



## Annual General Meeting 2023

Aumann AG  
15. June 2023

# Aumann drives the E-mobility transformation

## Strategic focus

Fully automated production lines...

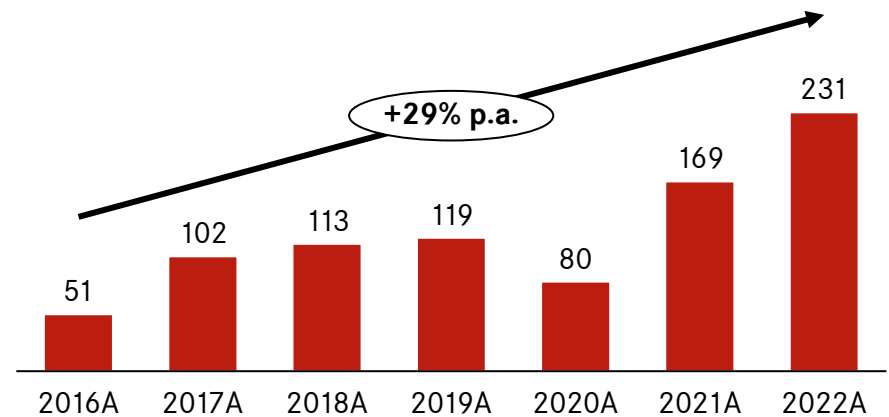


...for the entire range of electromobility

## Global customers

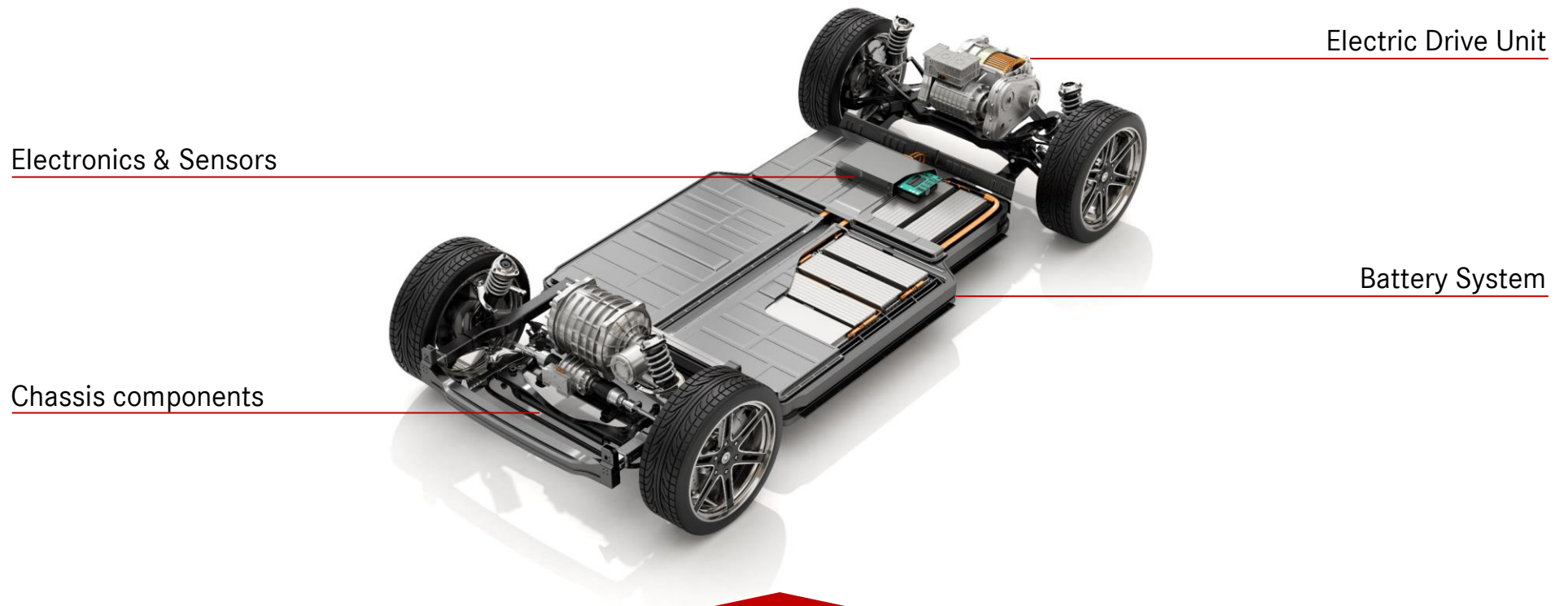


## Order intake E-mobility\*



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

Electromobility comes to life on Aumann's production lines



Aumann competences

Assembly

Winding

Joining

Automation

Measuring  
& Testing

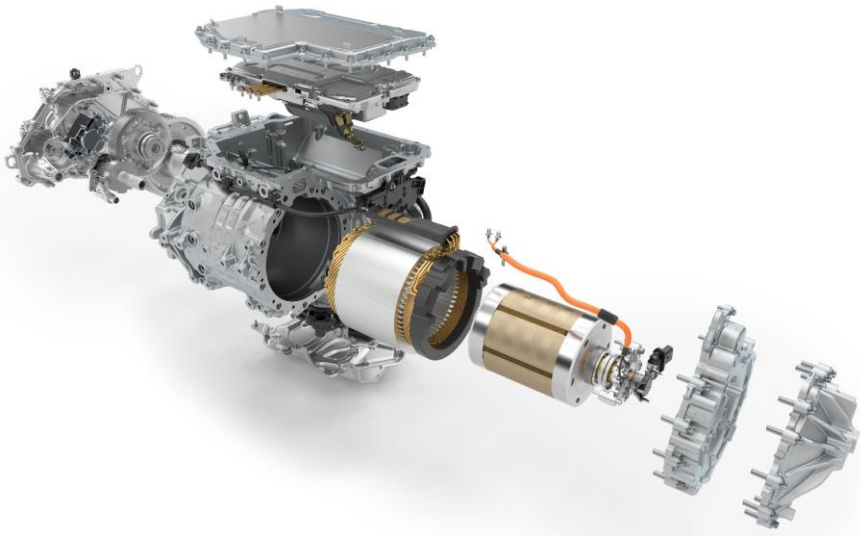
Industry  
4.0

Turnkey  
solutions

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

## Electric Drive Unit

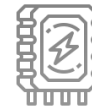
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Aumann masters the entire **production processes** for **stator** and **rotor**



**Wound rotor** gains importance over permanent magnet rotor



Aumann's **modular production solutions** strengthen demand, e.g. for **inverters**

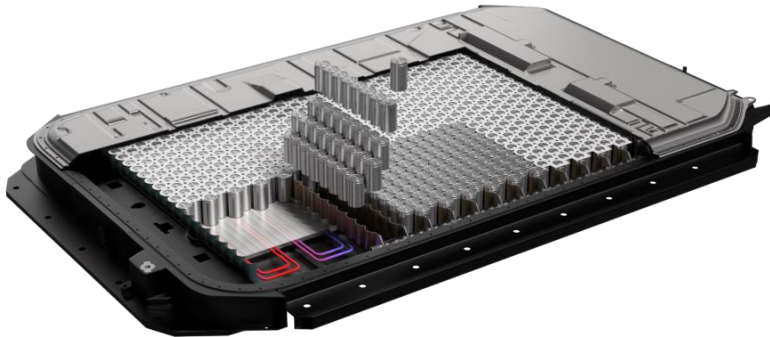


**Full-service provider** for **EDU production solutions** – stator, rotor, inverter & final assembly

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

## Battery System

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As a **technology leader**, we are a highly regarded **development partner** for the automotive industry.



**Scaling** of production capacities for **electromobility** leads to high demand



**Cell-to-Pack** design sets the highest standards for production solution and process



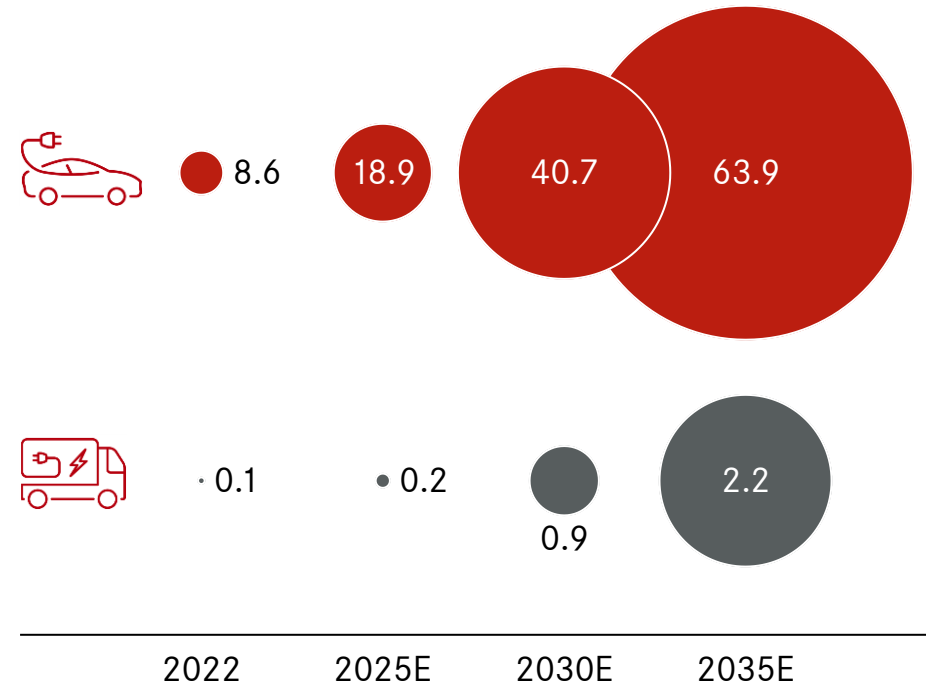
**Turnkey supplier** for **battery systems** – battery module, battery pack, Cell-to-X

Dynamically growing market leads to massive ramp-up of production capacities

What are the growth drivers?

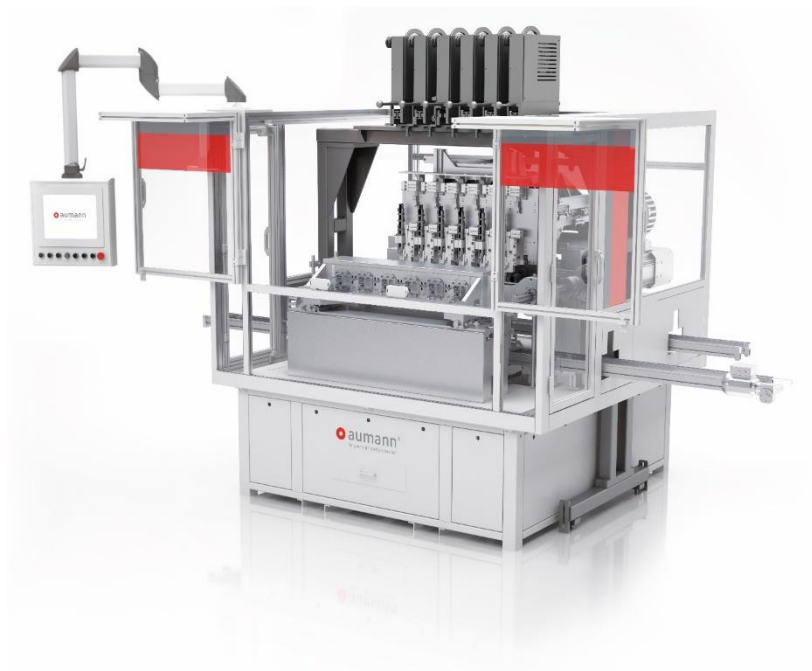
- 63% Increase in **global EV sales** compared to 2021
- 2x increase in the number of **charging points** to a total of **460,000** in **Europe** in 2022 compared to the previous year
- 50% **global sales** for **electric light commercial** vehicle in 2022 compared to 2021

Global BEV\* Sales  
in million units



## Financial Year 2022

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## Highlights of FY 2022



**+ 25 %**

Order intake growth YOY



**+ 34 %**

Revenue growth YOY



**+ 45 %**

Order Backlog growth YOY



**61 %**

Equity ratio



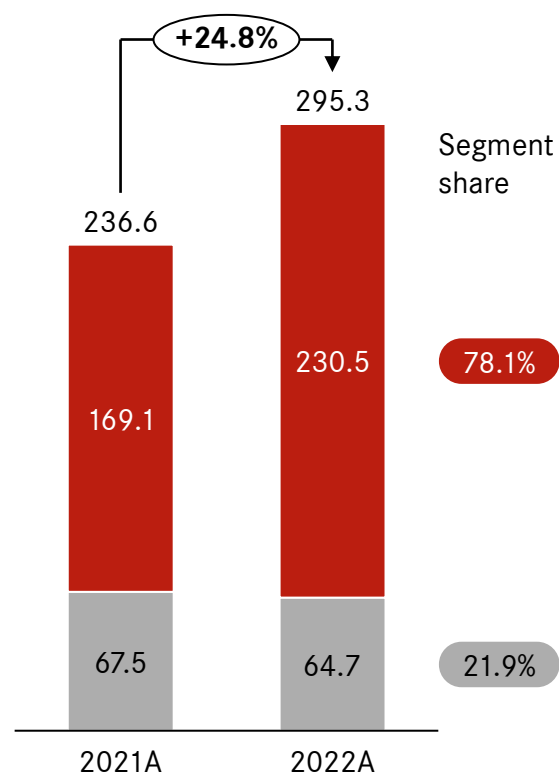
**121** € million

Liquidity position

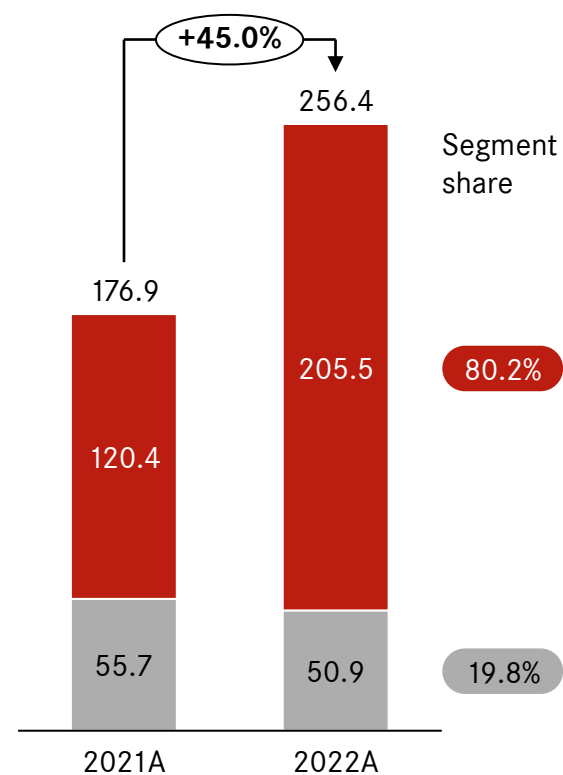


## Order intake and order backlog reach new record levels

Order intake  
in € million



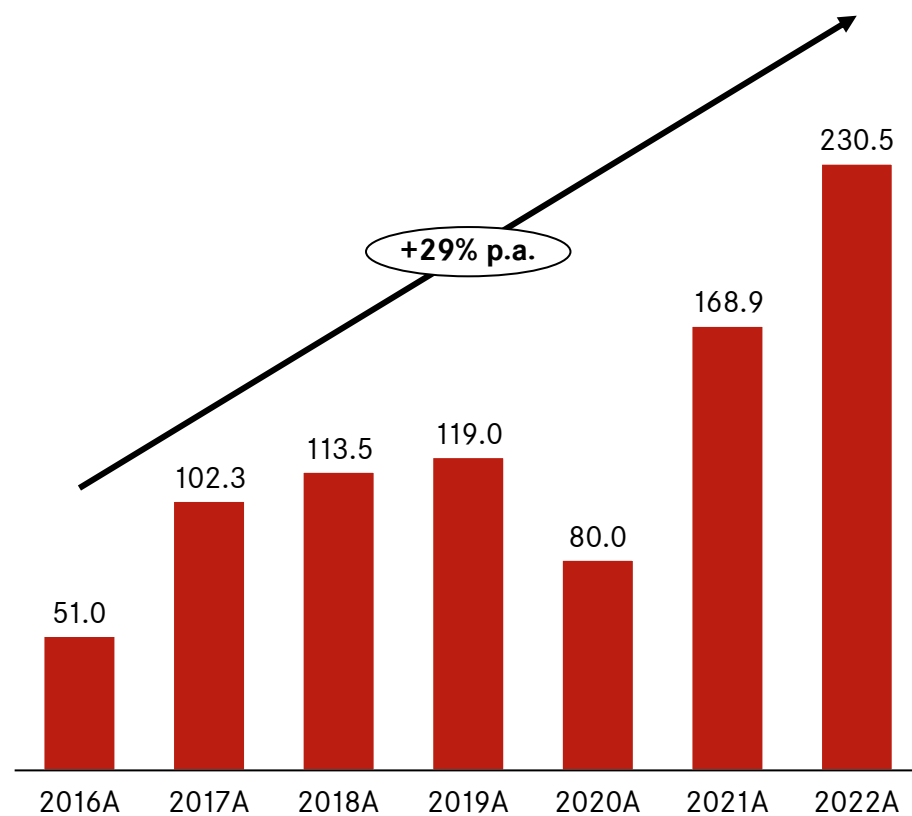
Order backlog  
in € million



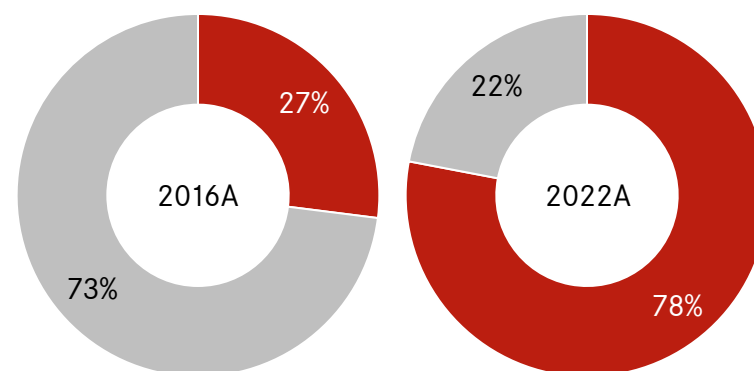
■ E-mobility ■ Classic

## Aumann's E-mobility strategy advances further

E-mobility order intake  
in € million



Order intake by segments  
in %



■ E-mobility ■ Classic

## E-mobility segment is Aumann's clear growth driver



in € million	FY 2021	FY 2022
Order Intake	169.1	230.5
Revenue	96.6	142.1
EBITDA	(4.3)	5.8



**Record-high order intake** for the 2<sup>nd</sup> consecutive year



Due to a **strong book-to-bill ratio of 1.62** (TMR), order backlog increased by 70,7 % to a record 205.5 € million



**Strong E-mobility share at 78.1%** of total order intake



**Continued high demand** for production solutions for battery pack (Module-to-Pack and Cell-to-Pack) and power electronics (Inverter)



**BEV registrations with strong figures** in 2022

Classic segment's exposure to renewables is continuously increasing



in € million	FY 2021	FY 2022
Order Intake	67.5	64.7
Revenue	63.5	72.2
EBITDA	2.2	6.2



**EBITDA significantly improved** vs. FY 2021



Renewables business increased due to production solutions in the **photovoltaic and electrolysis** area



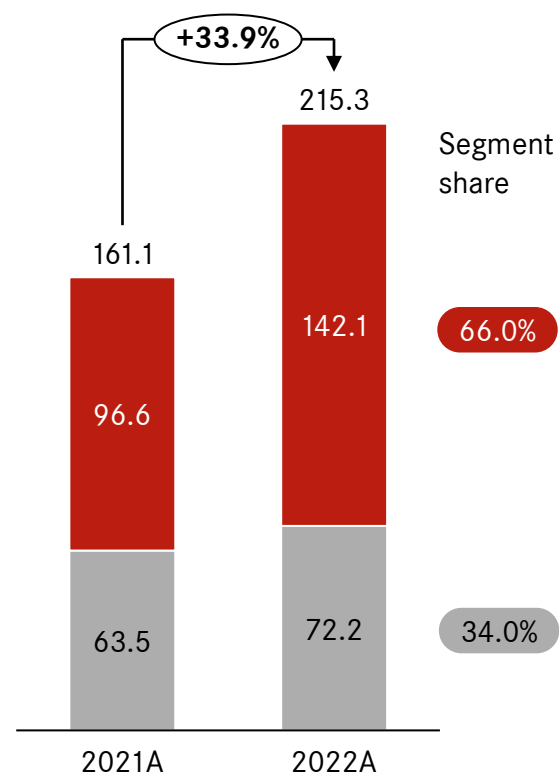
Classic segment transformed to only carry a **minor share of orders related to combustion engines**



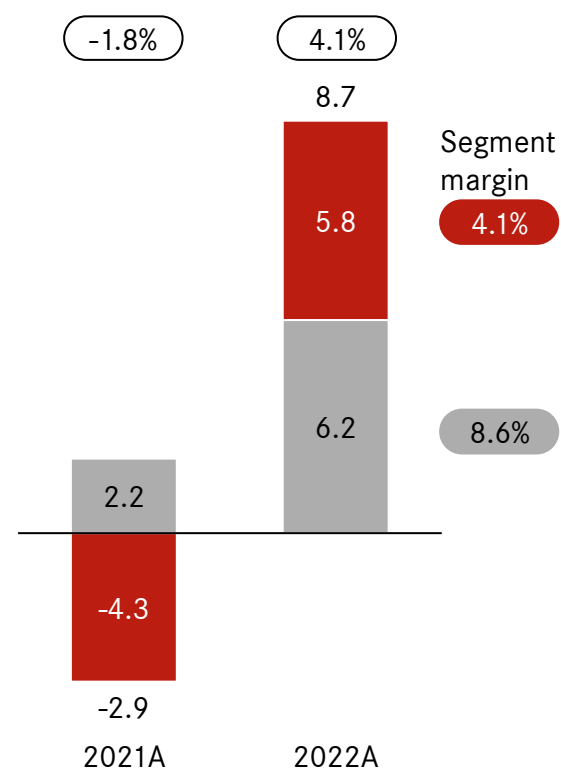
**Opportunistic approach** to generate attractive margins

## Revenue and EBITDA with clearly positive development

### Revenue in € million



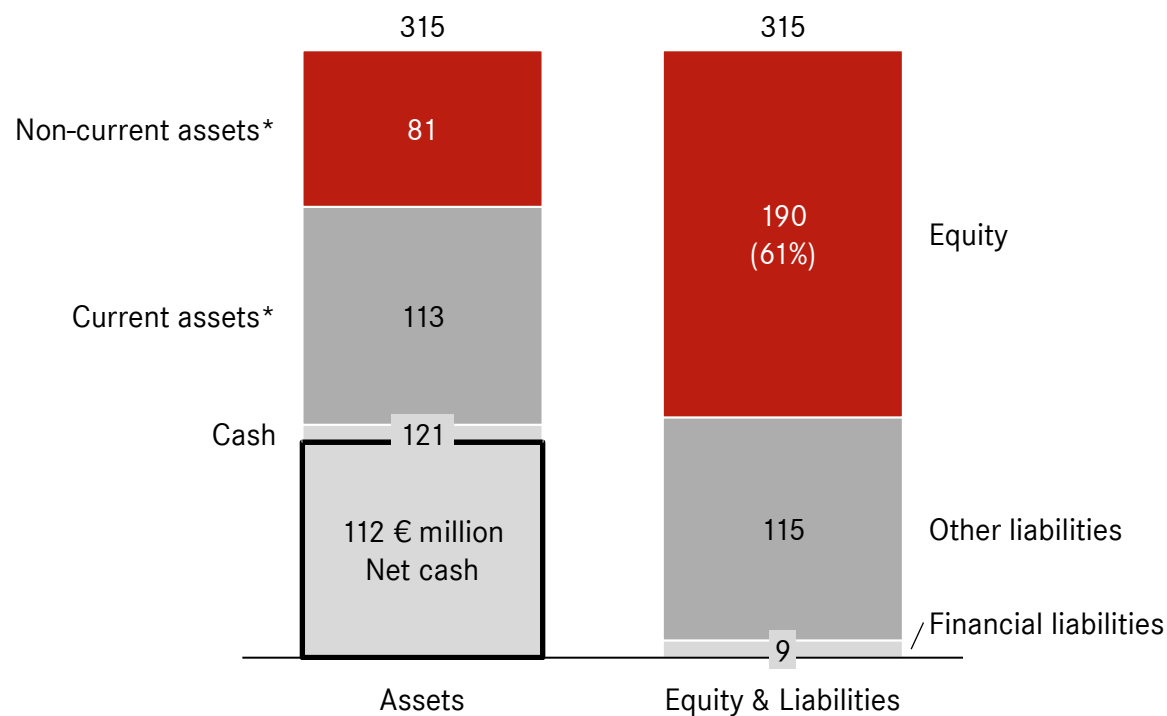
### EBITDA in € million and in % of revenue



■ E-mobility ■ Classic

## Solid balance sheet bolsters internal and external growth opportunities

Balance sheet as at 31 December 2022  
in € million



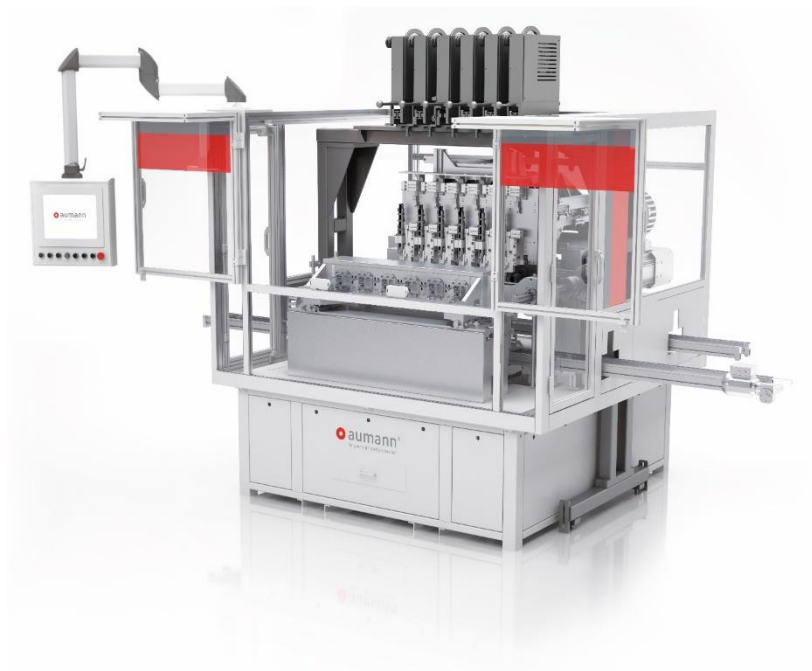
Dividend proposal  
**0.10 €**  
per share and  
share buyback program

Solid equity ratio  
**61 %**


Enables growth in  
revenue and earnings  
**2023**

## Financial Year 2023

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## Highlights of 3M 2023

 **+ 24 %**

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Revenue growth YOY

 **6.2 %**

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EBITDA-margin

 **75** € million

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Order intake

 **277** € million

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Order backlog

 **98** € million

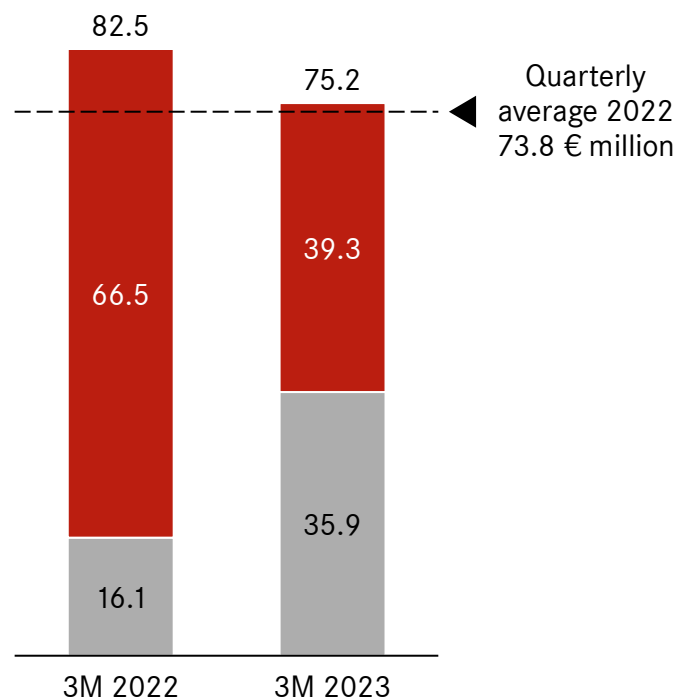
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Liquidity position

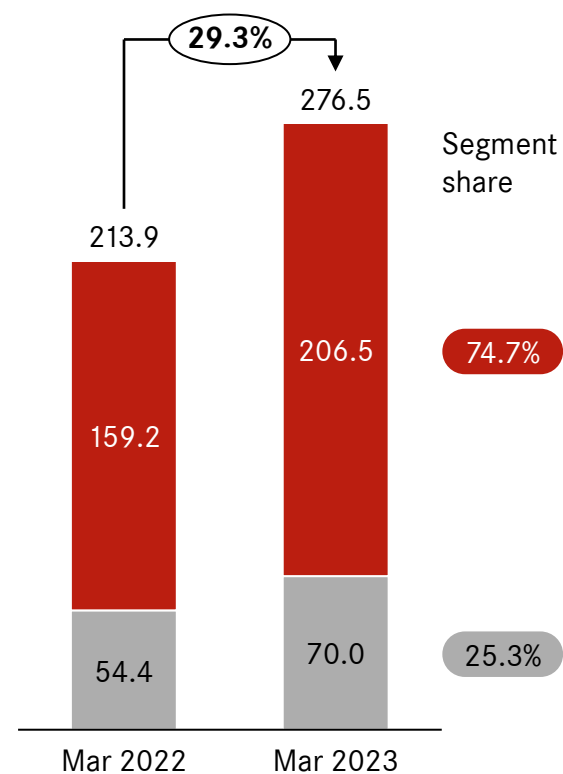


## Record high order backlog with strong E-mobility share and improved margin quality

Order intake  
in € million



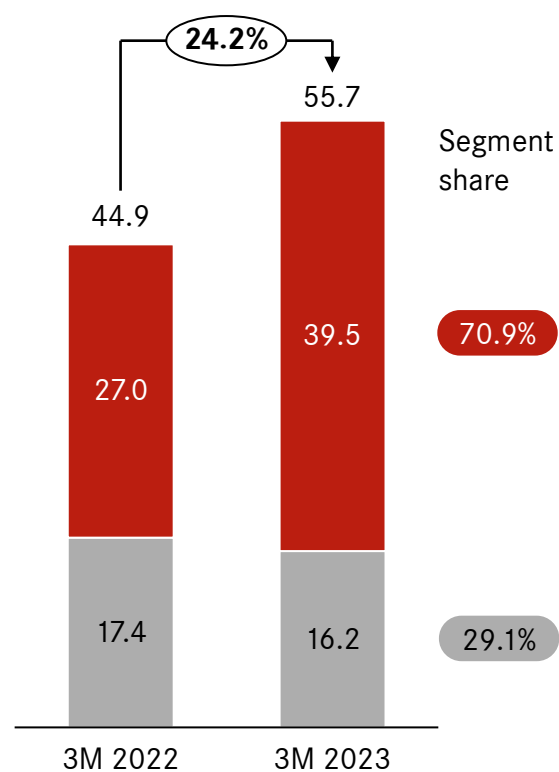
Order backlog  
in € million



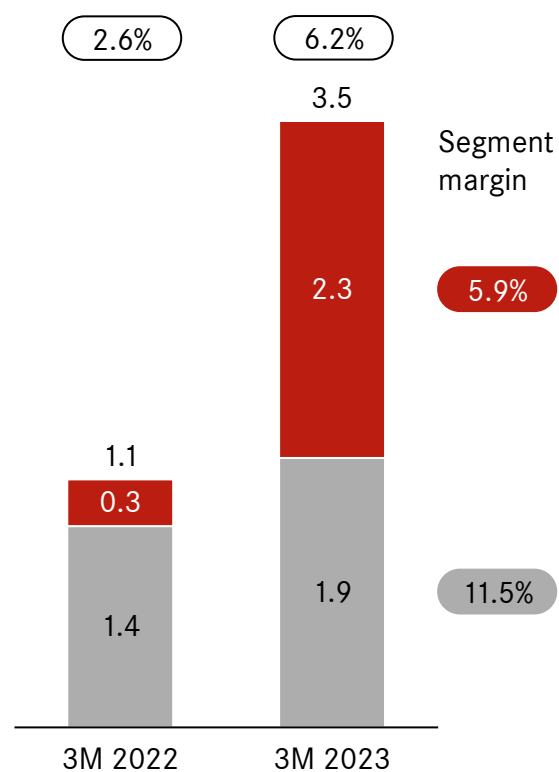
■ E-mobility ■ Classic

At the same time significant progress on revenue and earnings

## Revenue in € million



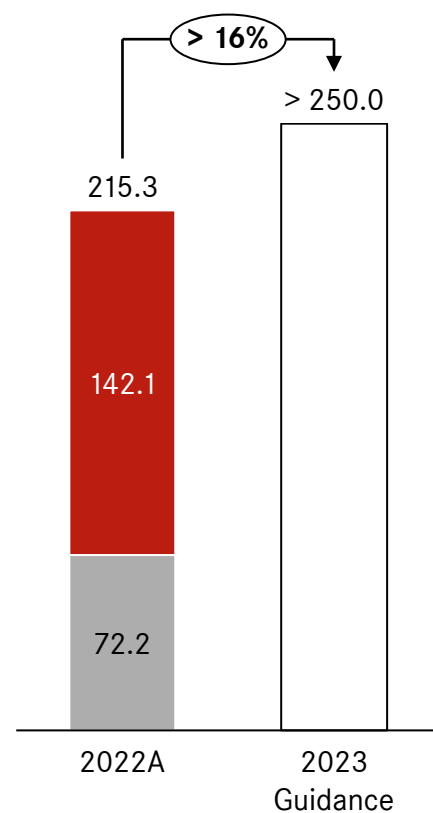
## EBITDA in € million and in % of revenue



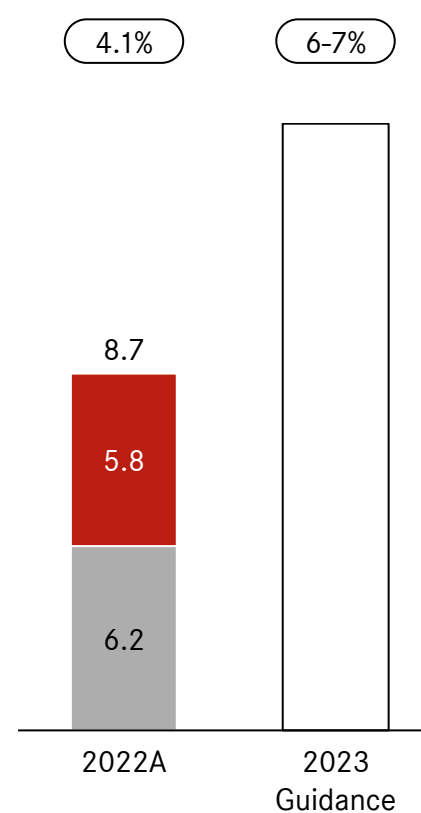
■ E-mobility ■ Classic

## Guidance for 2023 illustrates the company's strong development

### Revenue in € million



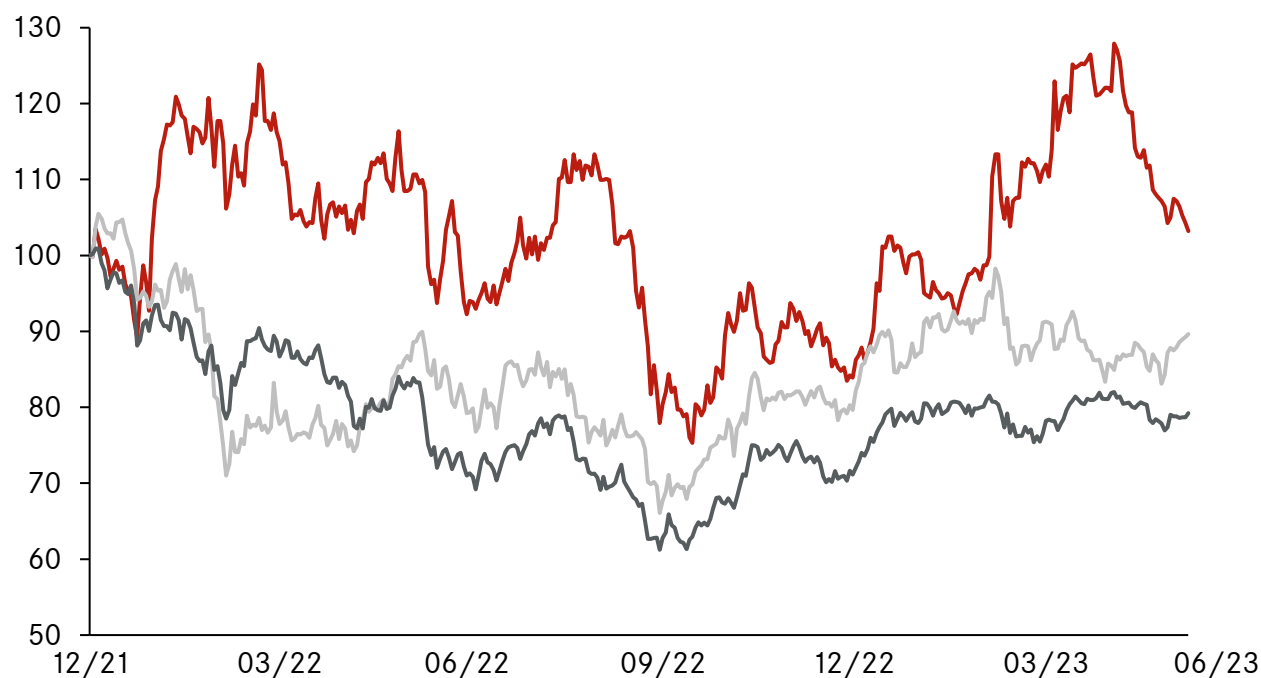
### EBITDA in € million and in % of revenue



■ E-mobility ■ Classic

## Aumann share

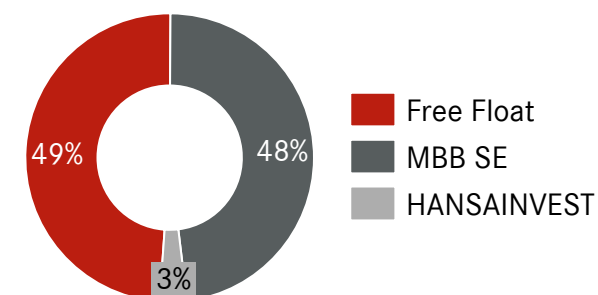
### Share price in comparison\* since 31 December 2021, indexed



— Aumann Aktie — DAX Auto Parts & Equipment — SDAX

### Share price targets and shareholders in € and in % of shares issued

Target price	€
Berenberg (Hold)	18,00
Equi.ts (Buy)	17,60
Hauck Aufhäuser (Buy)	21,00
Average	18,87
Current share price	14,46



Aumann on a profitable growth path beyond 2023!



Important **development step** in 2022 despite challenging conditions



**Record levels** in order intake and order backlog create high **visibility for 2023**



**Leading market position** and high demand enable further **improvement** of the **earnings situation**



Solid balance sheet and high liquidity offer **organic and inorganic potential**

**we electrify your future**

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[aumann.com](https://aumann.com)



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