



Aumann AG

A global leader in modular machines for E-mobility

Berenberg European Conference | December 2018

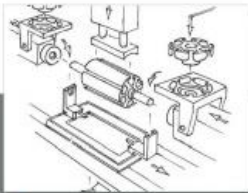
From vision to product



Automated manufacturing equipment for various applications



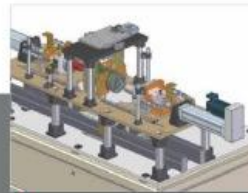
1 | YOUR SPECIFICATION



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. 1,280¹⁾ highly skilled professionals

6 locations in Germany, China and USA

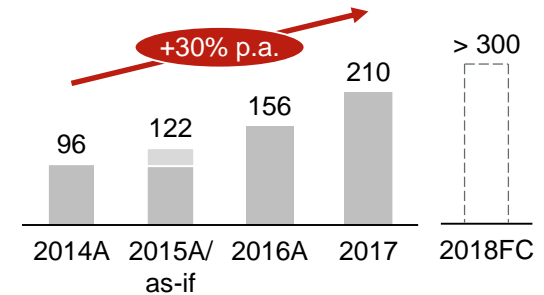
c. 45,000 sqm of shop floor

Select customers

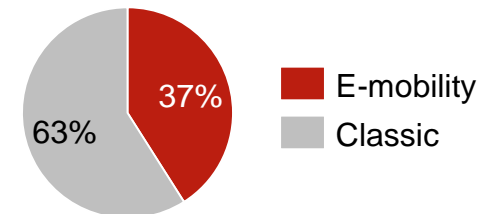


Strong growth

Revenue²⁾
in million €



Segments
As of 30 September 2018

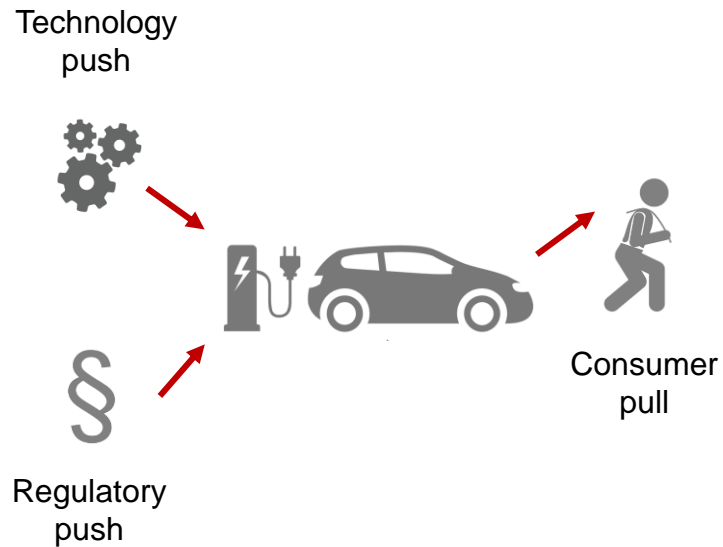


Key highlights of Aumann

- 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



Serving the automobile trends of tomorrow

E-on-demand



Autonomous driving



Safety



Comfort



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 2020

FCA
FIAT CHRYSLER AUTOMOBILES

8 plug-in or **all-electric 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



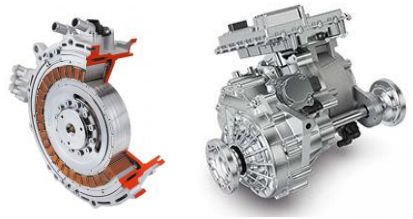
Customer places order



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



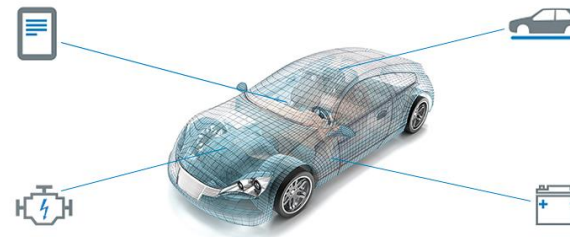
*Assembly of
modules, packs, fuel cells*

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



...leading to an accelerated E-mobility business



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



Qualified employees are Aumann's key to success

Gaining talents



Strong employer brand

Successful internal headhunters

Regional cooperations

Training successfully



Highly demanded training programs

Tailored curriculum

Above average graduation results

Retaining the best



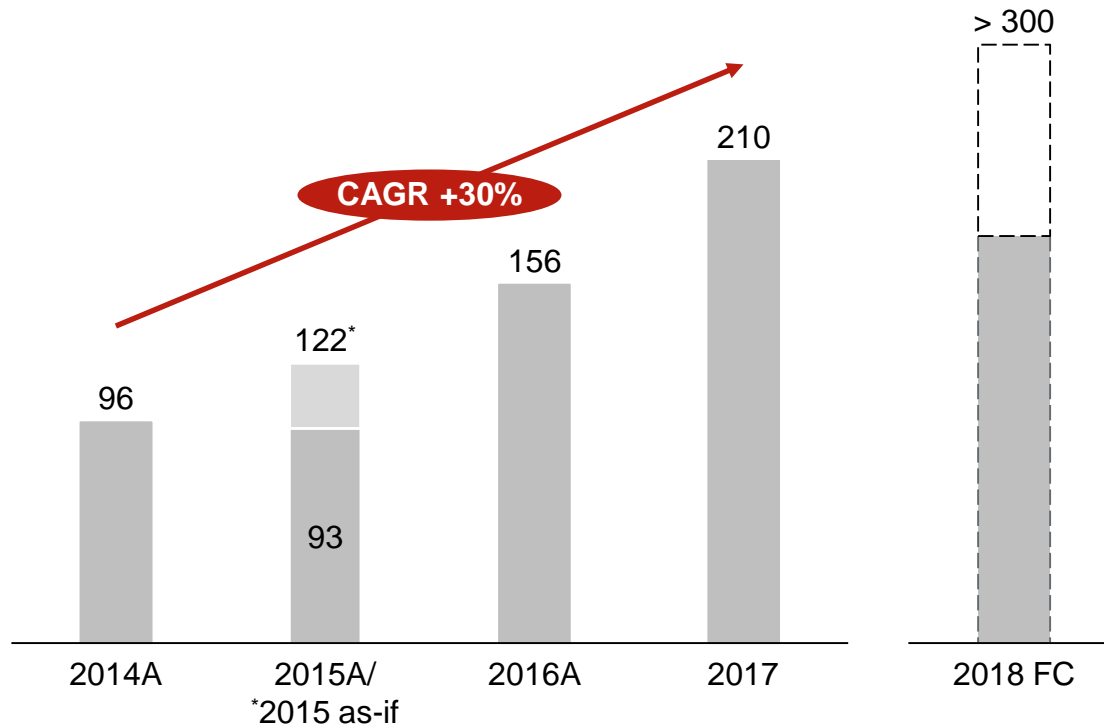
Rewarding performance

Attractive working time models

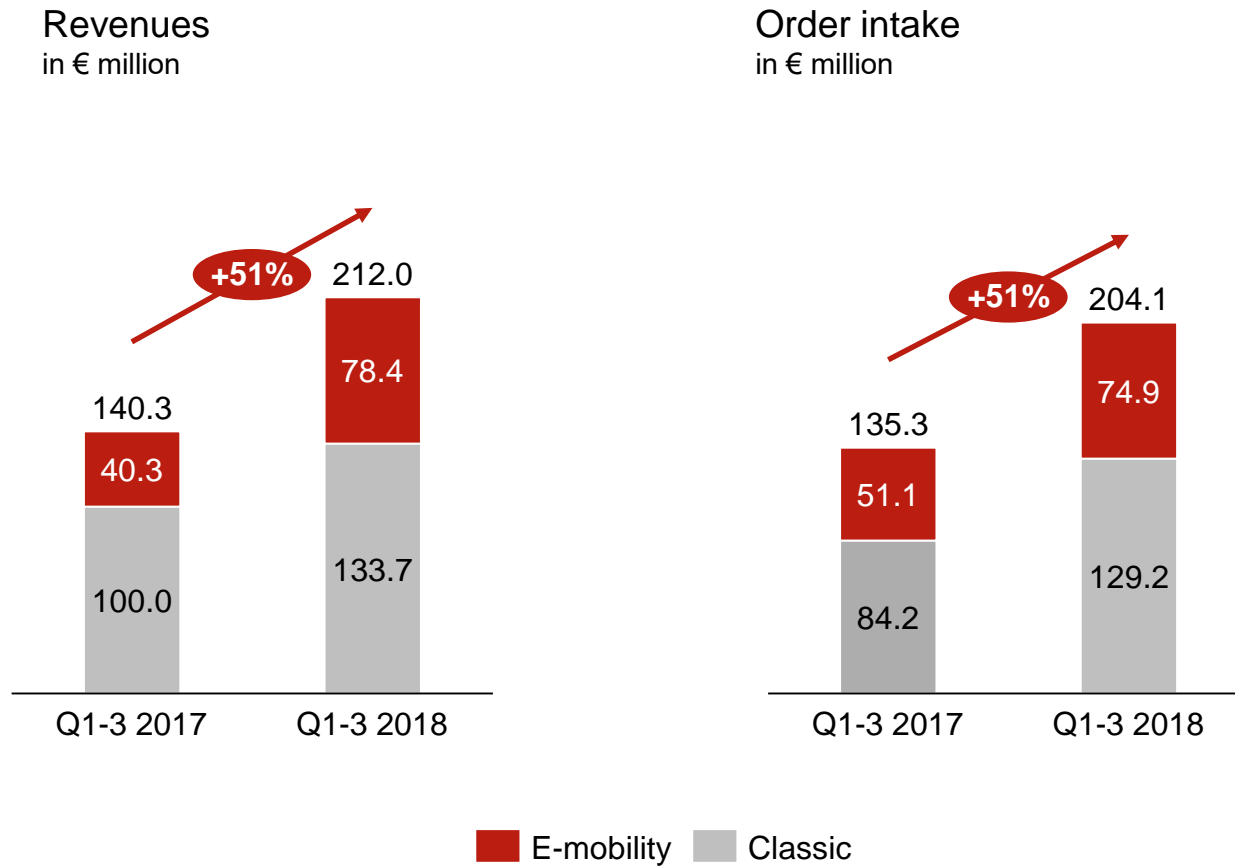
International career opportunities

On track for growth in 2018

Total revenues
in € million

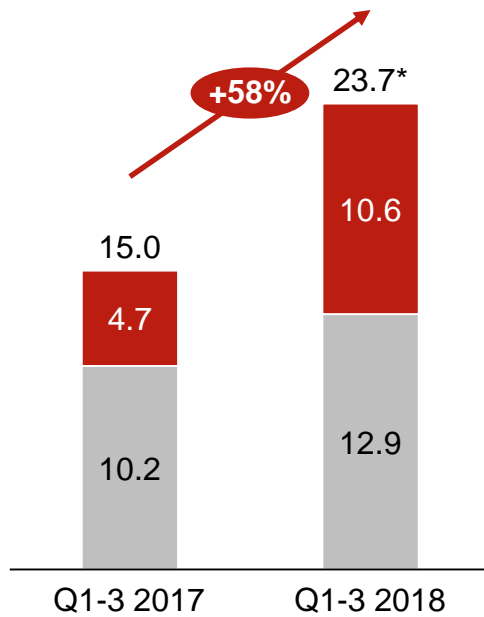


In the first nine months 2018, Aumann grew at all levels



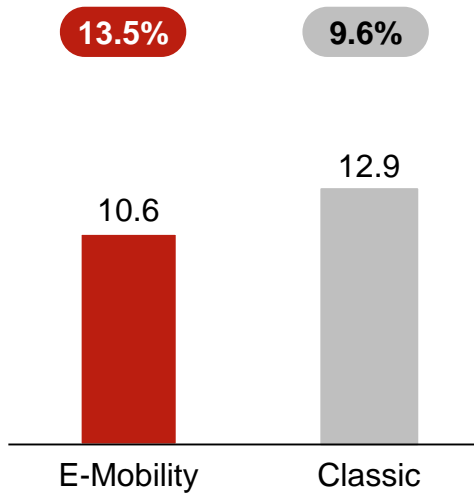
In the first nine months 2018, profitability has further increased

EBIT (adj.)
in € million



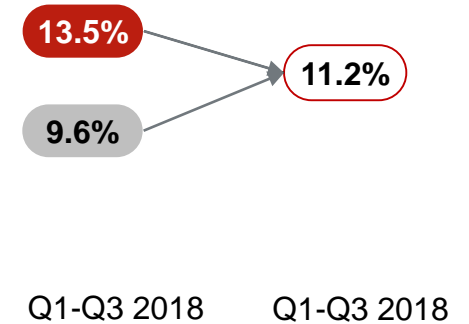
Segment EBIT (adj.) Q1-3 2018
in € million

EBIT-Margin



■ E-mobility ■ Classic

EBIT-Margin (adj.)
in %

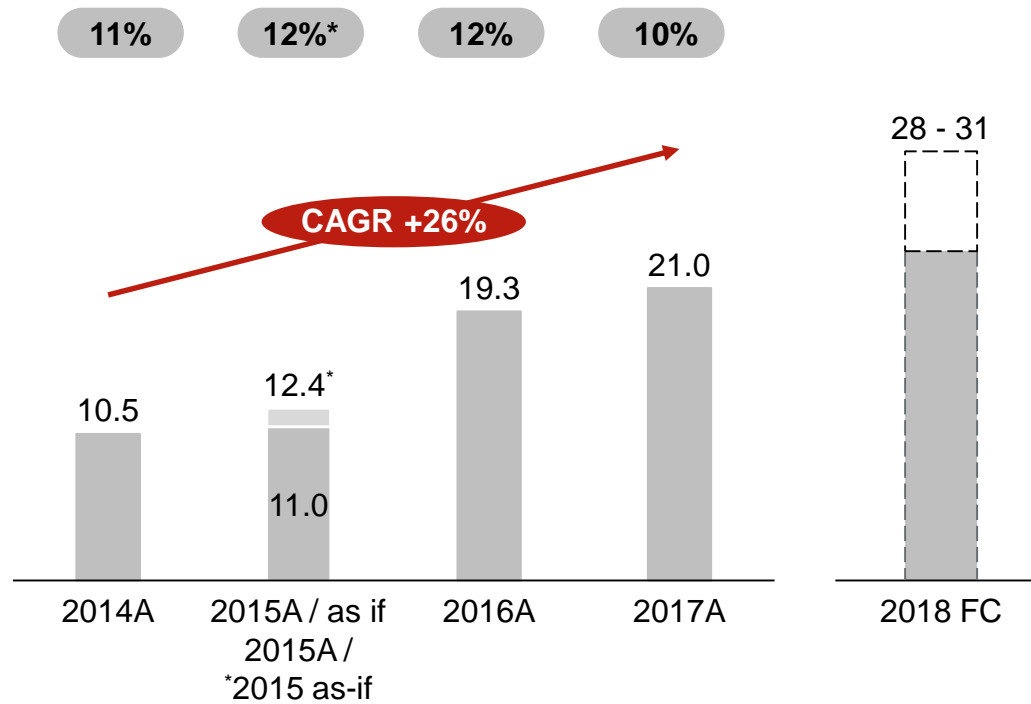


* Not shown: €0.2m from adjusted reconciliation

We are currently on track

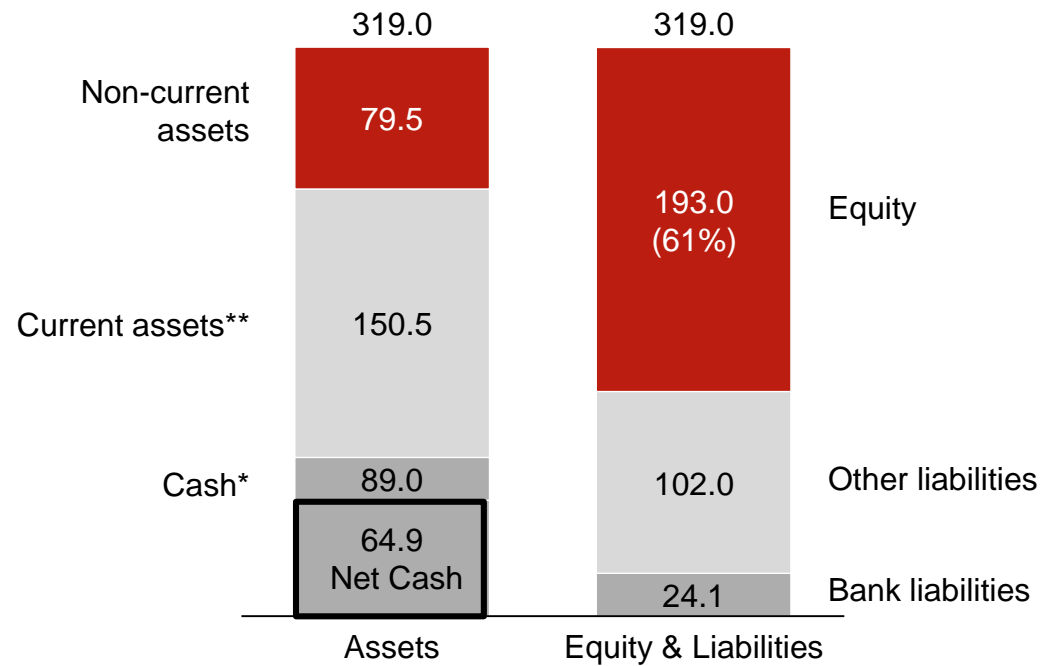
EBIT (adj.)

in € million and in % of revenues



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

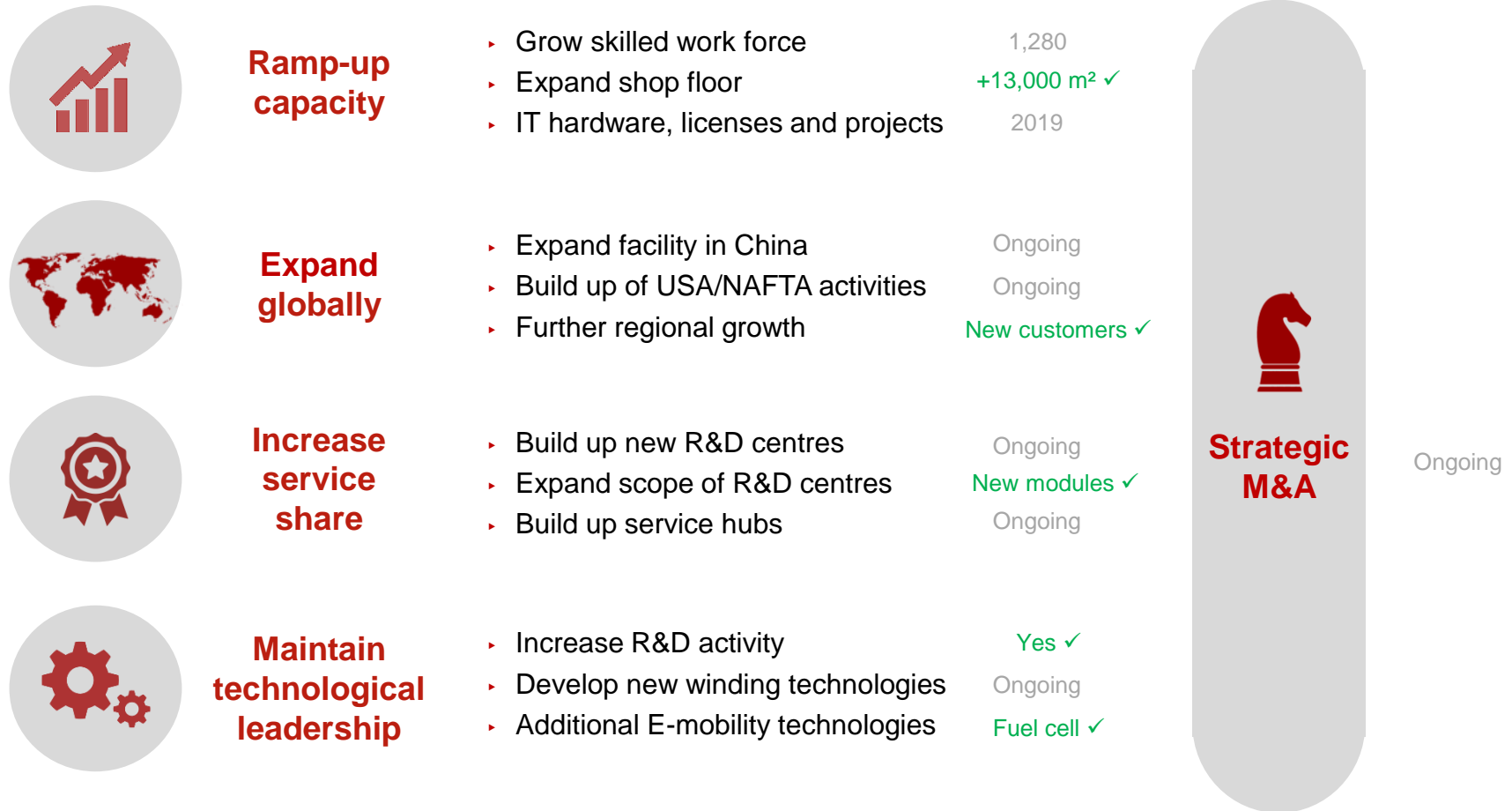
Balance sheet 30 September 2018
in € million



* 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 mobility**
manufacturing

www.aumann-ag.com

Financial Calendar

End of fiscal year	31 December 2018
Ad-hoc preliminary figures 2019 and guidance 2019	28 February

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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



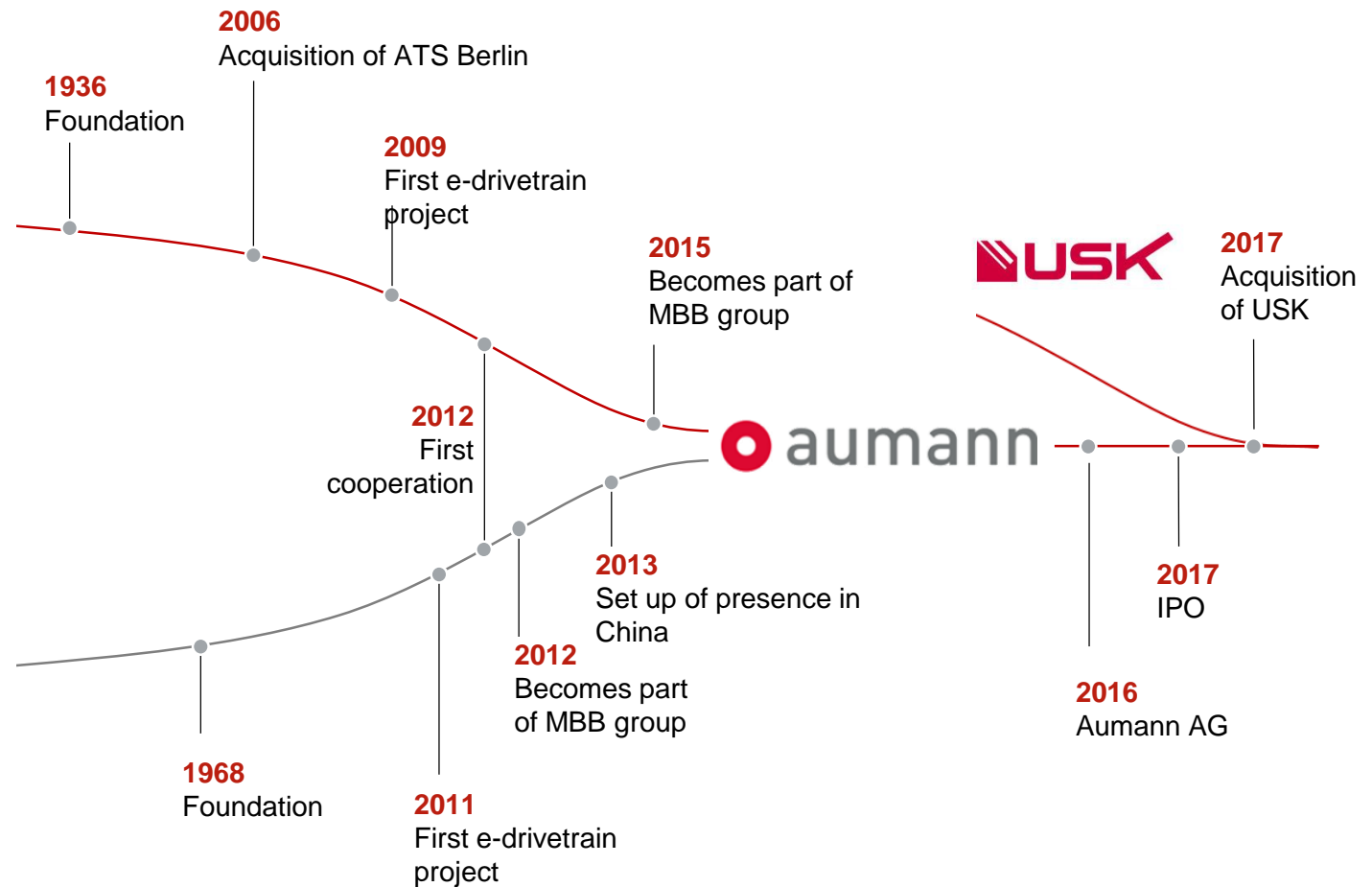
The historical roots of Aumann



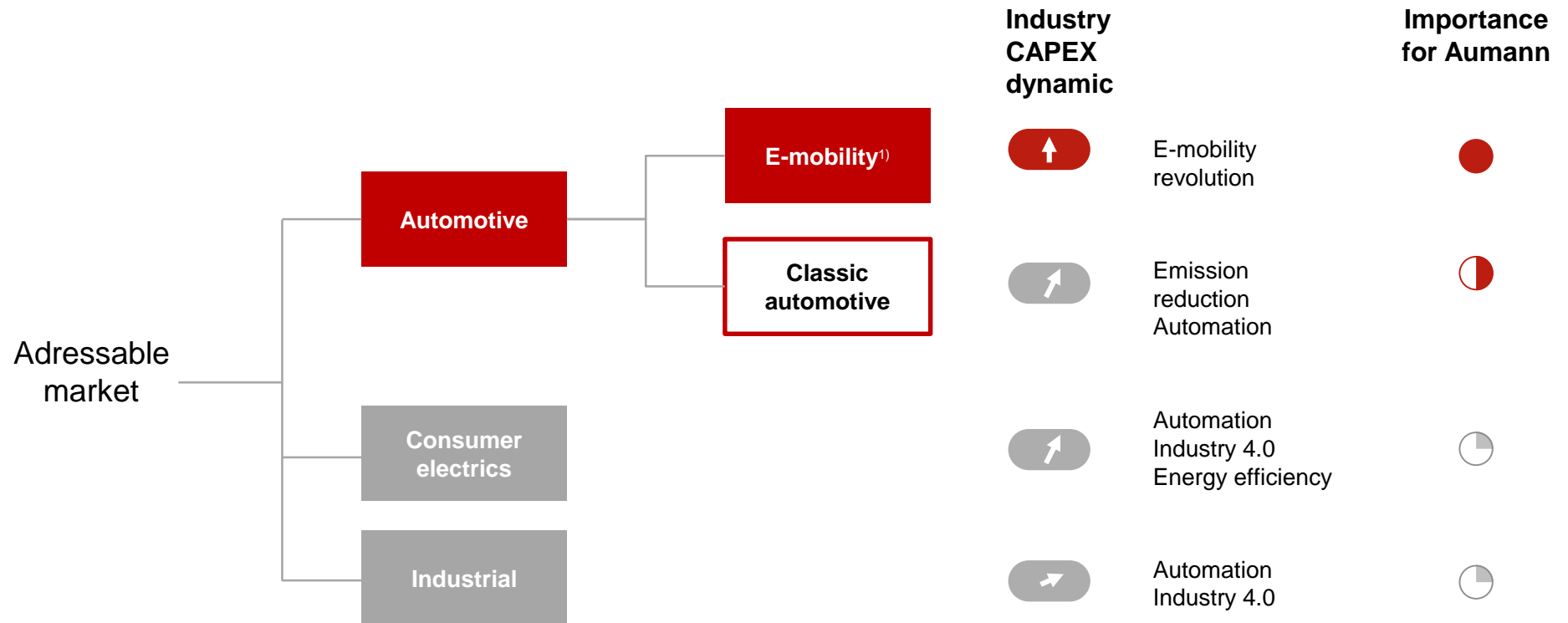
- ▶ E-mobility focus
- ▶ E-mobility references
- ▶ Winding technology



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



Key markets and growth dynamics



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