



Earnings Call H1 2023

Aumann AG
15 August 2023

Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...

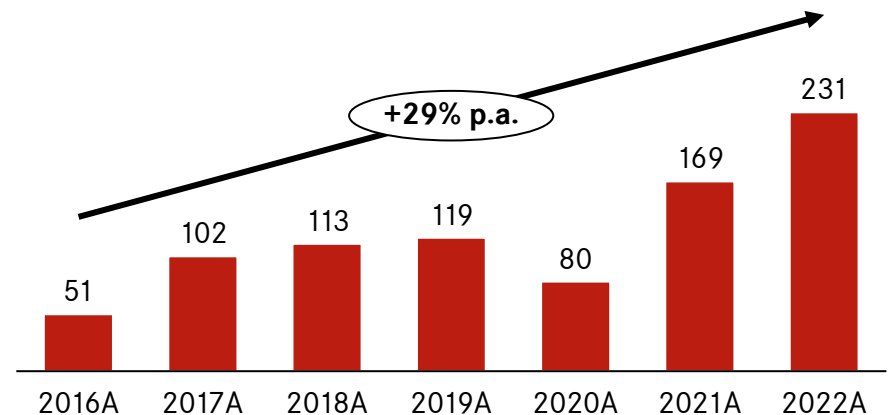


...for the entire range of electromobility

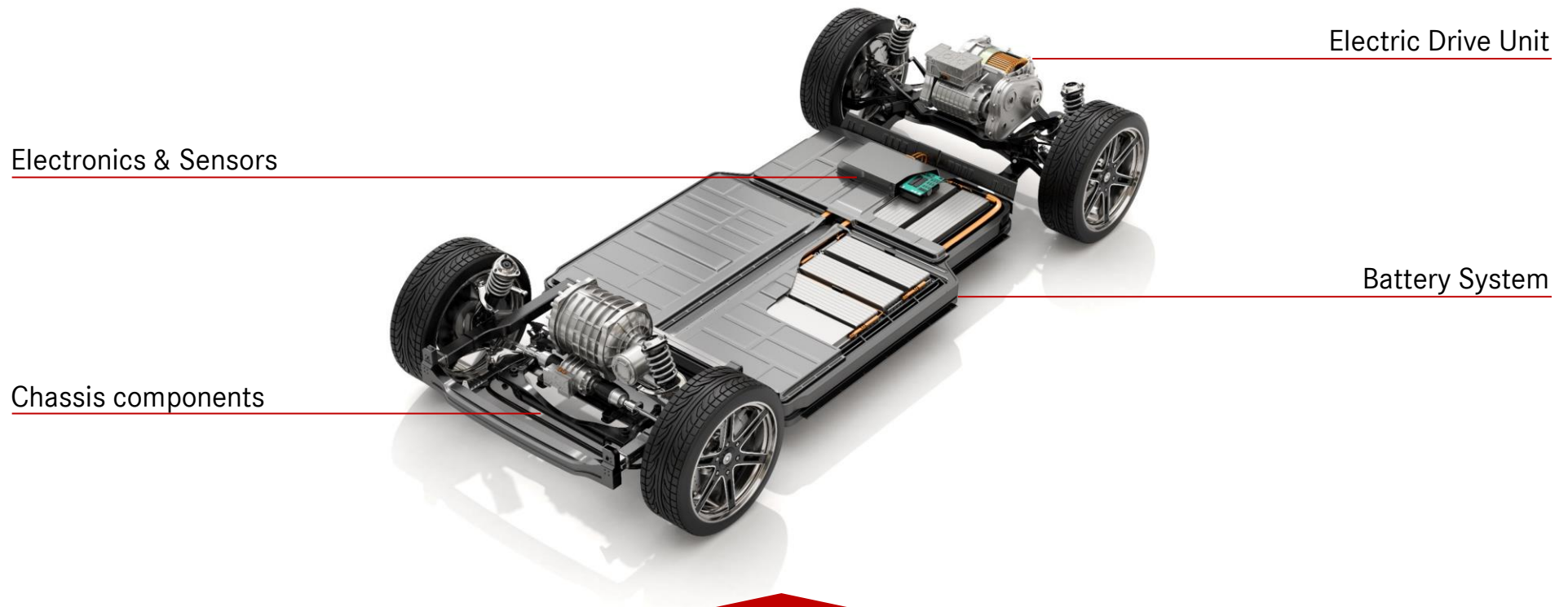
Global customers



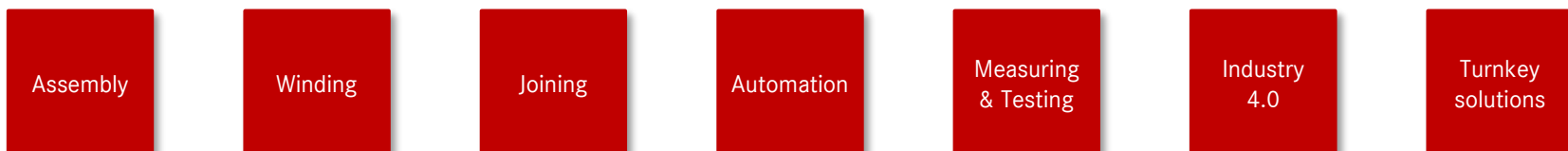
Order intake E-mobility*



Electromobility comes to life on Aumann's production lines

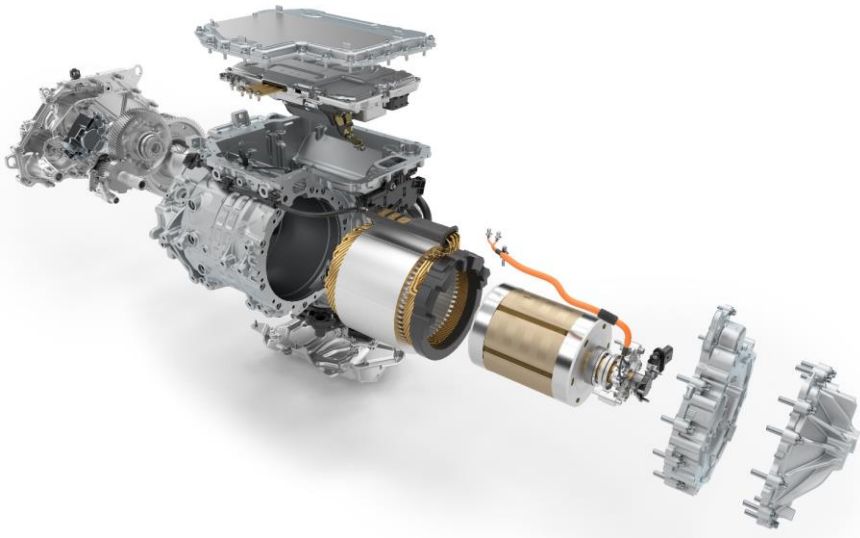


Aumann competences



We are a full-service provider for both the efficient electric drive unit...

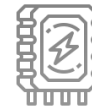
Electric Drive Unit



Aumann masters the entire **production processes** for **stator** and **rotor**



Wound rotor gains importance over permanent magnet rotor



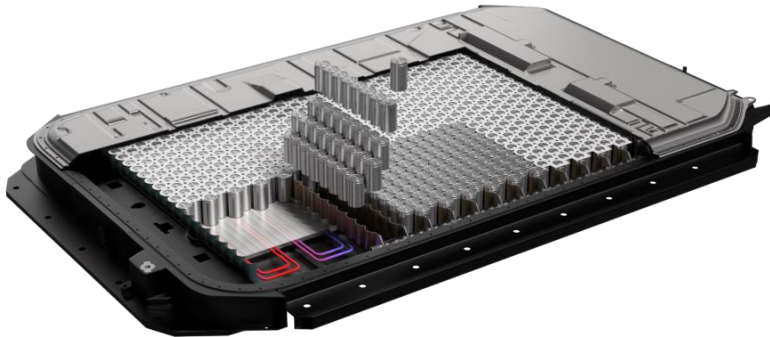
Aumann's **modular production solutions** strengthen demand, e.g. for **inverters**



Full-service provider for **EDU production solutions** – stator, rotor, inverter & final assembly

...and the complex battery system for hybrid and fully electric vehicles

Battery System



As a **technology leader**, we are a highly regarded **development partner** for the automotive industry.



Scaling of production capacities for **electromobility** leads to high demand



Cell-to-Pack design sets the highest standards for production solution and process



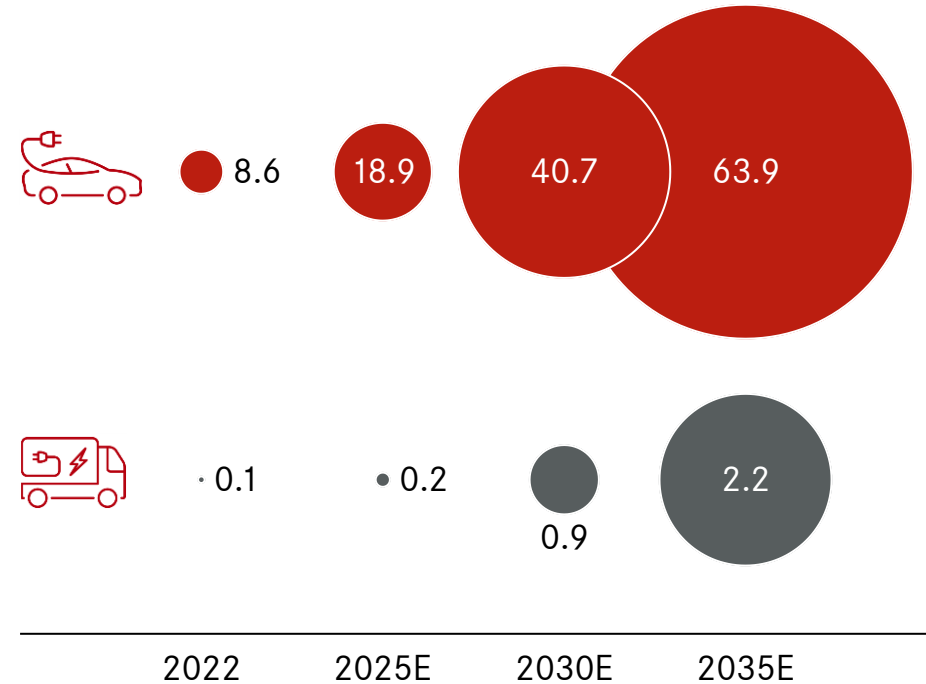
Turnkey supplier for **battery systems** – battery module, battery pack, Cell-to-X

Dynamically growing market leads to massive ramp-up of production capacities

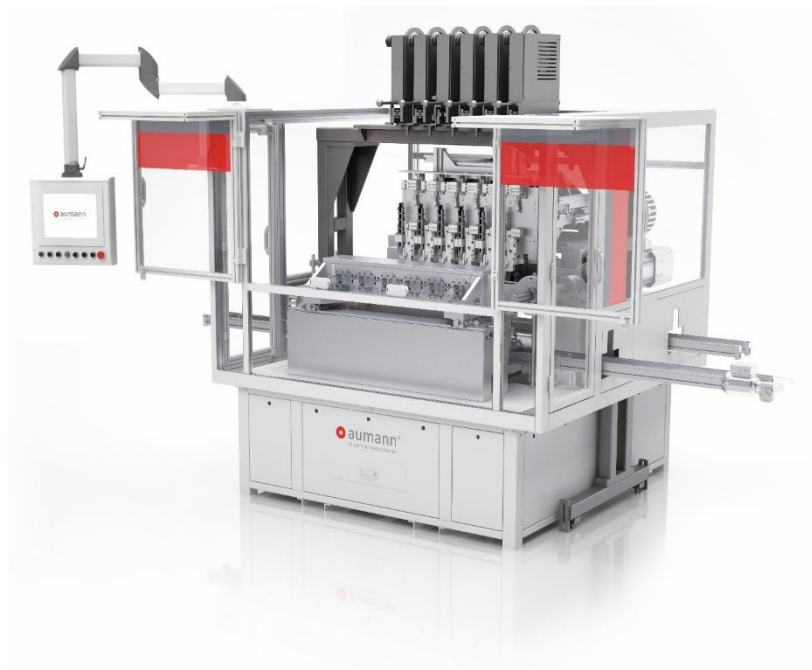
What are the growth drivers?

- 63% Increase in **global EV sales** compared to 2021
- 2x increase in the number of **charging points** to a total of **460,000** in **Europe** in 2022 compared to the previous year
- 50% **global sales** for **electric light commercial vehicle** in 2022 compared to 2021

Global BEV* Sales
in million units



Financial Performance H1 2023



Highlights of H1 2023

Key messages

- Driven by the **excellent order situation**, **revenue** grew from 92.2 € million to **119.0 € million**
- EBITDA more than doubled** from 3.0 € million to 7.8 € million – stands at **6.5 % margin** which means an improvement of **3.2 percentage points**
- Order intake** in the first six months of 2023 **climbed over** the previous year's strong figure by **4.6%**
- Order backlog** grows by **25.8%** and **exceeded 300 € million** for the first time in the company's history
- Excellent positioning** for further profitable growth due to successful H1 2023, **high liquidity position** and **56.5 % equity ratio**

Key figures

+ 29.0 %

Revenue growth YOY

+ 155.5 %

EBITDA growth YOY

173.2 € million

Order intake 6M 2023

313.6 € million

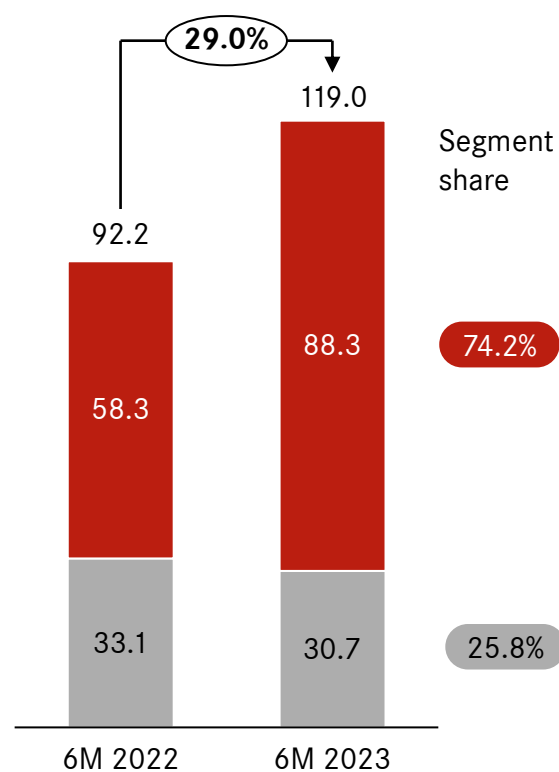
Order backlog

102.6 € million

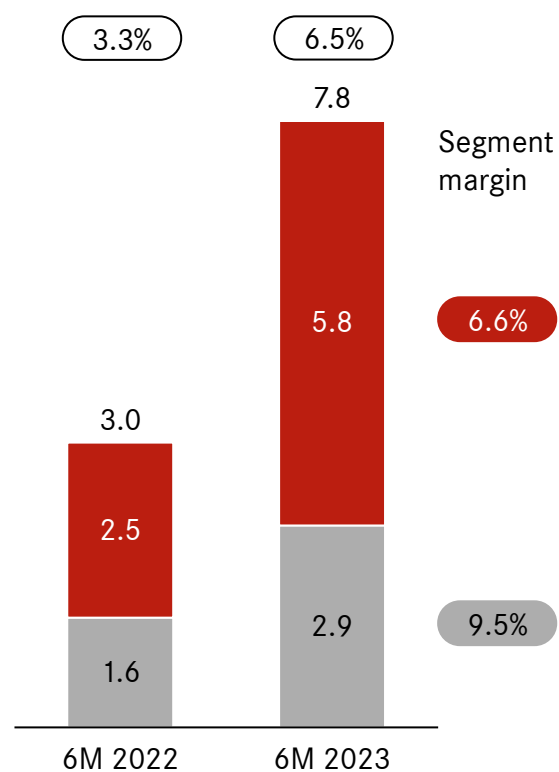
Liquidity position

Aumann shows significant progress on its profitable growth path

Revenue in € million



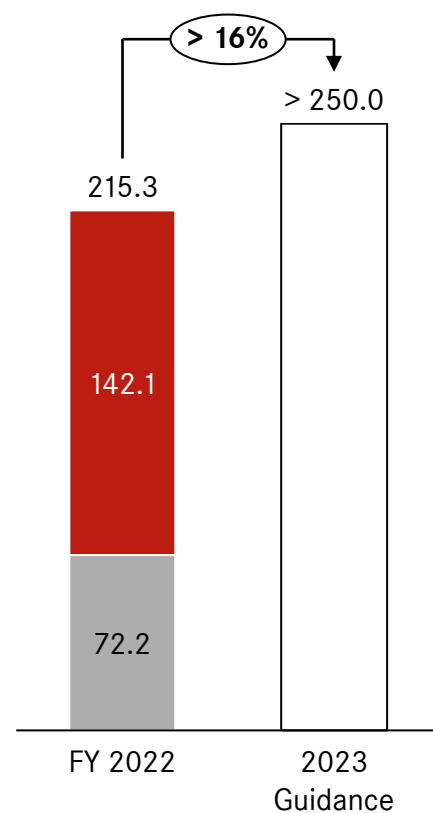
EBITDA in € million and in % of revenue



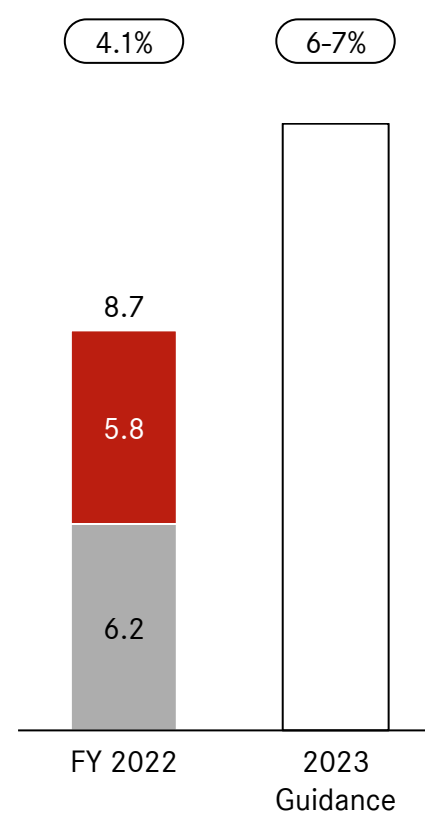
■ E-mobility ■ Classic

Revenue and EBITDA guidance illustrate the company's strong development

Revenue
in € million



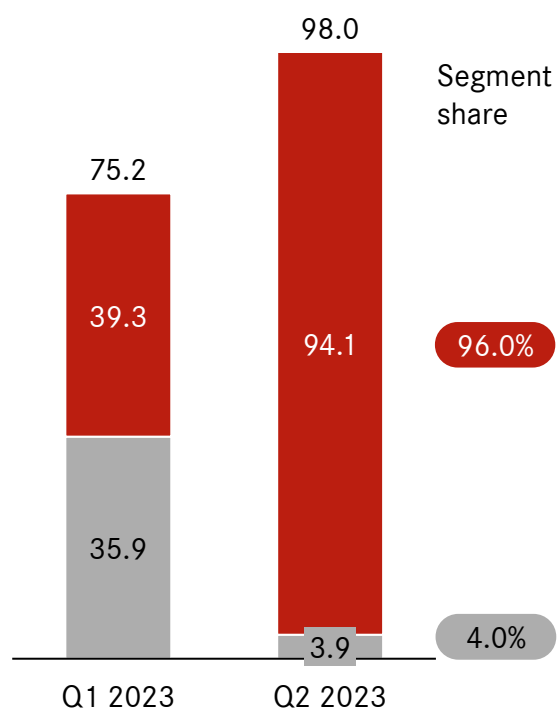
EBITDA
in € million and in % of revenue



■ E-mobility ■ Classic

Q2 2023 shows excellent E-mobility order intake

Order intake by quarter in € million



98.0 € million

Order intake Q2 2023

96.0 %

E-mobility order intake Q2 2023

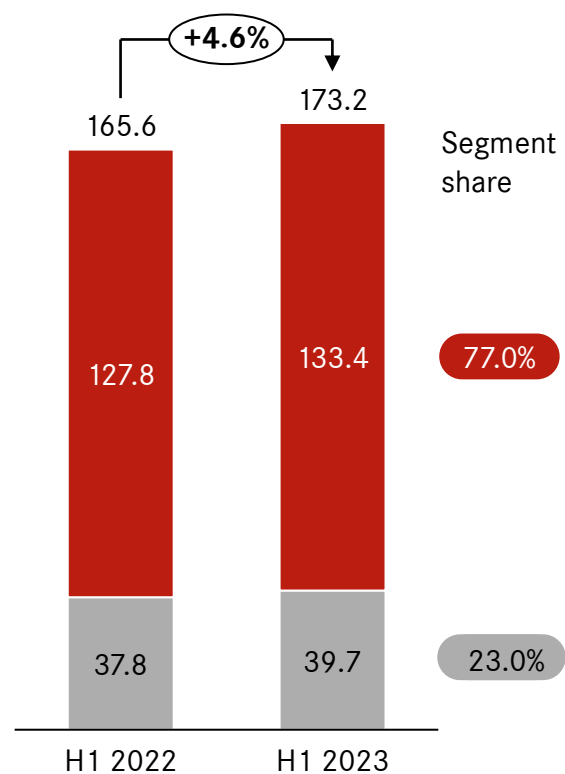
173.2 € million

Order intake 6M 2023

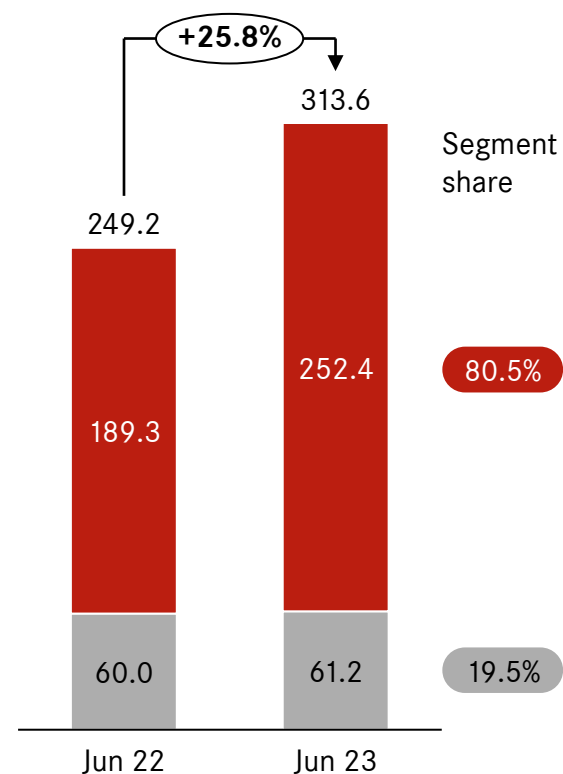
■ E-mobility ■ Classic

H1 2023 revises previous year's order intake and significantly expands order backlog

Order intake
in € million



Order backlog
in € million



■ E-mobility ■ Classic

E-mobility segment with 51 % revenue growth and margin increase



in € million	6M 2022	6M 2023
Order intake	127.8	133.4
Order backlog	189.3	252.4
Revenue	58.3	88.3
EBITDA	2.5	5.8



Continued high demand for production solutions for battery packs (module-to-pack and cell-to-pack) and power electronics (inverter)



Order backlog (+ 33.4 % YOY) and **revenue** (+ 51.4 % YOY) show significant growth in the E-mobility segment



EBITDA margin improves to 6.6 %



Remarkable share of E-mobility at 80.5 % of **total order backlog**

Classic segment stable with a higher share of renewable energies



in € million	6M 2022	6M 2023
Order Intake	37.8	39.7
Order backlog	60.0	61.2
Revenue	33.1	30.7
EBITDA	1.6	2.9



Order intake in the first half of the year develops **in line** with the **previous year**



Segment benefits from demand for production solutions in the **photovoltaic and renewables** area



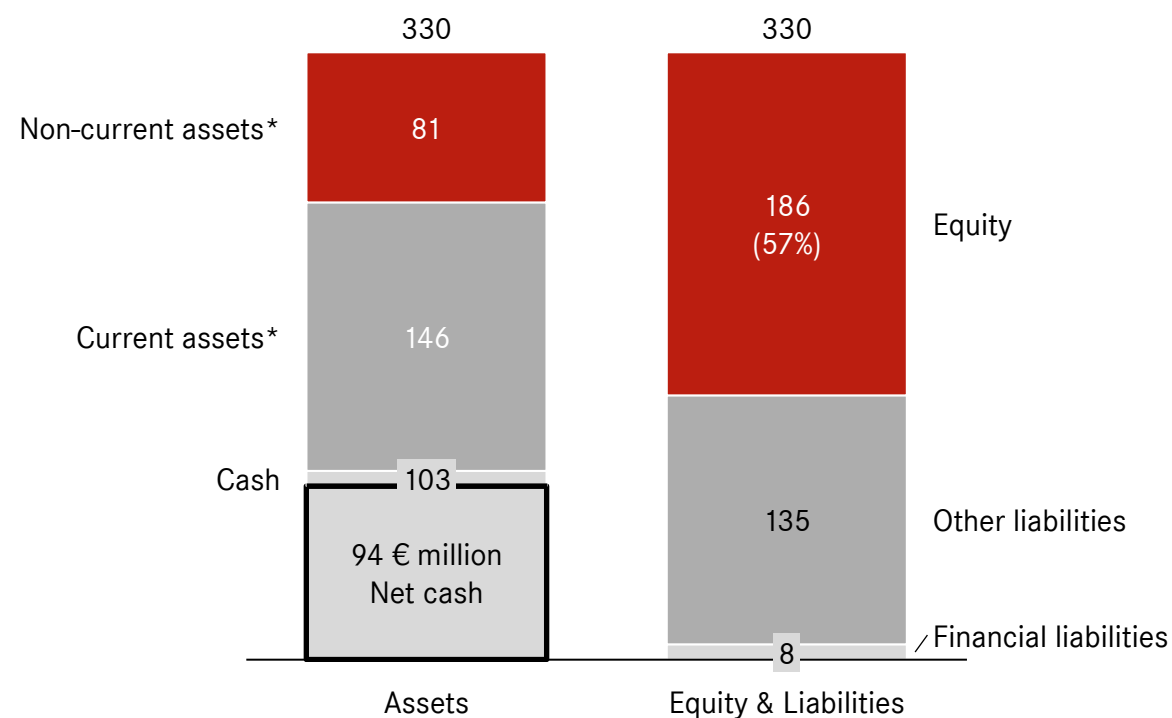
Classic automotive business transformed to only carry a **minor share of orders** related to **combustion engines**



EBITDA margin improves to 9.5 %

Solid balance sheet enables further growth

Balance sheet as of 30 June 2023
in € million



Liquidity position
102.6 € million

Solid equity ratio
56.5 %

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



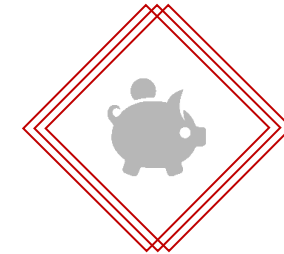
E-mobility driven by willing
consumers and production
capacity expansions



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

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

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