



Montega Hamburg Investors Days

Aumann AG
8 February 2024

Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...

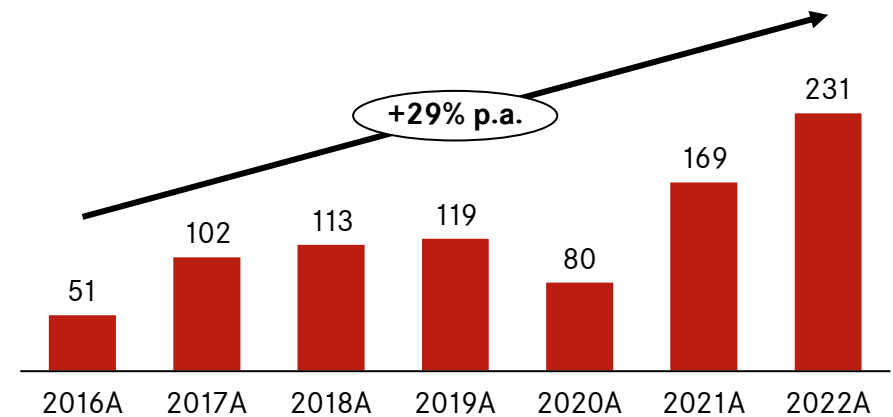


...for the entire range of electromobility

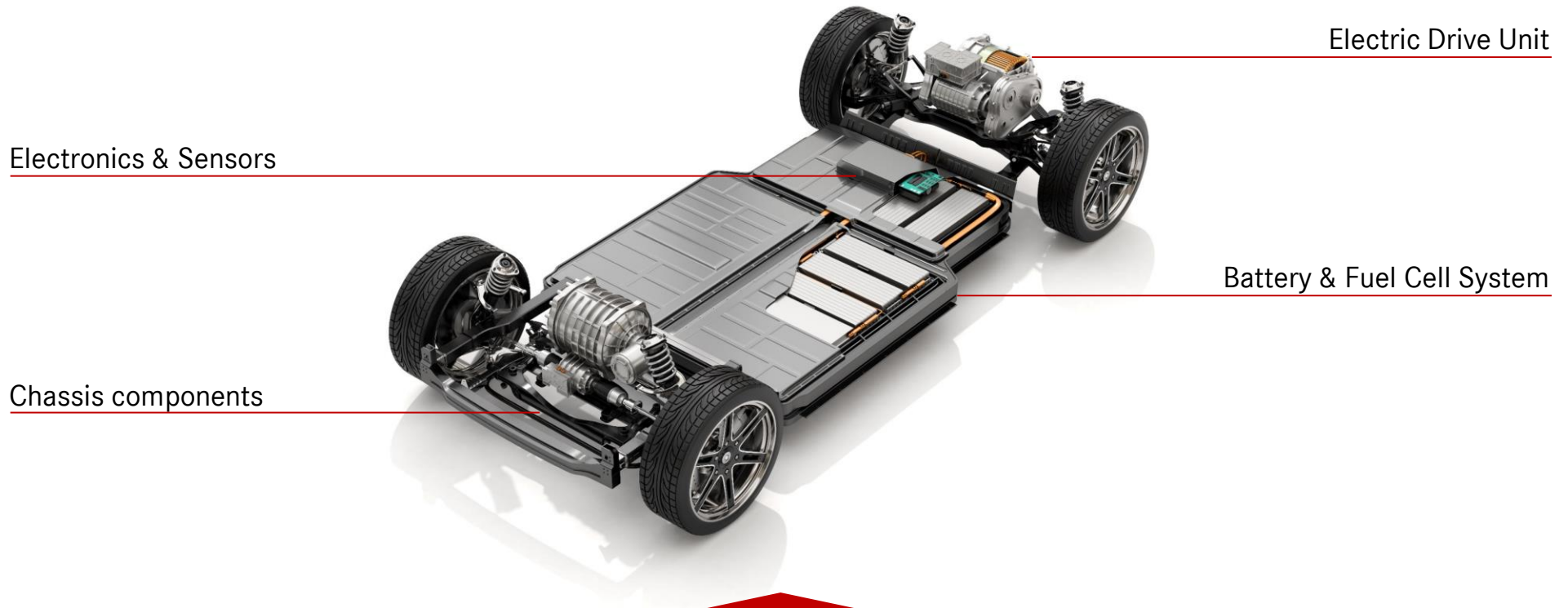
Global customers



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

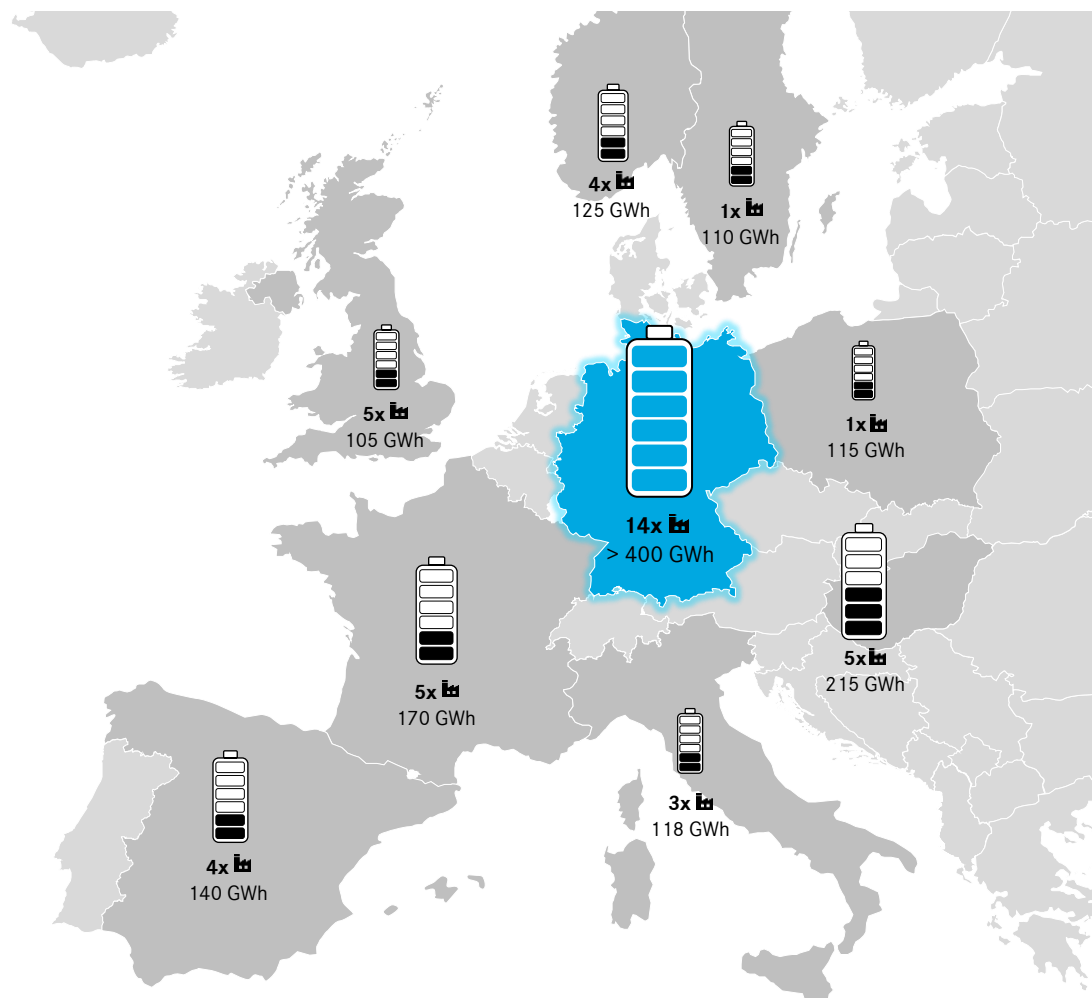


Fuel Cell

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

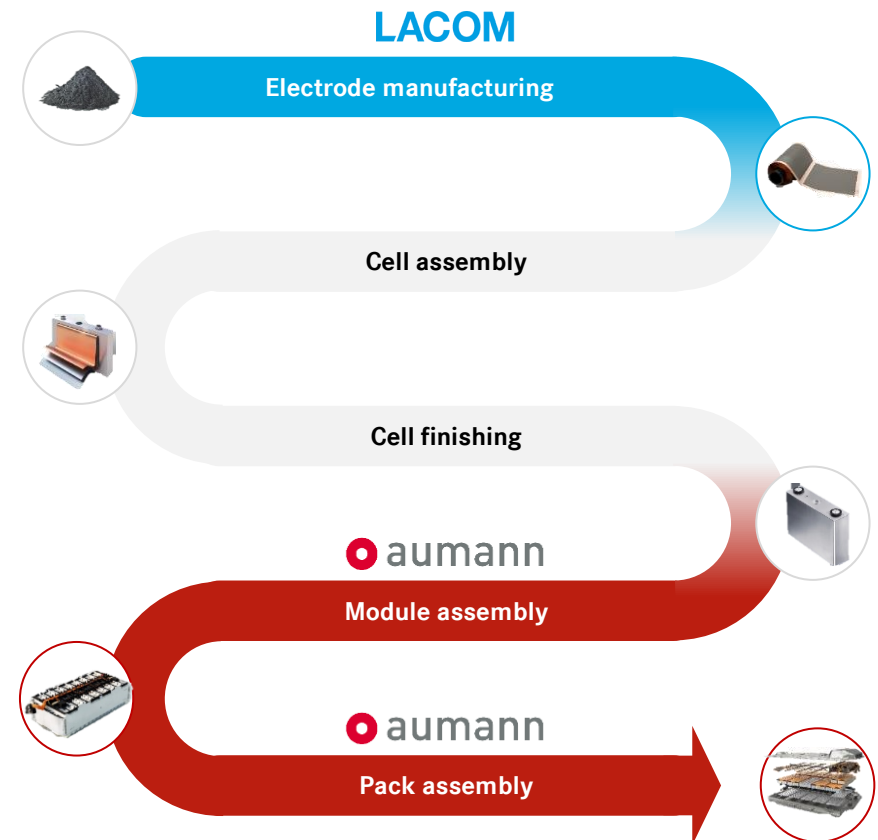
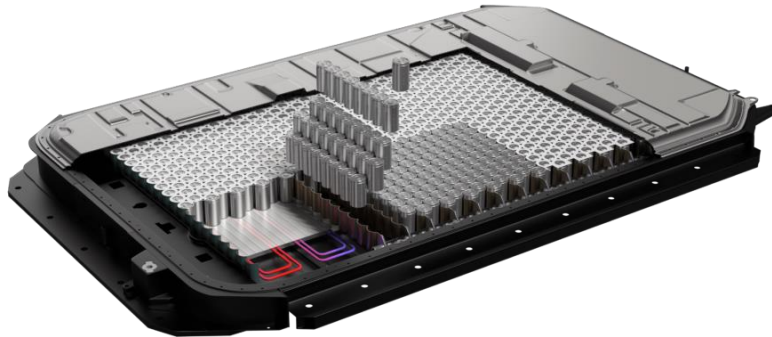
High market potential due to significant investments planned for gigafactories in Germany and the rest of Europe



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

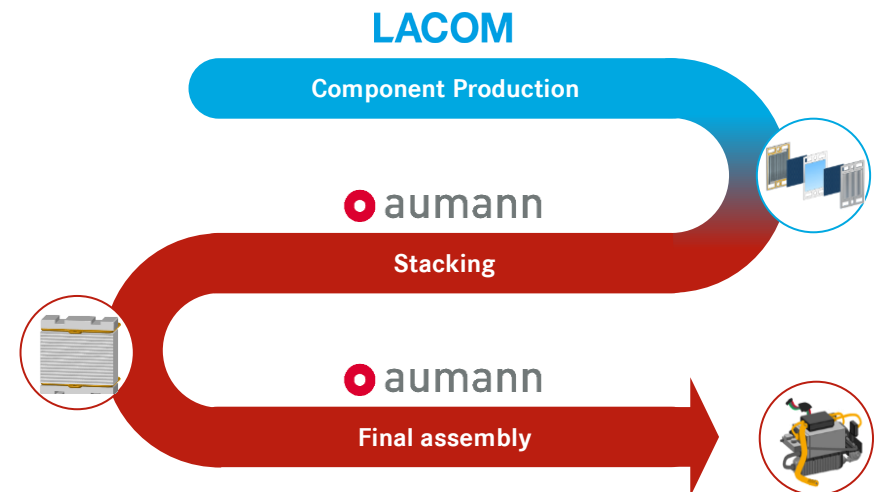
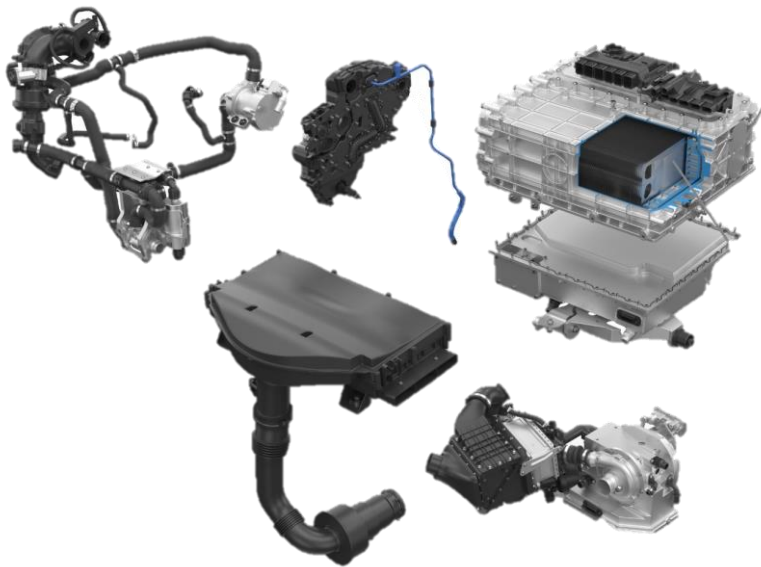
LACOM expands our battery portfolio with converting systems for electrode production

Battery System



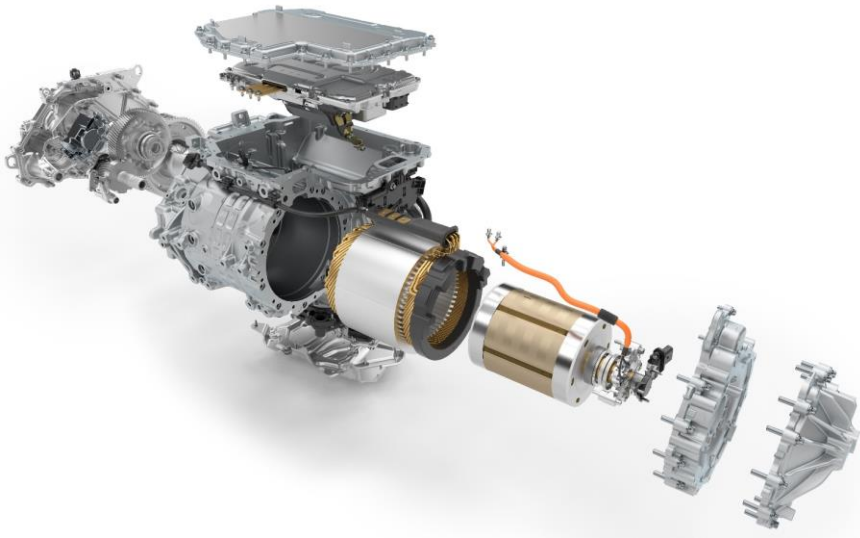
We are a turnkey supplier for fuel cell production solutions

Fuel Cell



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

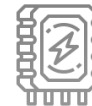
Electric Drive Unit



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



Wound rotor gains importance over permanent magnet rotor

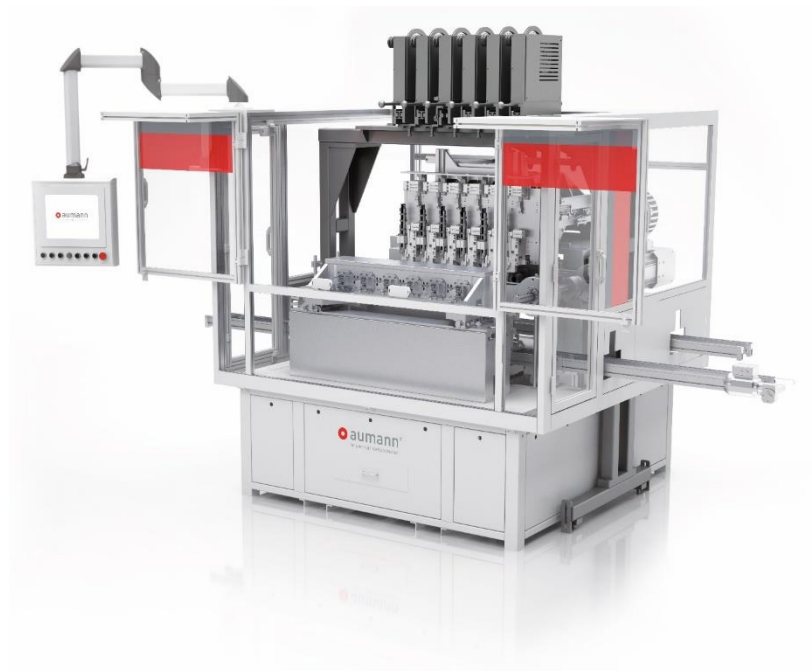


Aumann's **modular production solutions** strengthen demand, e.g. for **inverters**



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

Financial Performance Q3 2023



Highlights of 9M 2023



+ 33 %

Revenue growth YOY



+ 145 %

EBITDA growth YOY



249 € million

Order intake



309 € million

Order backlog

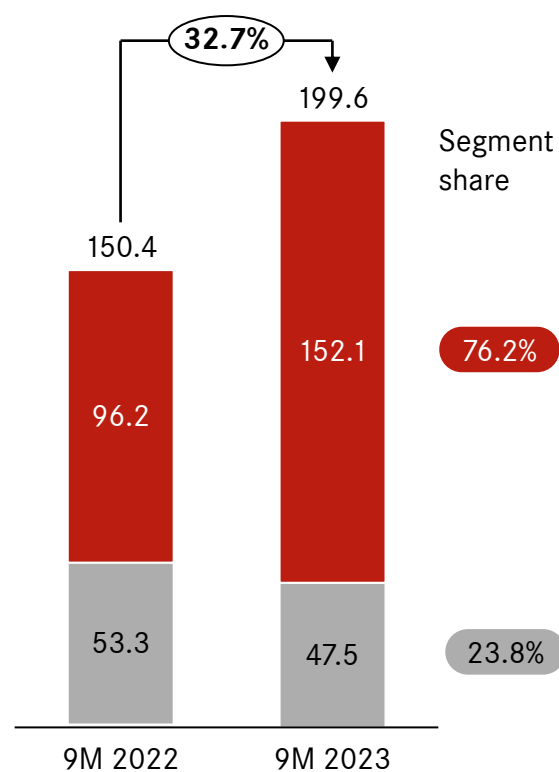


114 € million

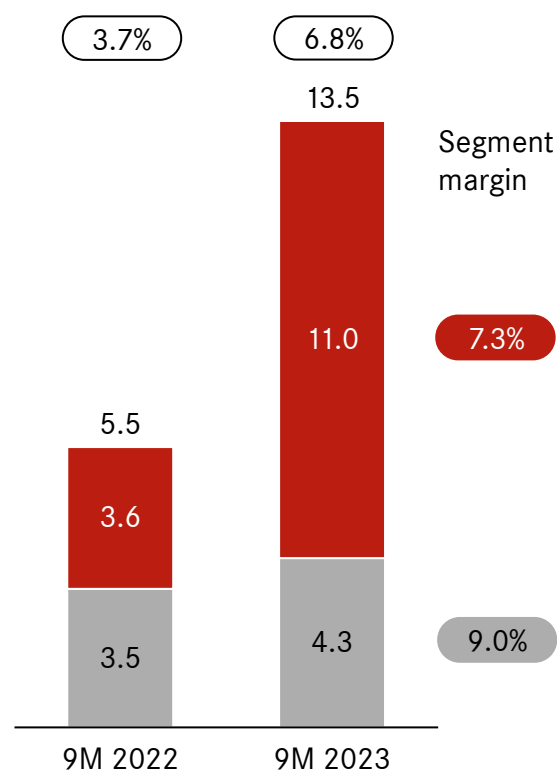
Liquidity position

Aumann on a strong profitable growth path

Revenue in € million



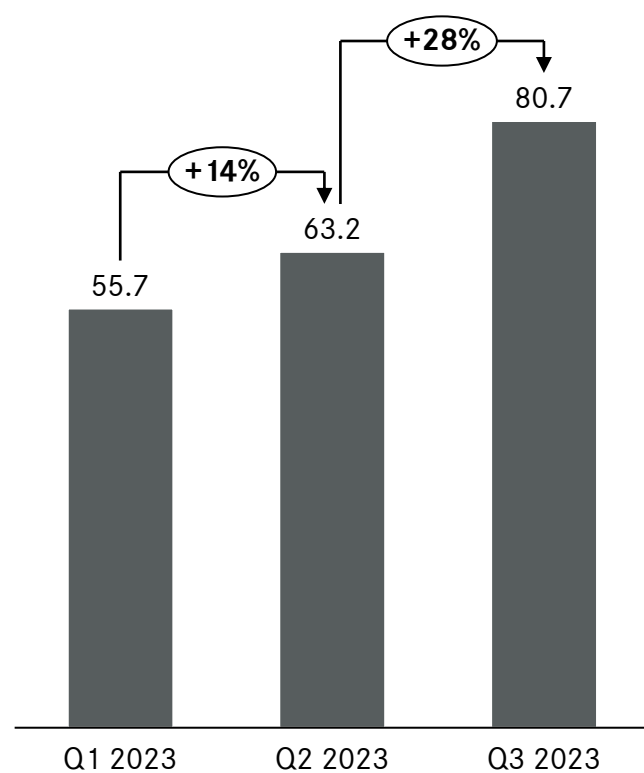
EBITDA in € million and in % of revenue



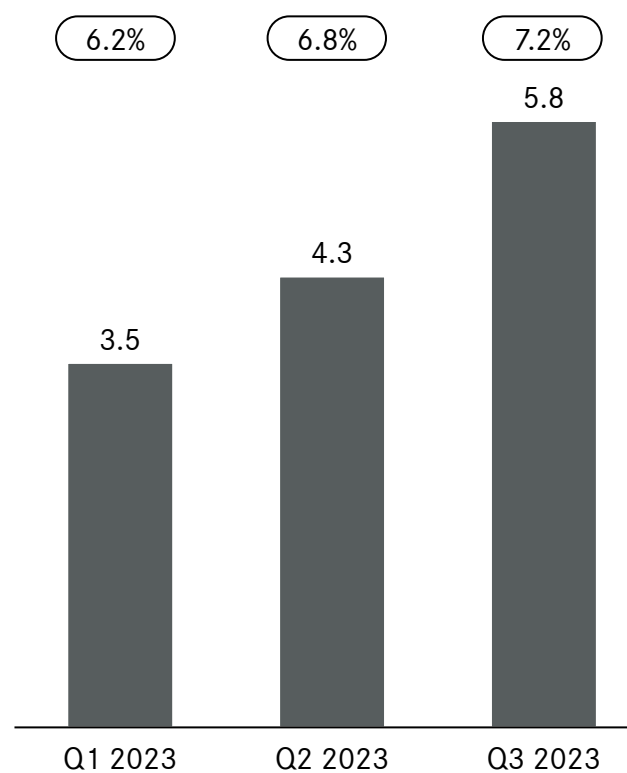
■ E-mobility ■ Classic

Significant quarterly improvement of revenue and profitability

Revenue
in € million

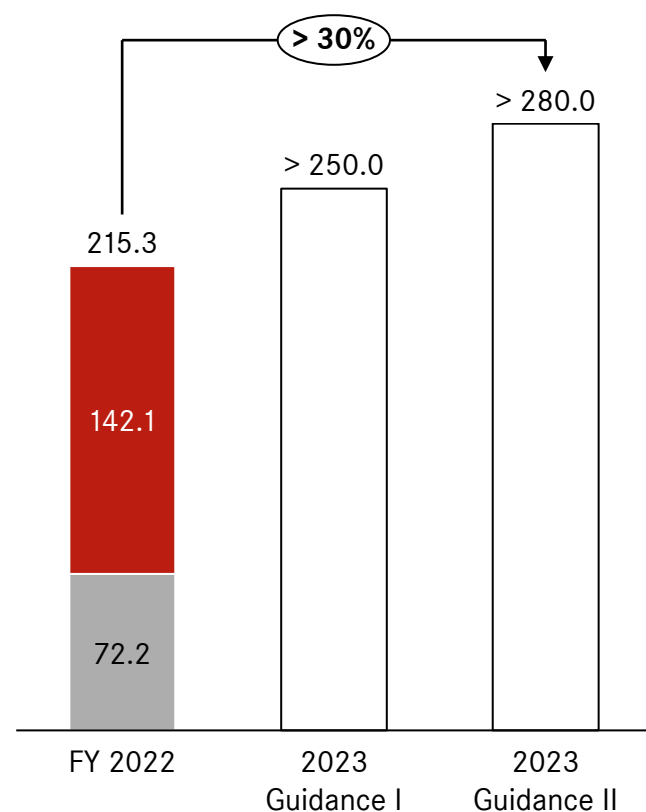


EBITDA
in € million and in % of revenue

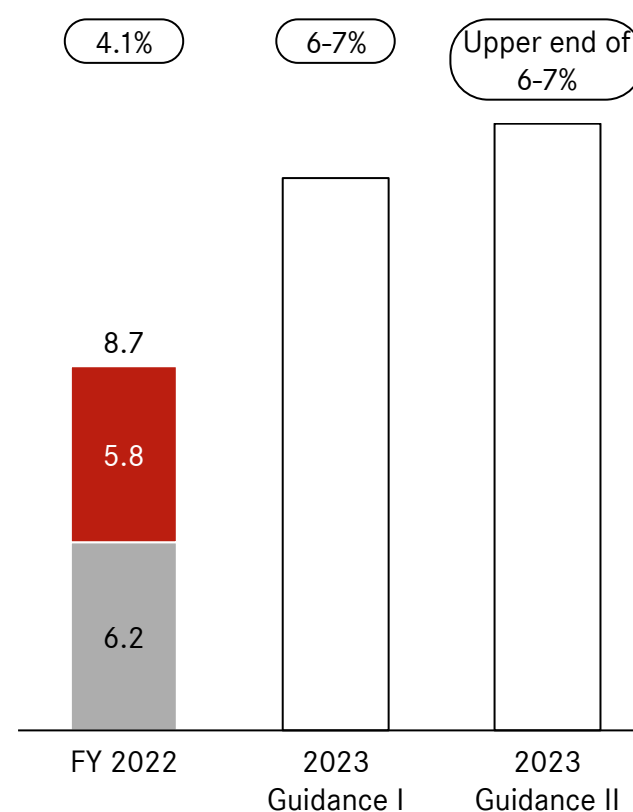


Revenue guidance raised and EBITDA guidance clarified based on successful performance

Revenue in € million



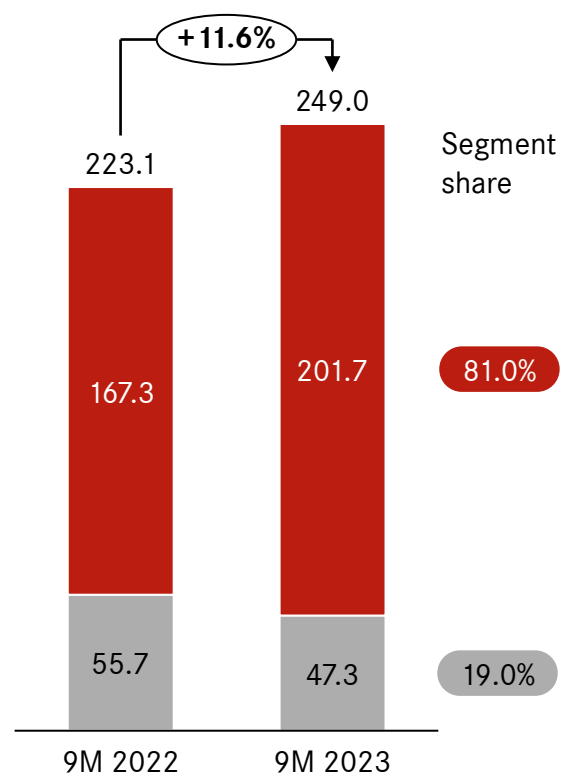
EBITDA in € million and in % of revenue



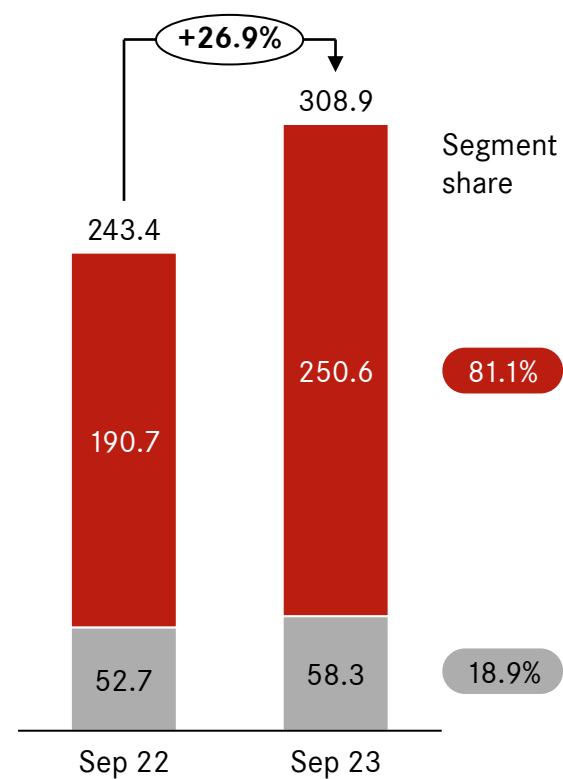
■ E-mobility ■ Classic

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

Order intake
in € million

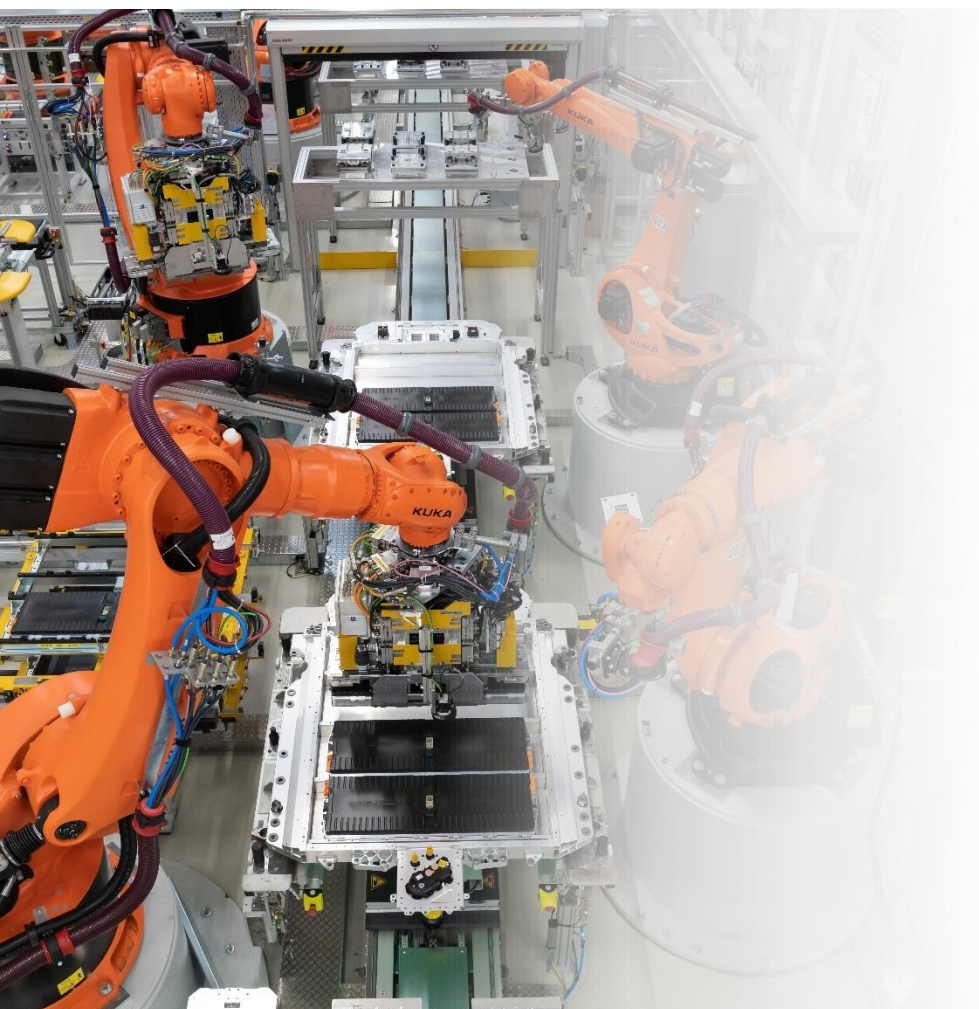


Order backlog
in € million



■ 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



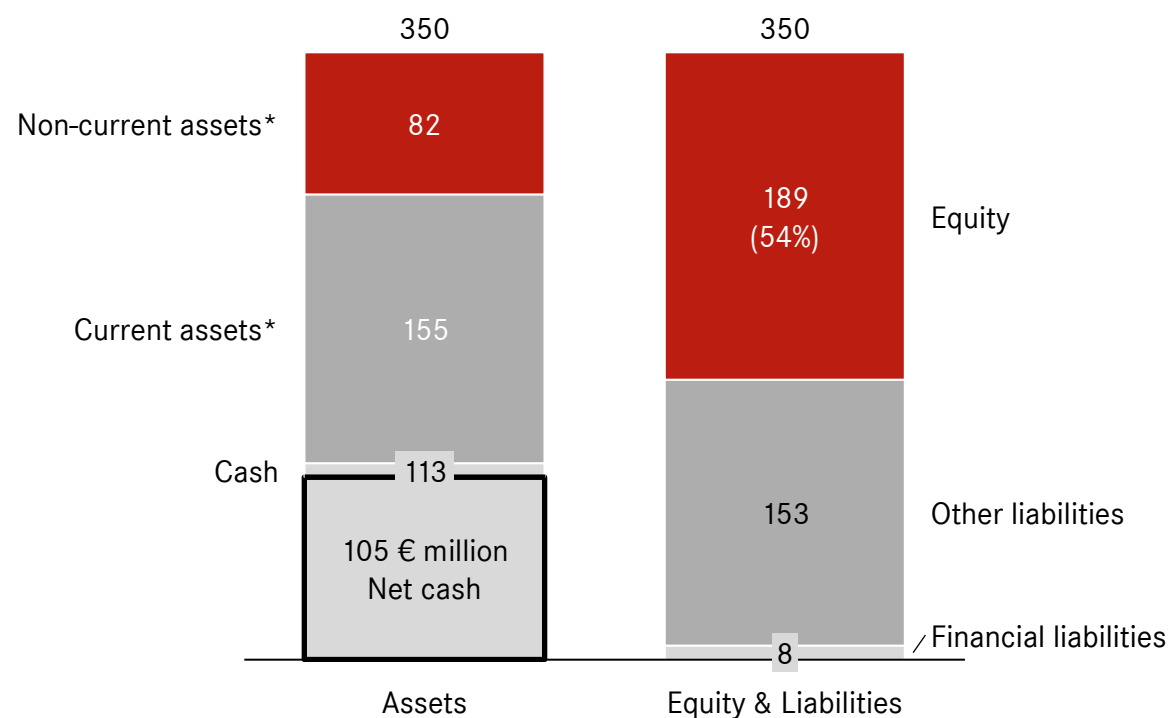
Classic automotive business transformed to only carry a **minor share of orders** related to **combustion engines**



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



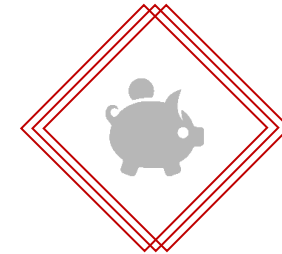
E-mobility driven by willing
consumers and production
capacity expansions



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

we electrify your future

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