

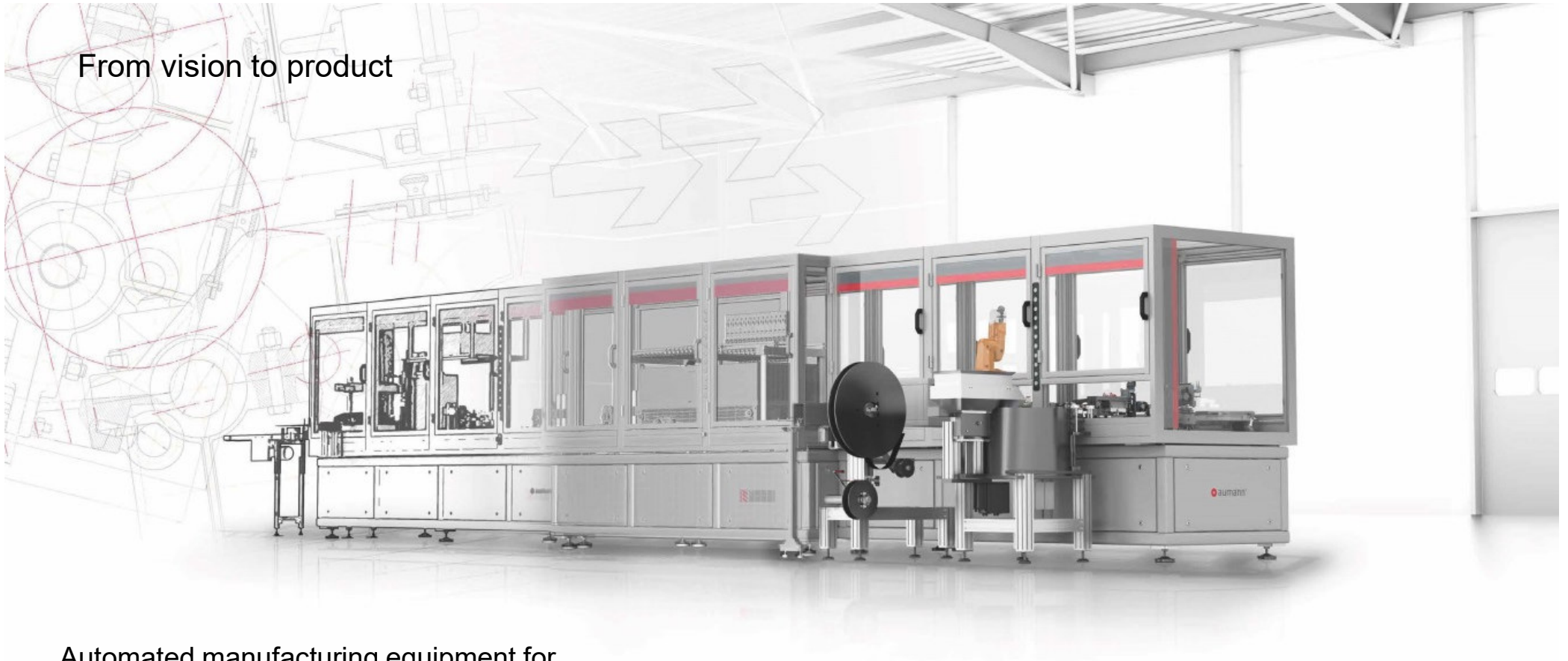


Aumann AG

A global leader in modular machines for E-mobility

19<sup>th</sup> German Corporate Conference | 22 January 2020

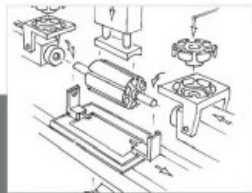
From vision to product



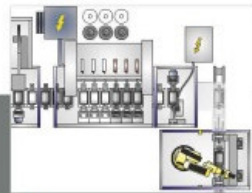
Automated manufacturing equipment for complex applications



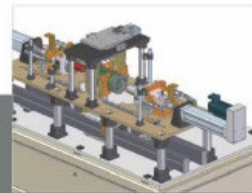
1 | YOUR SPECIFICATION



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

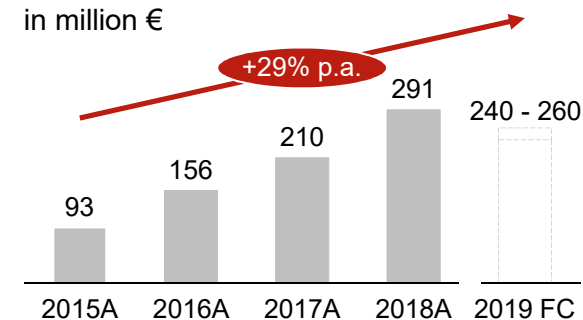
c. 1,350<sup>1)</sup> highly skilled professionals

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

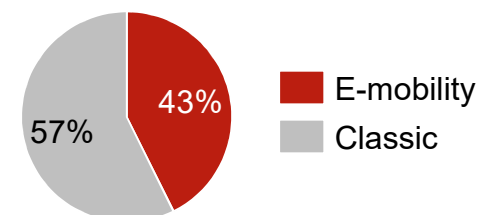


Automotive



Industry

Segment revenues  
as of 9M 2019

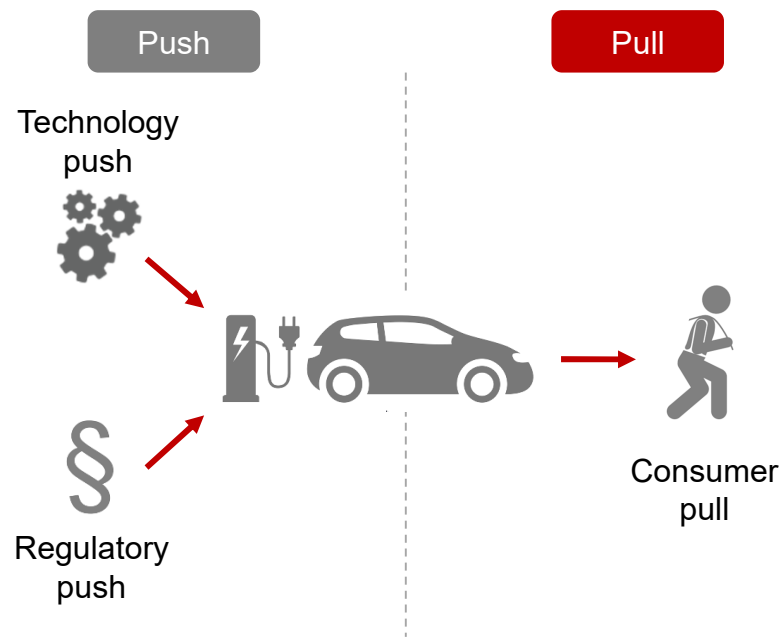


## Key investment highlights of Aumann AG

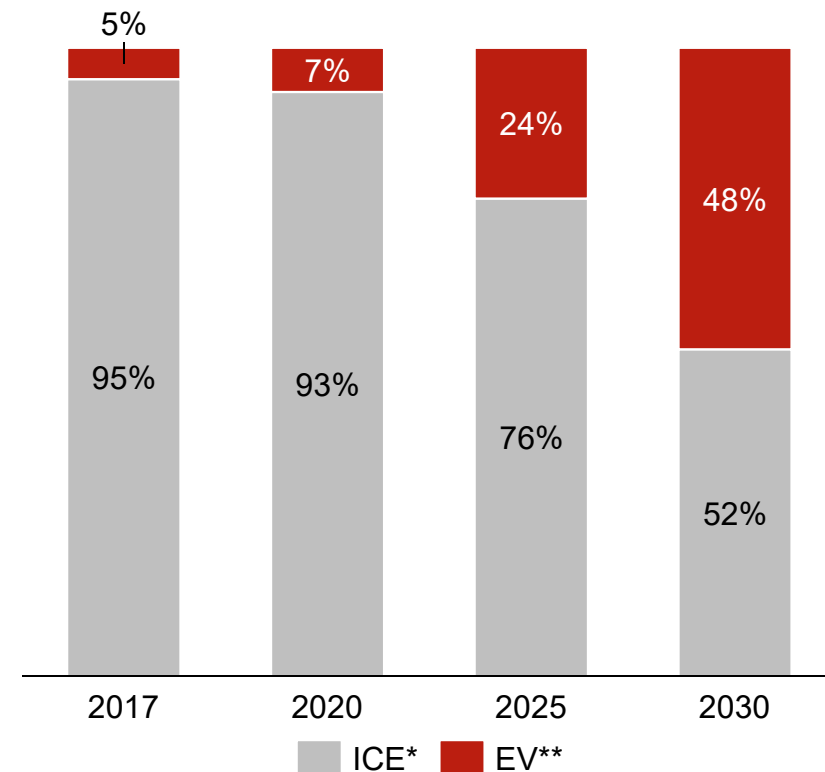
- 1 Megatrend focused – **Long-term growth prospects** due to **E-mobility revolution**
- 2 Technological excellence – All **relevant winding technologies** and deep **automation know-how**
- 3 Decades of experience – High **automotive exposure** and trusted **client relationships**
- 4 Optimal corporate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



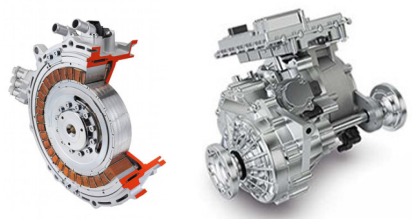
...based on experience in ICE drivetrain, automation  
and winding for non-automotive customers

Classic  
segment  
customers



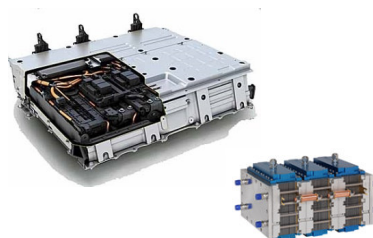
## Aumann automates the manufacturing of E-mobility production

### 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



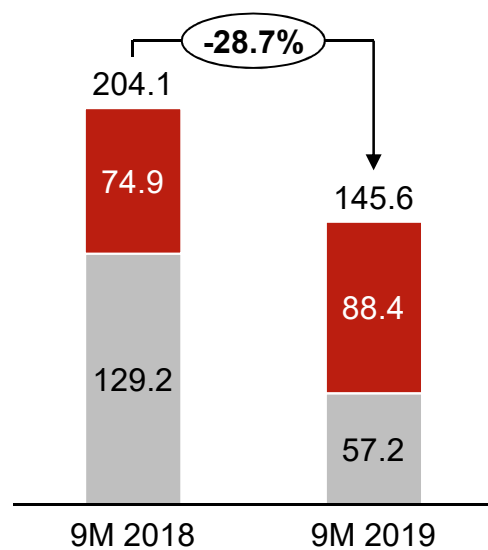
Execution on further flexibilization of cost base and production depth



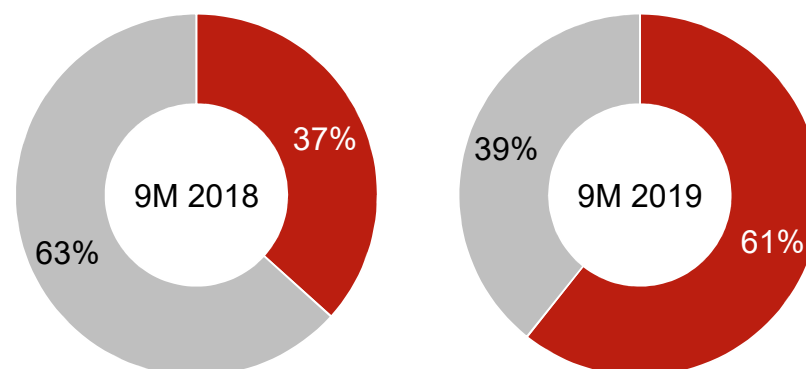
Continued R&D focus on E-mobility production solutions

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

Total order intake  
in € million



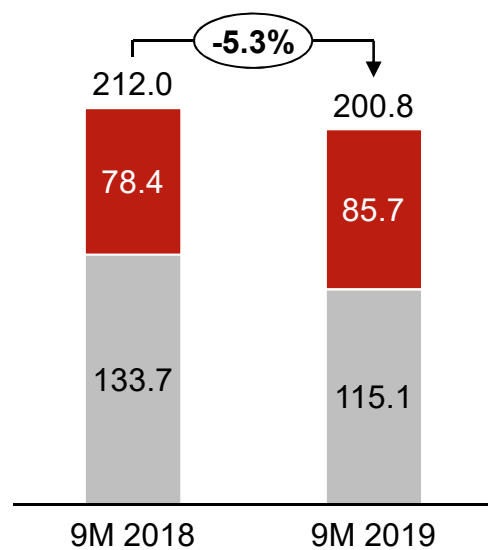
Order intake share development  
in %



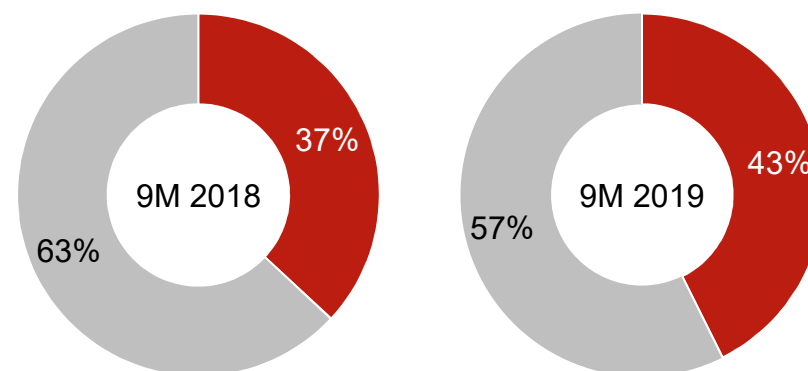
■ E-mobility ■ Classic

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

Total revenues  
in € million



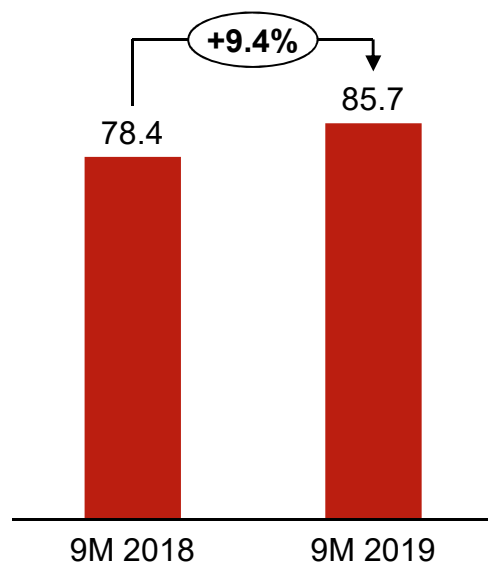
Revenue share development  
in %



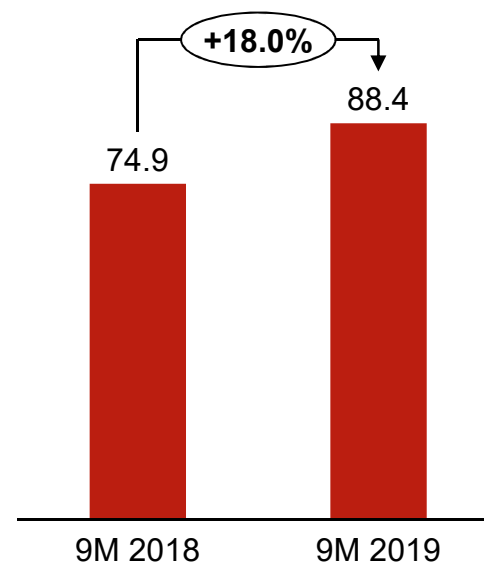
■ E-mobility ■ Classic

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

E-mobility revenues  
in € million

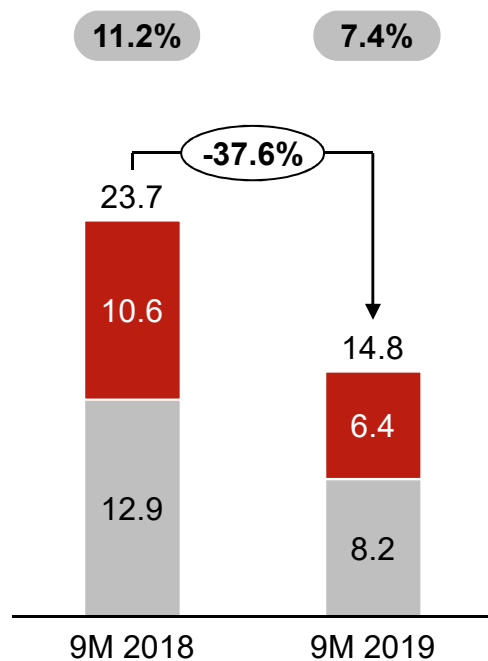


E-mobility order intake  
in € million

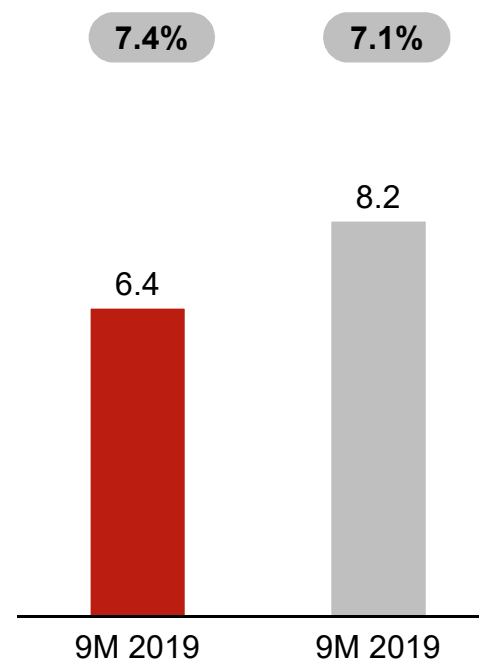


## EBIT margin suffers form adverse market environment

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



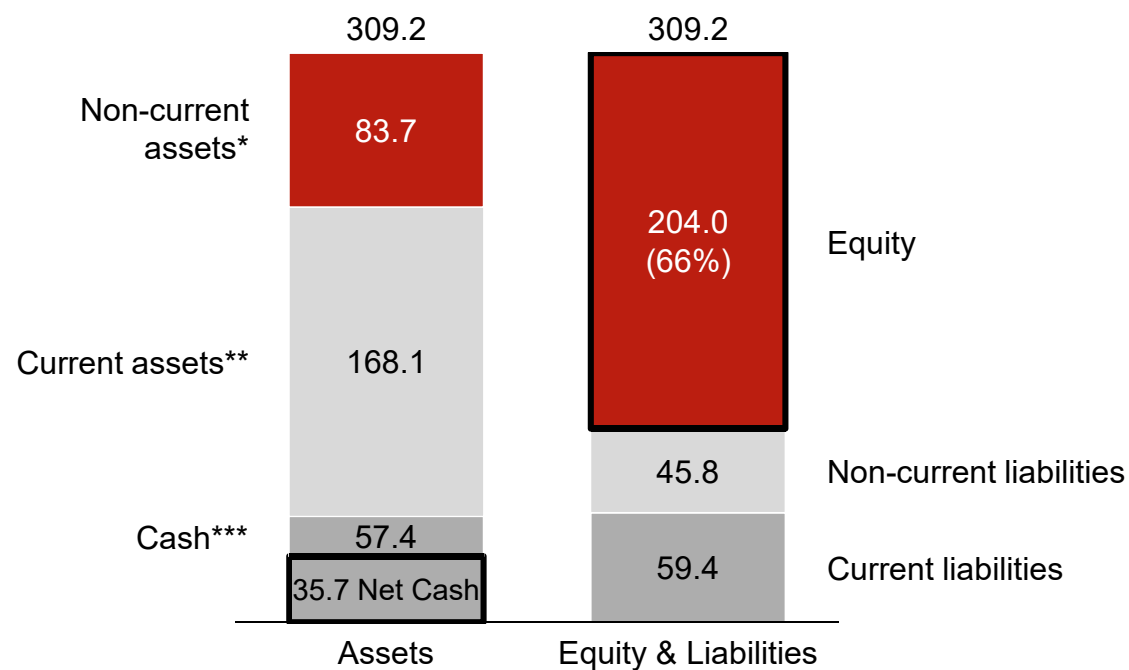
**Segment EBIT (adj.)**  
in € million and in % of revenues



■ 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 and conferences 2020

Unicredit/Kepler Cheuvreux German Corporate Conference (Frankfurt, Germany)	22 January 2020
Bankhaus Lampe German Conference (Baden-Baden, Germany)	25 March 2020
<b>Annual Report 2019</b>	<b>09 April 2020</b>
Berenberg US Conference (Tarrytown, USA)	20 May 2020
<b>Interim Report Q1 2020</b>	<b>27 May 2020</b>
HAIB Stockpicker Summit (Stockholm, Sweden)	03 - 05 June 2020
<b>Annual General Meeting</b>	<b>09 June 2020</b>
<b>Half-year Report 2020</b>	<b>21 August 2020</b>
Commerzbank Sector Conference (Frankfurt, Germany)	01 - 03 September 2020
<b>Interim Report Q3 2020</b>	<b>13 November 2020</b>
German Equity Forum (Frankfurt, Germany)	16 - 18 November 2020
<b>End of Fiscal Year 2020</b>	<b>31 December 2019</b>

## Contact

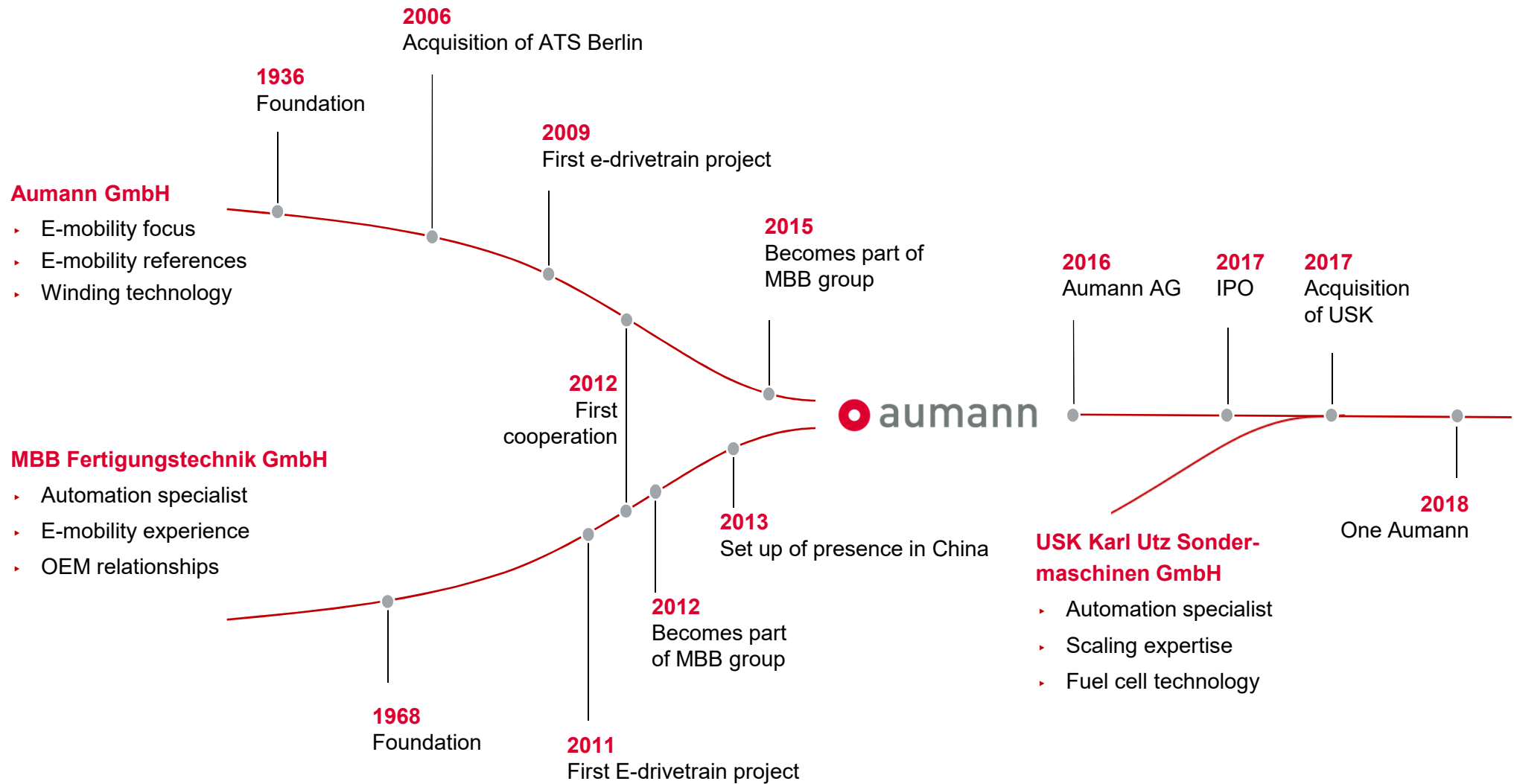
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## Appendix

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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



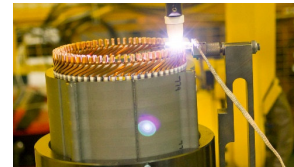
Direct winding

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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