

Earnings Call H1 2024

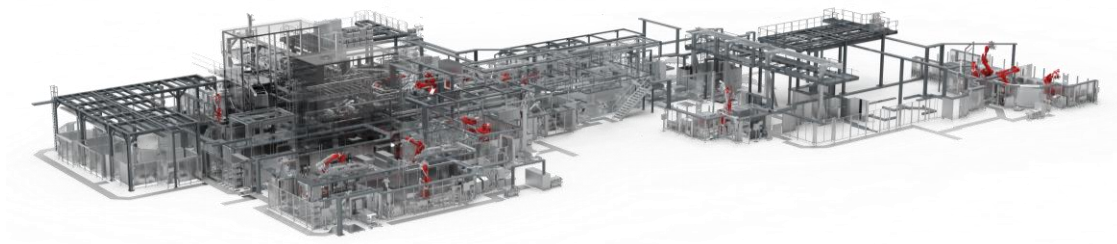
Aumann AG
14 August 2024



Aumann drives E-mobility transformation

Strategic focus

Fully automated production lines...

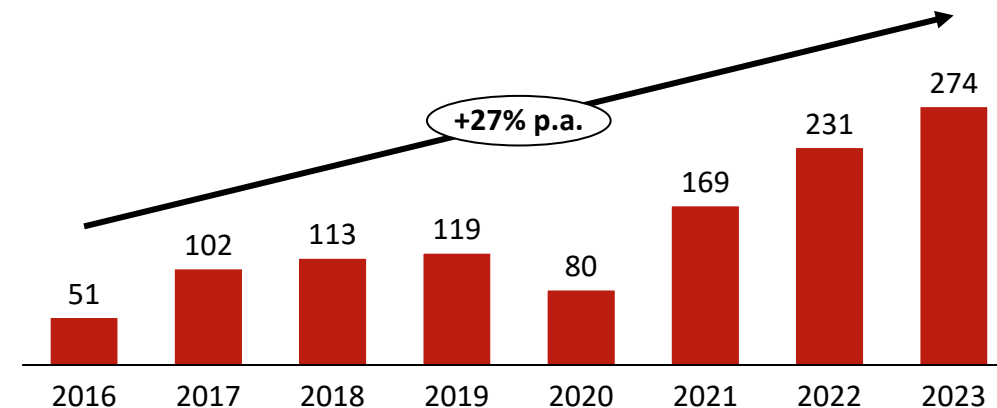


...for the entire range of electromobility

Global customers



Order intake E-mobility*

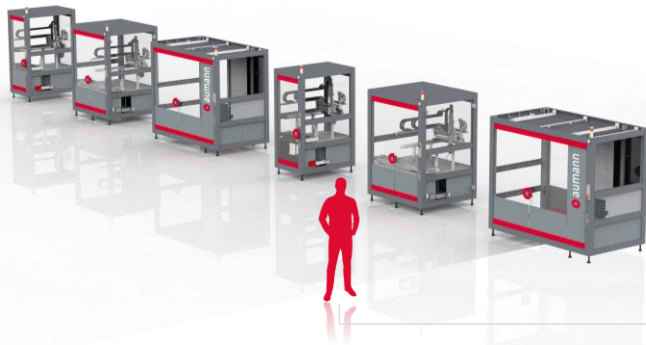


Unique range of solutions tailored to the requirements of electromobility

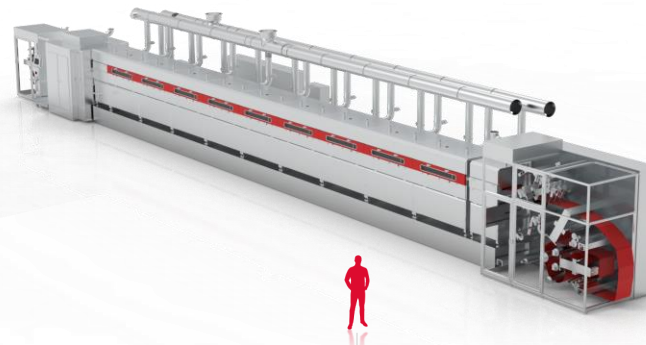
Modular solutions

Process solutions

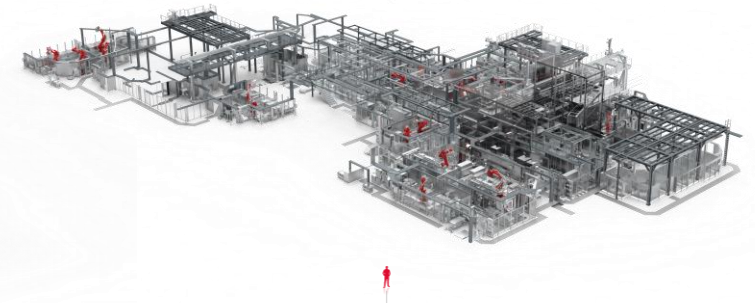
Turnkey solutions



Standardized process stations and modular cell systems for flexible production lines

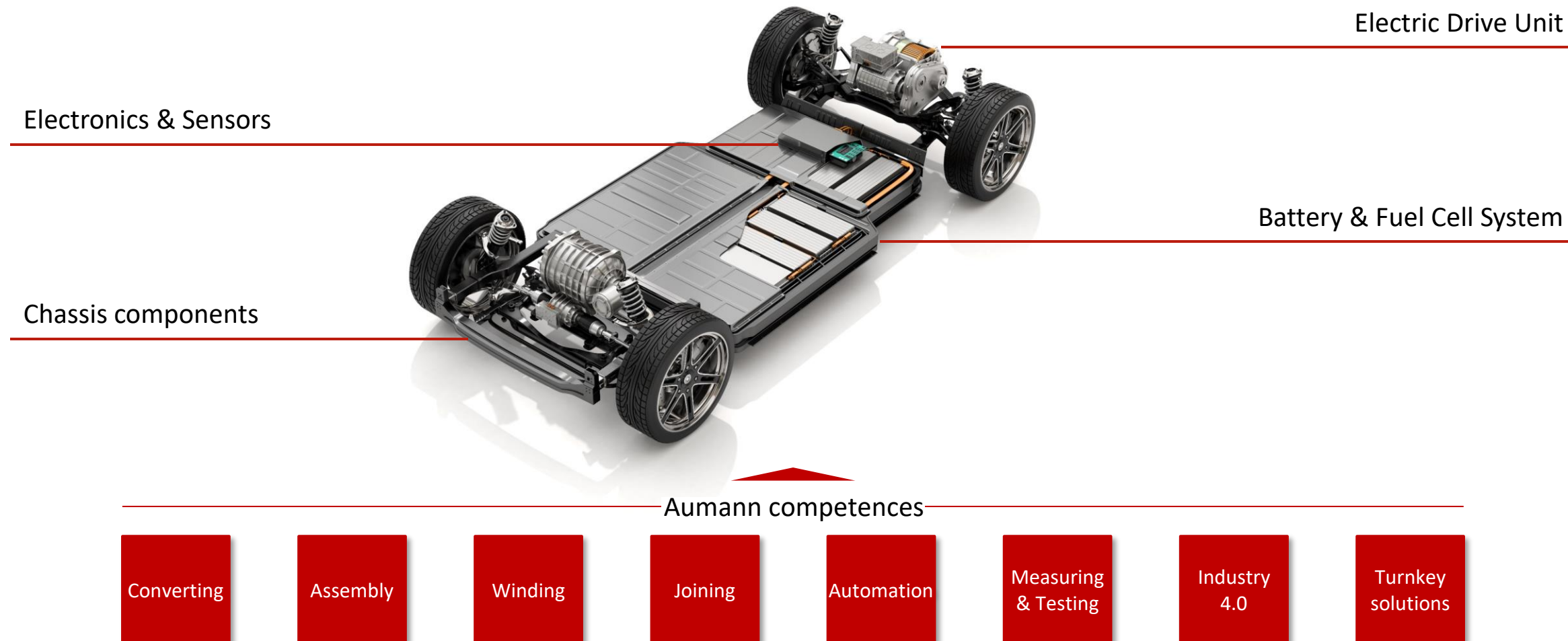


Complex production lines with specialized Aumann process know-how, e.g. converting, winding

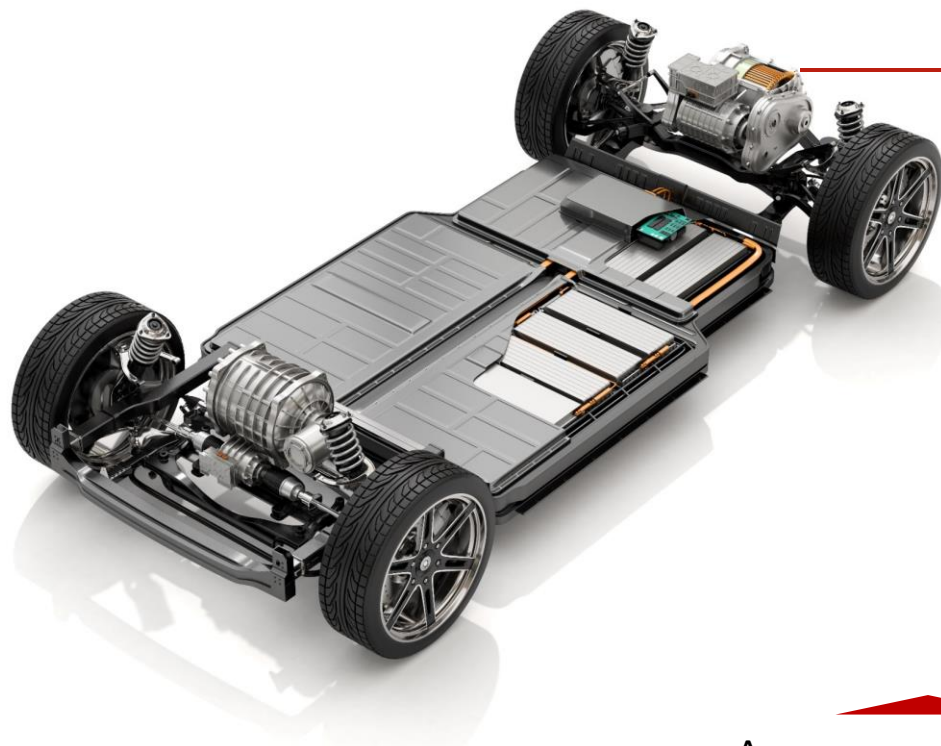


Large-volume series production systems, tailored to the requirements of our customers

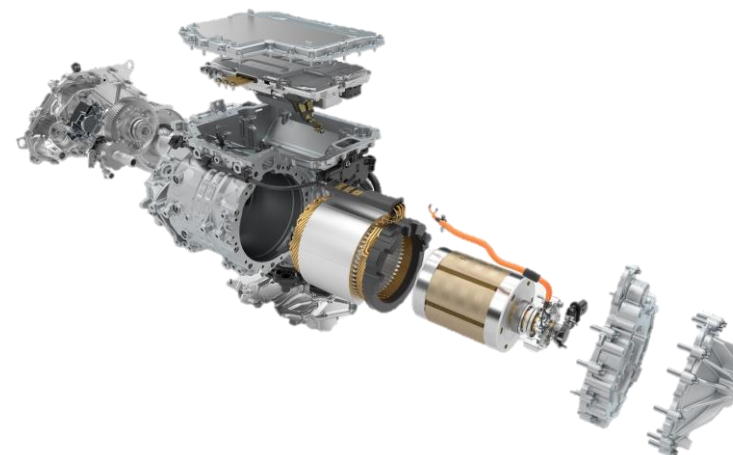
Electromobility comes to life on Aumann's production lines



Electromobility comes to life on Aumann's production lines



Electric Drive Unit



Aumann competences

Converting

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

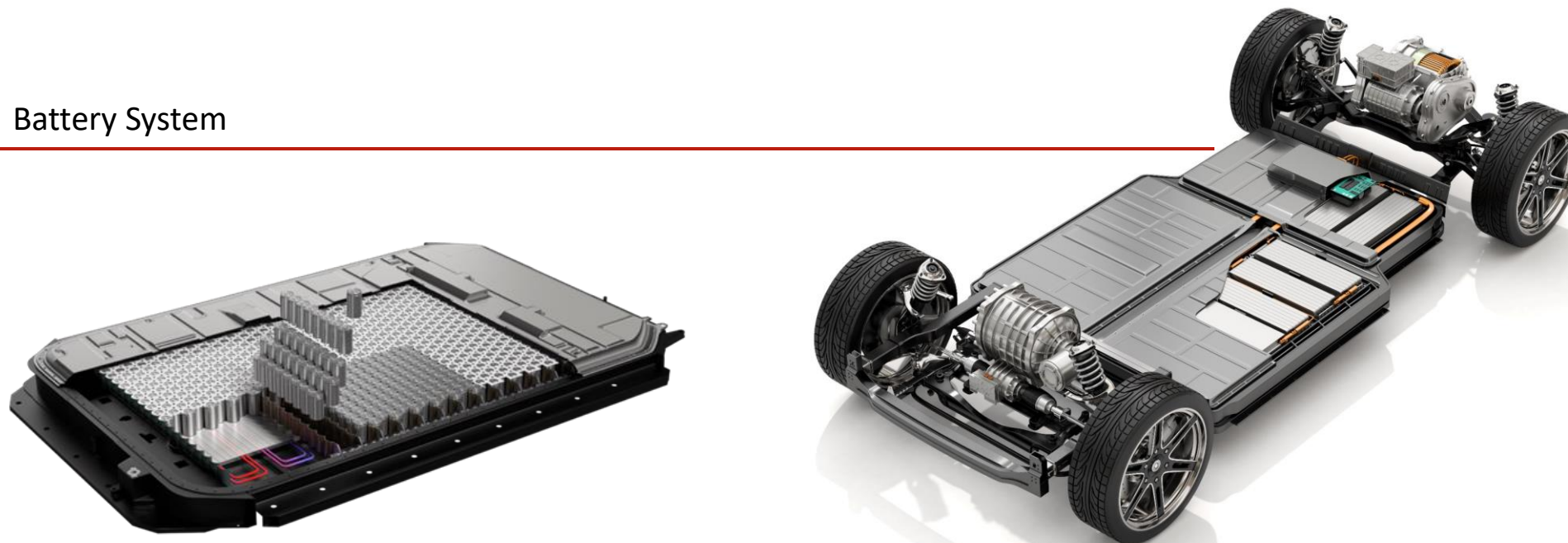
Rotor



Wound rotor gains importance over
permanent magnet rotor

Electromobility comes to life on Aumann's production lines

Battery System



Aumann competences

Converting

Assembly

Winding

Joining

Automation

Measuring
& Testing

Industry
4.0

Turnkey
solutions

We are a pioneer for the production process of battery systems

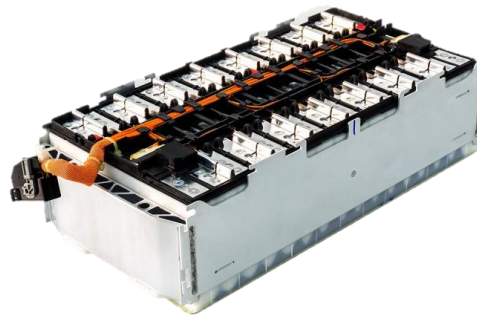
Battery System

Battery Cell



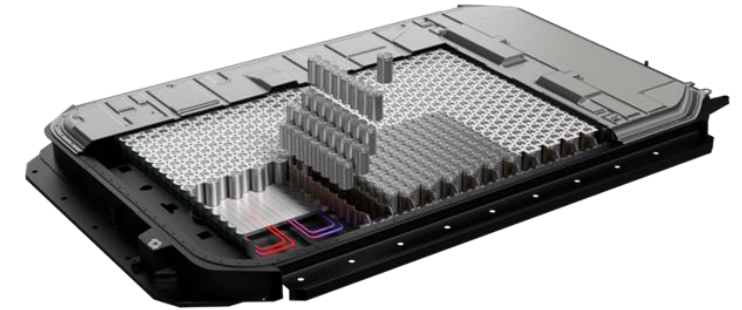
With its **converting technology**,
Aumann enters the dynamic field
of battery cell production

Battery Module



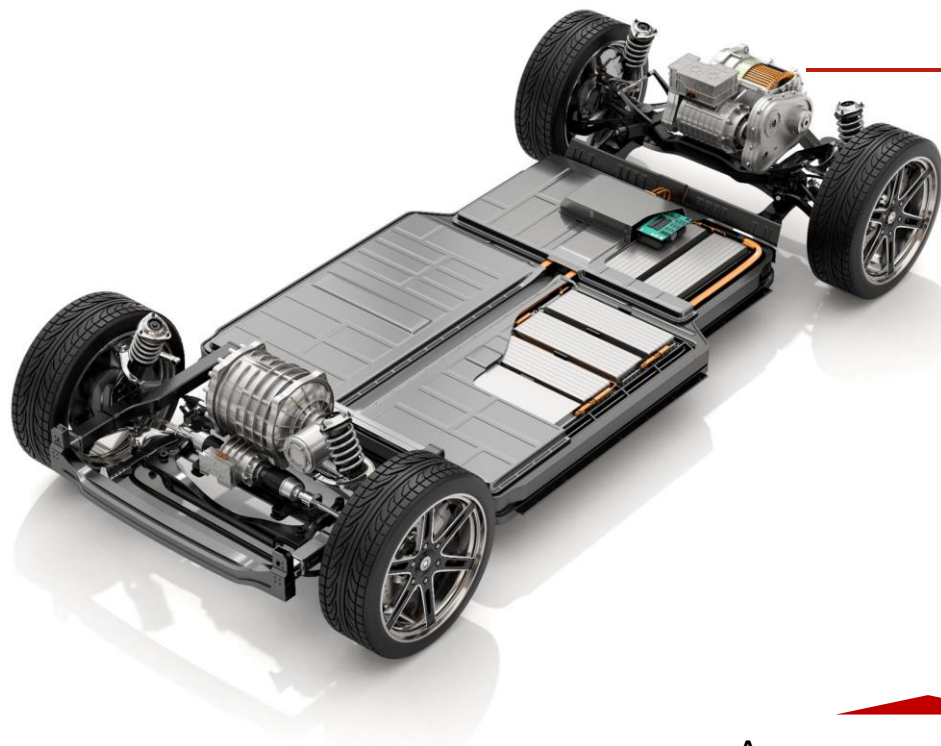
Accelerating EV adoption drives
demand for advanced **battery**
manufacturing solutions

Battery Pack

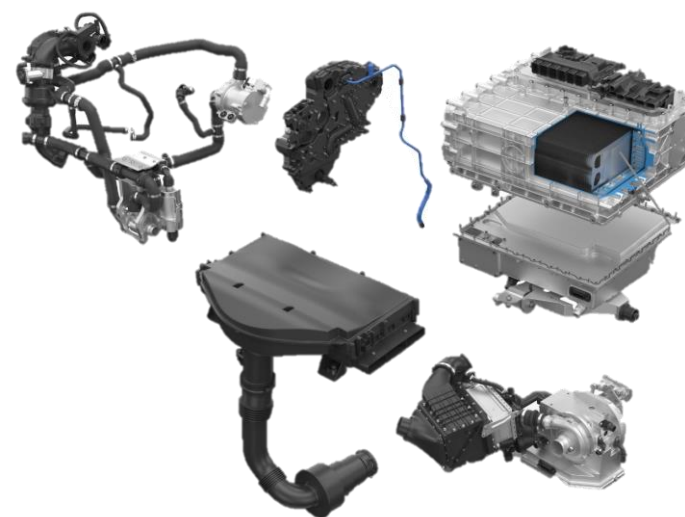


Cell-to-Pack design sets the **highest**
standards for production
solutions and processes

Electromobility comes to life on Aumann's production lines



Fuel Cell System



Aumann competences

Converting

Assembly

Winding

Joining

Automation

Measuring
& Testing

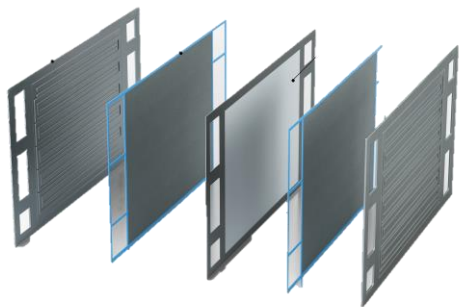
Industry
4.0

Turnkey
solutions

We are a turnkey supplier for fuel cell production solutions

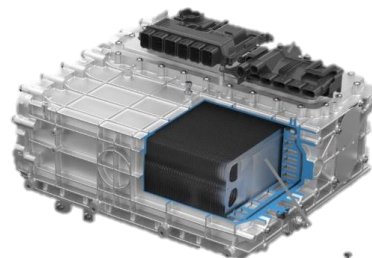
Fuel Cell

MEA | BPP



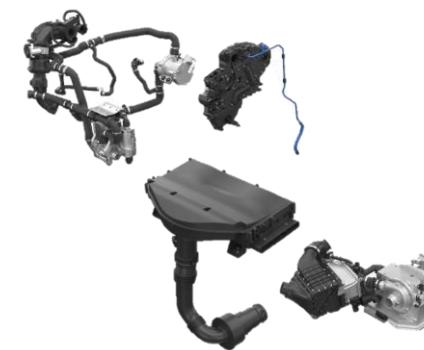
Aumann masters the **entire production process** for MEA & BPP

Stack



Over 15 years' experience in stacking technology

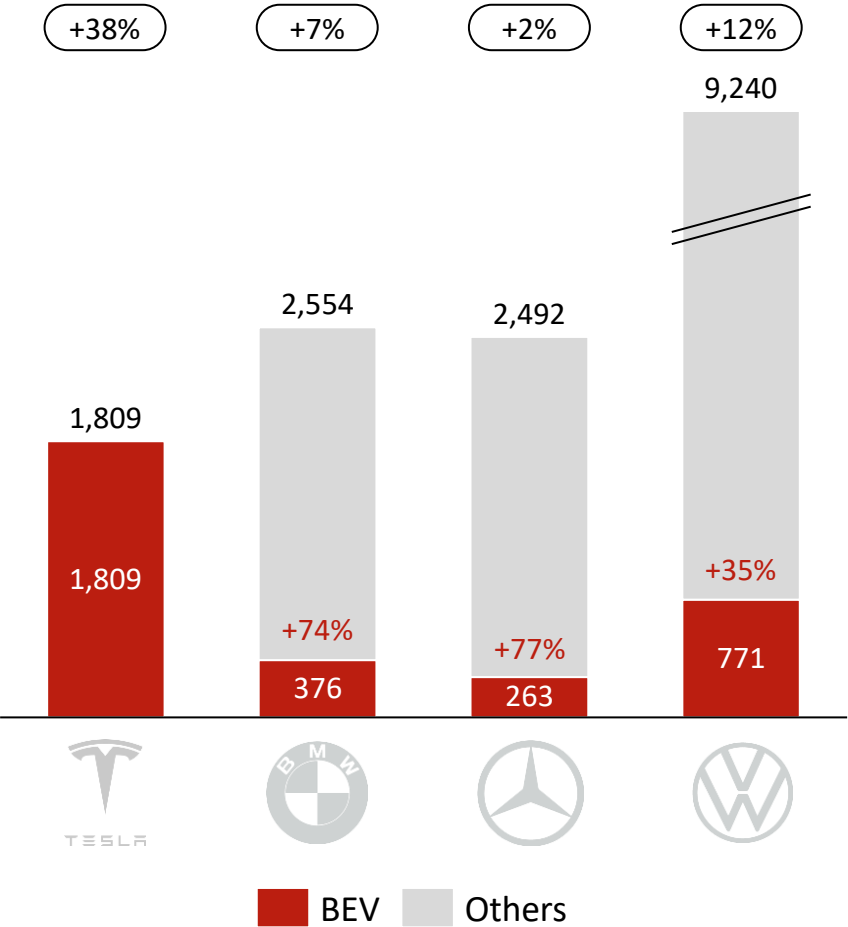
BOP



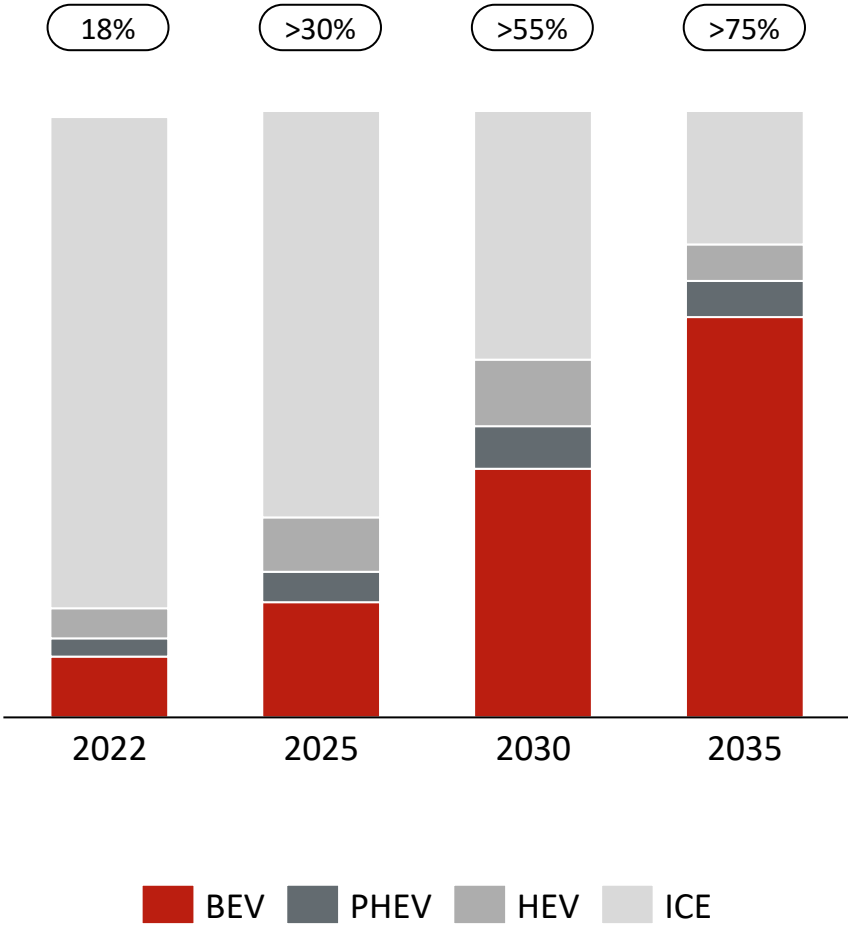
Aumann offers **customized solutions** along the **entire value chain**

OEMs with significant growth rates in EV sales

Vehicle sales of selected OEMs in 2023
in thousand units, change on previous year in %



Predicted Global EV Market Share
EV market shares in %*



Financial Performance H1 2024

Highlights of 6M 2024

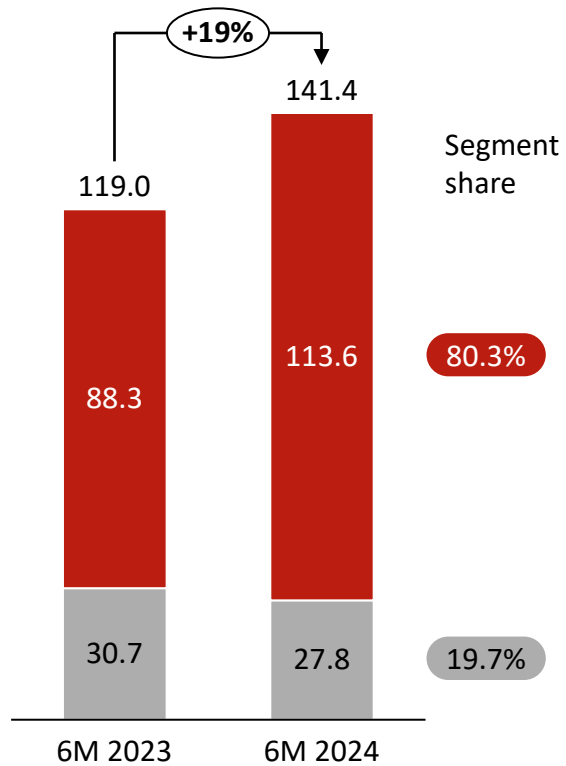
Key figures

- Dynamic **revenue growth** from € 119.0 million to **€ 141.4 million** driven by E-mobility segment
- **EBITDA almost doubles** from € 7.8 million to **€ 15.0 million** – significant increase to a double-digit margin of **10.6%**
- **Challenging market environment** leads to **decline in order intake** in H1 2024
- **Comfortable order backlog** ensures full capacity utilization of the company
- Aumann with **excellent finances** as a strong partner in the current challenging industry environment

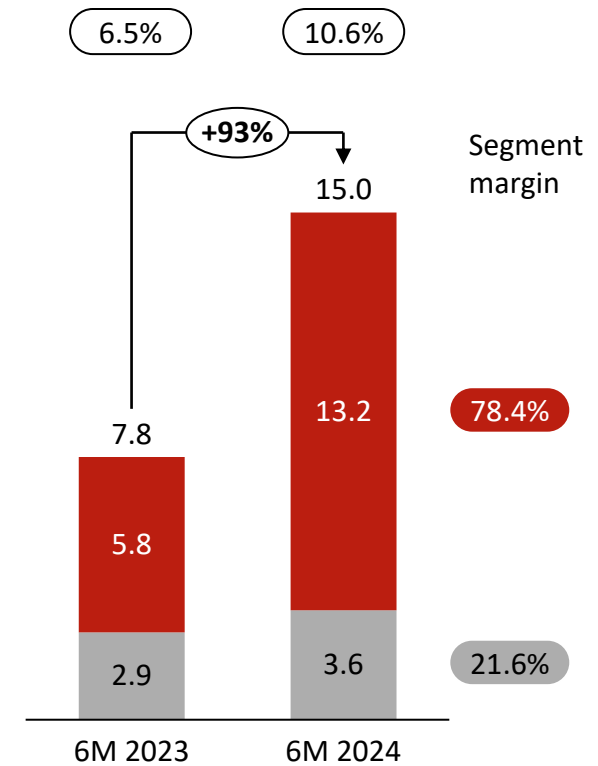


Significant improvement in revenue while earnings almost doubled

Revenue in € million



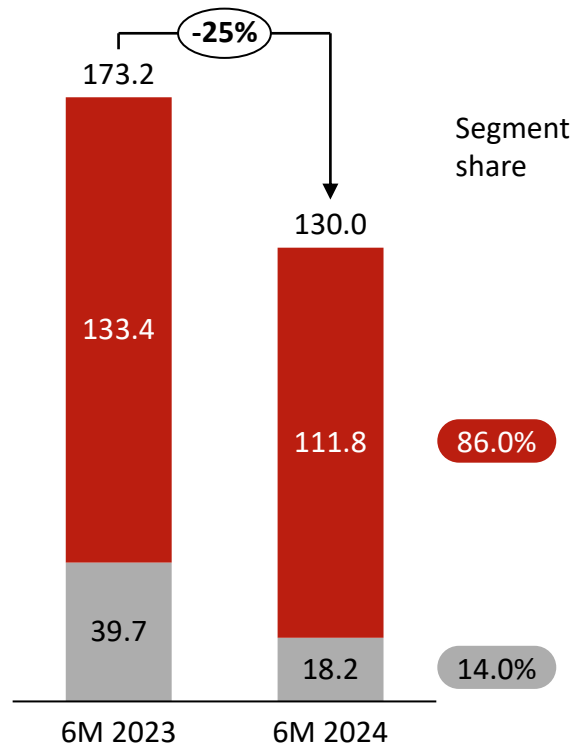
EBITDA in € million and in % of revenue



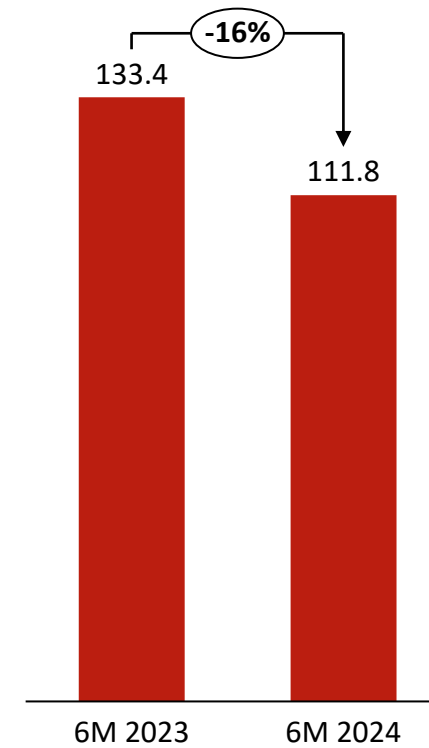
■ E-mobility ■ Classic

Investment reluctance in the automotive market leads to a decline in order intake

Order intake
in € million



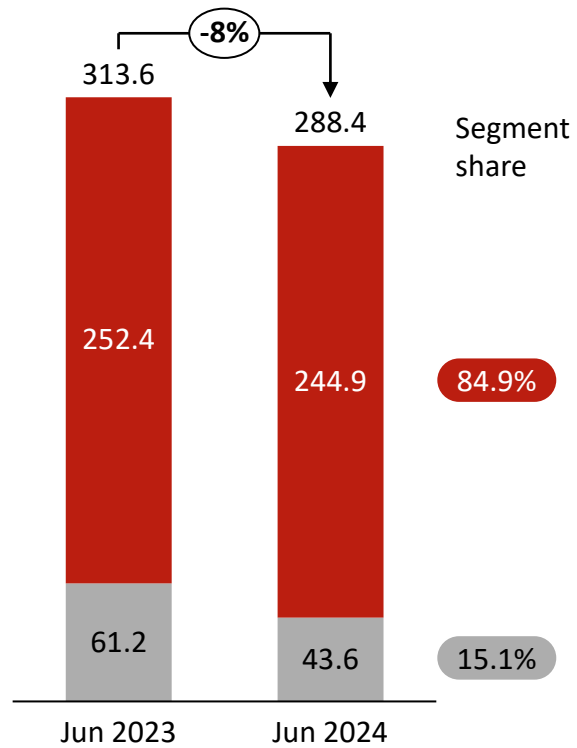
E-mobility order intake
in € million



■ E-mobility ■ Classic

Comfortable order backlog with E-mobility segment at previous year's level

Order backlog
in € million



E-mobility order backlog
in € million



■ E-mobility ■ Classic

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



in € million	6M 2023	6M 2024
Order intake	133.4	111.8
Order backlog	252.4	244.9
Revenue	88.3	113.6
EBITDA	5.8	13.2



Sales focus on high-margin orders. **Order intake** volume declined by 16.2% YOY but at an attractive margin level



Order backlog remains stable at the previous year's level ensuring full capacity utilization (-3.0% YOY)



Revenue grew considerably from € 88.3 million to € 113.6 million (+28.7% YOY)



EBITDA more than doubled (+127.0% YOY) and **EBITDA margin** jumped from 6.6% to 11.6%

Classic segment is Aumann's secure second pillar



in € million	6M 2023	6M 2024
Order intake	39.7	18.2
Order backlog	61.2	43.6
Revenue	30.7	27.8
EBITDA	2.9	3.6



Order intake experienced a notable YOY decrease, as the H1 2023 included a large-scale order



Segment continues to have an **opportunistic approach** in the automotive, general industry and renewables sectors



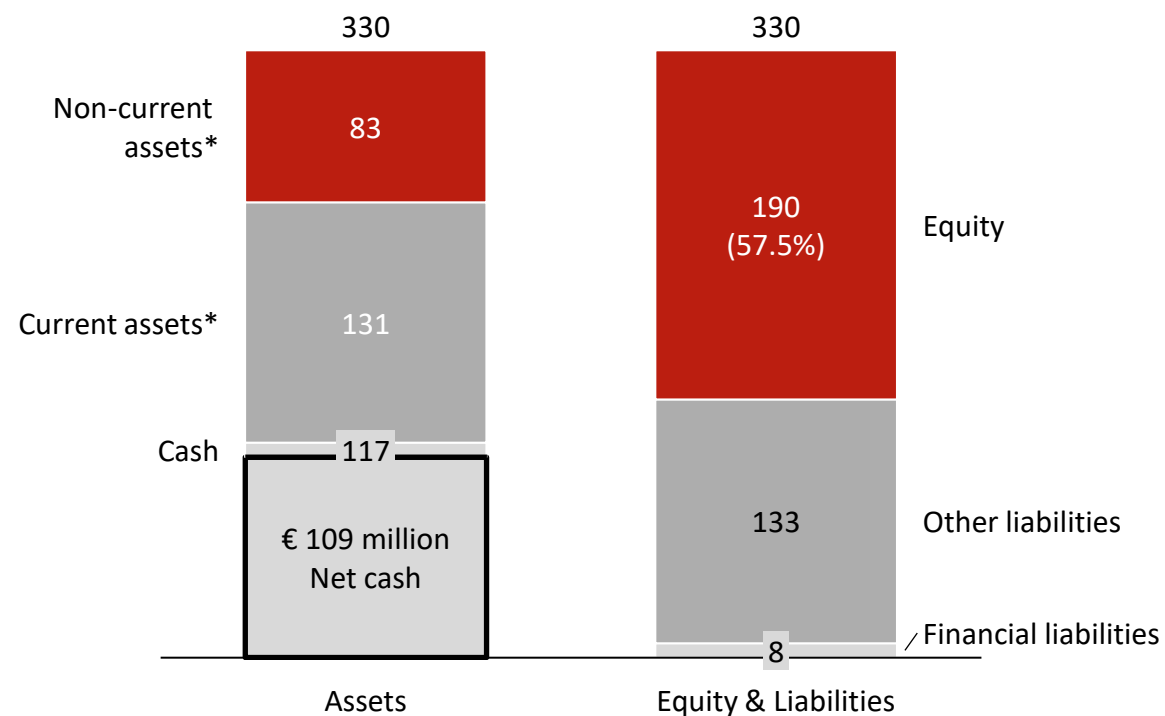
Classic automotive business transformed to only carry a **minor share of orders** related to **combustion engines**



EBITDA margin increased from 9.5% to 13.1%

Aumann is in an excellent position with its solid financial resources

Balance sheet as of 30 June 2024
in € million



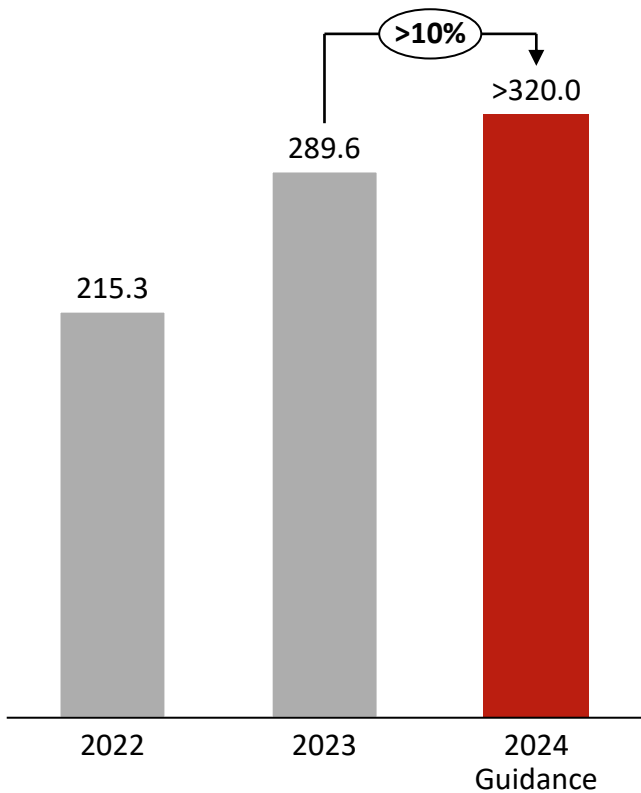
Liquidity position
€ 116.9 million

Solid equity ratio
57.5%

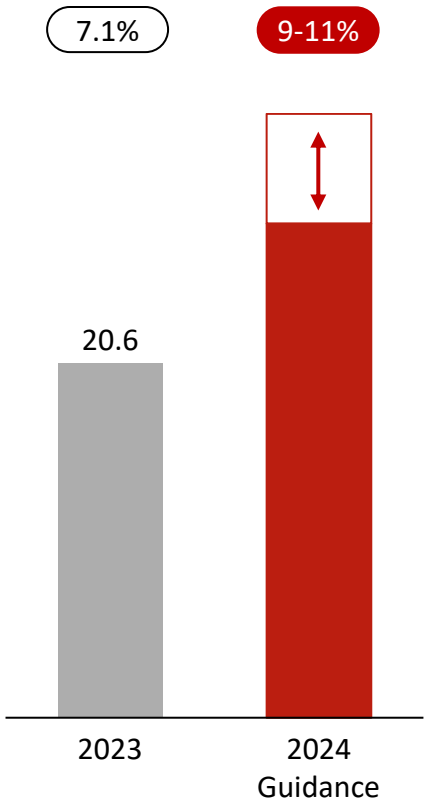
Enables growth
in revenue and earnings
2024

Guidance for 2024 with revenue growth and substantial margin development

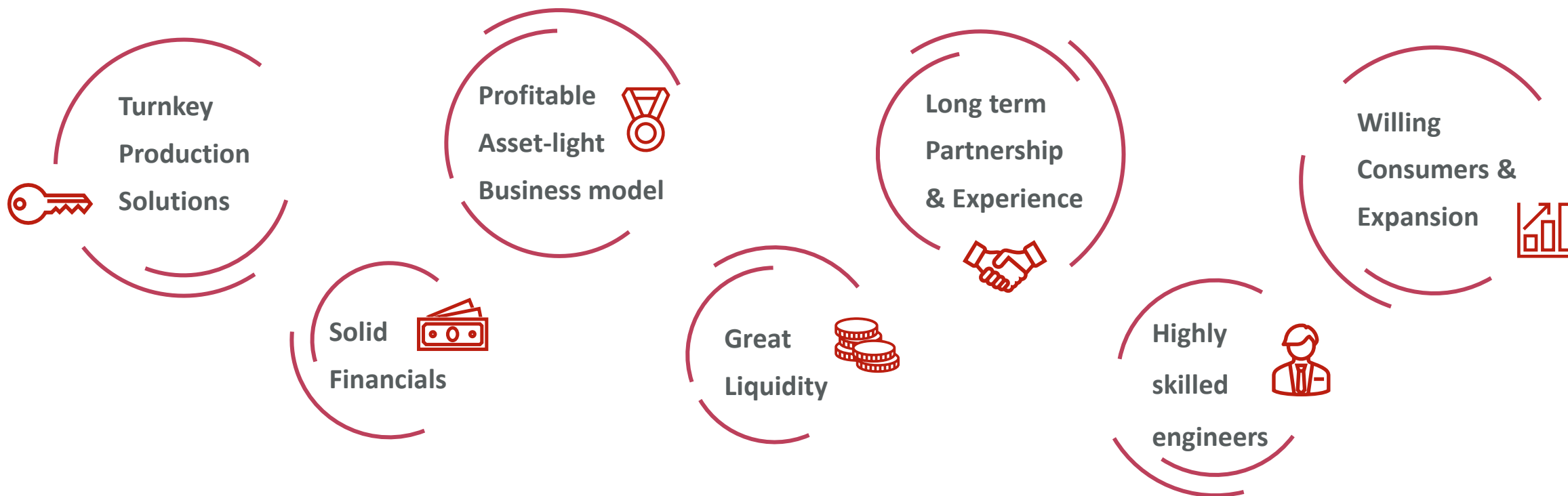
Revenue guidance
in € million



EBITDA
in € million and in % of revenue



Summary



Financial Calendar 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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