

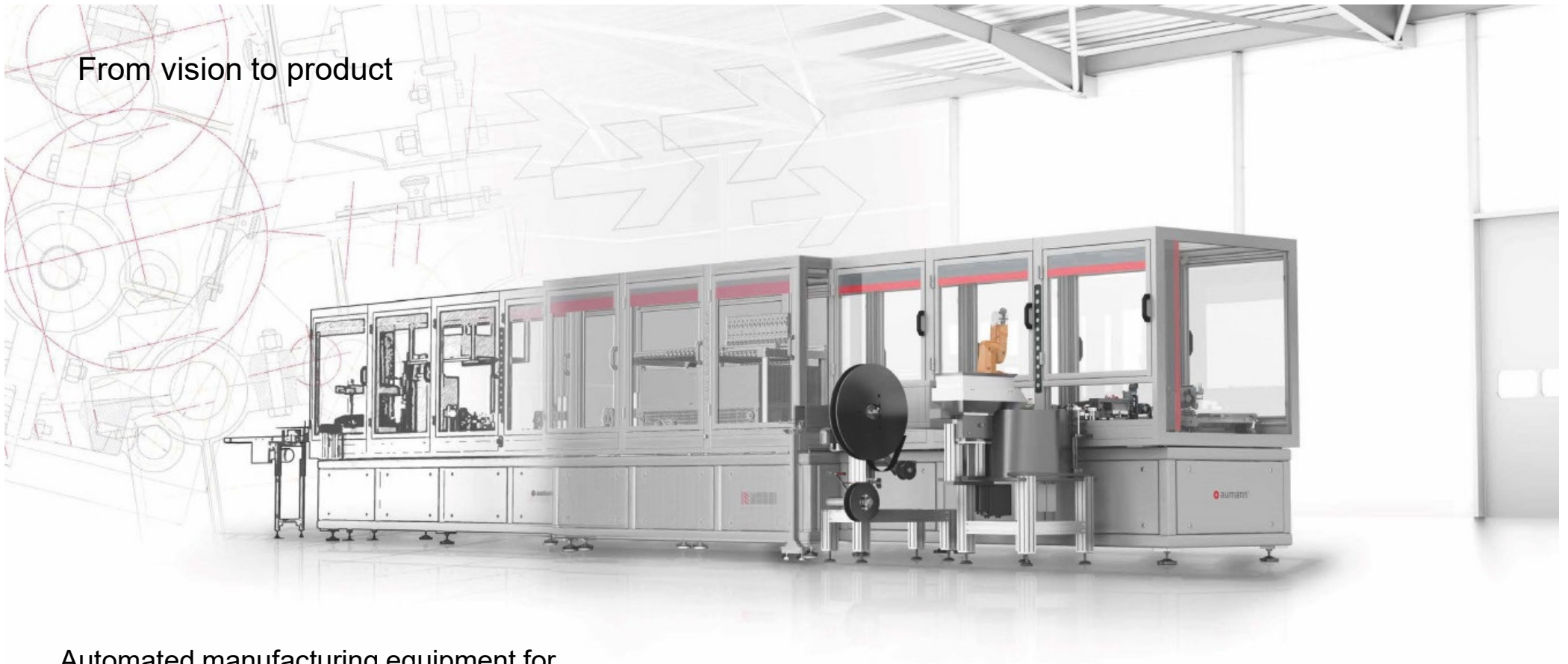


Aumann AG

A global leader in modular machines for E-mobility

Commerzbank Sector Conference | 28 August 2019

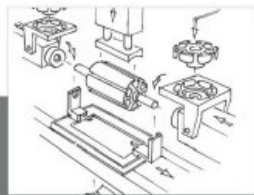
From vision to product



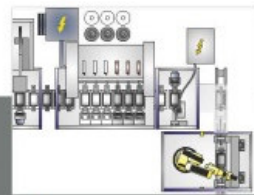
Automated manufacturing equipment for complex applications



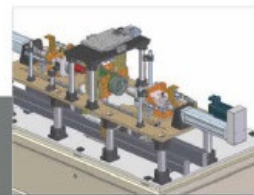
1 | YOUR SPECIFICATION



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

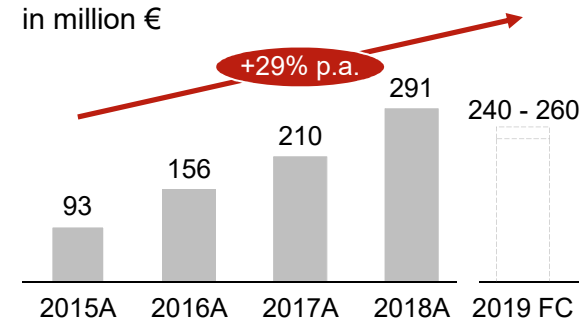
c. 45,000 sqm of shop floor

Selected customers

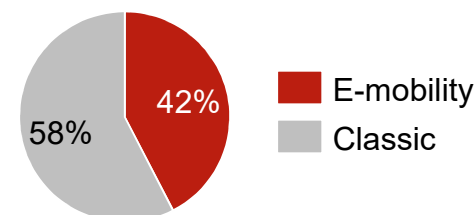


Strong growth

Revenue²⁾
in million €

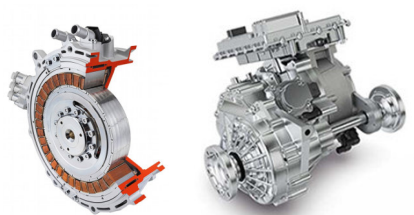


Segment revenues
as of HY1 2019



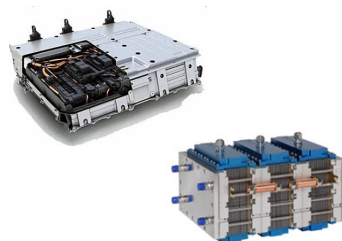
Aumann automates the manufacturing of E-mobility production

Electric motor/traction module



*Winding/assembly of
stator and/or rotor*

Energy storage/conversion



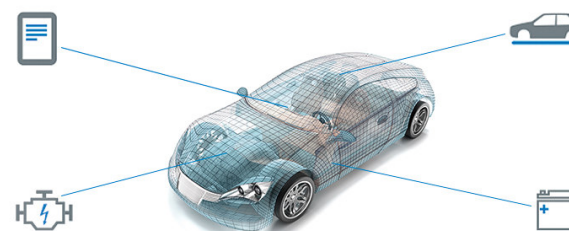
*Assembly of
modules, packs, fuel cells*

Electrification



*Winding/assembly of
E-auxiliary systems*

E-mobility



Aumann has the ideal 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 workforce**



6 locations in
Europe, China,
USA

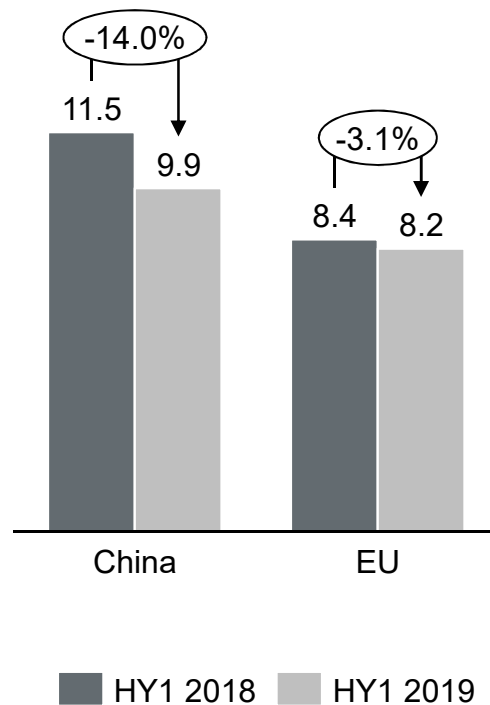
Experience with
large order
volumes

Highly skilled
engineers

A global leader in highly automated production lines for E-mobility

Political and economic uncertainties weigh on automotive industry

Selected vehicle sales / registrations*
in million



Effects on automotive industry



Overcapacity



Suspension of investments



Project postponements, stops, cancellations



Cost savings programs

Key facts of HY1 2019



Aumann is weathering a considerably tense market environment



Order intake suffers from current market environment and drops to 86.1 € million



Revenues slightly up to 133.5 € million with an increased E-mobility share of 42.4 %



Cost sensitivity of customers burdens EBIT evolution resulting in a 8.6 % margin



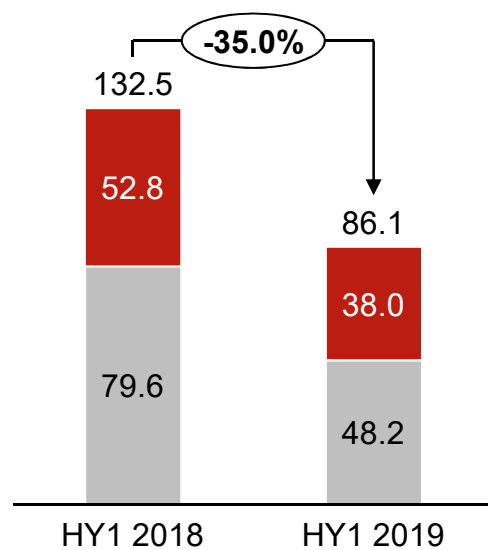
Equity Ratio improved to 63.7 % and net cash stands at 64.6 € million



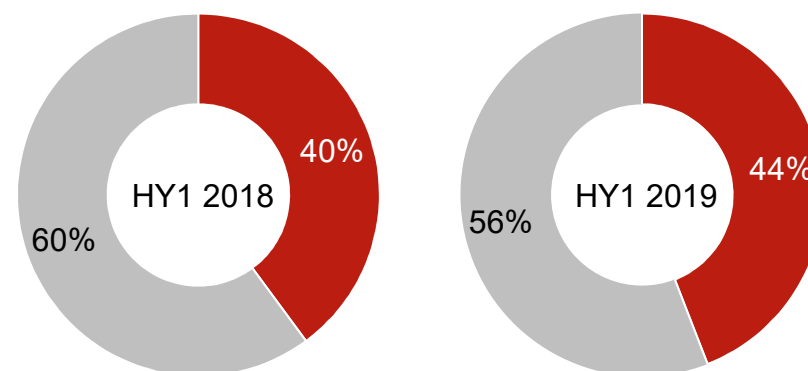
R&D focus on E-mobility production solutions

Automotive OEMs and Tier-1 suppliers hesitate to invest

Total order intake
in € million



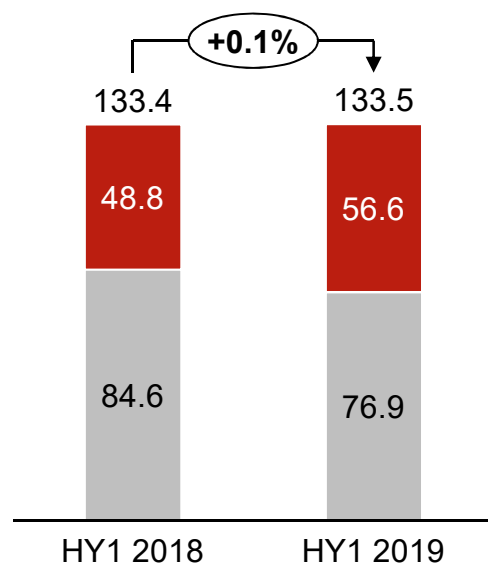
Order intake share development
in %



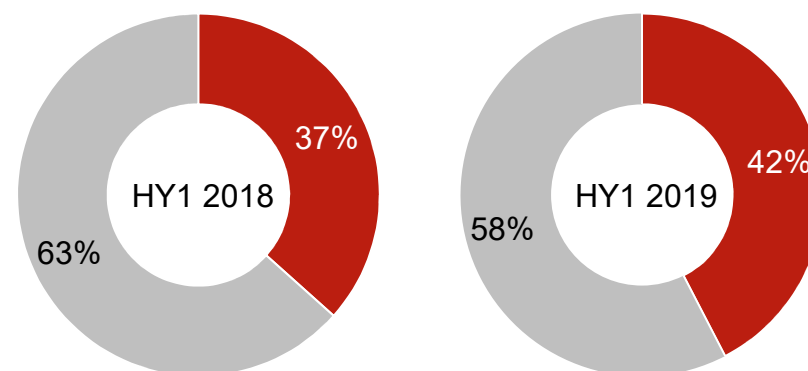
 E-mobility  Classic

E-mobility revenue share increases and compensates Classic revenues

Total revenues
in € million



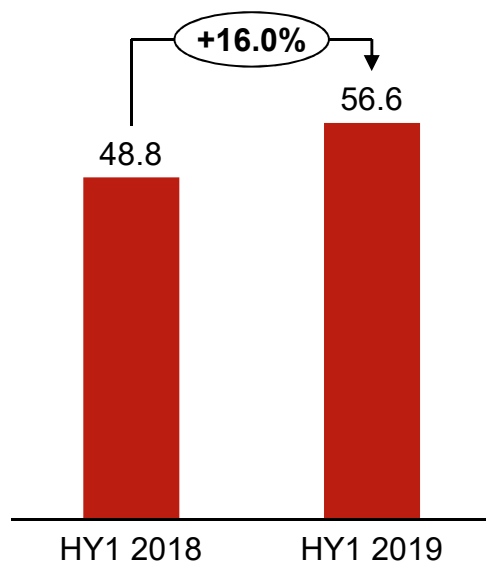
Revenue share development
in %



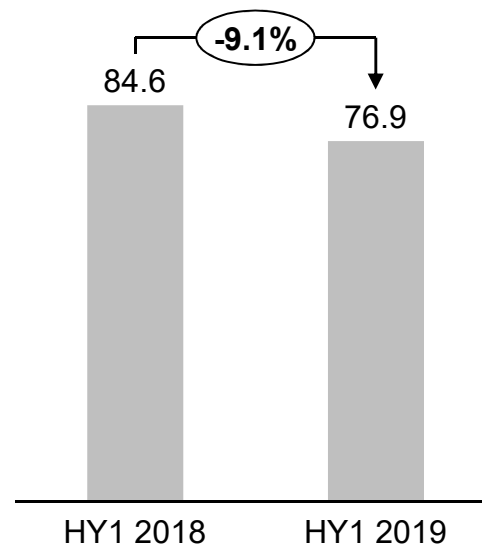
■ E-mobility ■ Classic

E-mobility revenues grow despite deteriorating market environment

E-mobility revenues
in € million

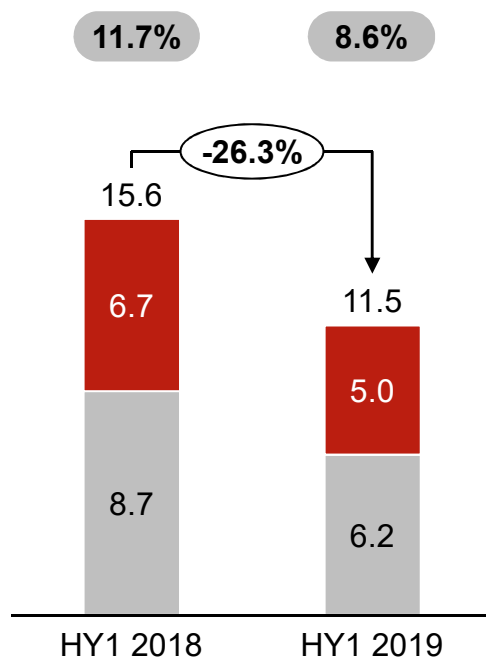


Classic revenues
in € million

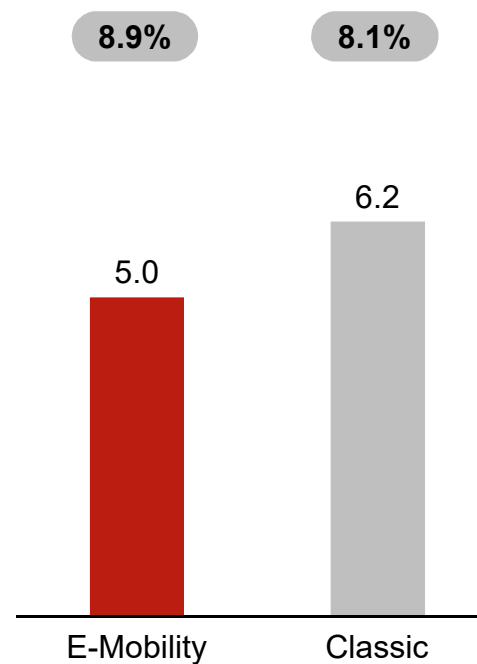


EBIT margin suffers from current market environment

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



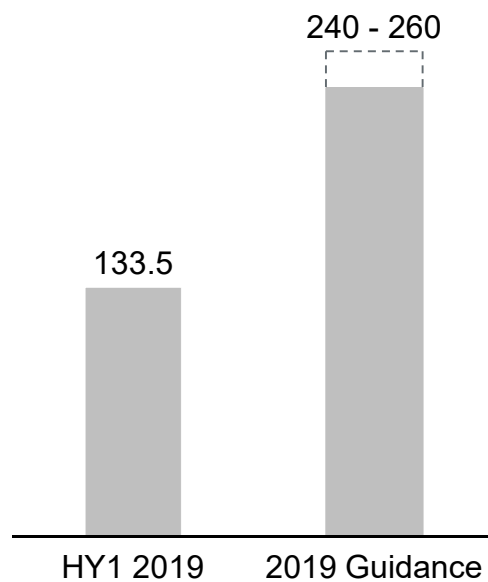
Segment EBIT (adj.)
in € million and in % of revenues



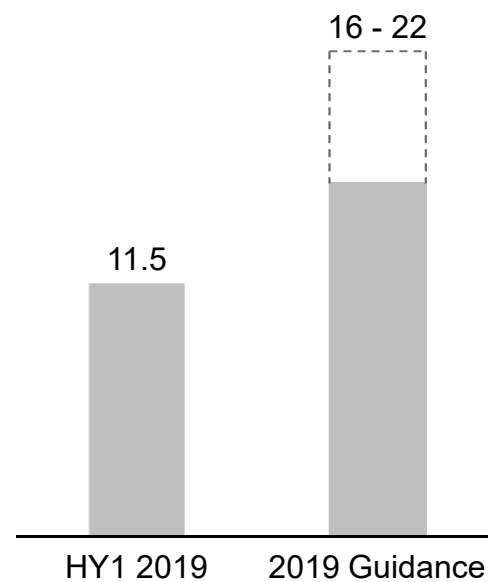
■ E-mobility ■ Classic

Adjusted company guidance and HY1 2019 run rate

Total revenues and guidance
in € million

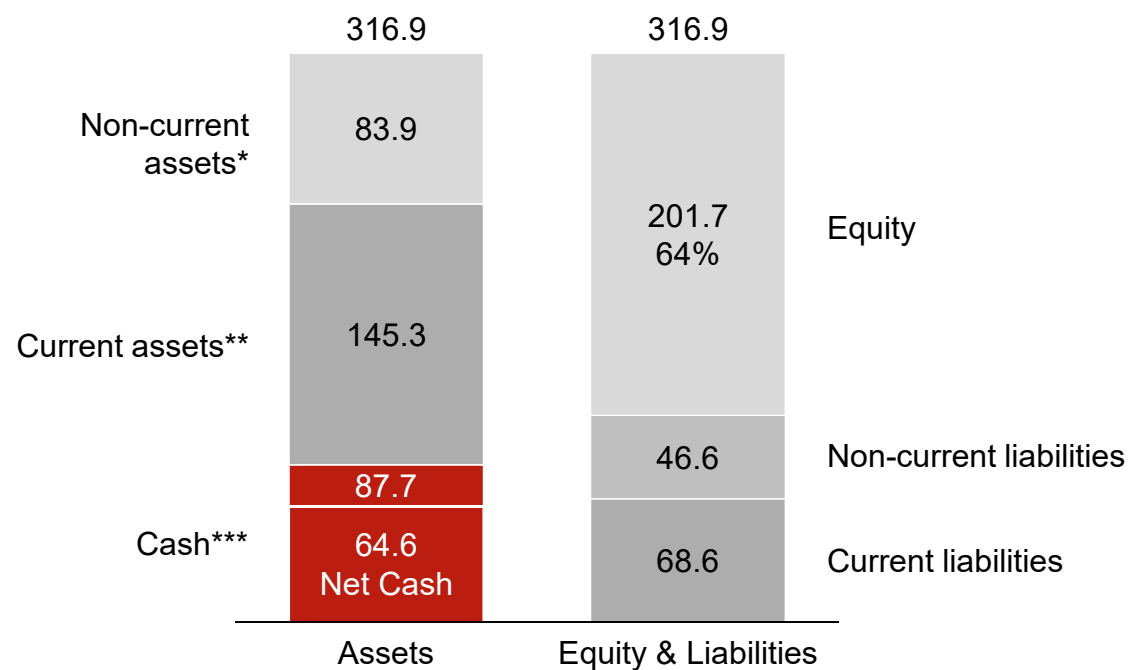


Total EBIT and guidance
in € million



A strong balance sheet is a solid support in this challenging environment

Balance sheet 30 June 2019
in € million



Our roadmap



Managing economic and automotive specific uncertainties



Stabilizing through focus on sales, operational performance and capacity management



Continuing research and development in E-mobility technologies



Expanding further in Asia and NAFTA with focus on E-mobility



Investigating M&A opportunities



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

Half-year Report 2019	23 August 2019
Commerzbank Sector Conference (Frankfurt, Germany)	28 August 2019
Interim Report Q3 2019	14 November 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

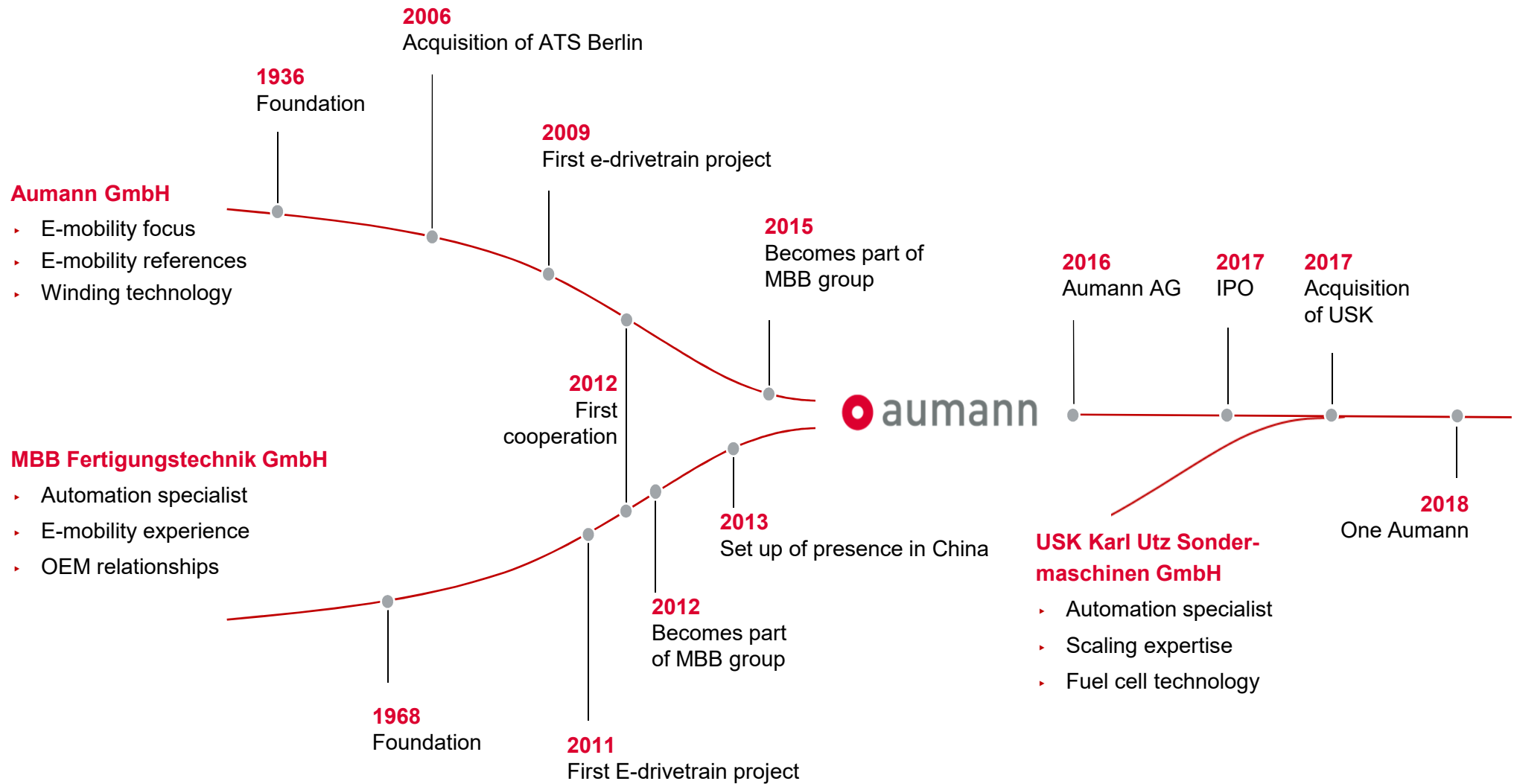
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Appendix

The historical roots of Aumann



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

Conventional Hairpin



Assembly

High automation

Many welding points

Larger copper heads

Continuous Hairpin



Winding / Assembly

High automation

No welding points

Smaller copper heads

Aumann machines serve increasing electrification trend

Autonomous driving



E-steering system



E-parking/wheel sensor



E-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



Fuel cells as an additional long-term solution for E-mobility

Increasing interest in fuel cell technology

Audi puts focus on development and construction of FC-vehicles

Audi plans to increase focus on vehicles with fuel cell technology. The company targets to present a prototype of the sixth-generation fuel cell during the course of this year. *

Bosch to start fuel cell serial-production

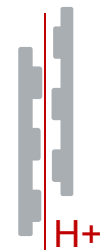
Bosch announces serial-production plans for fuel cells for trucks and light vehicles. The company got into a co-operation with the swedish manufacturer PowerCell Sweden. **

NuCellSys becomes Mercedes-Benz Fuel Cell: Daimler to strengthen fuel cell business

Mercedes-Benz Fuel Cell has the mission to develop a fuel cell that is flexible enough to fit into the groupwide platform for electronic vehicles. *

Paired with Aumann expertise

1 Cell Generation



2 Cell Stacking



3 Functional Testing



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

Integration of IT

“One Aumann” strategy

Full rebranding to “Aumann”

Finalization of integration processes

Expansion plans

Assembly hall in

Limbach-Oberfrohna



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