

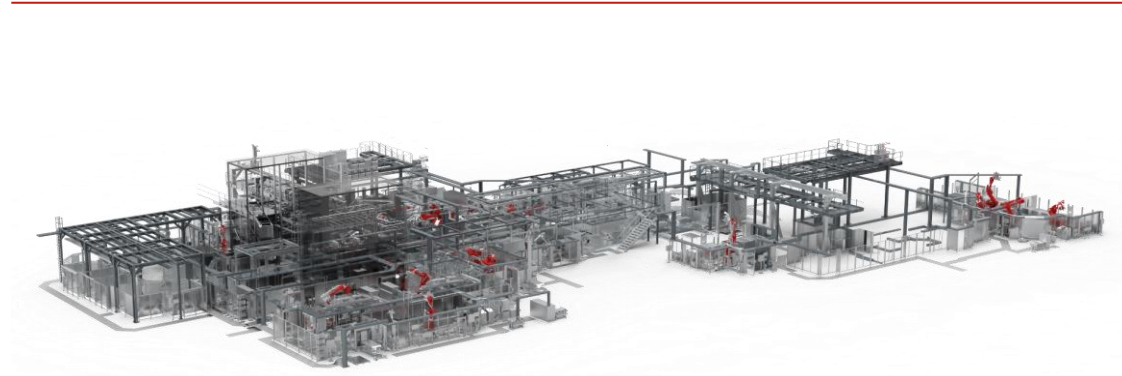
Earnings Call Q3 2024

Aumann AG
14 November 2024



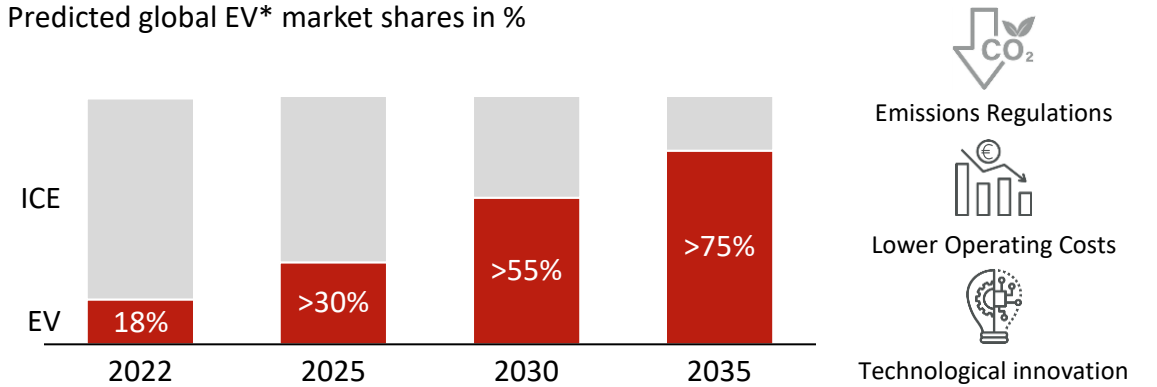
Aumann is a leading manufacturer of automation solutions and robotics applications

Fully automated production lines for international customers



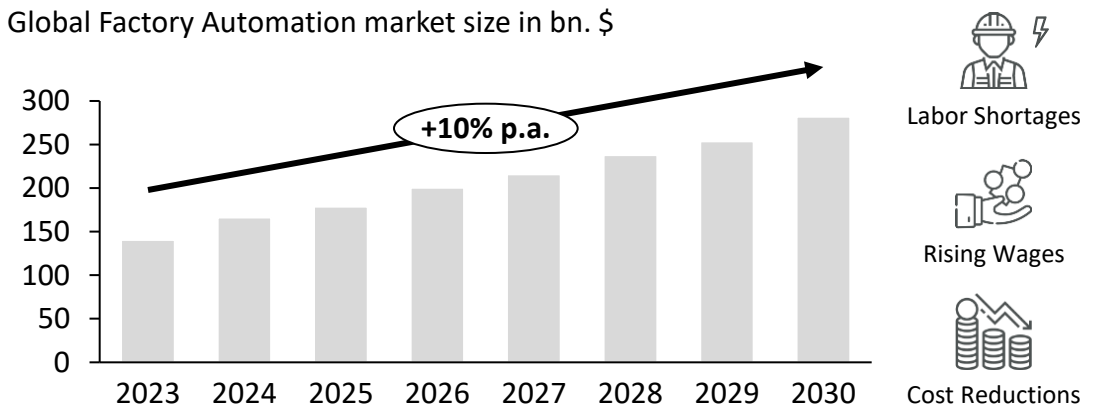
Strategic focus on E-mobility...

Predicted global EV* market shares in %



... automation solutions and robotics applications

Global Factory Automation market size in bn. \$



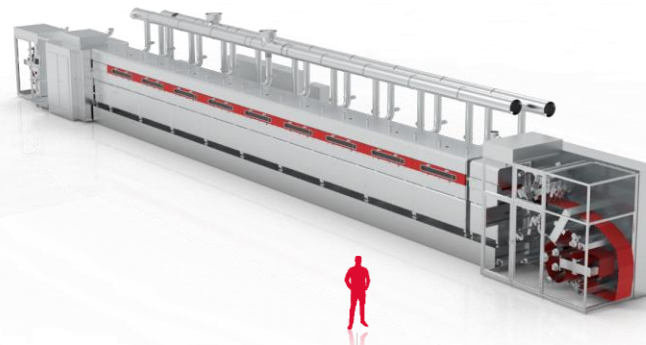
Unique range of solutions tailored to customer requirements

Modular solutions



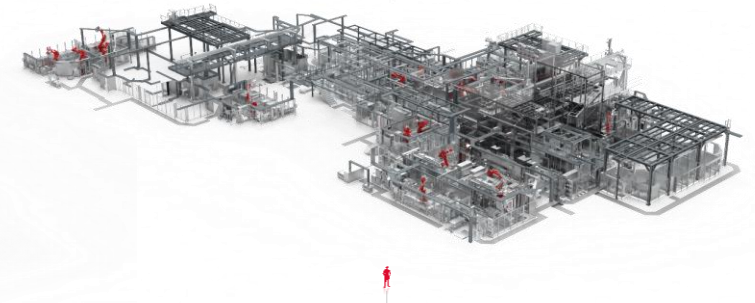
Standardized process stations and modular cell systems for flexible production lines

Process solutions



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

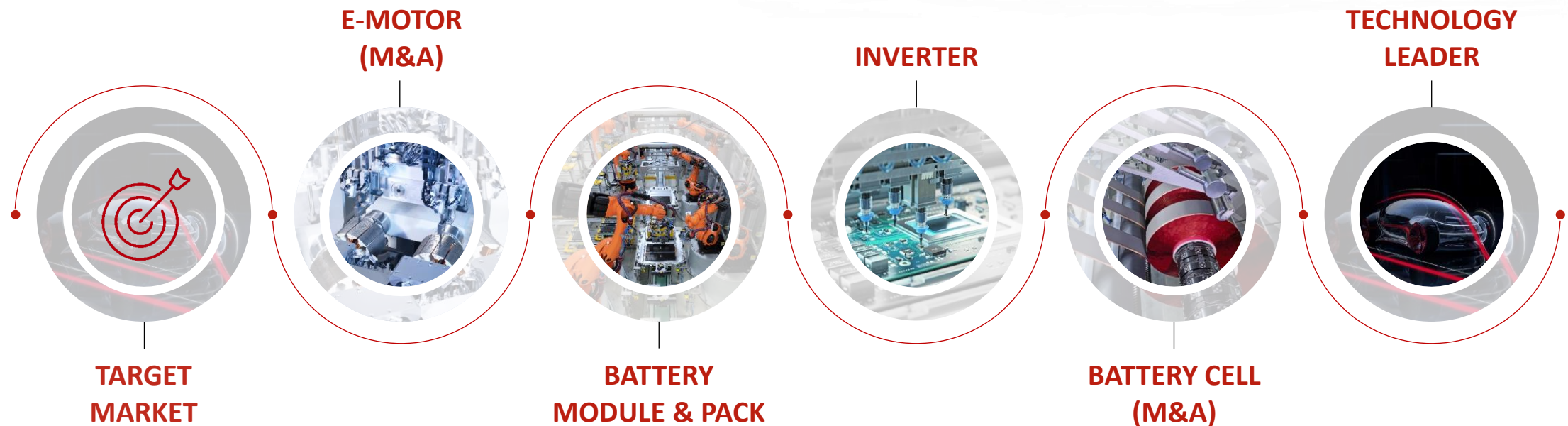
Turnkey solutions



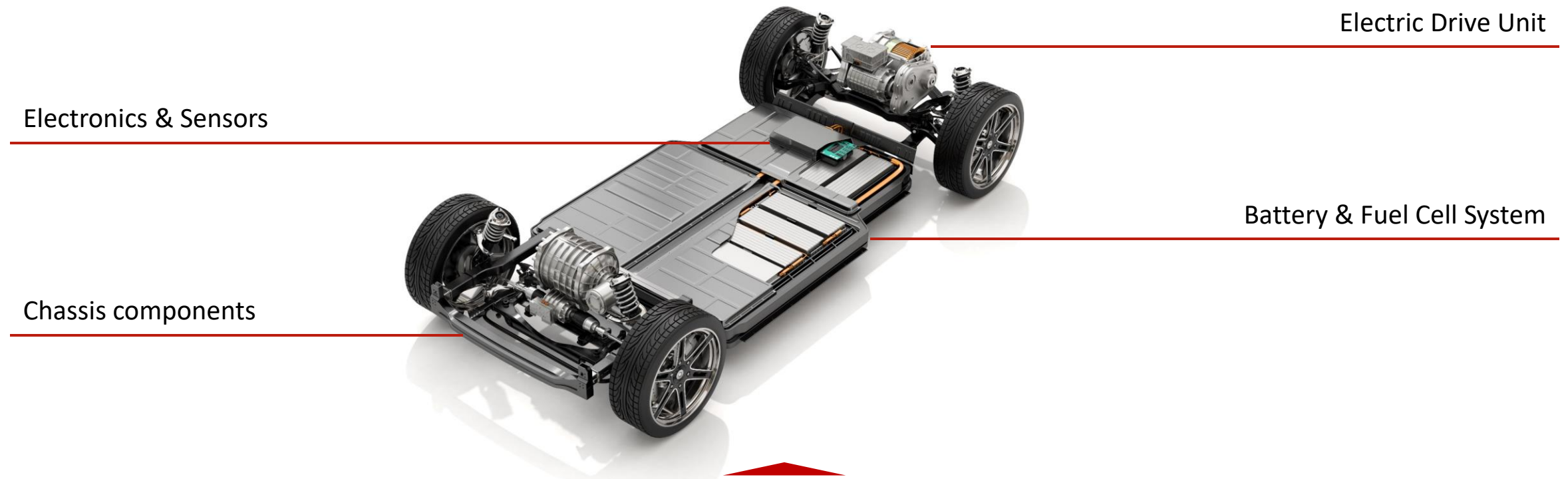
Large-scale series production systems, designed for the requirements of our customers

Aumann's journey in the E-mobility segment

E-Mobility success through innovation and strategic M&A



Electromobility comes to life on Aumann's production lines



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



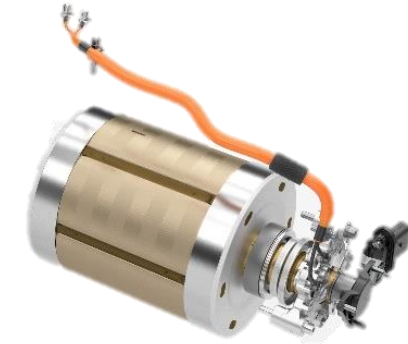
Aumann's **modular production solutions**
ideally suited for inverters

Stator



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

Rotor



Wound rotor gains importance over permanent magnet rotor

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

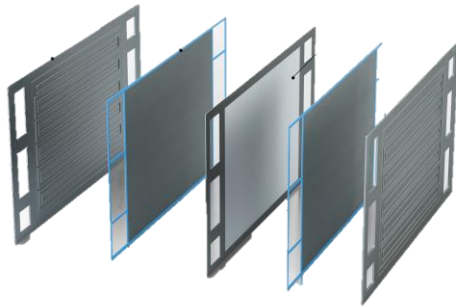


Cell-to-Pack design sets the **highest standards** for production solutions and processes

We are a turnkey supplier for fuel cell production solutions

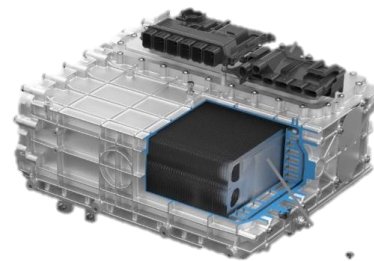
Fuel Cell

MEA | BPP



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

Stack



Over 15 years' experience in stacking technology

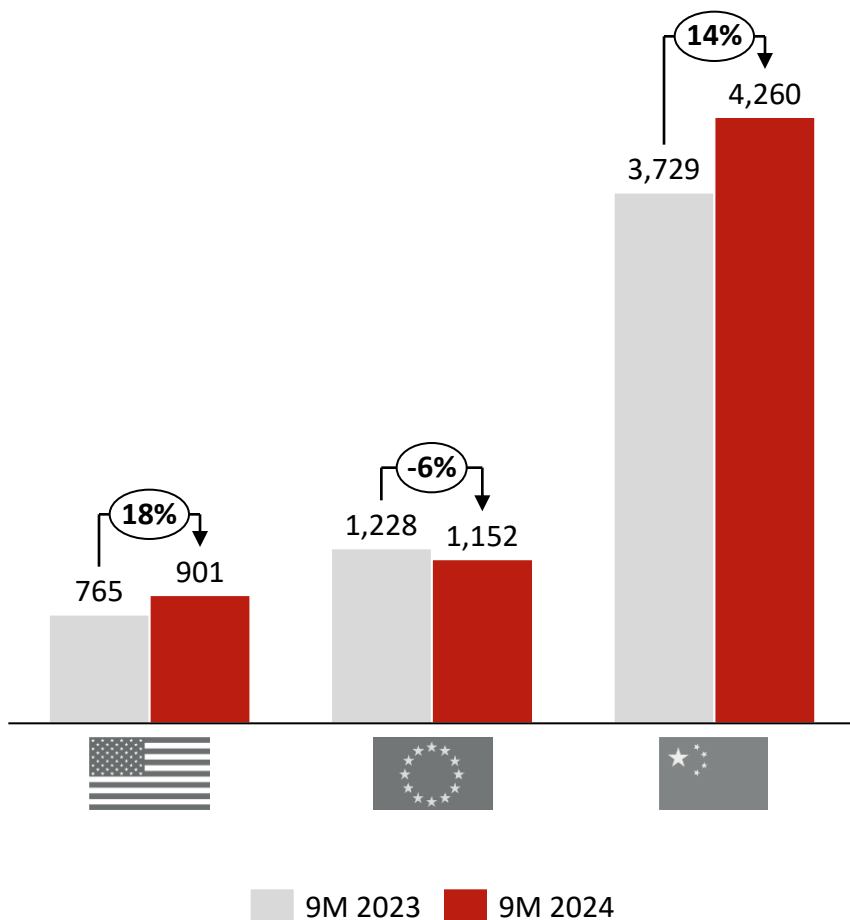
BOP



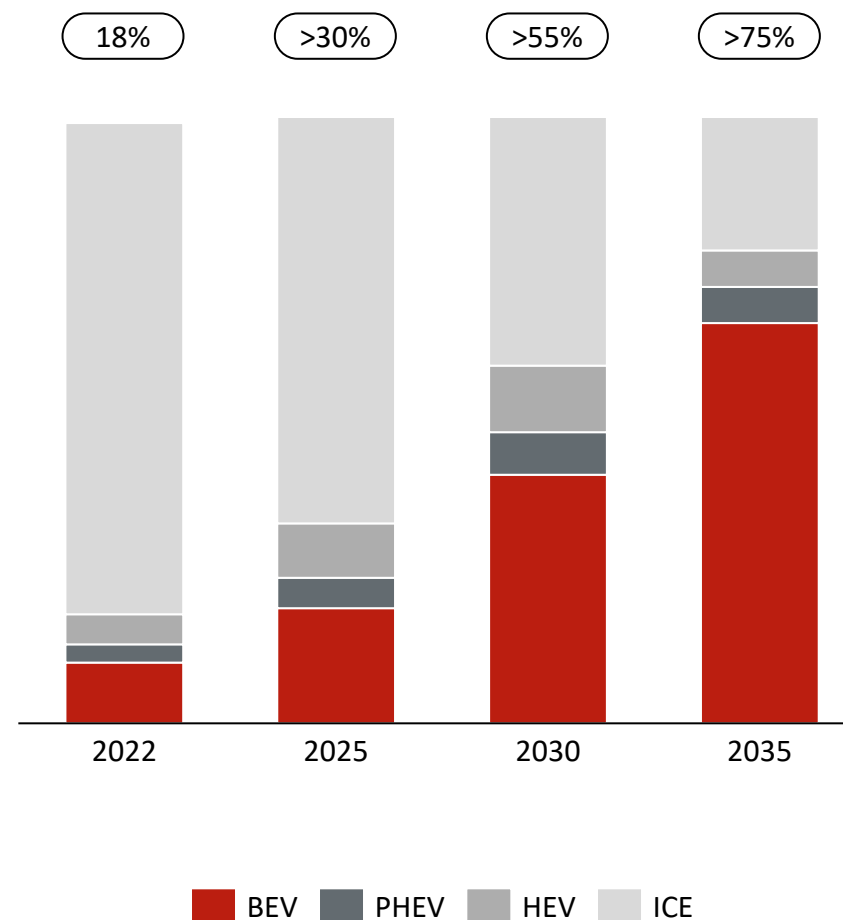
Aumann offers **customized solutions** along the **entire value chain**

Growth continues in USA and China as EV market in Europe shows clear catch-up potential

BEV sales of selected regions
in thousand units, YOY in %



Predicted Global EV Market Share
EV market shares in %*



Selection of Non-Automotive references of the recent years



Assembly line for toothbrush drive



Assembly line for photovoltaic modules



Winding line for electric appliance motors



Winding line for wind energy generators



Welding line for household appliance assemblies



Stacking system for hydrogen electrolyzers



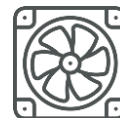
Coating and laminating system for consumer textile



Assembly line for infrastructure piping elements



Coating system for flooring industry



Winding line for data center air conditioning

Aumann's new ambitions outside automotive for the renamed Classic segment



Next Automation segment focusing on further growth areas



Financial Performance 9M 2024

Highlights of 9M 2024

Key figures

- **Dynamic revenue growth** from € 199.6 million to € 233.1 million driven by strong E-mobility segment
- **EBITDA almost doubles** from € 13.5 million to € 25.2 million with a double-digit margin of 10.8%
- **Challenging market environment** leads to decline in order intake and expected decrease in revenue in 2025
- **Order backlog still solid** after coming down from the high previous year level of over € 300 million
- Aumann with **strong balance sheet** as a reliable partner in the current challenging industry environment

+16.8%

Revenue growth YOY

+86.4%

EBITDA growth YOY

€ 157.9 million

Order intake 9M 2024

€ 223.6 million

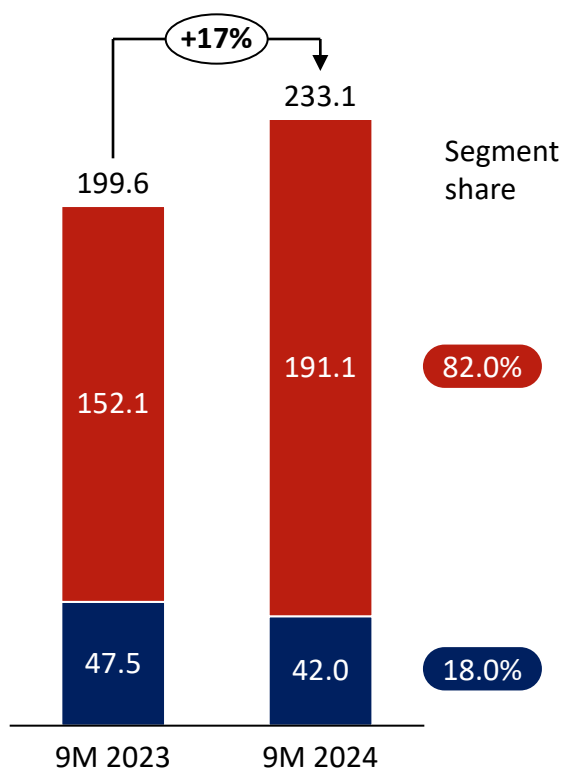
Order backlog

€ 133.5 million

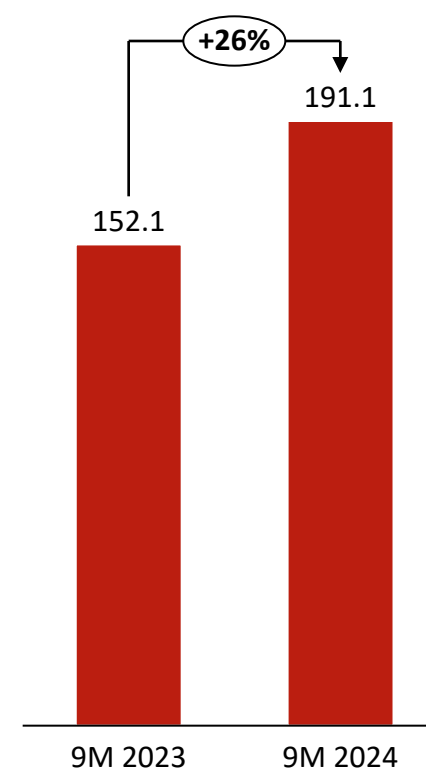
Liquidity position

E-mobility as the driver of strong revenue increase

Revenue
in € million



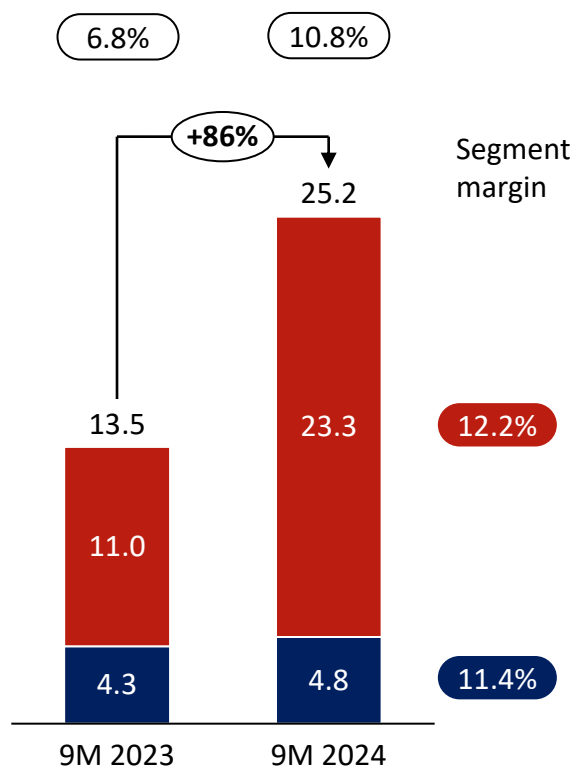
E-mobility Revenue
in € million



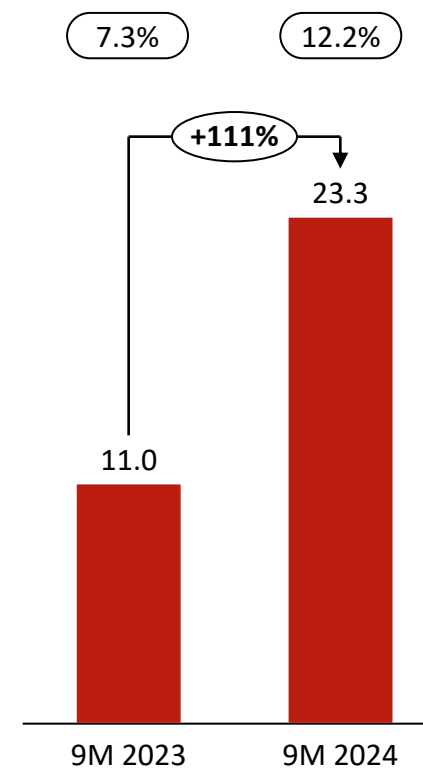
■ E-mobility ■ Next Automation

Strong earnings development with double digit margins

EBITDA
in € million and in % of revenue



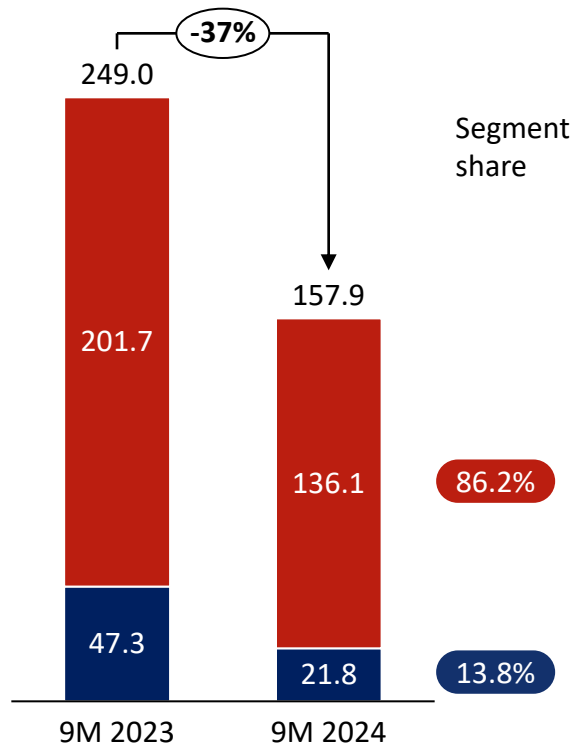
E-mobility EBITDA
in € million and in % of revenue



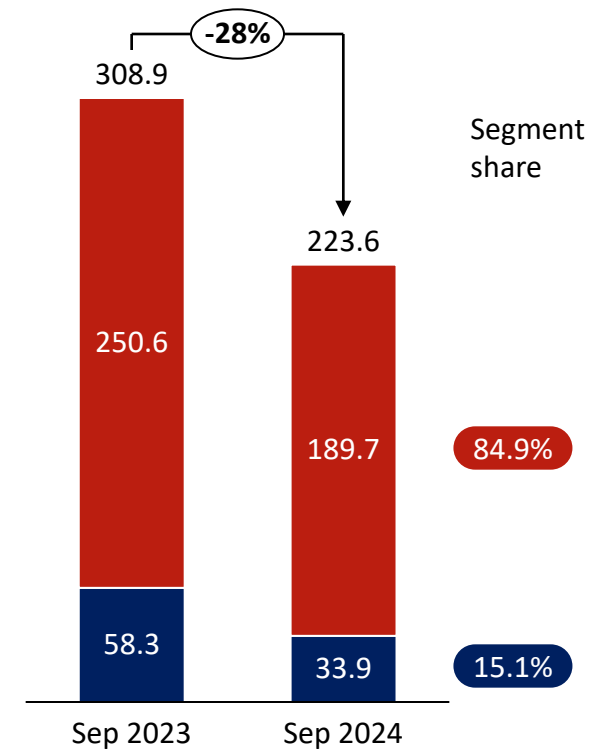
■ E-mobility ■ Next Automation

Weakness in the automotive market leads to a decline in order intake and backlog

Order intake
in € million



Order backlog
in € million



E-mobility Next Automation

E-Mobility segment with strong P&L performance but softening demand in 2024



in € million	9M 2023	9M 2024
Order intake	201.7	136.1
Order backlog	250.6	189.7
Revenue	152.1	191.1
EBITDA	11.0	23.3



Order intake effected from postponed investments in new electrified vehicle models and declines by 33.0% YOY



Order backlog comes down by 24.3% YOY to a still solid level due to weakness in the automotive industry



Revenue grew considerably from € 152.1 million to € 191.1 million (+25.7% YOY)





EBITDA more than doubled (+110.9% YOY) and **EBITDA margin** jumped from 7.3% to 12.2%


Next Automation segment with a new focus on further growth areas outside automotive




in € million	9M 2023	9M 2024
Order intake	47.3	21.8
Order backlog	58.3	33.9
Revenue	47.5	42.0
EBITDA	4.3	4.8

 Segment shifts from an opportunistic approach to a new focus on **clean tech, aerospace and life sciences** sectors

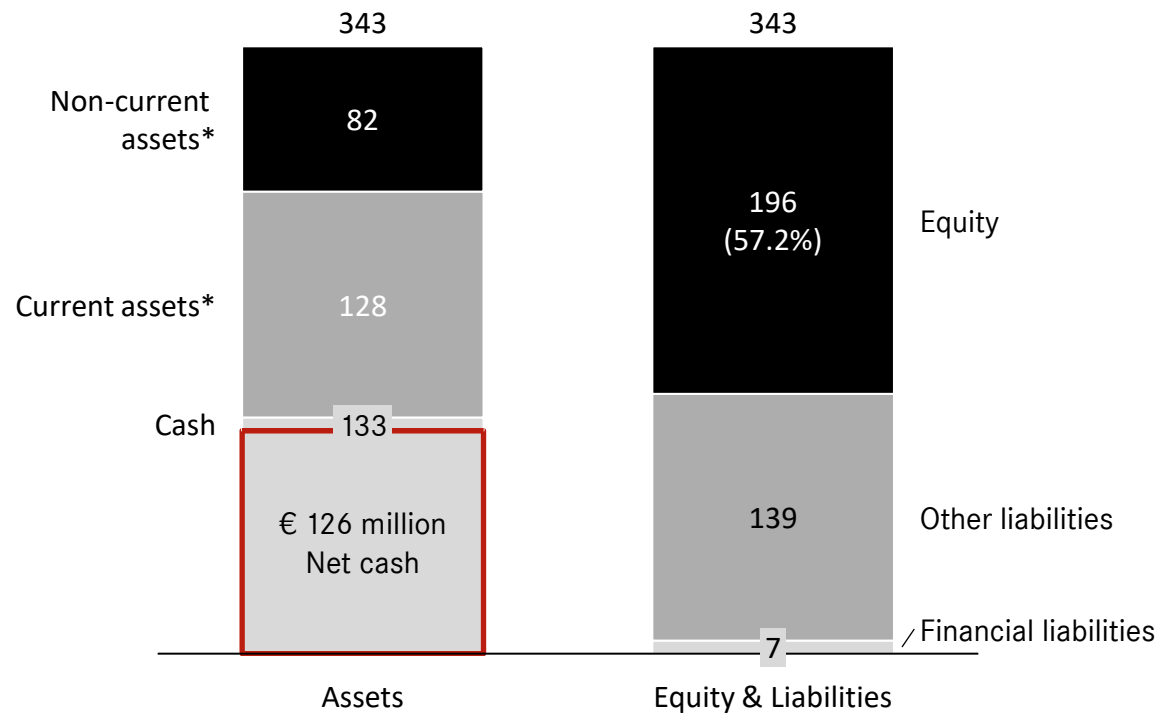
 **Order intake** experienced a notable YOY decrease, as the first nine months of 2023 included a large-scale order

 **Segment KPI's** are not noticeably affected by the shift in focus towards new growth areas yet

 **EBITDA margin** increased from 9.0% to 11.4%

Aumann is in an excellent position with its solid financial resources

Balance sheet as of 30 September 2024
in € million



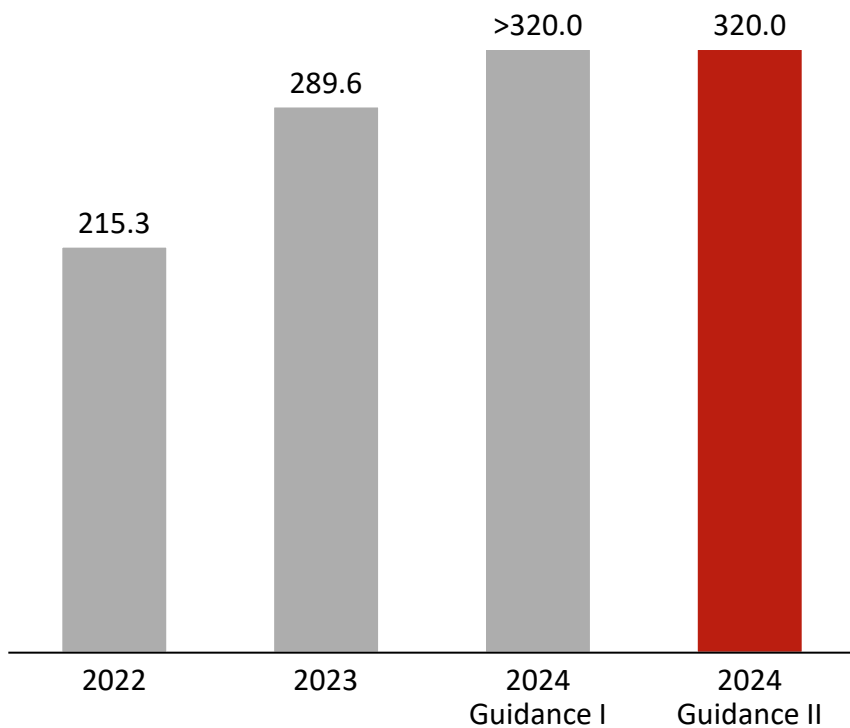
Net cash position
€ 126.0 million

Solid equity ratio
57.2%

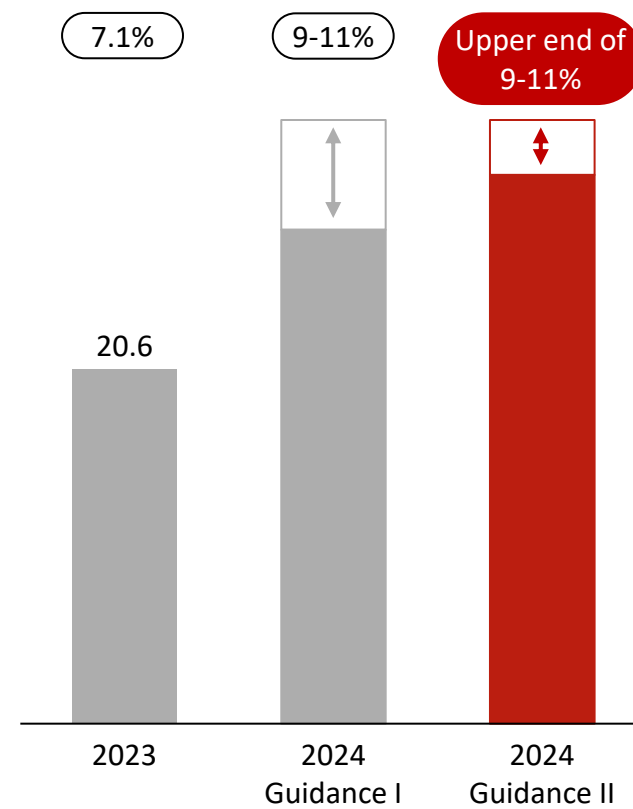
Enables growth
organically and through M&A
2024 onwards

Specified guidance for 2024

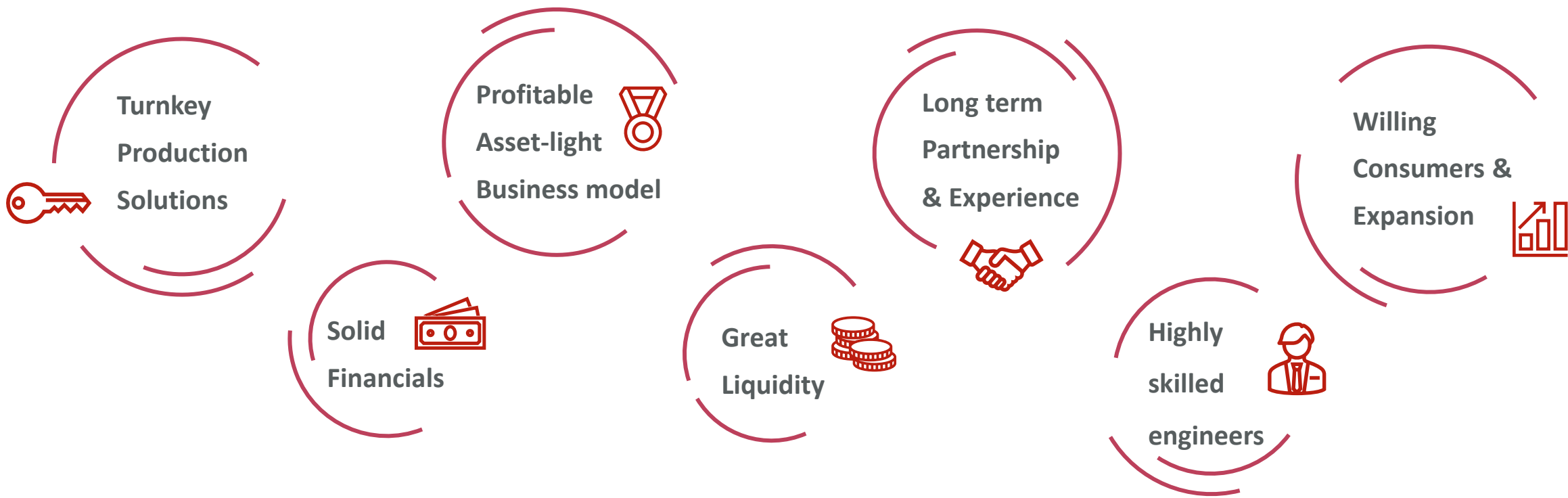
Revenue
in € million



EBITDA
in € million and in % of revenue



Summary



Financial Calendar 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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