



Earnings Call 3M 2023

Aumann AG
15 May 2023

Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...

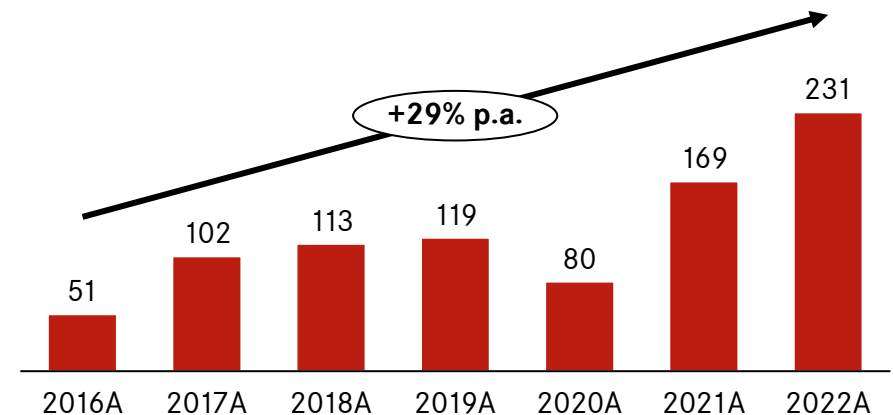


...for the entire range of electromobility

Global customers

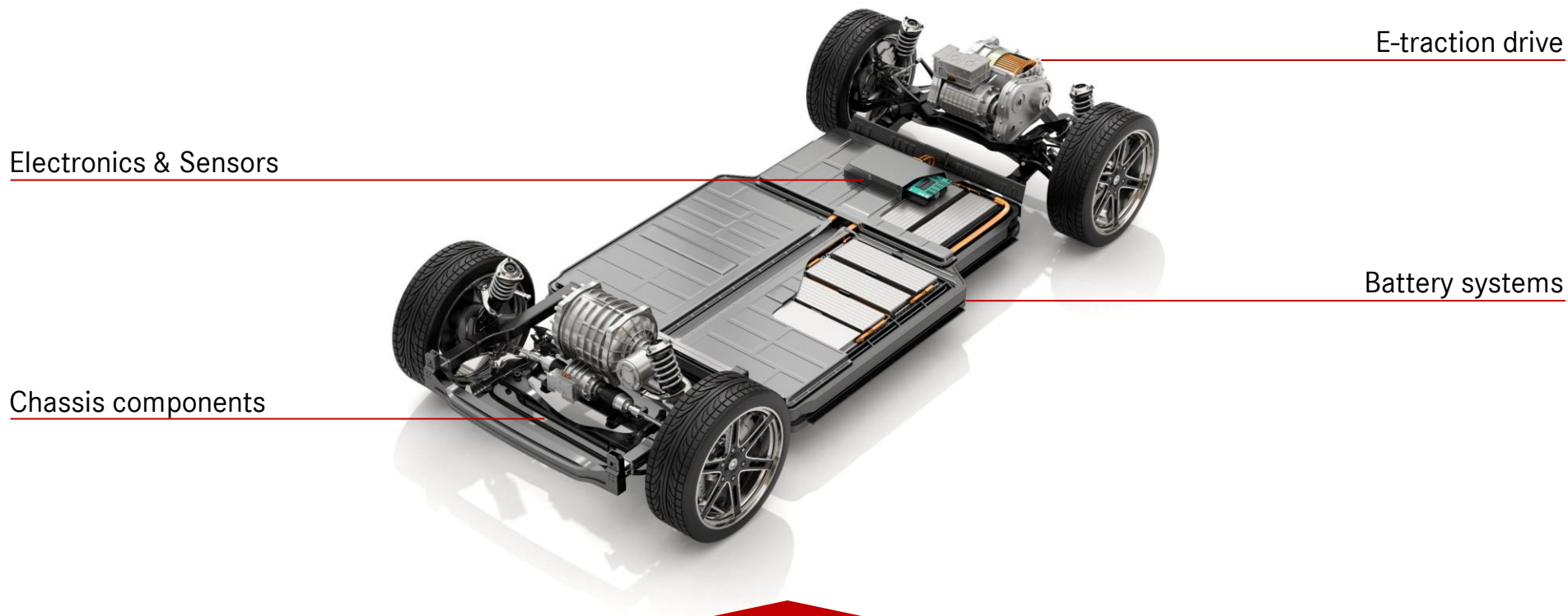


Order intake E-mobility*

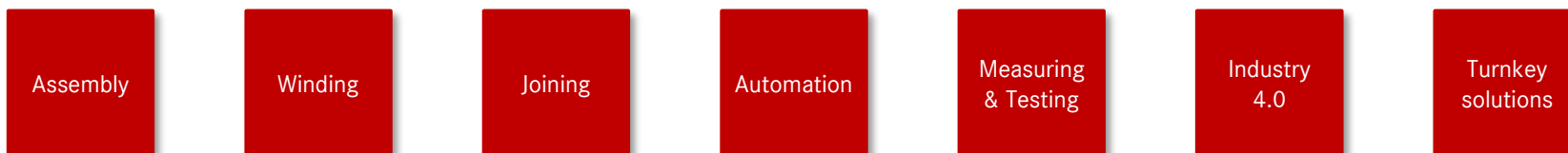


* Order intake in the E-mobility segment in € million and CAGR in %

Electromobility comes to life on Aumann's production lines

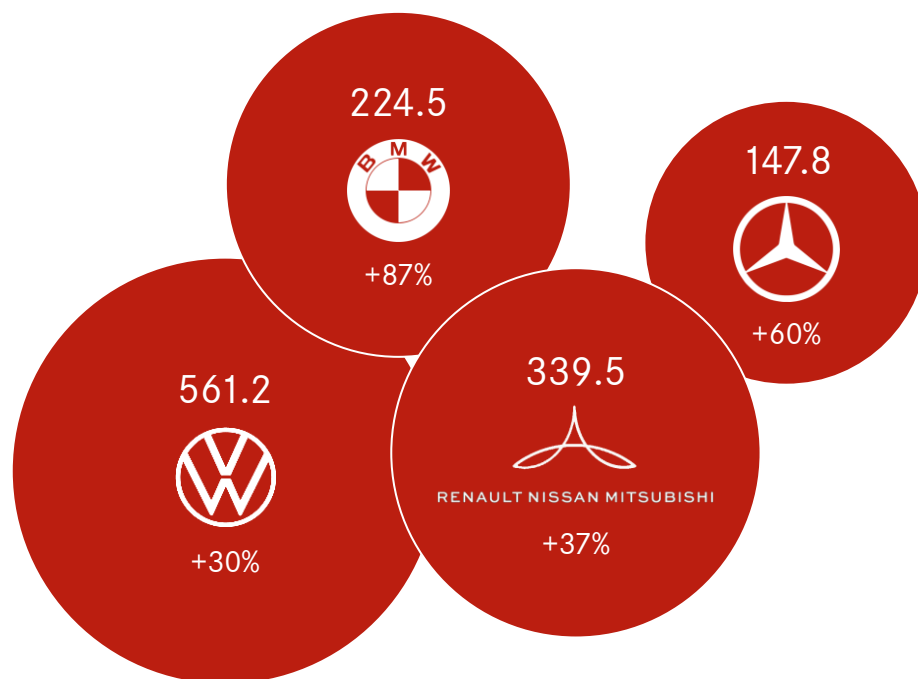


Aumann competences

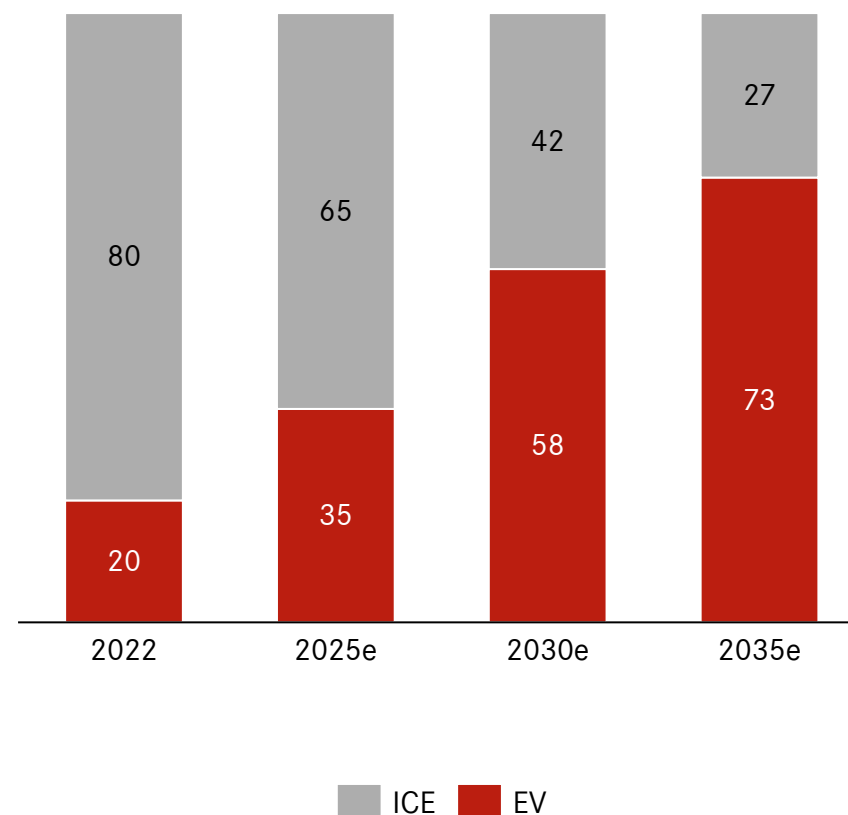


OEMs progressing on EV sales targets

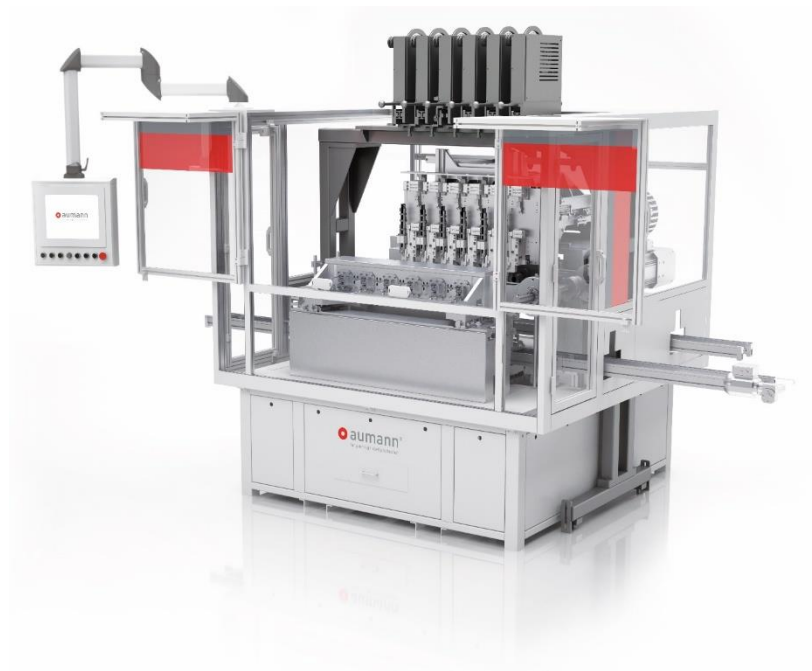
Battery-electric vehicle sales by OEM in 2022
in thousand units and yoy growth in %



Global E-vehicle sales scenarios
market share in %



Financial Performance 3M 2023



Highlights of 3M 2023

Key messages

- **Aumann** achieved solid **revenue growth** based on a strong **46.5 % jump in the E-mobility** segment
- Overall 3M **book-to-bill ratio of 1.35** leads to a 29.4 % increase in **order backlog** to a **new record level** with an E-mobility share of 74.7 %
- **Order intake** close to the strong previous year's level despite **selective approach** in favor of **margin quality**
- **EBITDA more than tripled** from 1.1 € million to 3.5 € million – stands at **6.2 % margin** which means an improvement of **3.6 percentage points**
- **Excellent positioning** for further profitable growth due to successful start to the year, **high liquidity** position and **62.2 % equity ratio**

Key figures

+ 24.2 %

Revenue growth YOY

276.5 € million

Order backlog

75.2 € million

Order intake 3M 2023

6.2 %

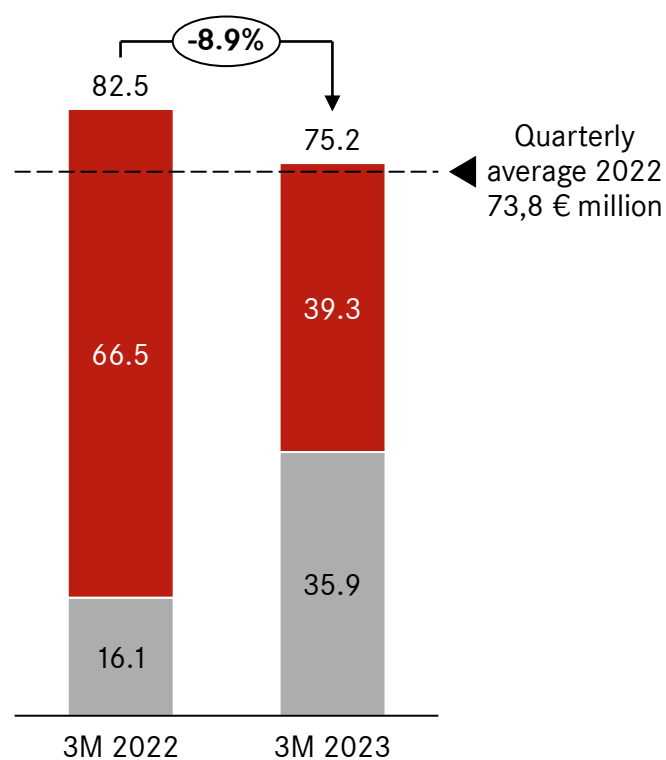
EBITDA-margin

97.5 € million

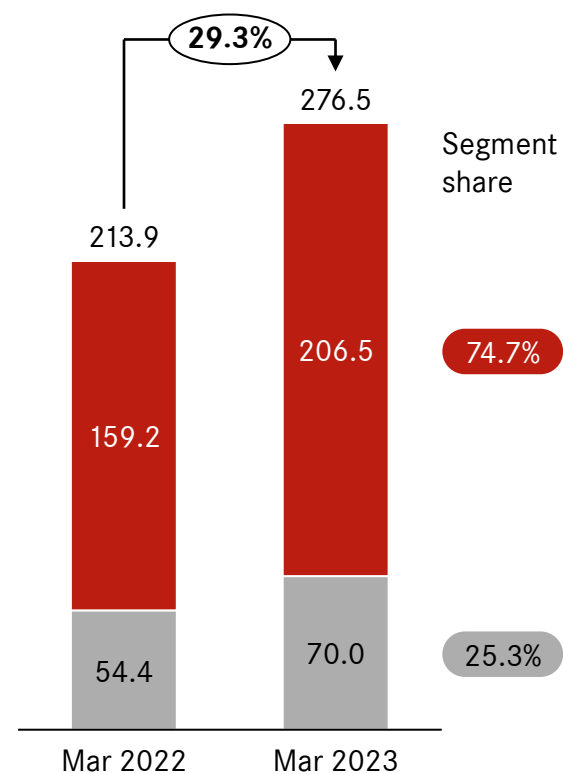
Liquidity position

Record high order backlog with strong E-mobility share and improved margin quality

Order intake
in € million

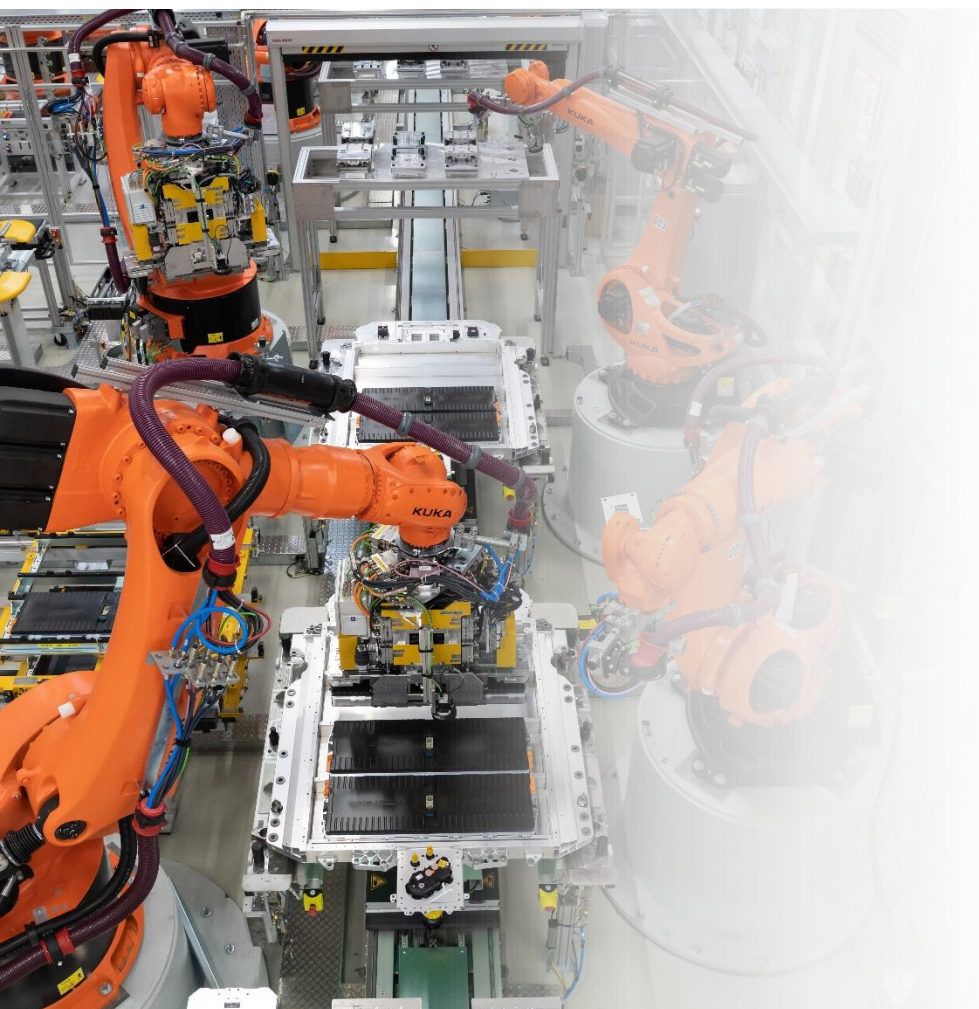


Order backlog
in € million



■ E-mobility ■ Classic

E-mobility segment is Aumann's growth driver with revenue jump and margin recovery



in € million	3M 2022	3M 2023
Order intake	66.5	39.3
Order backlog	159.2	206.5
Revenue	27.0	39.5
EBITDA	0.3	2.3



Continued high demand for production solutions for battery systems and power electronics with **large-scale E-mobility orders** being awarded by customers later this year



BEV registrations continue to rise in 2023



Revenue followed the dynamic **order development** of the previous year with 230.5 € million order intake in FY 2022 and **improved by 46.5 %** in the first three months



EBITDA-margin with **significant improvement** from 1.2 % to 5.9 %



Strong E-mobility share at **74.7 %** of total backlog

Classic segment progressing with large-scale order in the field of renewable energies



in € million	3M 2022	3M 2023
Order Intake	16.1	35.9
Order backlog	54.4	70.0
Revenue	17.4	16.2
EBITDA	1.4	1.9



Order intake doubled in the first quarter of 2023 based on **large-scale order** with a double-digit million € volume



Renewables business growing 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**



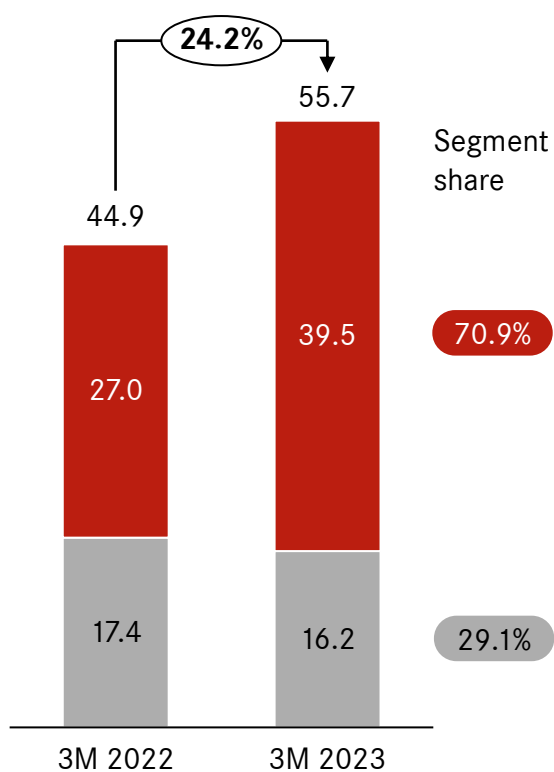
Order backlog improved in line **with order intake**



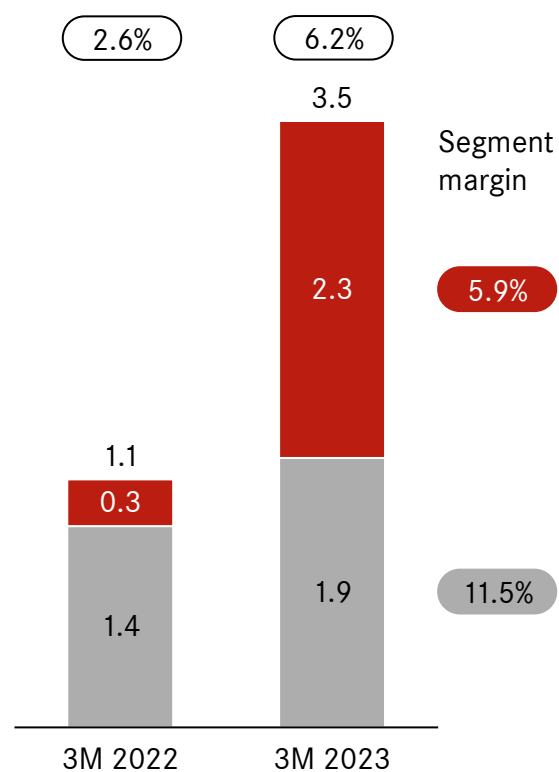
Double-digit EBITDA in the first three months 2023 due to **opportunistic approach** to generate attractive margins

Aumann shows significant progress on its profitable growth path

Revenue
in € million



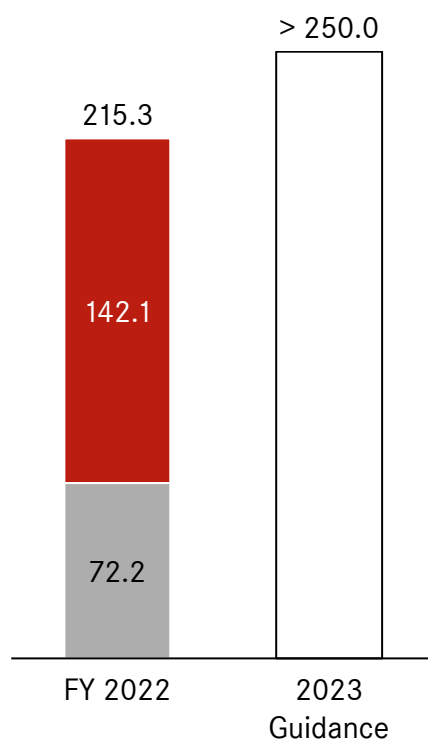
EBITDA
in € million and in % of revenue



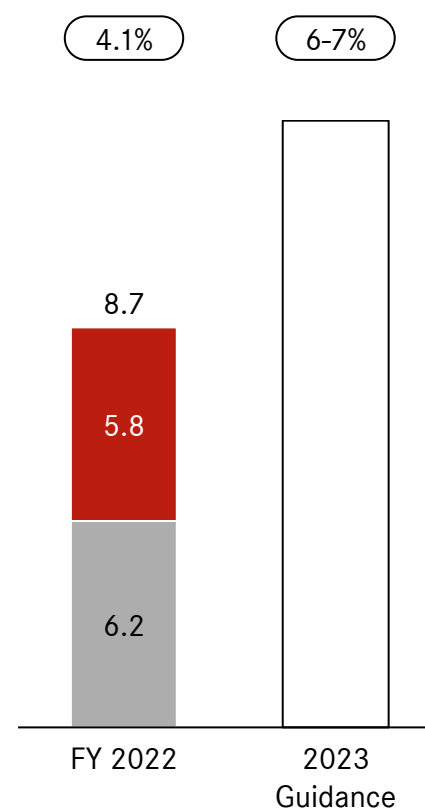
■ E-mobility ■ Classic

Revenue and EBITDA guidance illustrate the company's strong development

Revenue
in € million



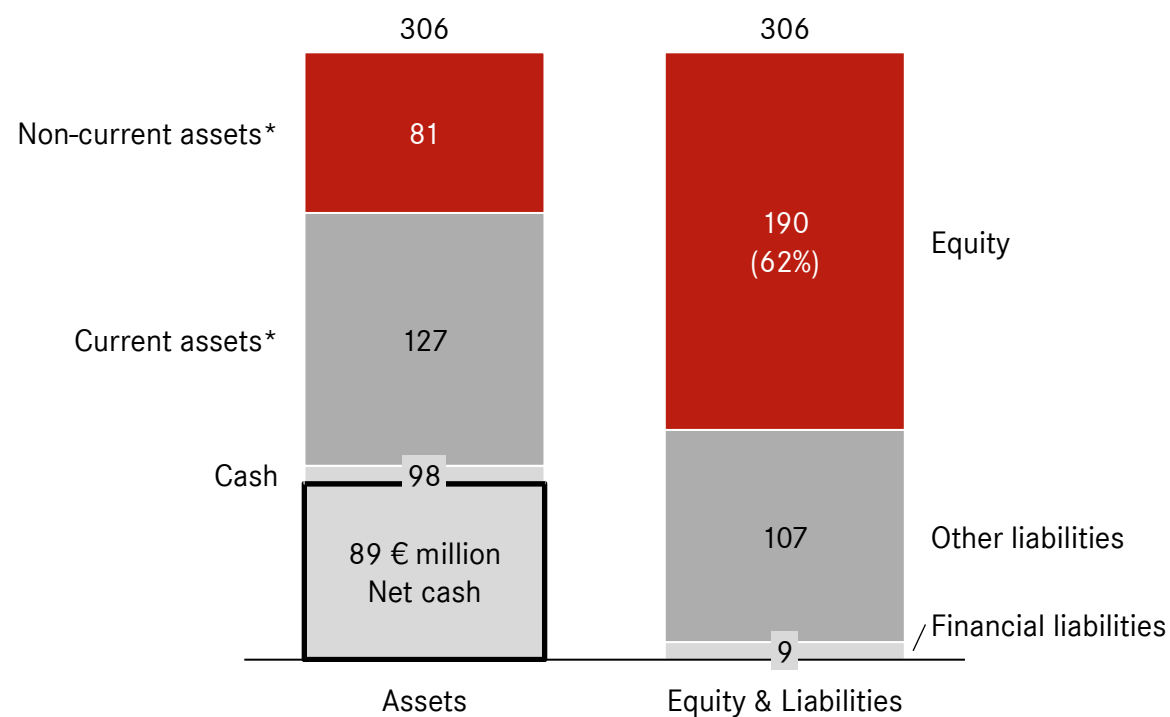
EBITDA
in € million and in % of revenue



■ E-mobility ■ Classic

Solid balance sheet bolsters further internal and external growth opportunities

Balance sheet as at 31 March 2023
in € million



Dividend proposal
0.10 €
per share** and
share buyback program

Solid equity ratio
62.2 %

Enables growth in revenue
and earnings beyond
2023

Aumann in the sweet spot of the dynamic electromobility market

Key Highlights



Turnkey production solutions
for all E-mobility key
components



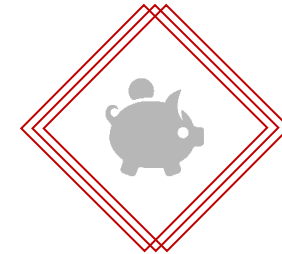
E-mobility driven by willing
consumers and production
capacity expansions



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)	5 – 7 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
Berenberg European Conference (Pennyhill, UK)	4 – 7 December 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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