



Aumann AG

Q1 2019 Presentation

15 May 2019

Selected highlights Q1 2019



Highest first quarter revenues ever despite challenging market environment



Satisfactory double-digit group EBIT margin



E-mobility EBIT share above 50%



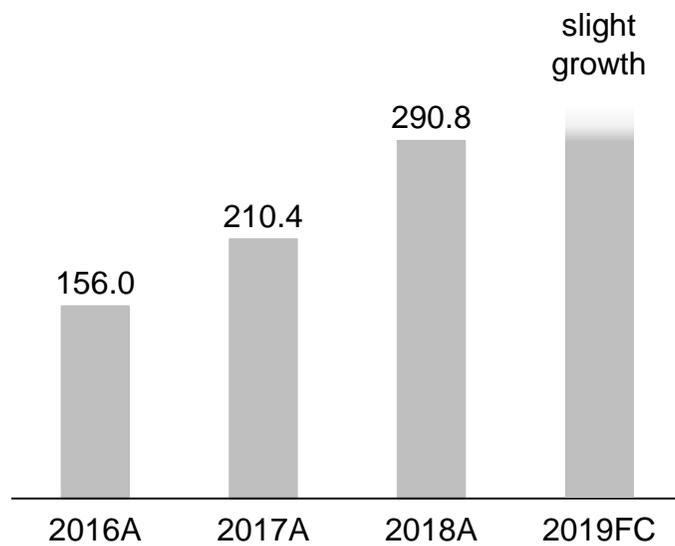
Promising order pipeline contrasted by hesitant Q1 order placement



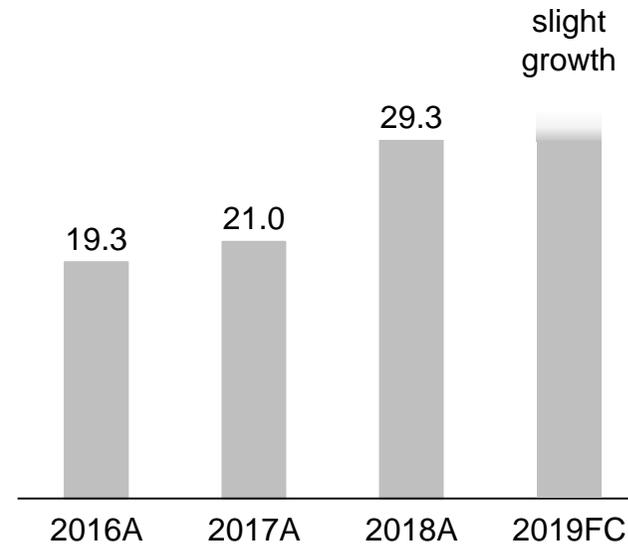
Growing interest in fuel cell technology from automotive OEMs and Tier-1s

Revenues and EBIT are expected to grow slightly in 2019

Total revenues
in € million

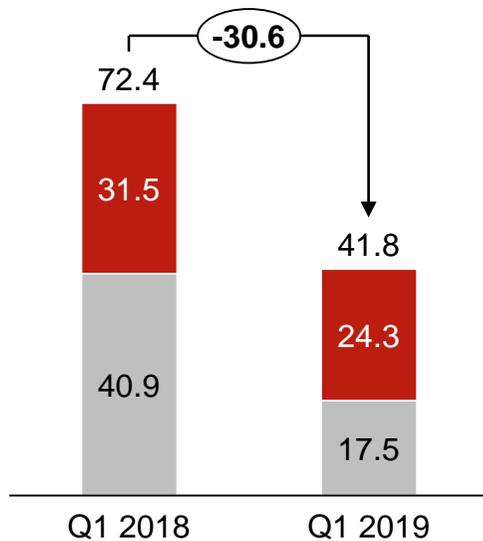


EBIT (adj.)
in € million

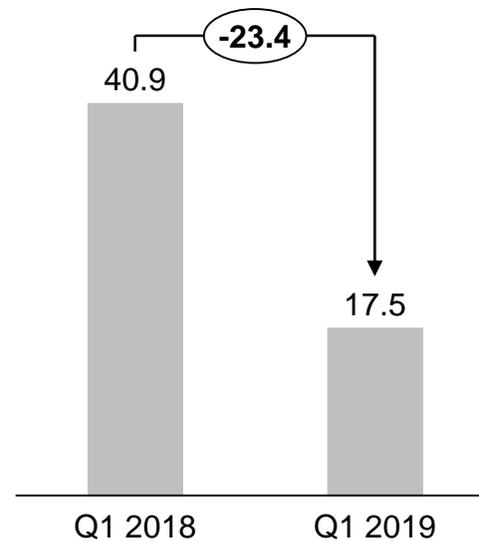


Hesitant order placement in Classic leading to weak total order intake

Total order intake
in € million



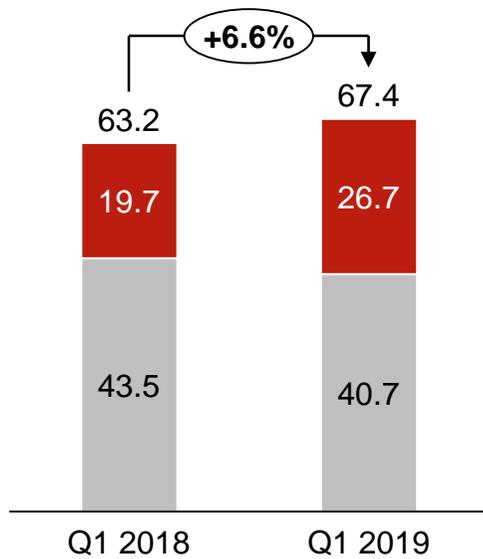
Classic order intake
in € million



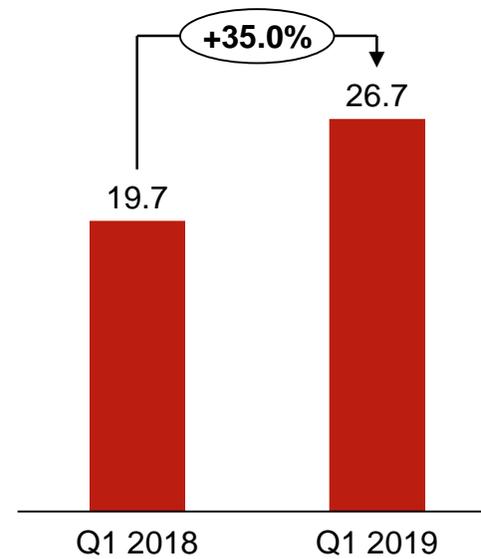
 E-mobility  Classic

Solid group revenue growth with E-mobility as main driver

Total revenues
in € million



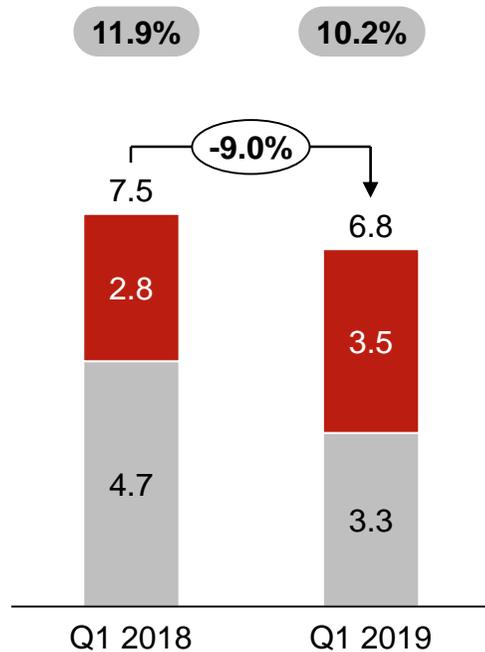
E-mobility revenues
in € million



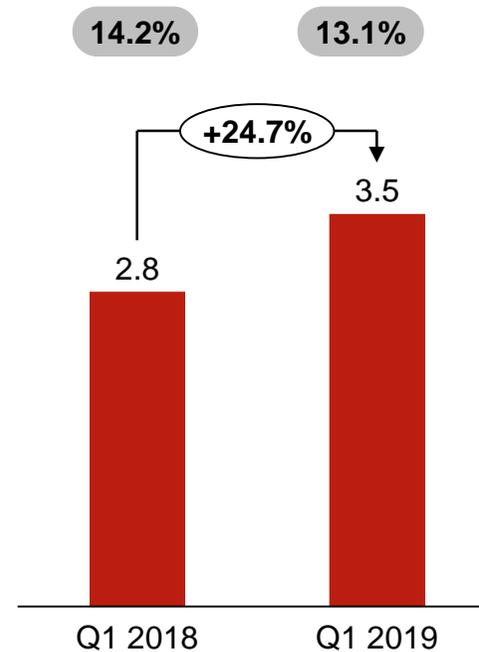
 E-mobility  Classic

Double-digit operating margins

Total EBIT (adj.)
in € million and in % of revenues



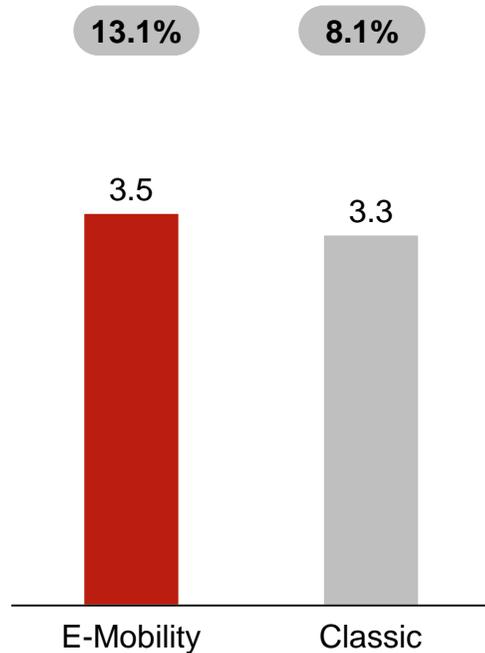
E-mobility EBIT (adj.)
in € million and in % of revenues



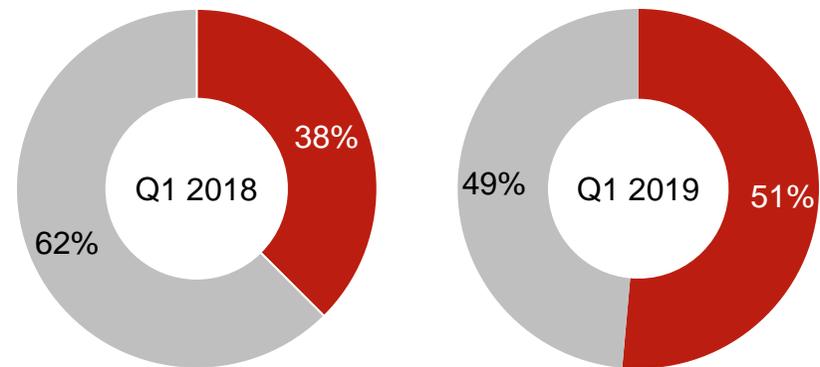
■ E-mobility ■ Classic

E-mobility share above 50% for the first time in Q1 2019

Segment EBIT (adj.)
in € million and in % of revenues



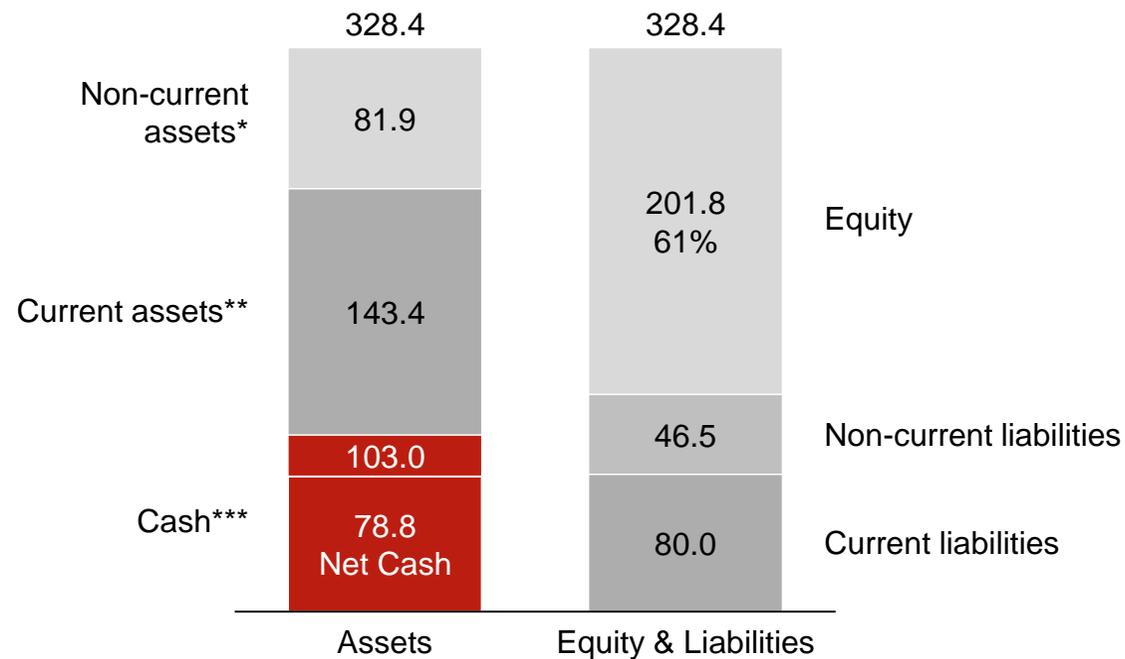
EBIT (adj.) share development
in %



 E-mobility  Classic

A strong balance sheet allows further investments into Aumann's growth

Balance sheet 31 March 2019
in € million



* without financial assets, ** without cash and cash equivalents, *** liquidity & securities

Our roadmap for 2019



Managing political, economic and automotive specific uncertainty



Stabilising while gaining momentum for further strong growth



Continuing research and development in E-mobility technologies



Expanding further in Asia and NAFTA with focus on E-mobility



Investigating M&A opportunities with focus on USA

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