



Earnings Call Q3 2023

Aumann AG
14 November 2023

Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...

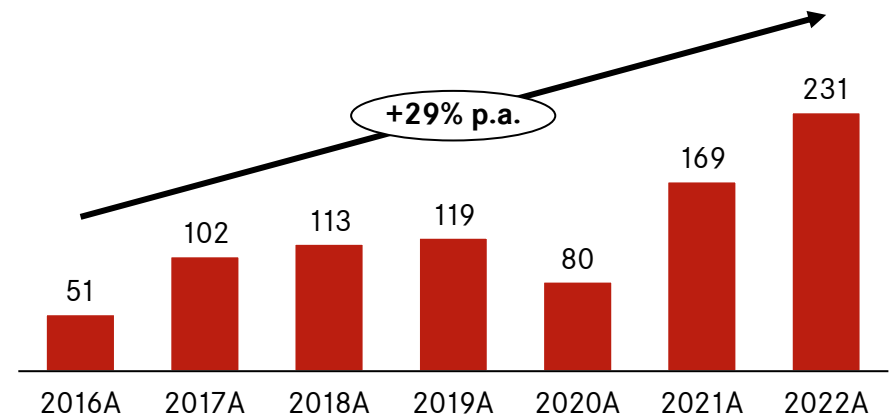


...for the entire range of electromobility

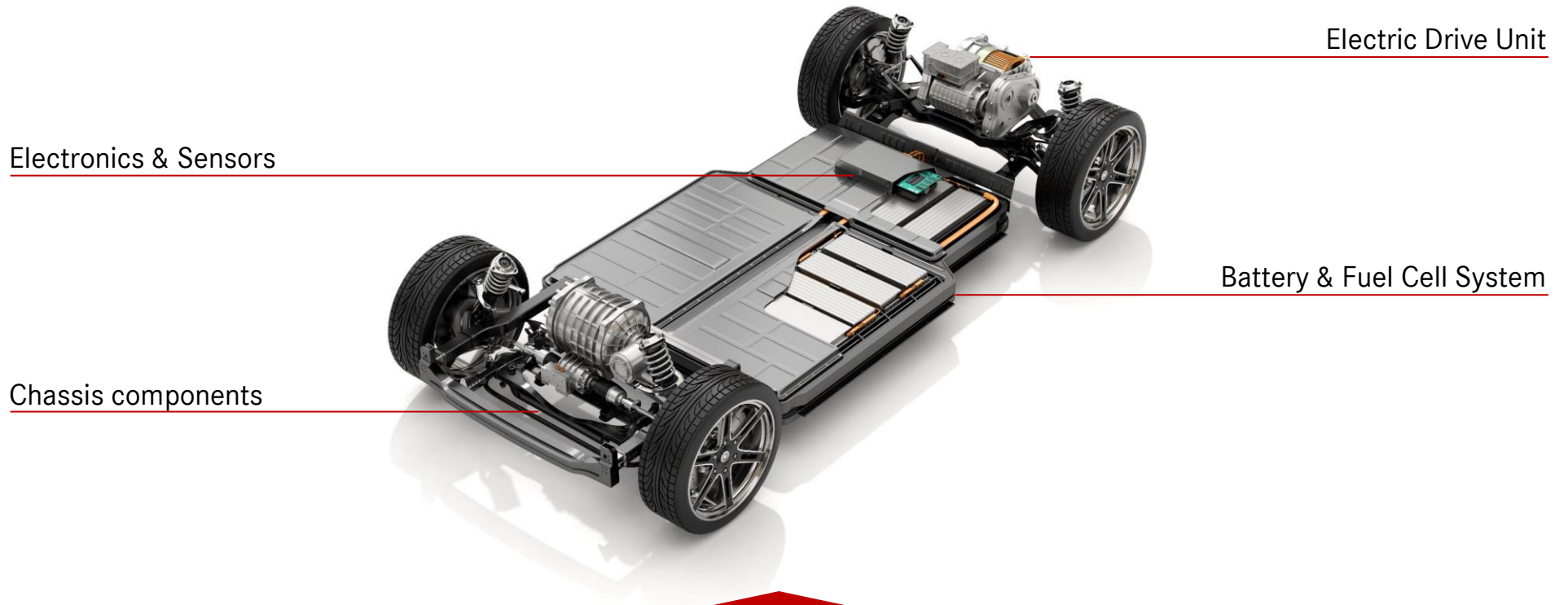
Global customers



Order intake E-mobility*



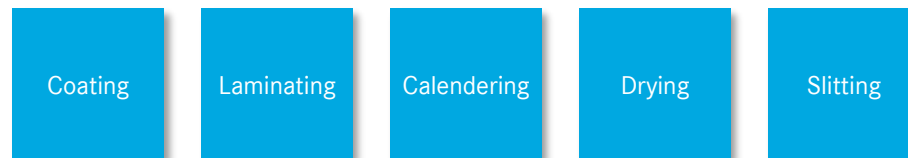
Electromobility comes to life on Aumann's production lines



Aumann competences



Recent acquisition of LACOM brings additional strategic growth areas for Aumann



Battery Cell

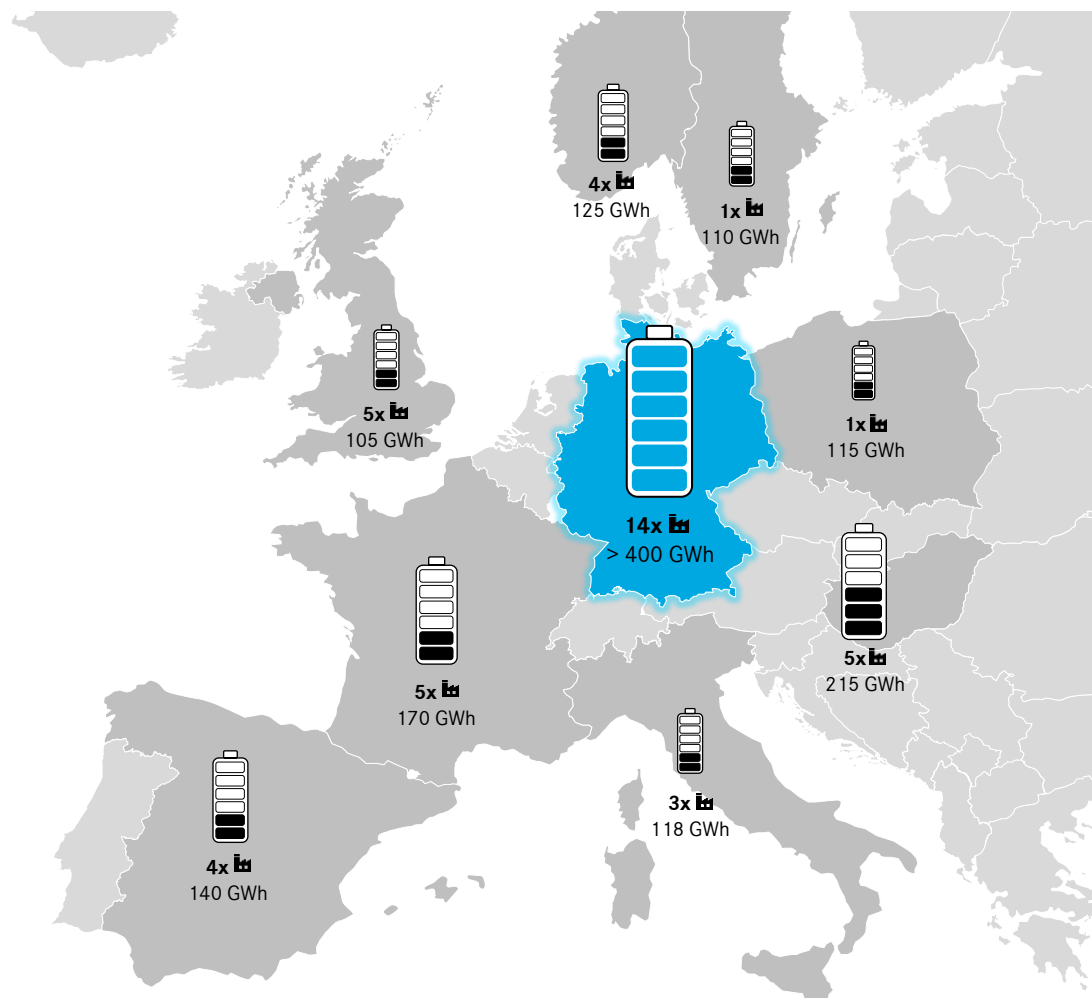



Fuel Cell

Deal rationales

- LACOM is a leading laminating and coating specialist with a focus on electrode- and MEA-manufacturing
- Strategic acquisition provides technological access to upstream processes in the manufacture of batteries and fuel cells
- In the field of **battery systems**, Aumann is expanding its existing portfolio with coating systems for electrode production
- In the field of **fuel cells**, Aumann is now able to offer innovative production solutions along the entire value chain – from coating and stacking to final assembly
- Profitable sales in the low double-digit million range are expected for 2024

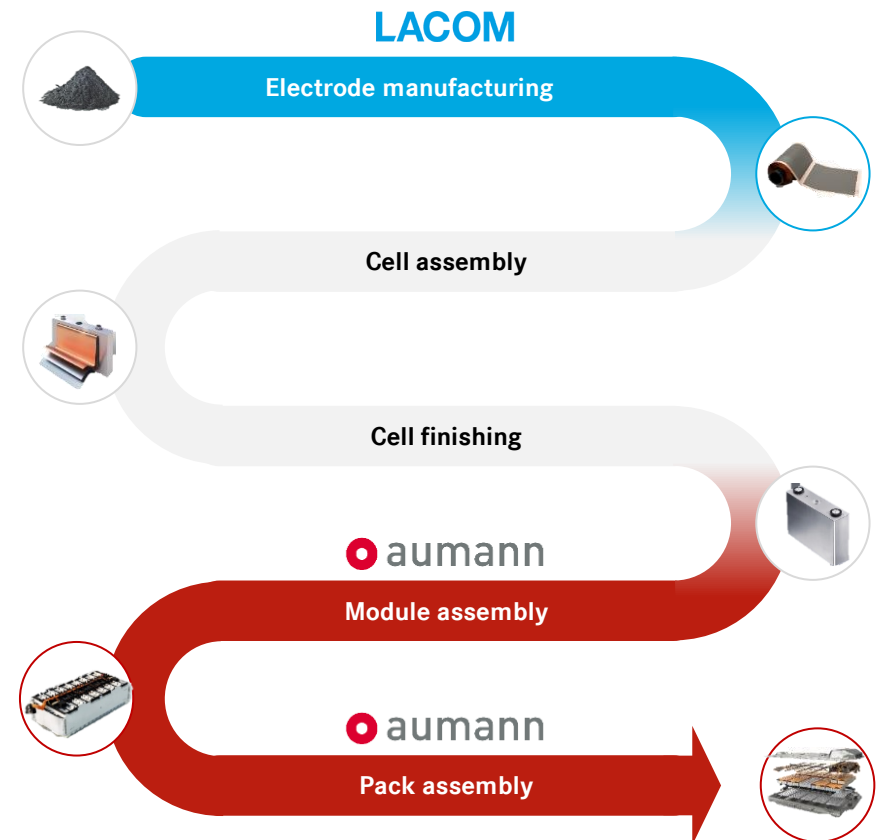
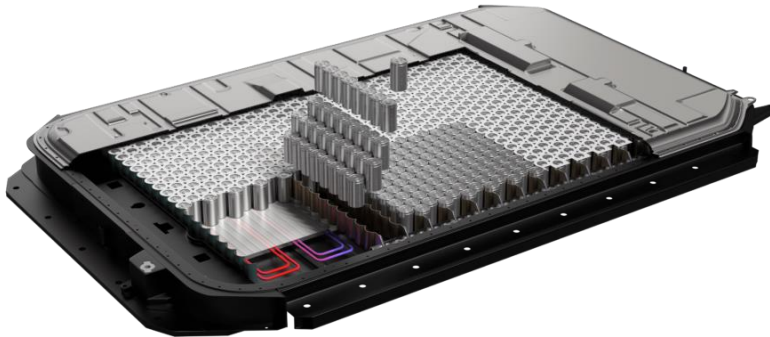
High market potential due to significant investments planned for gigafactories in Germany and the rest of Europe



Battery plant projects in Germany		
Company	Year	Capacity
TESLA	202X	100 GWh
CATL	2025	24-100 GWh
northvolt	2026	60 GWh
CUSTOMCELLS <small>Ahead in cell innovation</small>	20XX	40 + 3,5 GWh
ACC <small>ALTERNATIVE CELLS CO.</small>	2030	13-40 GWh
PowerCo <small>BATTERIES. FOR GENERATIONS TO COME.</small>	2025	40 GWh
SVOLT	2027	24 GWh
SVOLT	2025	16 GWh
UniverCell	2026	10 GWh
CELLFORCE 	2024	1-20 GWh
		Σ > 400 GWh

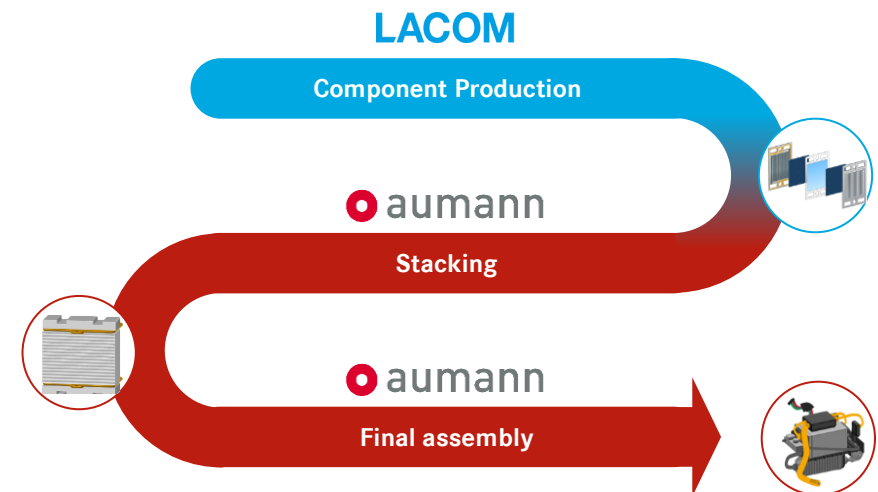
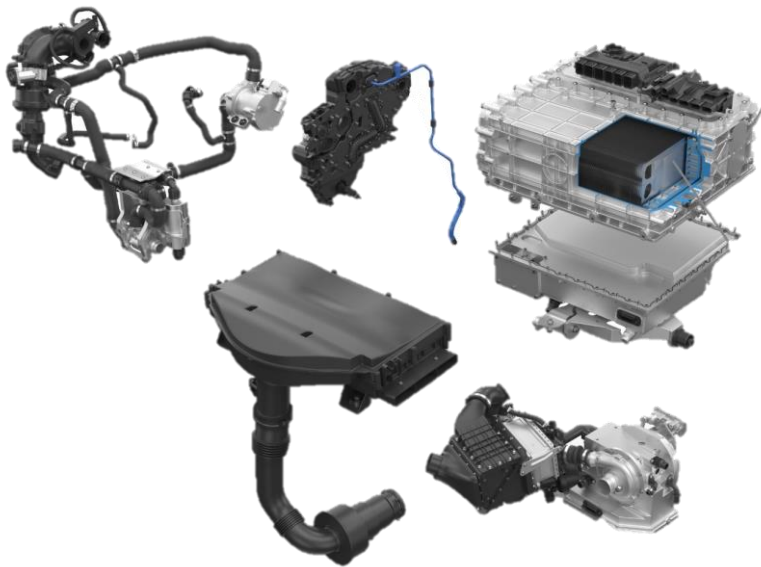
LACOM expands our battery portfolio with converting systems for electrode production

Battery System



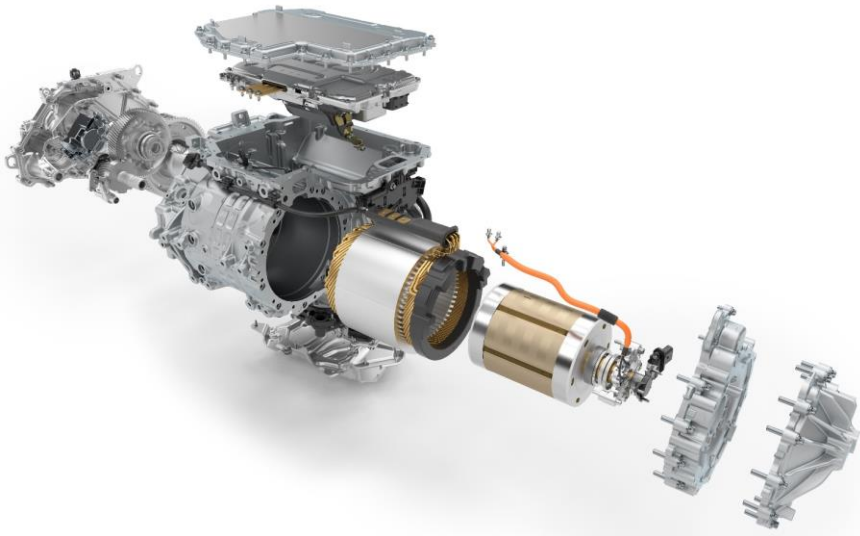
We are a turnkey supplier for fuel cell production solutions

Fuel Cell



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

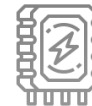
Electric Drive Unit



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



Wound rotor gains importance over permanent magnet rotor

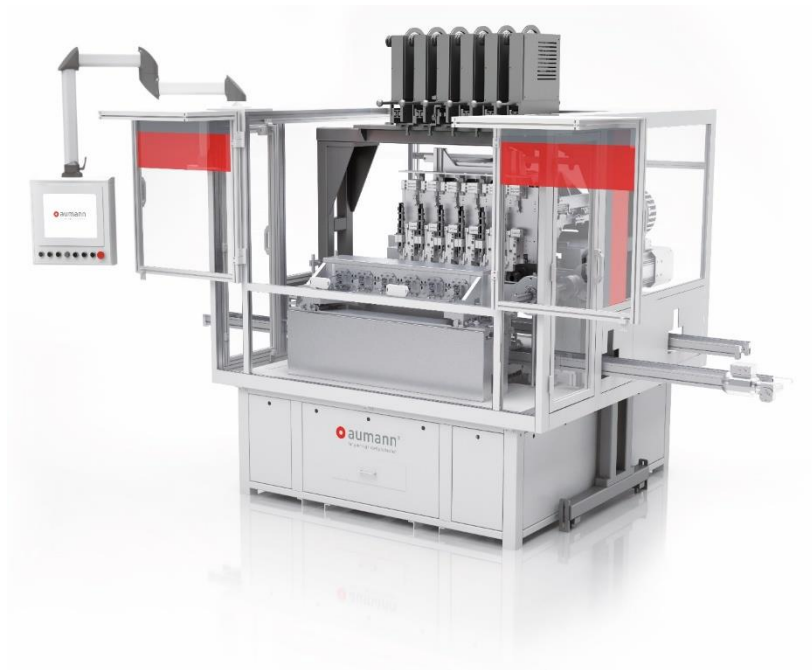


Aumann's **modular production solutions** strengthen demand, e.g. for **inverters**



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

Financial Performance Q3 2023



Highlights of 9M 2023

Key messages

- **Outstanding order situation** leads to **revenue growth** from 150.4 € million to **199.6 € million**
- **EBITDA climbs** from 5.5 € million to **13.5 € million** – great **margin increase** from 3.7 % to **6.8 %**
- **Order intake** in the first nine months of 2023 **exceeds** the previous year's strong figure by **11.6 %**
- **Order backlog** grows by **26.9 %** and remains above **300 € million**
- **High liquidity position** and **53.9 % equity ratio** – further **revenue growth** and continued **increase in profitability** ahead

Key figures

+ 32.7 %

Revenue growth YOY

+ 145.3 %

EBITDA growth YOY

249.0 € million

Order intake 9M 2023

308.9 € million

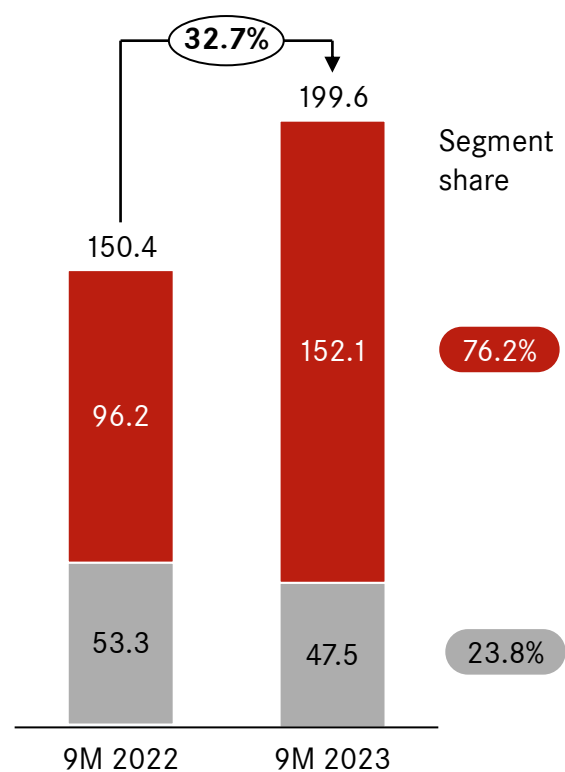
Order backlog

113.5 € million

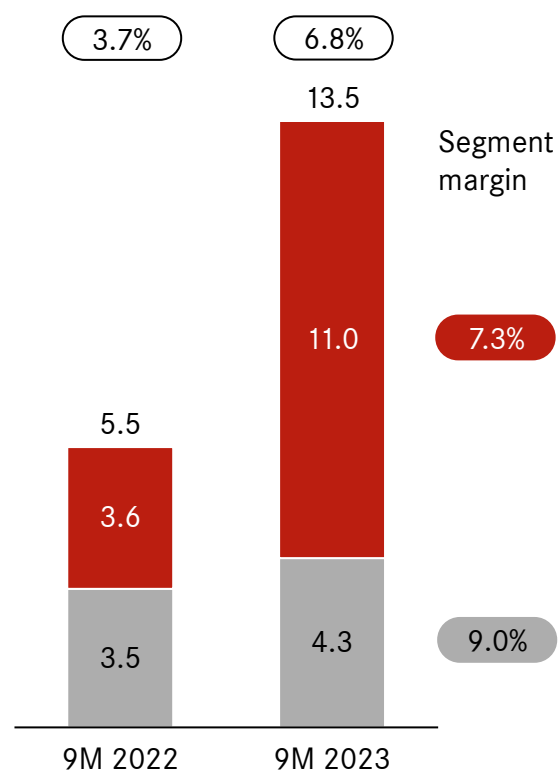
Liquidity position

Aumann on a strong profitable growth path

Revenue in € million



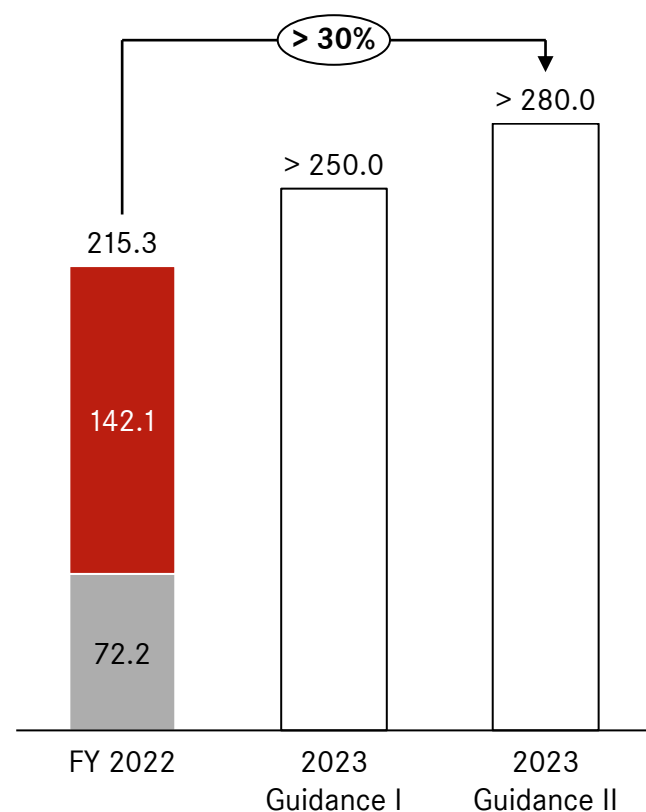
EBITDA in € million and in % of revenue



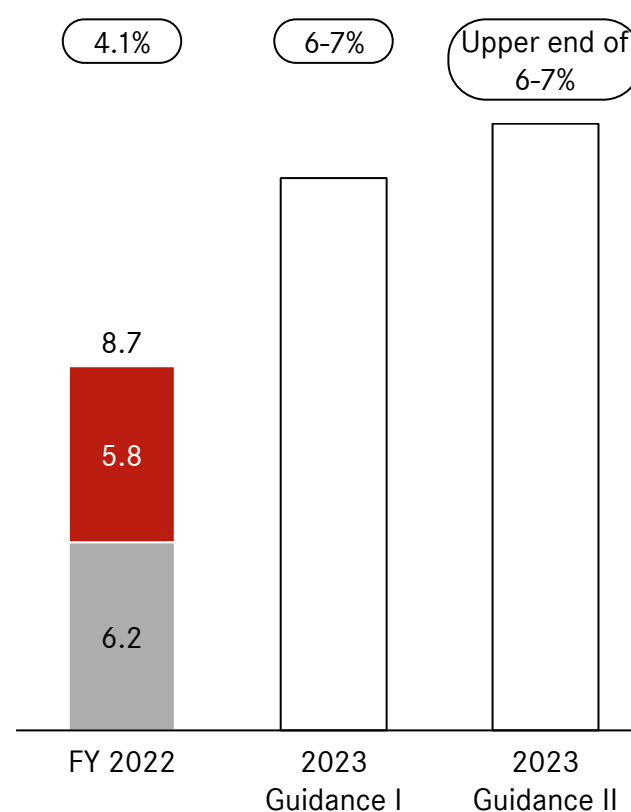
■ E-mobility ■ Classic

Revenue guidance raised and EBITDA guidance clarified based on successful performance

Revenue in € million



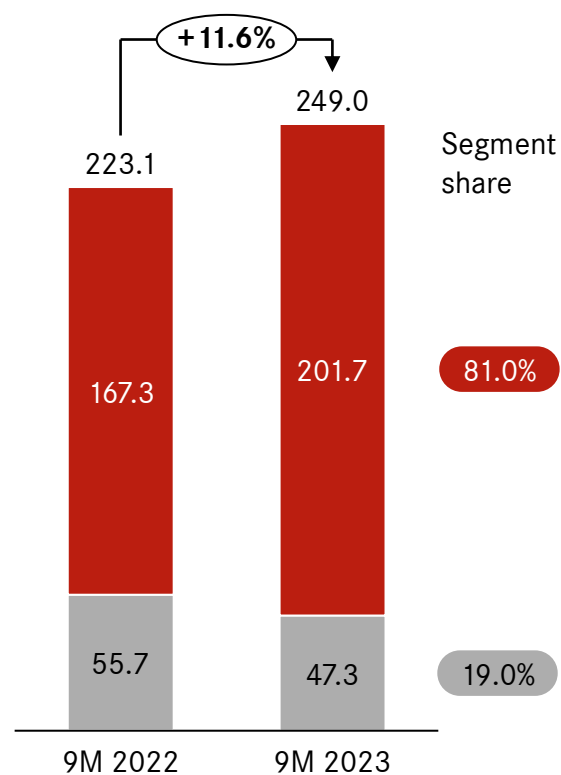
EBITDA in € million and in % of revenue



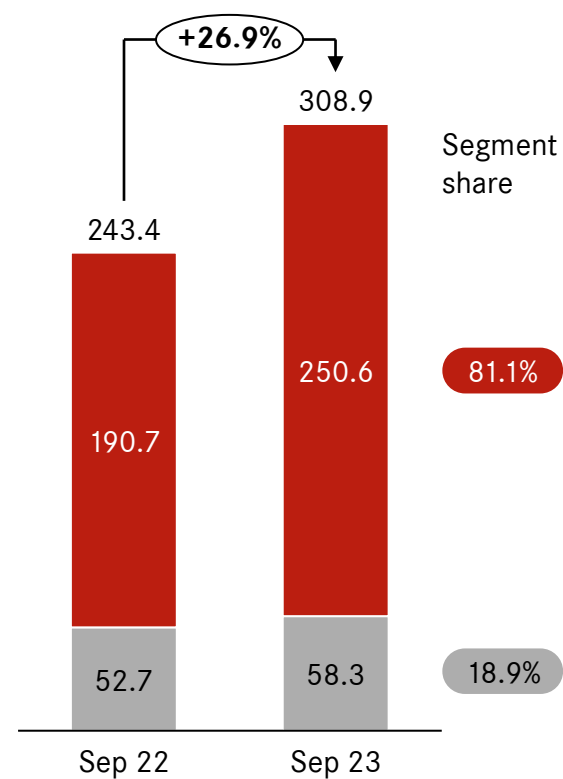
■ E-mobility ■ Classic

Order intake reaches a new 9M high and order backlog jumps to over 300 € million

Order intake
in € million

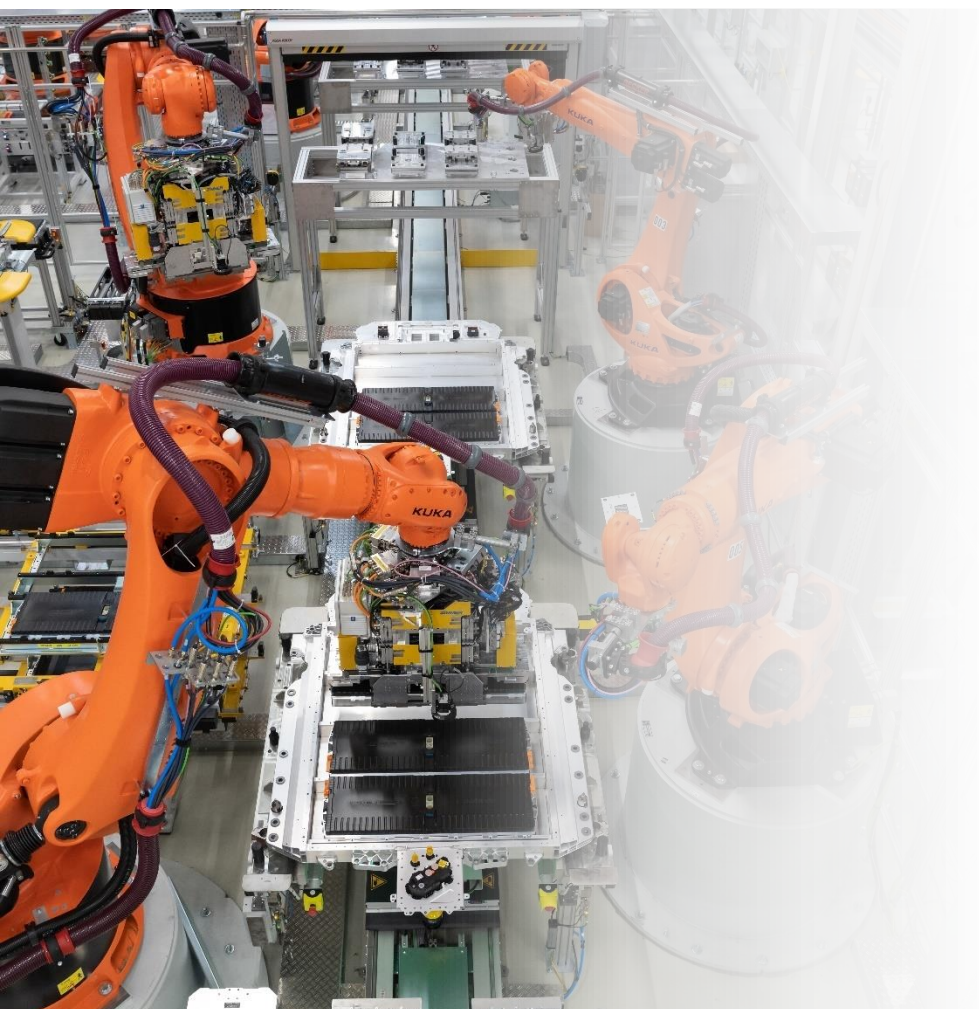


Order backlog
in € million



■ E-mobility ■ Classic

E-mobility segment is the main driver of Aumann's growth



in € million	9M 2022	9M 2023
Order intake	167.3	201.8
Order backlog	190.7	250.6
Revenue	96.2	152.1
EBITDA	3.6	11.0



Continued high demand for production solutions for battery packs and power electronics manufacturing



Strong growth in **order backlog** (+31.4 % YOY) and **revenue** (+58.1 % YOY)



EBITDA margin increases by strong 3.5 percentage points to 7.3 %



E-mobility segment remains the clear driver with 81 % of both **total order intake** and **total order backlog**

Classic segment stable with a higher share of renewable energies



in € million	9M 2022	9M 2023
Order Intake	55.7	47.3
Order backlog	52.7	58.3
Revenue	53.3	47.5
EBITDA	3.5	4.3



Order intake slightly lower due to high demand and allocation of capacities to the E-mobility segment



Segment continues to benefit from demand for production solutions in the **photovoltaics and renewable** area



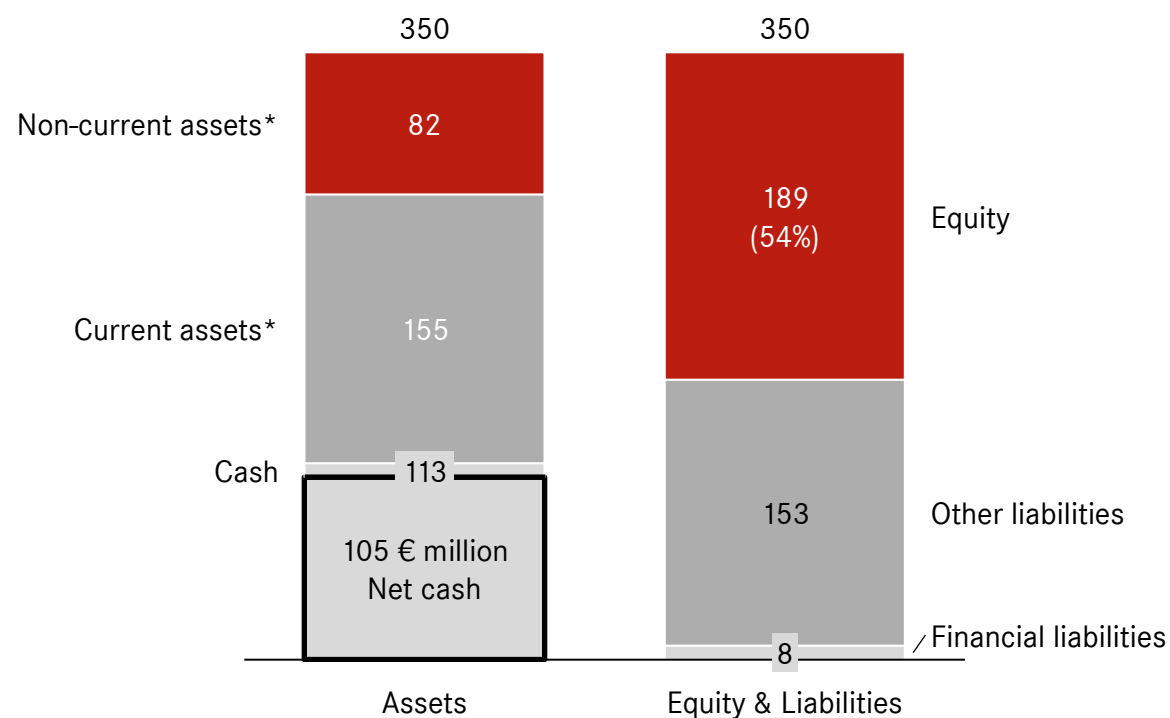
Classic automotive business transformed to only carry a **minor share of orders** related to **combustion engines**



EBITDA margin increases significantly to **9.0 %**

Solid balance sheet enables further growth

Balance sheet as of 30 September 2023
in € million



Liquidity position
113.5 € million

Solid equity ratio
53.9 %

Strong basis for revenue and earnings growth beyond
2023

Aumann in the sweet spot of the dynamic electromobility market

Key Highlights



Turnkey production solutions
for all E-mobility key
components



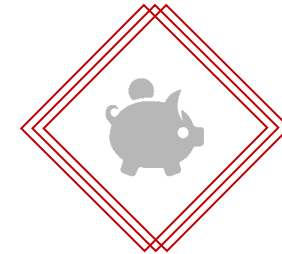
E-mobility driven by willing
consumers and production
capacity expansions



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

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

we electrify your future

aumann.com



Contact

Aumann AG
Dieselstrasse 6
48361 Beelen
Germany
www.aumann.com

Investor Relations
Tel.: +49 2586 888 7800
Fax: +49 2586 888 7805
Email: ir@aummann.com

Disclaimer

The presentation, including any printed or electronic copy of these slides, the talks given by the presenters, the information communicated during any delivery of the presentation and any question and answer session and any document or material distributed at or in connection with the presentation (together, the “Presentation”), has been prepared by Aumann AG (the “Company”) is not an offer of any securities or invitation to purchase securities.

The Presentation is provided for general information only and does not purport to contain all the information that may be required to evaluate the Company. The information in the Presentation is subject to updating, completion, revision and verification.

No reliance may be placed for any purpose whatsoever on the information or opinions contained or expressed in the Presentation or on the accuracy, completeness or fairness of such information and opinions. To the extent permitted by law and regulation, no undertaking, representation or warranty or other assurance, express or implied, is made or given by or on behalf of the Company or any of their respective parent or subsidiary undertakings or the subsidiary undertakings of any such parent undertakings or any of their respective directors, officers, partners, employees, agents, affiliates, representatives or advisers, or any other person, as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation.

None of the Company, their respective affiliates and advisers, agents and/or any other party undertakes or is under any duty to update the Presentation or to correct any inaccuracies in any such information which may become apparent or to provide you with any additional information. Save in the case of fraud, no responsibility or liability is accepted by any such person for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred, however arising, directly or indirectly, from any use of, as a result of the reliance on, or otherwise in connection with, the Presentation. In addition, no duty of care or otherwise is owed by any such person to recipients of the Presentation or any other person in relation to the Presentation.

The Presentation includes statements that are, or may be deemed to be, forward-looking statements. The words “believes”, “expects”, “may”, “will”, “could”, “should”, “shall”, “risk”, “intends”, “estimates”, “aims”, “plans”, “predicts”, “continues”, “assumes”, “positioned” or “anticipates” and similar expressions (or their negative) identify certain of these forward-looking statements. These statements are based on the current views, expectations and assumptions of the management of the Company and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those described in such statements due to, among other things, changes in the general economic and competitive environment, risks associated with capital markets, currency exchange rate fluctuations and competition from other companies, changes in international and national laws and regulations, in particular with respect to tax laws and regulations, affecting the Company and other factors. The Company does not assume any obligations to update any forward- looking statements.

The Presentation includes statistics, data and other information relating to markets, market sizes, market shares, market positions and other industry data pertaining to the Company's business and markets. Unless otherwise indicated, such information is based on analysis by the Company of multiple sources, including certain studies commissioned from third parties (the “Market Reports”). The Market Reports may include and be based on, amongst other things, information obtained from primary interviews and field visits conducted by third parties with industry experts and participants, third parties' secondary market research and internal financial and operational information supplied by, or on behalf of, the Company, as well as information obtained from (i) data providers; (ii) industry associations and country organisations; and (iii) publicly available information from other sources, such as information publicly released by the Company's competitors. To the extent available, the industry, market and competitive position data contained in the Presentation has come from official or third-party sources. Third-party industry publications, studies and surveys generally state that the data contained in them have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, the Company has not independently verified the data contained therein. In addition, certain of the industry, market and competitive position data contained in the Presentation come from the Company's own internal research and estimates based on the knowledge and experience of the Company's management in the markets in which the Company operates. While the Company believes that such research and estimates are reasonable and reliable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change without notice. Accordingly, undue reliance should not be placed on any of the industry, market or competitive position data contained in the Presentation. All projections, valuations and statistical analyses are provided to assist the recipient in the evaluation of the matters described in the Presentation. They may be based on subjective assessments and assumptions and may use one among alternative methodologies that produce different results and, to the extent that they are based on historical information, they should not be relied upon as an accurate prediction of future performance.

The distribution of this Presentation in certain jurisdictions is restricted by law. Therefore, it must not be distributed, published or reproduced (in whole or in part) or disclosed by its recipients to any other person for any purpose, other than with the consent of the Company. All trademarks remain the property of their respective owners. By accepting receipt of, attending any delivery of, or electronically accessing, the Presentation, you agree to be bound by the above limitations and conditions and, in particular, you represent, warrant and undertake to the Company that: (i) you will not forward the Presentation to any other person or reproduce or publish this document, in whole or in part, for any purpose; and (ii) you have read and agree to comply with the contents of this notice.