



Earnings Call FY 2022

Aumann AG
30 März 2023

Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...

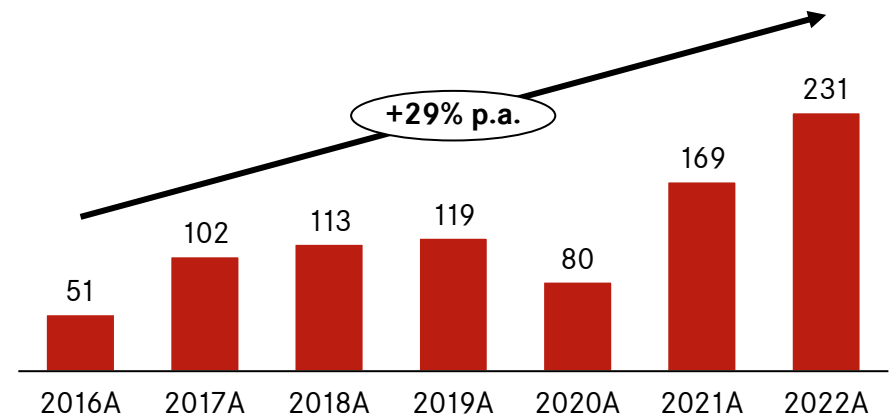


...for the entire range of electromobility

Global customers

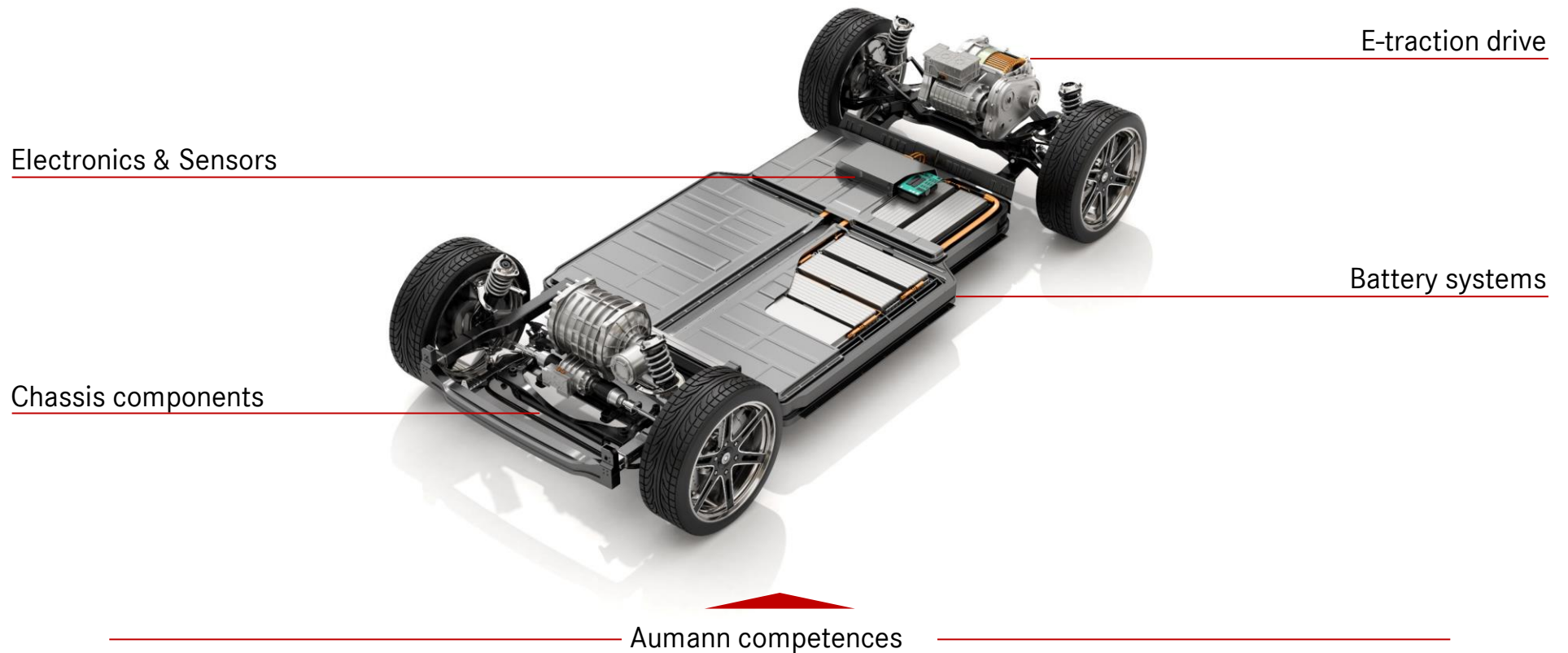


Order intake E-mobility*



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

Electromobility comes to life on Aumann's production lines



Assembly

Winding

Joining

Automation

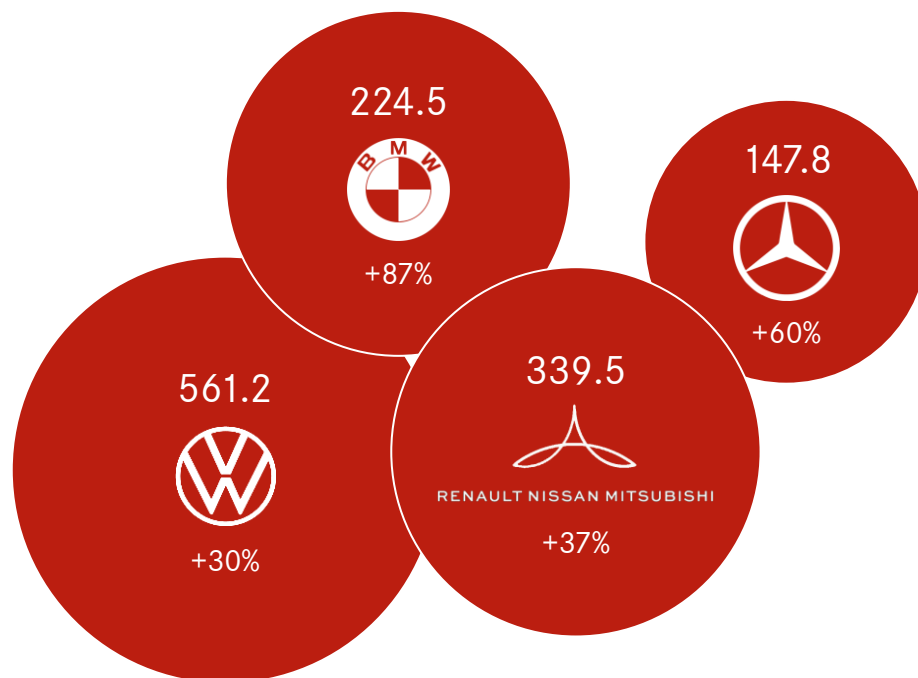
Measuring
& Testing

Industry
4.0

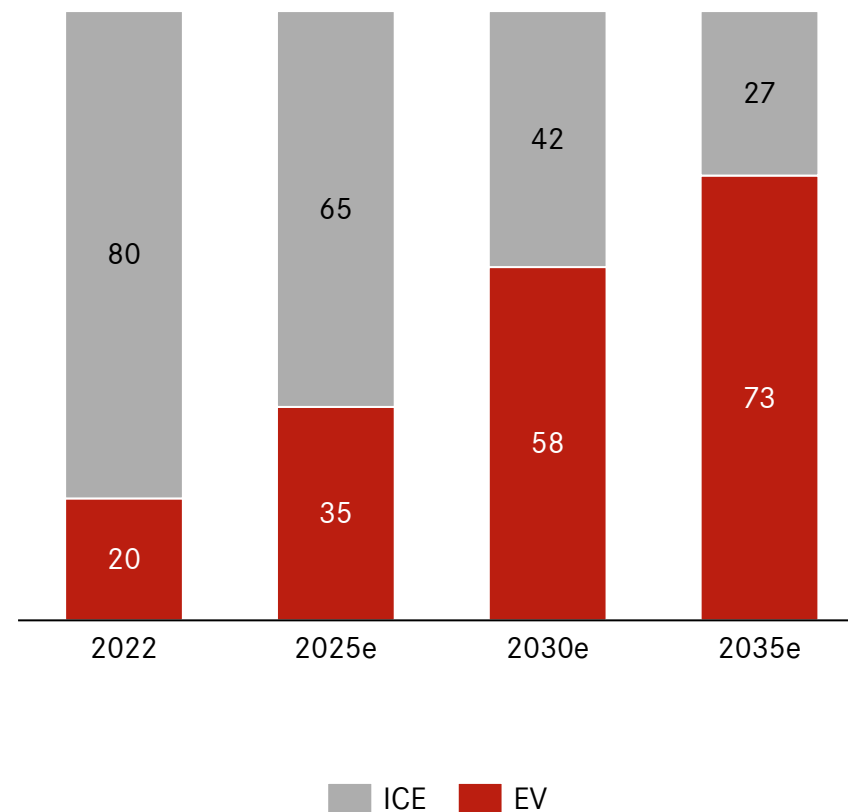
Turnkey
solutions

OEMs progressing on EV sales targets

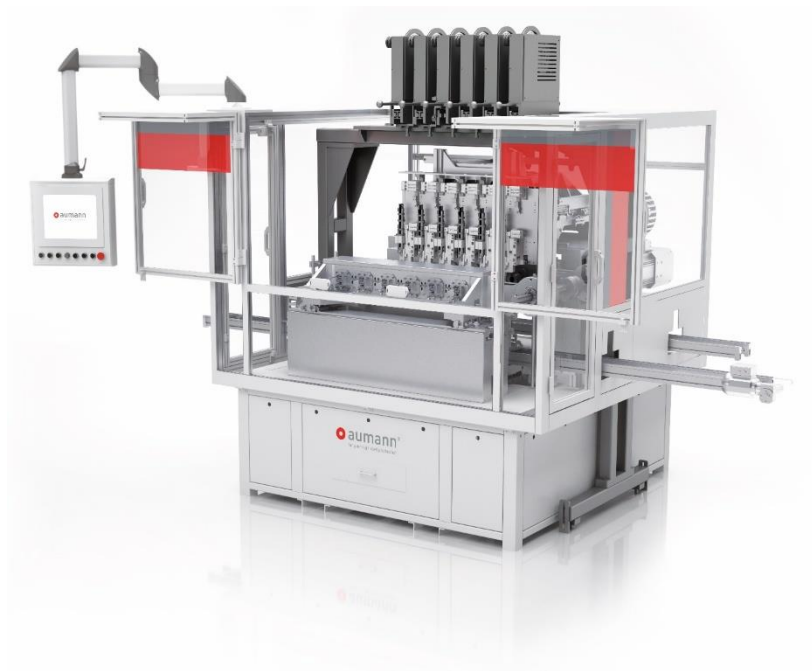
Battery-electric vehicle sales by OEM in 2022
in thousand units and yoy growth in %



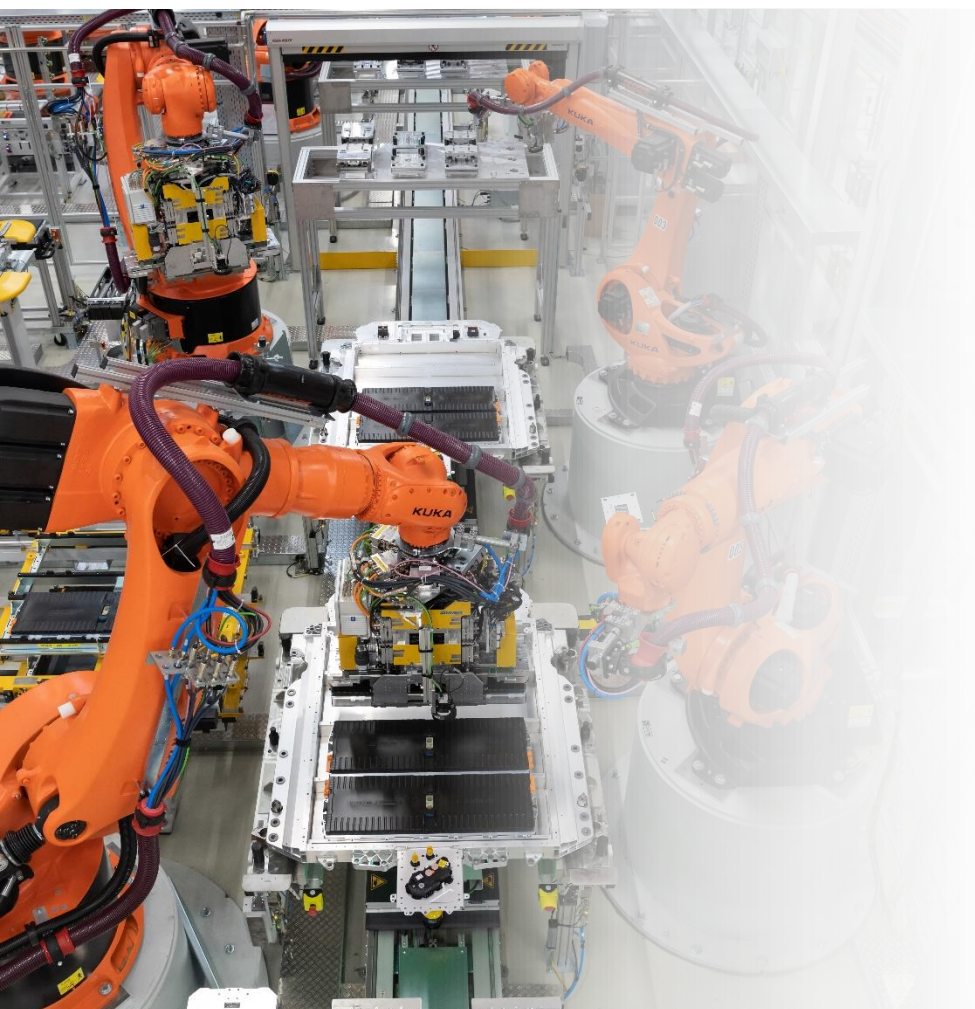
Global E-vehicle sales scenarios
market share in %



Segments & Financial Performance FY 2022



E-mobility segment is Aumann's clear growth driver



in € million	FY 2021	FY 2022
Order Intake	169.1	230.5
Revenue	96.6	142.1
EBITDA	(4.3)	5.8



Record-high order intake for the 2nd consecutive year



Due to a **strong book-to-bill ratio of 1.62** (TMR), order backlog increased by 70.7 % to a record 205.5 € million



Strong E-mobility share at 78.1% of total order intake



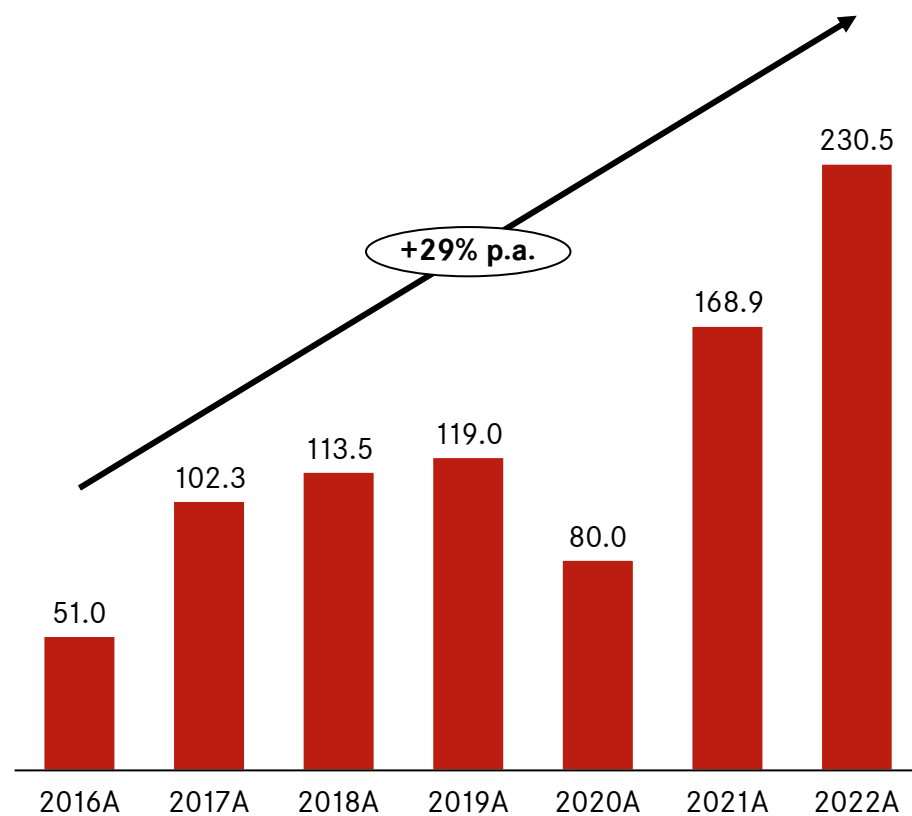
Continued high demand for production solutions for battery pack (Module-to-Pack and Cell-to-Pack) and power electronics (Inverter)



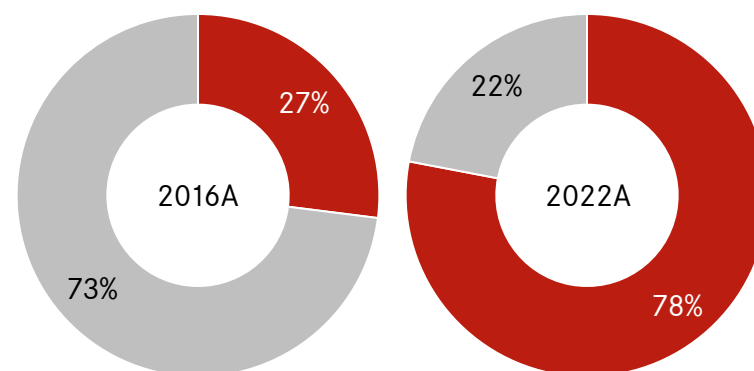
BEV registrations with strong figures in 2022

Aumann's E-mobility strategy advances further

E-mobility order intake
in € million



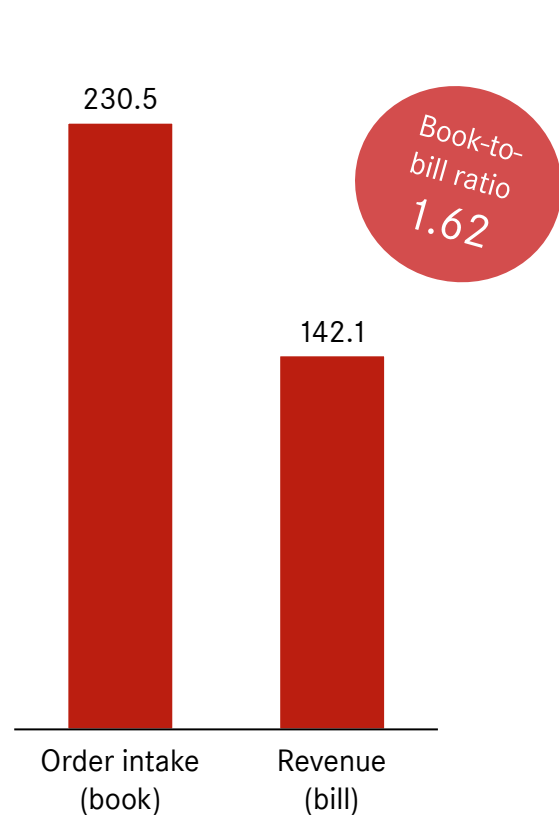
Order intake by segments
in %



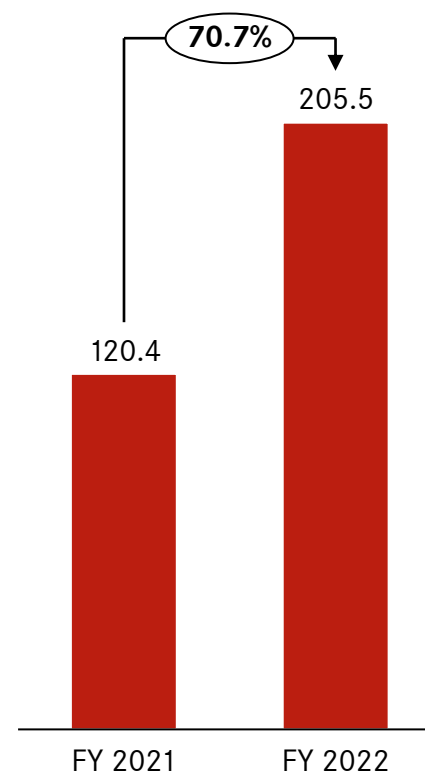
■ E-mobility ■ Classic

E-mobility confirms to be clear growth driver for Aumann's business

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



E-mobility order backlog
in € million



Classic segment's exposure to renewables is continuously increasing



in € million	FY 2021	FY 2022
Order Intake	67.5	64.7
Revenue	63.5	72.2
EBITDA	2.2	6.2



EBITDA significantly improved vs. FY 2021



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 FY 2022

Key messages

- **Aumann ended 2022 with all-time highs** in order intake, order backlog and liquidity
- **E-mobility segment remains clear growth driver**, where order intake rose by 36.3 % to 230.5 € million, a new **record for the second year** in a row
- **Order intake grew** to 295.3 € million while **revenue is continuously improving** and reached 215.3 € million
- Due to overall book-to-bill ratio of 1.37 **order backlog jumped** to 256.4 € million as at year-end
- **EBITDA significantly improved** to 8.7 € million (4.1 % margin), despite geopolitical conflicts and economically challenging markets

Key figures

+ 25 %

Order intake growth YOY

+ 34 %

Revenue growth YOY

+ 45 %

Order backlog growth YOY

8.7 € million

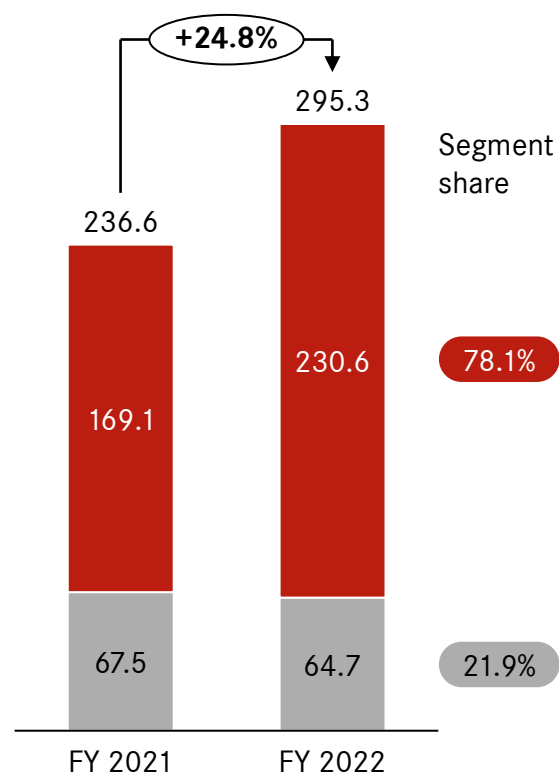
EBITDA

121 € million

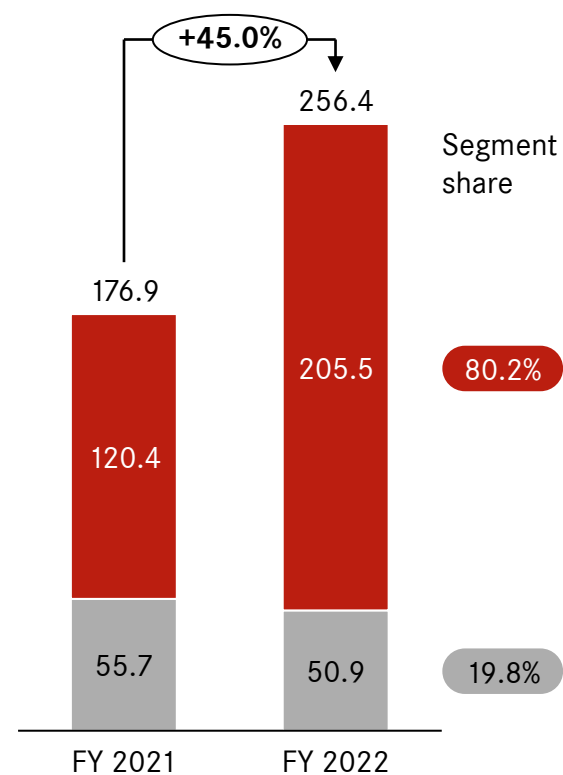
Liquidity position

Order intake and order backlog reach new record levels

Order intake in € million



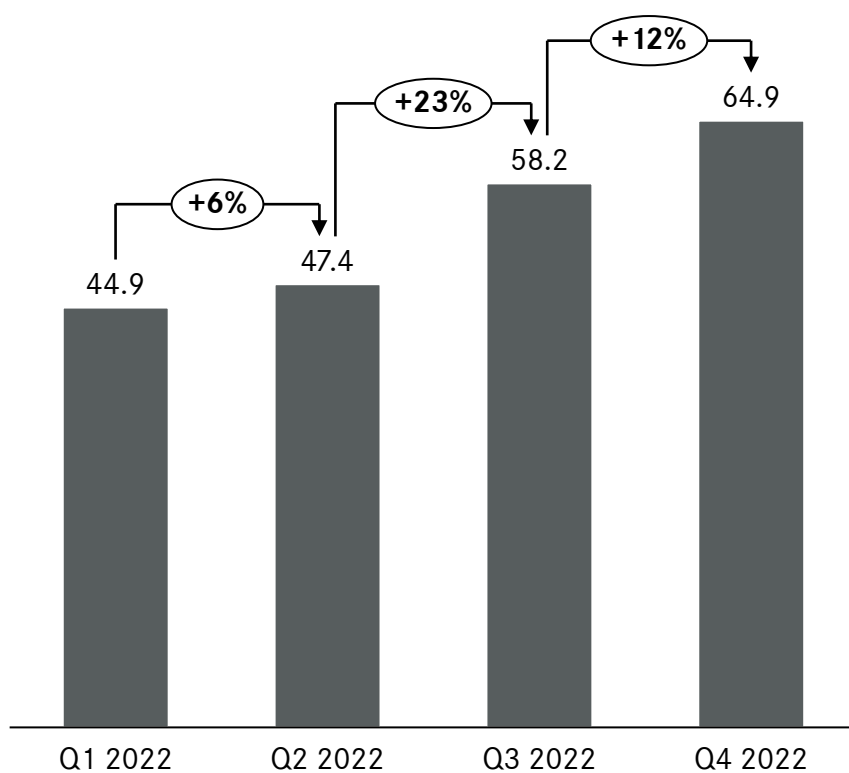
Order backlog in € million



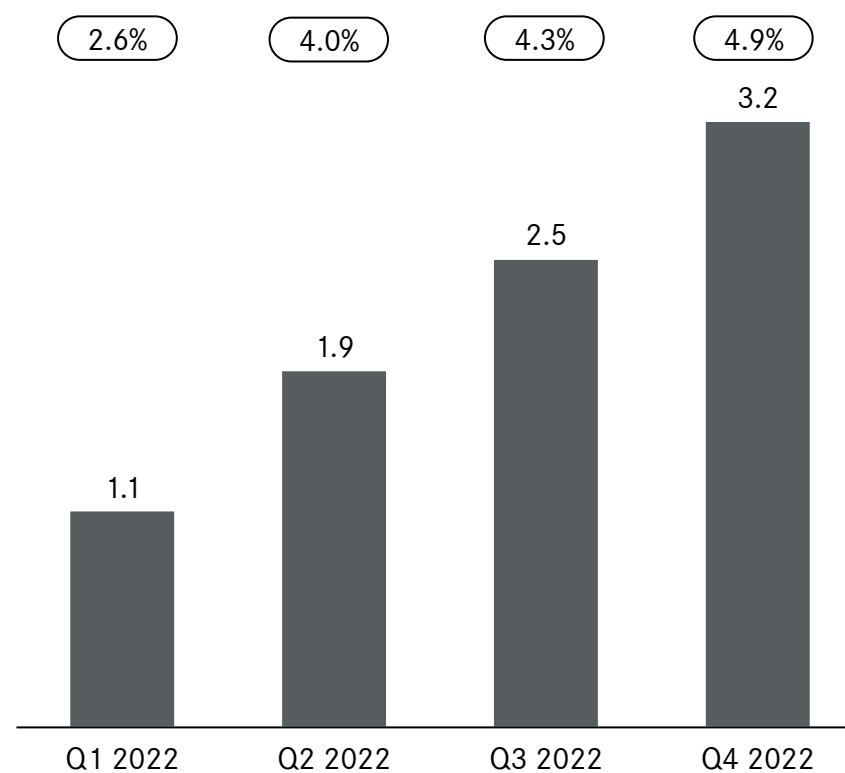
■ E-mobility ■ Classic

Aumann with gradual quarterly improvement of revenue and profitability

Revenue
in € million

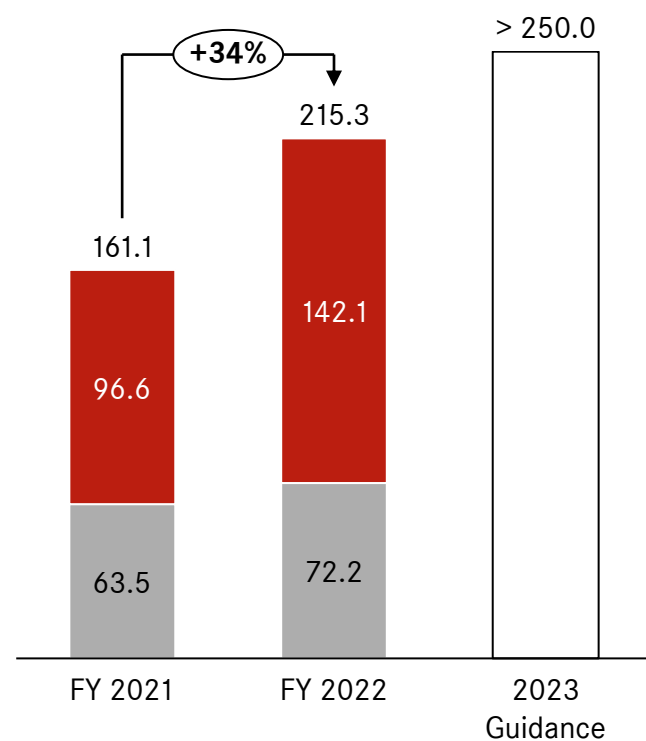


EBITDA
in € million and in % of revenue

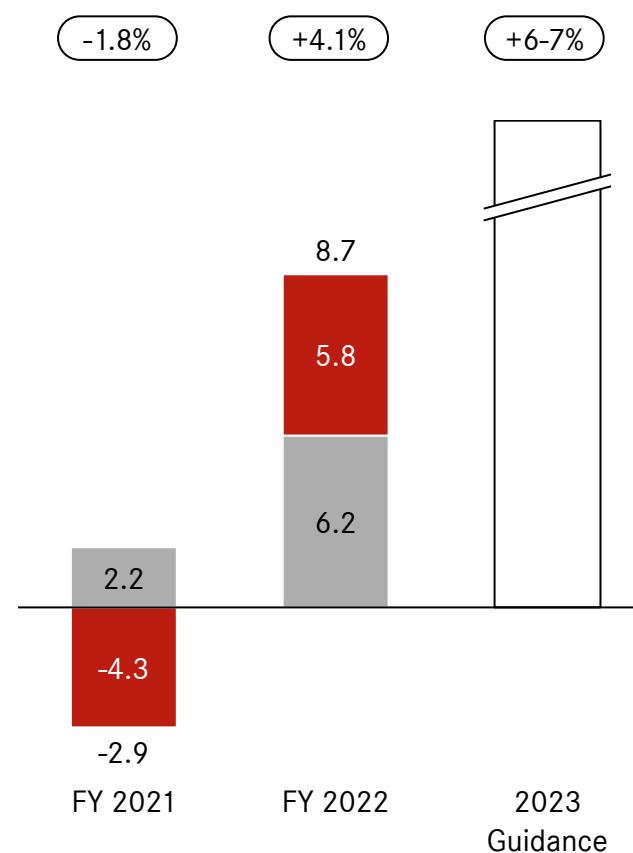


Revenue and EBITDA will continue to improve in 2023

Revenue in € million



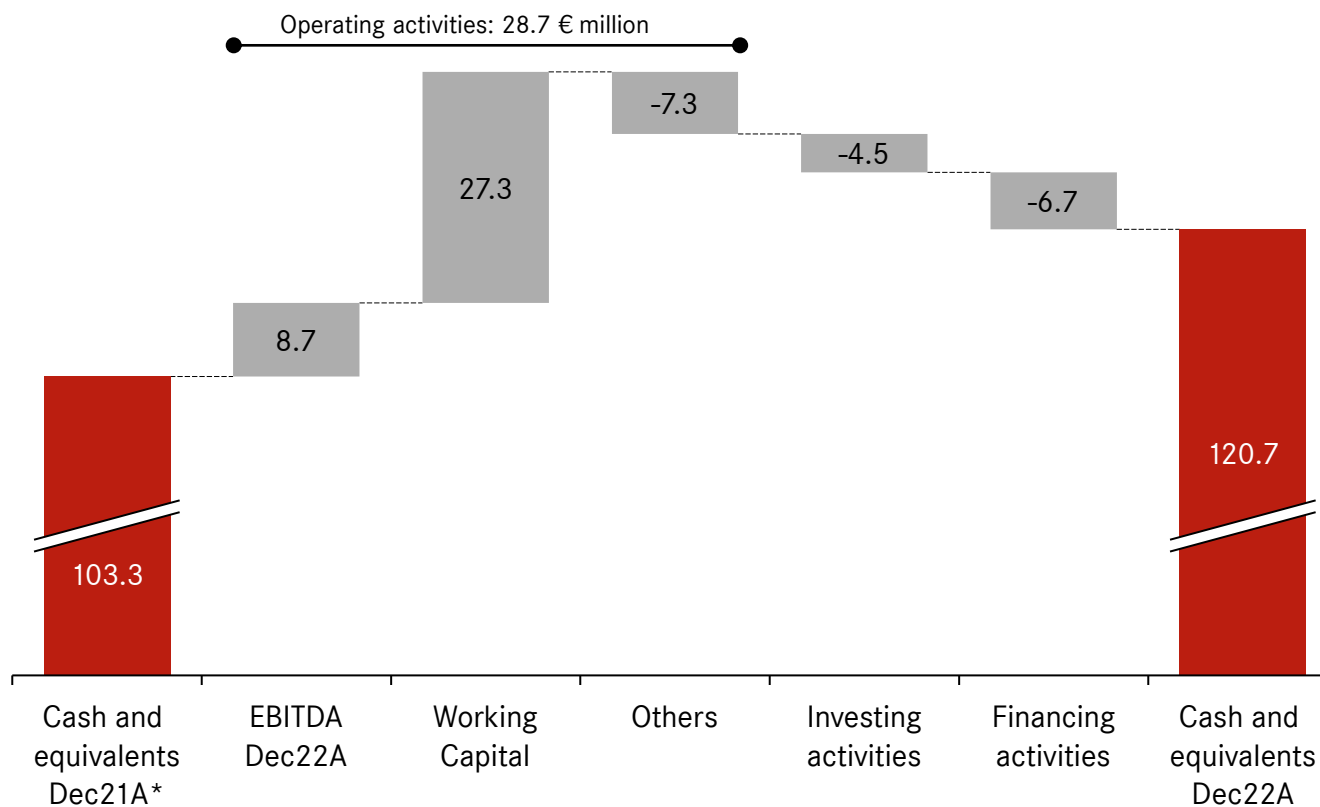
EBITDA in € million and in % of revenue



■ E-mobility ■ Classic

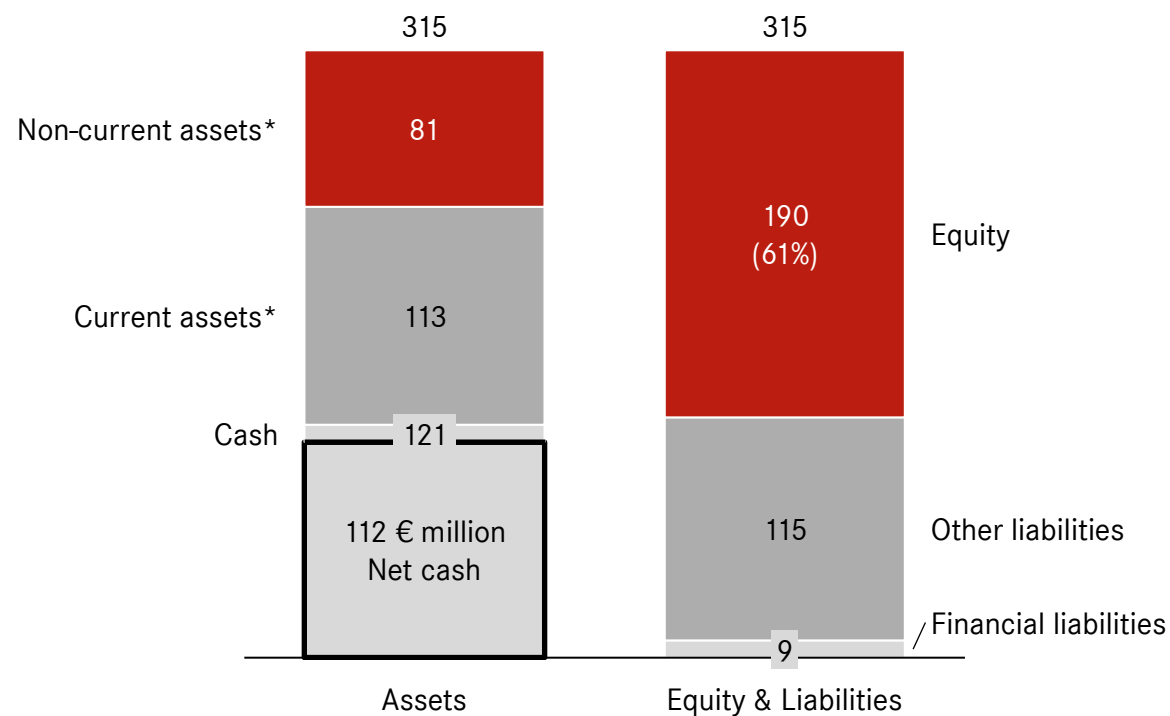
Liquidity position improved significantly to 121 € million

Group Cash Flow in € million



Solid balance sheet bolsters internal and external growth opportunities

Balance sheet as at 31 December 2022
in € million



Dividend proposal
0.10 €
per share and
share buyback program

Solid equity ratio
61 %

Enables growth in
revenue and earnings
2023

Aumann in the sweet spot of the dynamic electromobility market

Key Highlights



Turnkey production solutions
for all E-mobility key
components



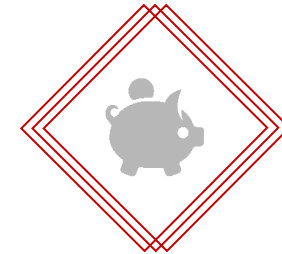
E-mobility driven by willing
consumers and production
capacity expansions



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 2023

Annual Report 2022 and Earnings Call	30 March 2023
Interim Statement Q1 2023 and Earnings Call	15 May 2023
Annual General Meeting	15 June 2023
Half-Year Financial Report 2023 and Earnings Call	15 August 2023
Commerzbank & ODDO BHF Corporate Conference (Frankfurt)	05 – 07 September 2023
Berenberg & Goldman Sachs German Corporate Conference (Munich)	18 – 20 September 2023
Interim Statement Q3 2023 and Earnings Call	14 November 2023
German Equity Forum (Frankfurt)	27 – 29 November 2023
End of Financial Year 2023	31 December 2023



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

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