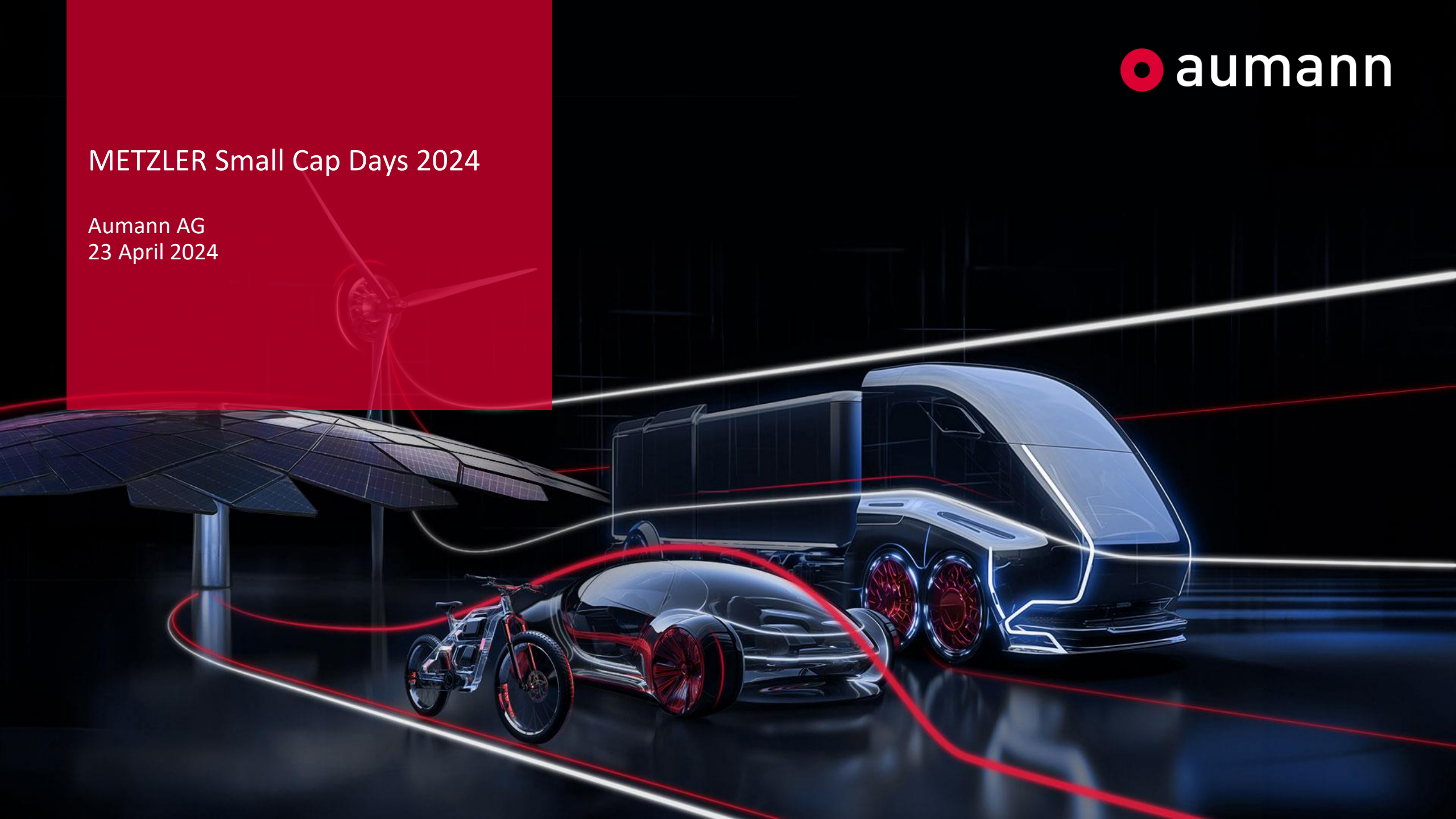


# METZLER Small Cap Days 2024

Aumann AG  
23 April 2024



# Aumann drives the E-mobility transformation

## Strategic focus

Fully automated production lines...

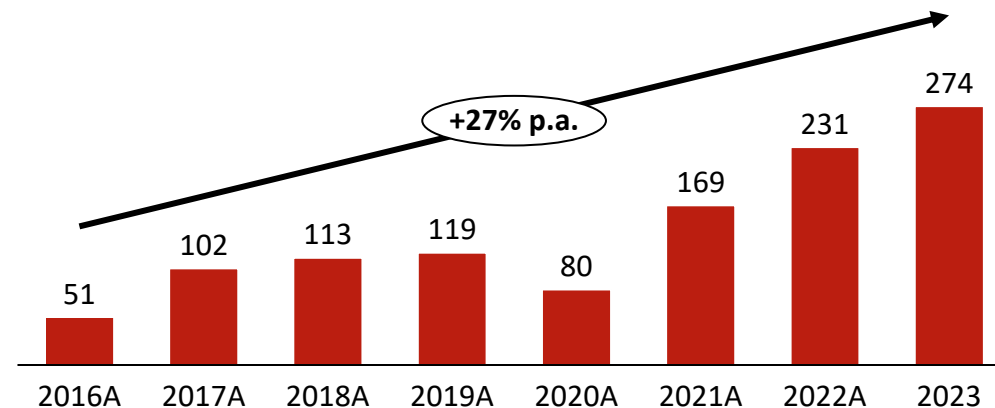


## Global customers



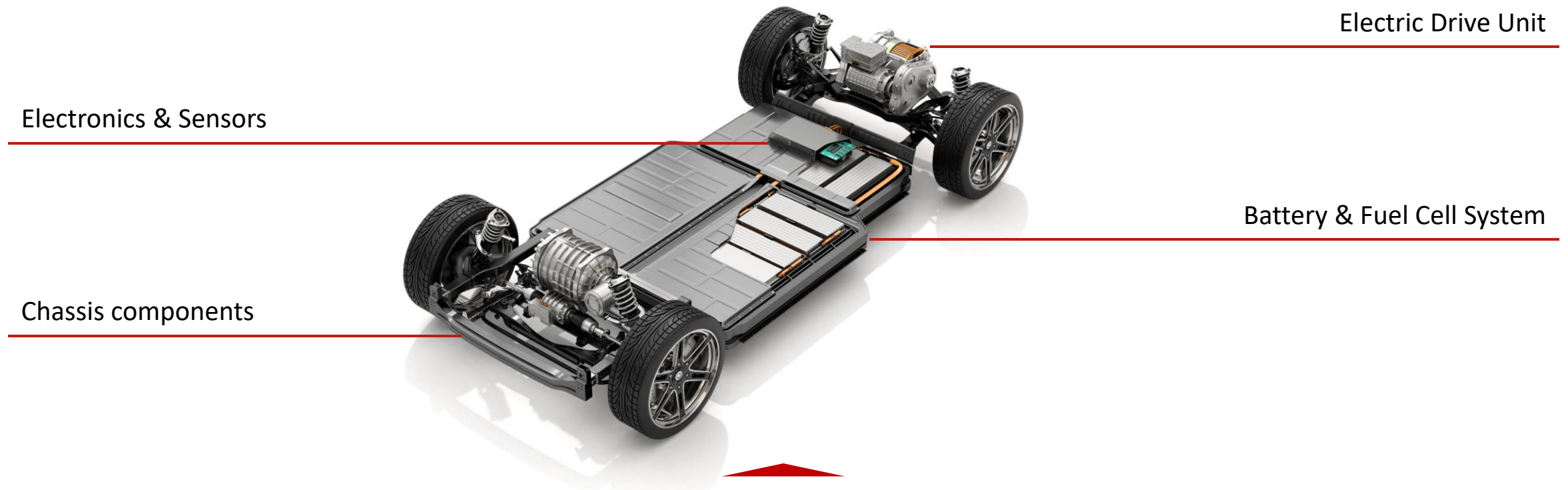
...for the entire range of electromobility

## Order intake E-mobility\*



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

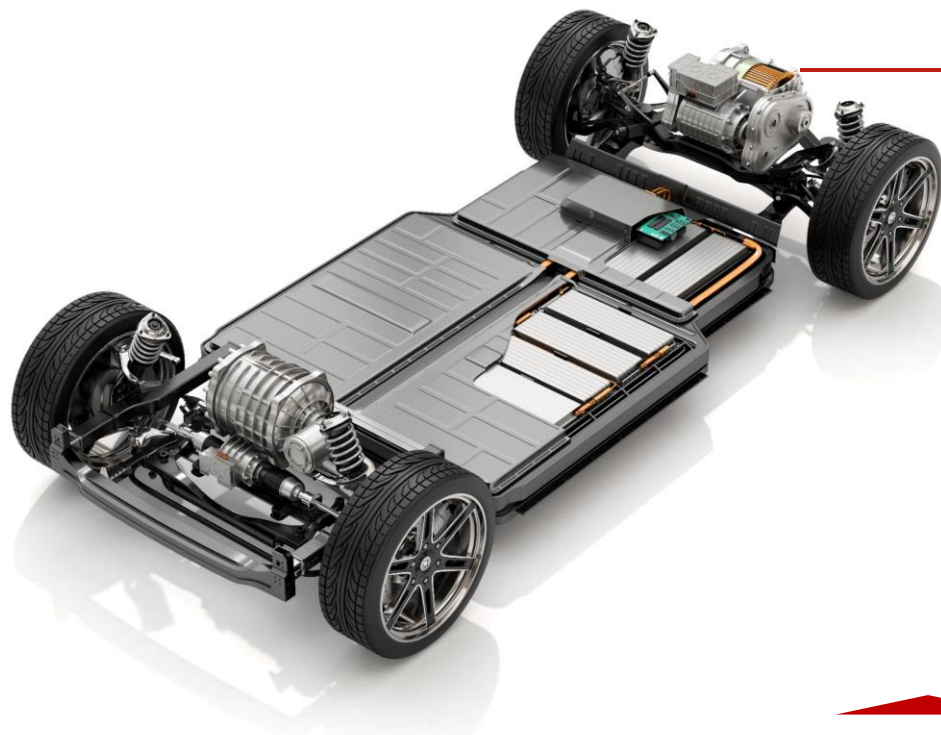
# Electromobility comes to life on Aumann's production lines



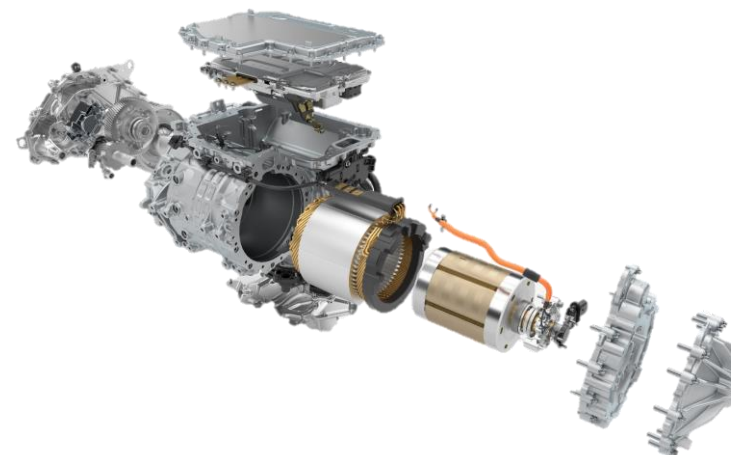
## Aumann competences

- 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



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

Stator



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

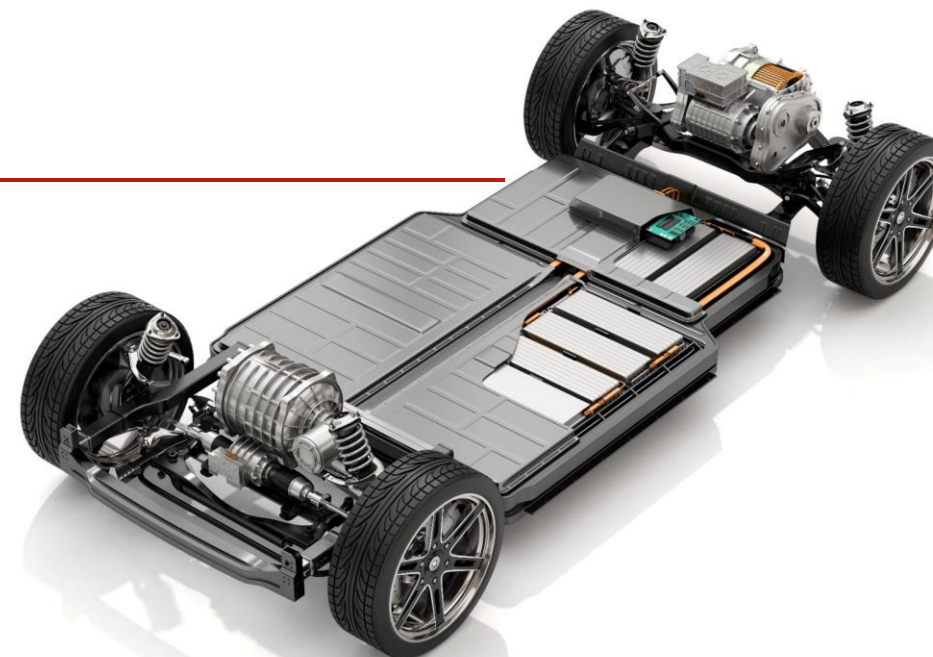
Rotor



**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

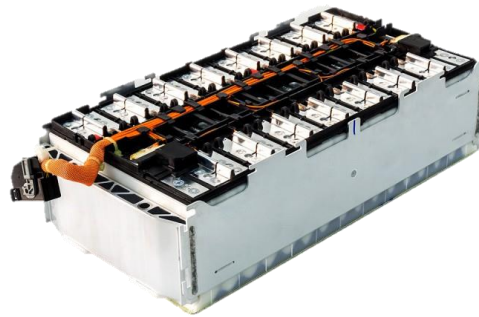
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Battery Cell



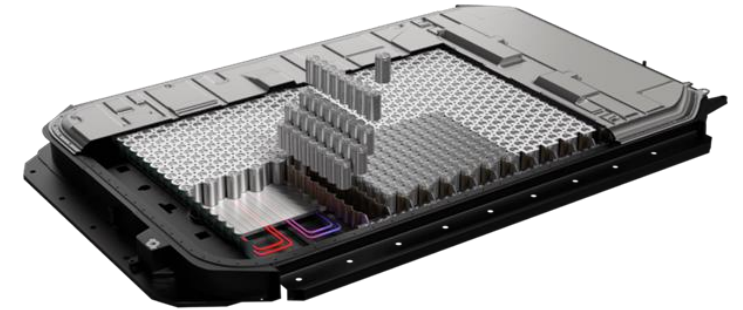
With its **converting technology**, Aumann enters the dynamic field of battery cell production

Battery Module



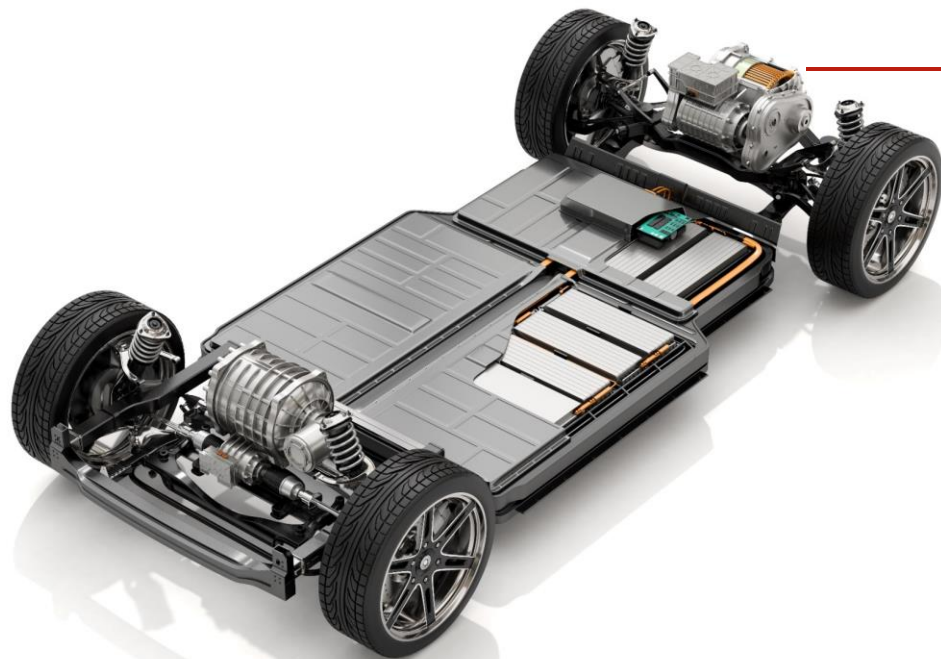
Accelerating EV adoption drives **demand** for advanced **battery manufacturing solutions**

Battery Pack

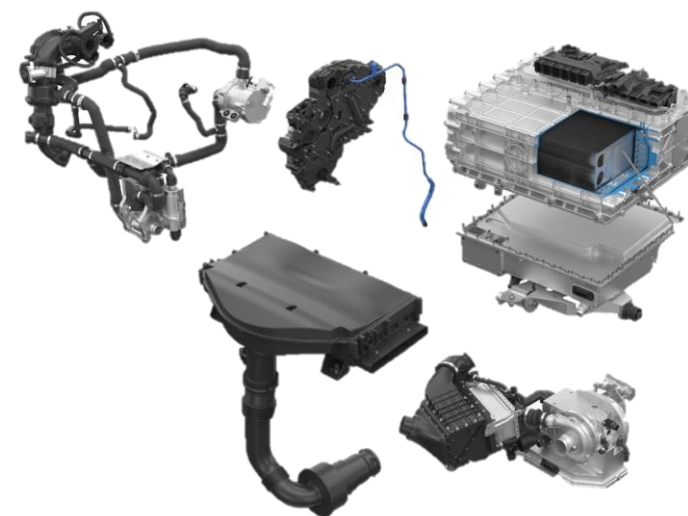


**Cell-to-Pack** design sets the **highest standards** for production solutions and processes

# 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

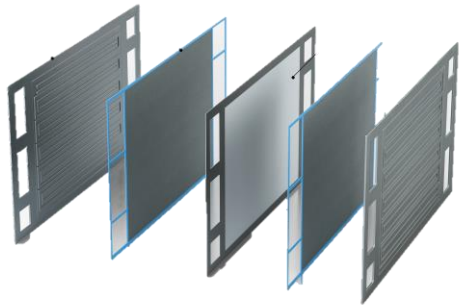


We are a turnkey supplier for fuel cell production solutions

# Fuel Cell

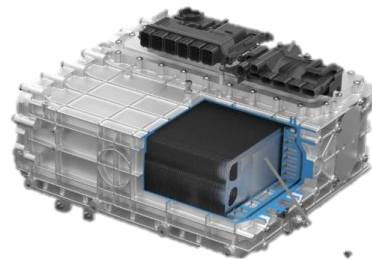
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## MEA | BPP



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

## Stack



**Over 15 years' experience** in stacking technology

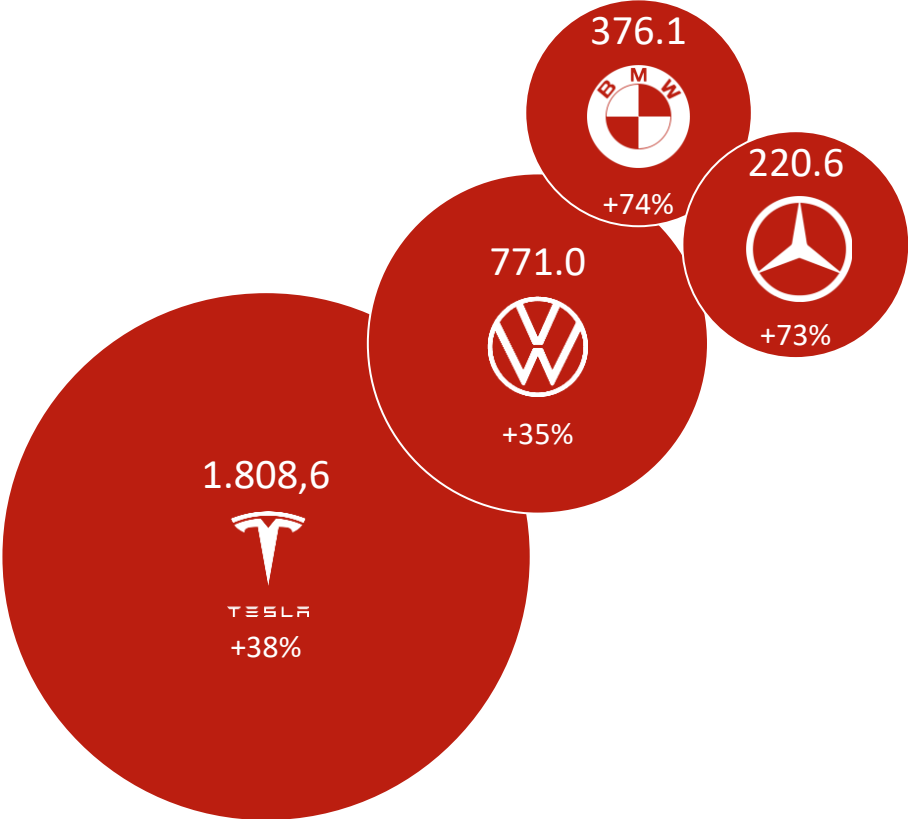
## BOP



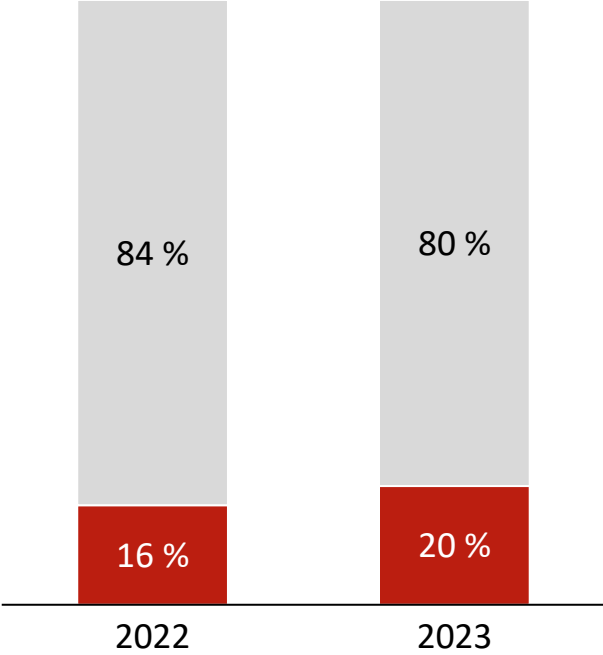
Aumann offers **customized solutions** along the **entire value chain**

# 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 %



BEV & PHEV Other\*\*

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

The background is a dark blue gradient with several thin, flowing, wavy lines in shades of red and white that sweep across the page from the bottom left towards the top right.

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



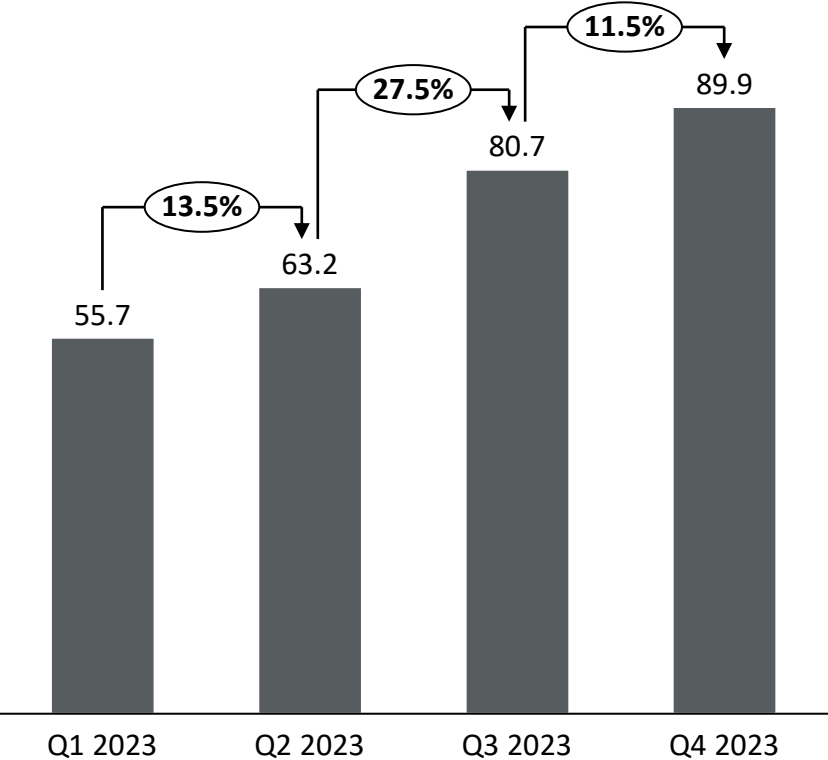
Number of employees  
increases to

**951**

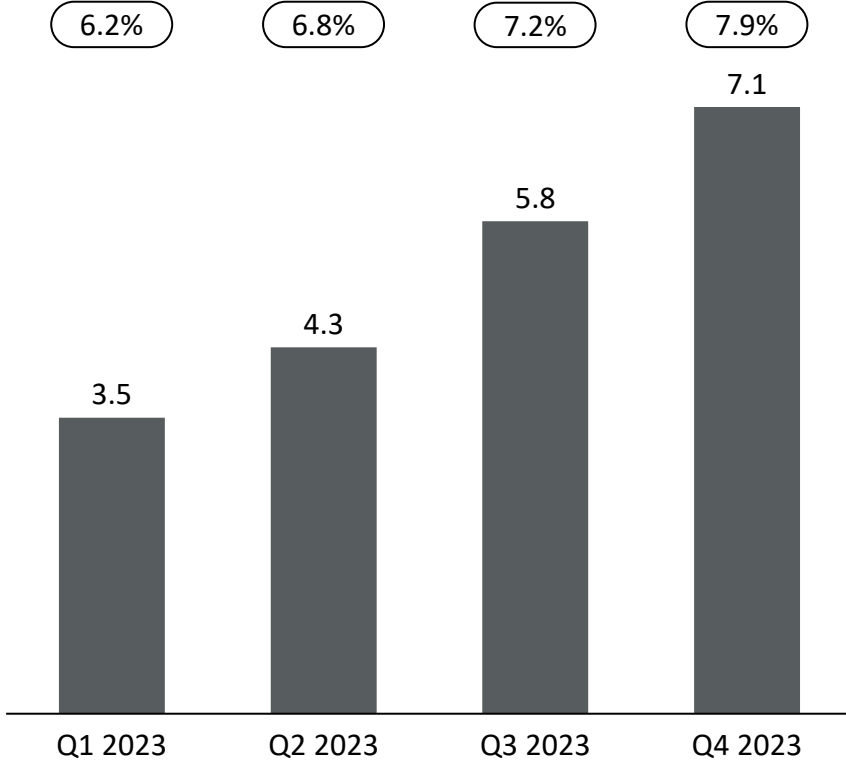
+ 130

# Significant quarterly improvement of revenue and profitability

Revenue  
in € million

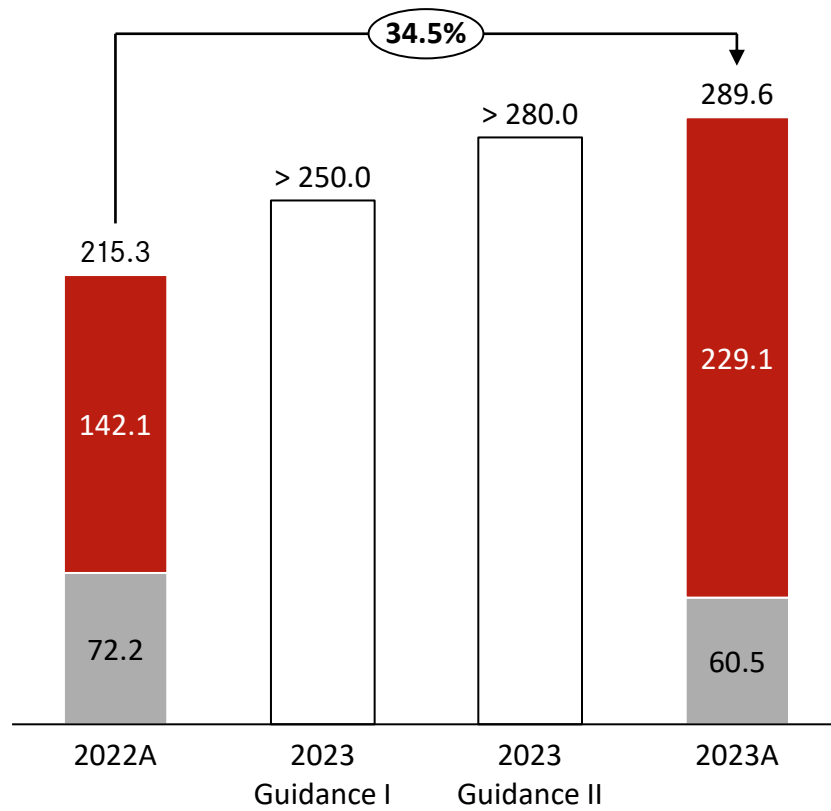


EBITDA  
in € million and in % of revenue

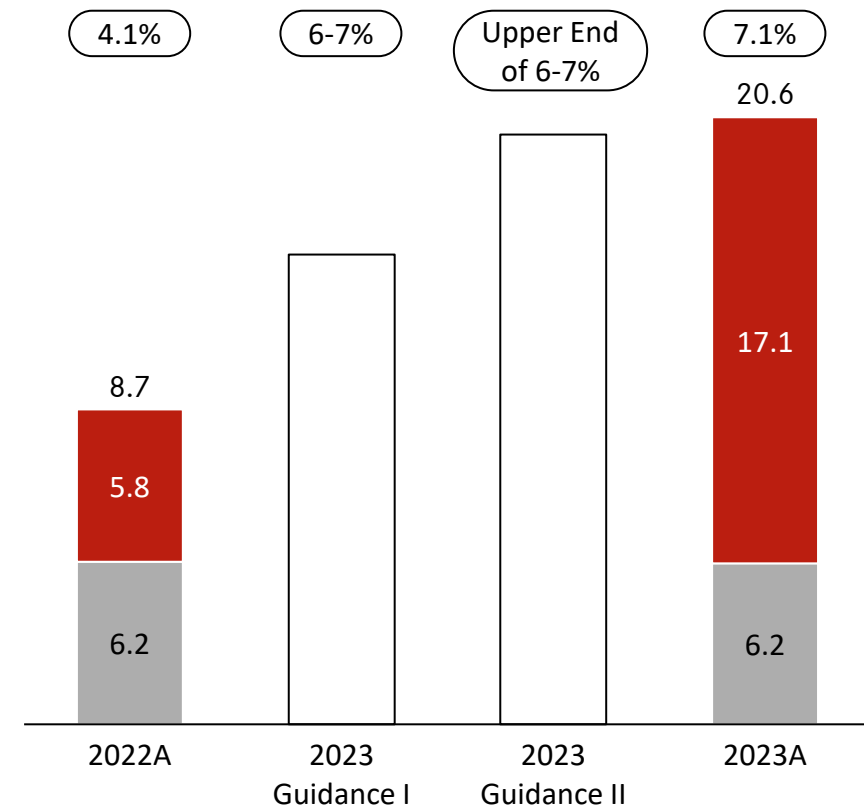


# Revenue and EBITDA surpass raised guidance

Revenue  
in € million



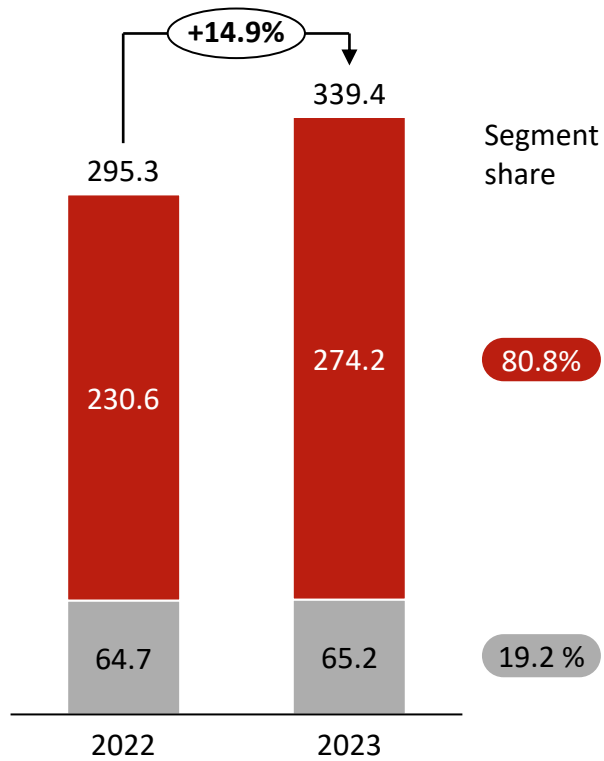
EBITDA  
in € million and in % of revenue



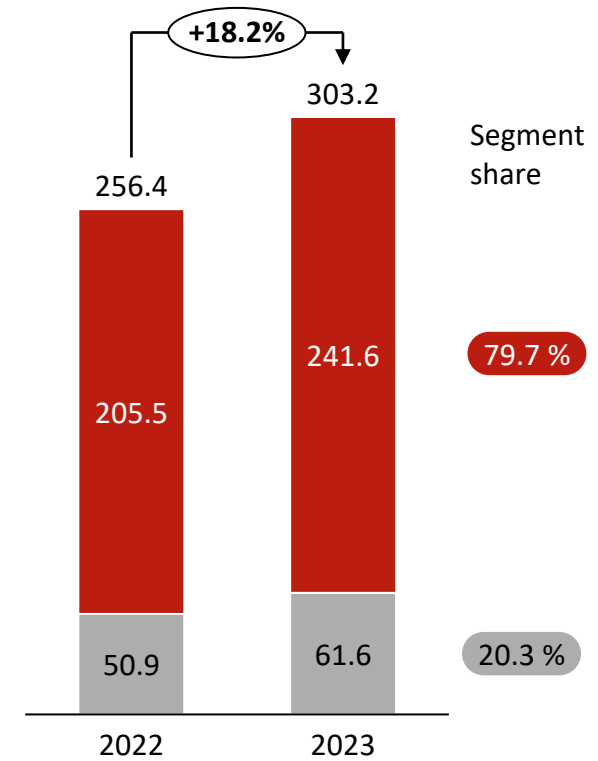
■ E-mobility ■ Classic

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



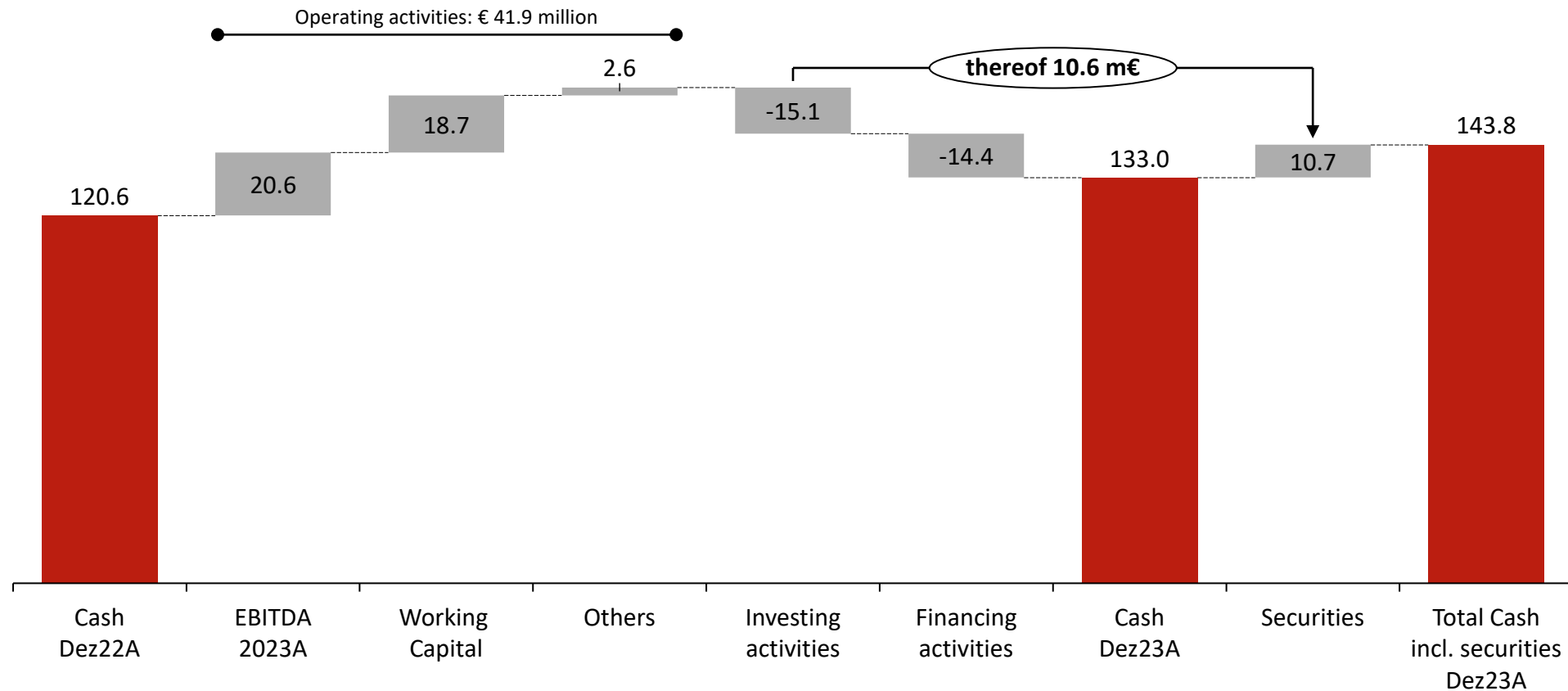
Classic automotive business transformed to only carry a **minor share of orders** related to **combustion engines**



**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

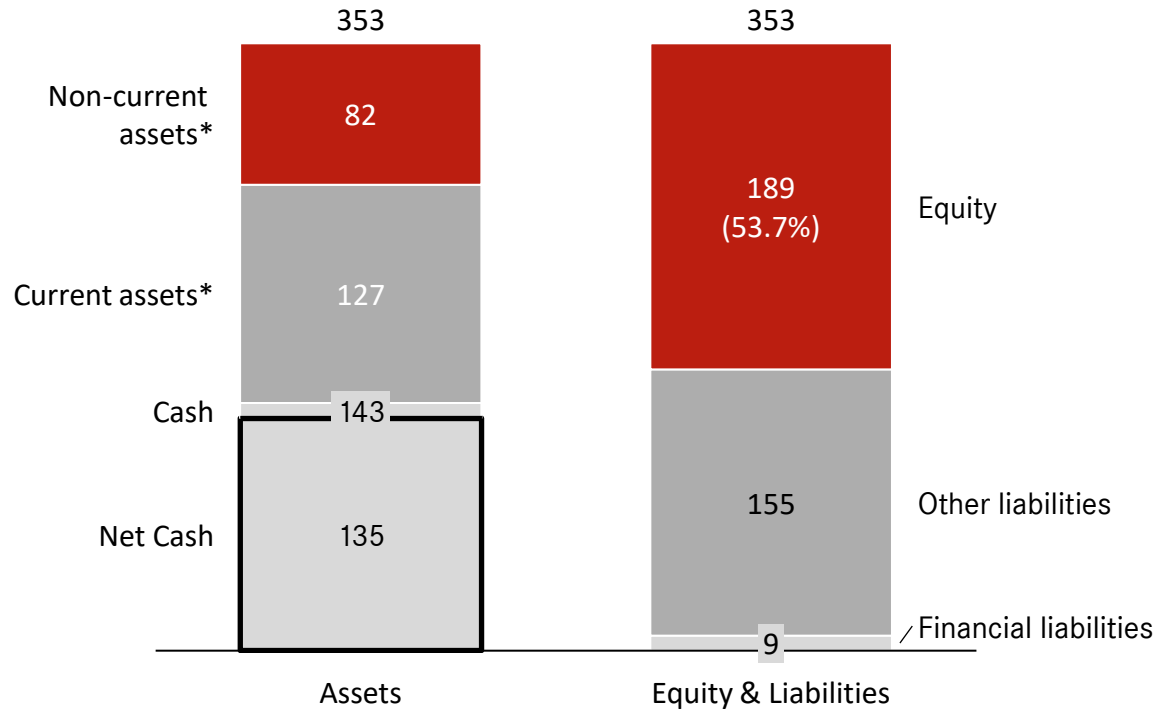


\* incl. effects of changes in foreign exchange rates

# 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

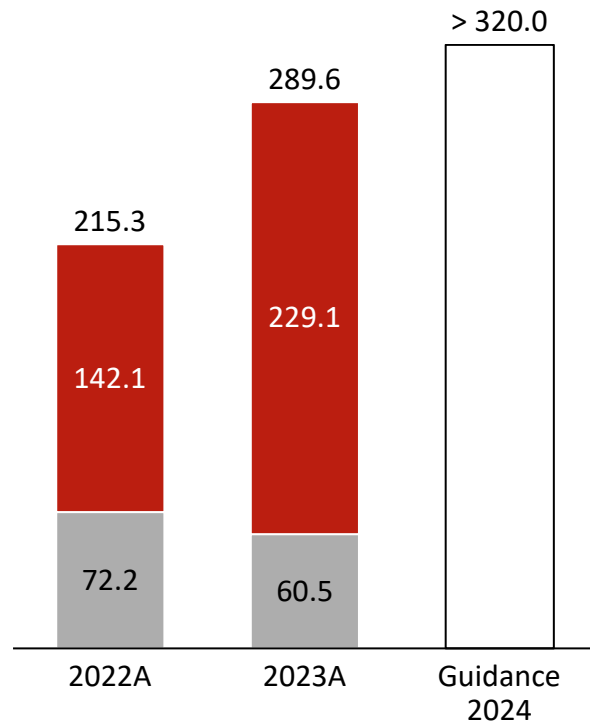
**53.7 %**  
 Solid equity ratio

Enables further growth  
 in revenue and earnings

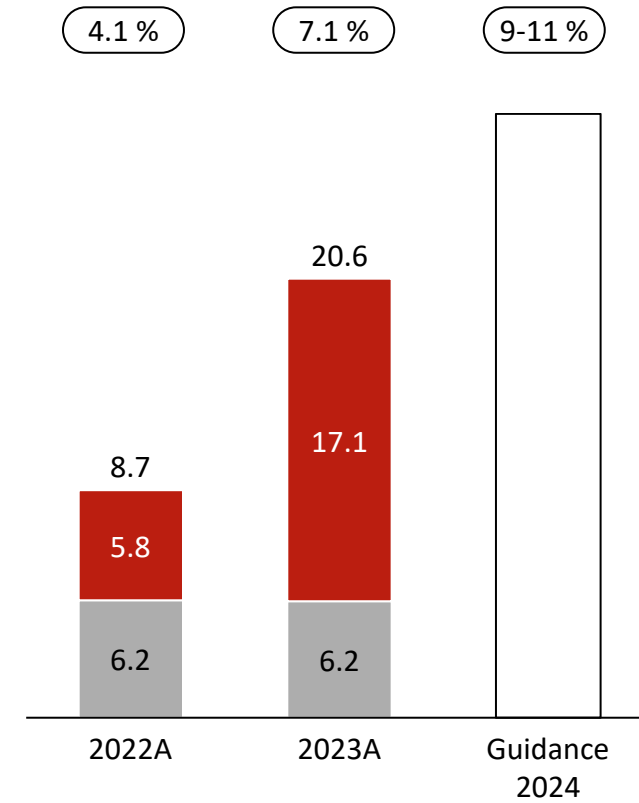
**2024**

# 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 (Kitzbühel)	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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