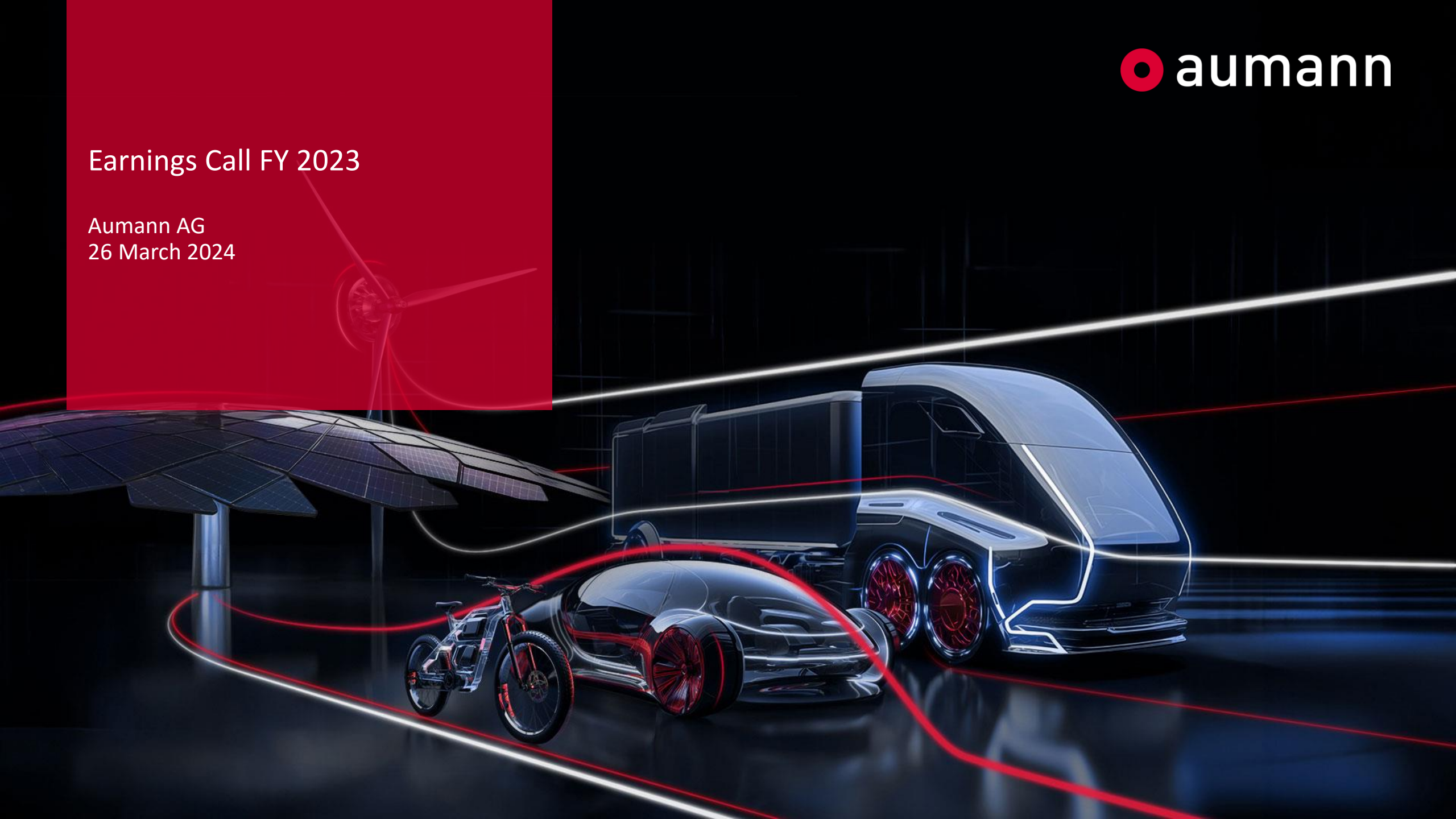


Earnings Call FY 2023

Aumann AG
26 March 2024



Aumann drives the E-mobility transformation

Strategic focus

Fully automated production lines...

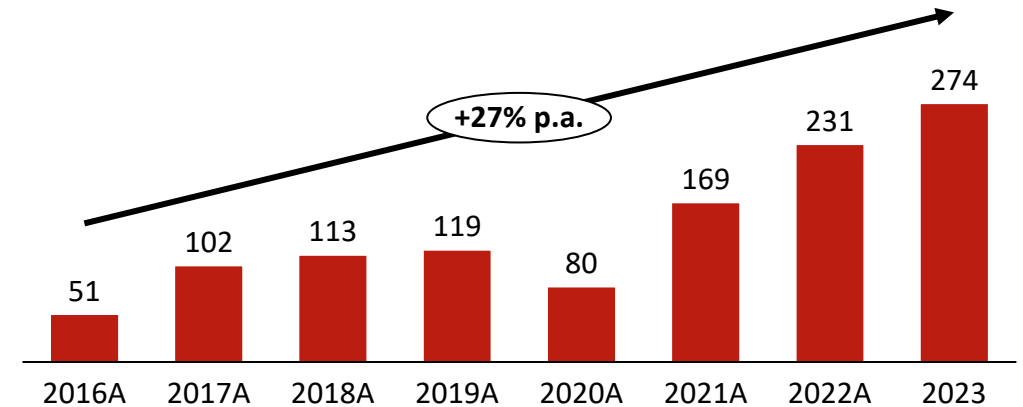


...for the entire range of electromobility

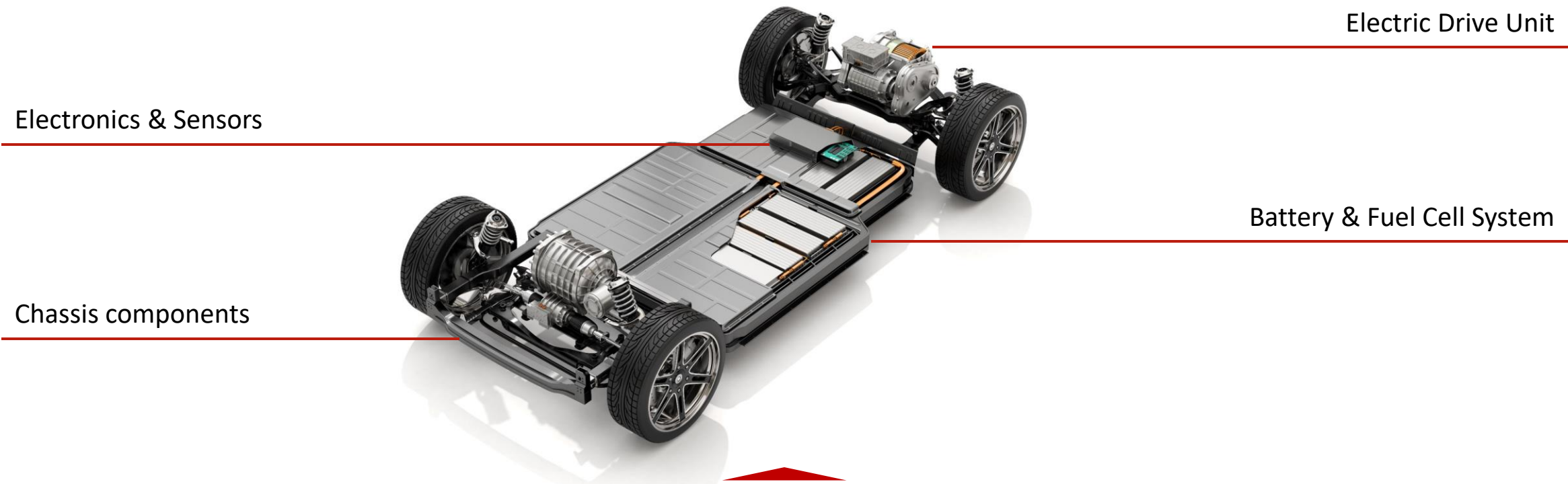
Global customers



Order intake E-mobility*



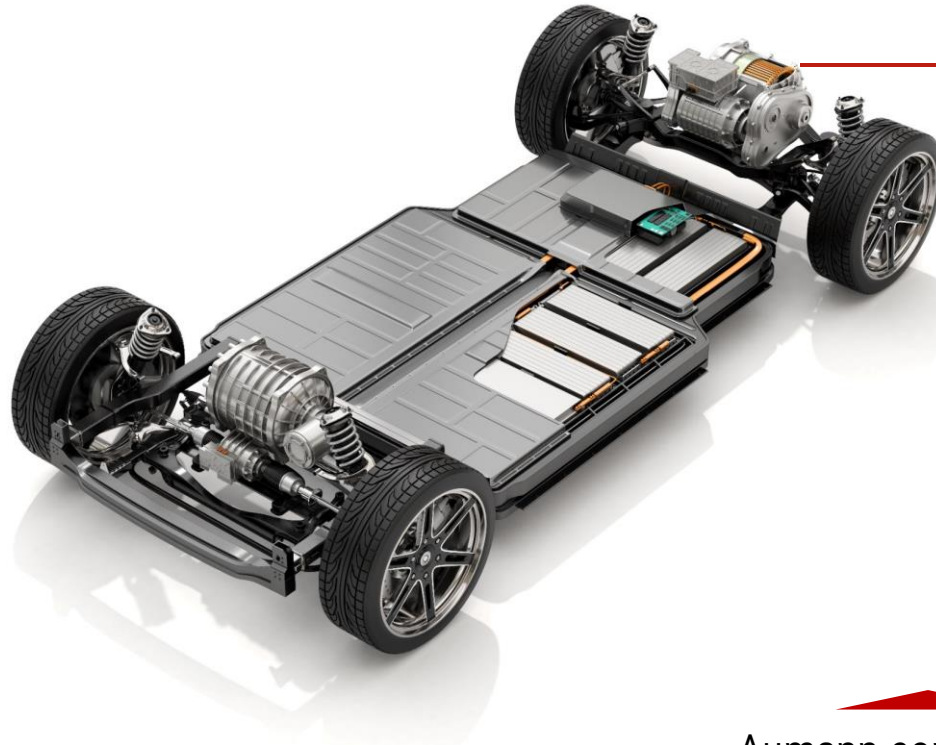
Electromobility comes to life on Aumann's production lines



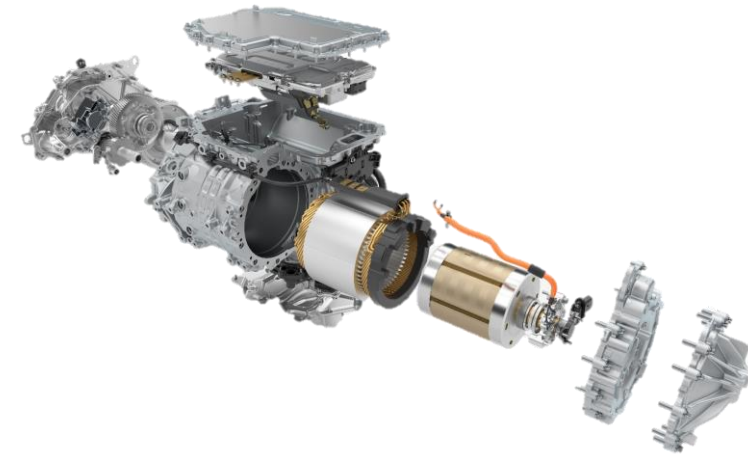
Aumann competences

- NEW
Converting
LACOM
- Assembly
- Winding
- Joining
- Automation
- Measuring
& Testing
- Industry
4.0
- Turnkey
solutions

Electromobility comes to life on Aumann's production lines



Electric Drive Unit



Aumann competences

NEW
Converting
LACOM

Assembly

Winding

Joining

Automation

Measuring
& Testing

Industry
4.0

Turnkey
solutions

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

Electric Drive Unit

Inverter



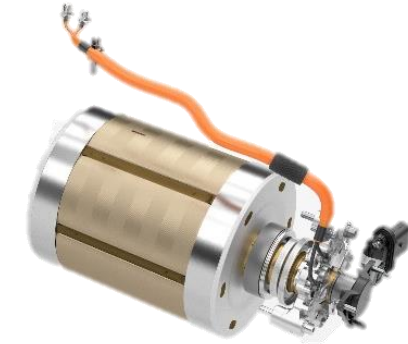
Aummann's **modular production solutions**
ideally suited for inverters

Stator



Aummann masters the **entire production processes** for stators

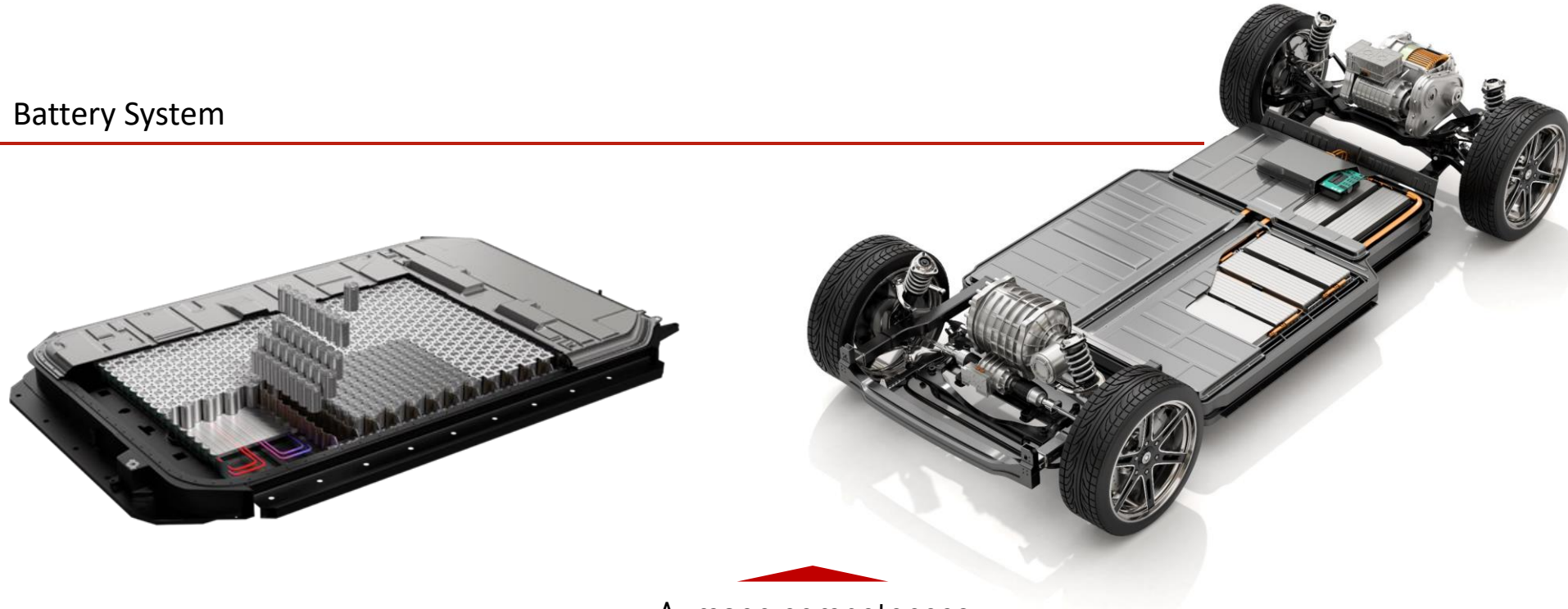
Rotor



Wound rotor gains importance over
permanent magnet rotor

Electromobility comes to life on Aumann's production lines

Battery System



Aumann competences

NEW
Converting
LACOM

Assembly

Winding

Joining

Automation

Measuring
& Testing

Industry
4.0

Turnkey
solutions

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

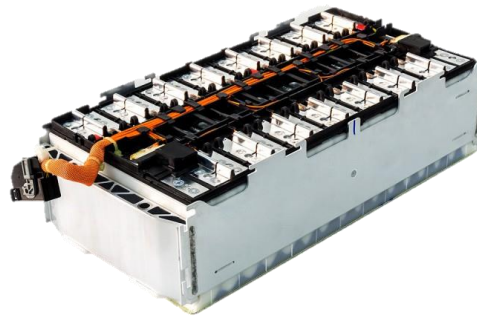
Battery System

Battery Cell



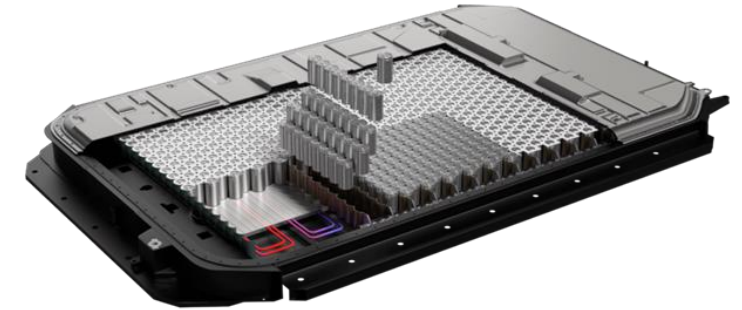
With its **converting technology**, Aumann enters the dynamic field of battery cell production

Battery Module



Accelerating EV adoption drives **demand** for advanced **battery manufacturing solutions**

Battery Pack

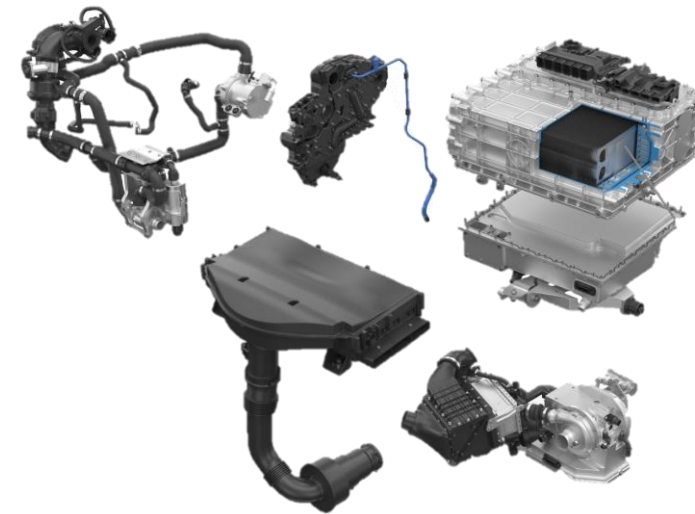


Cell-to-Pack design sets the **highest standards** for production solutions and processes

Electromobility comes to life on Aumann's production lines



Fuel Cell System



Aumann competences

NEW
Converting
LACOM

Assembly

Winding

Joining

Automation

Measuring
& Testing

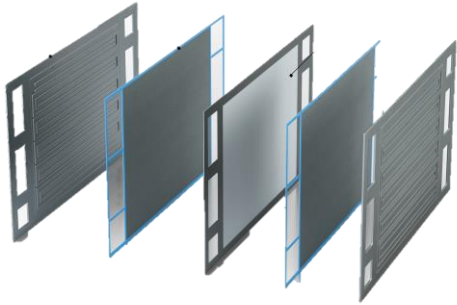
Industry
4.0

Turnkey
solutions

We are a turnkey supplier for fuel cell production solutions

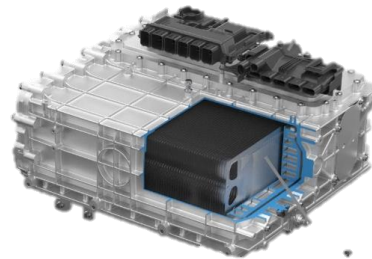
Fuel Cell

MEA | BPP



Aumann masters the **entire production process** for MEA & BPP

Stack



Over 15 years' experience in stacking technology

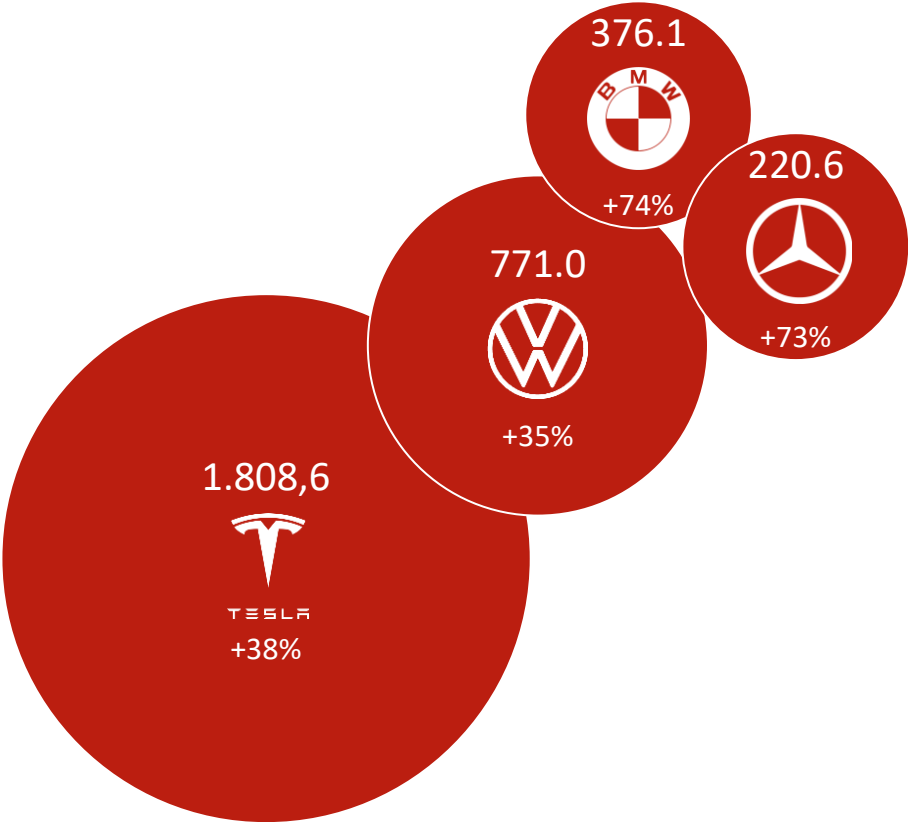
BOP



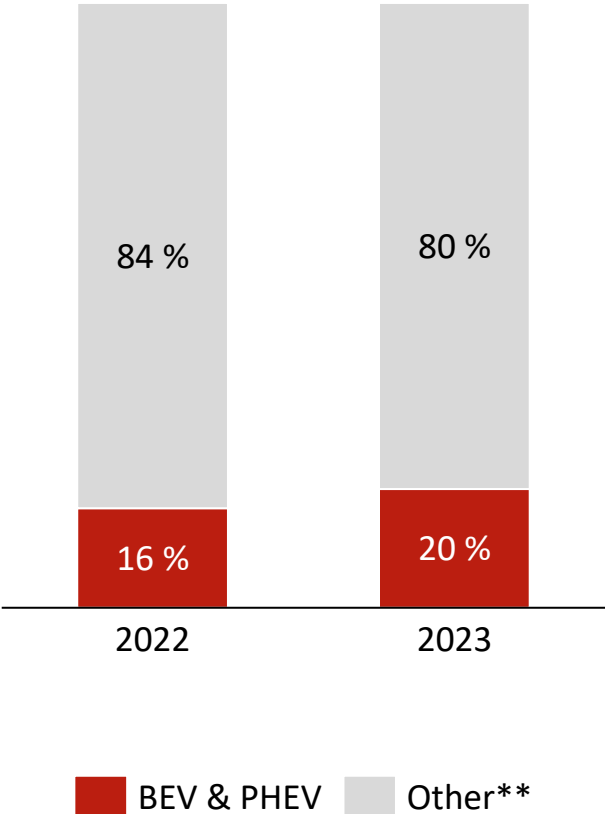
Aumann offers **customized solutions** along the **entire value chain**

OEMs progressing on EV sales targets

BEV sales by OEM in 2023
in thousand units and yoy growth in %



Global E-vehicle market share in 2023*
market share in %



Sources: OEMs, PWC | *WE 5+5, USA, China, India, Australia, Brazil, Indonesia, Japan, Poland, South Korea, Turkey | **ICE, Hybrid

Financial Performance FY 2023

Highlights 2023

Revenue

€ 289.6 m

Growth
+ 34.5% YOY



Order Intake

€ 339.4 m

Growth
+ 14.9% YOY



EBITDA

€ 20.6 m

EBITDA-Margin
7.1%



Liquidity

€ 143.8 m

Growth
+ 19.2% YOY



Order Backlog

€ 303.2 m

Growth
+ 18.2% YOY



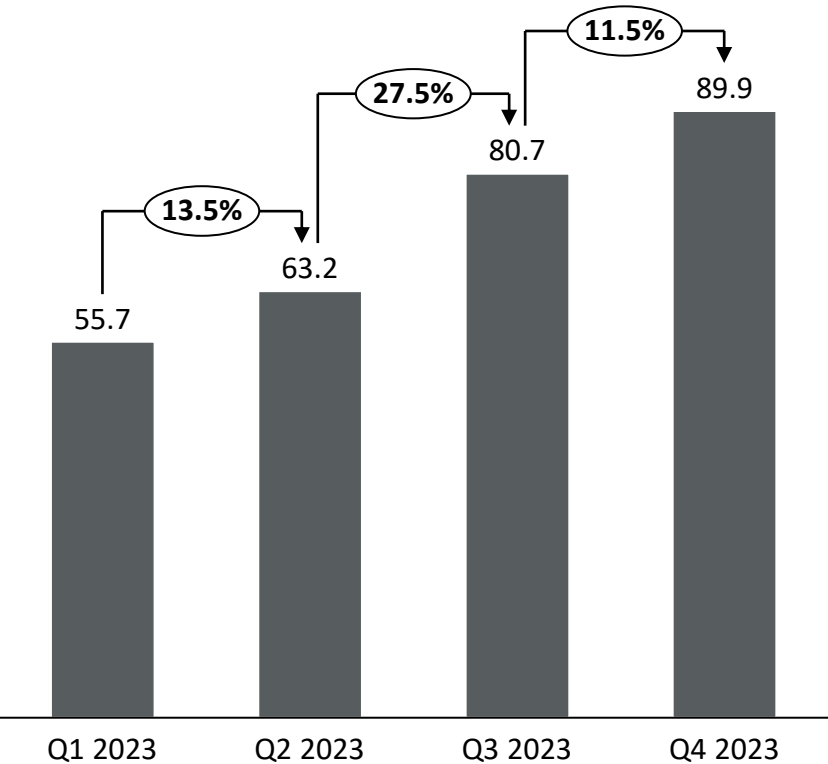
Number of employees
increases to

951

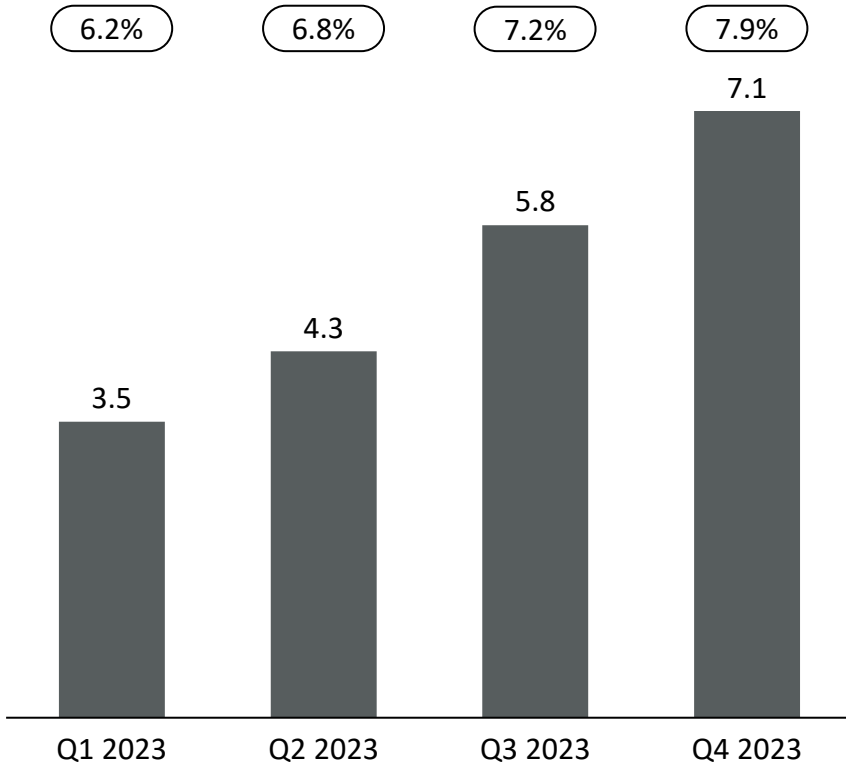
+ 130

Significant quarterly improvement of revenue and profitability

Revenue
in € million

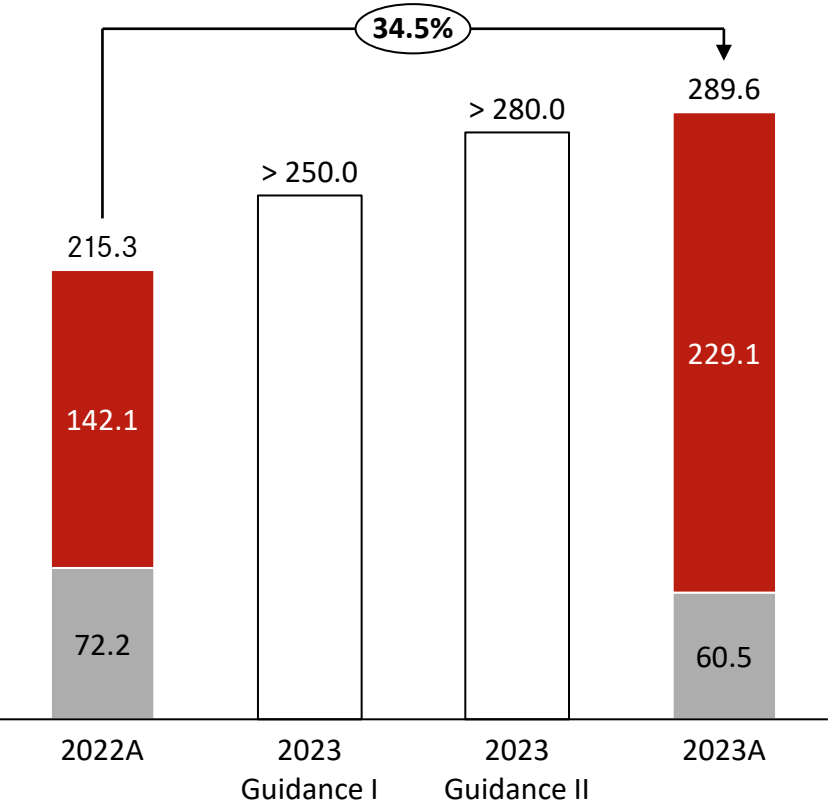


EBITDA
in € million and in % of revenue

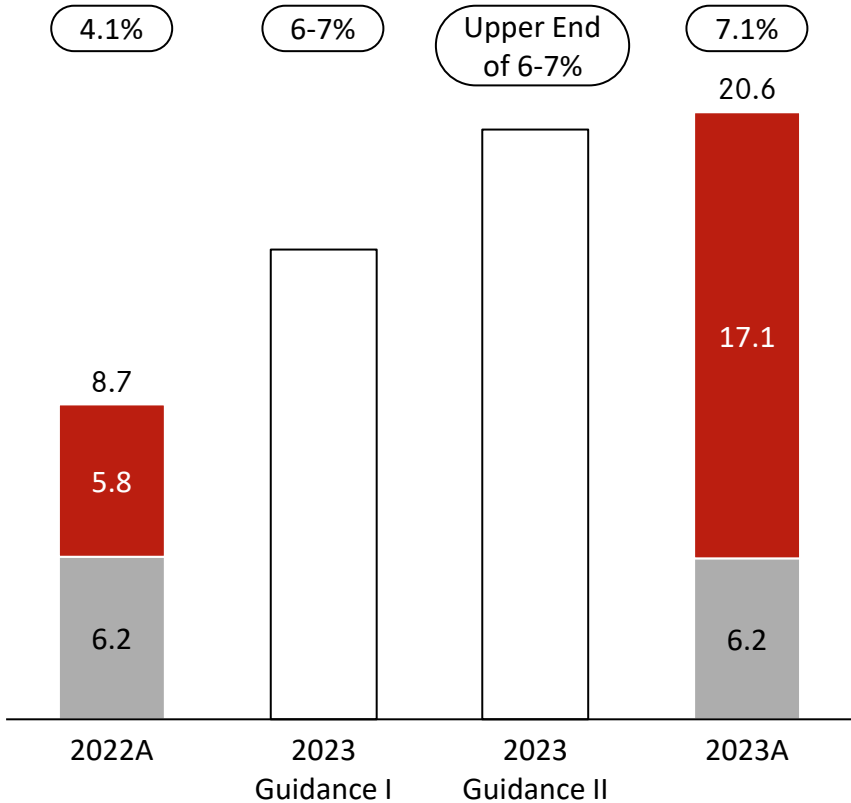


Revenue and EBITDA surpass raised guidance

Revenue
in € million



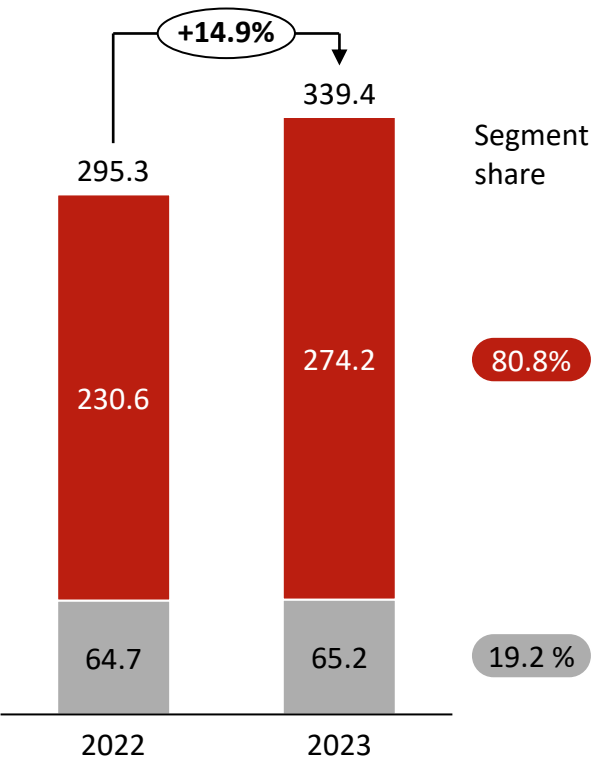
EBITDA
in € million and in % of revenue



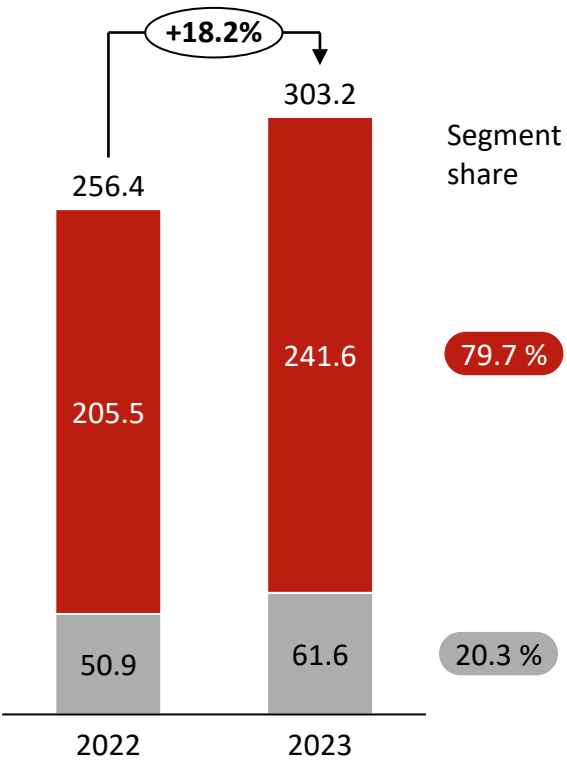
■ E-mobility ■ Classic

Order intake reaches a new record 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	FY 2022	FY 2023
Order intake	230.5	274.2
Order backlog	205.5	241.6
Revenue	142.1	229.1
EBITDA	5.8	17.1



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



Strong growth in **order backlog** (+17.5 % YOY) and revenue (+61.2 % YOY)



EBITDA margin increases by strong 3.4 percentage points to 7.5 %



E-mobility segment remains the clear driver with approximately 80 % of both total order intake and total order backlog

Classic segment stable with a higher share of renewable energies



in € million	FY 2022	FY 2023
Order intake	64.7	65.2
Order backlog	50.9	61.6
Revenue	72.2	60.5
EBITDA	6.2	6.2



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



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



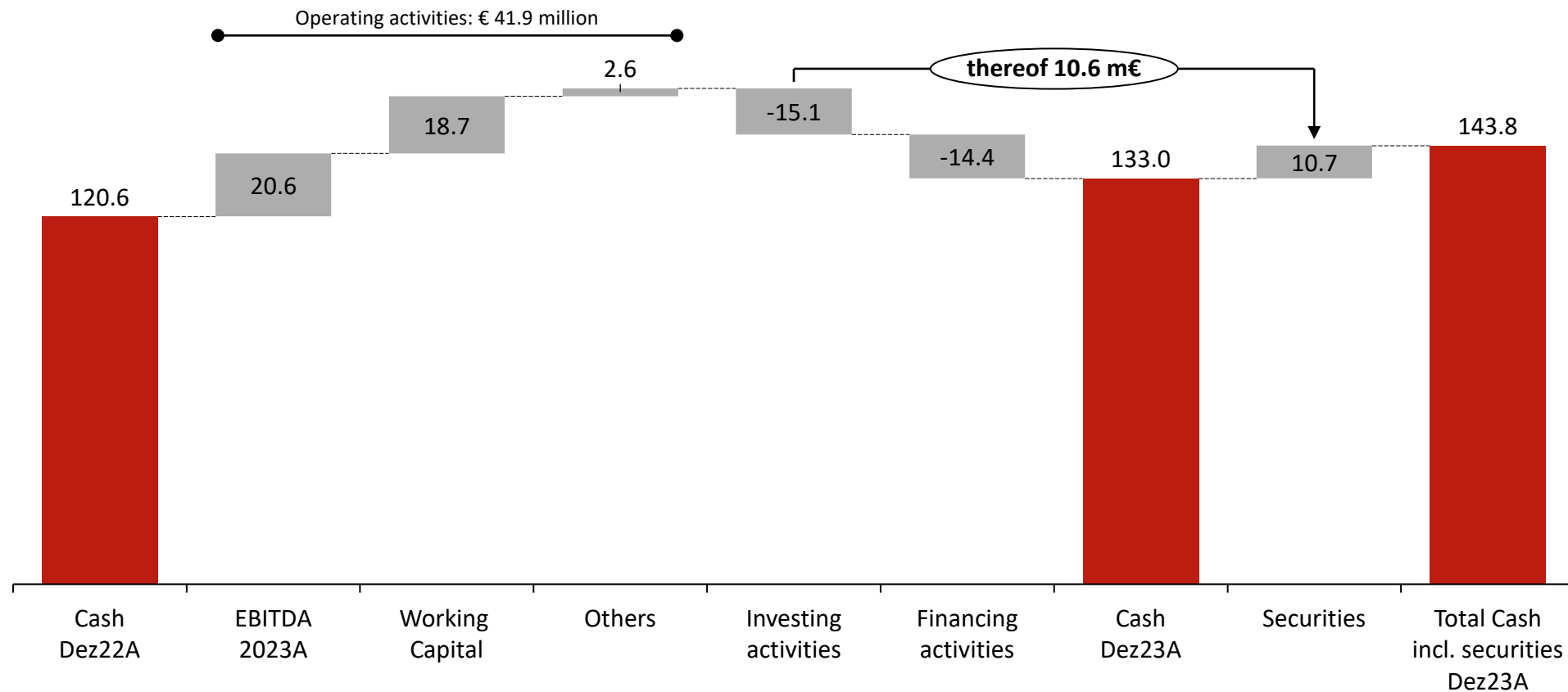
Classic automotive business transformed to only carry a **minor share of orders** related to **combustion engines**



EBITDA margin increases significantly to 10.2 %

Total cash improvement of € 23.2 million despite € 8.9 million share buyback in 2023

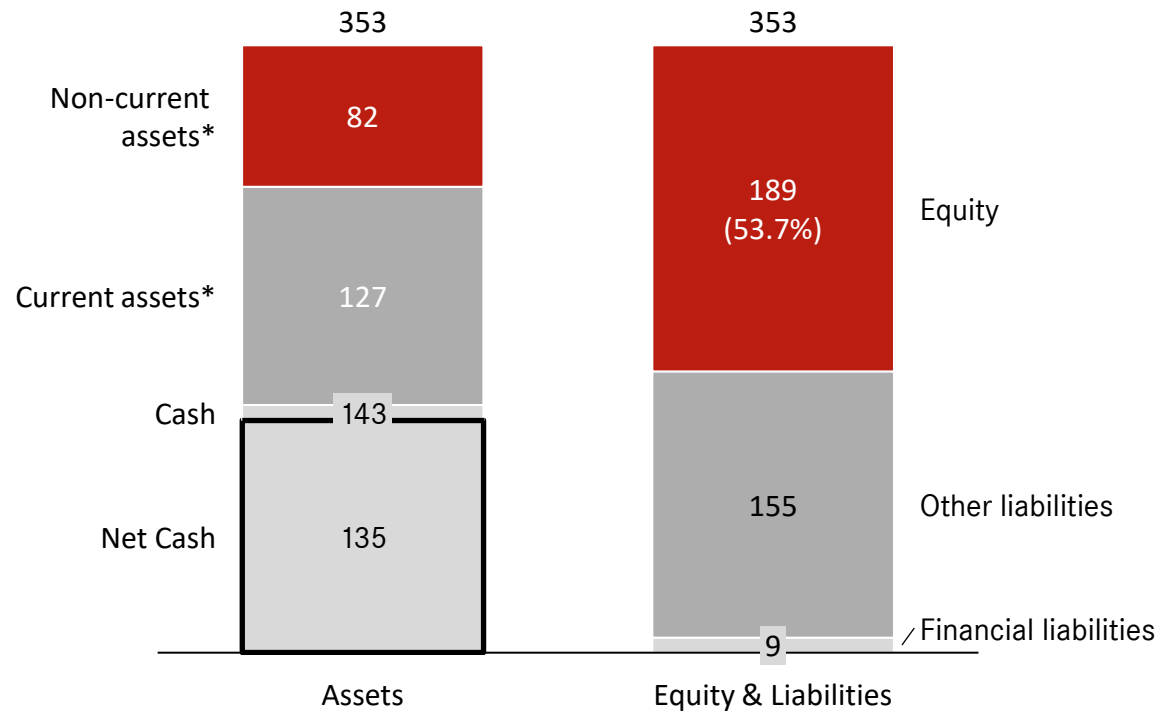
Group Cash Flow in € million



Solid balance sheet enables dividend payment, share buyback and further growth

Balance sheet as of 31 December 2023

in € million



Dividend proposal

€ 0.20

per share and ongoing
share buyback program

53.7 %

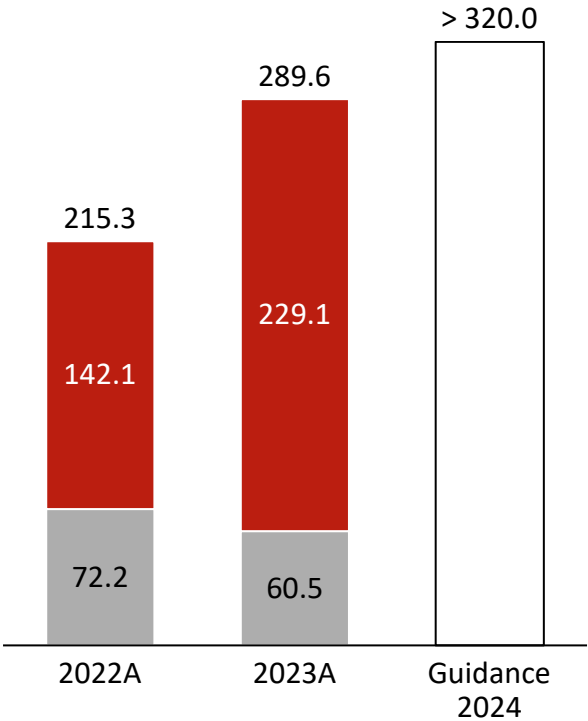
Solid equity ratio

Enables further growth
in revenue and earnings

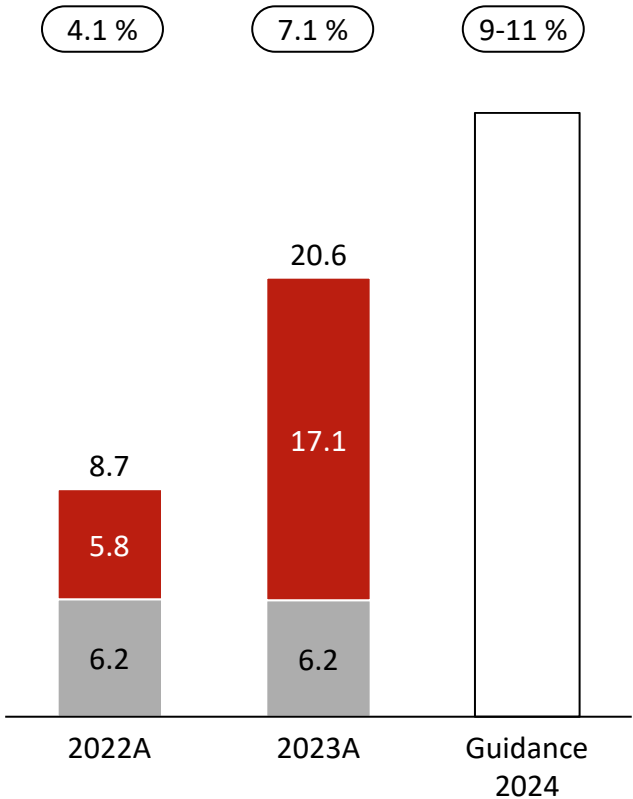
2024

Guidance for 2024 with further revenue growth and substantial margin development

Revenue
in € million



EBITDA
in € million and in % of revenue



■ E-mobility ■ Classic

Turnkey
Production
Solutions



Willing
Consumers &
Expansion



Longterm
Partnerships
& Experience



Great
Liquidity



Skilled
Engineers



Solid
Financials



Profitable
Asset-light
Business model



Financial Calendar 2024

Annual Report 2023 and Earnings Call FY 2023	26 March 2024
METZLER Small Cap Days (Frankfurt)	22 – 24 April 2024
Interim Statement Q1 2024 and Earnings Call Q1 2024	15 May 2024
HAIB Stockpicker Summit (Kitzbühl)	15 – 17 May 2024
Annual General Meeting 2024	18 June 2024
Half-year Financial Report 2024 and Earnings Call H1 2024	14 August 2024
Berenberg/ Goldman Sachs German Corporate Conference (Munich)	23 – 25 September 2024
Interim Statement Q3 2024 and Earnings Call Q3 2024	14 November 2024
German Equity Forum (Frankfurt)	14 November 2024
End of the 2024 Financial Year	31 December 2024

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