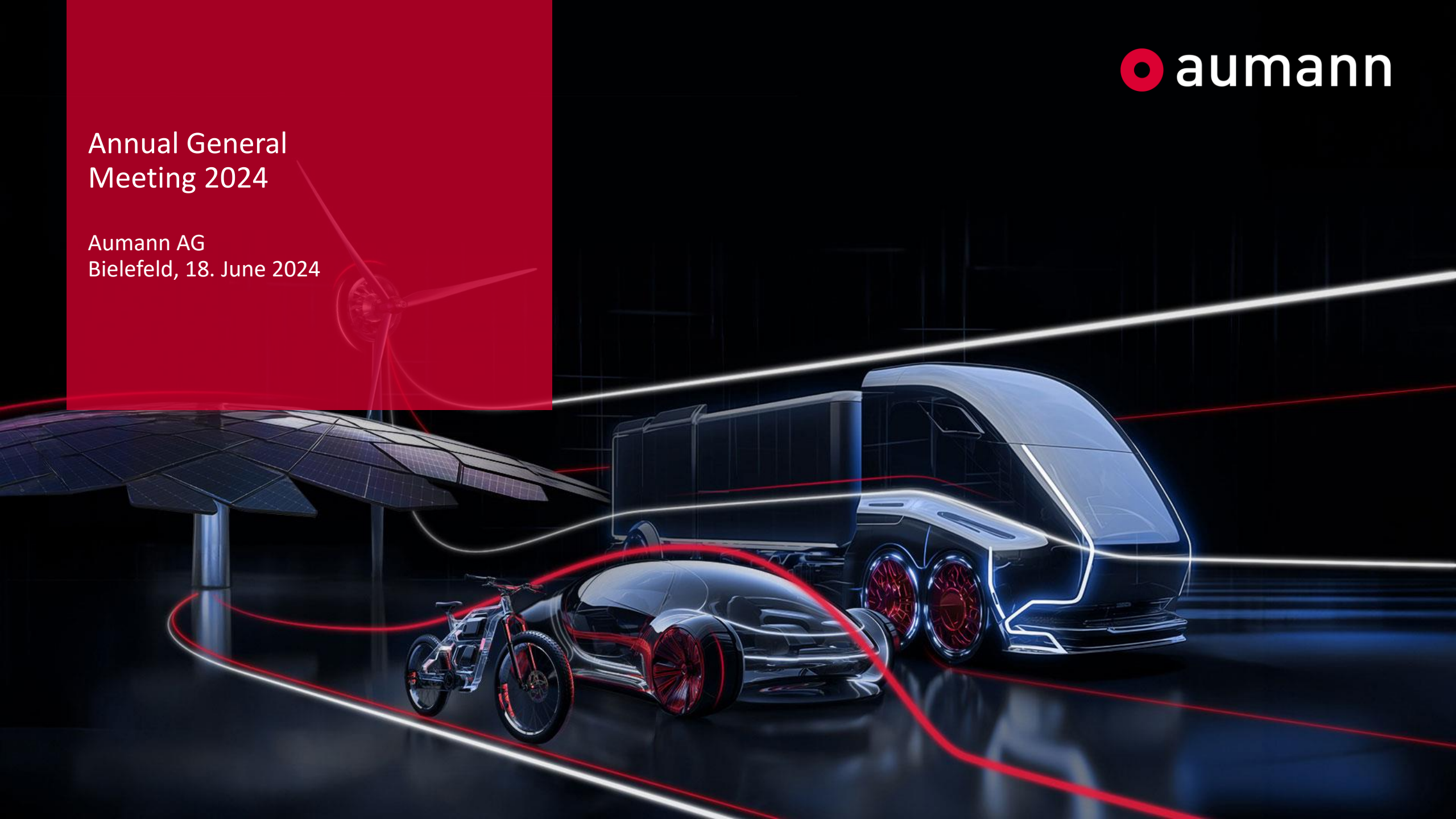


# Annual General Meeting 2024

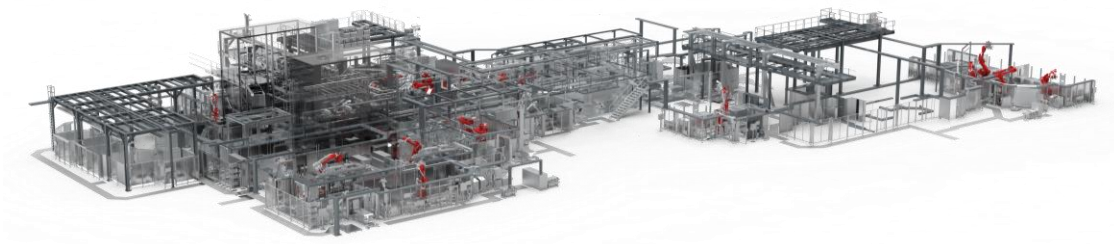
Aumann AG  
Bielefeld, 18. June 2024



# Aumann drives E-mobility transformation

## Strategic focus

Fully automated production lines...

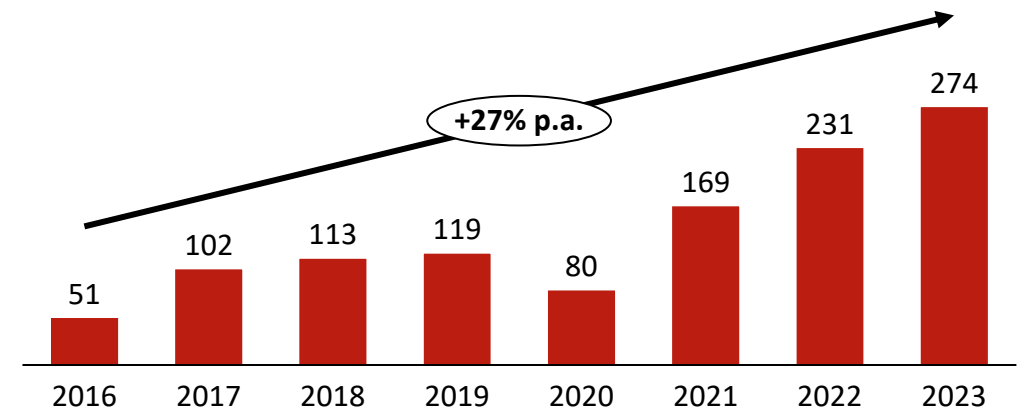


...for the entire range of electromobility

## Global customers



## Order intake E-mobility\*

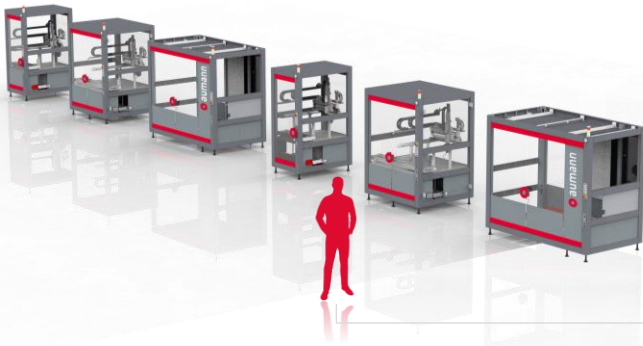


Unique range of solutions tailored to the requirements of electromobility

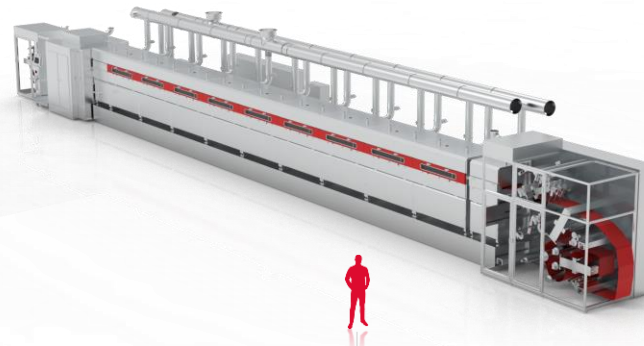
Modular solutions

Process solutions

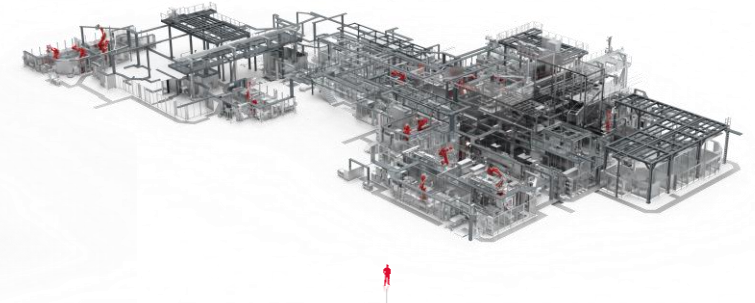
Turnkey solutions



**Standardized process stations and modular cell systems** for flexible production lines



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

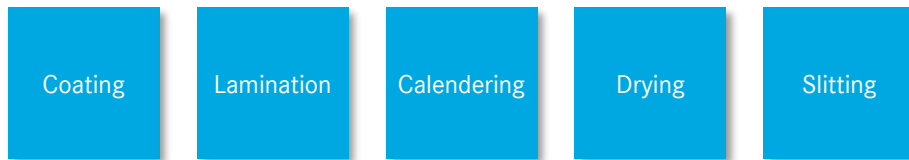


**Large-volume series production systems, tailored** to the requirements of our customers

## Acquisition of LACOM opens up additional strategic growth areas for Aumann



*Converting processes*



*Battery Cell*



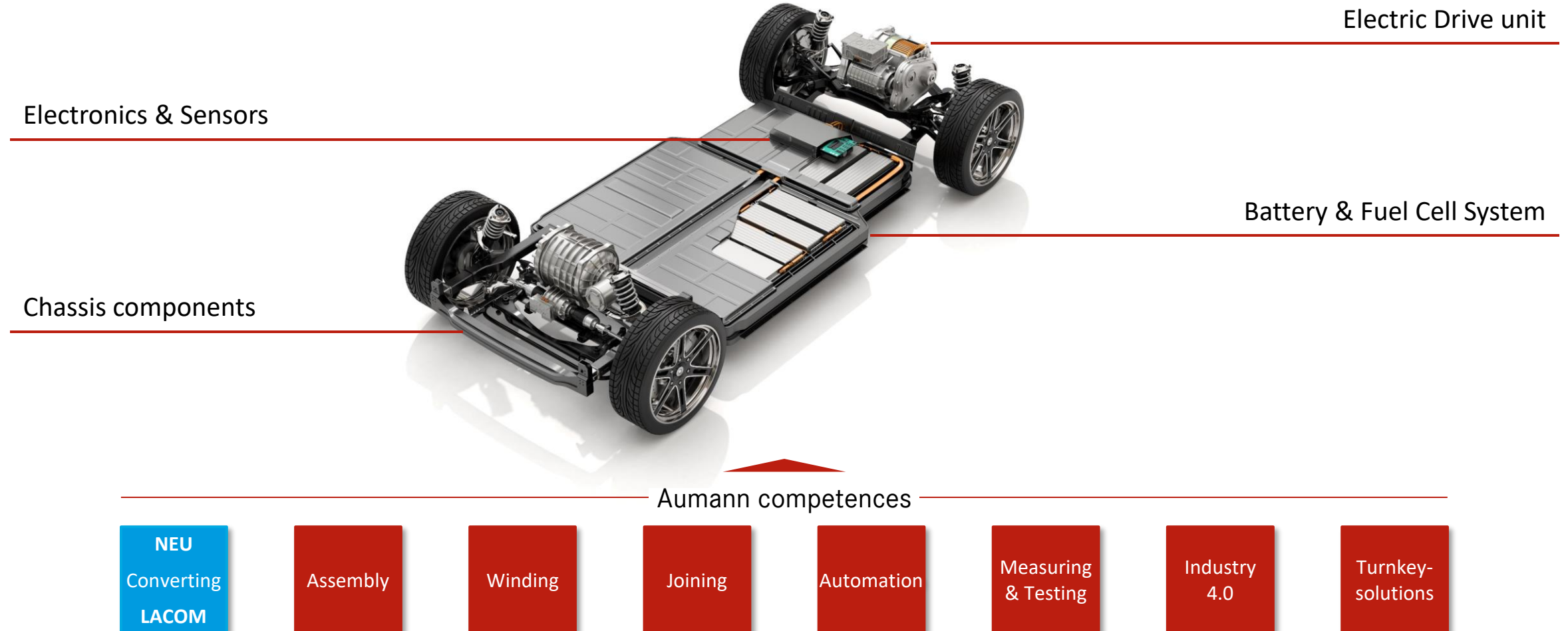
*Fuel Cell*

### Deal rationales

- LACOM is a leading converting specialist with a focus on electrode- and MEA-manufacturing
- Strategic acquisition provides technological access to upstream processes in the manufacture of batteries and fuel cells
- In the field of **battery systems**, Aumann is expanding its existing portfolio with coating systems for electrode production
- In the field of **fuel cells**, Aumann is now able to offer innovative production solutions along the entire value chain – from coating and stacking to final assembly
- Profitable sales in the low double-digit million range are expected for 2024



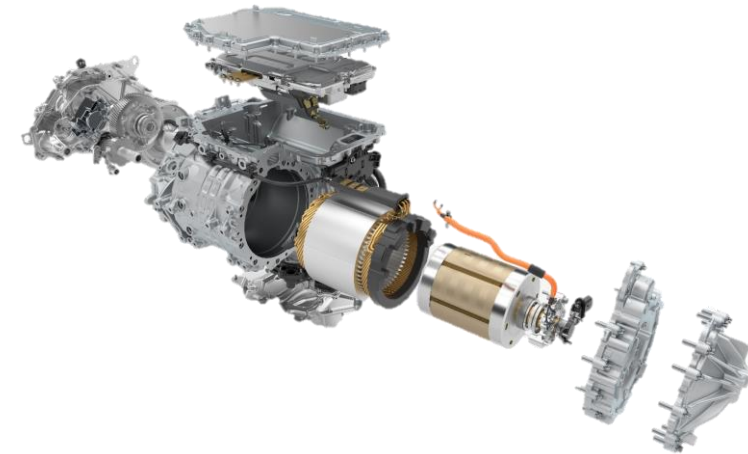
# Electromobility comes to life on Aumann's production lines



# Electromobility comes to life on Aumann's production lines



Electric Drive Unit



## Aumann competences

NEU  
Converting  
LACOM

Assembly

Winding

Joining

Automation

Measuring  
& Testing

Industry  
4.0

Turnkey-  
solutions

We are a turnkey provider for the efficient electric drive unit

## Electric Drive Unit

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Inverter



Aumanns **modular production solutions**  
ideally suited for Inverters

Stator



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

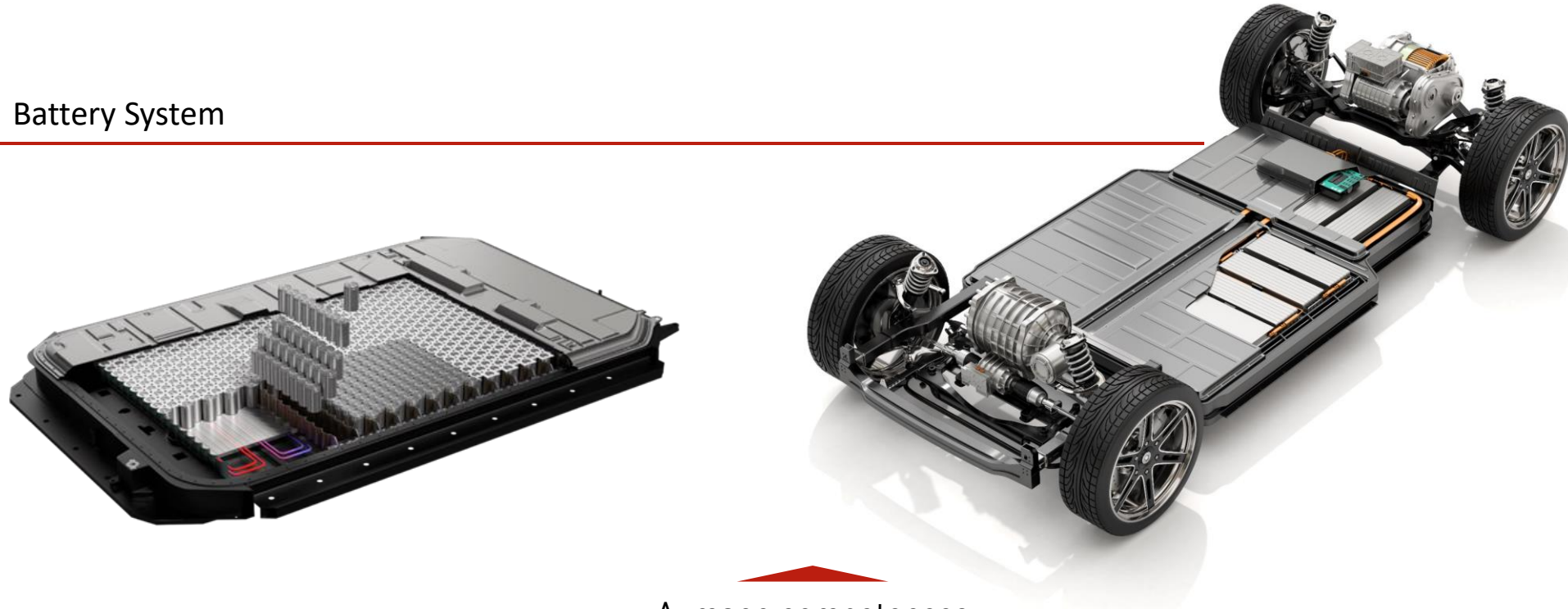
Rotor



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

# Electromobility comes to life on Aumann's production lines

## Battery System



## Aumann competences





We are a pioneer for the production process of battery systems

## Battery System

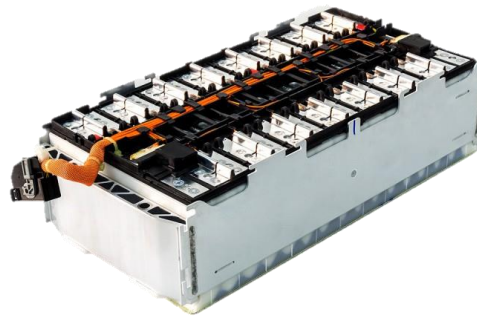
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Battery cell



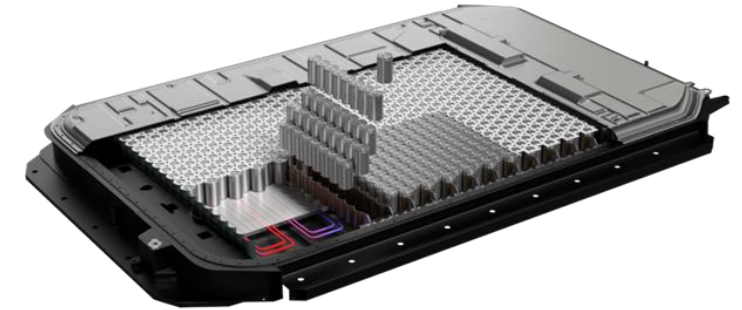
With its **converting technology**,  
Aumann enters the dynamic field  
of battery cell production

Battery Module



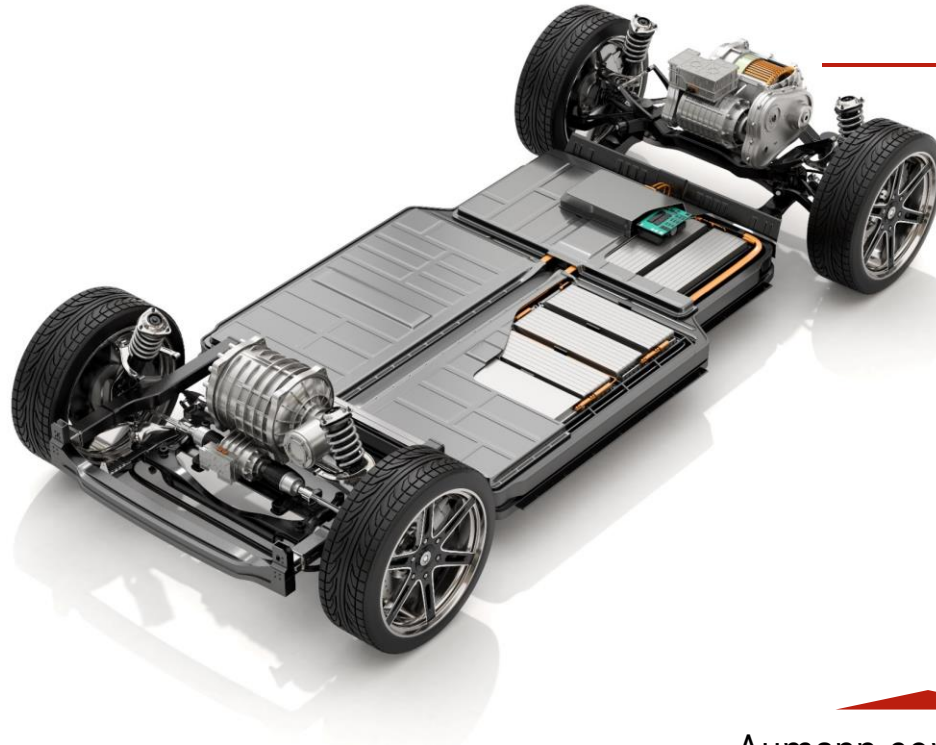
Accelerating EV adoption drives  
**demand for advanced battery  
manufacturing solutions**

Battery Pack

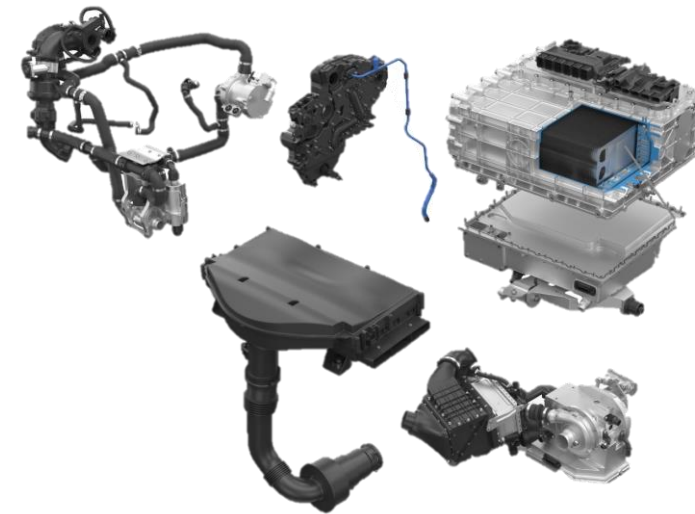


**Cell-to-Pack-Design** sets **highest  
standards** for production solutions and  
processes

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



Fuel Cell System



### Aumann competences

NEU  
Converting  
LACOM

Assembly

Winding

Joining

Automation

Measuring  
& Testing

Industry  
4.0

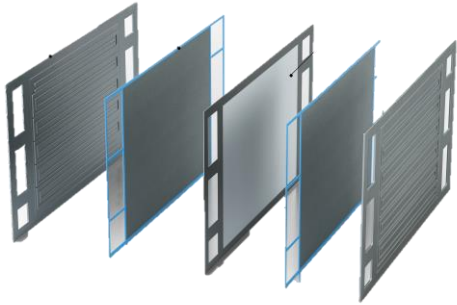
Turnkey-  
solutions

We are a turnkey supplier for fuel cell production solutions

## Fuel Cell

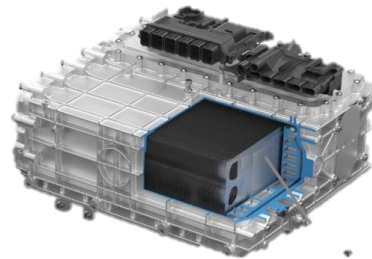
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MEA | BPP



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

Stack



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

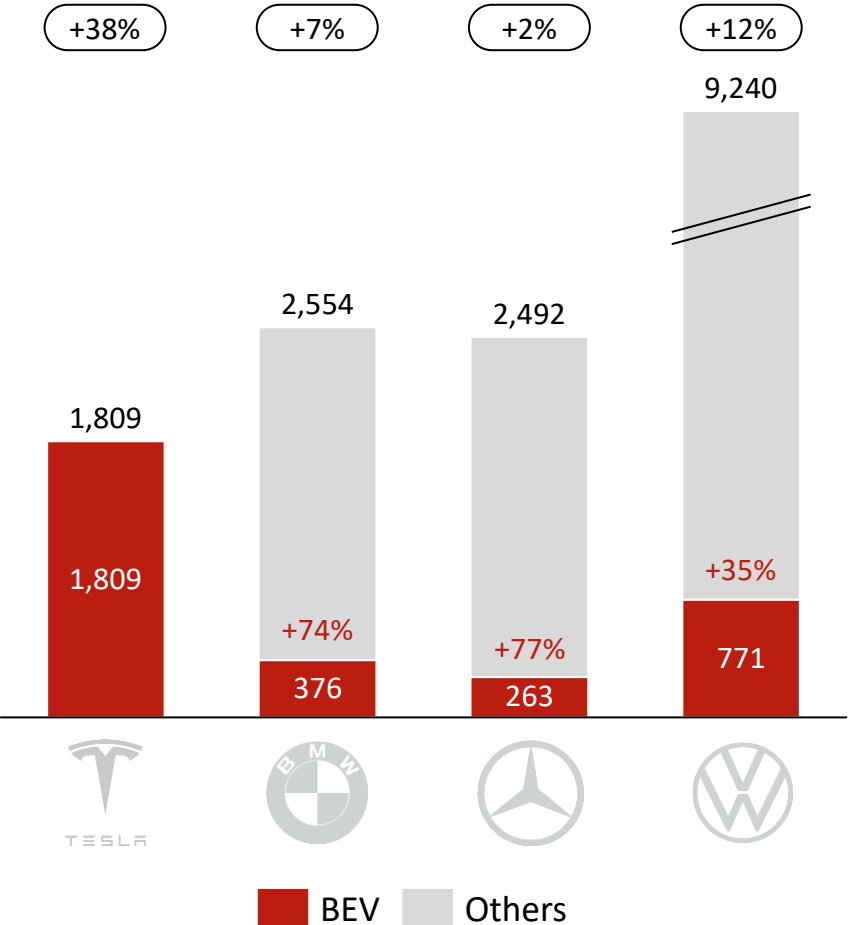
BOP



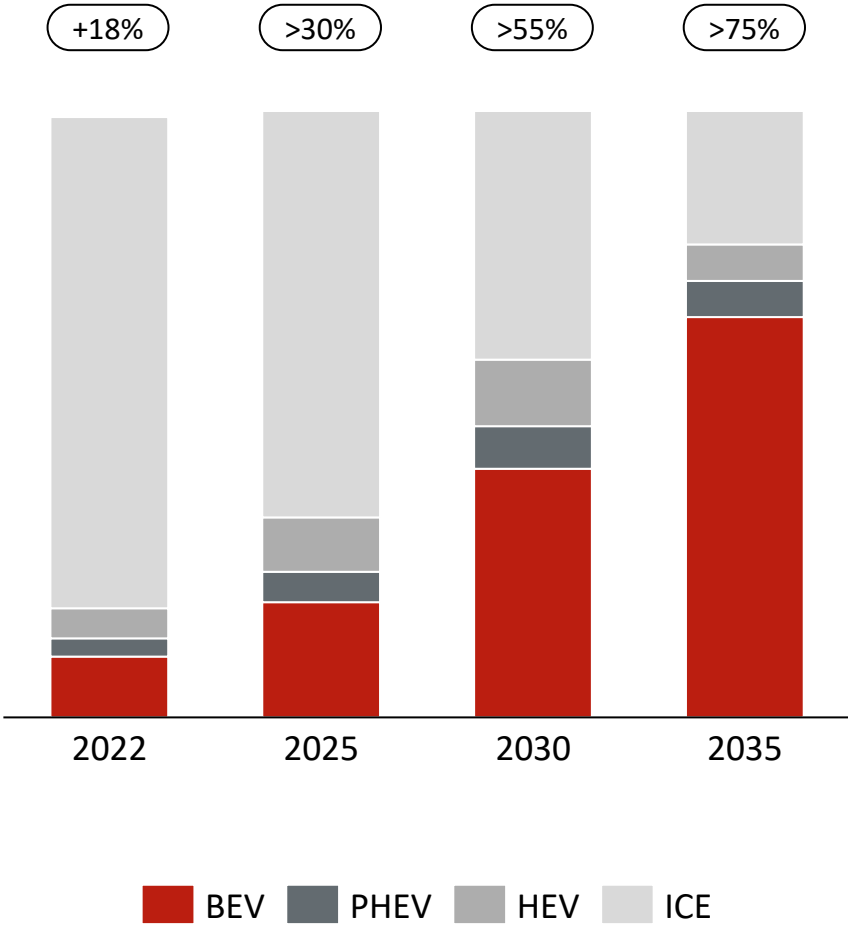
Aumann offers **customized solutions** along the **entire value chain**

# OEMs 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 Year 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



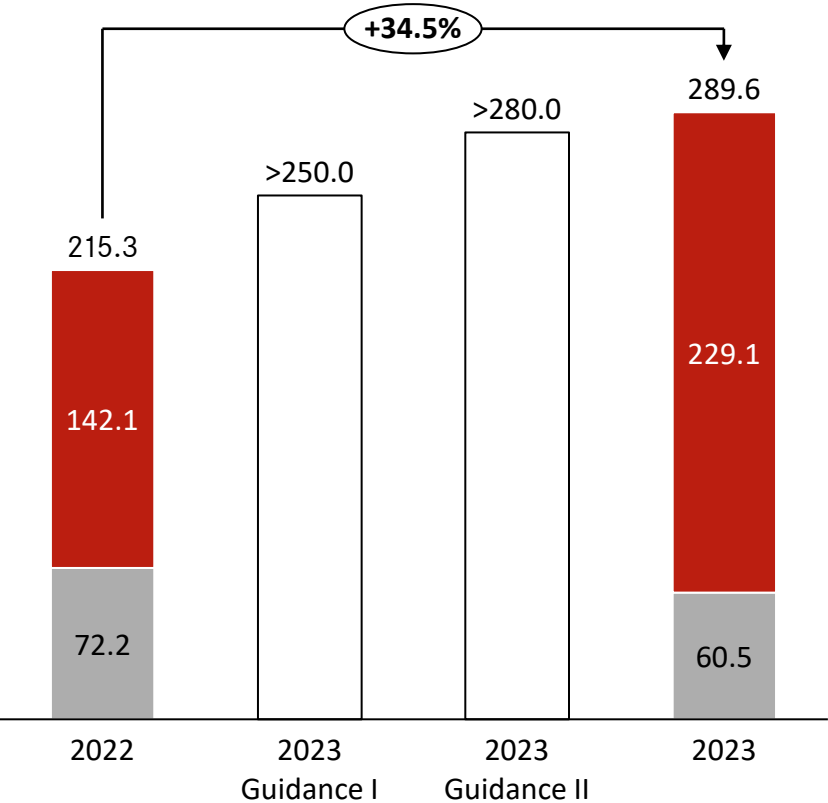
Number of employees  
increases to

**951**

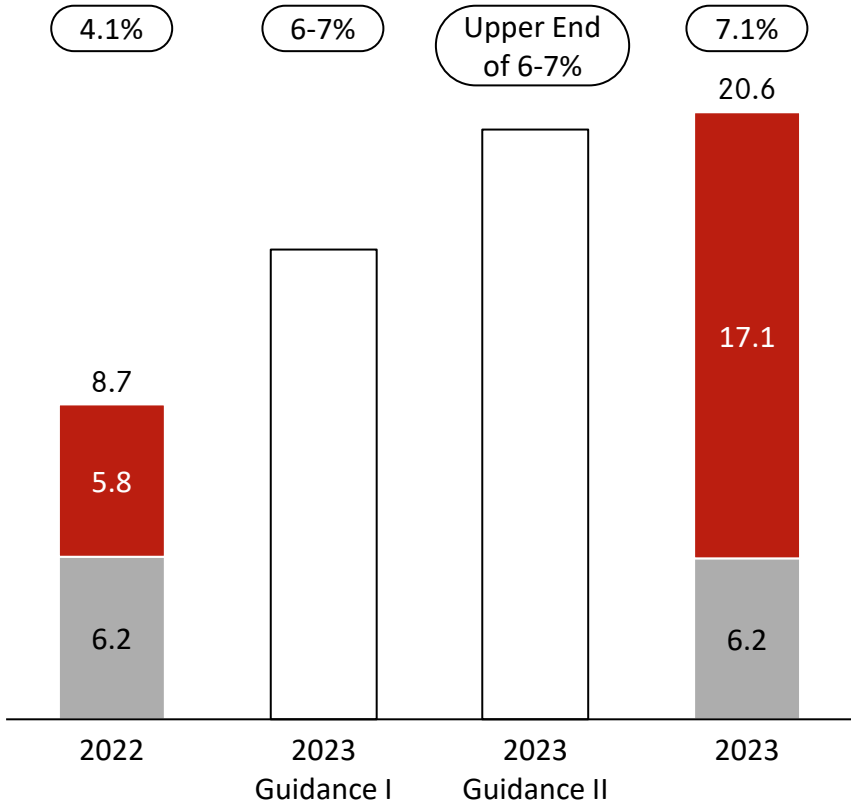
+130

# Revenue and earnings with strong growth both slightly surpassing the raised guidance

Revenue  
in € million



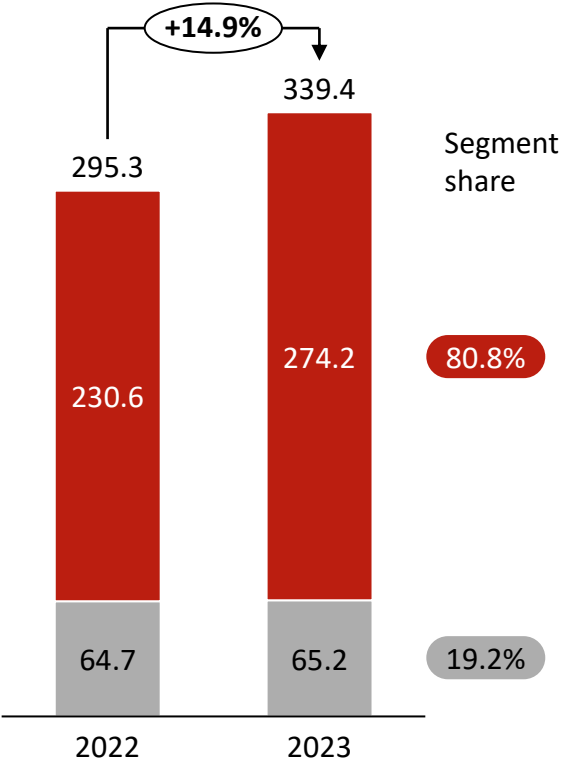
EBITDA  
in € million and in % of revenue



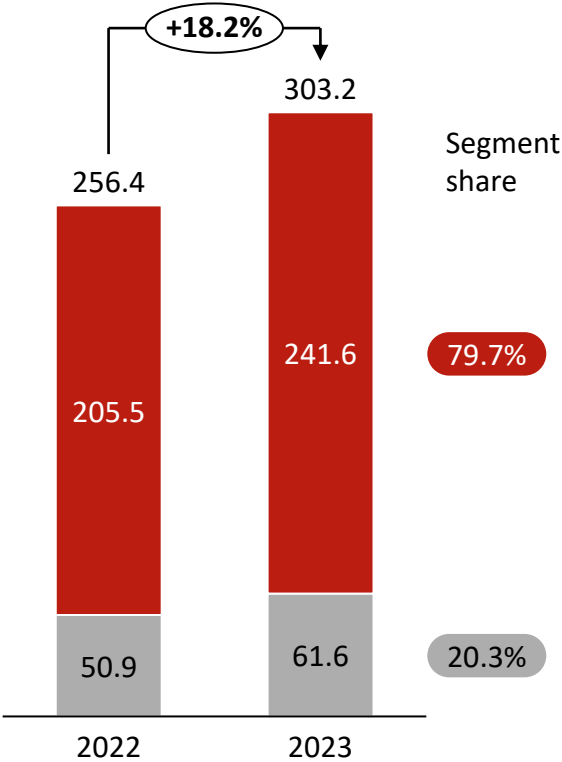
■ E-mobility ■ Classic

# Order intake and order backlog significantly exceed previous year's figures

Order intake  
in € million



Order backlog  
in € million



■ E-mobility ■ Classic

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



in € million	2022	2023
Order intake	230.5	274.2
Order backlog	205.5	241.6
Revenue	142.1	229.1
EBITDA	5.8	17.1



**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** increased by 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	2022	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**

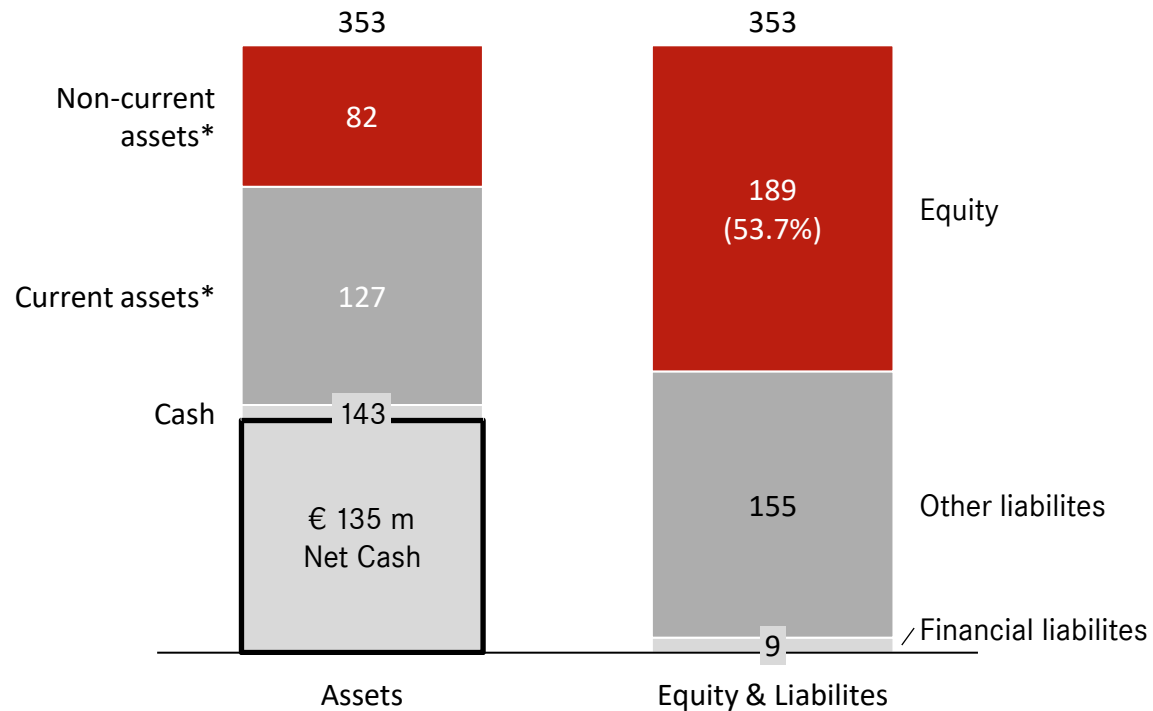


**EBITDA margin** increased significantly to 10.2%



## 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

**53.7 %**

Solid equity ratio

Enables growth  
in revenue and earnings

**2024**

Financial Year 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



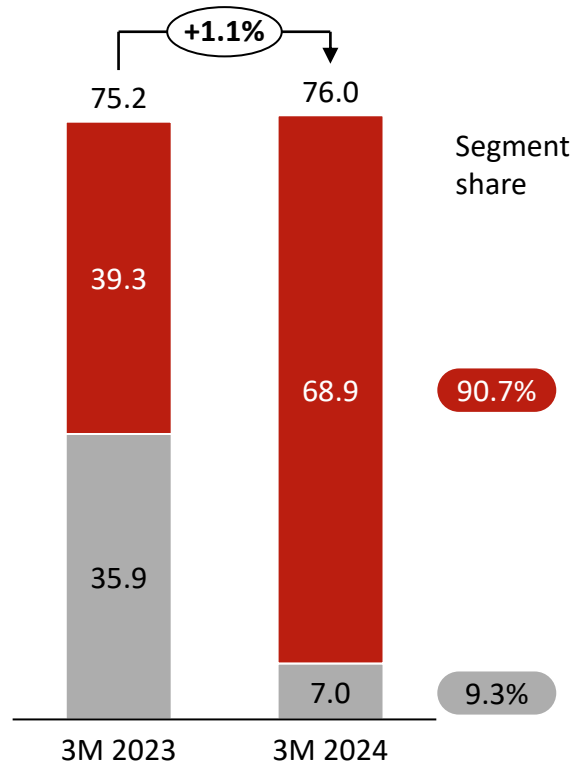
Number of employees  
increases to

**958**

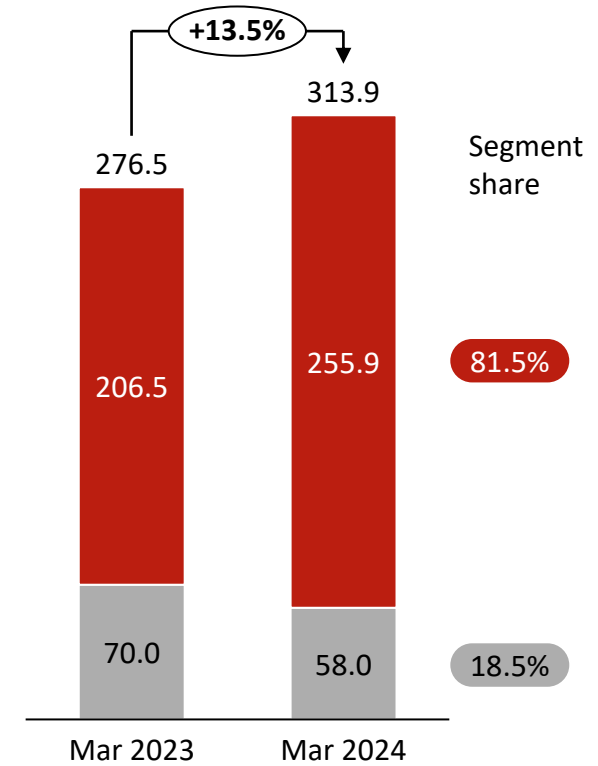
+124 YOY

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

Order intake  
in € million



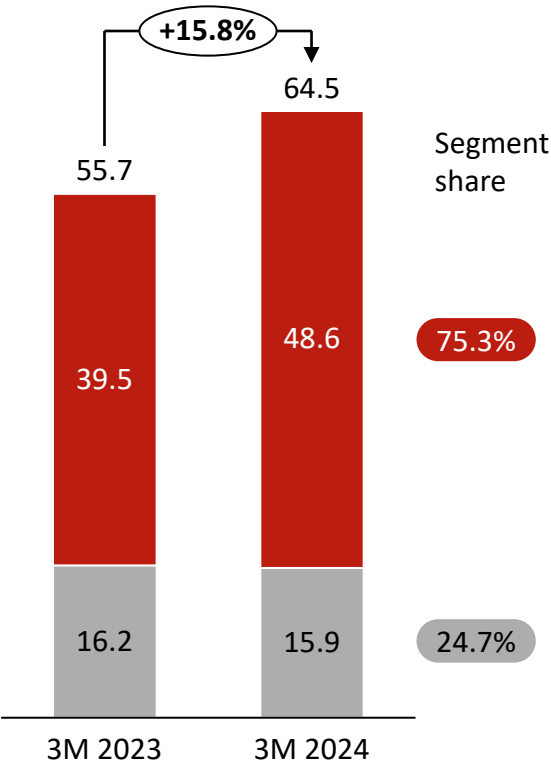
Order backlog  
in € million



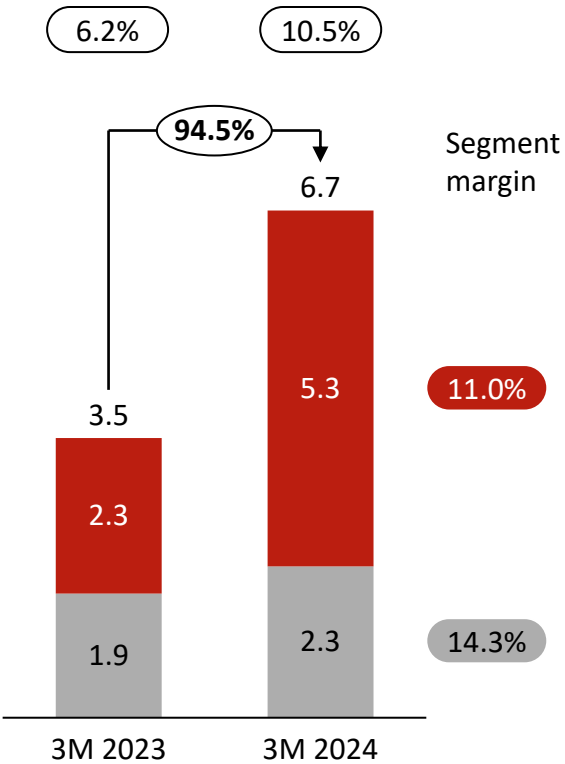
■ E-mobility ■ Classic

# Significant improvement of revenue and profitability

Revenue  
in € million



EBITDA  
in € million and in % of revenue

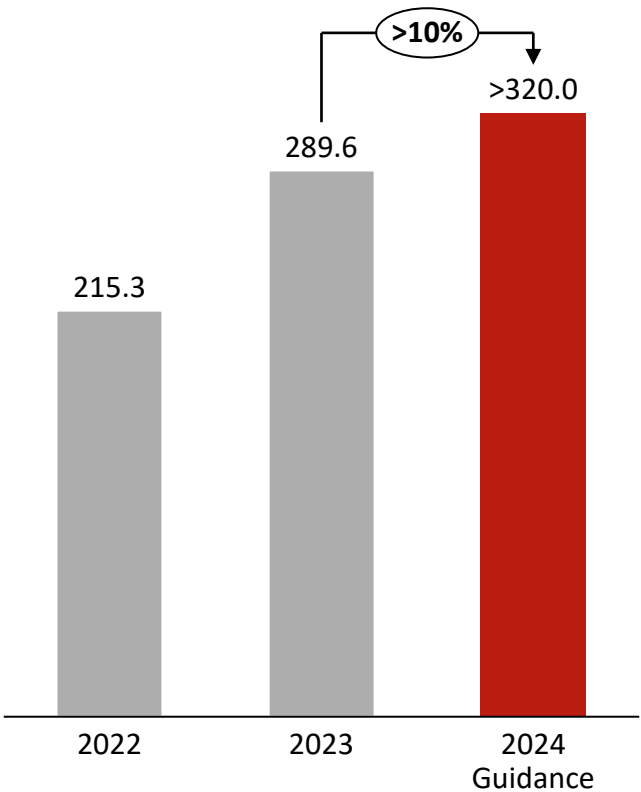


■ E-mobility ■ Classic

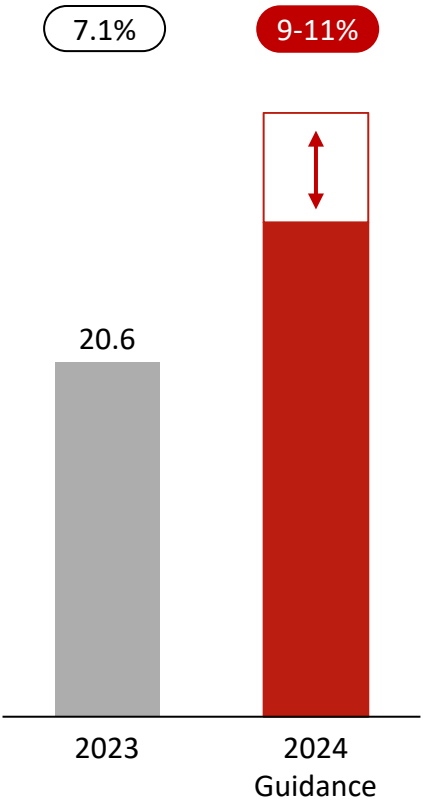


# Guidance for 2024 with revenue growth and substantial margin development

Revenue guidance  
in € million

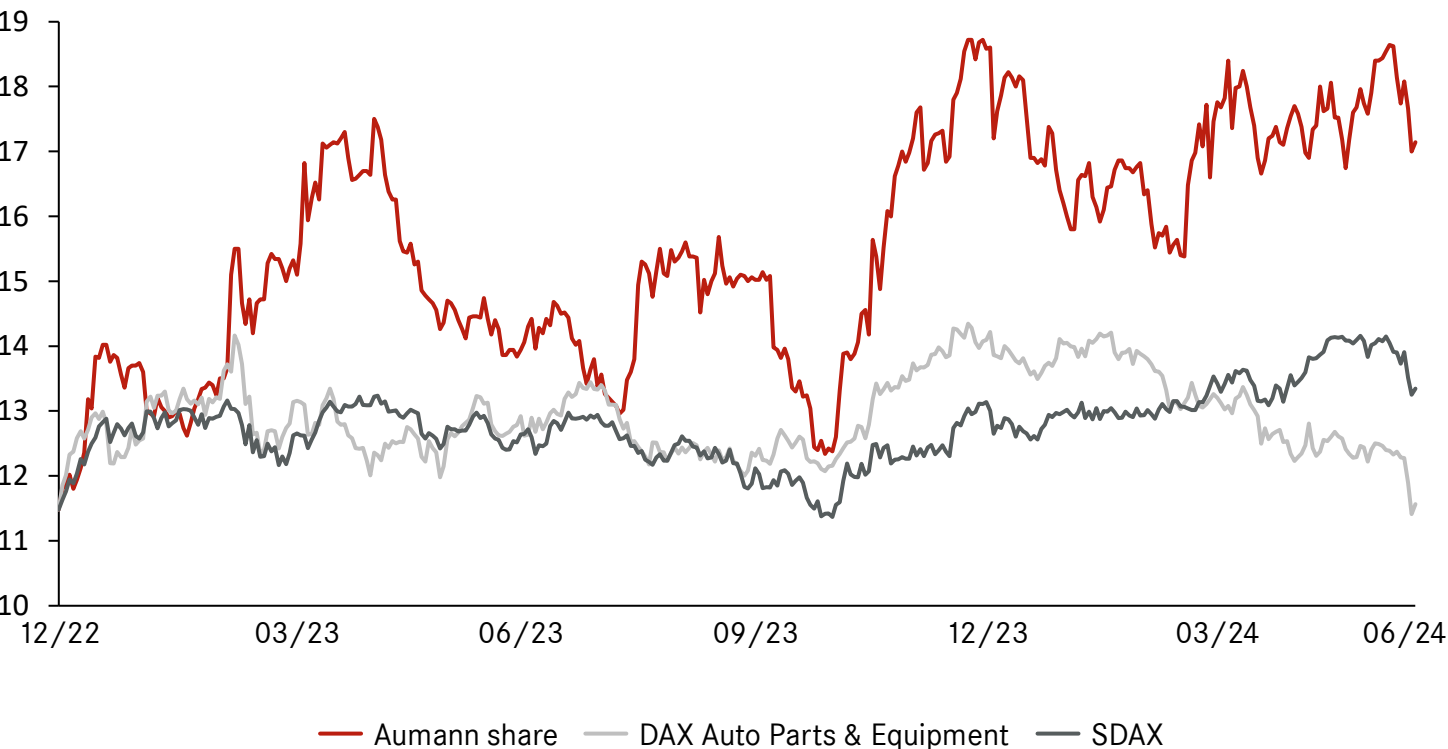


EBITDA  
in € million and in % of revenue



# Aumann share performance

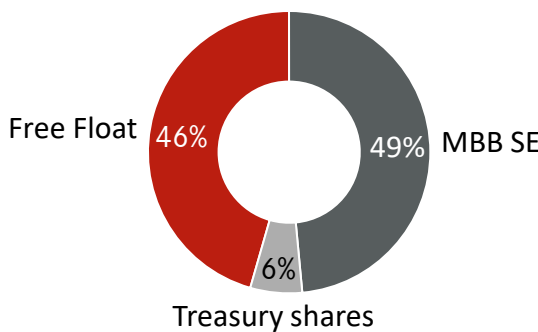
Share price in comparison\*  
Since 31 December 2022, in €



Analyst expectations  
in €

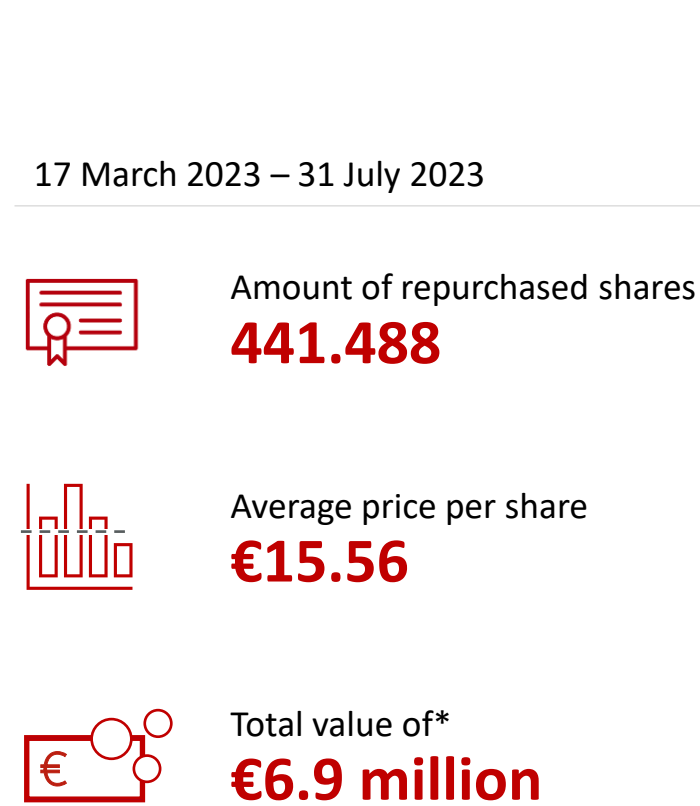
Target price	€
Berenberg (Buy)	22.00
EQUI.TS (Buy)	19.50
Hauck Aufhäuser (Buy)	26.00
Average	22.50
Current share price	17,14

Shareholder structure  
in % of issued shares



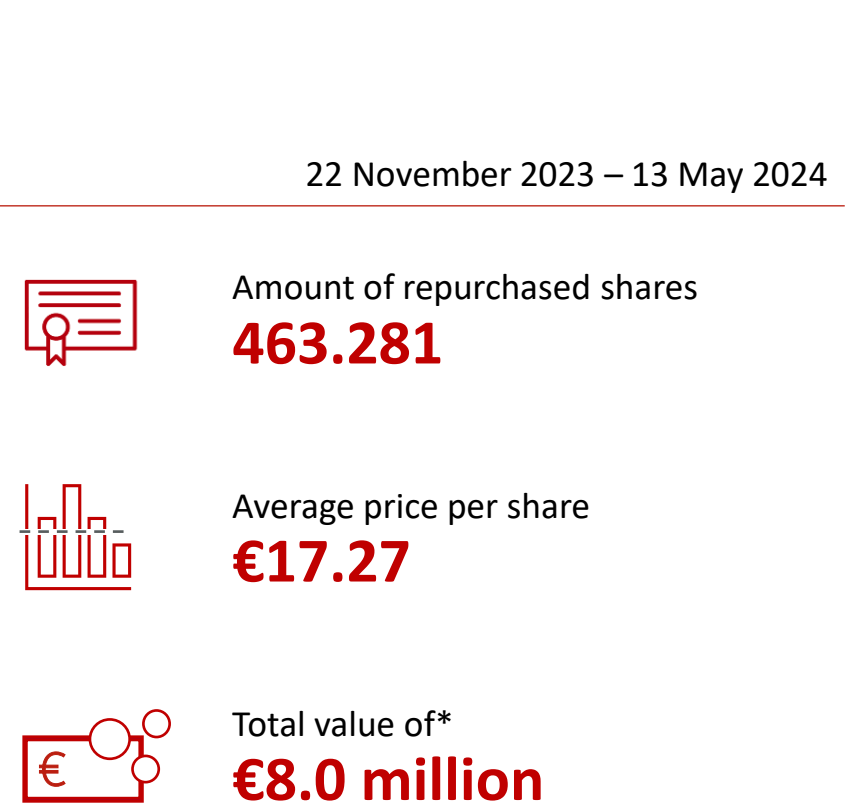
## Successful completion of two share buyback programmes

### Share Buyback 2023/I

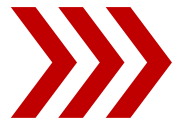


904.769  
treasury shares  
= 5.93%

### Share Buyback 2023/II



We ask for approval for a growth-oriented capital structure



**TOP 8** Creation of an **Authorized Capital 2024**



**TOP 9** Authorization to issue convertible and option bonds  
Creation of a **Conditional Capital 2024/I**

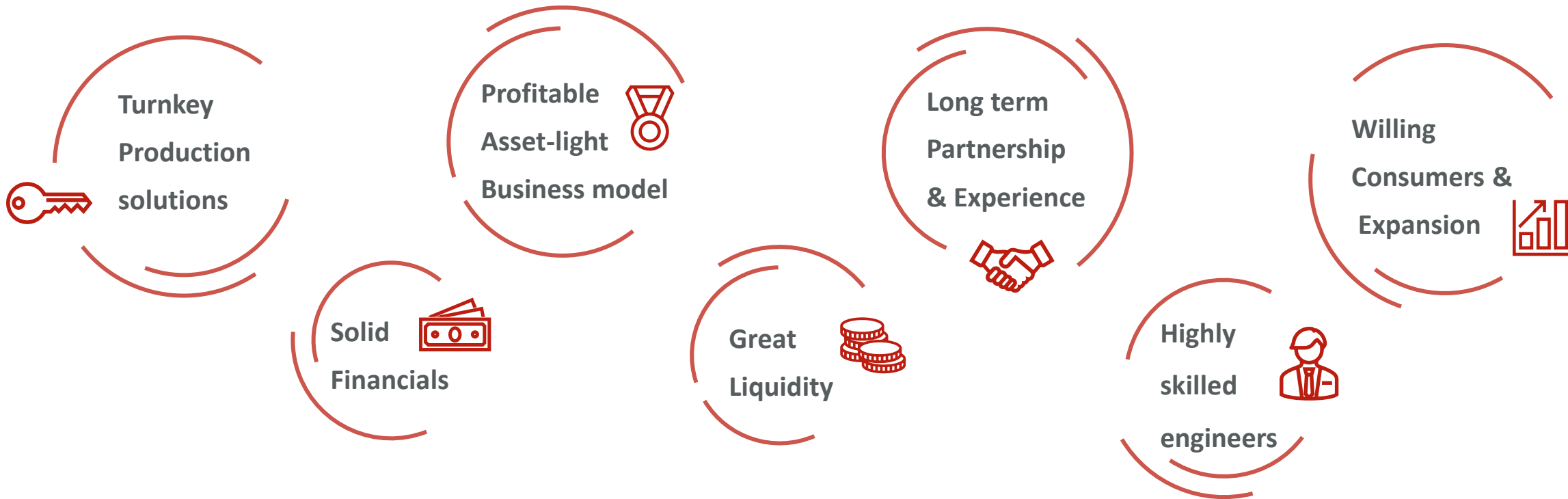


**TOP 10** Authorization to **buy back treasury shares**



**TOP 12** **Capital increase** and subsequent **capital reduction** for the purpose of allocating the released amount into the **capital reserve pursuant to § 272 (2) No. 4** of the German Commercial Code (**HGB**)

## Zusammenfassung





## Financial Calendar 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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