

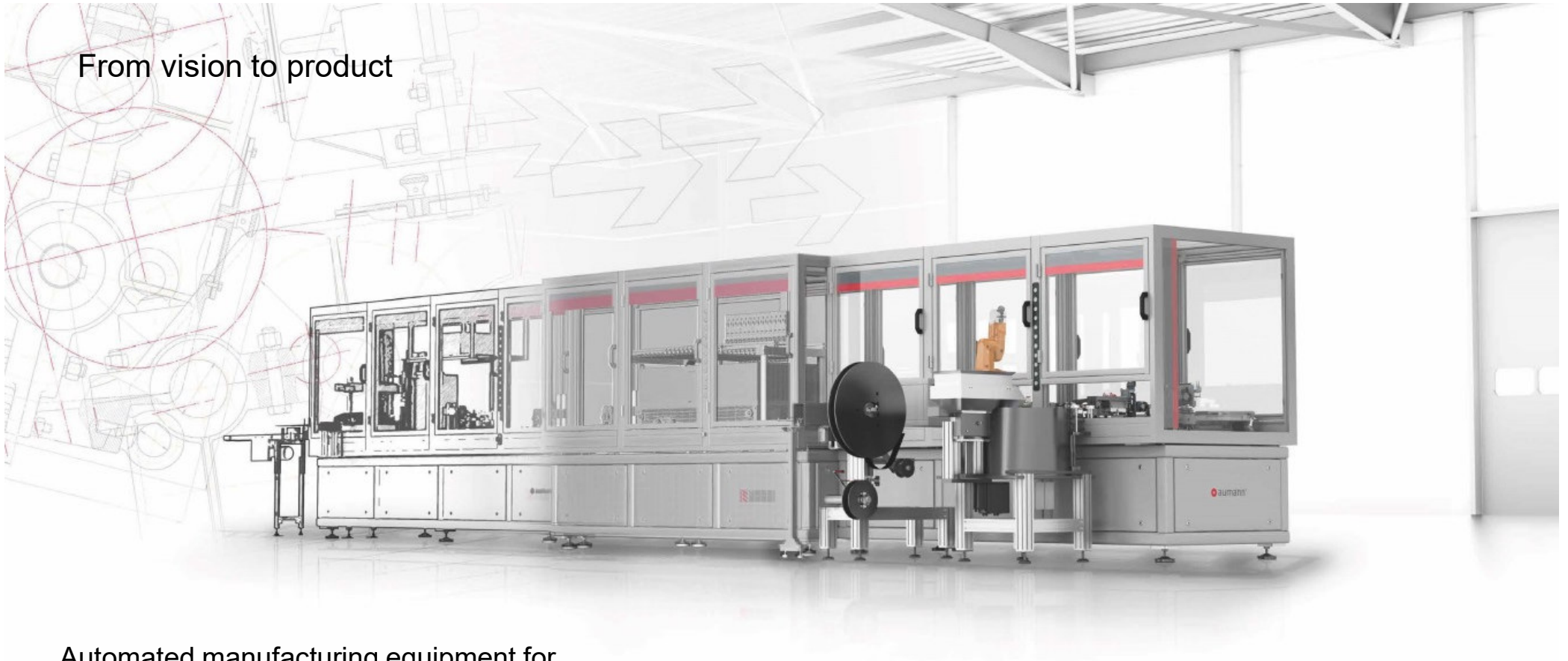


Aumann AG

A global leader in modular machines for E-mobility

Berenberg and Goldman Sachs German Corporate Conference | 24 September 2019

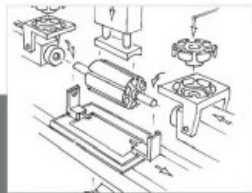
From vision to product



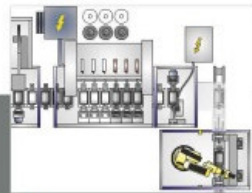
Automated manufacturing equipment for complex applications



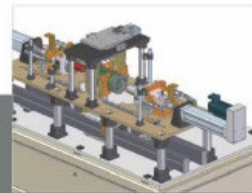
1 | YOUR SPECIFICATION



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

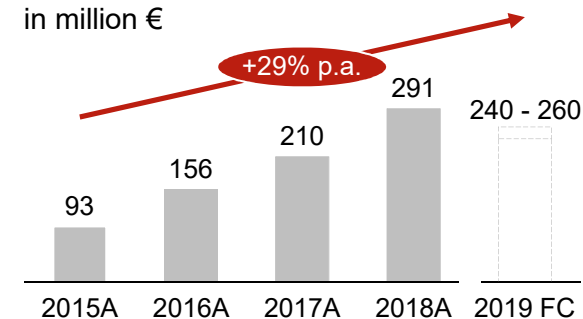
c. 1,350<sup>1)</sup> highly skilled professionals

6 locations in Germany, China and USA

c. 45,000 sqm of shop floor

### Strong growth

Revenue<sup>2)</sup>  
in million €



### Target Markets



E-mobility

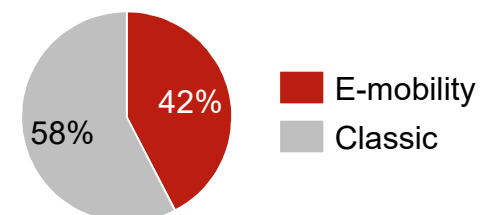


Automotive



Industry

Segment revenues  
as of HY1 2019

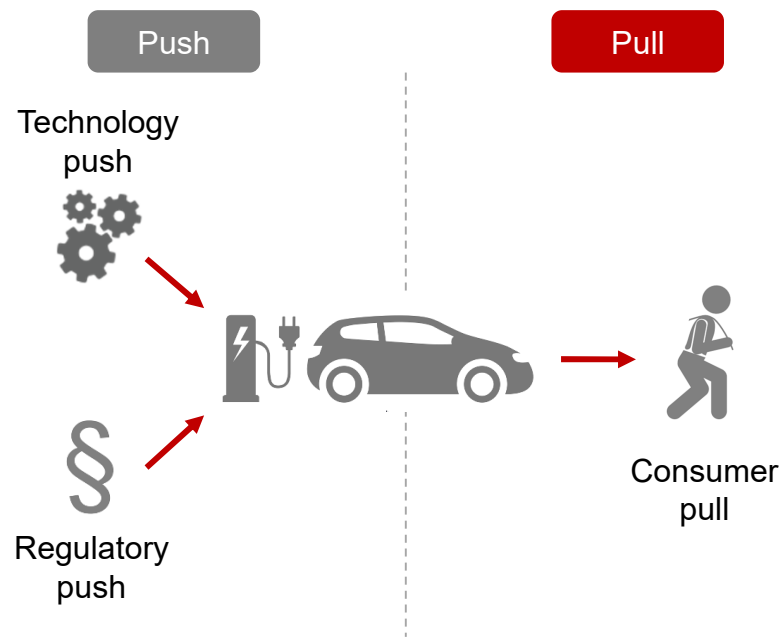


## Key investment highlights of Aumann AG

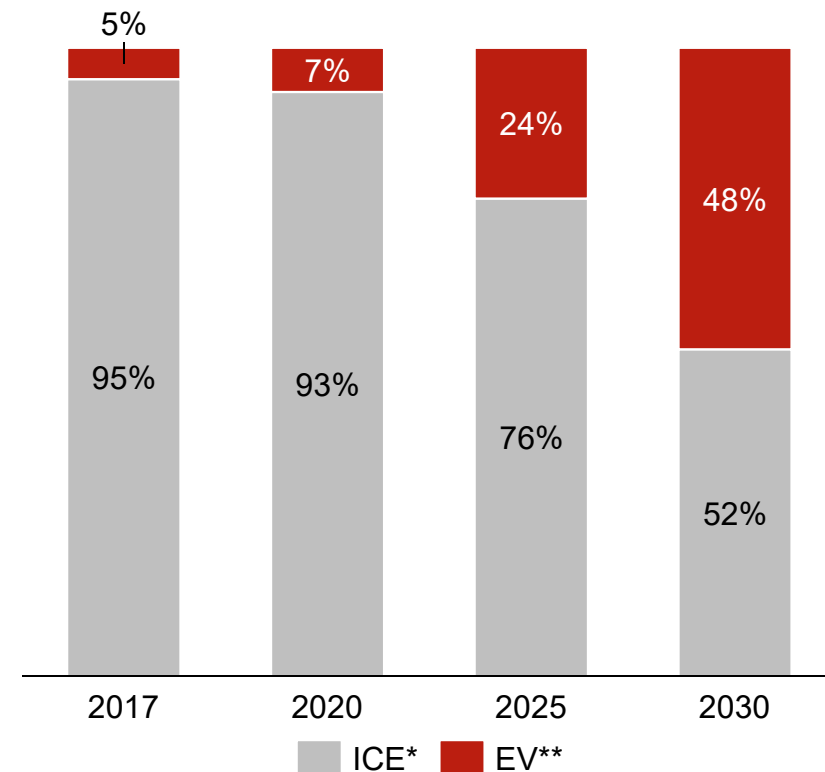
- 1 Megatrend focused – **Long-term growth prospects** due to **E-mobility revolution**
- 2 Decades of experience – High **automotive exposure** and trusted **client relationships**
- 3 Technological excellence – All **relevant winding technologies** and deep **automation know-how**
- 4 Optimal corporate setup – **Profitable** and **asset-light business model**
- 5 Solid financials – **Healthy balance sheet** and **net cash position**

## The E-mobility revolution is underway

### Three factors put electric vehicles on the road



### Expected global car sales share by fuel source



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

Longstanding customer relationships...  
Indicative cumulative orders per customer



**> € 500m**

Relationship since 1990



**> € 450m**

Relationship since 1990



**~ € 300m**

Relationship since 1999



**~ € 300m**

Relationship since 1986



**~ € 100m**

Relationship since 1985

...leading to an accelerated E-mobility business

E-mobility  
segment  
customers



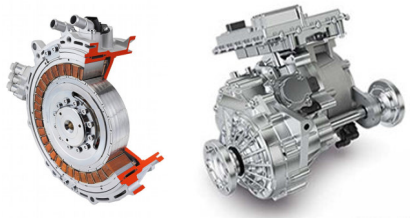
...based on experience in ICE drivetrain, automation  
and winding for non-automotive customers

Classic  
segment  
customers



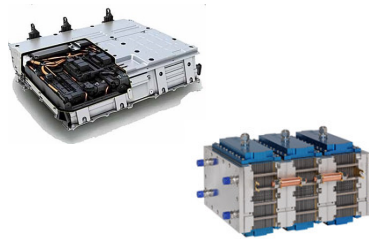
## Aumann automates the manufacturing of E-mobility production

### 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 solutions through  
automation expertise and process know-how





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

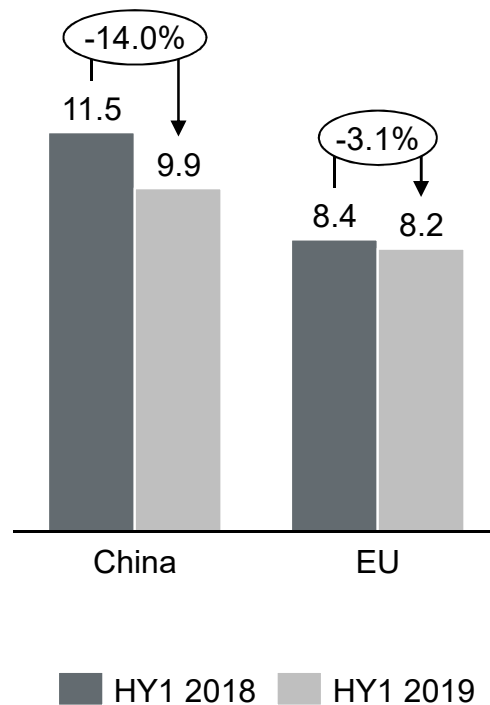
Highly skilled  
engineers

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



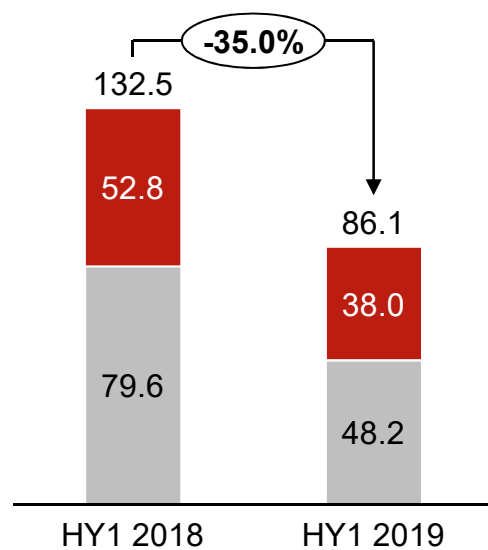
Equity Ratio improved to 63.7 % and net cash stands at 64.6 € million



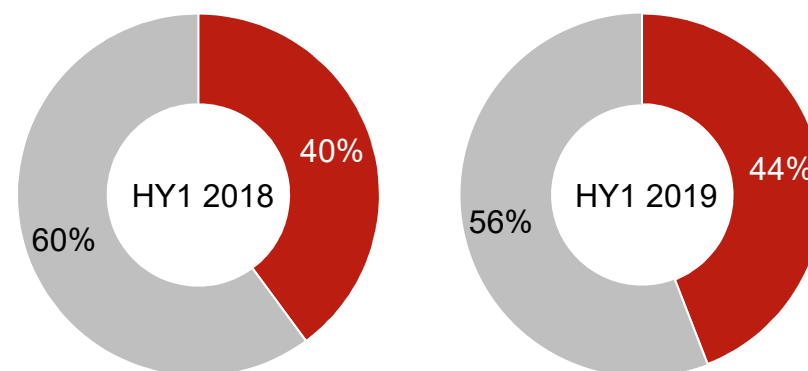
R&D focus on E-mobility production solutions

## Automotive OEMs and Tier-1 suppliers hesitate to invest

Total order intake  
in € million



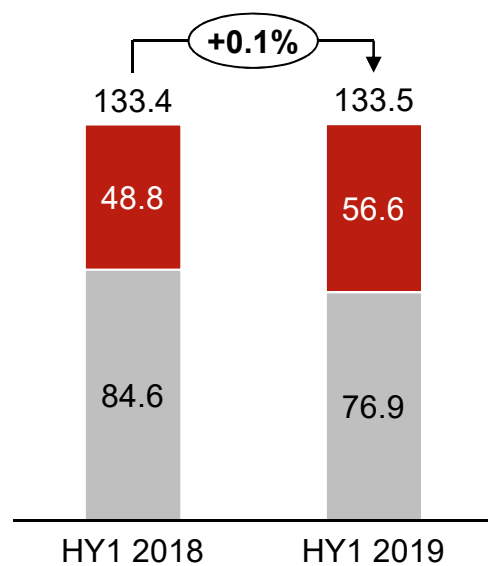
Order intake share development  
in %



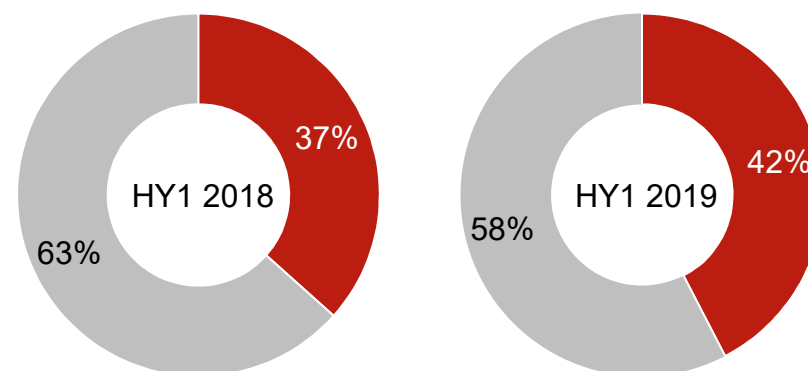
 E-mobility  Classic

## E-mobility revenue share increases and compensates Classic revenues

Total revenues  
in € million



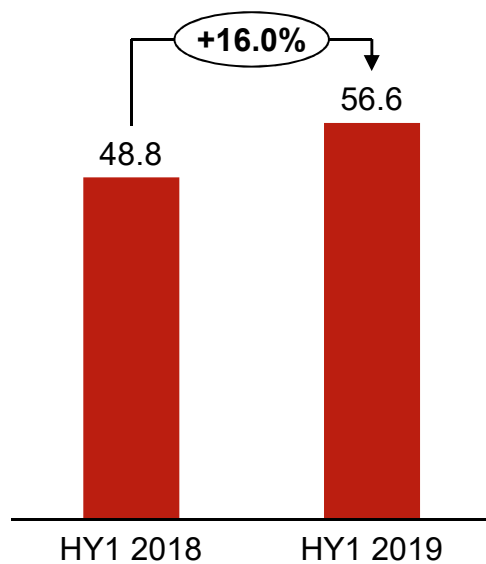
Revenue share development  
in %



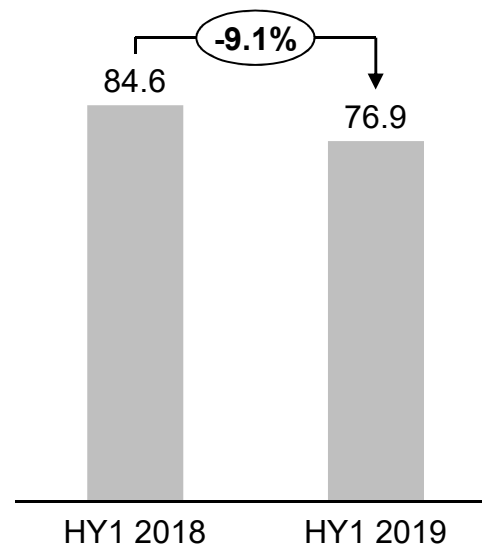
■ E-mobility ■ Classic

## E-mobility revenues grow despite deteriorating market environment

E-mobility revenues  
in € million

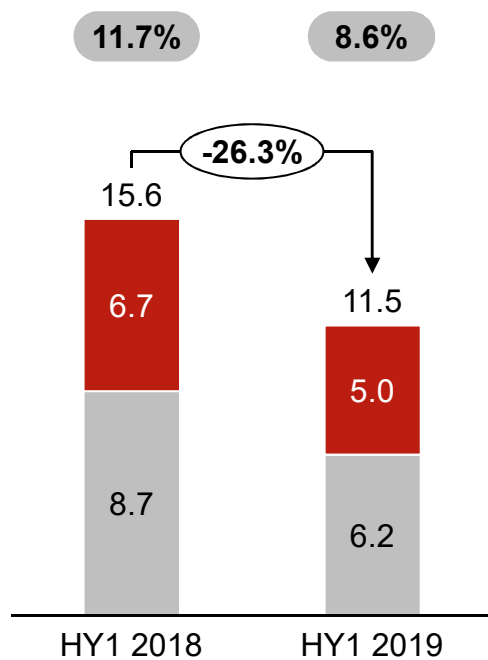


Classic revenues  
in € million

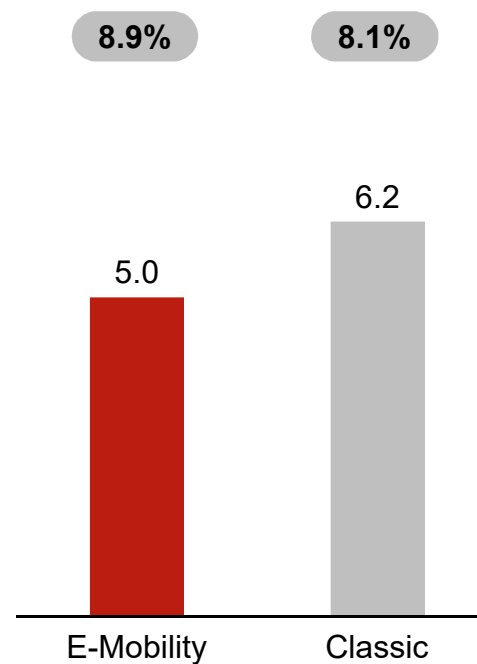


## EBIT margin suffers from current market environment

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



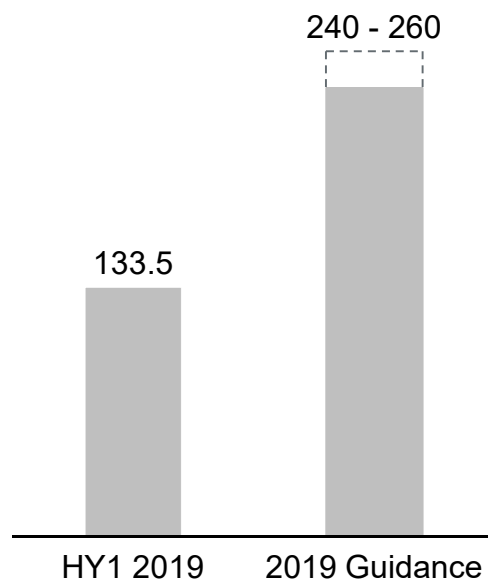
Segment EBIT (adj.)  
in € million and in % of revenues



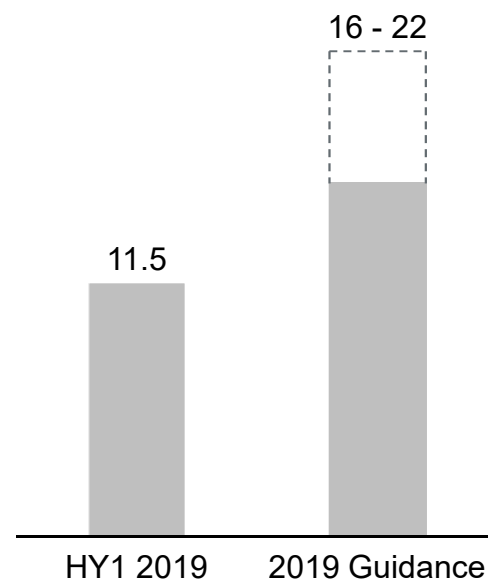
■ E-mobility ■ Classic

## Adjusted company guidance and HY1 2019 run rate

Total revenues and guidance  
in € million



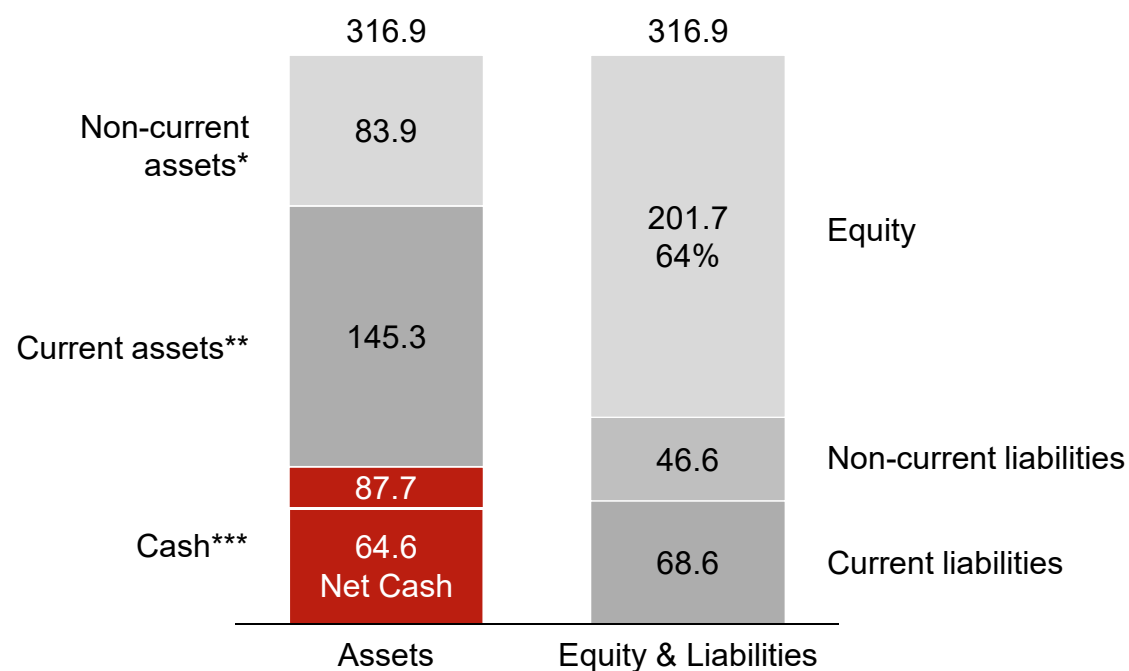
Total EBIT and guidance  
in € million





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

Balance sheet 30 June 2019  
in € million



## The 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 the **E-mobility revolution**  
they will need production solutions **Made by Aumann**

[www.aumann.com](http://www.aumann.com)

## Financial calendar

Berenberg/Goldman Sachs Conference (Munich, Germany)	24 September 2019
<b>Interim Report Q3 2019</b>	<b>14 November 2019</b>
German Equity Forum (Frankfurt, Germany)	25 November 2019
Berenberg European Conference (Pennyhill, UK)	02 December 2019

## Contact

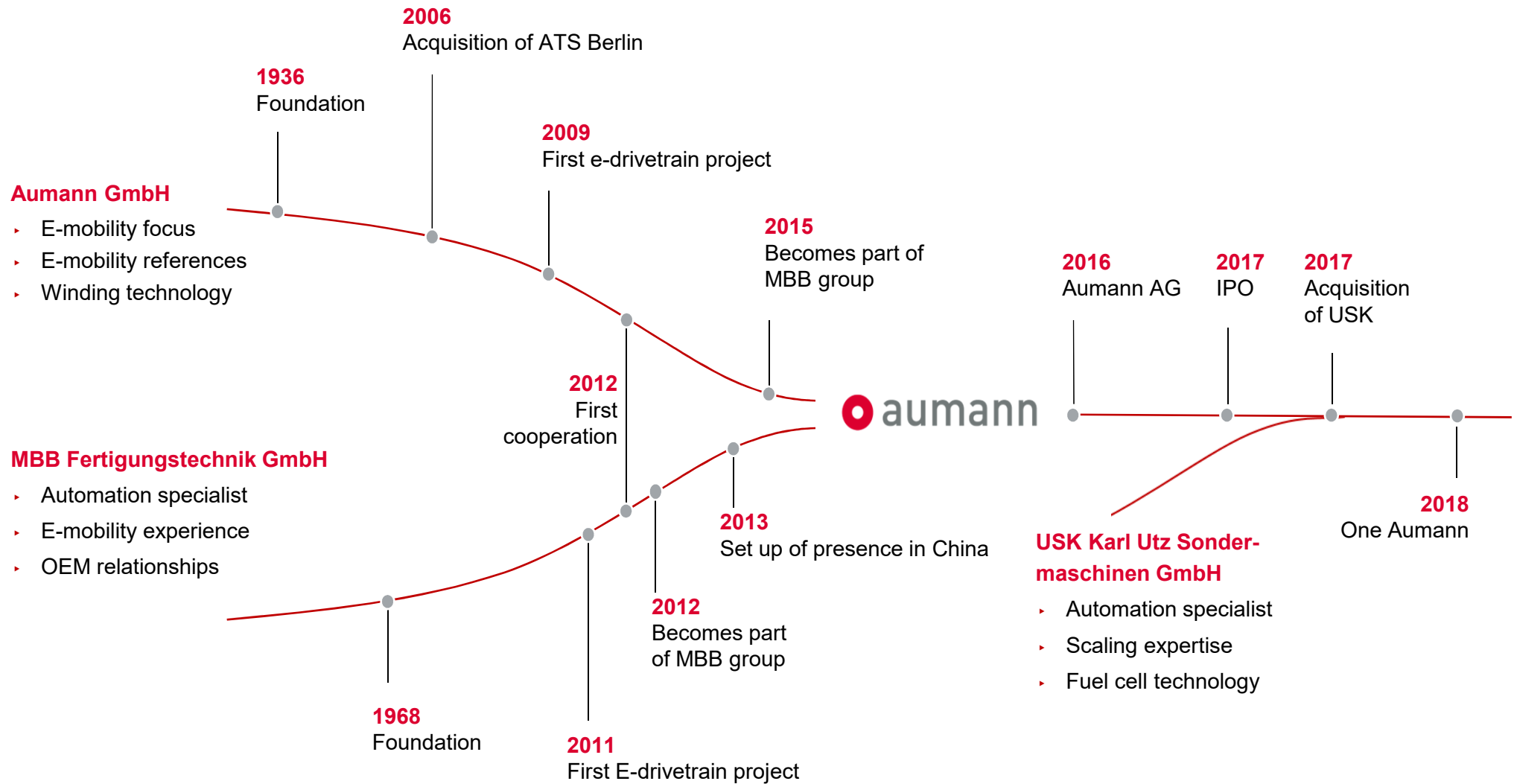
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## Appendix

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## The historical roots of Aumann





Aumann offers highly automated production technologies for traction motors

Thin wire

Thick/flat wire

### Conventional Insertion



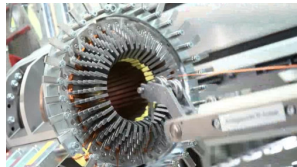
Indirect winding

Lower automation

High stress on wire

Random wire positions

### Distributed Needle Winding



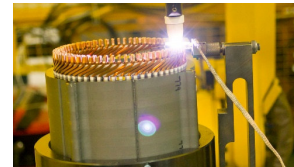
Direct winding

High automation

Low stress on wire

Defined wire positions

### Conventional Hairpin



Assembly

High automation

Many welding points

Larger copper heads

### Continuous Hairpin



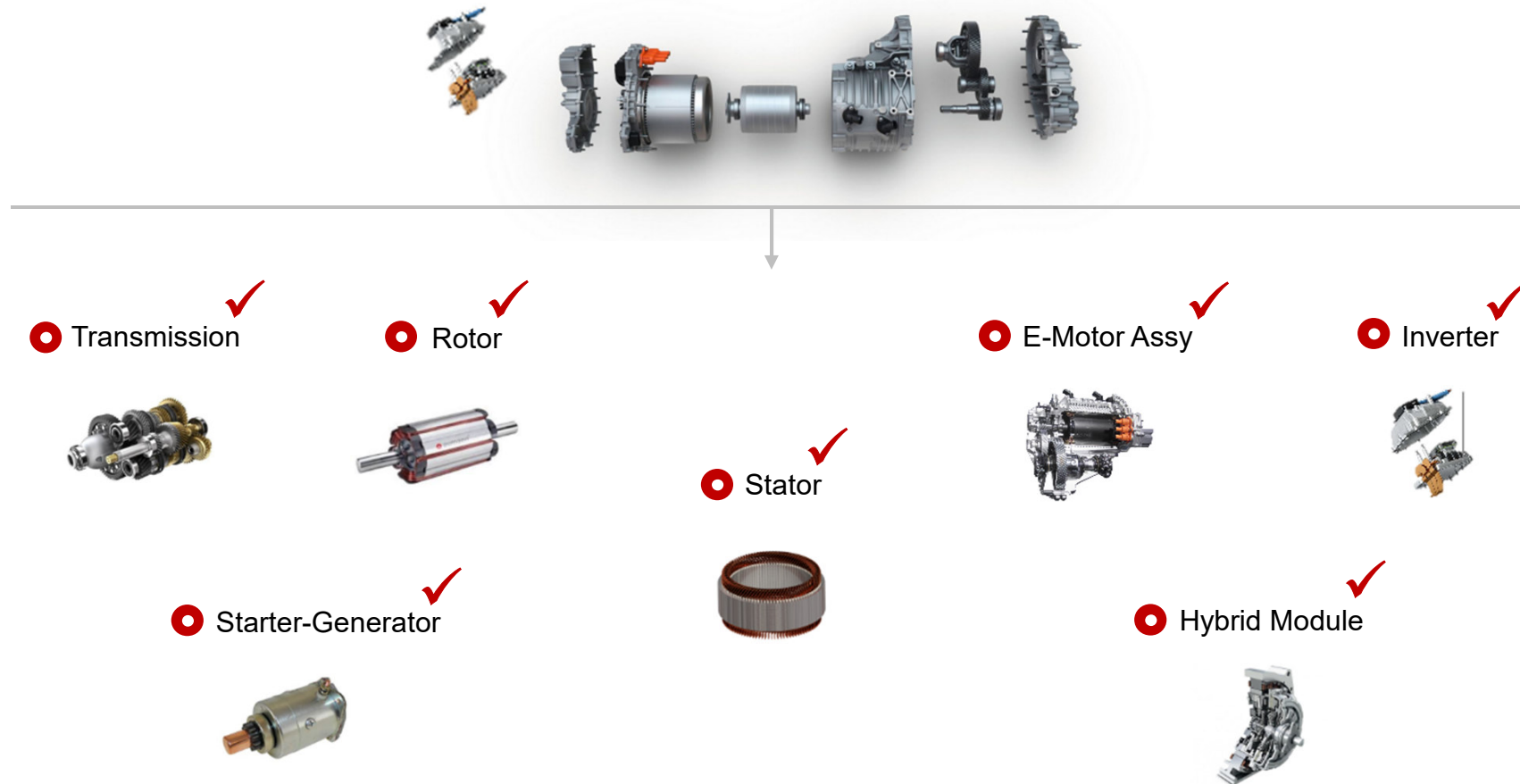
Winding / Assembly

High automation

No welding points

Smaller copper heads

Aumann offers highly automated production solutions for all E-traction components



## Aumann machines serve the 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



## 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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