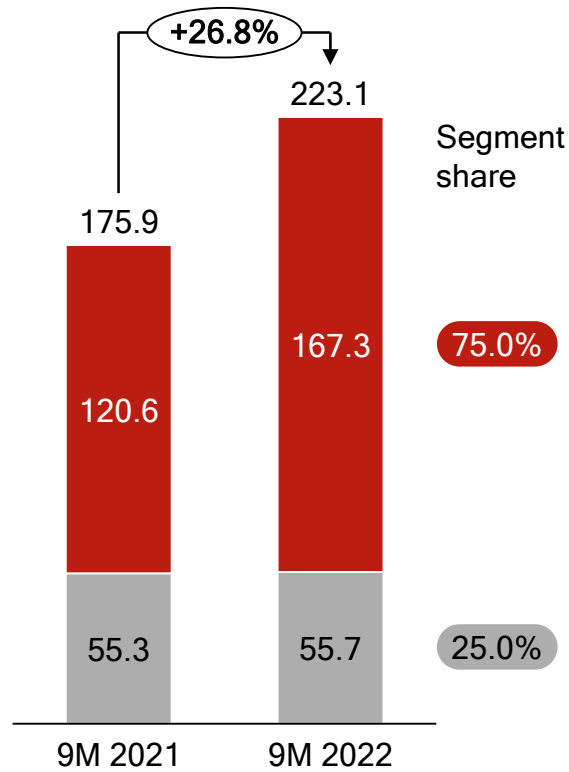
Order backlog development YOY

87 € million

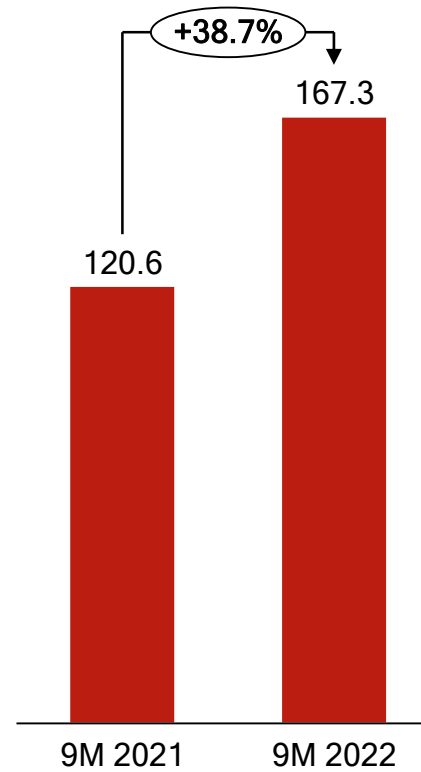
Liquidity position

E-mobility order intake after 9 months at FY 2021 level already

Order intake*
in € million



E-mobility order intake
in € million

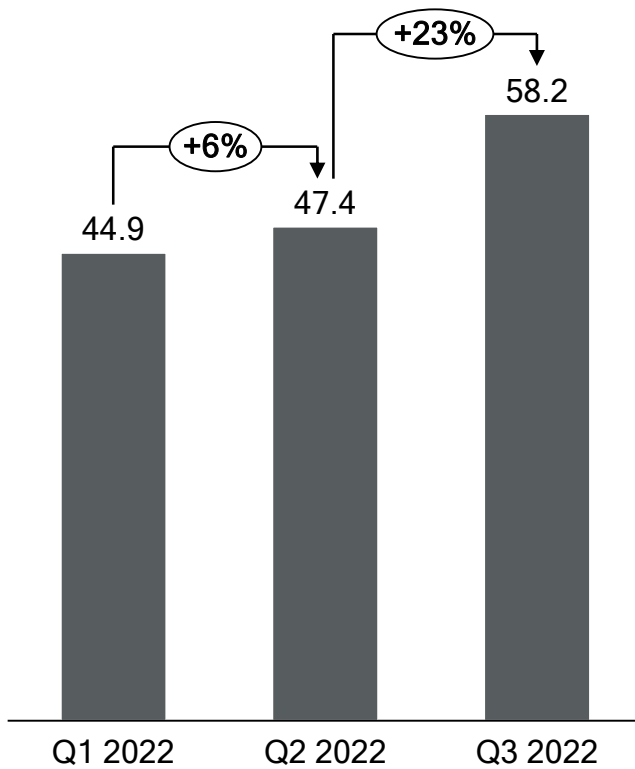


■ E-mobility ■ Classic

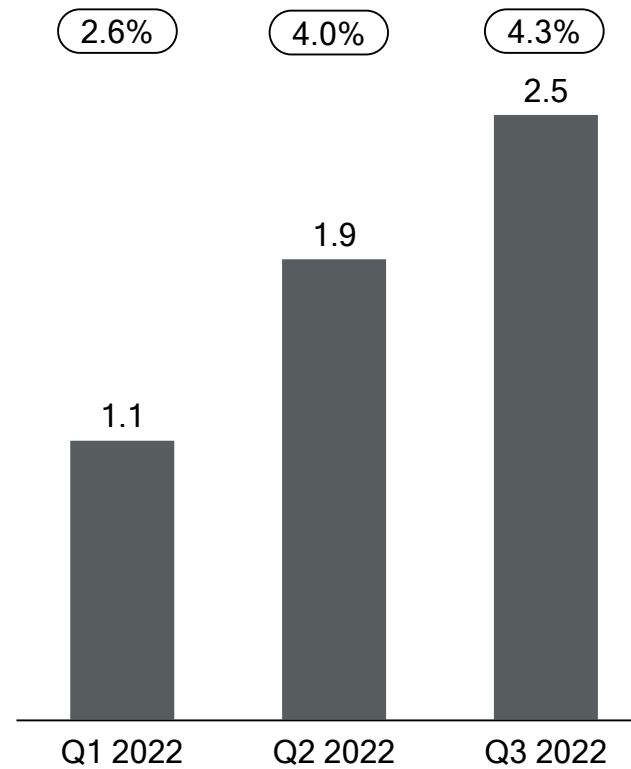
* Not shown: effects from reconciliation

Aumann with gradual quarterly improvement of revenue and profitability

Revenue
in € million

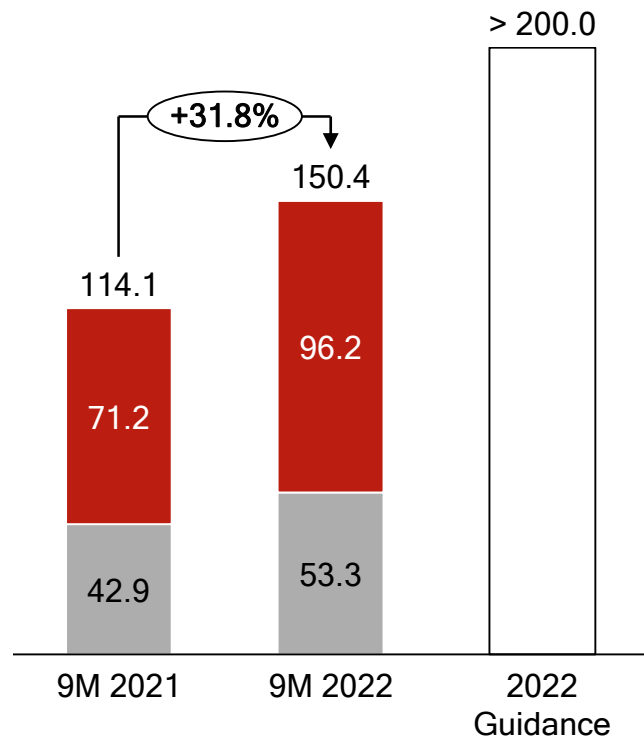


EBITDA
in € million and in % of revenue

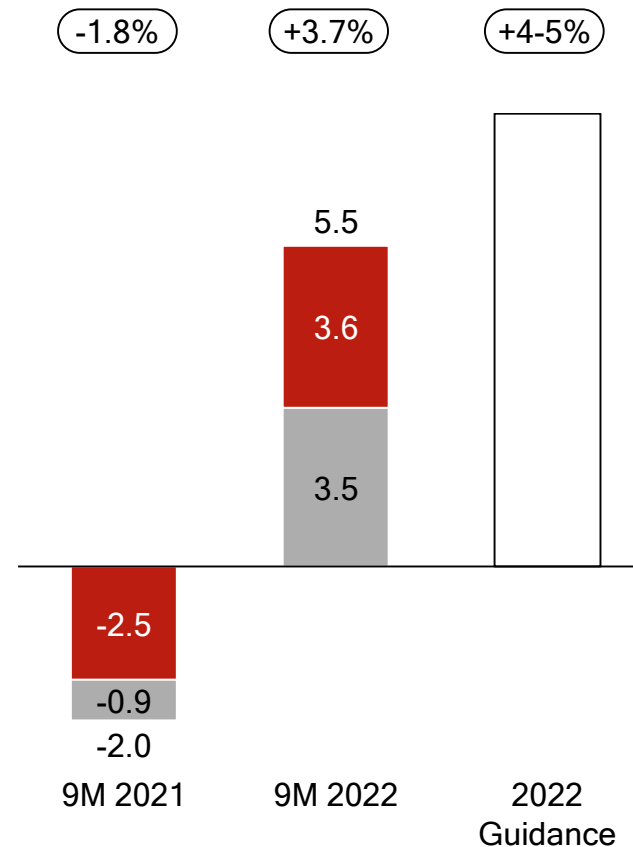


Revenue and EBITDA with continuing improvement towards guidance

Revenue*
in € million



EBITDA*
in € million and in % of revenue



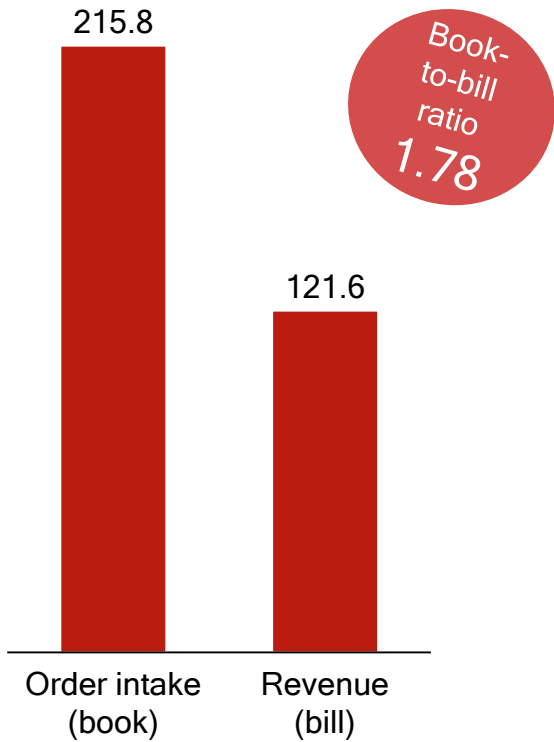
■ E-mobility ■ Classic

* Not shown: effects from reconciliation

E-mobility remains the driver for order backlog growth

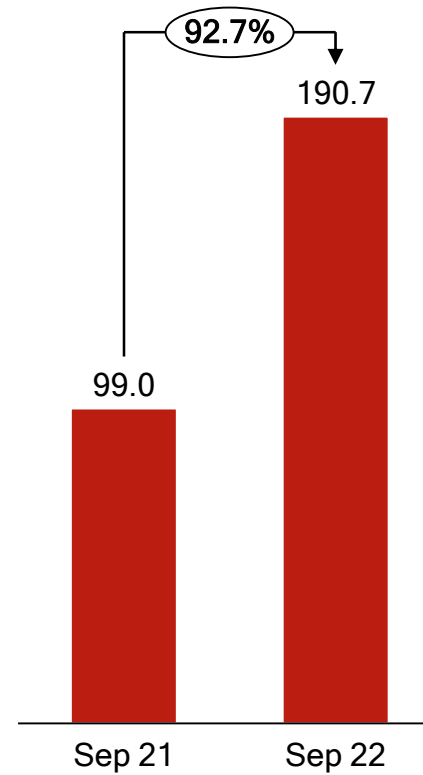
E-mobility order intake and revenue

in € million, rolling 12 months



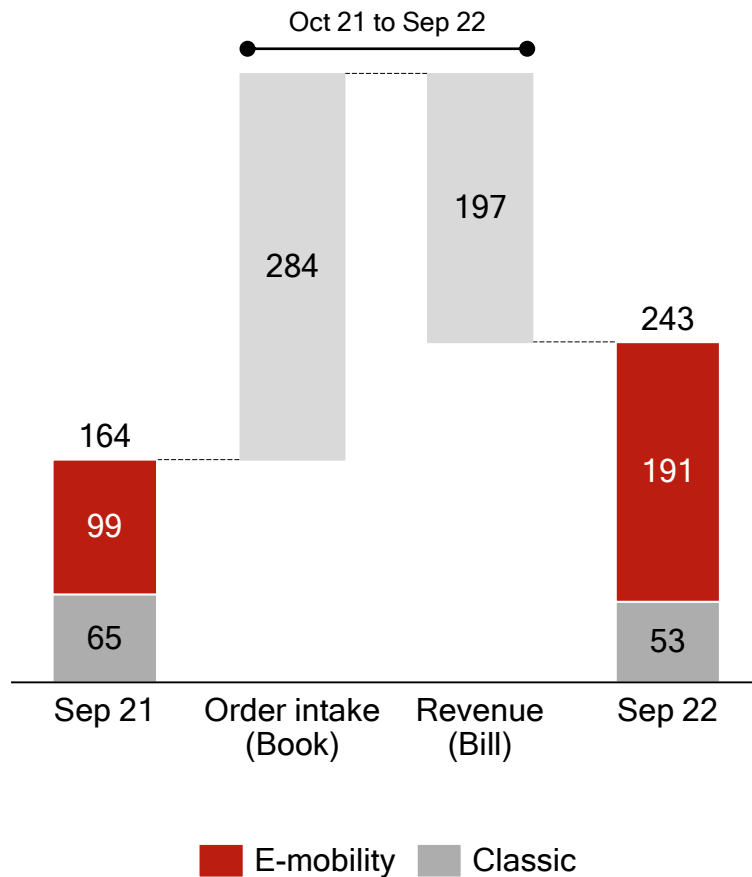
E-mobility order backlog

in € million



Last 12 months illustrate Aumann’s successful progress

Reconciliation of order backlog in € million



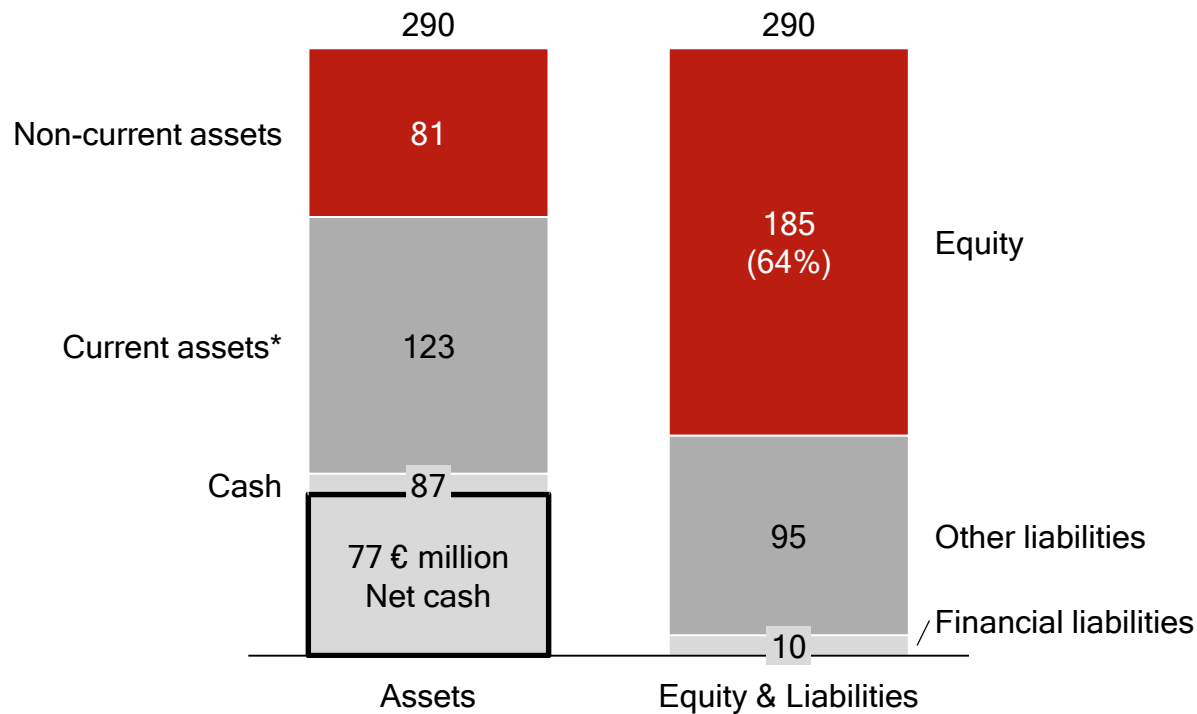
284 € million
Order intake 12 months rolling (TMR)

1.44
Book-to-bill Ratio (TMR)

243 € million
Order backlog as of September 2022

Solid balance sheet bolsters internal and external growth opportunities

Balance sheet as at 30 September 2022
in € million



Strong liquidity position
87 € million

Solid equity ratio
64 %

Enables growth in revenue and earnings
2022

* without cash-positions

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



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

www.aumann.com

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
Citi e-Roadshow (virtual)	16 November 2022
German Equity Forum (Frankfurt)	28 November 2022
End of Financial Year 2022	31 December 2022

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