

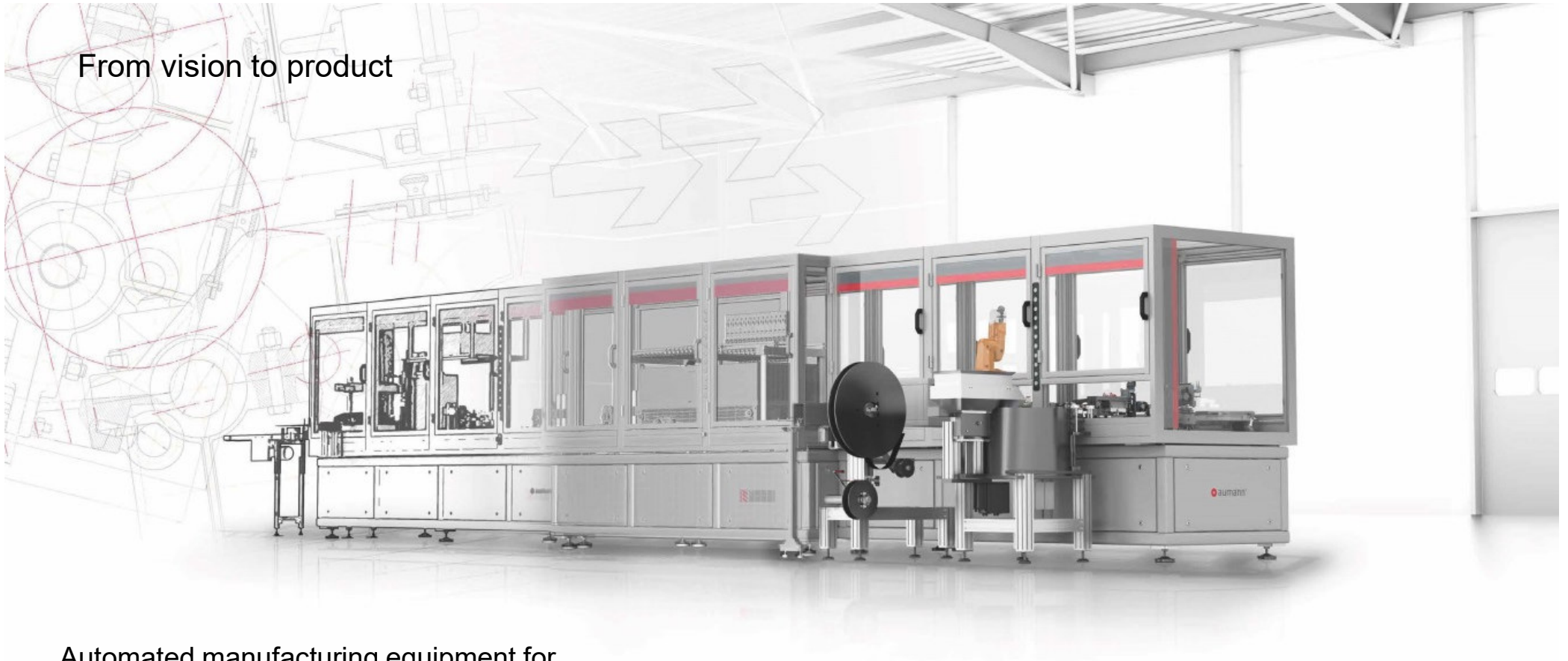


Aumann AG

A global leader in modular machines for E-mobility

German Equity Forum | 26 November 2019

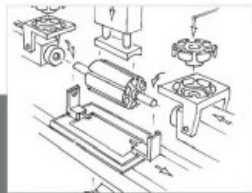
From vision to product



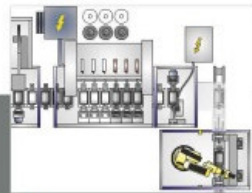
Automated manufacturing equipment for complex applications



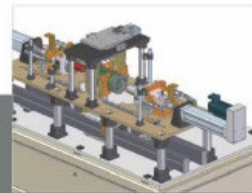
1 | YOUR SPECIFICATION



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

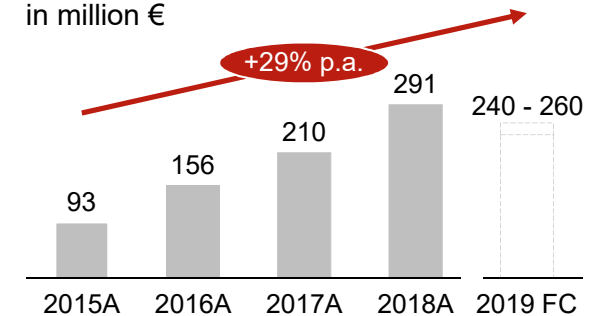
c. 1,350¹⁾ highly skilled professionals

6 locations in Germany, China and USA

c. 45,000 sqm of shop floor

Strong growth

Revenue²⁾
in million €



Target Markets



E-mobility

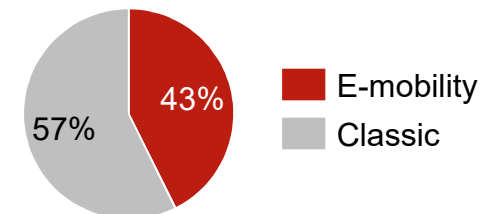


Automotive



Industry

Segment revenues
as of 9M 2019

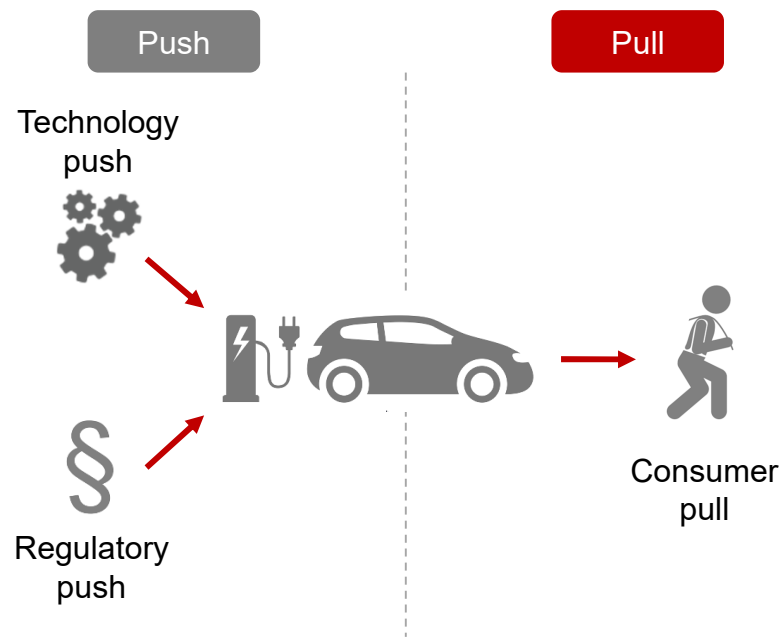


Key investment highlights of Aumann AG

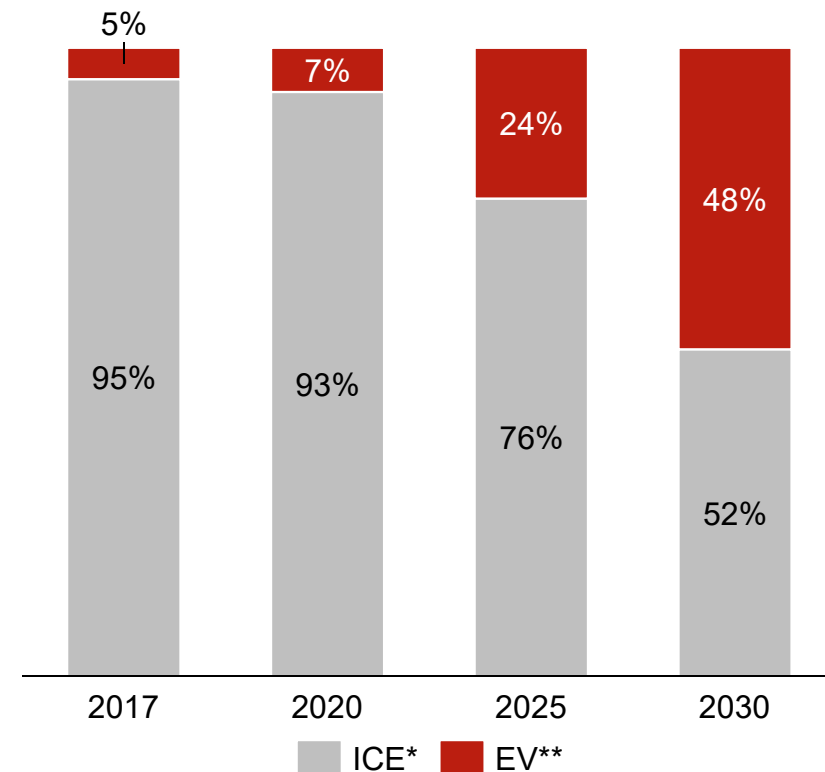
- 1 Megatrend focused – **Long-term growth prospects** due to **E-mobility revolution**
- 2 Technological excellence – All **relevant winding technologies** and deep **automation know-how**
- 3 Decades of experience – High **automotive exposure** and trusted **client relationships**
- 4 Optimal corporate 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



Selected 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



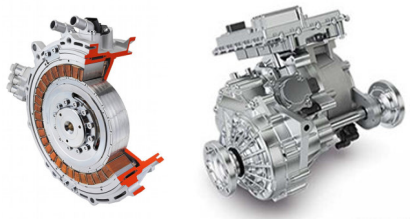
...based on experience in ICE drivetrain, automation
and winding for non-automotive customers

Classic
segment
customers



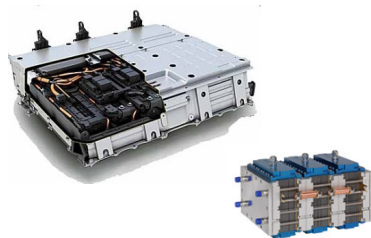
Aumann automates the manufacturing of E-mobility production

Electric motor/traction module



*Winding/assembly of
stator and/or rotor*

Energy storage/conversion



*Assembly of
modules, packs, box, 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

Key facts of 9M 2019



Aumann still weathering a tense market environment with investment hesitation



Order intake of 145.6 € million below last year but clear growth of 18.0 % in E-mobility



Revenues at 200.8 € million despite deteriorating revenues in Classic



EBIT (adj.) reaches 14.8 € million in an environment of customers' cost cutting programs



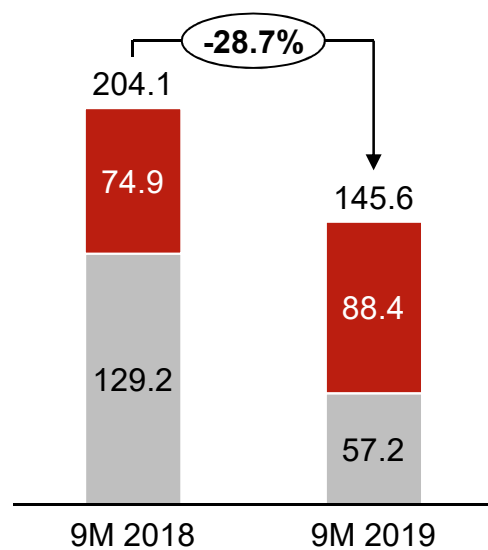
Execution on further flexibilization of cost base and production depth



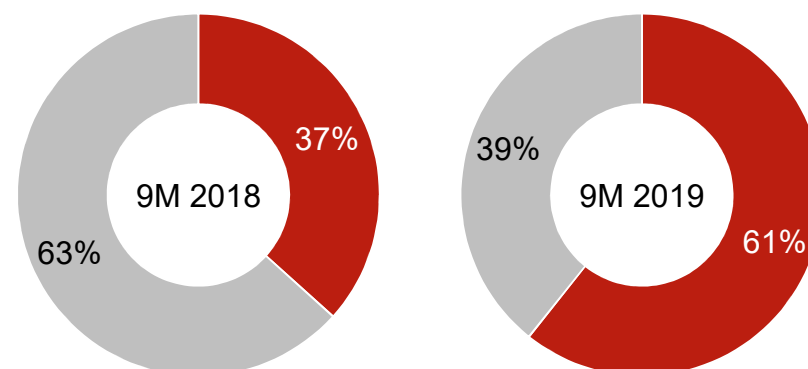
Continued R&D focus on E-mobility production solutions

Ongoing hesitation to invest among automotive OEMs and Tier-1 suppliers

Total order intake
in € million



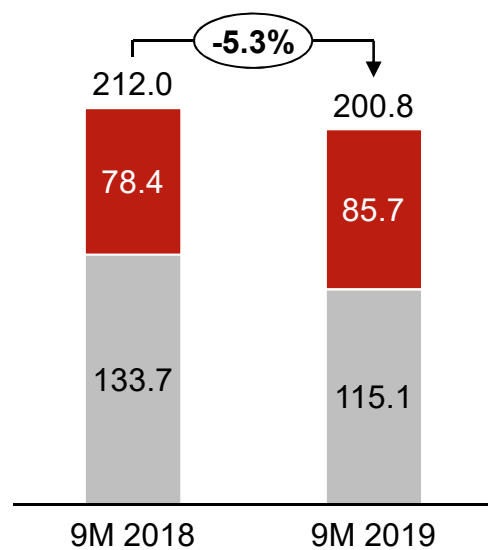
Order intake share development
in %



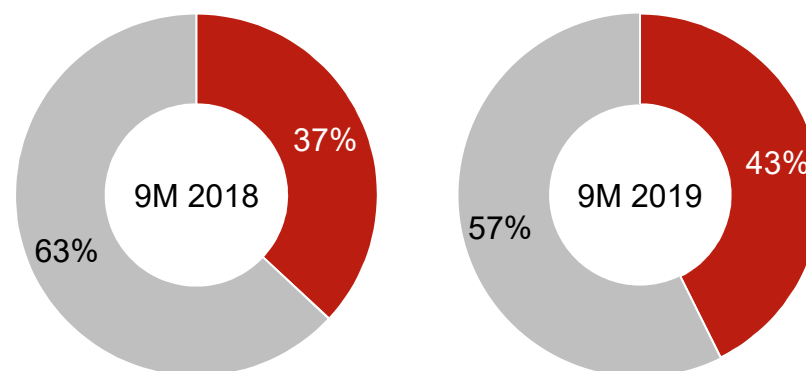
 E-mobility  Classic

E-mobility revenue growth cannot fully offset evolution in Classic

Total revenues
in € million



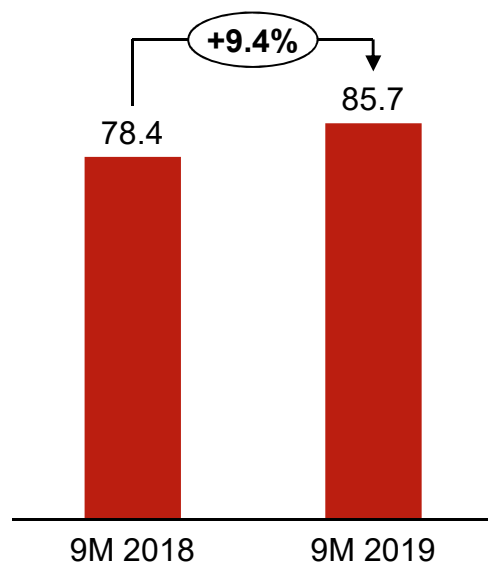
Revenue share development
in %



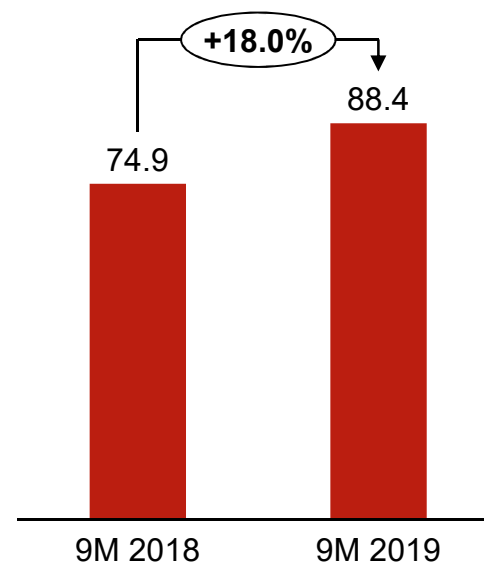
■ E-mobility ■ Classic

E-mobility shows growth in revenues and order intake

E-mobility revenues
in € million

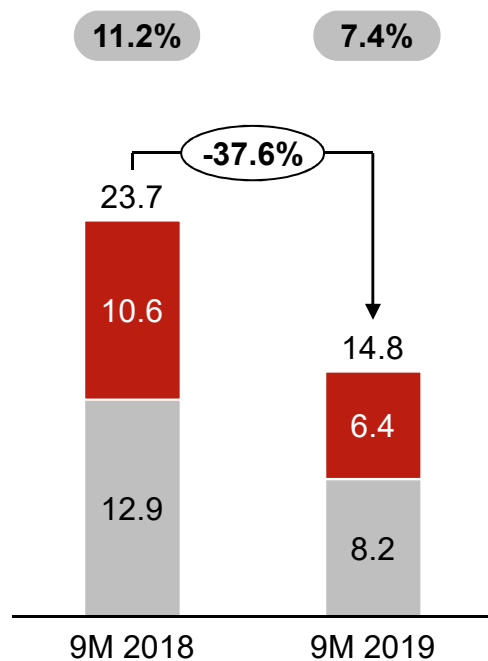


E-mobility order intake
in € million

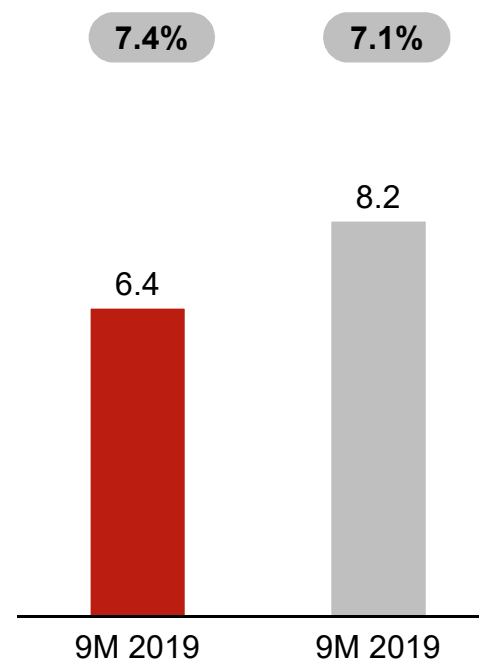


EBIT margin suffers form adverse market environment

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



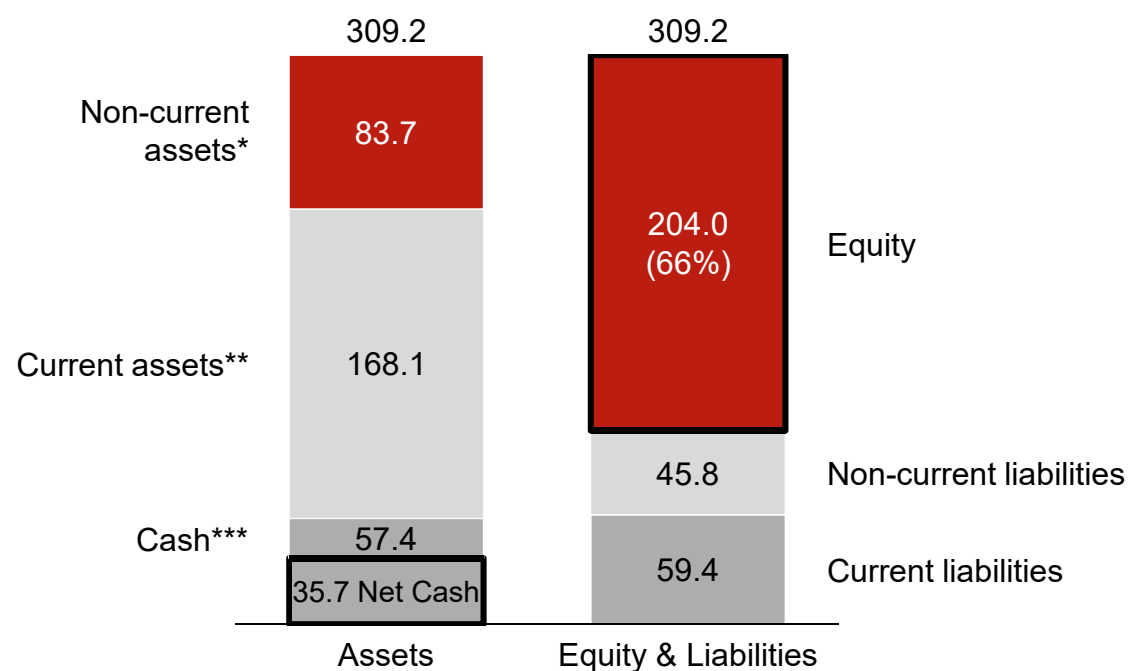
Segment EBIT (adj.)
in € million and in % of revenues



■ E-mobility ■ Classic

Aumann's balance sheet is a solid support in this challenging environment

Balance sheet 30 September 2019
in € million



Our roadmap



Managing economic and automotive specific uncertainties



Stabilizing through focus on sales, operational performance and capacity management



Reinforcing measures to address cost structure and production depth



Continuing research and development in E-mobility technologies



Investigating M&A opportunities



No matter who will prevail the **E-mobility revolution**
they will need production solutions **Made by Aumann**

www.aumann.com

Financial calendar 2019

German Equity Forum (Frankfurt, Germany)	26 November 2019
Berenberg European Conference (Pennyhill, UK)	03 December 2019
End of fiscal year 2019	31 December 2019

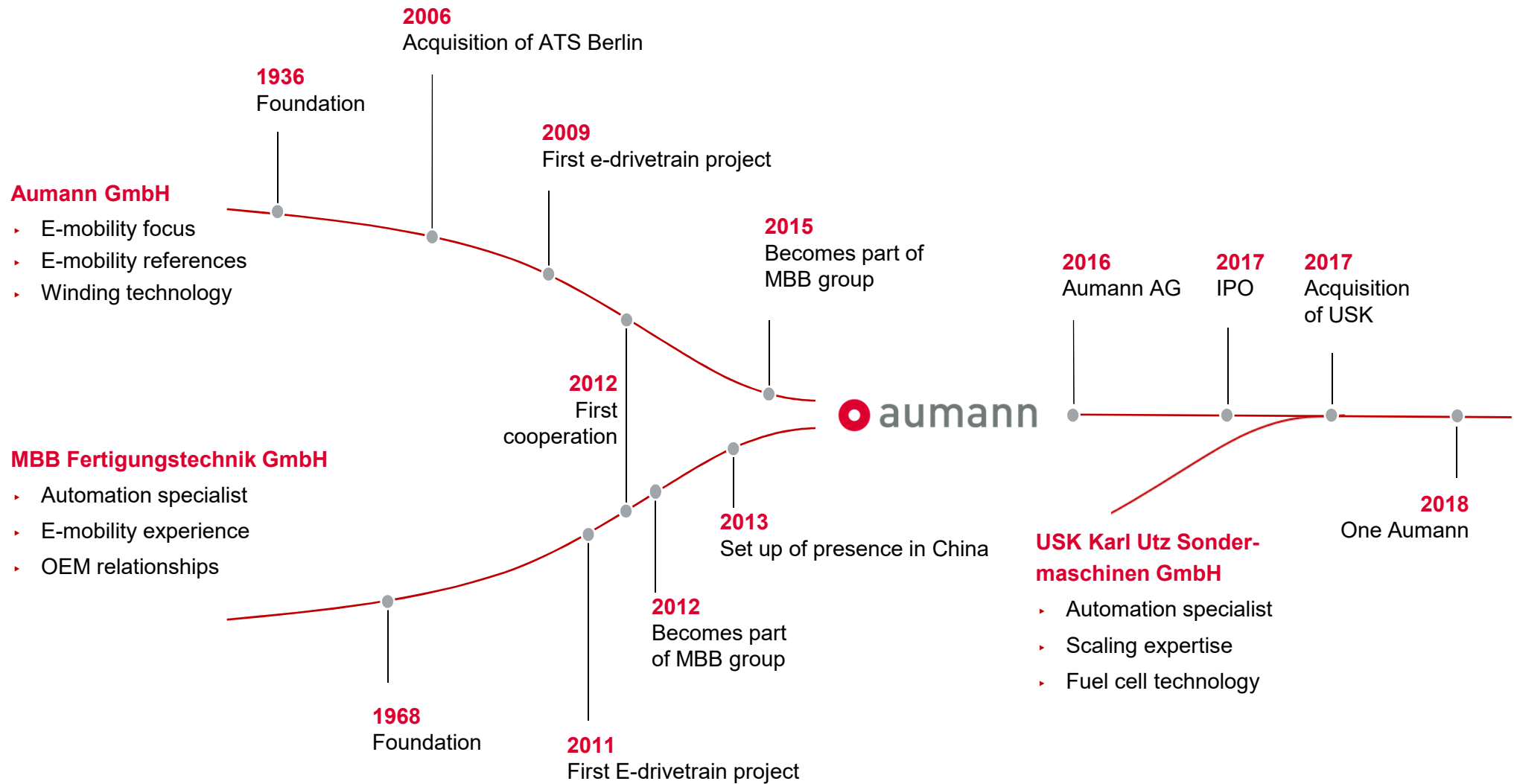
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Appendix

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



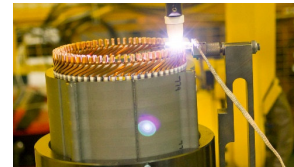
Direct winding

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 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



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