



Virtual Roadshow Citi

Aumann AG
16 November 2022

Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...

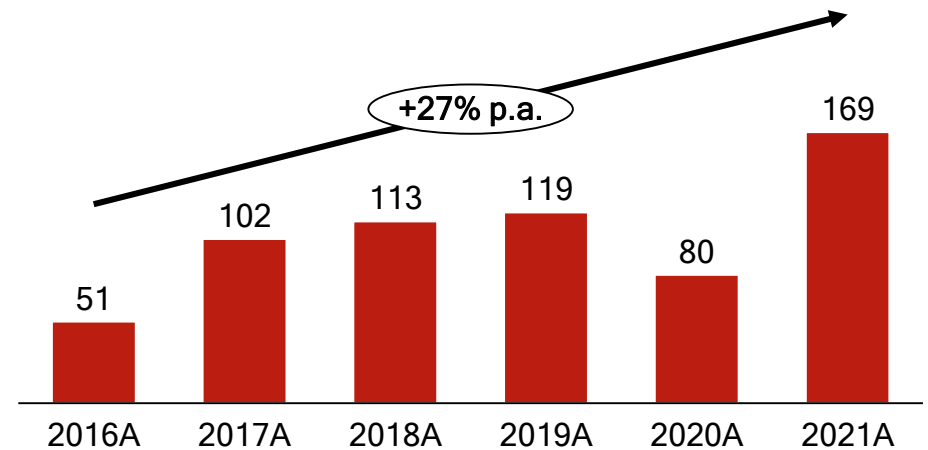


...for the entire range of electromobility

Global customers

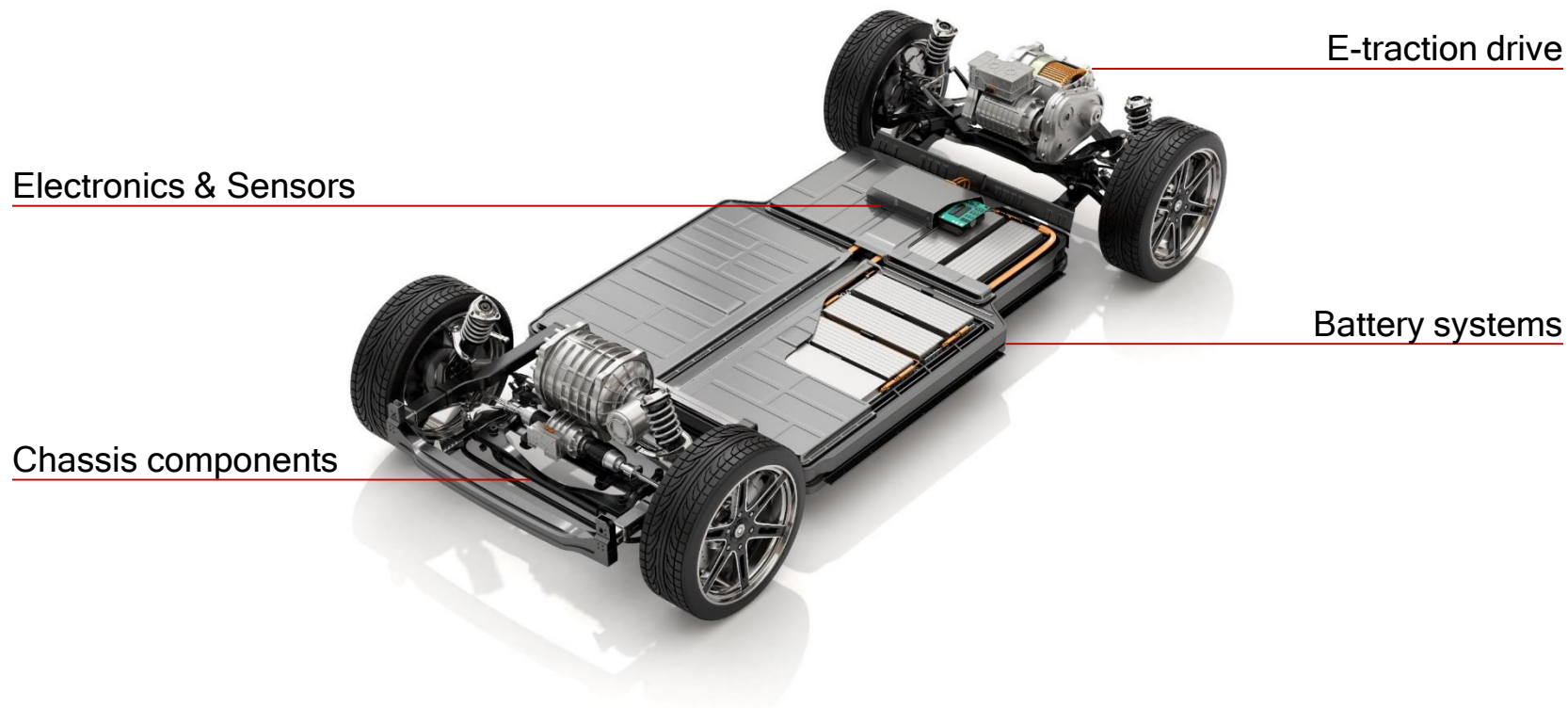


Order intake E-mobility*



* 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

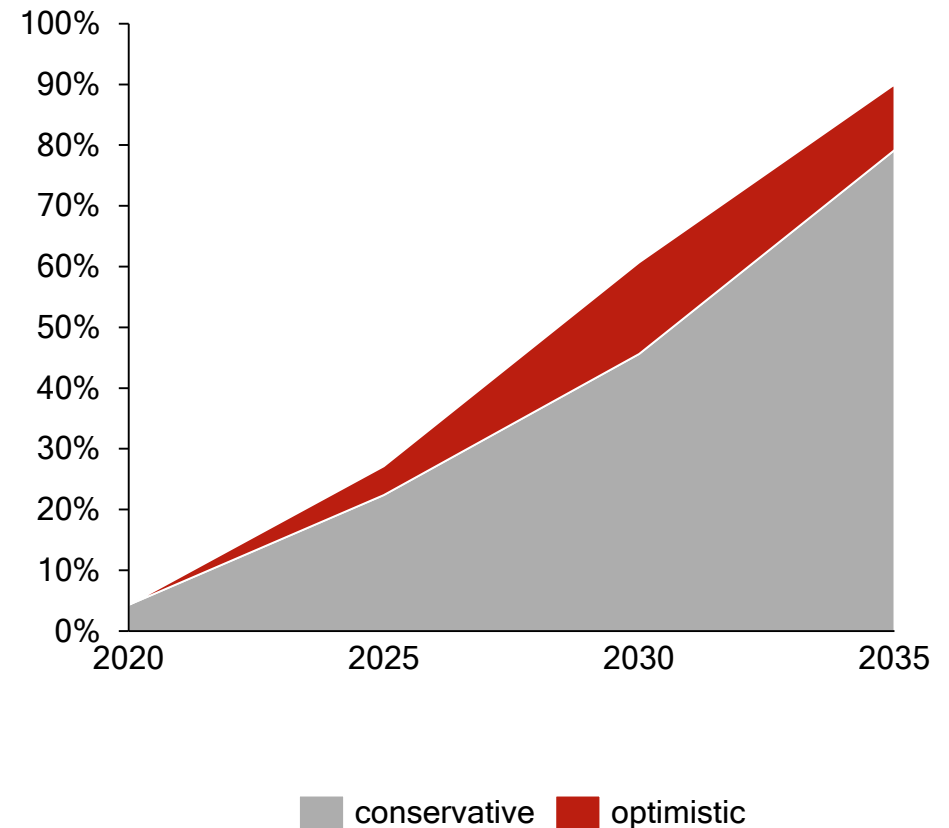
Turnkey
solutions

Dynamic growth drivers push market development

What is driving the growth?

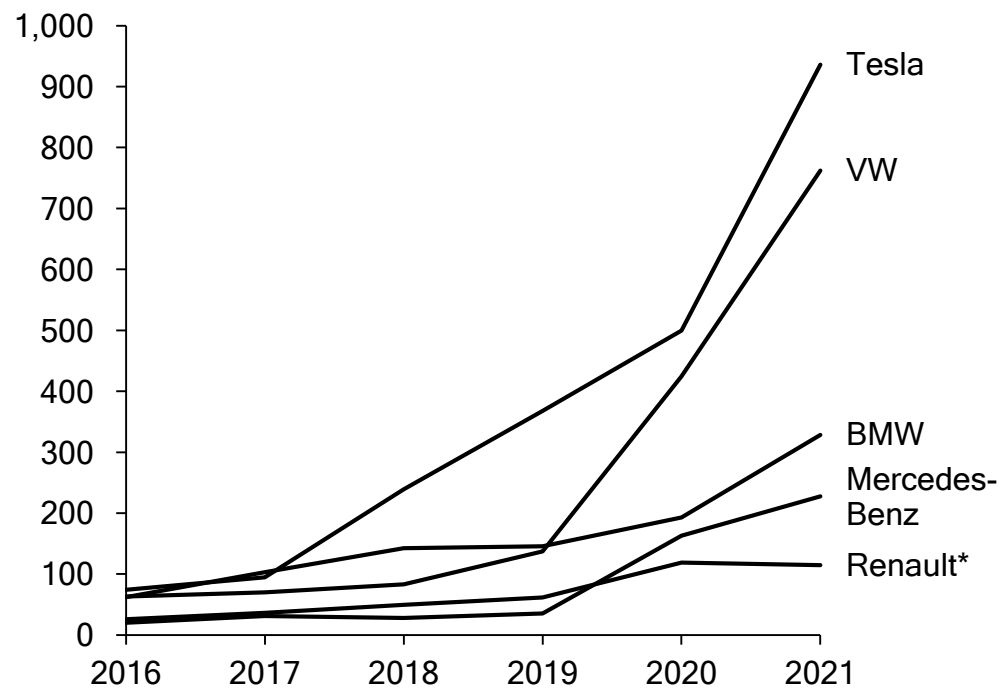
- 2x** as many people prefer to **buy an electric car** compared to last year
- 51%** annual growth rate of **charging infrastructure in Germany** over the last **five years**
- 50%** reduction of **battery costs** and **ranges of over 1,000 km** in future electric cars

E-vehicle sales scenarios projected market share in %

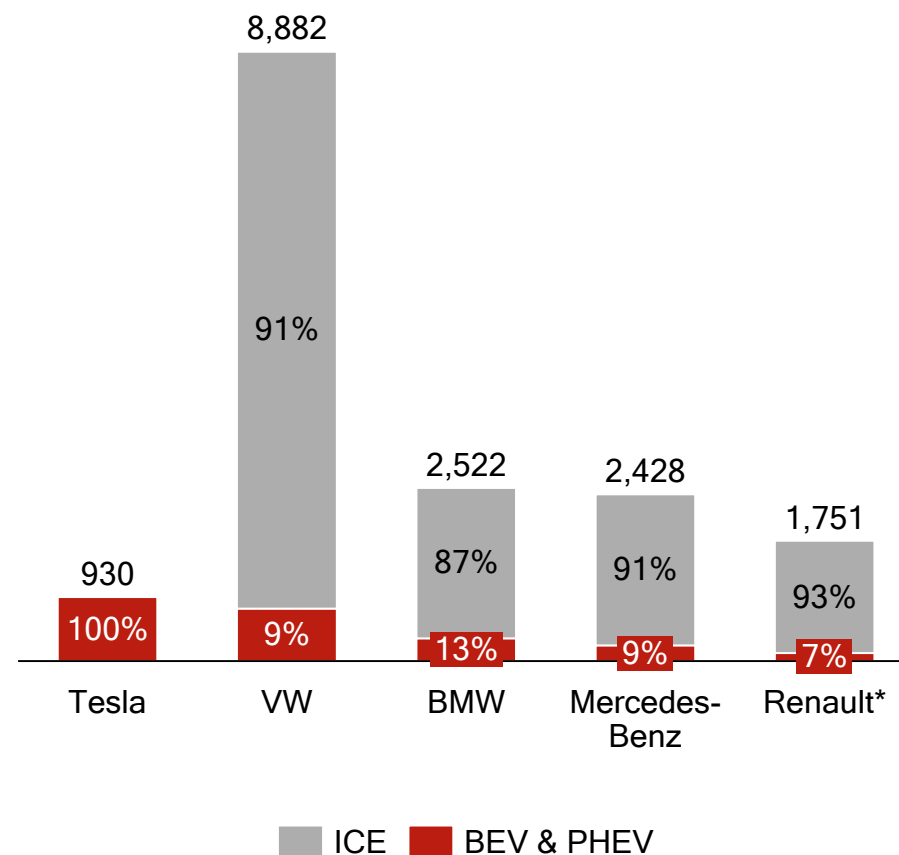


Sales figures for electric vehicles are rising rapidly and still offer potential

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

Technology



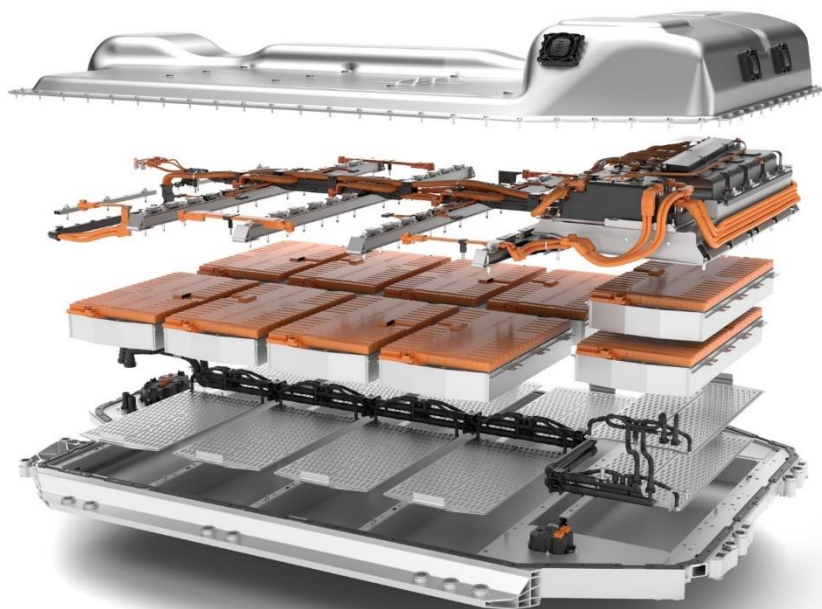
Aumann is a specialist for battery technologies



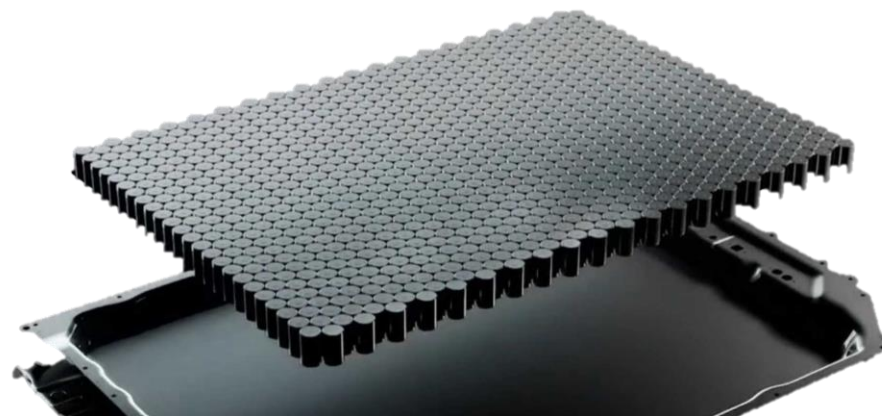
- Aumann is expanding its range of services along the value chain of battery systems
- Aumann's battery production lines cover the entire transport sector: Cars, trucks and railways

Aumann supplies production lines for future technology

Module-to-Pack



Cell-to-Pack



20% ... higher energy density

40% ... fewer components

30% ... lower costs

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



- Increasing demand for manufacturing solutions for fuel cells in mobility

Water



+

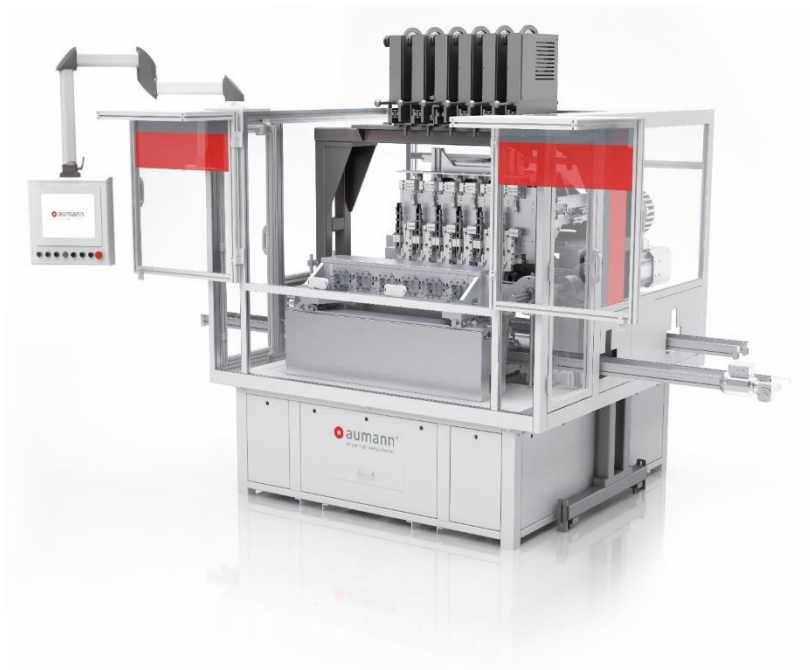


Renewable electricity

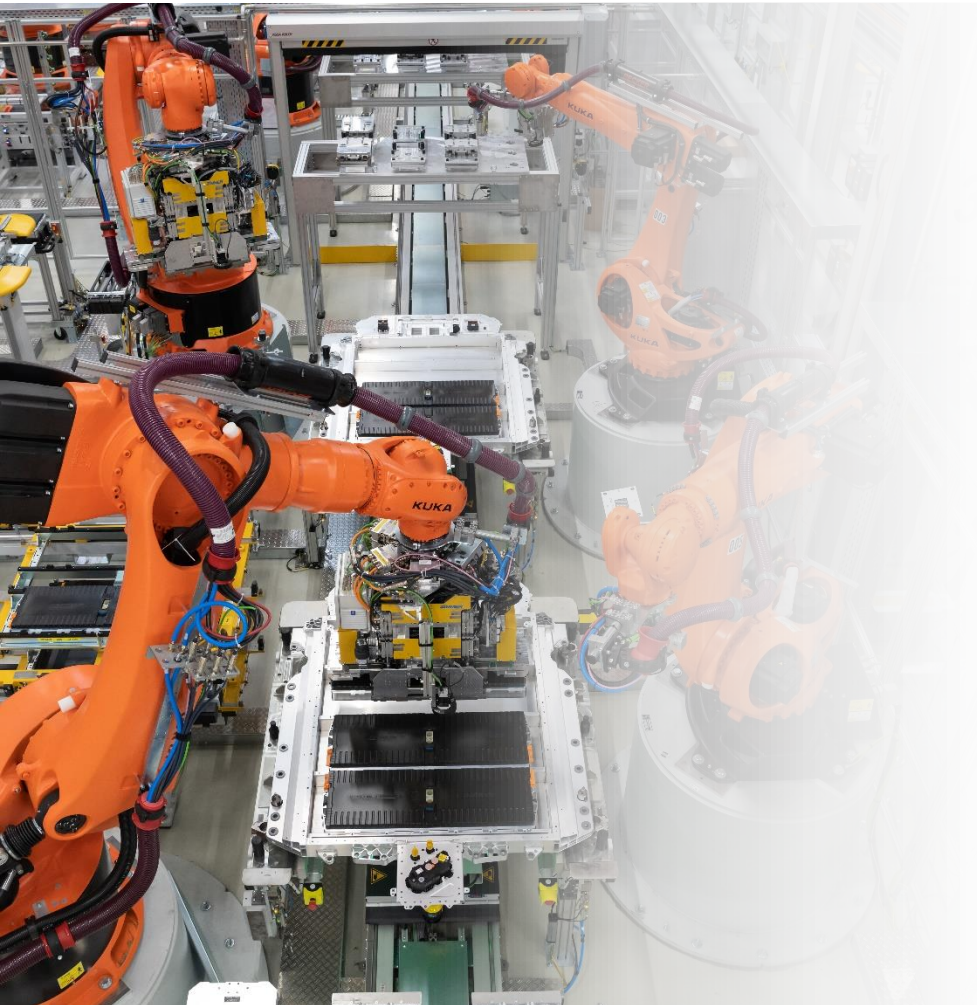


Green hydrogen

Financial Performance 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 %

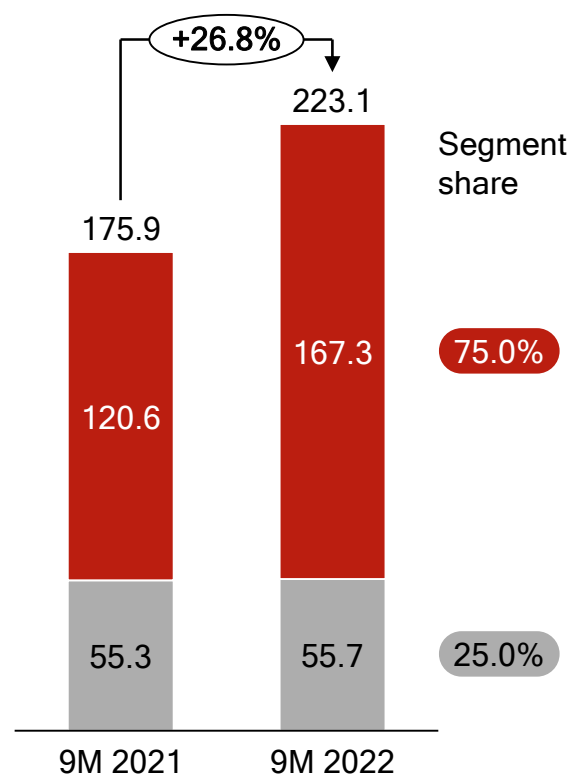
Order backlog development YOY

87 € million

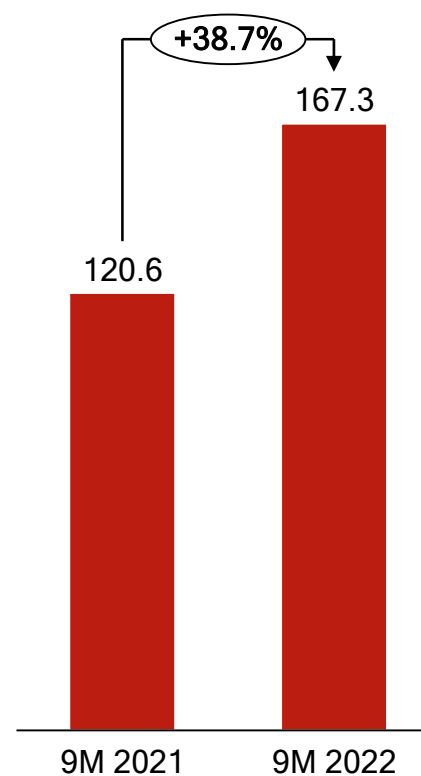
Liquidity position

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

Order intake*
in € million



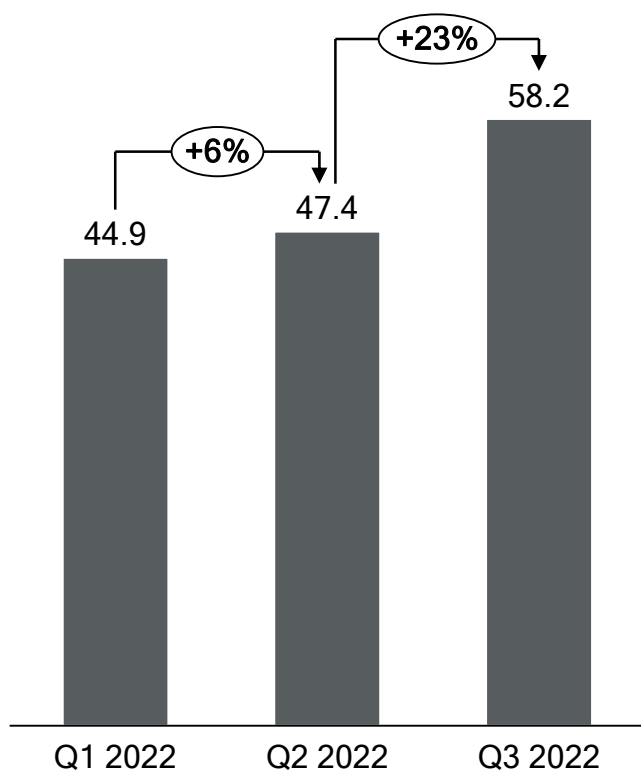
E-mobility order intake
in € million



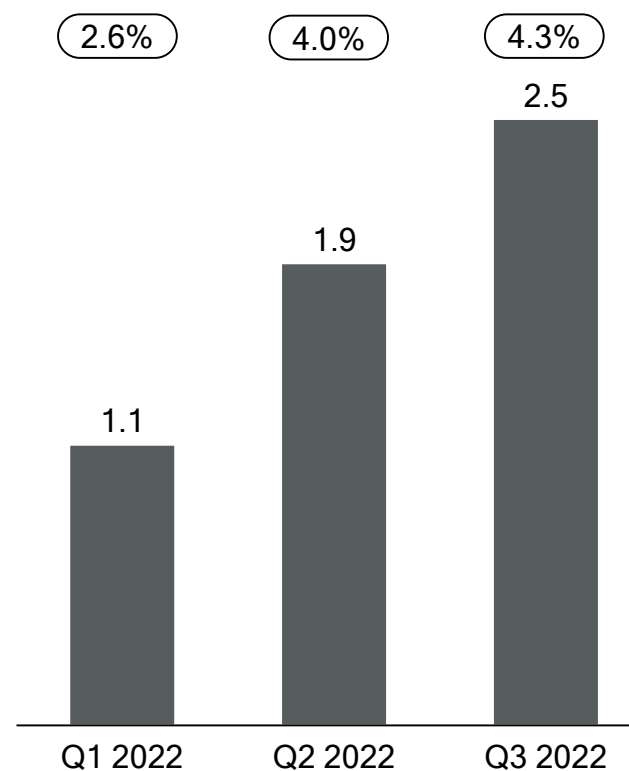
■ E-mobility ■ Classic

Aumann with gradual quarterly improvement of revenue and profitability

Revenue in € million



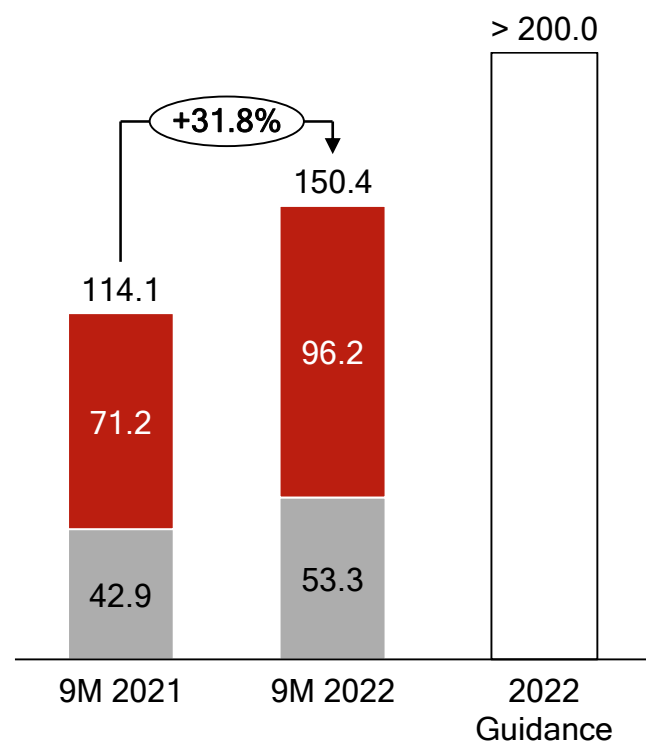
EBITDA in € million and in % of revenue



Revenue and EBITDA with continuing improvement towards guidance

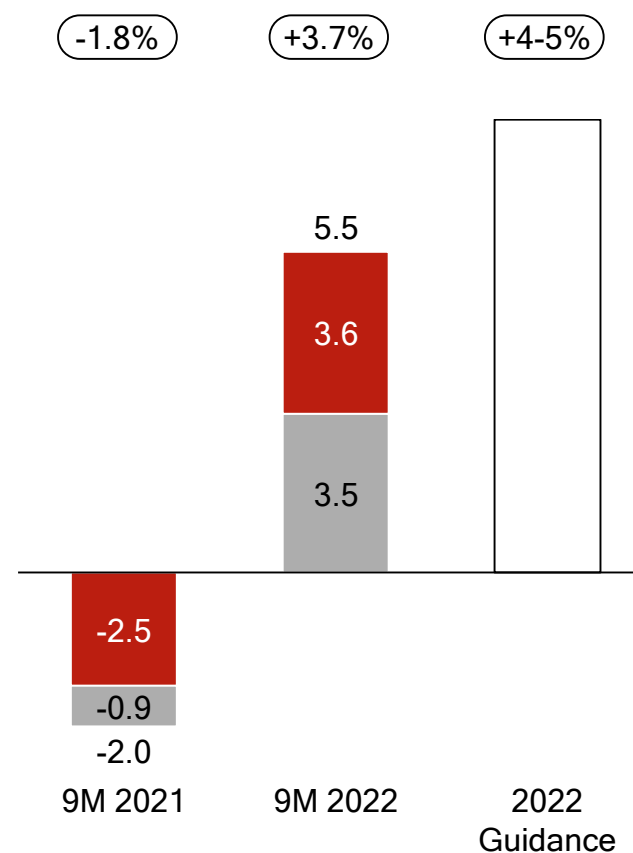
Revenue*

in € million



EBITDA*

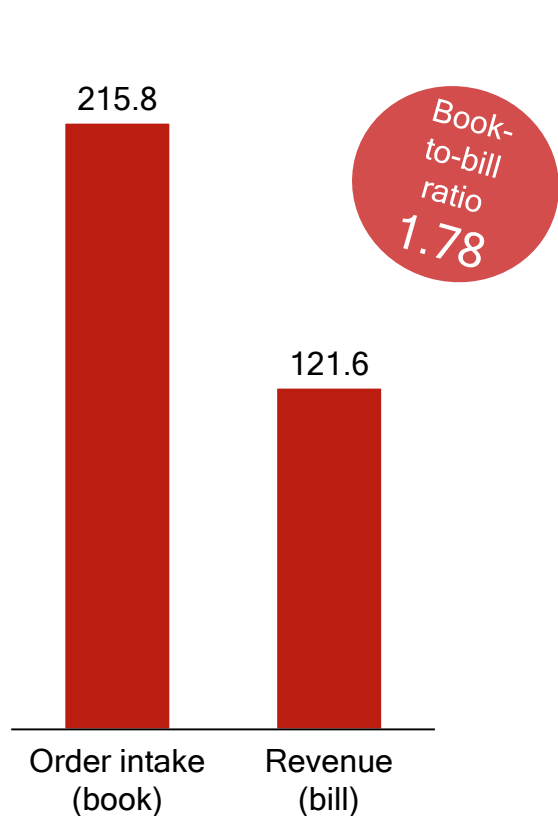
in € million and in % of revenue



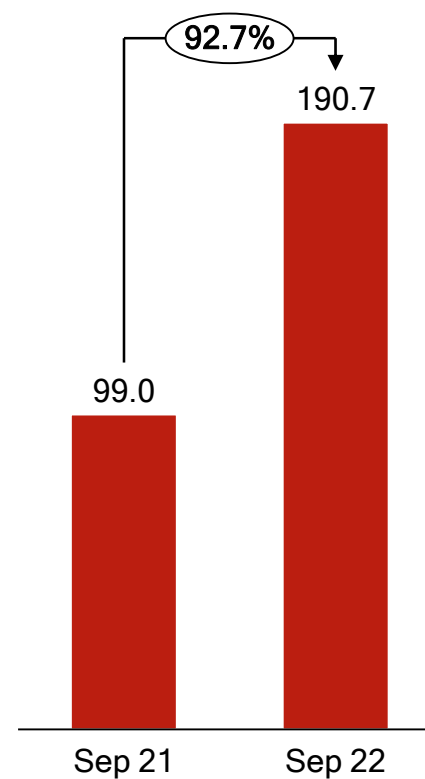
■ E-mobility ■ Classic

E-mobility remains the driver for order backlog growth

E-mobility order intake and revenue
in € million, rolling 12 months

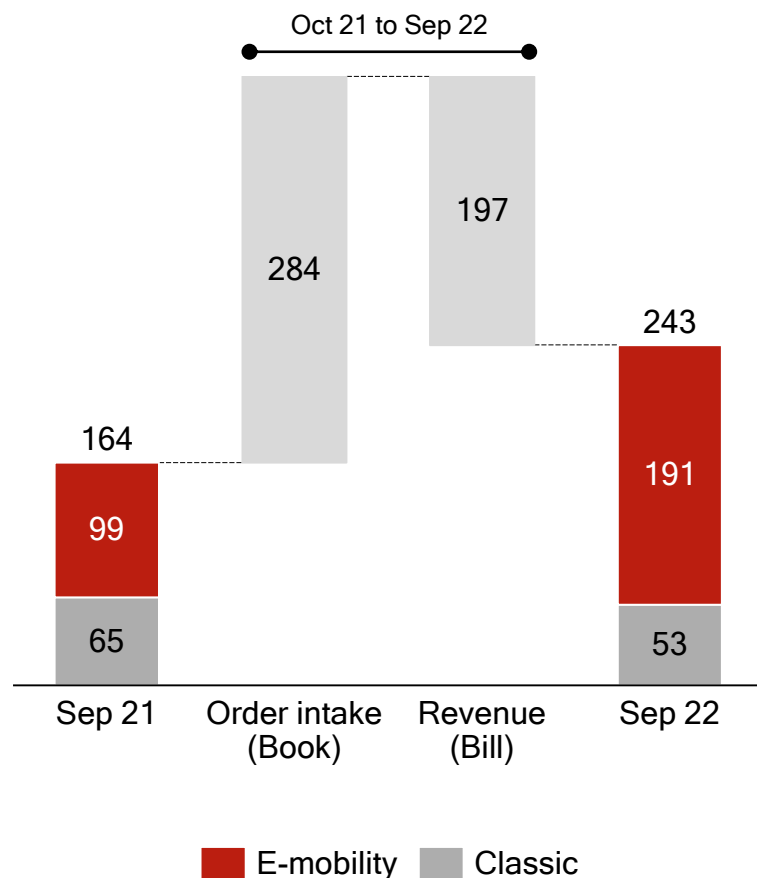


E-mobility order backlog
in € million



Last 12 months illustrate Aumann's successful progress

Reconciliation of order backlog in € million



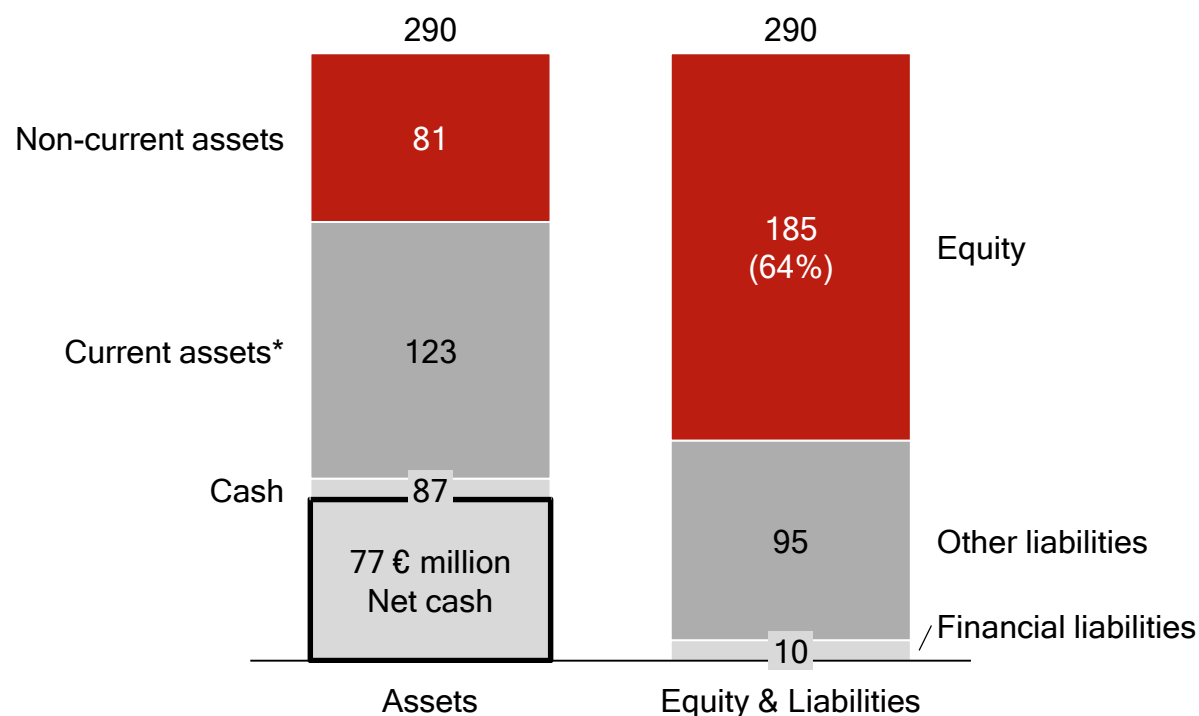
284 € million
Order intake 12 months rolling (TMR)

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

Sustainability is an inherent building block of the Aumann DNA

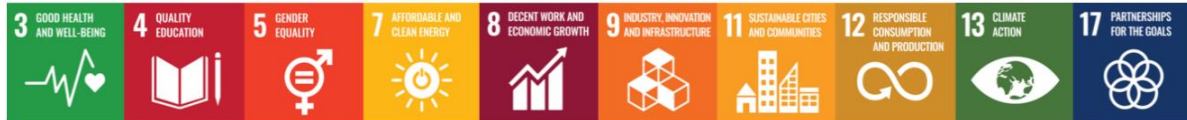
Renewable energies



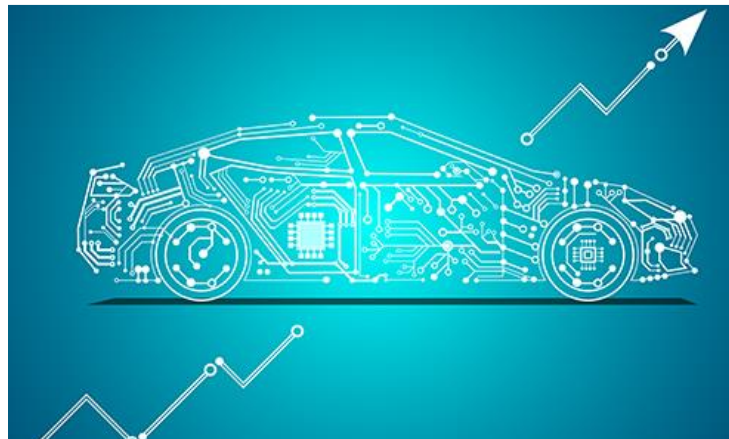
Product promise



Apprenticeship



Diversity



Inventiveness



CO2 neutrality

Aumann in the sweet spot of the dynamic electromobility market

Key Highlights



Turnkey production solutions for all E-mobility key components



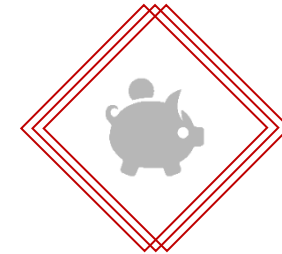
E-mobility driven by willing consumers and production capacity expansions



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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