



Aumann AG

A global leader in modular machines for E-mobility

May 2018

Aumann at a glance

Right business

Fully automated E-drivetrain 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

~ **1,200¹⁾** highly skilled professionals

6 locations in Germany, China and USA

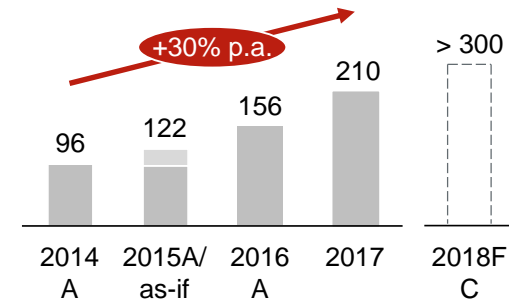
~ **45,000** sqm of shop floor

Select customers

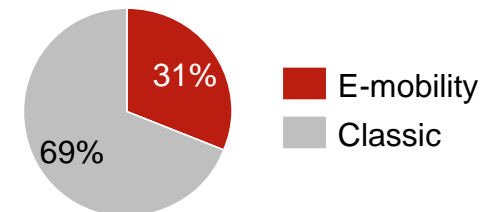


Strong growth

Revenue²⁾
in million €



Segments
As of 31 March 2018

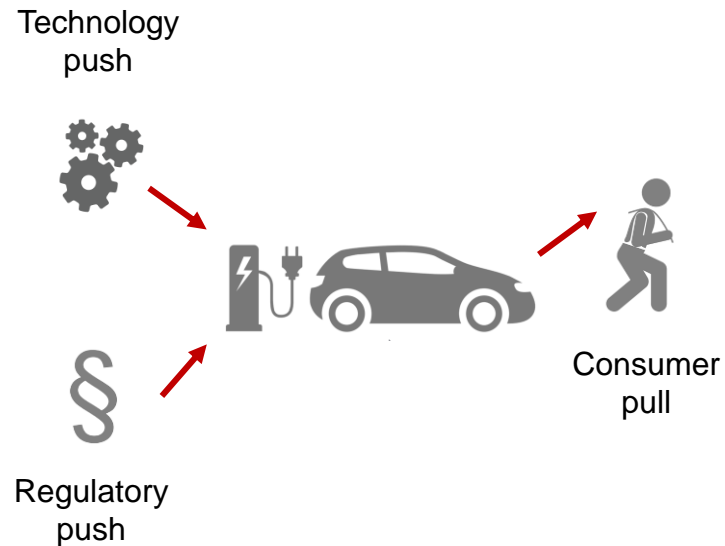


Key highlights of Aumann

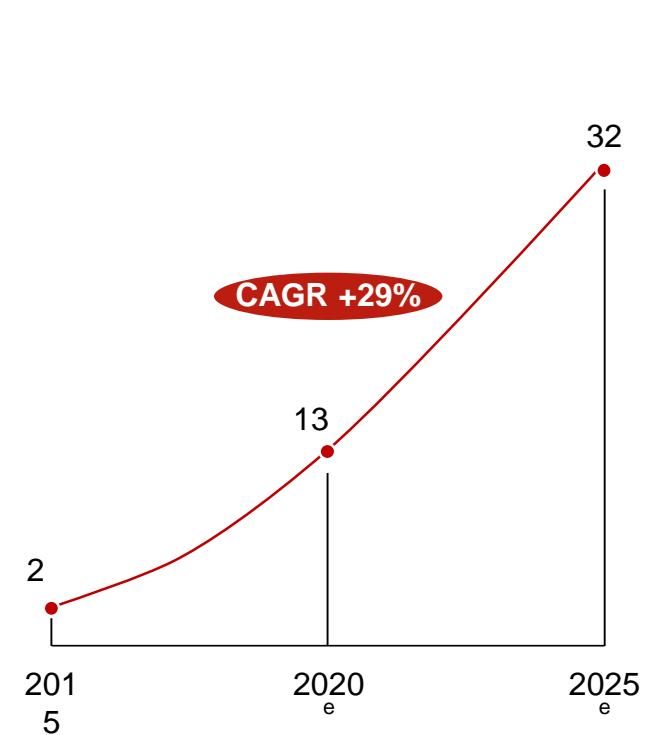
- 1 **Strong growth** due to **E-mobility revolution** in the automotive industry
- 2 Exclusive **winding technologies** in combination with deep **automation know-how**
- 3 Decades of **automotive experience** and trusted **relationships with OEMs**
- 4 **Profitable** and **asset-light growth** with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

An E-mobility revolution is underway

Three factors put electric vehicles on the road



Electric vehicles*
Global production in million vehicles per year



E-mobility has gained further traction

Additional momentum from OEMs

VOLVO

All car models to be electric or hybrid from 2019

July 2017



80 electric models by 2025 and **€34 billion** Capex

September 2017 / November 2017



All car models electrified by 2022

September 2017



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

September 2017



All car models electrified from 2020

September 2017



At least **20 all-electric models** by 2023

October 2017

Additional regulatory pressure



Quotas for electric cars from 2019/2020

All automakers producing or importing more than 30,000 cars in China affected

New Electric Vehicles (NEVs) comprising all-electric, plug-in hybrid, hydrogen-powered

10% minimum from 2019

12% minimum from 2020



Ban on non-electric car sales by 2040



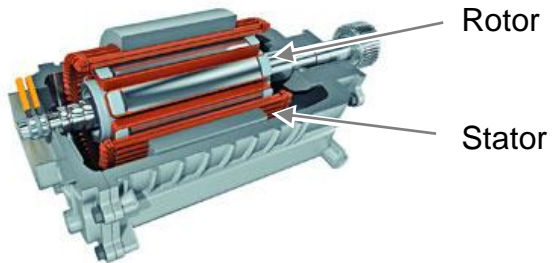
Ban on non-electric car sales by 2040



Proposal to further **cut** maximum **CO2 emissions by 30%** from 2021 to 2030

Aumann automates the production of electric drivetrains with focus on the electric motor

Electric motor



Winding of stator and/or rotor

Energy storage /conversion



Assembly of modules, packs, fuel cells

Electric drivetrain



Aumann offers highly automated production technologies for traction motors

Thin wire

Conventional Insert-in



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 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

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



The acquisition of USK in Q4 2017 has further improved Aumann's position

Why Aumann acquired USK in Q4 2017

Engineering capacity



Automotive experience



Technological capabilities



Where Aumann and USK stand in Q1 2018

Capacity balancing between sites

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



E-mobility growth at USK

First traction motor order at USK in Q1
High interest in USK fuel cell technology



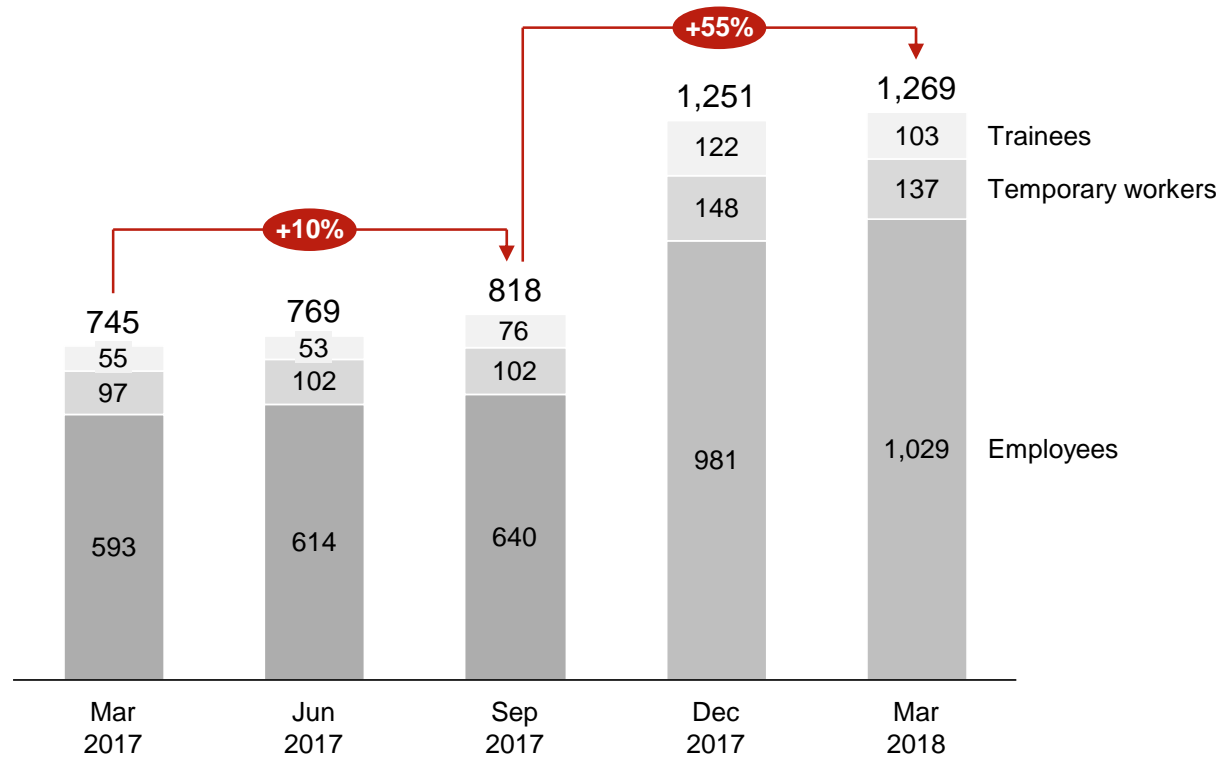
Ongoing integration and expansion

Step-wise integration of processes and IT
New plans for expansion at USK site



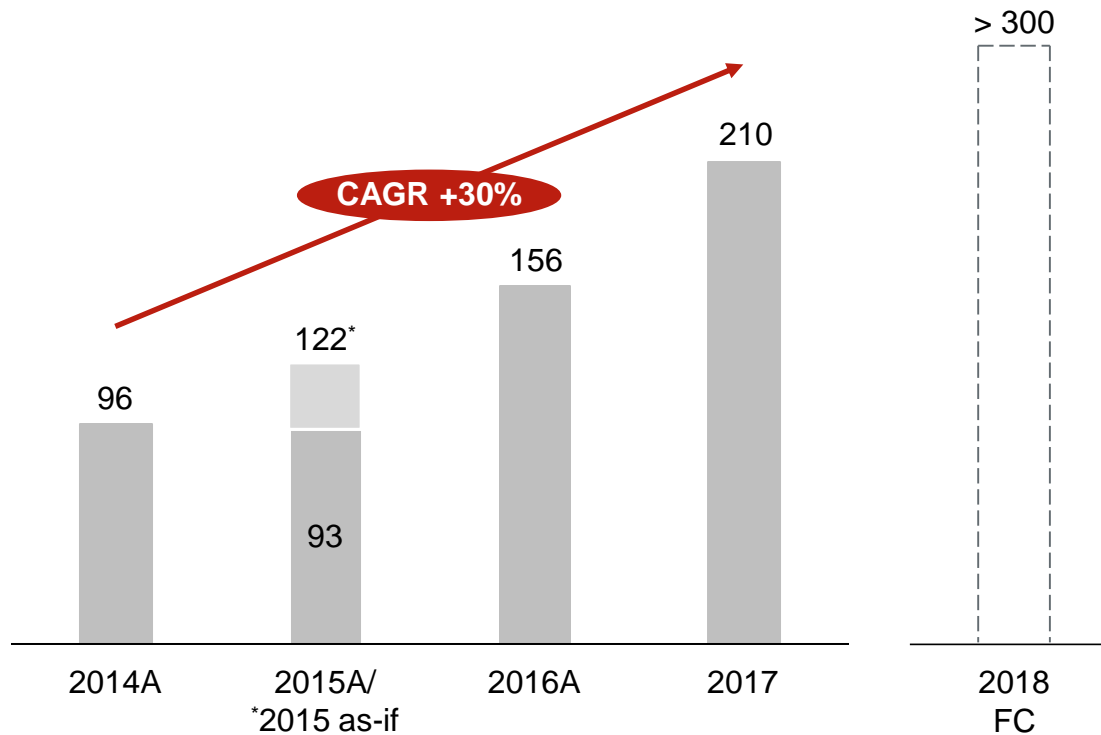
USK drastically increased Aumann's engineering and delivery capacity

Organic and anorganic capacity ramp
Headcount

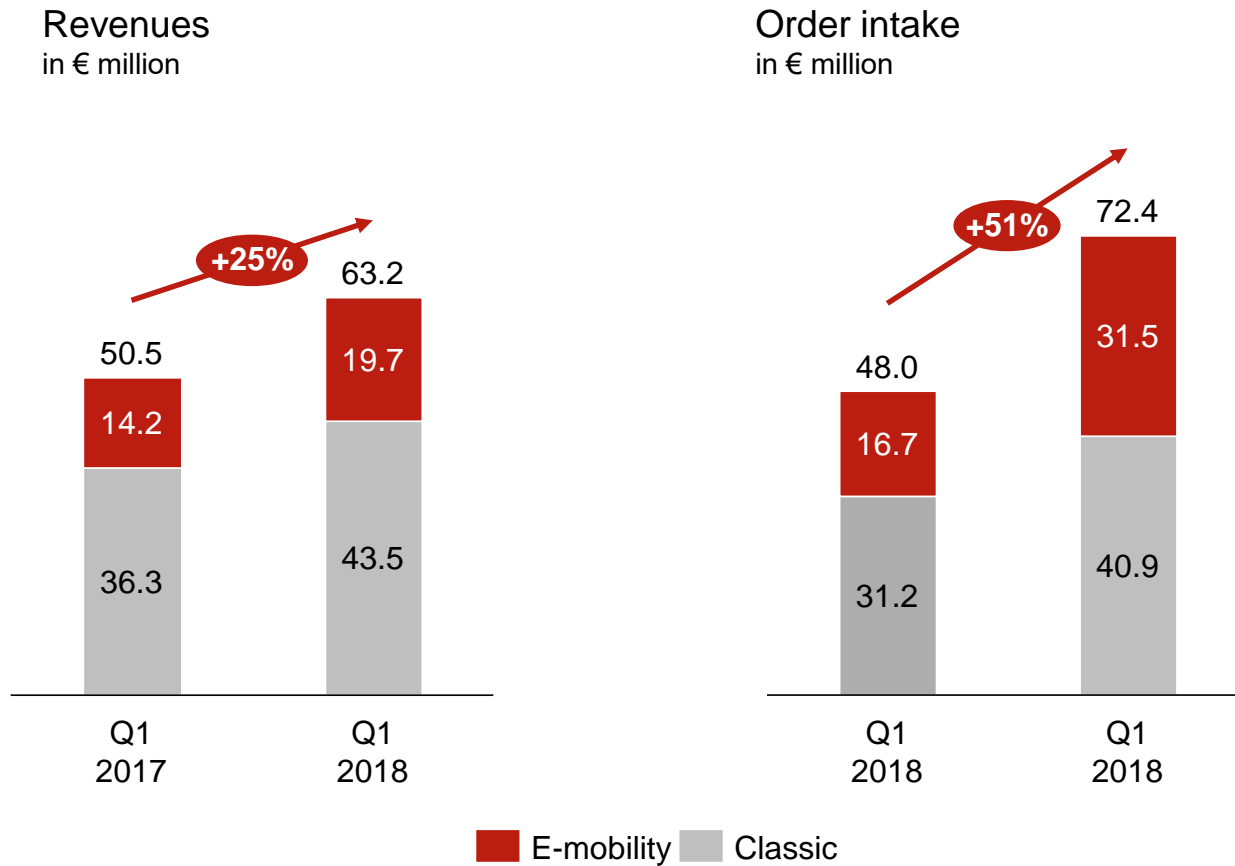


Growth is our priority for 2018 and we aim at revenues of more than €300 million

Total revenues
in € million



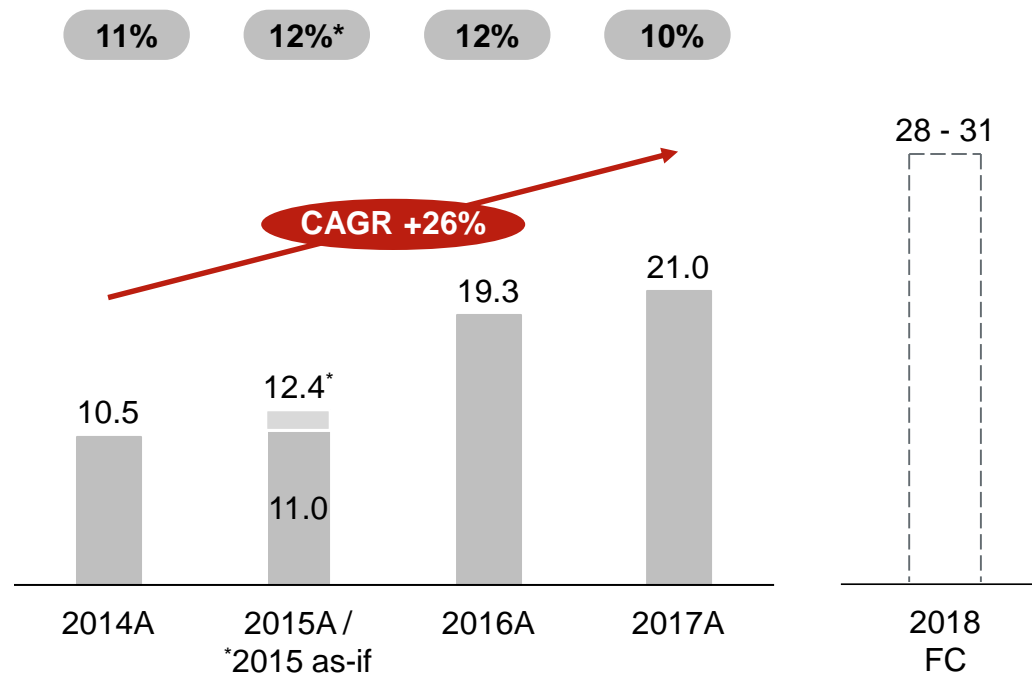
In the first quarter 2018, Aumann grew both revenues and order intake significantly



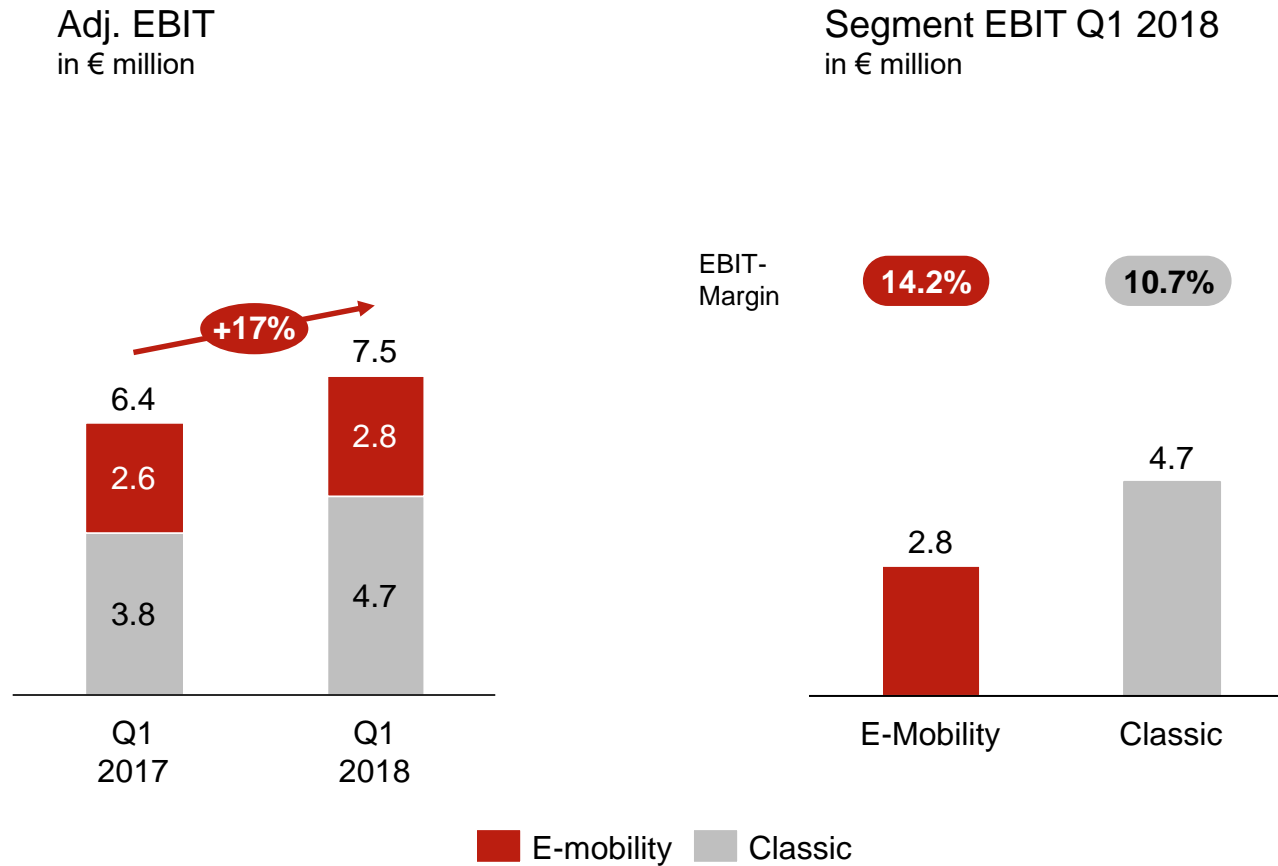
Due to capacity bottlenecks, EBIT margin was lower in the second half of 2017

Adjusted EBIT

in € million and in % of revenues

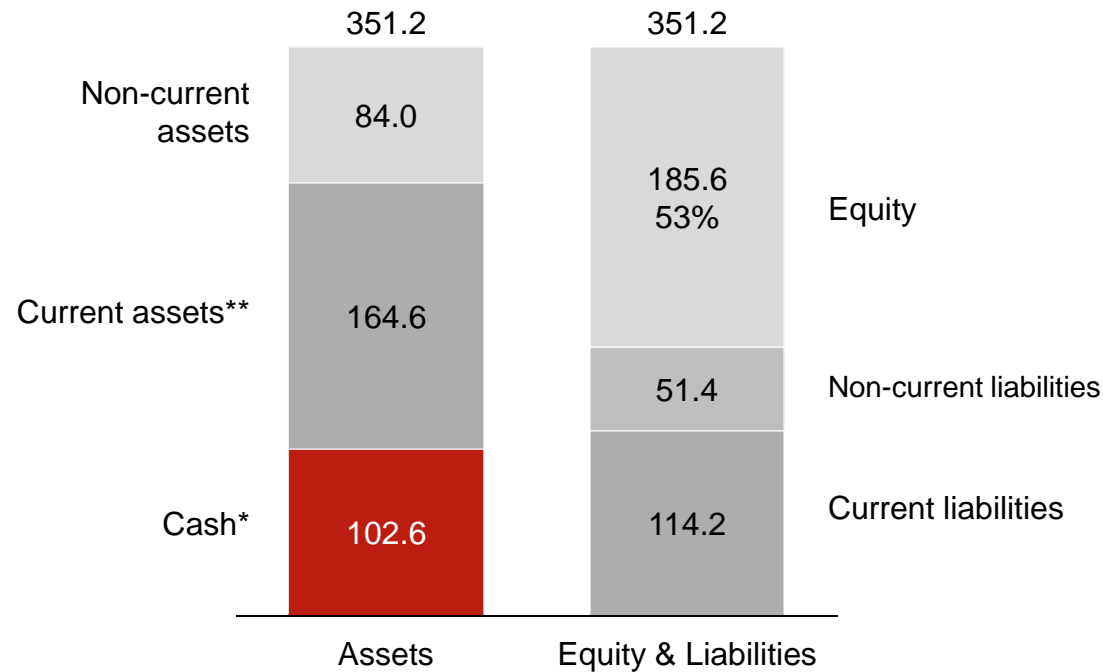


In the first quarter 2018, profitability has clearly recovered as de-bottlenecking progresses



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

Balance sheet 31 March 2018
in € million



* Liquidity & securities

** without cash

We have made significant progress on strategic roadmap to market leadership





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

www.aumann-ag.com

Financial Calendar

Commerzbank Conference (NYC and Boston, USA)	16 May 2018
Hauck & Aufhäuser Stock Picker Summit (St. Tropez, France)	17 May 2018
Berenberg USA Conference (Tarrytown, NY, USA)	23 May 2018
Half-Year Financial Report 2018	16 August 2018
Commerzbank Sector Conference (Frankfurt, Germany)	29 August 2018
Berenberg/GS Corporate Conference (Munich, Germany)	25 September 2018
Quarterly Report Q3/2018	16 November 2018
Deutsches Eigenkapitalforum (Frankfurt, Germany)	26 November 2018
Berenberg European Conference (Pennyhill, UK)	4 December 2018
End of fiscal year	31 December 2018

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Appendix

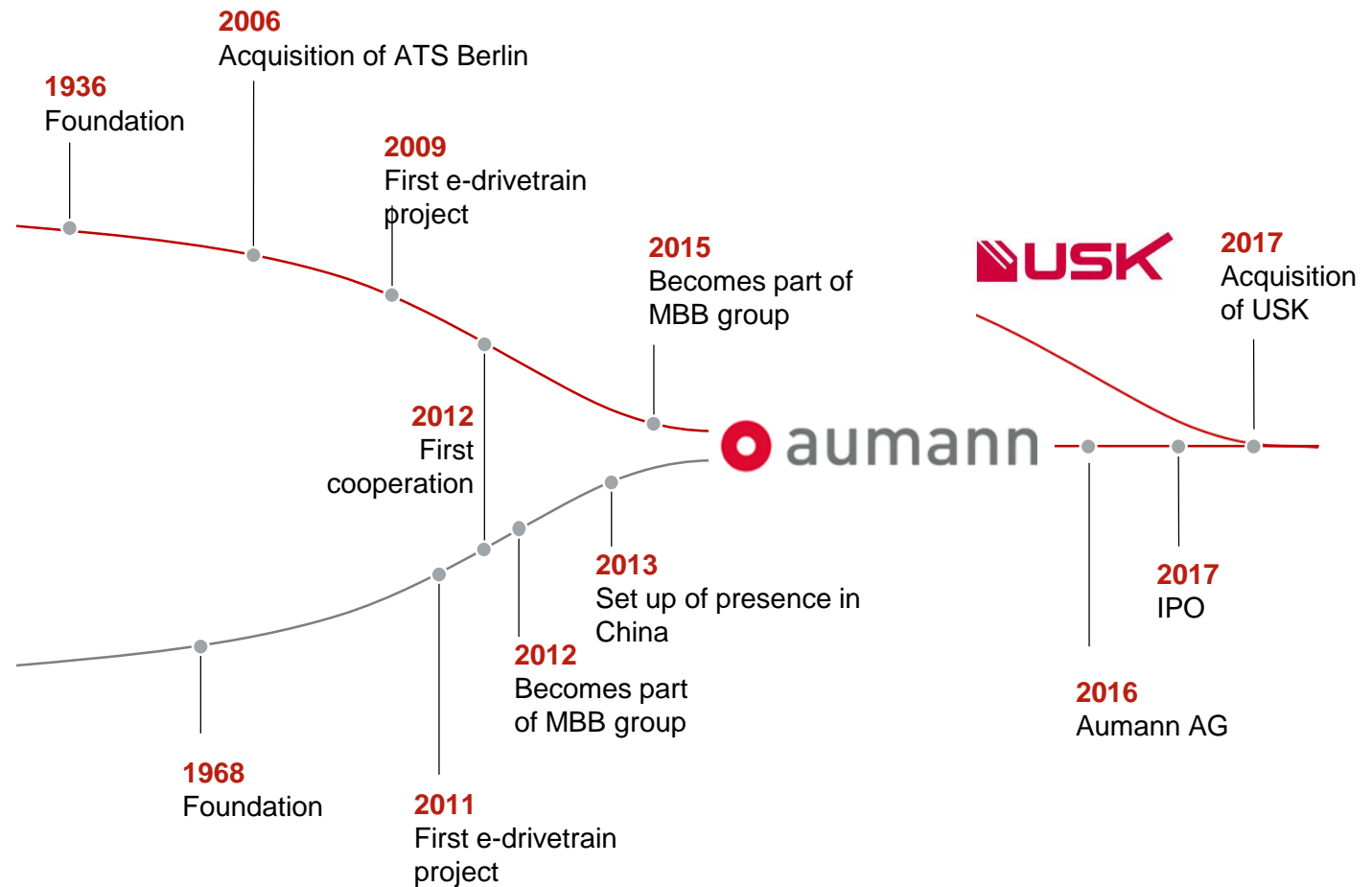
The historical roots of Aumann



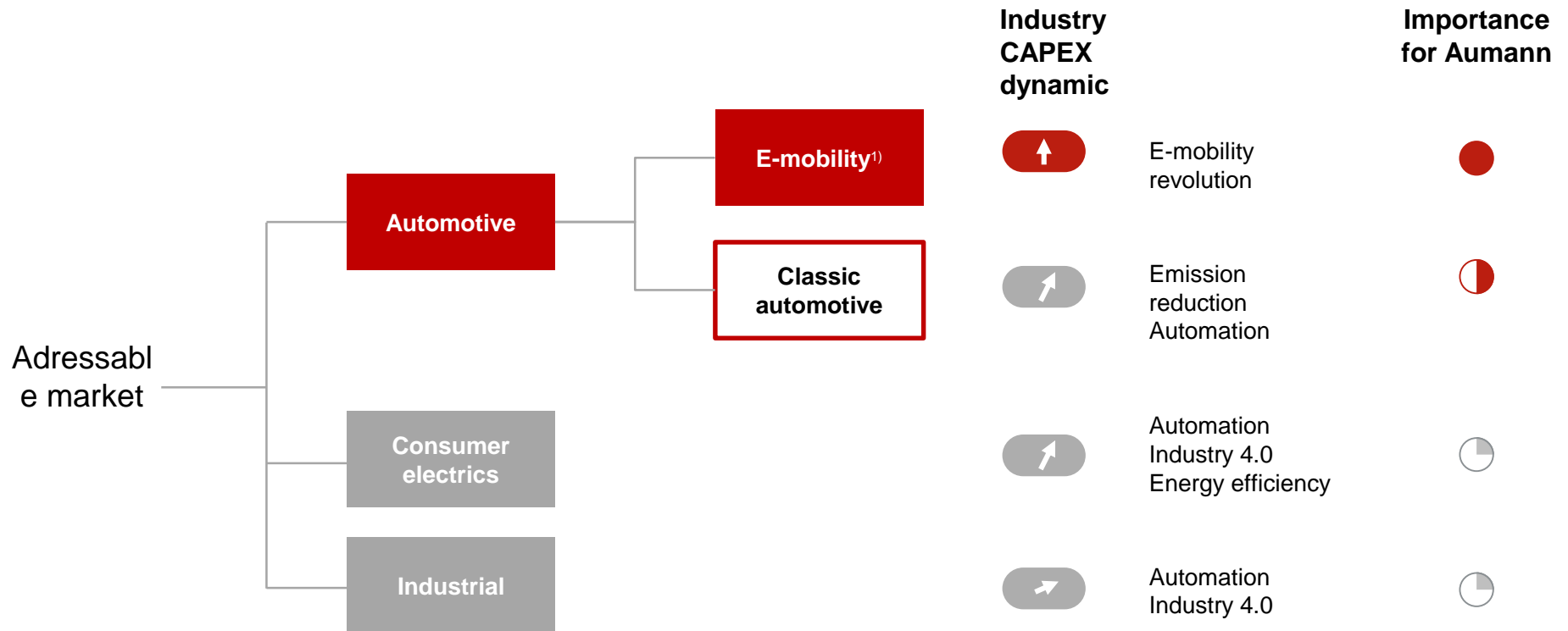
- ▶ E-mobility focus
- ▶ E-mobility references
- ▶ Winding technology



- ▶ Automation know-how and production scalability
- ▶ E-mobility experience and process excellence
- ▶ OEM relationships



Key markets and growth dynamics



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