



Aumann AG

A global leader in modular machines for E-mobility

Berenberg US Conference | May 2019

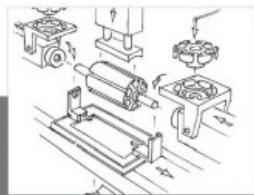
From vision to product



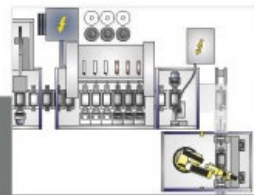
Automated manufacturing equipment for various applications



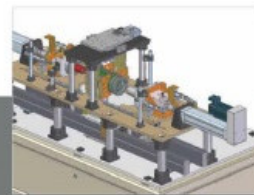
1 | YOUR SPECIFICATION



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

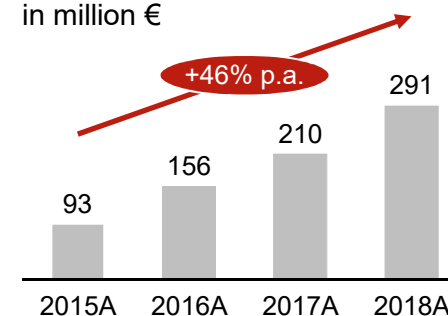
c. 45,000 sqm of shop floor

Selected customers

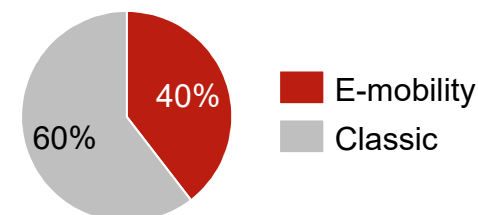


Strong growth

Revenue²⁾
in million €



Segment revenues
as of 31 March 2019



Selected highlights Q1 2019



Highest first quarter revenues ever despite challenging market environment



Satisfactory double-digit group EBIT margin



E-mobility EBIT share above 50%



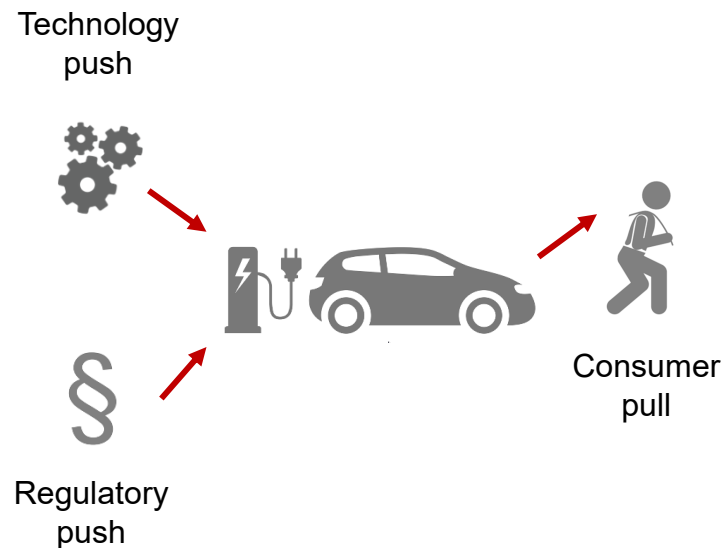
Promising order pipeline contrasted by hesitant Q1 order placement



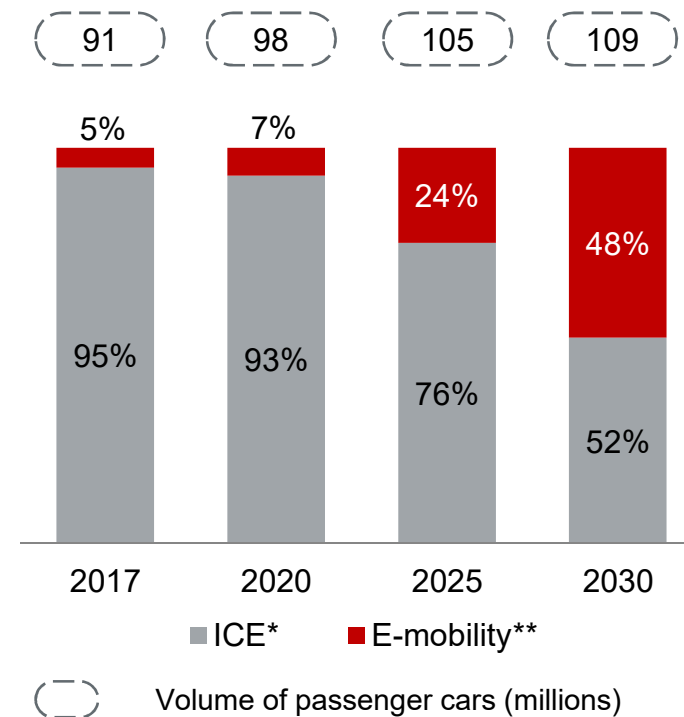
Growing interest in fuel cell technology from automotive OEMs and Tier-1s

Technological parity expected to be reached by 2030

Three factors put electric vehicles on the road

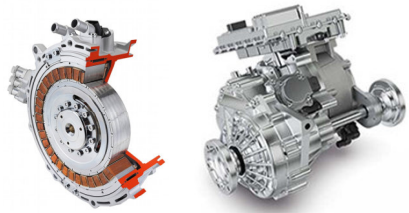


Expected global car sales by fuel source



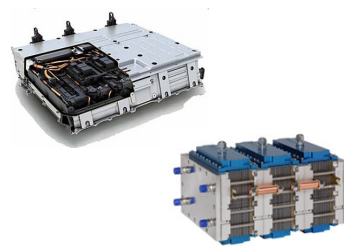
Aumann automates the manufacturing of E-mobility production

Electric motor/traction module



*Winding of
stator and/or rotor*

Energy storage/conversion



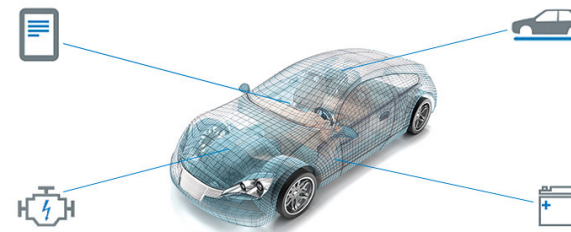
*Assembly of
modules, packs, fuel cells*

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**



~ €300 million
revenue

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



> € 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

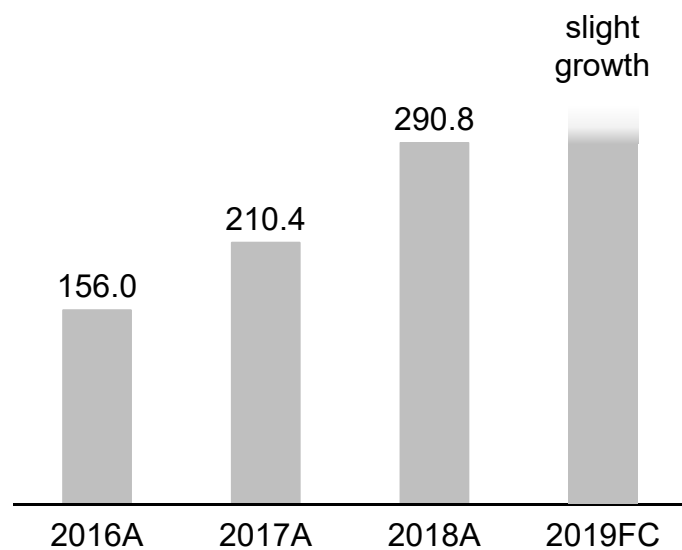


Other industries

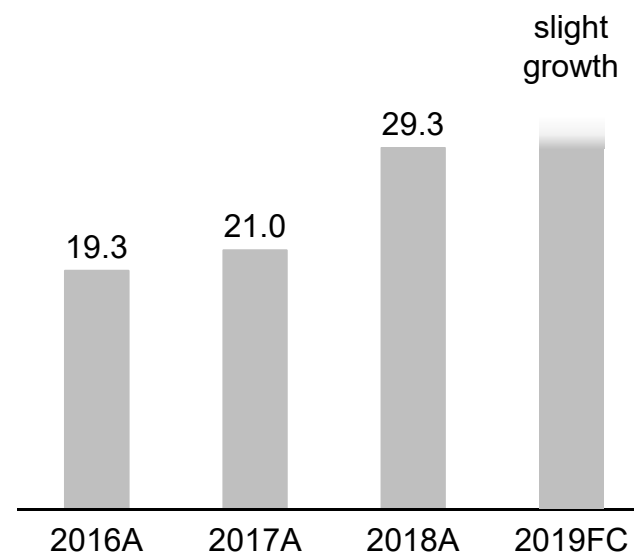


Revenues and EBIT are expected to grow slightly in 2019

Total revenues
in € million

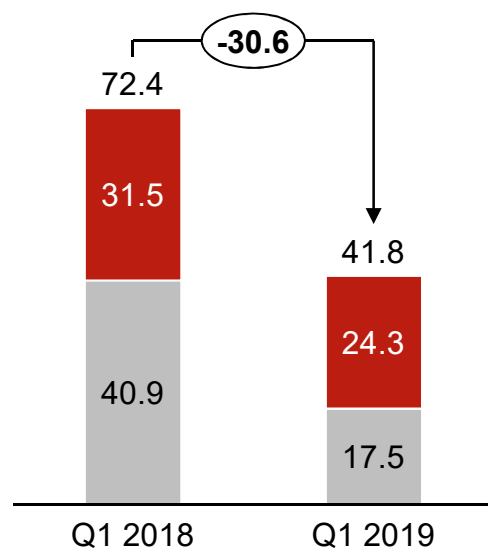


EBIT (adj.)
in € million

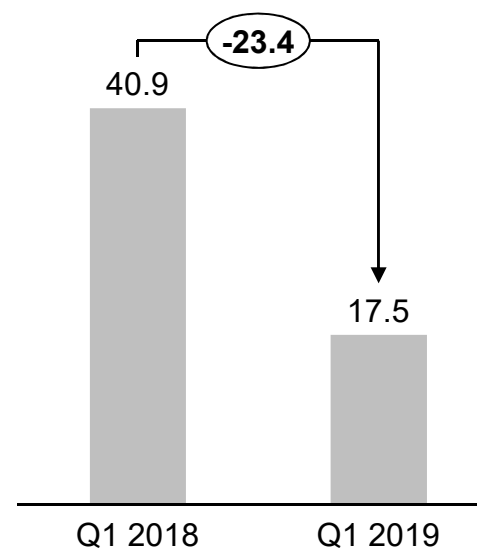


Hesitant order placement in Classic leading to weak total order intake

Total order intake
in € million



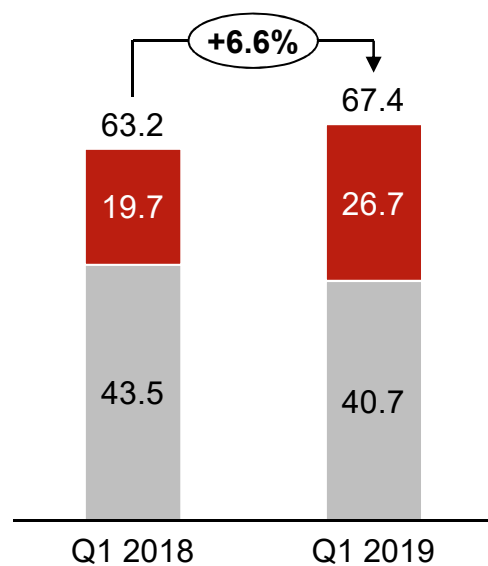
Classic order intake
in € million



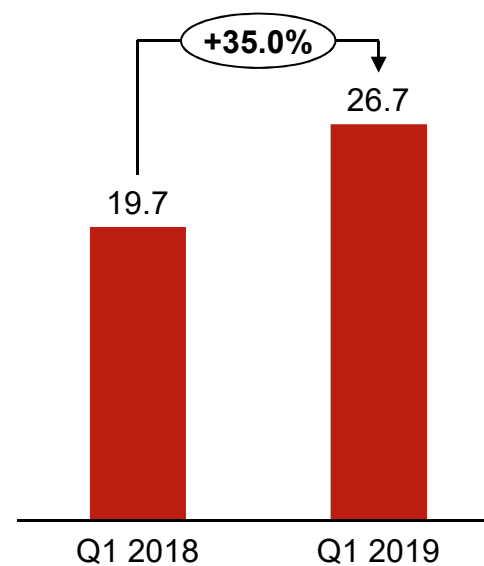
■ E-mobility ■ Classic

Solid group revenue growth with E-mobility as main driver

Total revenues
in € million



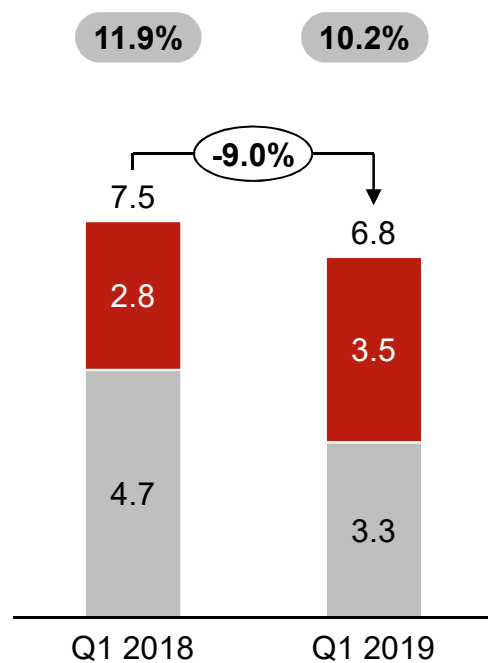
E-mobility revenues
in € million



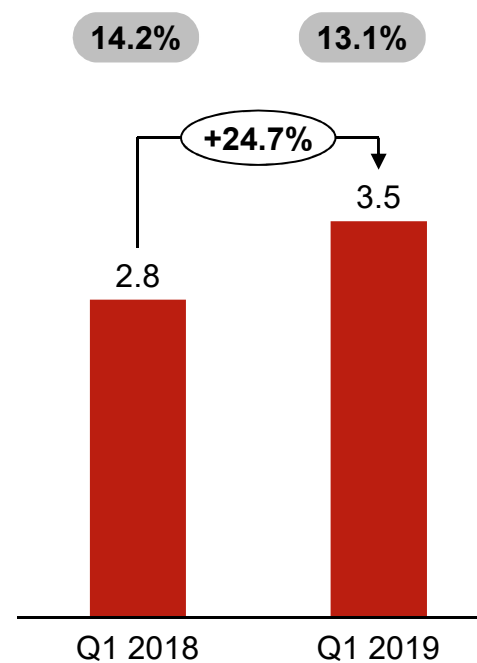
■ E-mobility ■ Classic

Double-digit operating margins

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



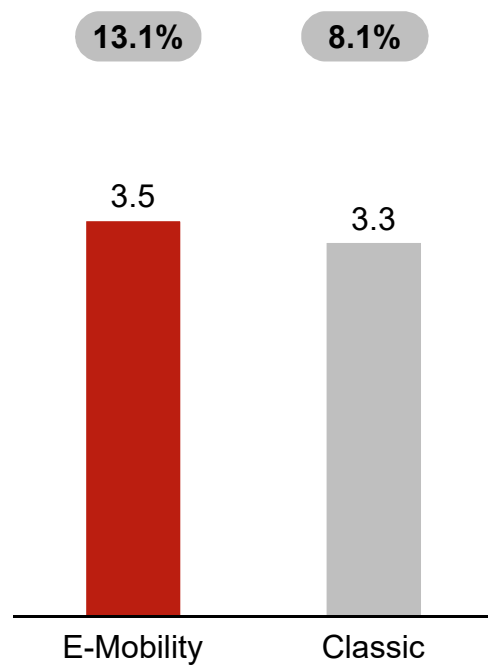
E-mobility EBIT (adj.)
in € million and in % of revenues



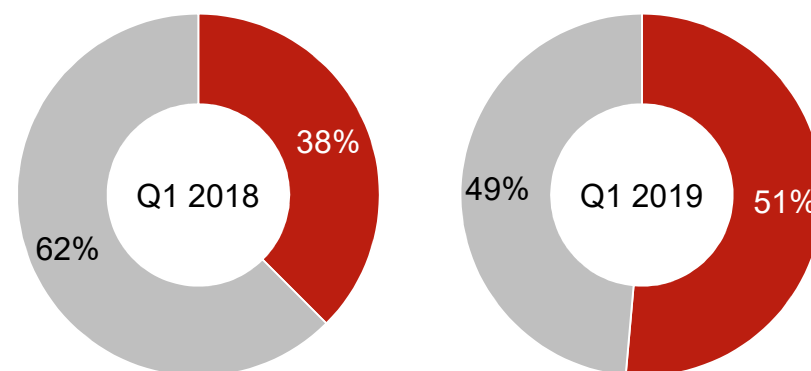
■ E-mobility ■ Classic

E-mobility share above 50% for the first time in Q1 2019

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



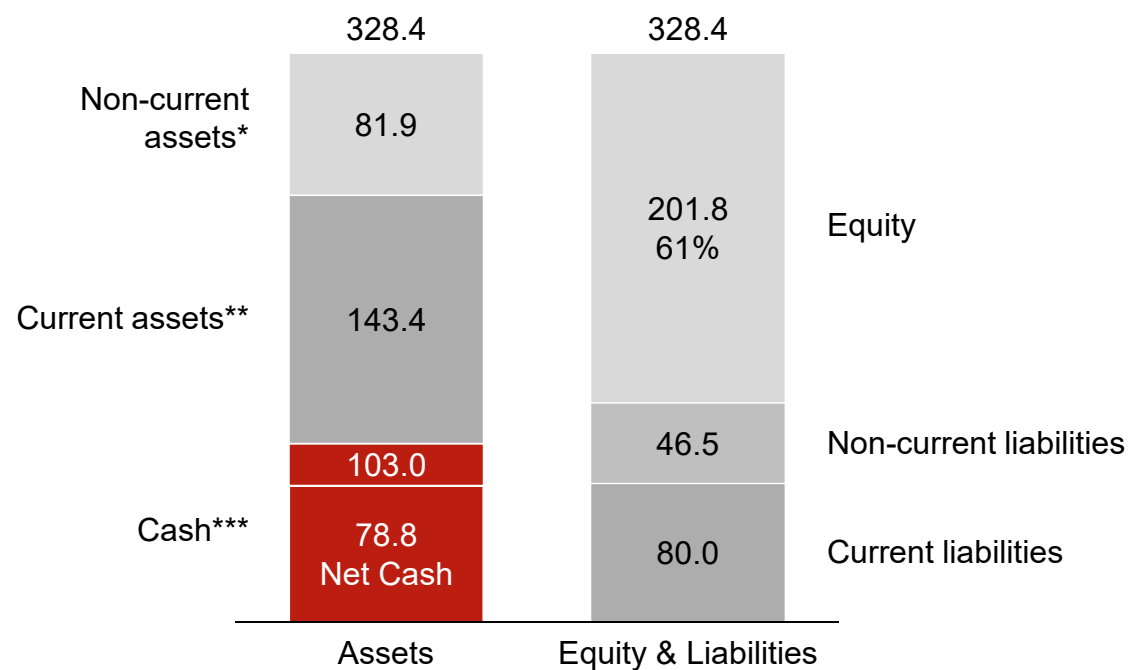
EBIT (adj.) share development
in %



 E-mobility  Classic

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

Balance sheet 31 March 2019
in € million



We have made significant progress on strategic roadmap to market leadership



Ramp-up capacity

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



Expand globally

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



Increase service share

- Implementation of group service concept
- Expansion of service levels and offerings
- Increase of worldwide service partnerships



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.com

Financial calendar

Interim Report Q1 2019	15.05.2019
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 May 2019
Commerzbank Sector Conference (Frankfurt, Germany)	28 August 2019
Berenberg/Goldman Sachs Conference (Munich, Germany)	23 September 2019
German Equity Forum (Frankfurt, Germany)	25 November 2019
Berenberg European Conference (Pennyhill, UK)	02 December 2019

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Appendix

Aumann offers highly automated production technologies for traction motors

Thin wire

Thick/flat wire

Conventional Insertion



Indirect winding

Lower automation

High stress on wire

Random wire positions

Distributed Needle Winding



Direct winding

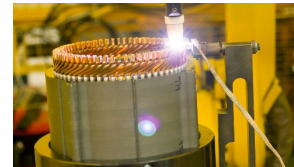
High automation

Low stress on wire

Defined wire positions

 **aumann**
exclusive

Conventional Hairpin



Assembly

High automation

Many welding points

Larger copper heads

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Continuous Hairpin



Winding / Assembly

High automation

No welding points

Smaller copper heads

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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



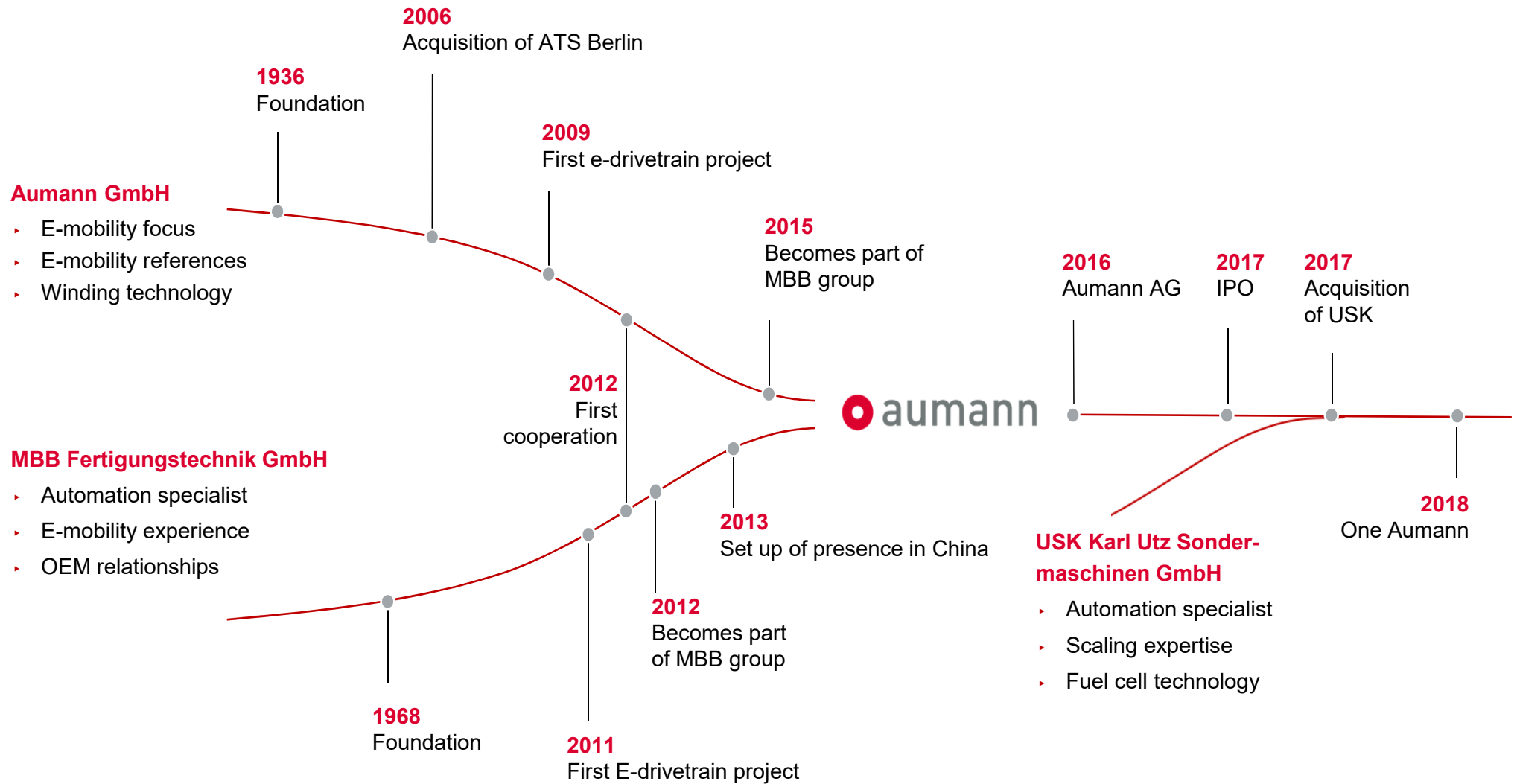
E-aircondition



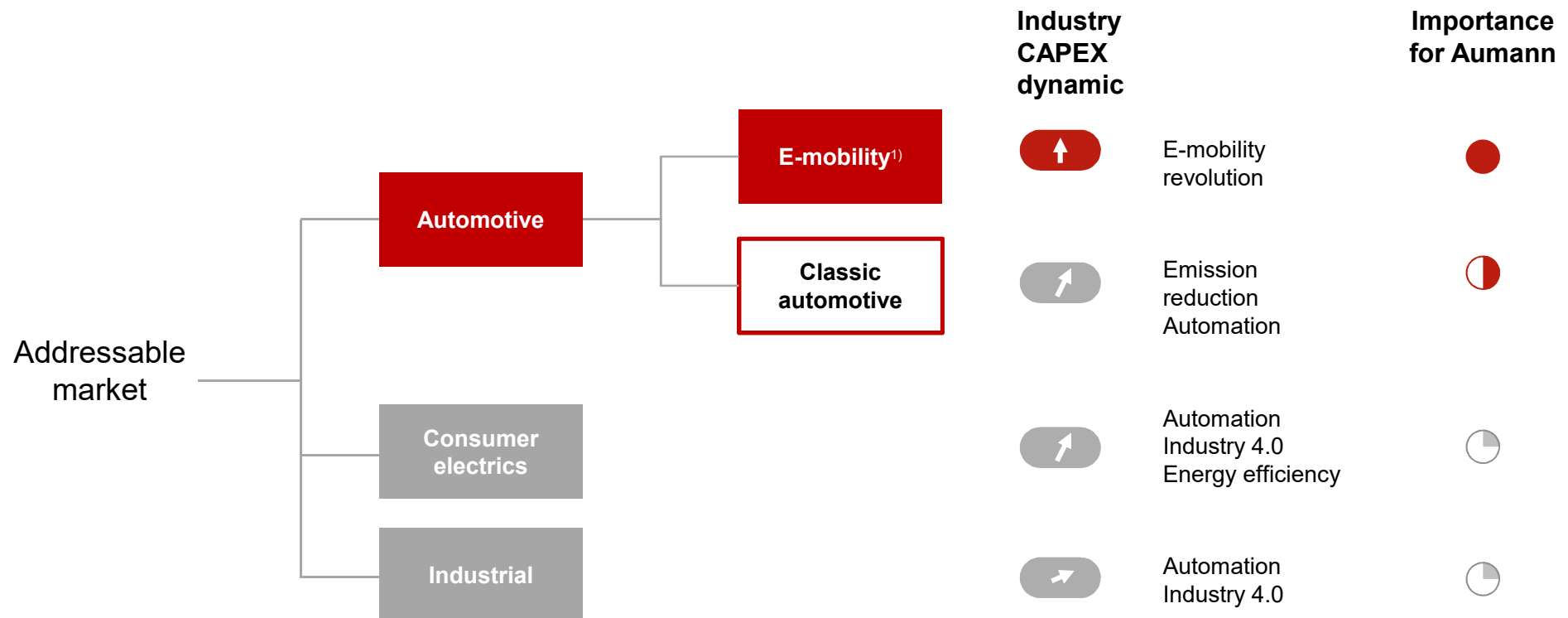
E-suspension



The historical roots of Aumann



Key markets and growth dynamics



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