



Aumann AG  
Q3 2019 Presentation

14 November 2019

## Key facts of 9M 2019



Aumann still weathering a tense market environment with investment hesitation



Order intake of 145.6 € million below last year but clear growth of 18.0 % in E-mobility



Revenues at 200.8 € million despite deteriorating revenues in Classic



EBIT (adj.) reaches 14.8 € million in an environment of customers' cost cutting programs



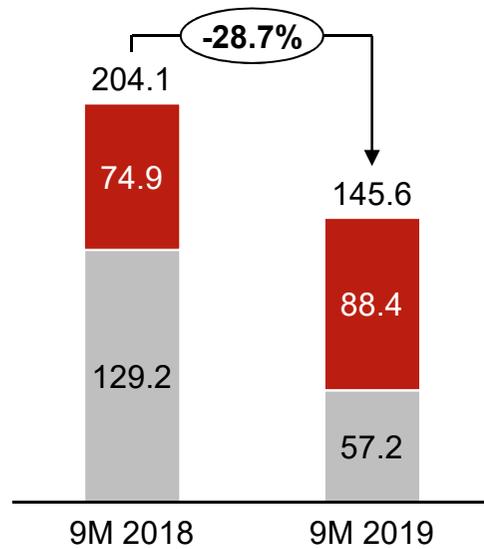
Execution on further flexibilization of cost base and production depth



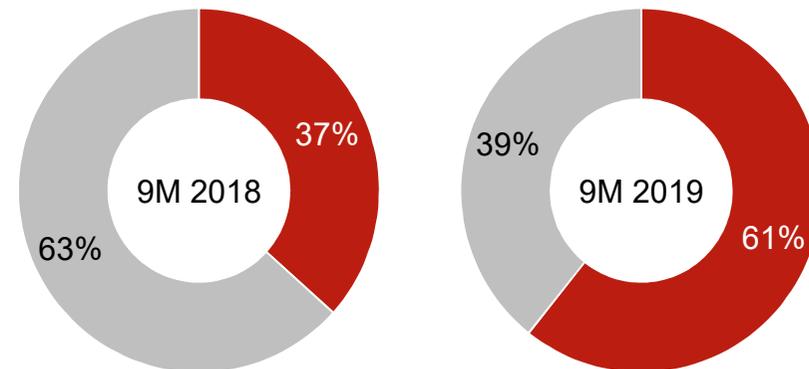
Continued R&D focus on E-mobility production solutions

## Ongoing hesitation to invest among automotive OEMs and Tier-1 suppliers

Total order intake  
in € million



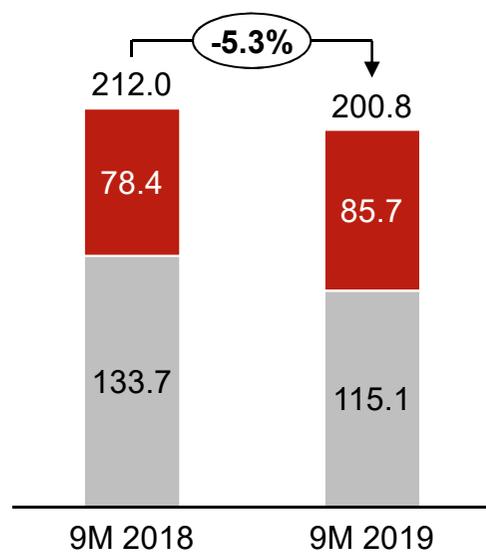
Order intake share development  
in %



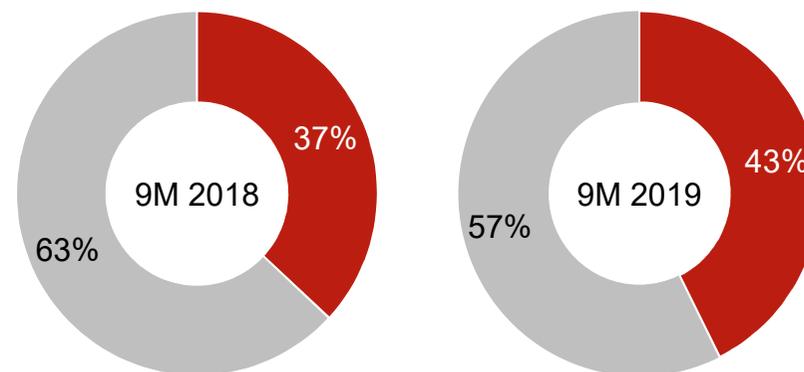
 E-mobility  Classic

## E-mobility revenue growth cannot fully offset evolution in Classic

Total revenues  
in € million



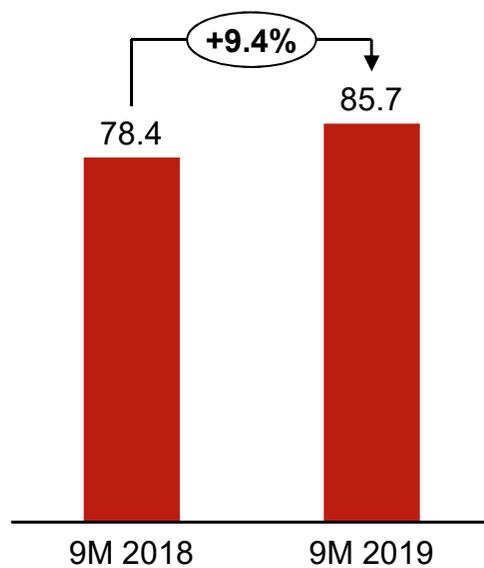
Revenue share development  
in %



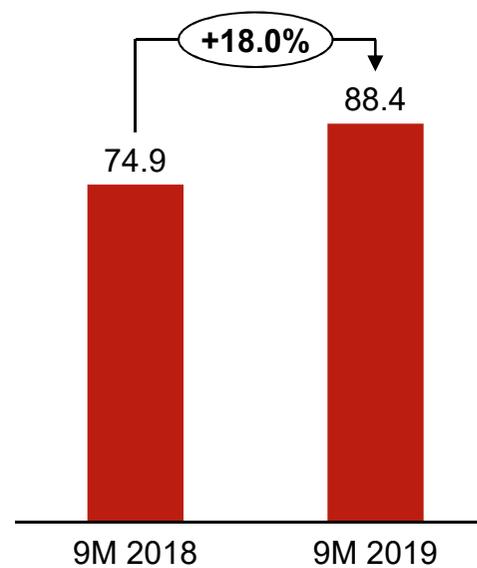
 E-mobility  Classic

## E-mobility shows growth in revenues and order intake

E-mobility revenues  
in € million

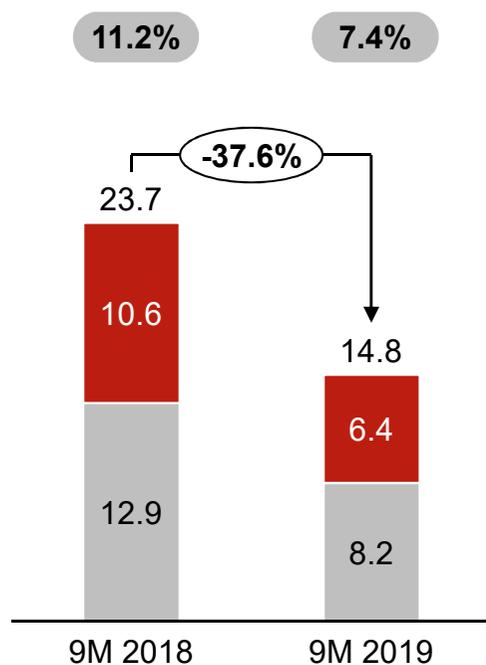


E-mobility order intake  
in € million

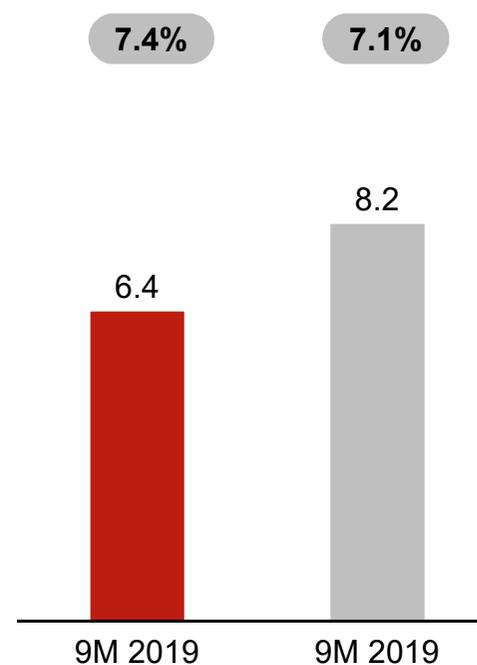


## EBIT margin suffers form adverse market environment

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



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

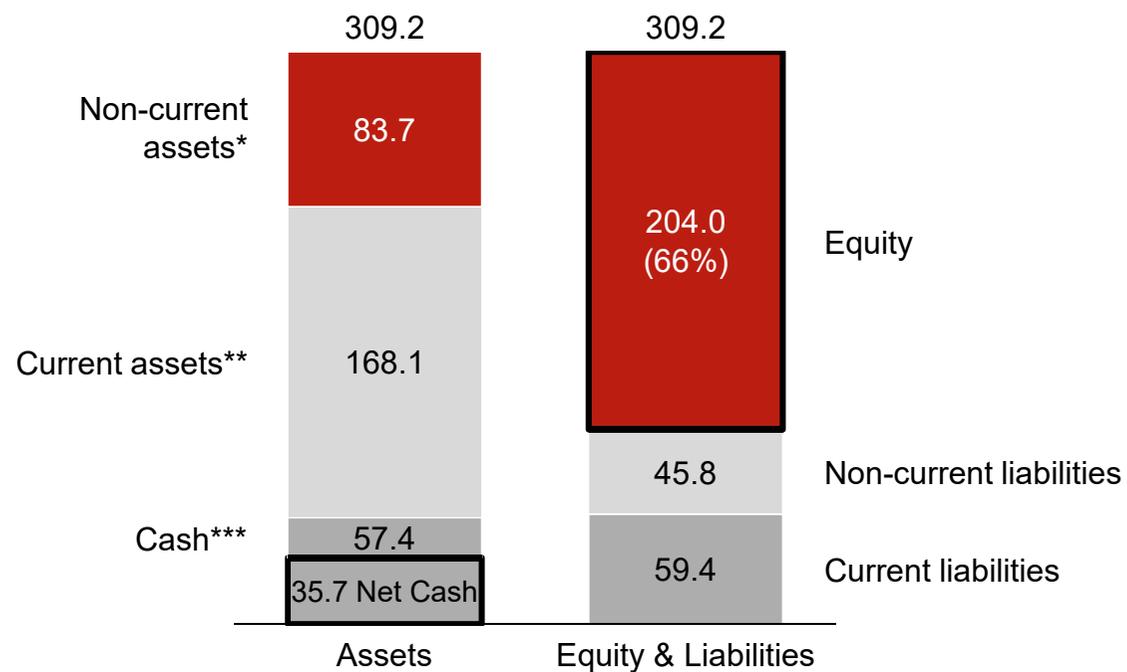


 E-mobility  Classic

\* Not shown are effects of reconciliations and adjustments

# Aumann's balance sheet is a solid support in this challenging environment

Balance sheet 30 September 2019  
in € million



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

## Our roadmap



Managing economic and automotive specific uncertainties



Stabilizing through focus on sales, operational performance and capacity management



Reinforcing measures to address cost structure and production depth



Continuing research and development in E-mobility technologies



Investigating M&A opportunities

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No matter who will prevail the **E-mobility revolution**  
they will need production solutions **Made by Aumann**

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