

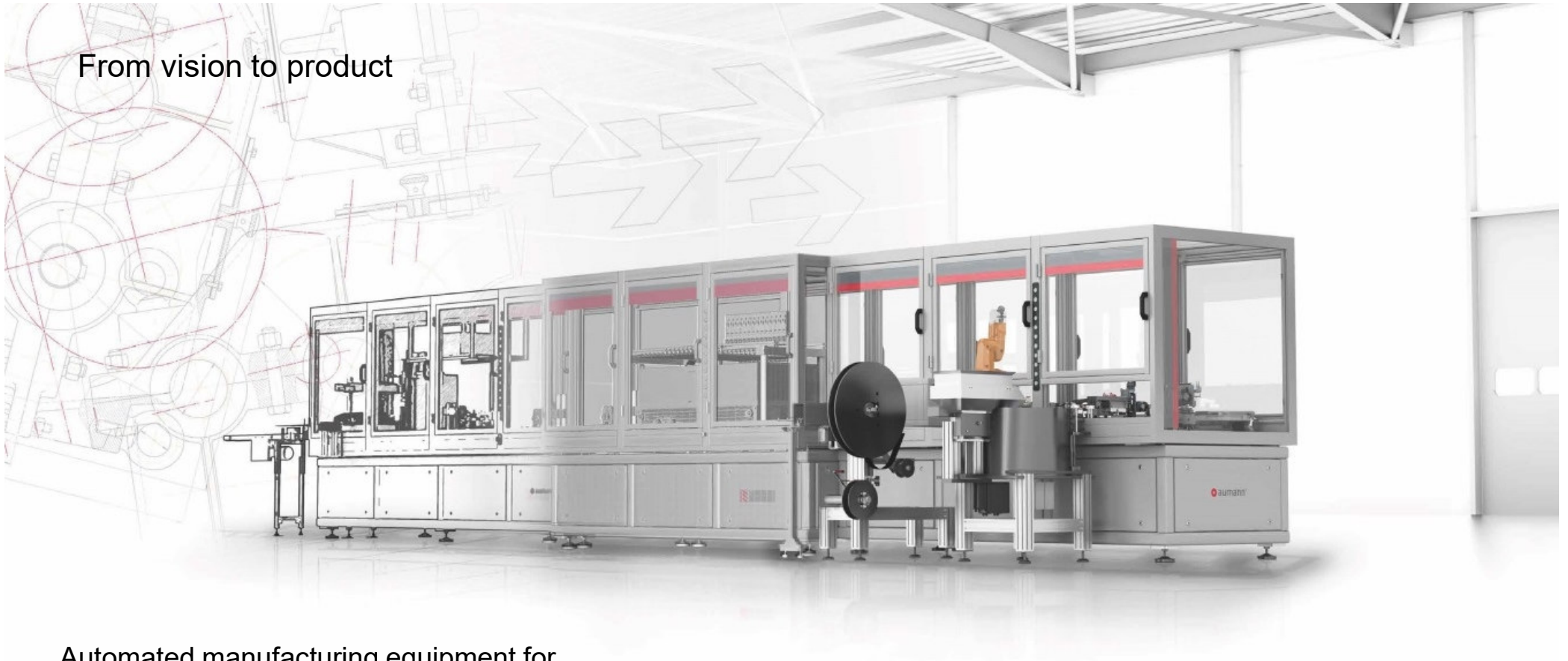


Aumann AG

A global leader in modular machines for E-mobility

Virtual Berenberg Conference USA | May 2020

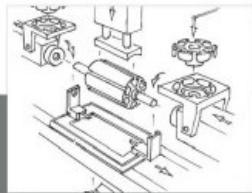
From vision to product



Automated manufacturing equipment for complex applications



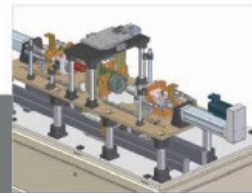
1 | YOUR SPECIFICATION



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. **1,200¹⁾** highly skilled professionals

6 locations in Germany, China and USA

c. **45,000** sqm of shop floor

Target Markets



E-mobility



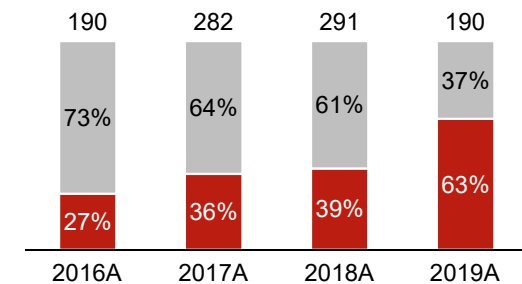
Automotive



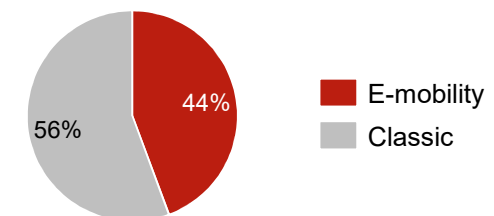
Industry

E-mobility growth

Order intake share evolution
in € million and in %



Segment revenues
as of 31 December 2019

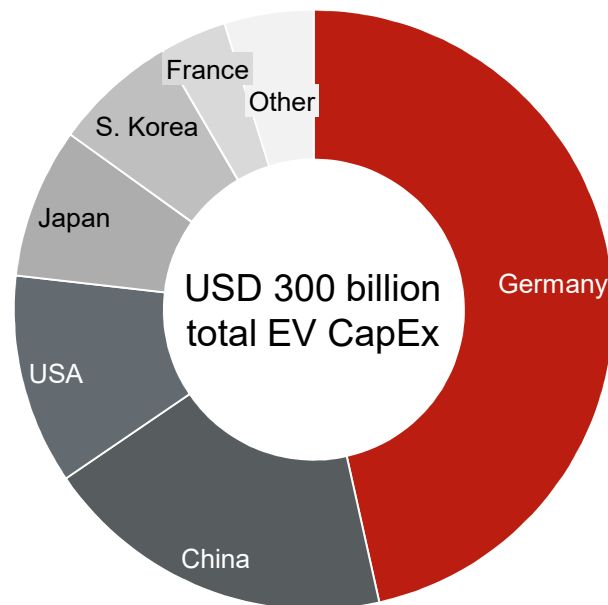


Key highlights of Aumann

- 1 Decades of experience – High **automotive exposure** and trusted **client relationships**
- 2 Megatrend focused – **Long-term growth prospects** due to **rising E-mobility penetration**
- 3 Technological pioneer – 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**

E-mobility business growth supported by longstanding customer relationships

OEM's plan to massively invest in EV this decade
EV CapEx flows by country of origin of OEM

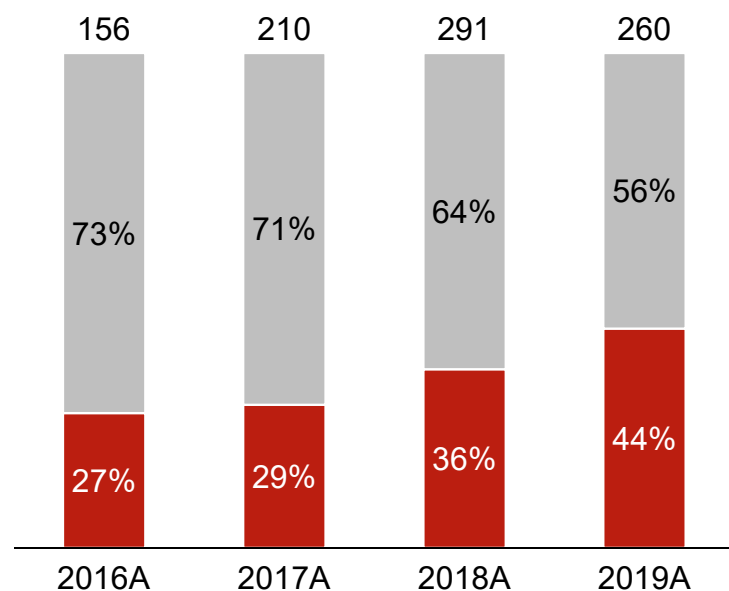


Selected Aumann customers

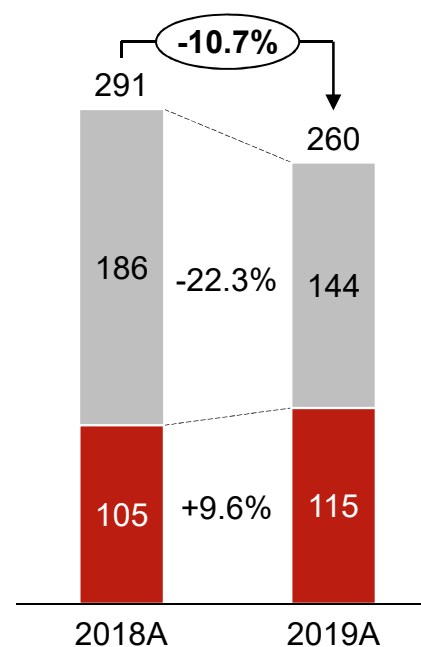


E-mobility share increases as classic business contracts

Revenue share evolution
in € million and in %

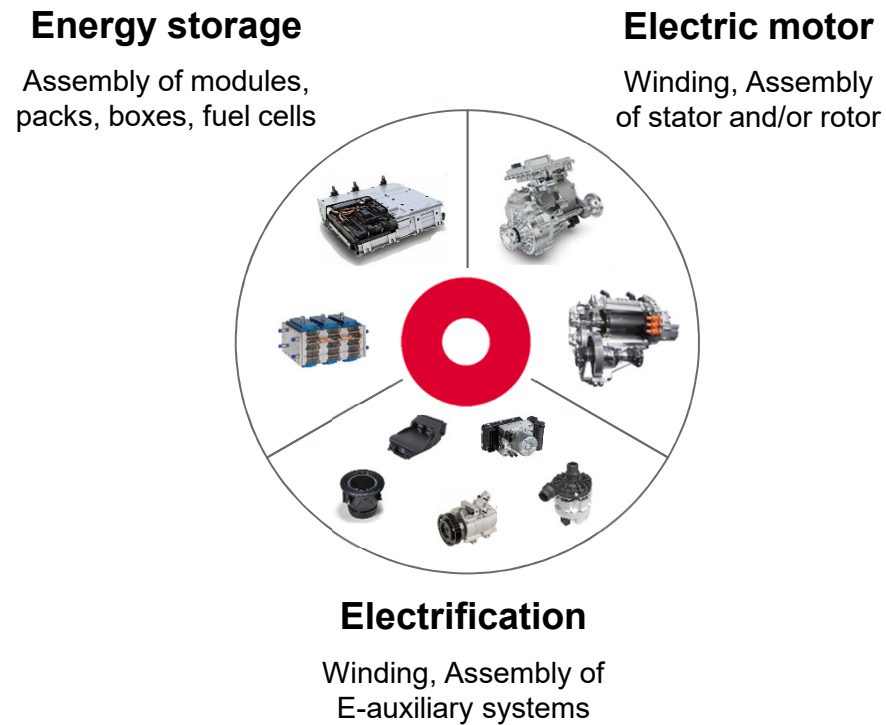


Total revenue evolution
in € million

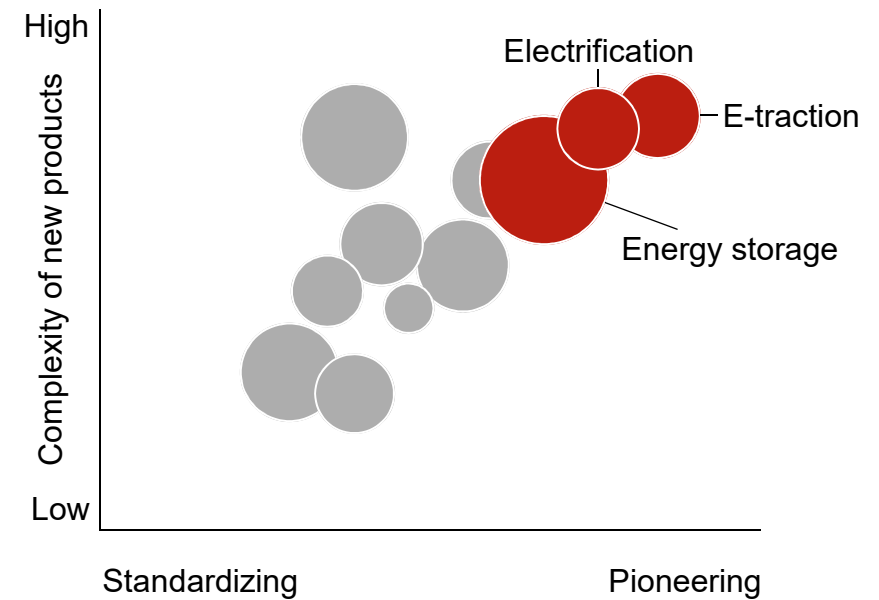


Classic E-mobility

E-mobility is in the centre of Aumann's pioneering DNA

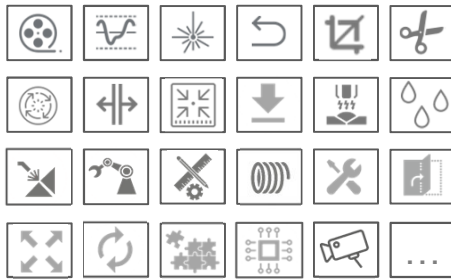


Volume of selected automotive market segments*



Aumann combines technology and product know-how through R&D capabilities

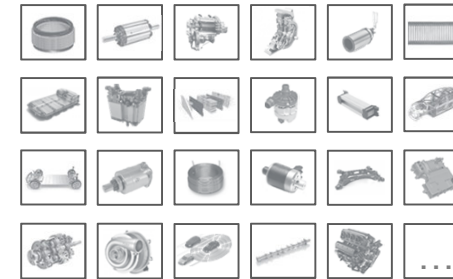
Technology know-how



R&D centers



Product know-how

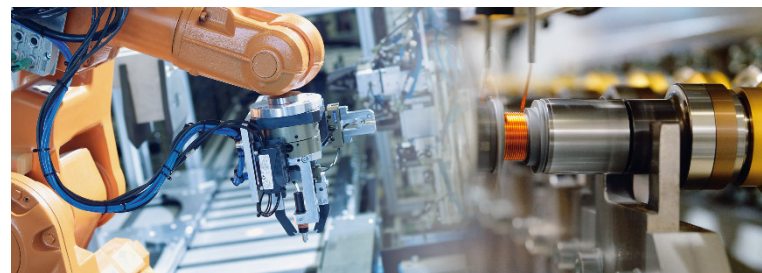


Engineering

Customizing

Pioneering

Aumann E-mobility solutions



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 2019



Strong progress in development of new thick / flat wire applications



E-mobility order intake share increases to 62.8 %



Revenues of € 259.6 million with an increase of E-mobility by 9.6 %



EBITDA at € 21.2 million (8.2 % margin) and EBIT (adj.) at € 16.3 million (6.3 % margin)



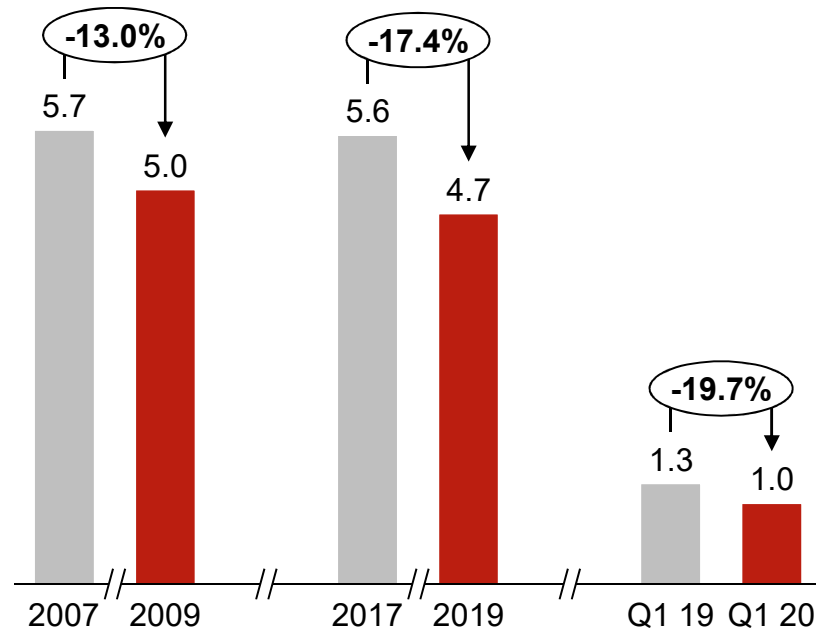
Equity Ratio of 62.2 % and liquidity of € 95.3 million








Further execution on flexibilization of cost base and production depth

Diverse uncertainties weigh on automotive industry

Annual German car production
in million units produced

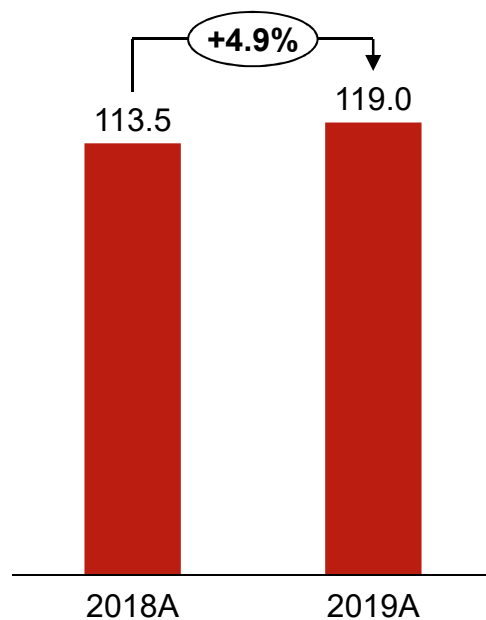


Stress factors for the automotive industry

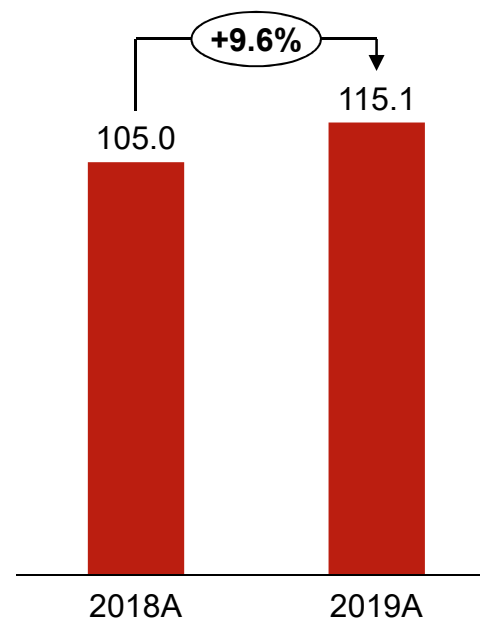
-  Macroeconomic and political uncertainties
-  Next phase in car fleet emission targets
-  Management of overcapacity
-  Cost savings and investment constraints
-  Management of COVID-19 effects

E-mobility shows growth in revenues and order intake

E-mobility order intake
in € million

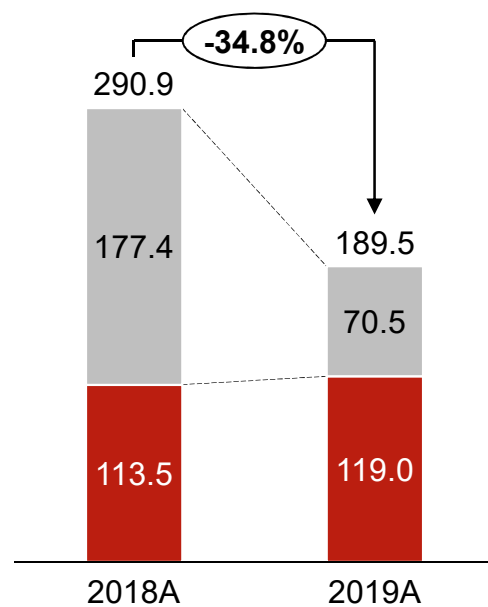


E-mobility revenues
in € million

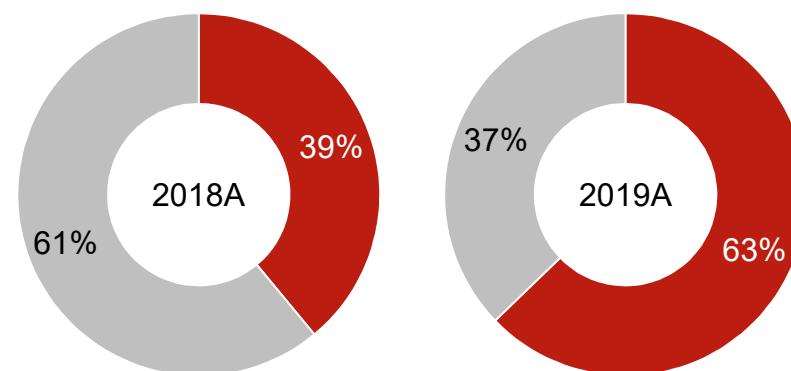


E-mobility revenue growth cannot offset evolution in Classic

Total order intake
in € million



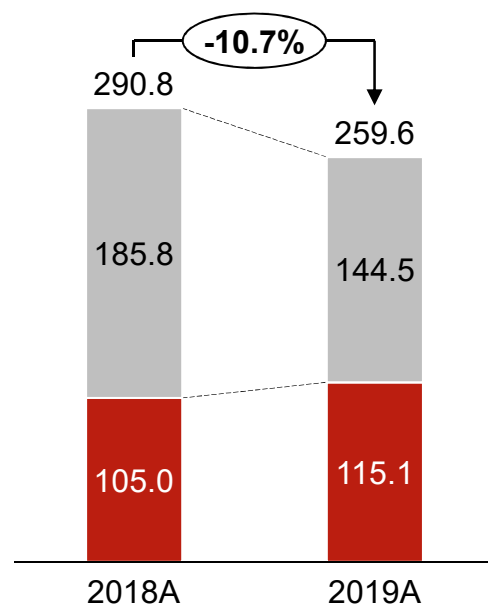
Order intake share development
in %



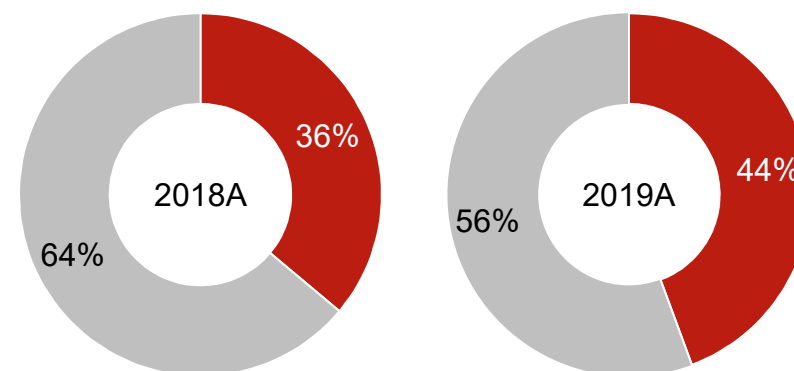
■ Classic ■ E-mobility

Revenues follow order intake evolution

Total revenues
in € million



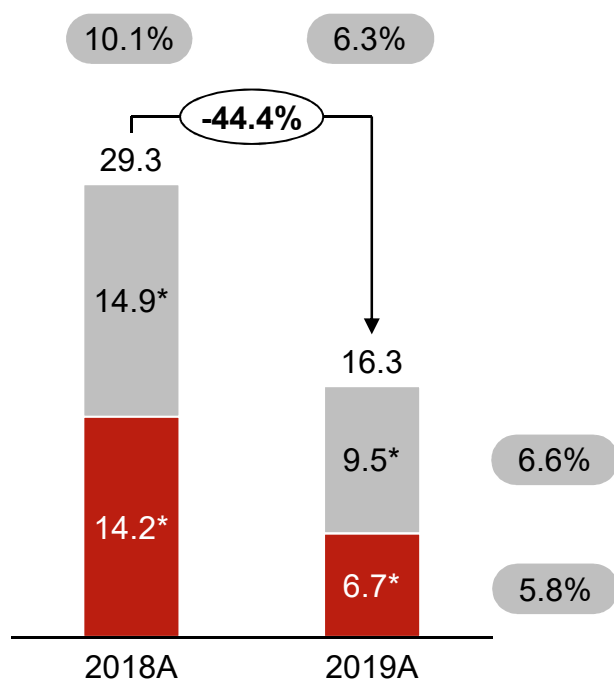
Revenue share development
in %



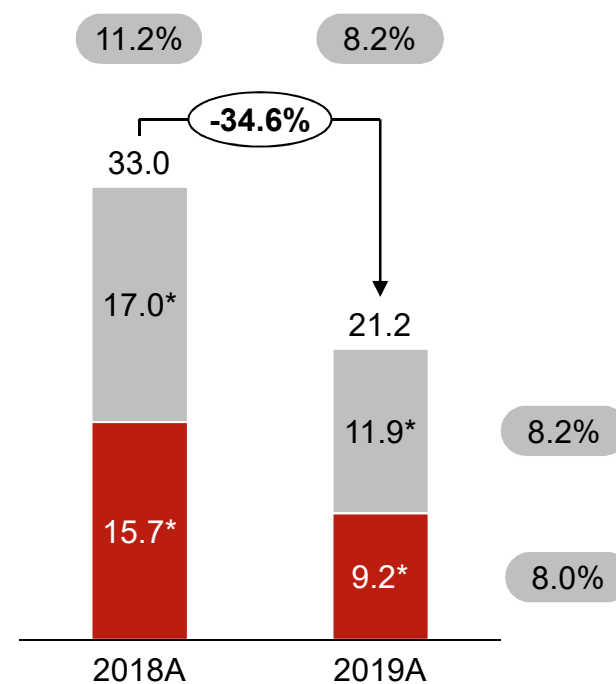
■ Classic ■ E-mobility

Margins suffer form adverse market environment

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



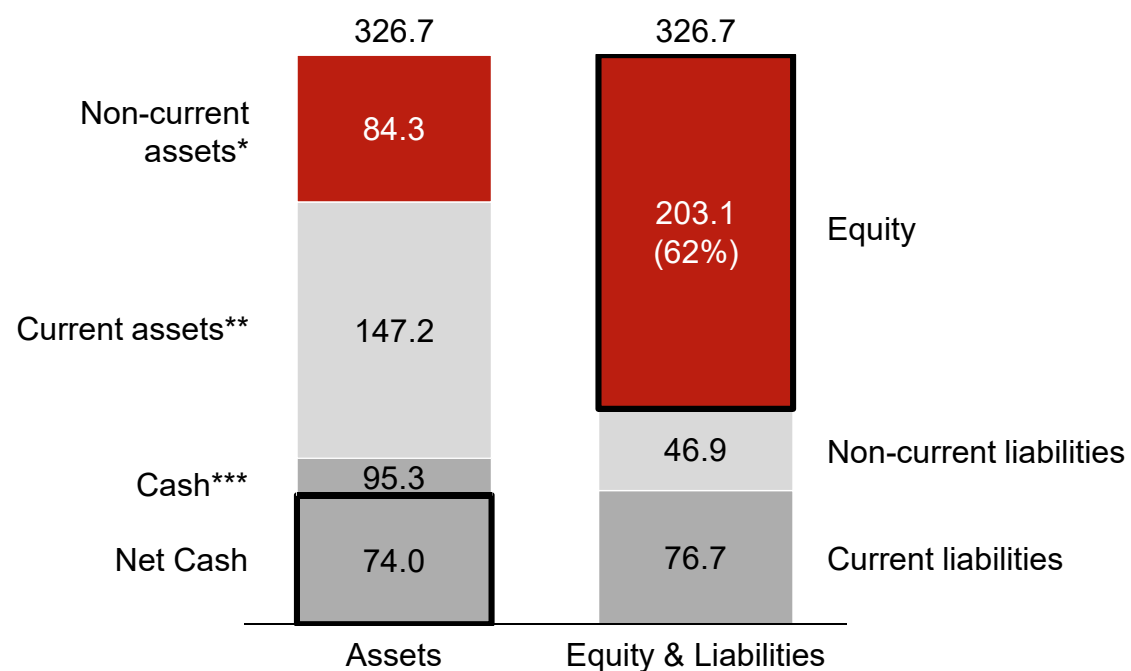
Total EBITDA
in € million and in % of revenues



■ Classic ■ E-mobility

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

Balance sheet 31 December 2019
in € million



2020 will be a transition year for Aumann – Priorities and guidance



Managing ongoing crisis in the automotive industry



Adjustment and optimization of the organization



Continuing research and development in E-mobility technologies



Investigating M&A opportunities



Guidance 2020: Revenues € 180 – 200 million, EBITDA margin of up to 5 % (prior to any one-offs)



Management of COVID-19 pandemic



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

www.aumann.com

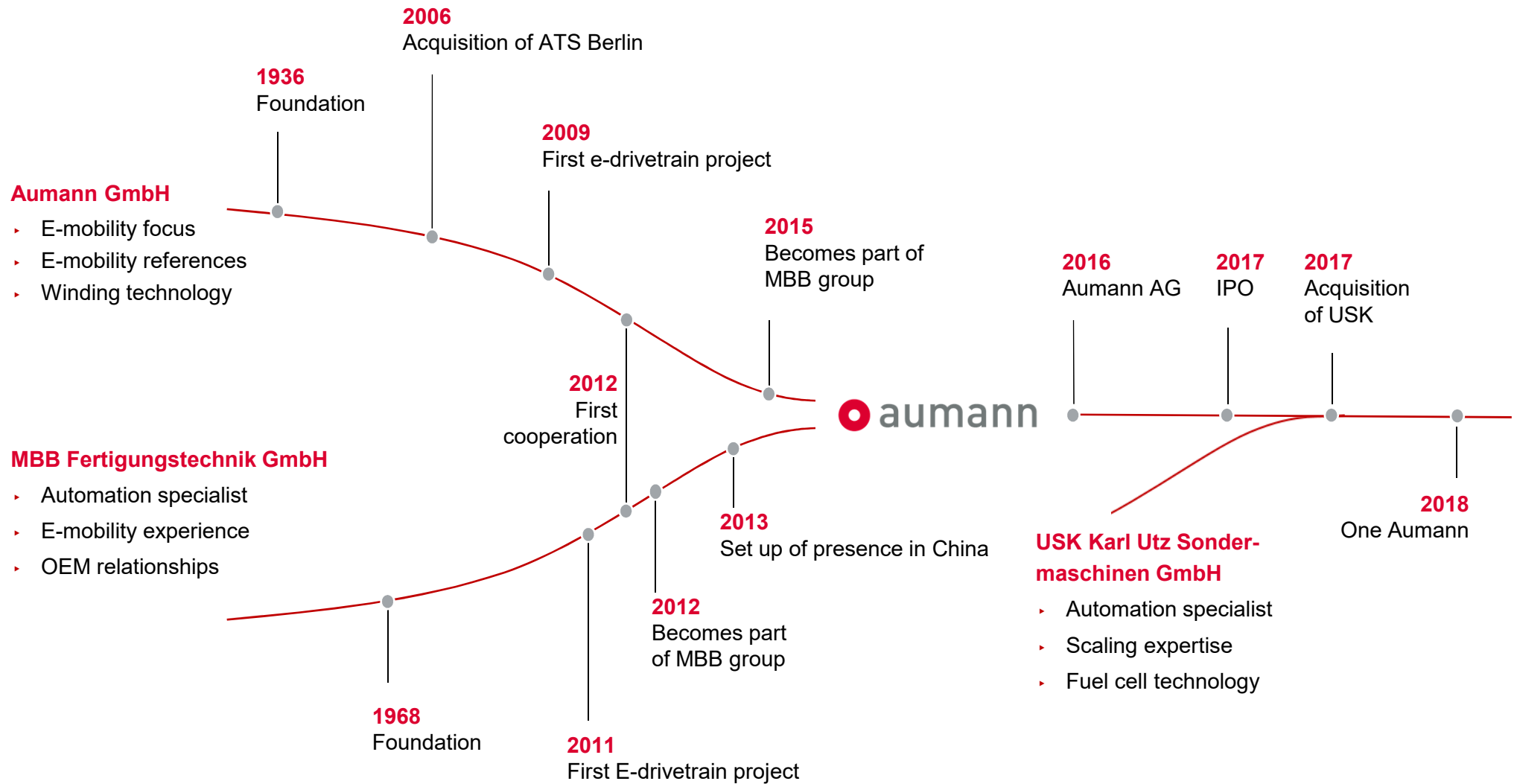
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Appendix

The historical roots of Aumann



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