

# BAUMOT GROUP AG

THE CLEAN MOBILITY COMPANY

INVESTOR PRESENTATION, JUNE 24TH 2020



Research &  
Development



Application



Customer  
Service

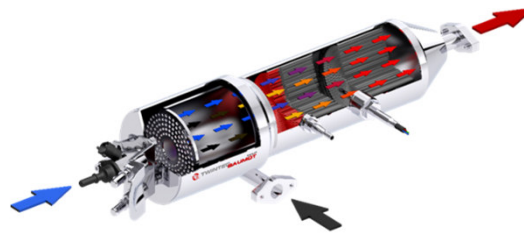
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# BAUMOT GROUP – 360° CLEAN AIR COMPANY

Capital goods

## Retrofit Bus & Coach

- City bus fleets
- Coach bus fleets



## Retrofit passenger cars

- Retrofitting Euro IV & V
  - Passenger cars
  - LD and MD
- Further potential:  
OEM solutions

New Business

Vehicles

## OEM Commercial Vehicles

- Agricultural machinery manufacturers
- Construction machinery manufacturers
- Transition from Stage III to Stage IV/V

## OEM 1st Fit Small Series

- Special vehicles
- Small series manufacturers
- Bridge technology

Niche markets

## DRIVER FOR BUSINESS SUCCESS

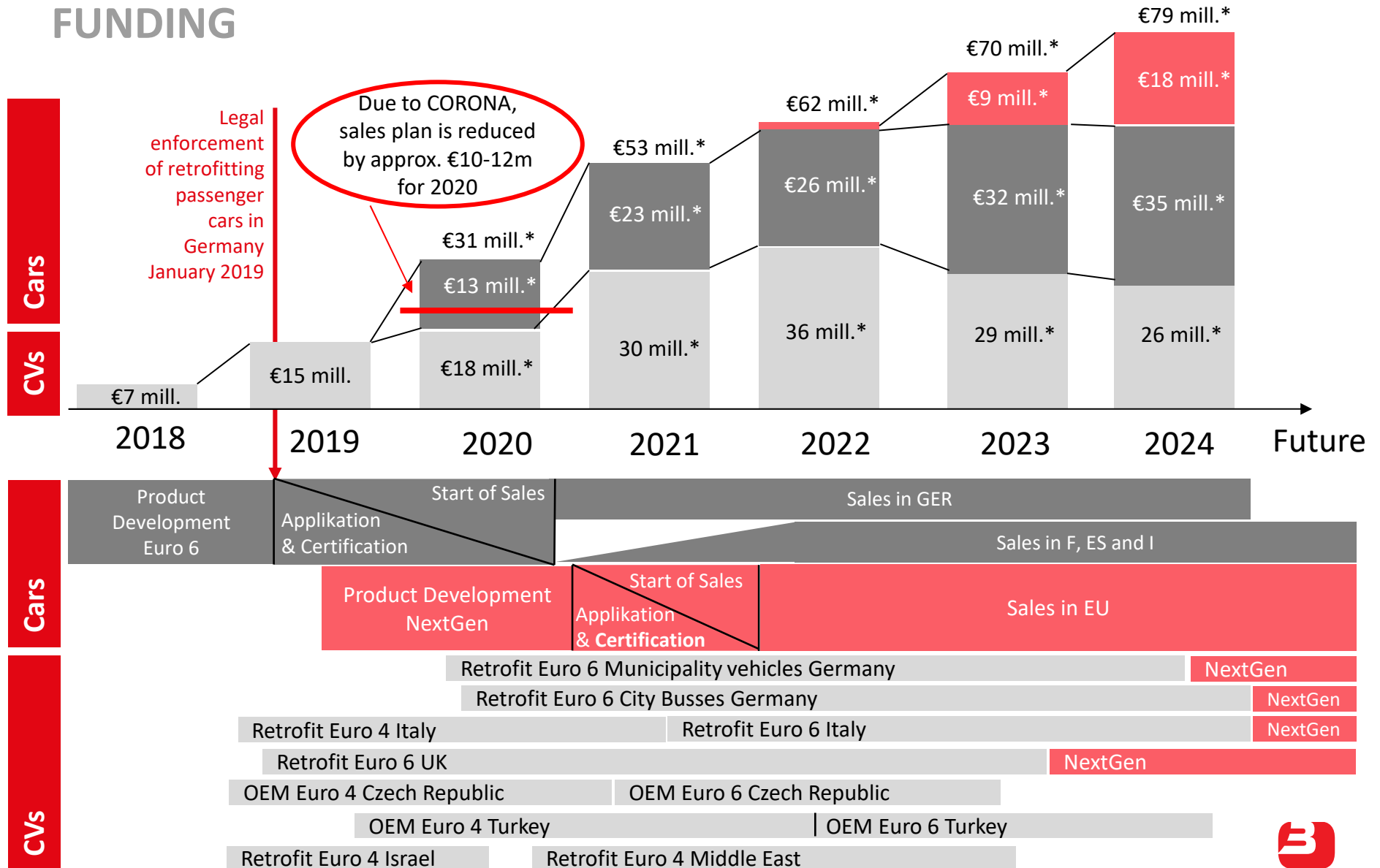
	Challenge & Situation	Advantage Baumot
Legal Enforcement	<ul style="list-style-type: none"> <li>Without legal enforcement extremely hard to gain revenue</li> <li>If legal enforcement exists, revenue is very stable and predictable</li> </ul>	<p>Long shot approach, but then very robust Revenue over many years</p>
Public Funding	<ul style="list-style-type: none"> <li>With legal enforcement comes public funding for retrofit projects</li> <li>Typically for 80% to 100% of the retrofit costs</li> </ul>	<p>High motivation of fleet owner to retrofit, Low/no price competition (good margins)</p>
Certifications	<ul style="list-style-type: none"> <li>Extremely high market entry barrier for newcomers due to certification and approval process</li> <li>Approval process often not very transparent and hard to anticipate</li> </ul>	<p>Only a few competitors No discounters from low-cost countries. Too fragmented for big players</p>
Technology	<ul style="list-style-type: none"> <li>Stricter regulation require constantly more sophisticated products</li> <li>Latest regulation typically on the edge of what is technical doable</li> </ul>	<p>Only innovative competitors stay in the market. No commoditization of products</p>

## WICHTIGE KENNZAHLEN ZUM VORL. **ERGEBNIS 2019**

	in t€	31.12.2019*	31.12.2018	Veränderung in %
<b>Umsatzerlöse</b>		15.122	6.190	144,3%
<b>Rohertrag</b>		9.018	3.150	186,3%
<b>EBITDA</b>		150	-6.135	102,4%
<b>EBIT</b>		-551	-8.536	93,5%
<b>Konzernergebnis (EAT)</b>		132	-9.200	101,4%
<b>Bilanzsumme</b>		9.770	10.056	-2,8%
<b>Eigenkapital</b>		3.086	-2.247	237,4%
<b>Liquide Mittel</b>		1.369	249	450,7%

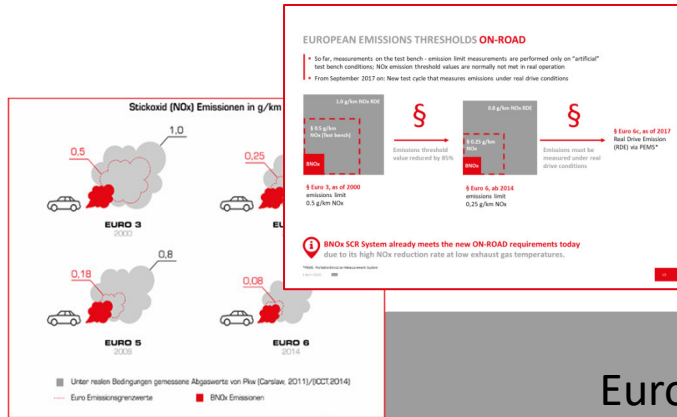
\*vorläufige Zahlen

# REVENUE FORECAST BASED ON CURRENT AND PROJECTED FUNDING

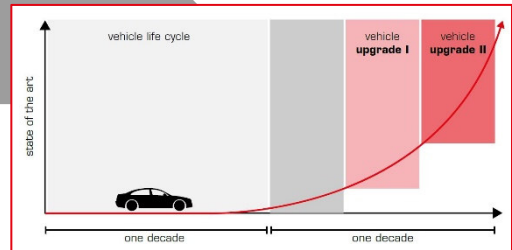
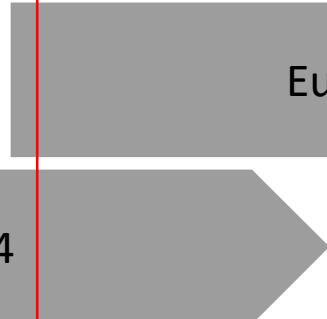


# TECHNOLOGY LEAPS TO ACHIEVE HIGHEST EMISSION LEVELS

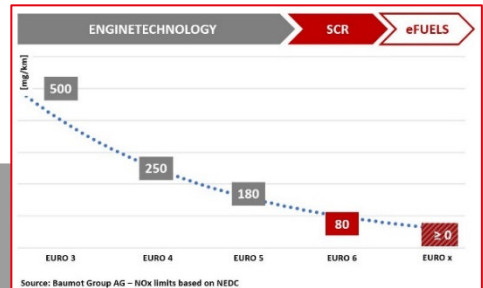
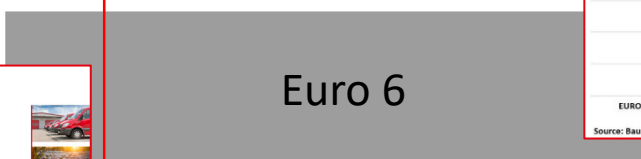
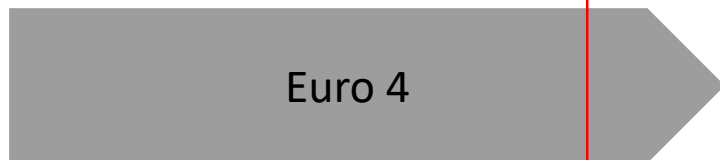
Cars  
CVs



E-Fuel (beyond Euro 6)



2000 2007 2010 2021 2022 2023 2024 Future



Performance class	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	
<18 kW	Production																	
19-37 kW	Production																	
37-56 kW	Production																	
56-130 kW	Production																	
130-560 kW	Production																	
>560 kW	Production																	

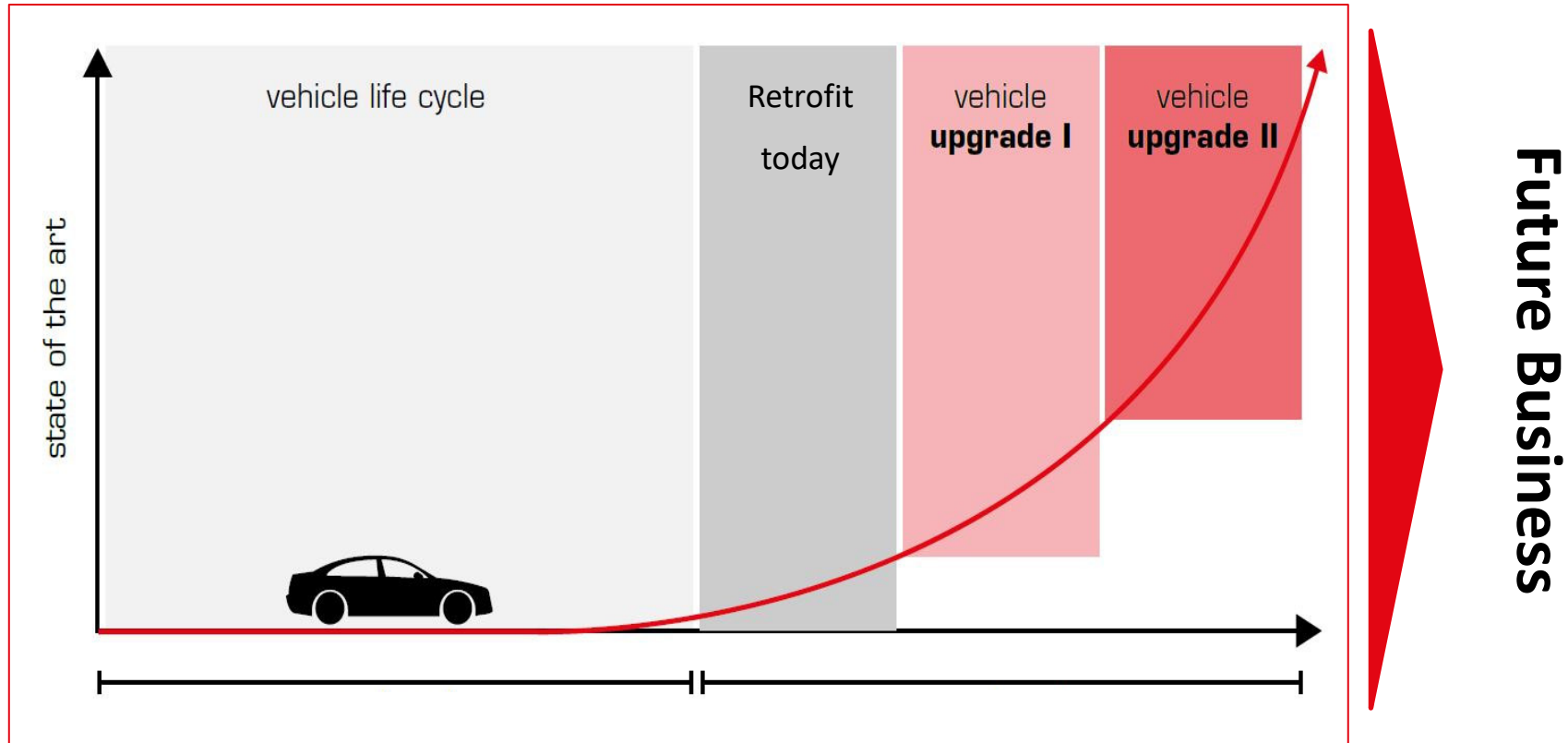
rest of the production phase

today

E-Fuel (beyond Euro 6)



## TECHNOLOGY LEAPS TO ACHIEVE HIGHEST EMISSION LEVELS



- Future business is driven by the need of life cycle extension for both, than manufacturer to secure investments into successful technologies and the vehicle owner to get the most out of the investment

## DISCLAIMER

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**THANK YOU**

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