

## Earnings Call 3M 2024

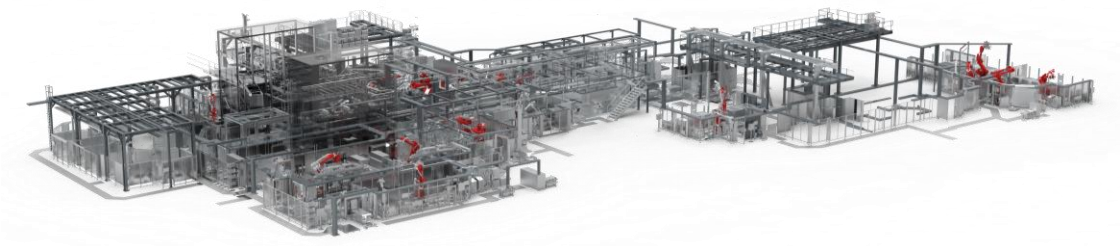
Aumann AG  
15 May 2024



# Aumann drives the E-mobility transformation

## Strategic focus

Fully automated production lines...

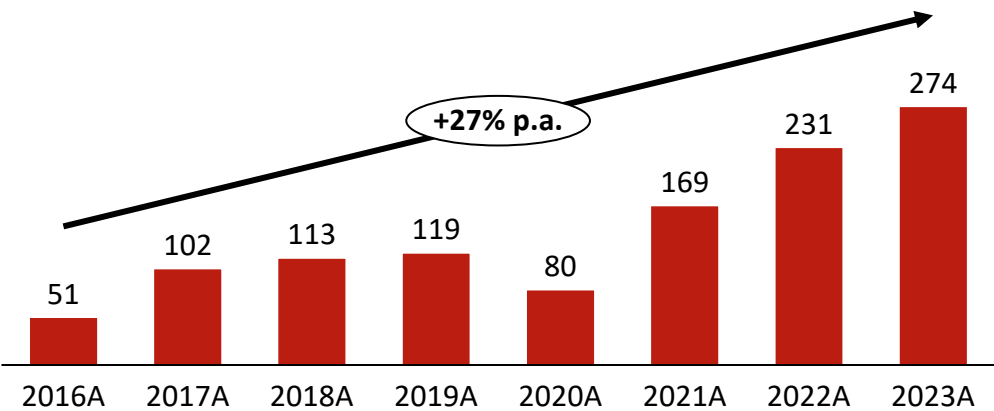


...for the entire range of electromobility

## Global customers

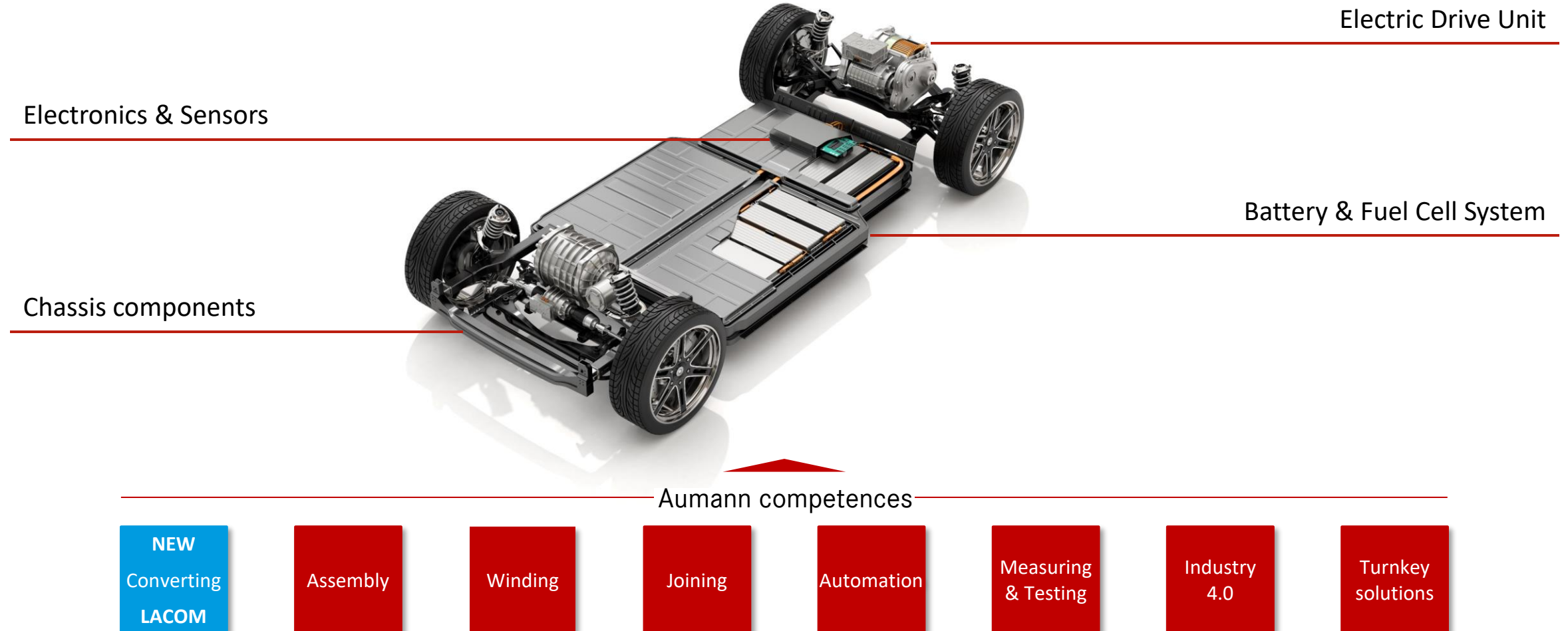


## Order intake E-mobility\*

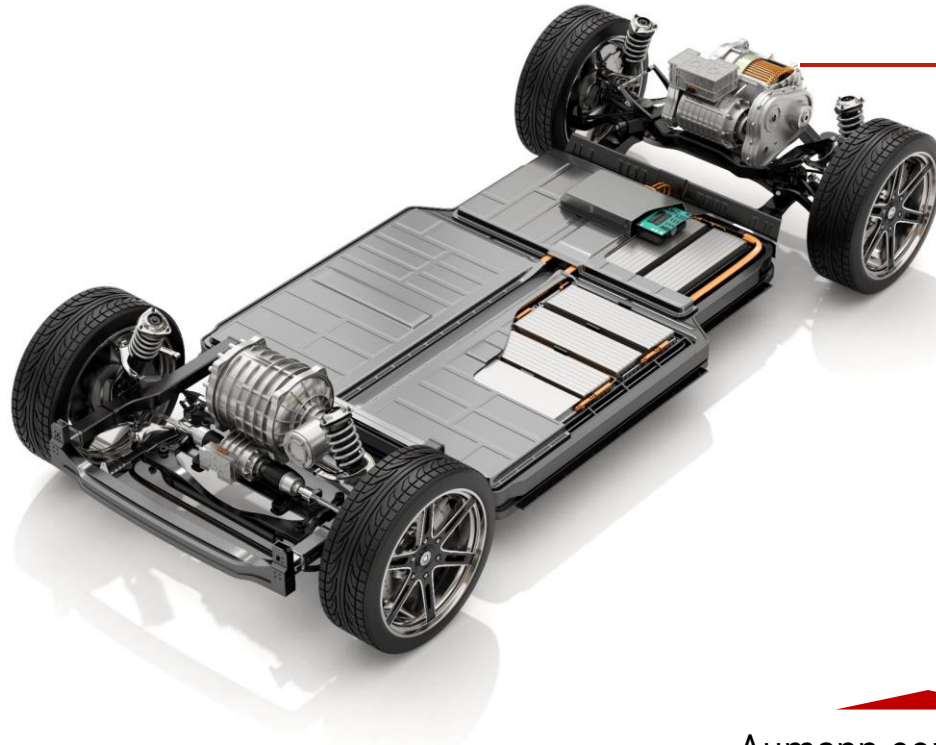


\* Order intake in the E-mobility segment in € million and CAGR in %

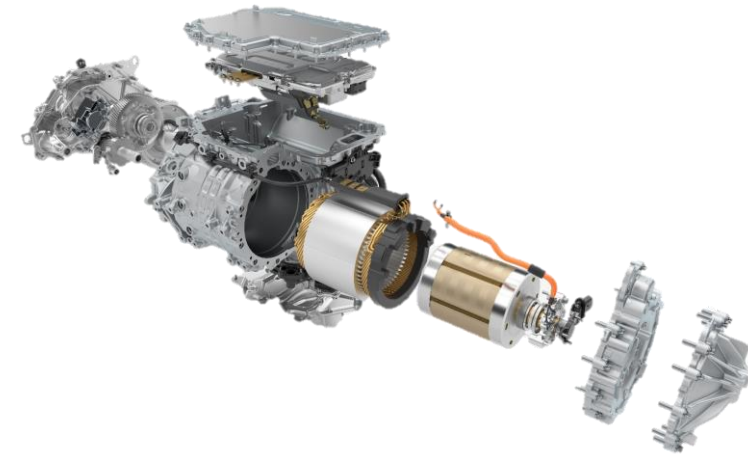
## Electromobility comes to life on Aumann's production lines



# 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

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Inverter



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

Stator



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

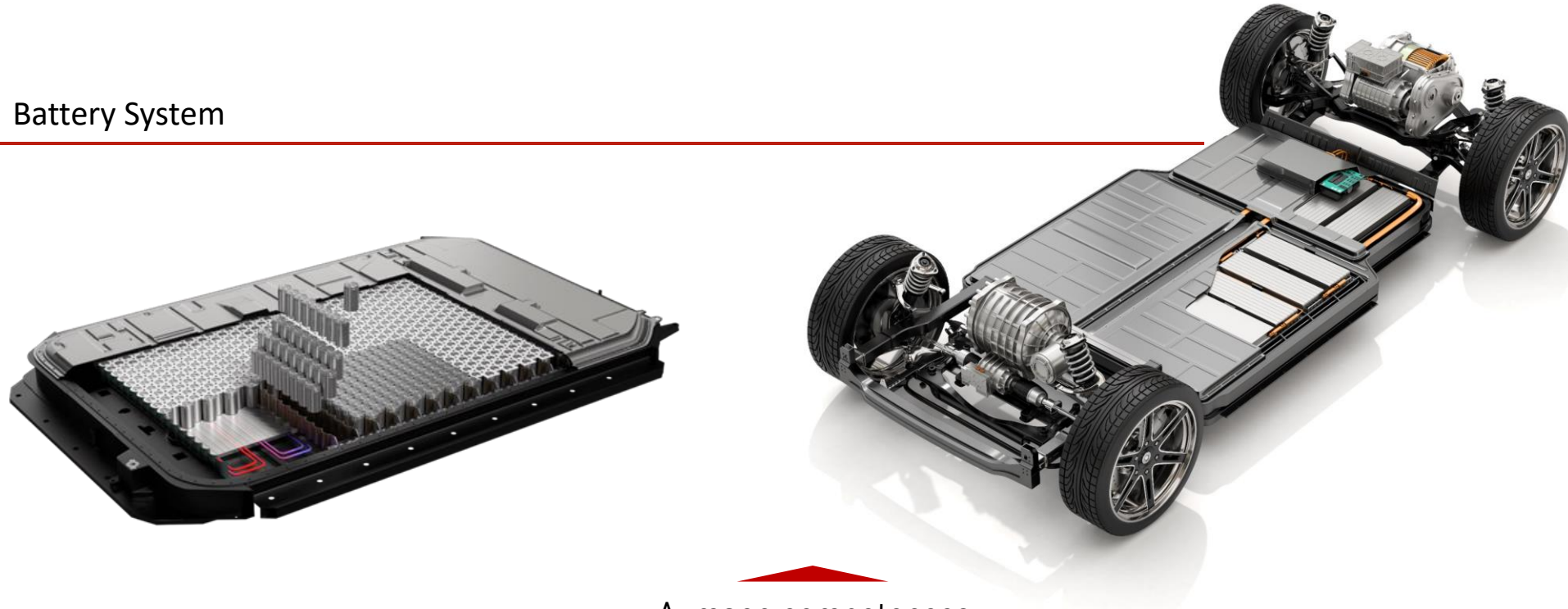
Rotor



**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

We are a pioneer for the production process of battery systems

## Battery System

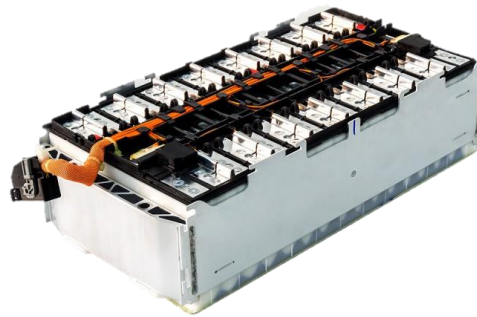
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Battery Cell



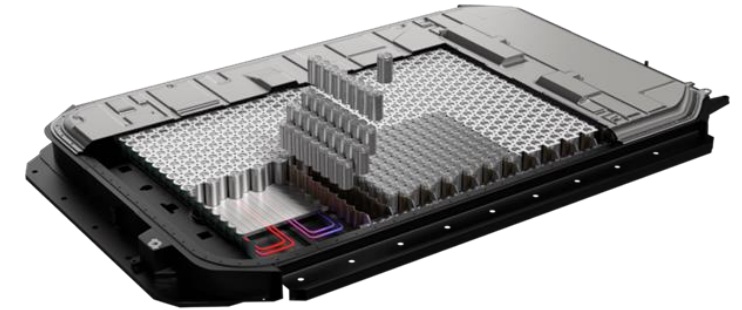
With its **converting technology**, Aumann enters the dynamic field of battery cell production

Battery Module



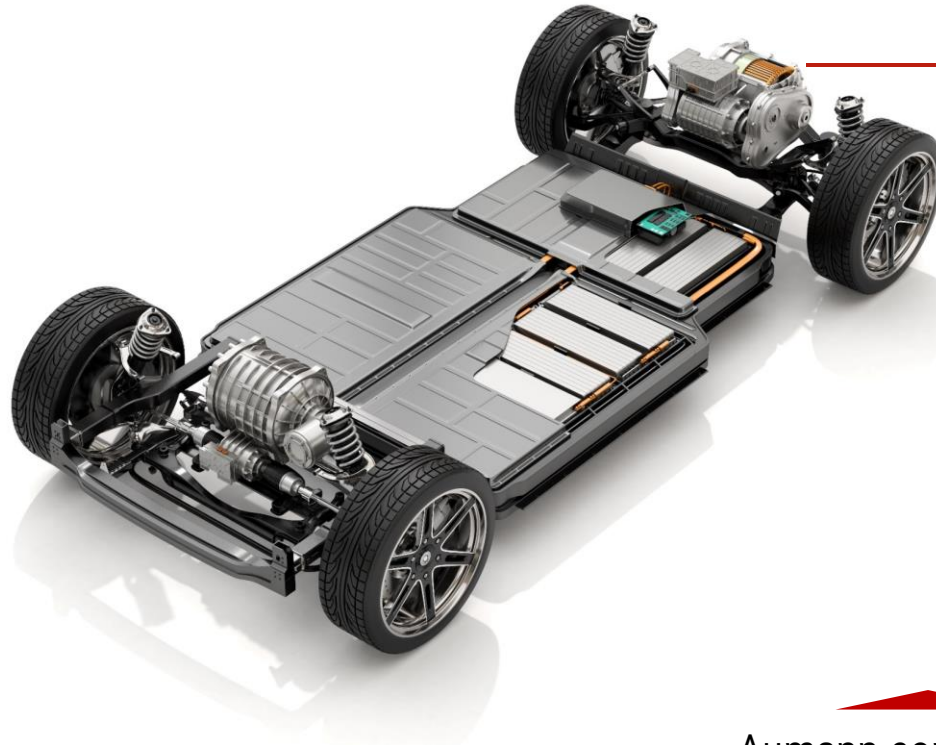
Accelerating EV adoption drives **demand** for advanced **battery manufacturing solutions**

Battery Pack

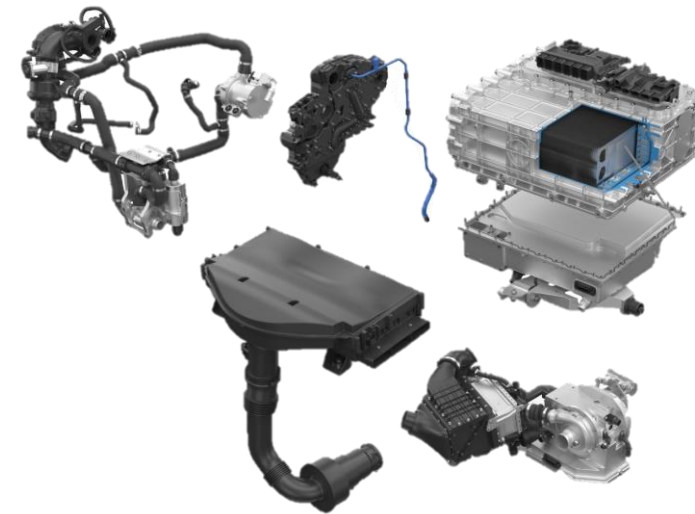


**Cell-to-Pack** design sets the **highest standards** for production solutions and processes

## Electromobility comes to life on Aumann's production lines



Fuel Cell System



### Aumann competences



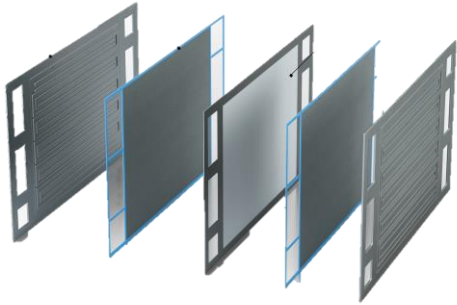


We are a turnkey supplier for fuel cell production solutions

## Fuel Cell

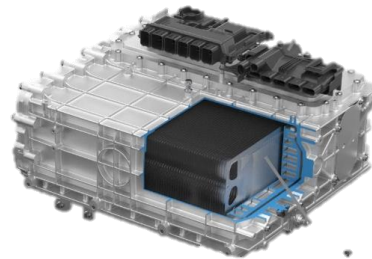
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### MEA | BPP



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

### Stack



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

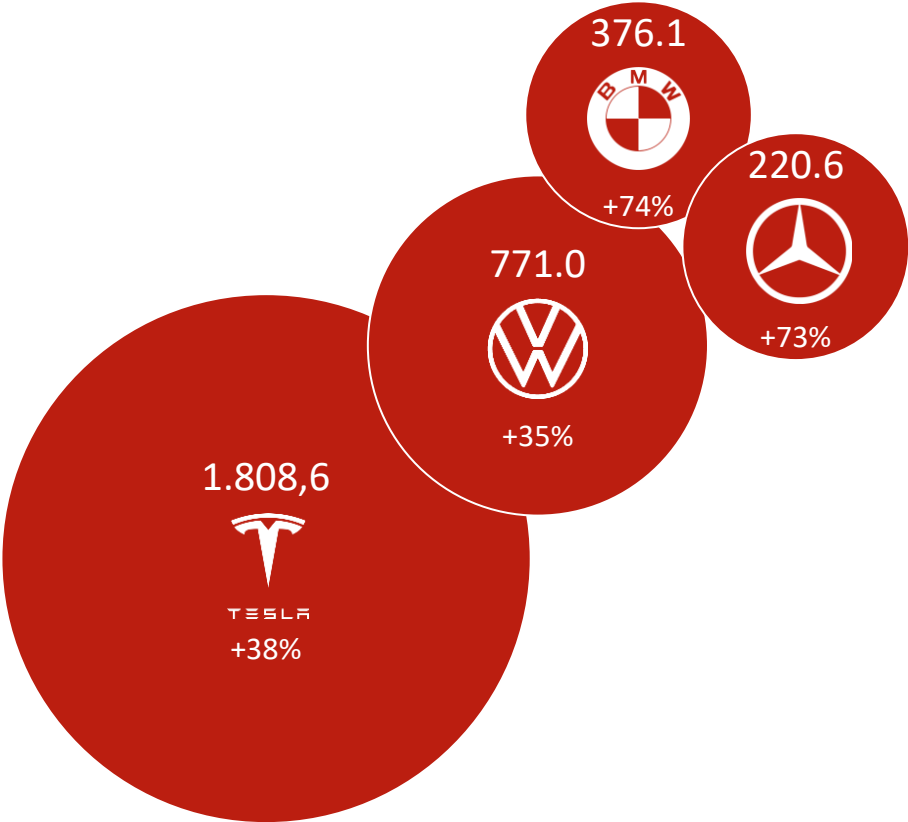
### BOP



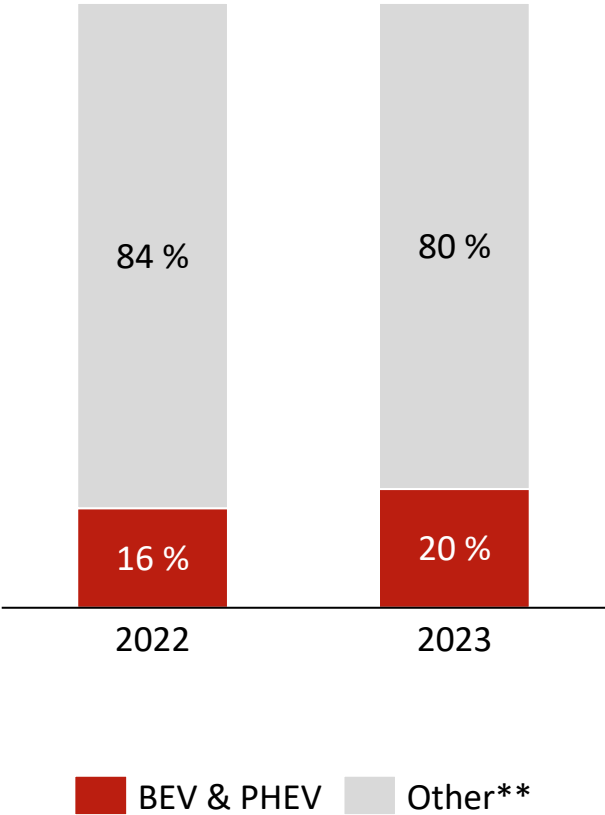
Aumann offers **customized solutions** along the **entire value chain**

# 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 %



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

## Financial Performance 3M 2024

## Highlights 3M 2024

Revenue

**€ 64.5 m**

Growth  
+15.8% YOY



Order Intake

**€ 76.0 m**

Growth  
+1.1% YOY



EBITDA  
margin

**10.5%**

EBITDA growth  
+94.5% YOY



Liquidity

**€ 137.8 m**

Growth  
+41.3% YOY



Order Backlog

**€ 313.9 m**

Growth  
+13.5% YOY



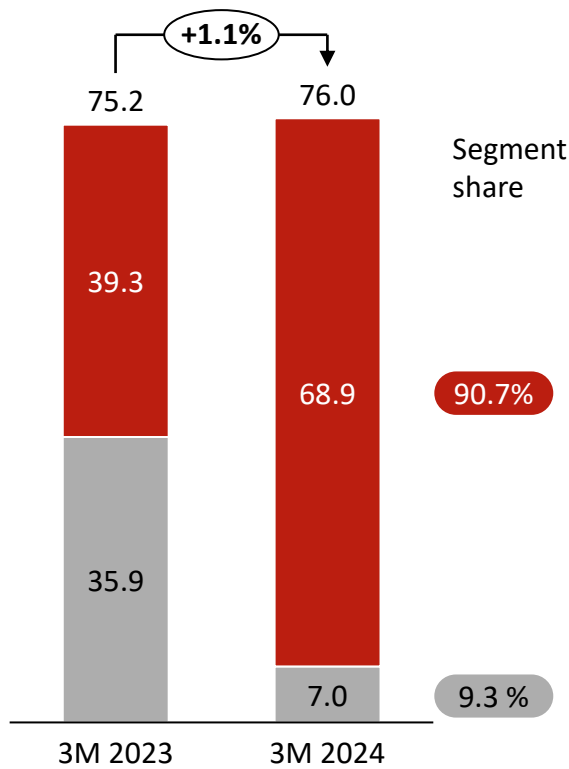
Number of employees  
increases to

**958**

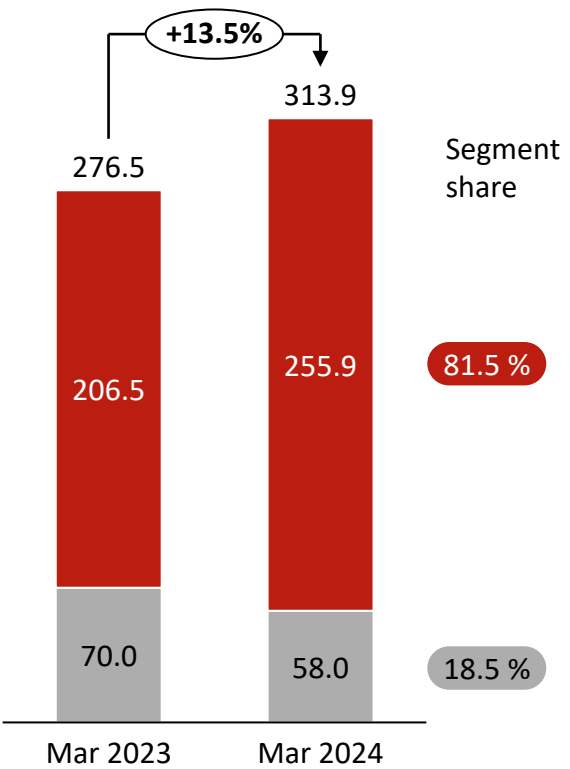
+124 YOY

# Order intake on previous year's level while order backlog continues to grow

Order intake  
in € million



Order backlog  
in € million

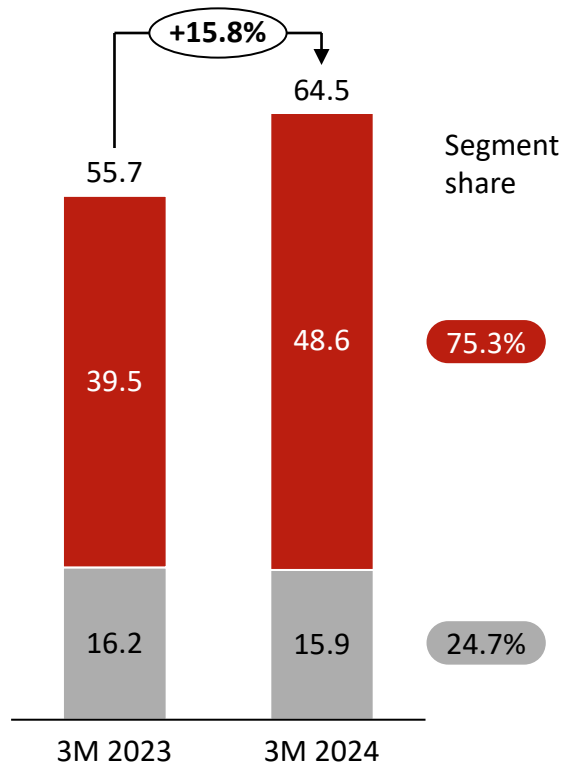


■ E-mobility ■ Classic

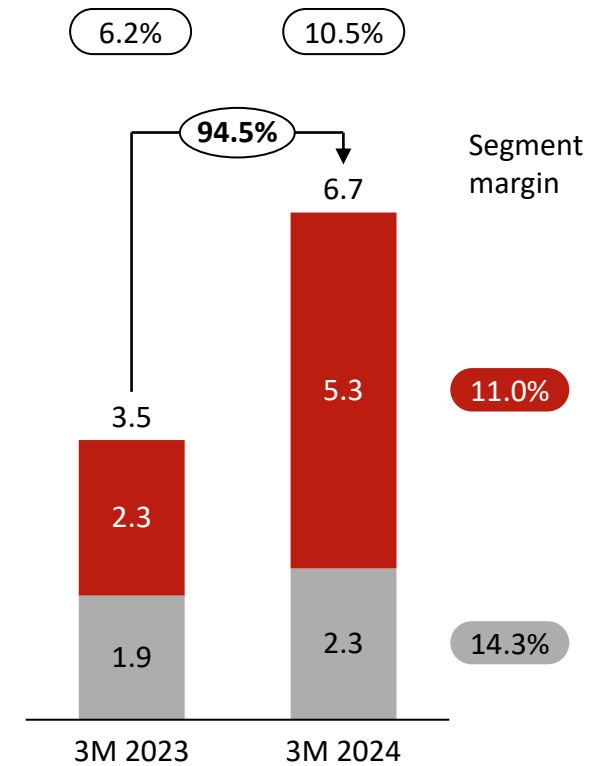


## Significant improvement of revenue and profitability

### Revenue in € million



### EBITDA in € million and in % of revenue



Emobility Classic

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



in € million	3M 2023	3M 2024
Order intake	39.3	68.9
Order backlog	206.5	255.9
Revenue	39.5	48.6
EBITDA	2.3	5.3



**Order intake** jumps by 75.5% YOY based on battery system orders leading to a 3M segment book-to-bill ratio of 1.42



In parallel, strong growth in **order backlog** (+23.9% YOY) and **revenue** (+23.1% YOY)



**EBITDA** has more than doubled, growing by 129.1% YOY and EBITDA margin increased from 5.9% to 11.0%



**E-mobility segment** remains the clear driver, accounting for more than 90% of total order intake and 80% of total order backlog

## Classic segment is Aumann's secure second pillar



in € million	3M 2023	3M 2024
Order intake	35.9	7.0
Order backlog	70.0	58.0
Revenue	16.2	15.9
EBITDA	1.9	2.3



**Order intake** experienced a notable YOY decrease, as the first quarter 2023 included a large-scale order



Segment continues to benefit from its **opportunistic approach** exemplified by the activities in the **renewable** area



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

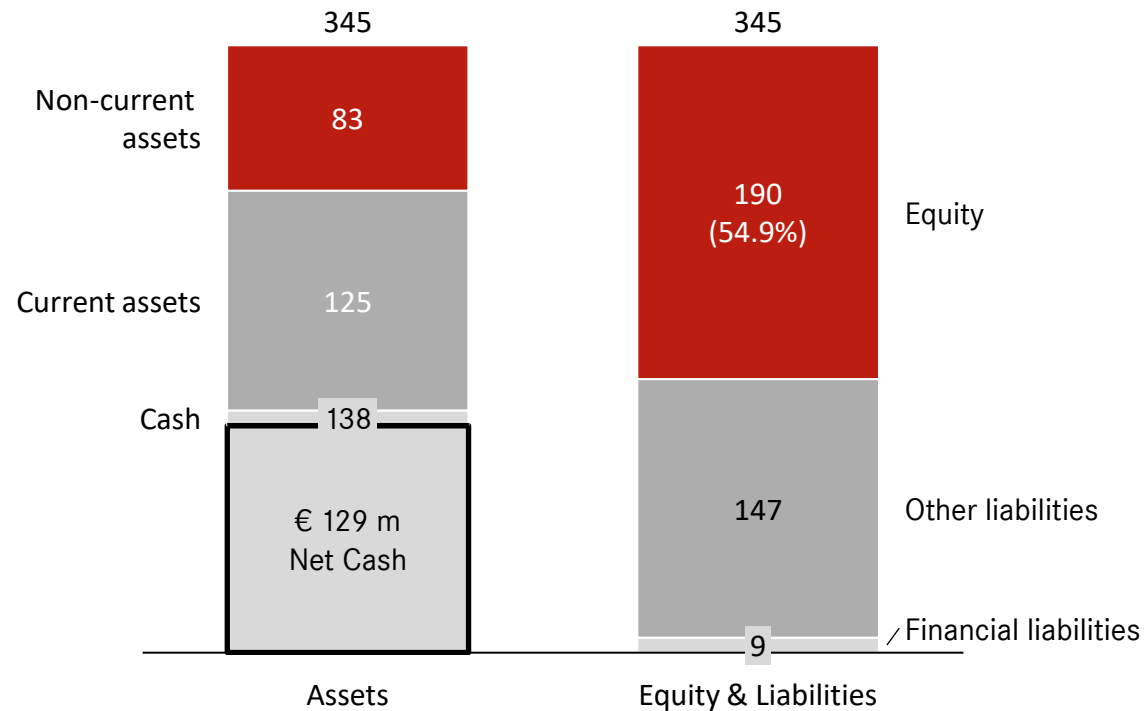


**EBITDA margin** increased from 11.5% to 14.3%

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

### Balance sheet as of 31 March 2024

in € million



Dividend proposal

**€ 0.20**

per share and completed  
share buyback program\*

**54.9%**

Solid equity ratio

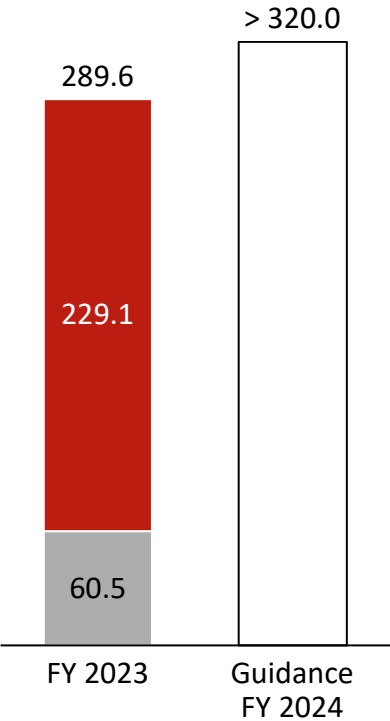
Enables growth  
in revenue and earnings

**2024**

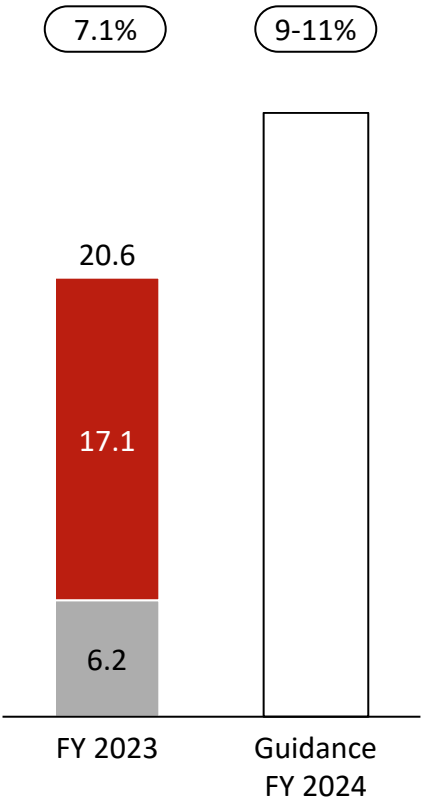
\* The share buyback program 2023/II reached its maximum volume of € 8.0 million and was completed on 13 May 2024

# Guidance for 2024 revenue growth and substantial margin development

Revenue  
in € million



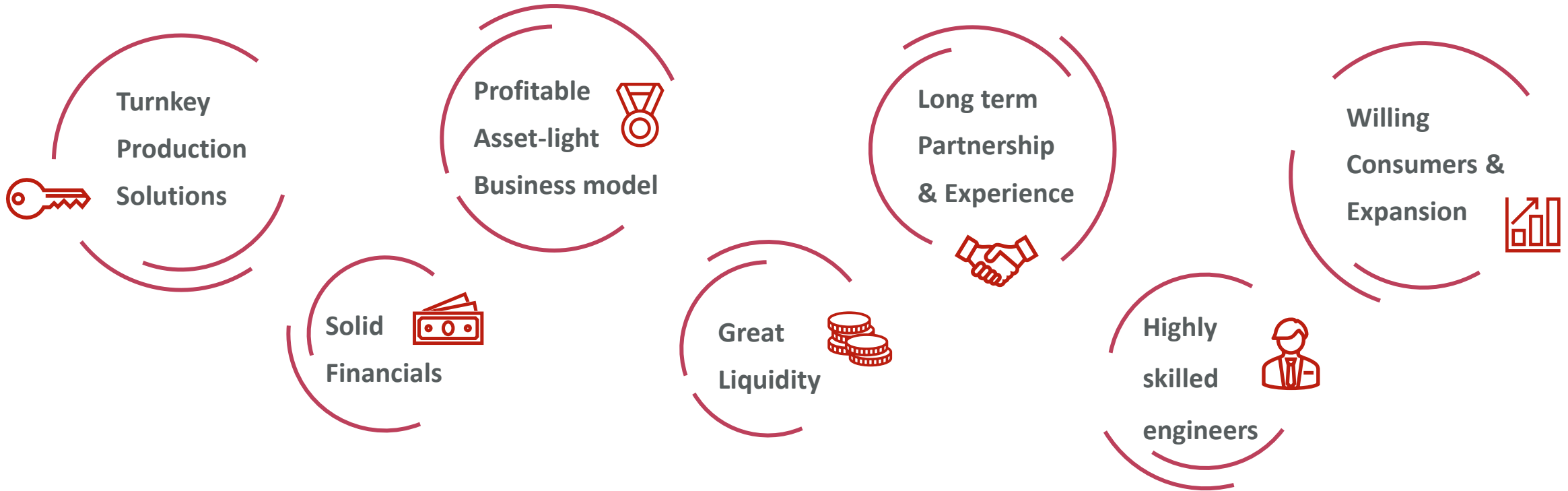
EBITDA  
in € million and in % of revenue



■ E-mobility 
 ■ Classic



## Summary



## Financial Calendar 2024

Interim Statement Q1 2024 and Earnings Call Q1 2024	15 May 2024
HAIB Stockpicker Summit (Kitzbuhel)	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)	25 – 27 November 2024
End of the 2024 Financial Year	31 December 2024

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