



Aumann AG

A global leader in modular machines for E-mobility

Bankhaus Lampe German Conference | April 2019

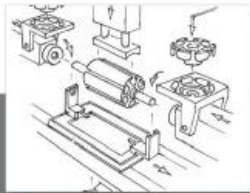
From vision to product



Automated manufacturing equipment for various applications



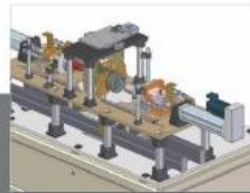
1 | YOUR SPECIFICATION



2 | OUR IDEA



3 | THE CONCEPT



4 | THE DESIGN



5 | THE PRODUCTION SOLUTION



6 | YOUR SERIES PRODUCTION

Aumann at a glance

Right business

Fully automated E-mobility production lines ...



...based on modular machines and exclusive motor winding technologies...



..leveraging know-how from special machinery of Aumann's Classic segment



Right capabilities

80 years of winding experience

30 years partner of automotive OEMs

c. 1,350¹⁾ highly skilled professionals

6 locations in Germany, China and USA

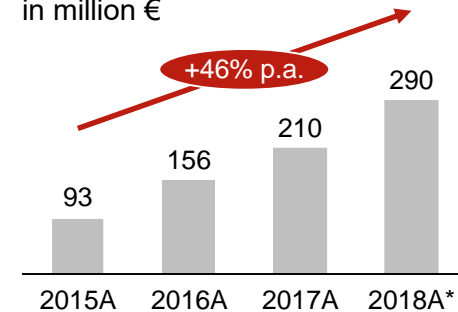
c. 45,000 sqm of shop floor

Selected E-mobility customers

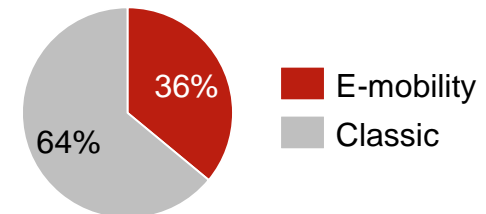


Strong growth

Revenue²⁾
in million €



Segments
As of 31 December 2018



Key investment highlights of Aumann

- 1 **Strong growth** due to **E-mobility revolution** in the automotive industry
- 2 Exclusive **winding technologies** in combination with deep **automation know-how**
- 3 Decades of **automotive experience** and trusted **relationships with OEMs**
- 4 **Profitable** and **asset-light growth** with good visibility
- 5 Clear **expansion strategy** with possibility of add-on acquisitions

Selected achievements 2018



High overall growth of revenues (+ 38%) and EBIT (+ 40%)



Increase of E-mobility share in revenues (reaching 36%) and EBIT (reaching 48%)



Expansion of customer base with strong momentum in Asia (> 20% of order intake)



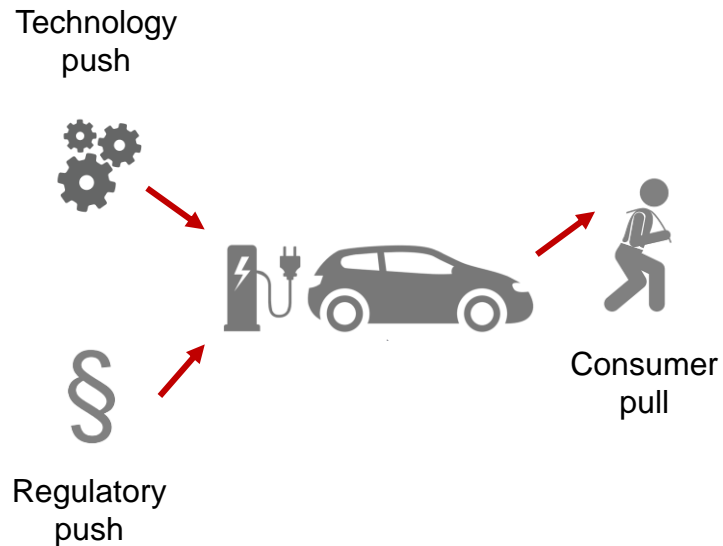
Successful integration of Aumann Limbach-Oberfrohna (former USK)



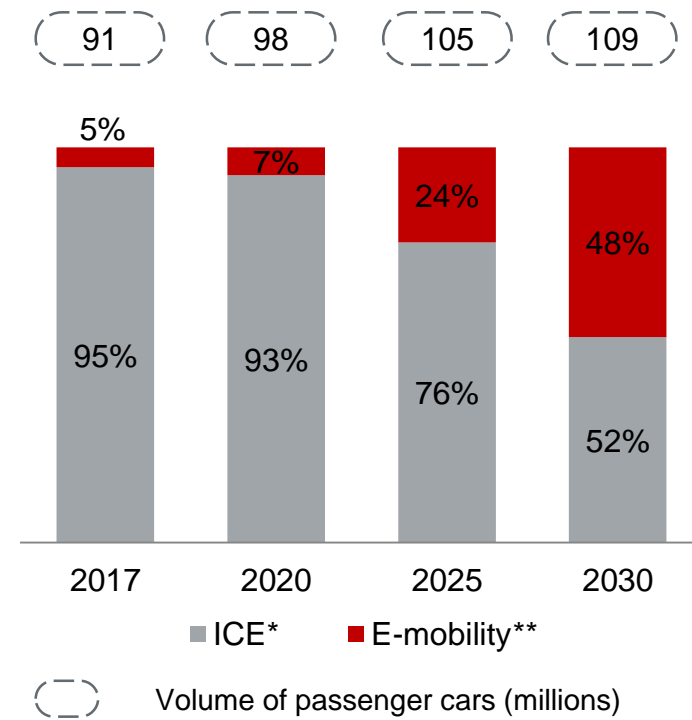
Growing interest in fuel cell technology from automotive OEMs and Tier-1s

An E-mobility revolution is underway

Three factors put electric vehicles on the road



Global car sale by fuel source



Increasingly strong impulses towards E-mobility

Strong momentum from OEMs



80 electric models by 2025 and **€44 billion** Capex*



25 electrified and **12 all-electric models** by 2025

VOLVO

All car models to be electric or hybrid from 2019

HYUNDAI
MOTOR GROUP

14 all-electric models by 2025



12 electric models by 2022



24 electrified and **16 all-electric models** by 2022

FCA
FIAT CHRYSLER AUTOMOBILES

30 electrified and **hybrid models** by 2022



20 electrified and **hybrid models** by 2020

Typical design and order process for Aumann

OEM develops product design



Joint optimisation of product design and automation process in Aumann's R&D center



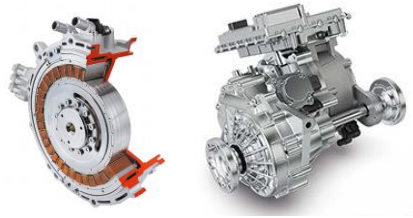
Customer places order



Start of production (SOP)

Aumann automates the manufacturing of E-mobility production

Electric motor/traction module



*Winding of
stator and/or rotor*

Energy storage/conversion



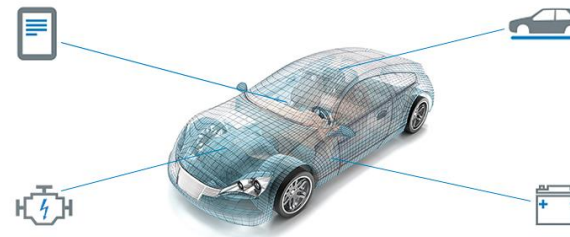
*Assembly of
modules, packs, fuel cells*

Electrification



*Winding/assembly of
E-auxiliary systems*

E-mobility



Aumann has a unique combination of capabilities, industry experience and corporate setup

**Technological
leadership**



Exclusive
winding
technologies

Highest
degree of
automation

Complete
production
lines

**E-mobility
focus**



Decades of
automotive
focus

Relationships to
major OEMs/Tier-1s

Technologies
for E-drivetrain

**Corporate
setup and size**

> 300m

> €300 million
revenue 2018FC

6 locations in
Europe, China,
USA

Experience with
large order
volumes

Global leadership in highly automated production lines for E-mobility

USK as integral part of Aumann right from the start

2017



Engineering & delivering capacities

€70 million turnover
> 370 employees



Automotive experience

OEMs/Tier-1s
Automator



Technology

Build-to-print competence
Sensors and fuel cells



2018



Capacity balancing between sites

First orders shifted to USK in 2017
Partial retargeting of sales engineers

E-mobility growth at USK

Increase of E-mobility projects

New technologies

High interest in production of USK
fuel cell assembly technology

2019



Finalization of integration

Step-wise integration of processes
and IT

“One Aumann” strategy

Full rebranding to “Aumann”
Finalization of integration processes

Further expansion

Expansion plans for
assembly hall



Close partnerships with blue chip customers enable Aumann's E-mobility growth

Longstanding customer relationships...

Indicative cumulative orders last 25 years



> € 460m

Relationship since 1990



> € 400m

Relationship since 1990



thyssenkrupp

> € 250m

Relationship since 1999



€ 200-250m

Relationship since 1986



€ 75-100m

Relationship since 1985

...leading to an accelerated E-mobility business

E-mobility segment customers

Automotive



E-bike



...based on experience in ICE drivetrain, automation and winding for non-automotive customers

Classic segment customers

Automotive



Consumer electrics

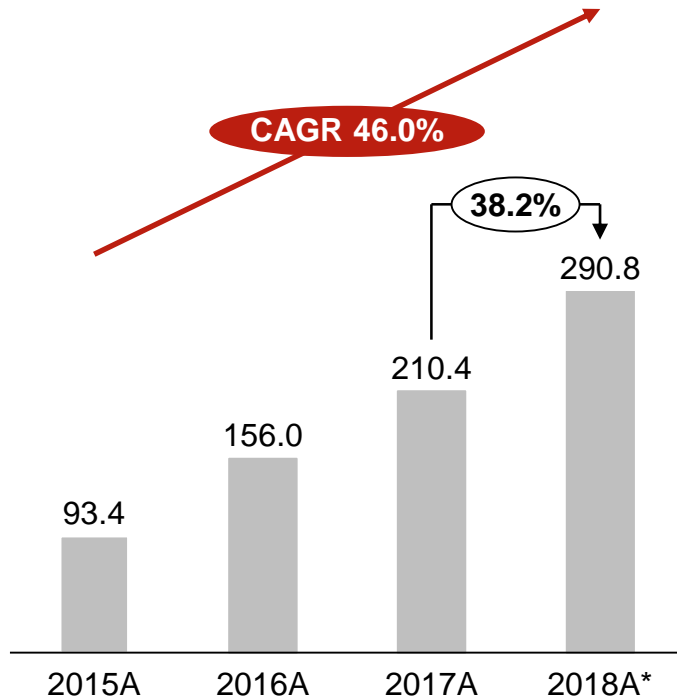


Other industries

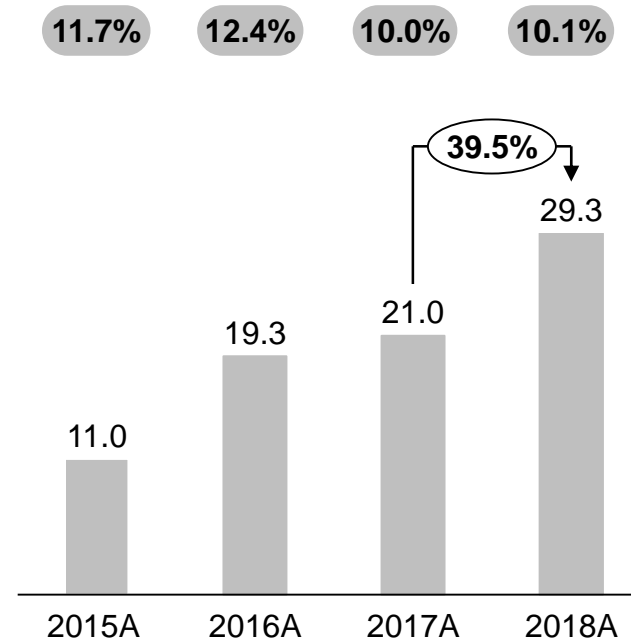


Strong growth and double digit EBIT margin in 2018

Total revenues
in € million

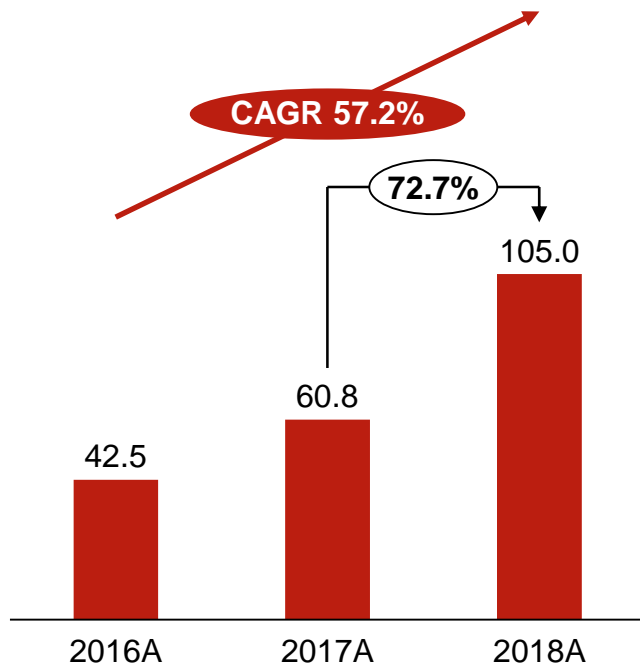


EBIT (adj.)
in € million and in % of revenues

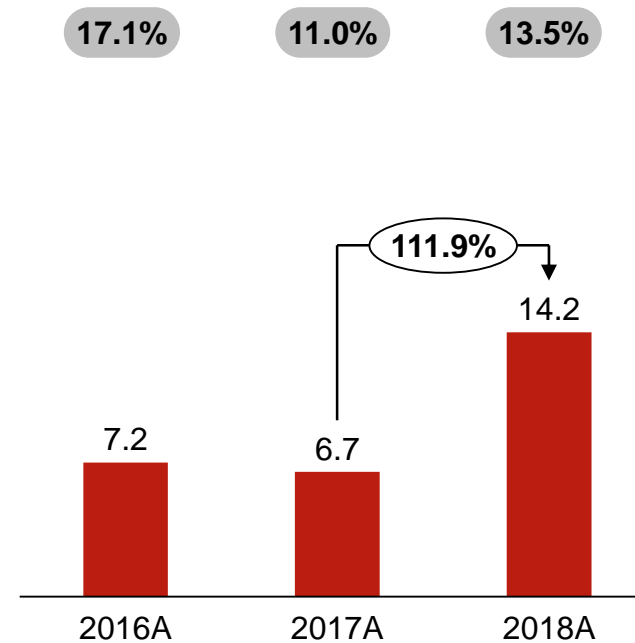


E-mobility grows at especially high rates

E-mobility revenues
in € million

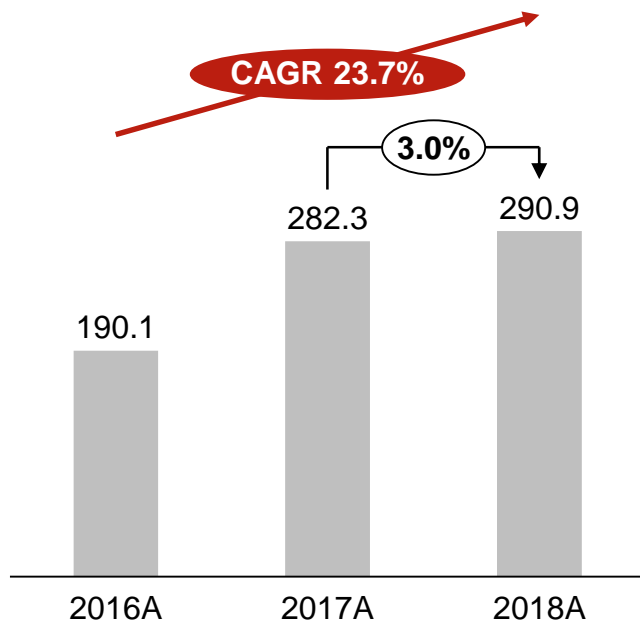


E-mobility EBIT (adj.)
in € million and in % of revenues

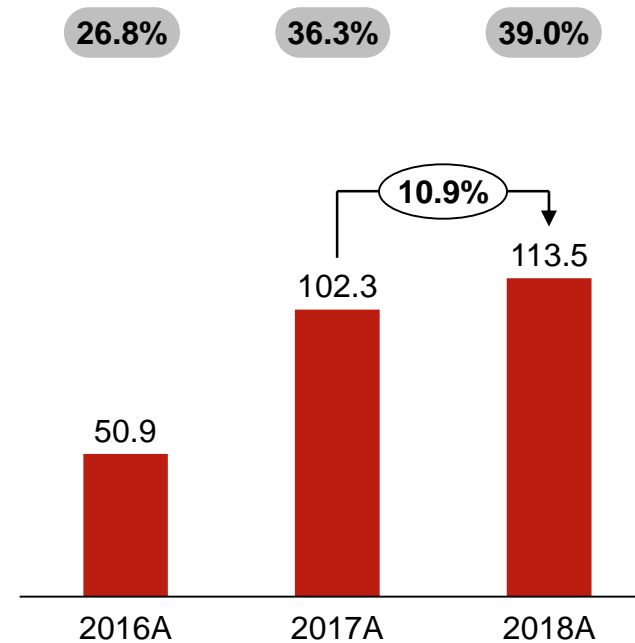


Order intake grows significantly in E-mobility and stabilises in Classic

Order intake
in € million

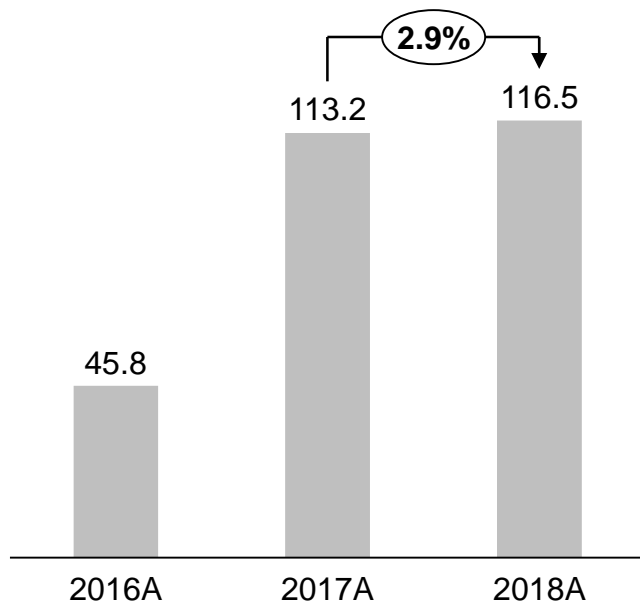


E-mobility order intake
in € million and share of total order intake

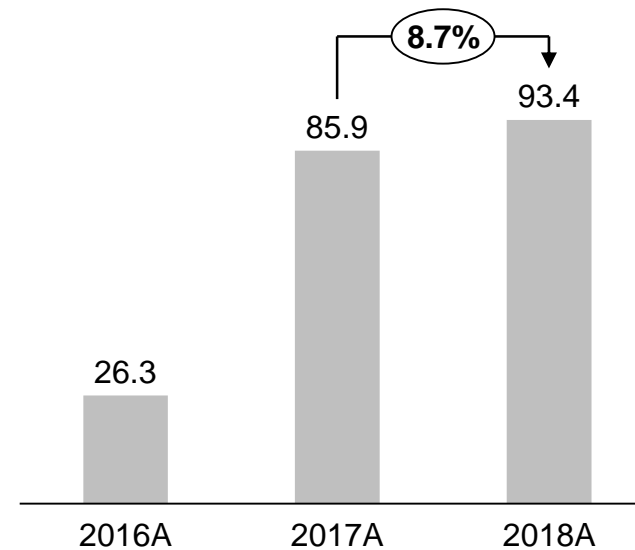


Liquidity and net cash increase due to strong cash flow

Liquidity
in € million

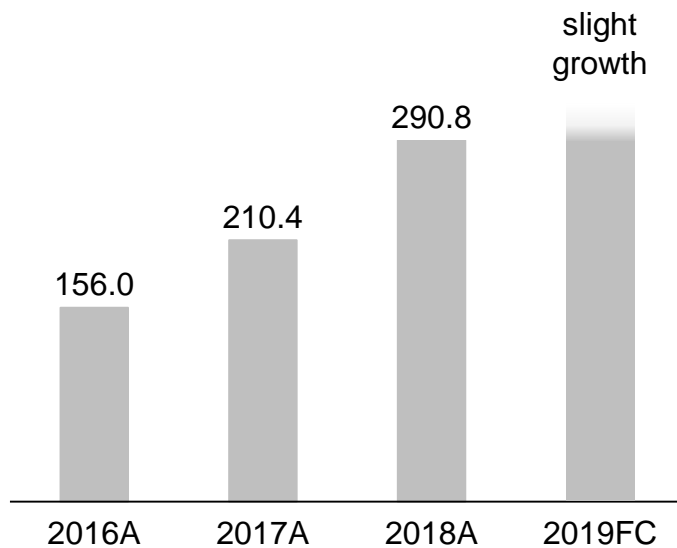


Net cash
in € million

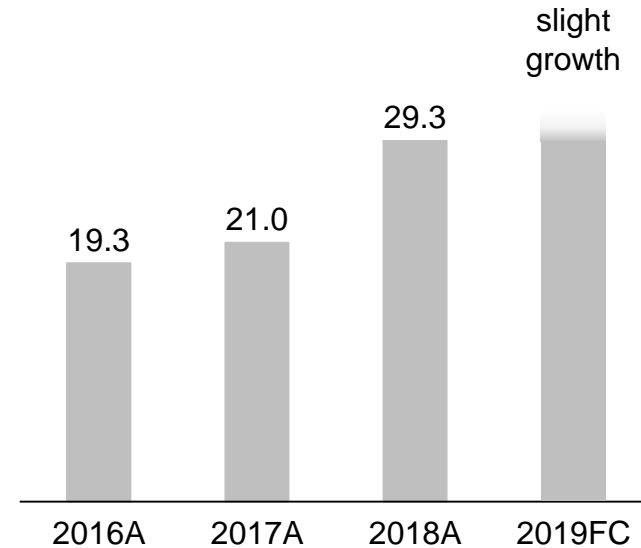


Revenues and EBIT are expected to grow slightly in 2019

Total revenues
in € million

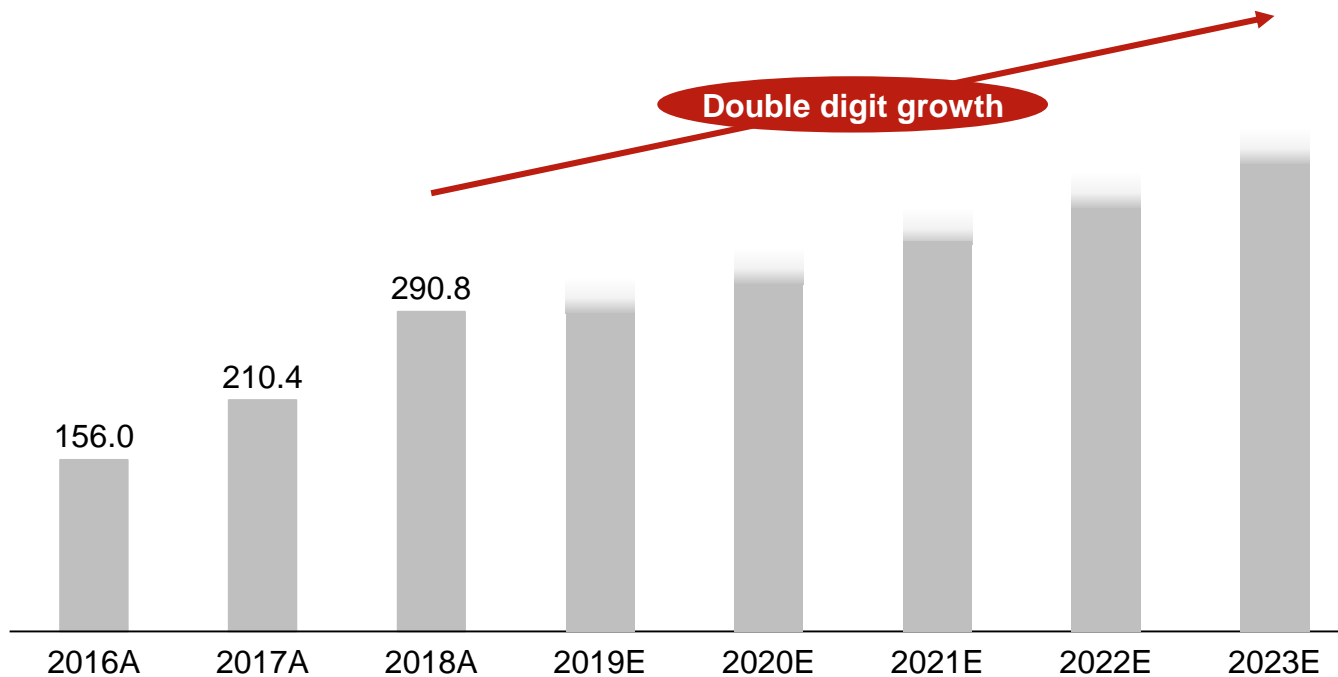


EBIT (adj.)
in € million



Over the next five years, we expect double digit growth rates on average

Total revenues
in € million



We have made significant progress on strategic roadmap to market leadership



Ramp-up capacity

- Stabilising for further strong growth
- Grow skilled work force
- Expand shop floor
- IT hardware, licenses and projects



Expand globally

- Managing political, economic and automotive specific uncertainty
- Build up of USA/NAFTA activities
- New Asian customers



Increase service share

- Continuing research and development in E-mobility technologies
- Increase of worldwide service partnerships
- Implementation of one service desk



Maintain technological leadership

- Scaling production concepts
- Develop new winding technologies
- Additional E-mobility technologies



Strategic M&A



No matter who will prevail in the E-mobility
revolution, they will need Aumann's
machines for **electric mobility**
manufacturing

www.aumann-ag.com

Financial Calendar

Annual Report 2018	10.04.2019
Interim Report Q1.2019	16.05.2019
Annual General Meeting	06.06.2019
Half-year Report 2019	15.08.2019
Interim Report Q3.2019	14.11.2019

Conferences

Berenberg US Conference (Tarrytown, USA)	21.05.2019
Commerzbank Sector Conference (Frankfurt, Germany)	28.08.2019
Berenberg/Goldman Sachs Conference (Munich, Germany)	23.09.2019
German Equity Forum (Frankfurt, Germany)	25.11.2019
Berenberg European Conference (Pennyhill, UK)	02.12.2019

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Appendix

Aumann offers highly automated production technologies for traction motors

Thin wire

Conventional Insertion



Indirect winding

Lower automation

High stress on wire

Random wire positions

Distributed Needle Winding



Direct winding

High automation

Low stress on wire

Defined wire positions

 **aumann**
exclusive

Thick/flat wire

Conventional Hairpin



Assembly

High automation

Many welding points

Larger copper heads

 **aumann**

Continuous Hairpin



Winding / Assembly

High automation

No welding points

Smaller copper heads

 **aumann**
exclusive

Aumann – serving the automobile trends of tomorrow

Autonomous driving



E-steering system



Parking/wheel sensor



Radar sensor



E-on-demand



E-water pump



E-immobilizer



E-turbo



Safety



E-brake assistant



E-AB system



E-seat belt



Comfort



E-seat adjustment



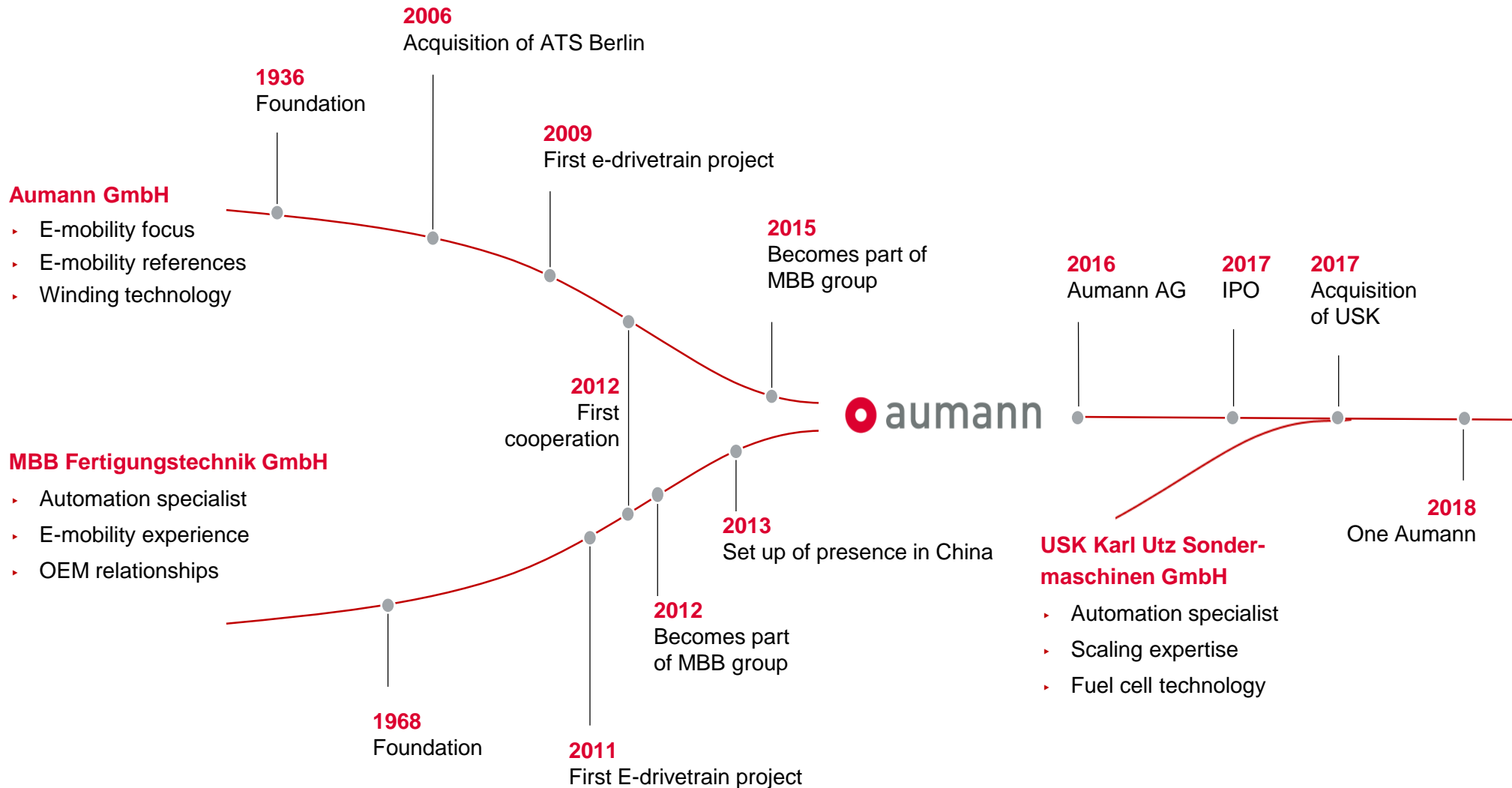
E-aircondition



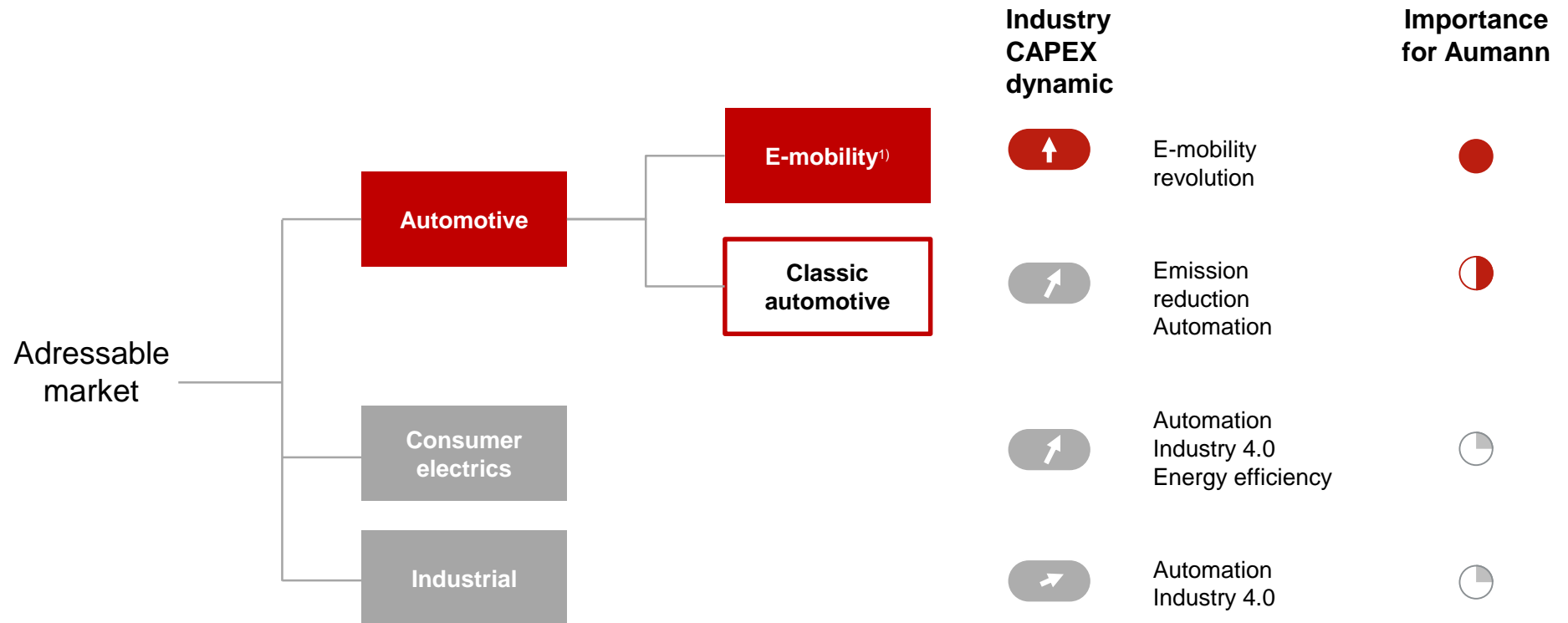
E-suspension



The historical roots of Aumann



Key markets and growth dynamics



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