

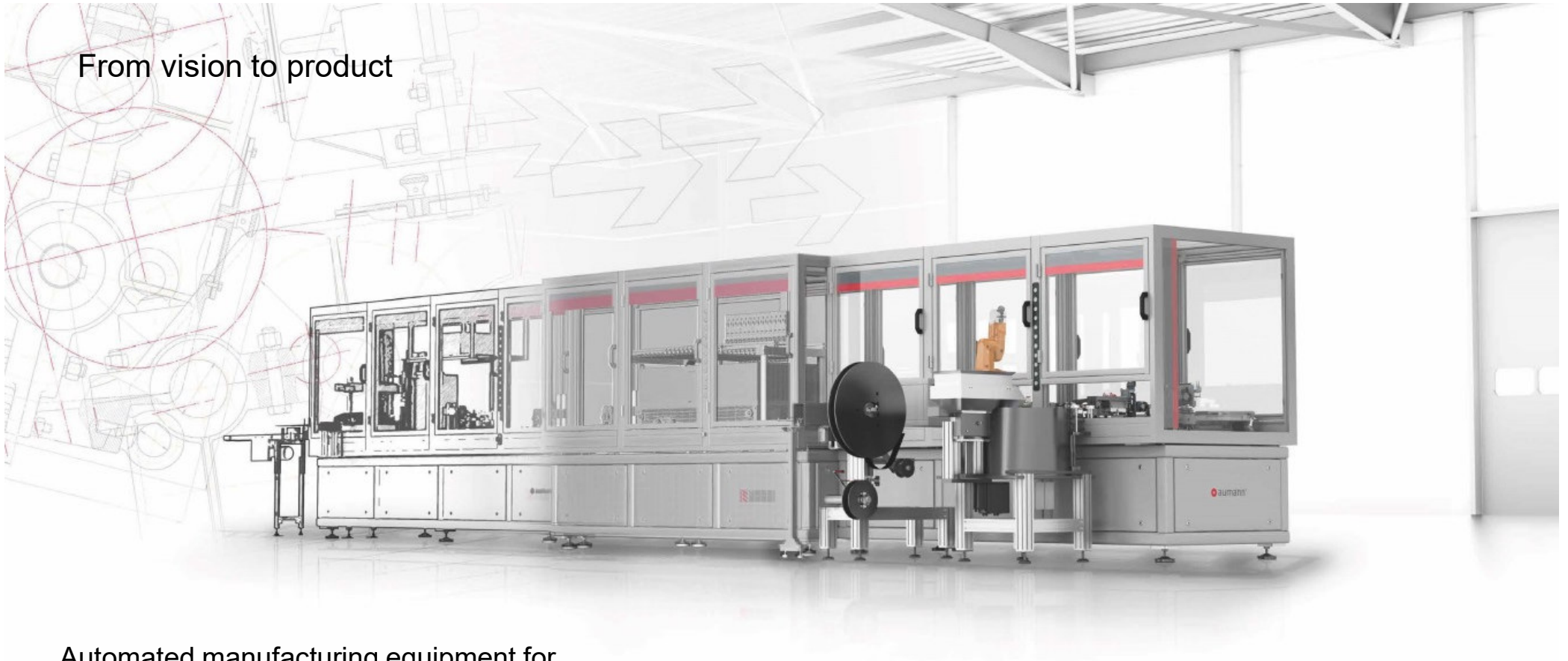


Aumann AG

A global leader in modular machines for E-mobility

Berenberg European Conference 2019 | 03 December 2019

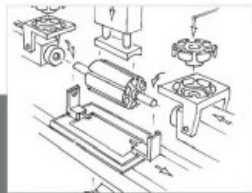
From vision to product



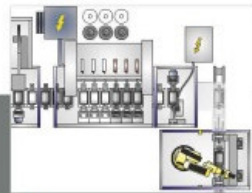
Automated manufacturing equipment for complex applications



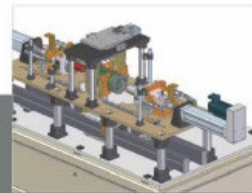
1 | YOUR SPECIFICATION



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

### Target Markets



E-mobility



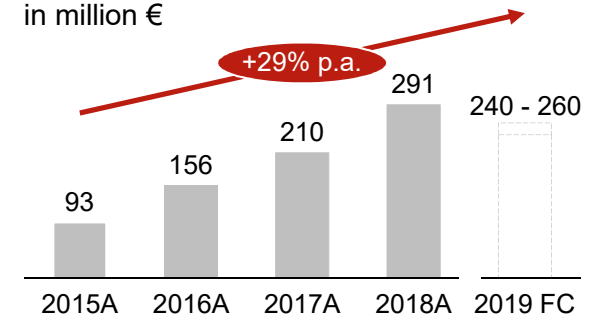
Automotive



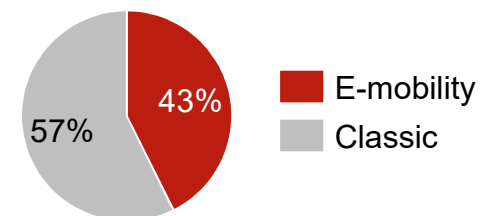
Industry

### Strong growth

Revenue<sup>2)</sup>  
in million €



Segment revenues  
as of 9M 2019

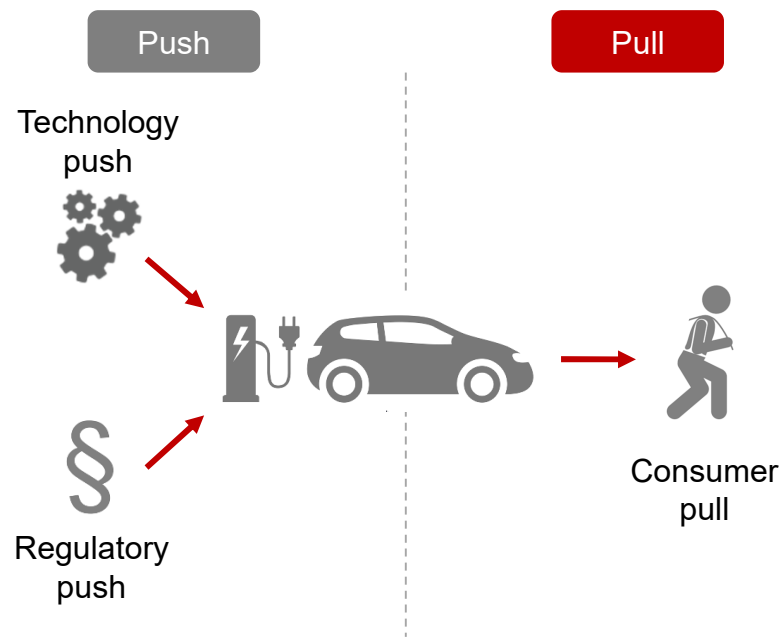


## Key investment highlights of Aumann AG

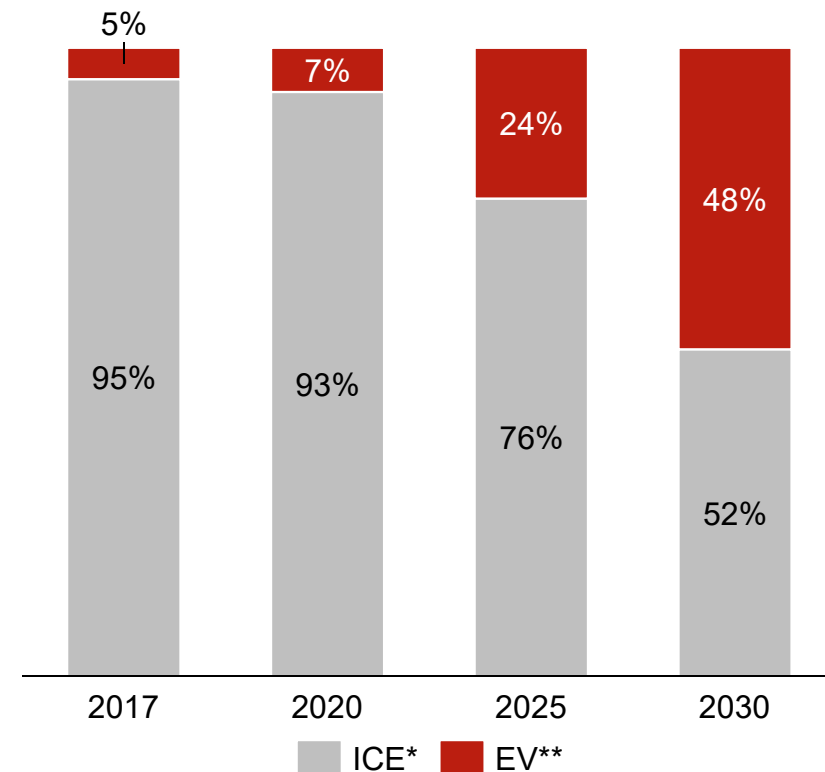
- 1 Megatrend focused – **Long-term growth prospects** due to **E-mobility revolution**
- 2 Technological excellence – All **relevant winding technologies** and deep **automation know-how**
- 3 Decades of experience – High **automotive exposure** and trusted **client relationships**
- 4 Optimal corporate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



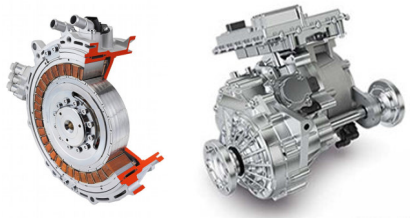
...based on experience in ICE drivetrain, automation  
and winding for non-automotive customers

Classic  
segment  
customers



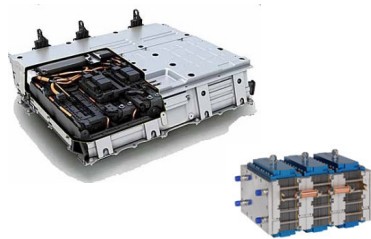
## Aumann automates the manufacturing of E-mobility production

### 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



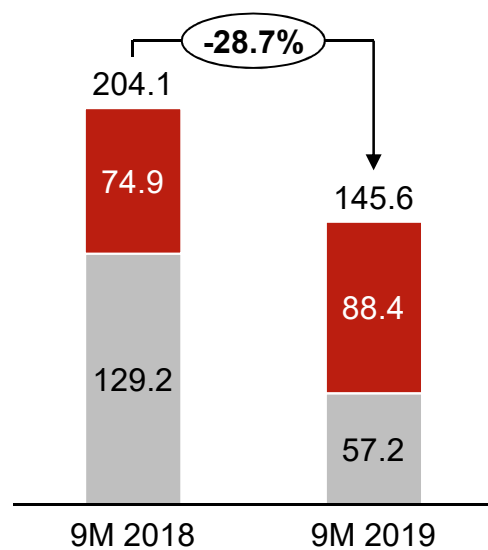
Execution on further flexibilization of cost base and production depth



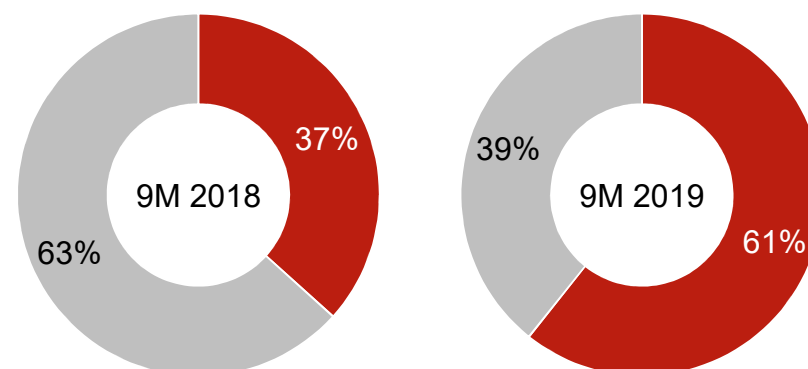
Continued R&D focus on E-mobility production solutions

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

Total order intake  
in € million



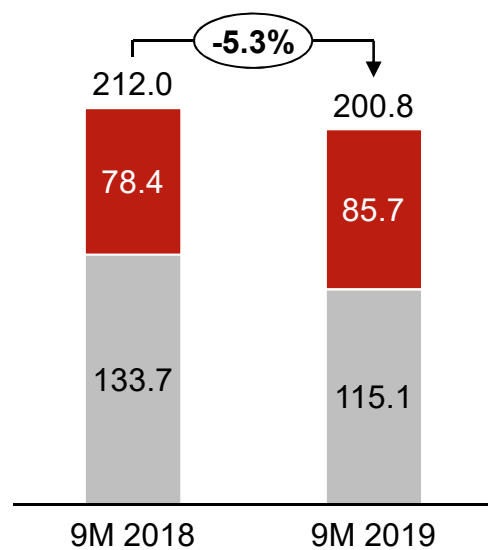
Order intake share development  
in %



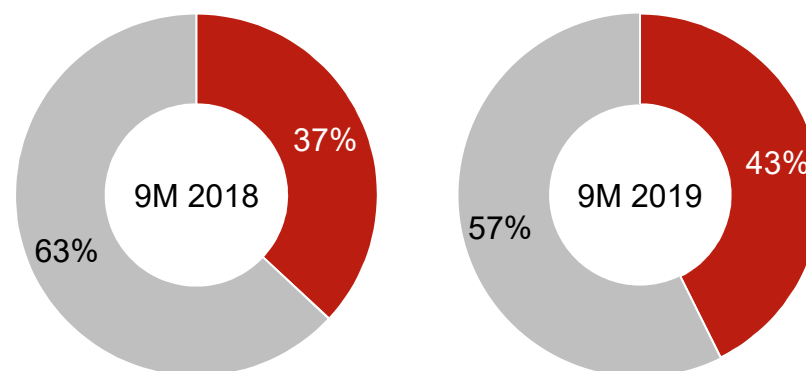
■ E-mobility ■ Classic

## E-mobility revenue growth cannot fully offset evolution in Classic

Total revenues  
in € million



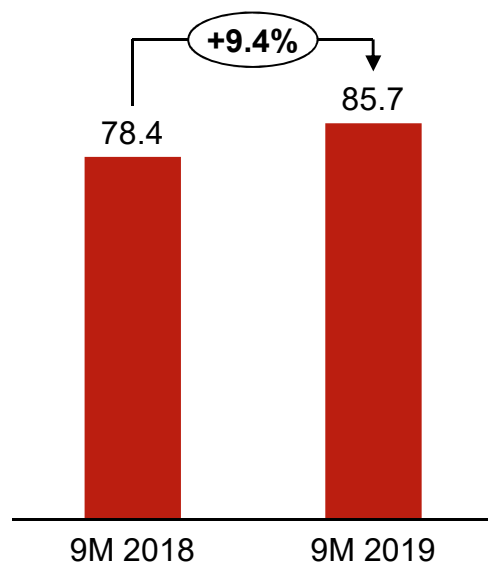
Revenue share development  
in %



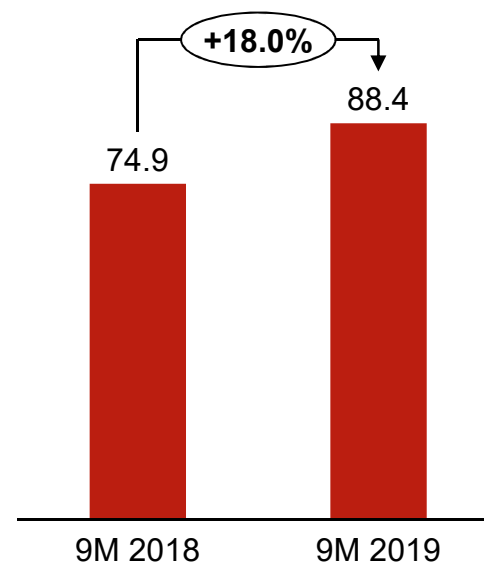
■ E-mobility ■ Classic

## E-mobility shows growth in revenues and order intake

E-mobility revenues  
in € million

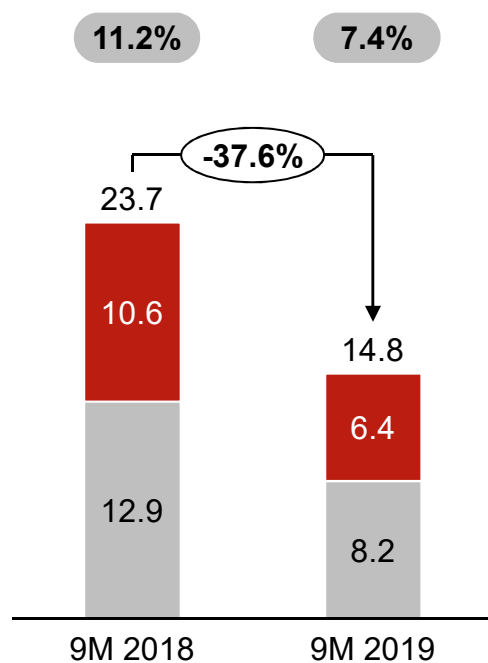


E-mobility order intake  
in € million

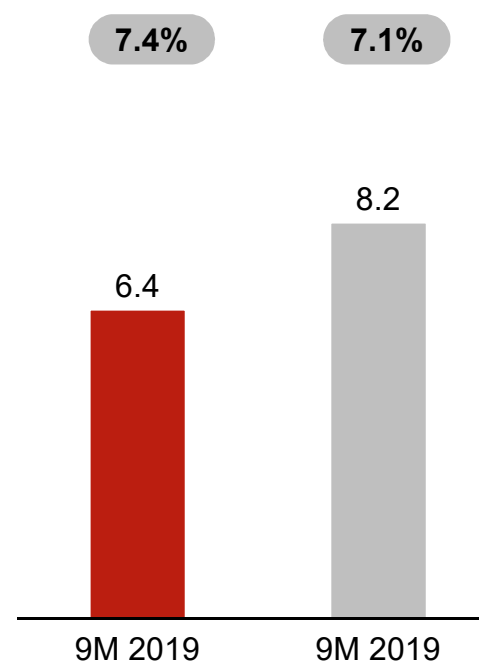


## EBIT margin suffers form adverse market environment

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



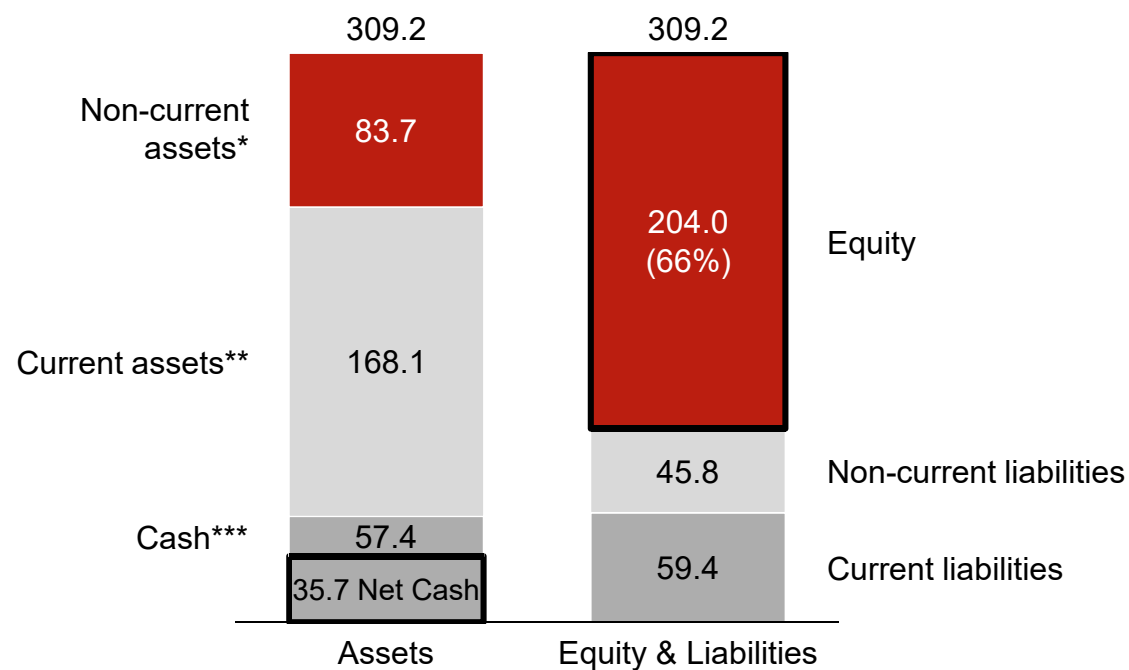
Segment EBIT (adj.)  
in € million and in % of revenues



■ 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](http://www.aumann.com)

## Financial calendar 2019

Berenberg European Conference (Pennyhill, UK)	03 December 2019
<b>End of fiscal year 2019</b>	<b>31 December 2019</b>

## Contact

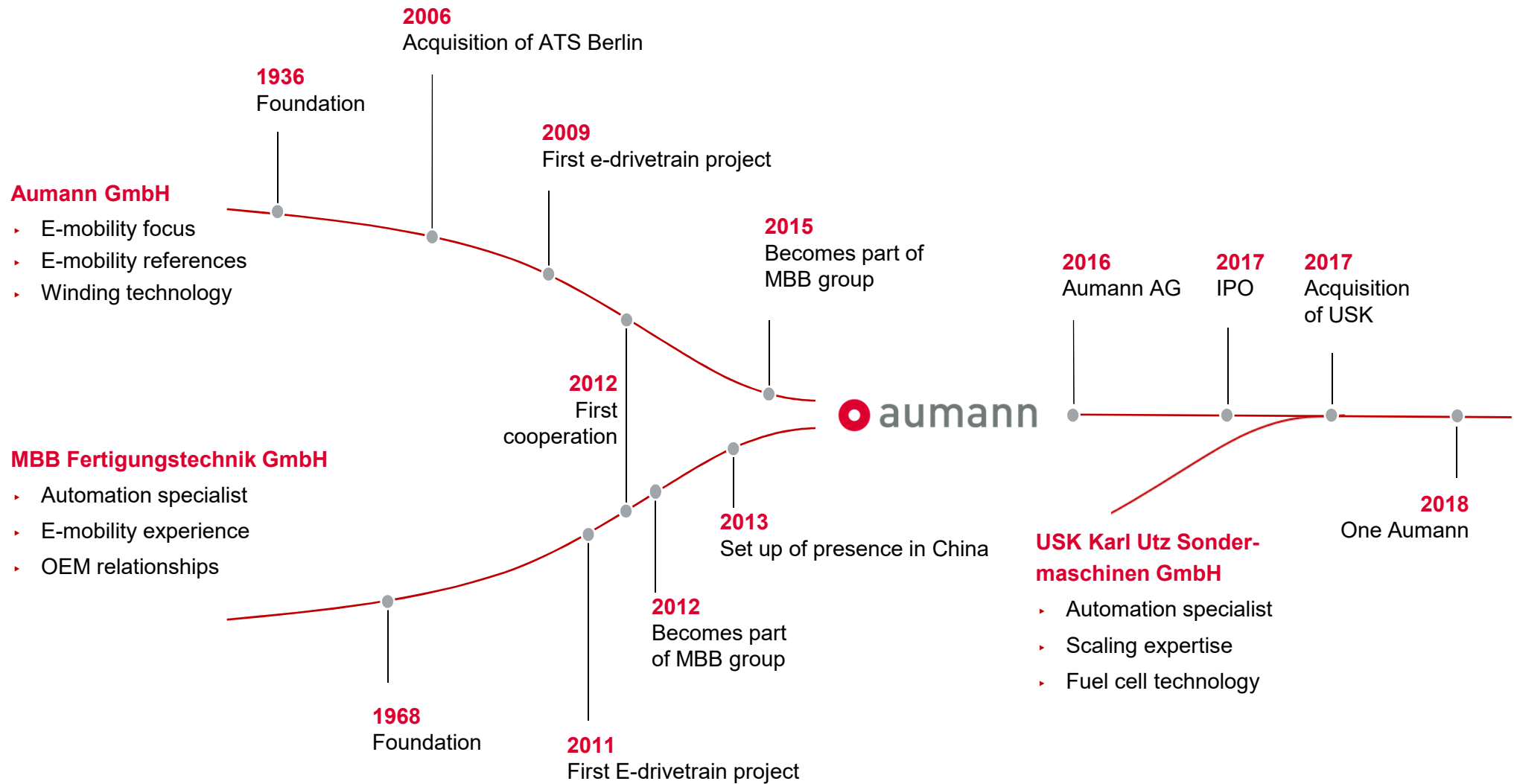
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## Appendix

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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



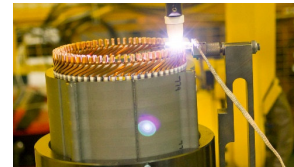
Direct winding

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 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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