

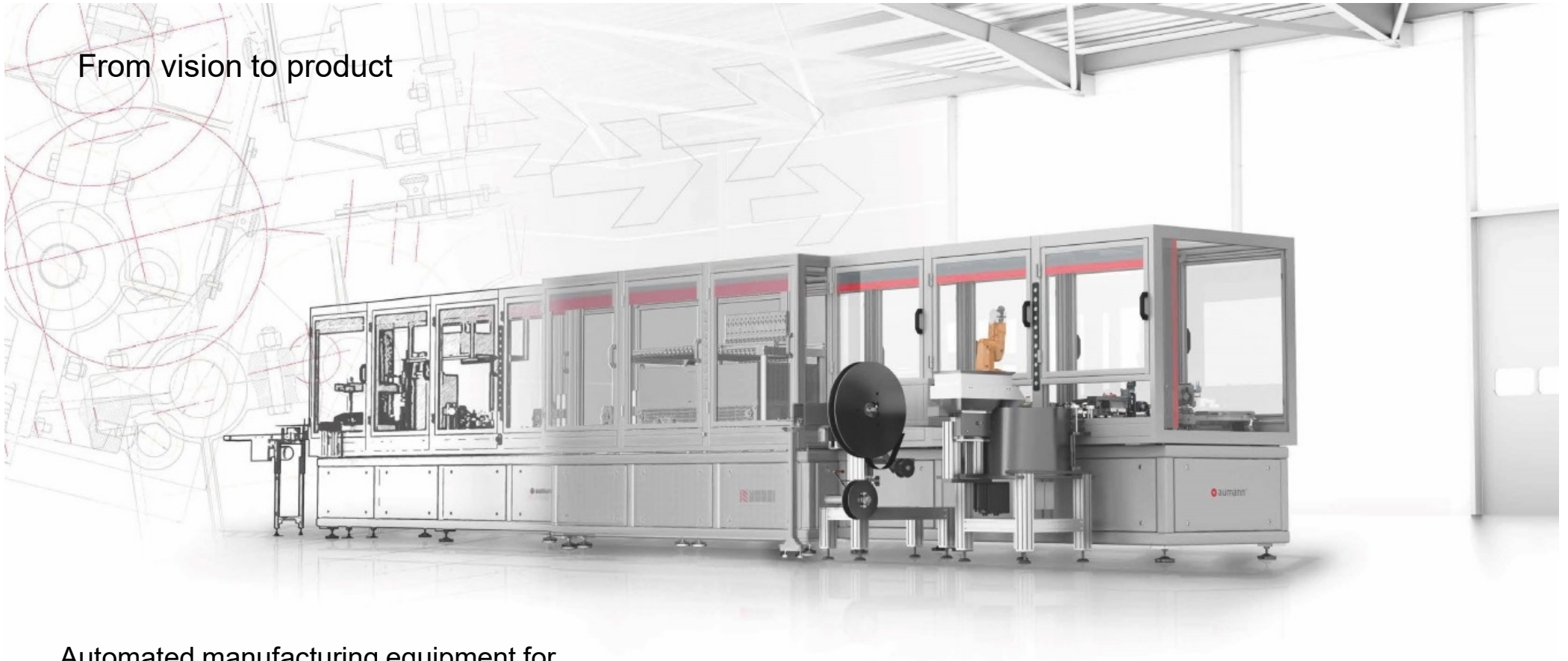


Aumann AG

A global leader in modular machines for E-mobility

Berenberg/Goldman Sachs German Corporate Conference | 23 September 2020

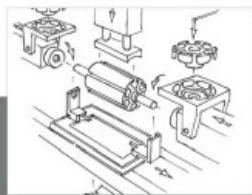
From vision to product



Automated manufacturing equipment for complex applications



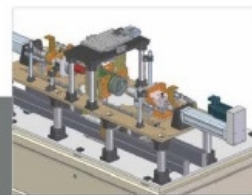
1 | YOUR SPECIFICATION



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. 1,100<sup>1)</sup> highly skilled professionals

6 locations in Germany, China and USA

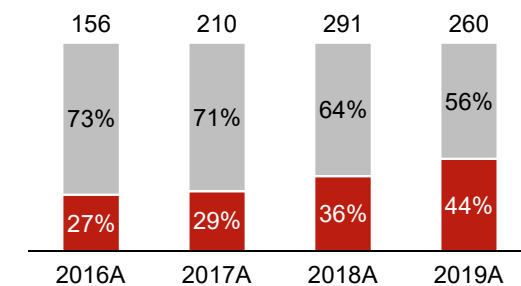
c. 45,000 sqm of shop floor

### Selected customers

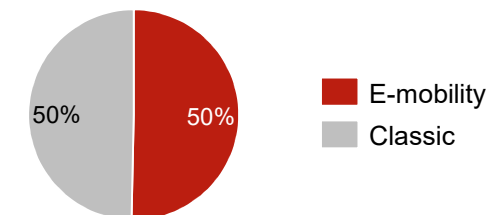


### E-mobility growth

Revenue share evolution  
in € million and in %



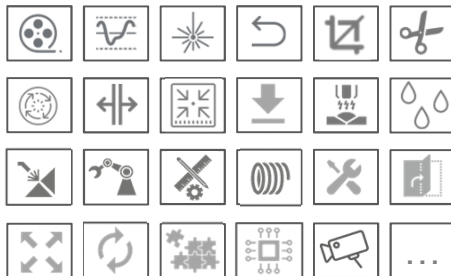
Segment order intake  
as of 30 June 2020



1) Headcount incl. trainees and temporary workers as of 30 June 2020

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

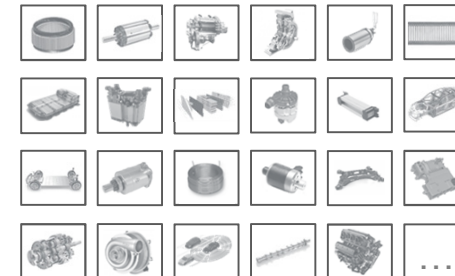
### Technology know-how



### Innovation



### Product know-how

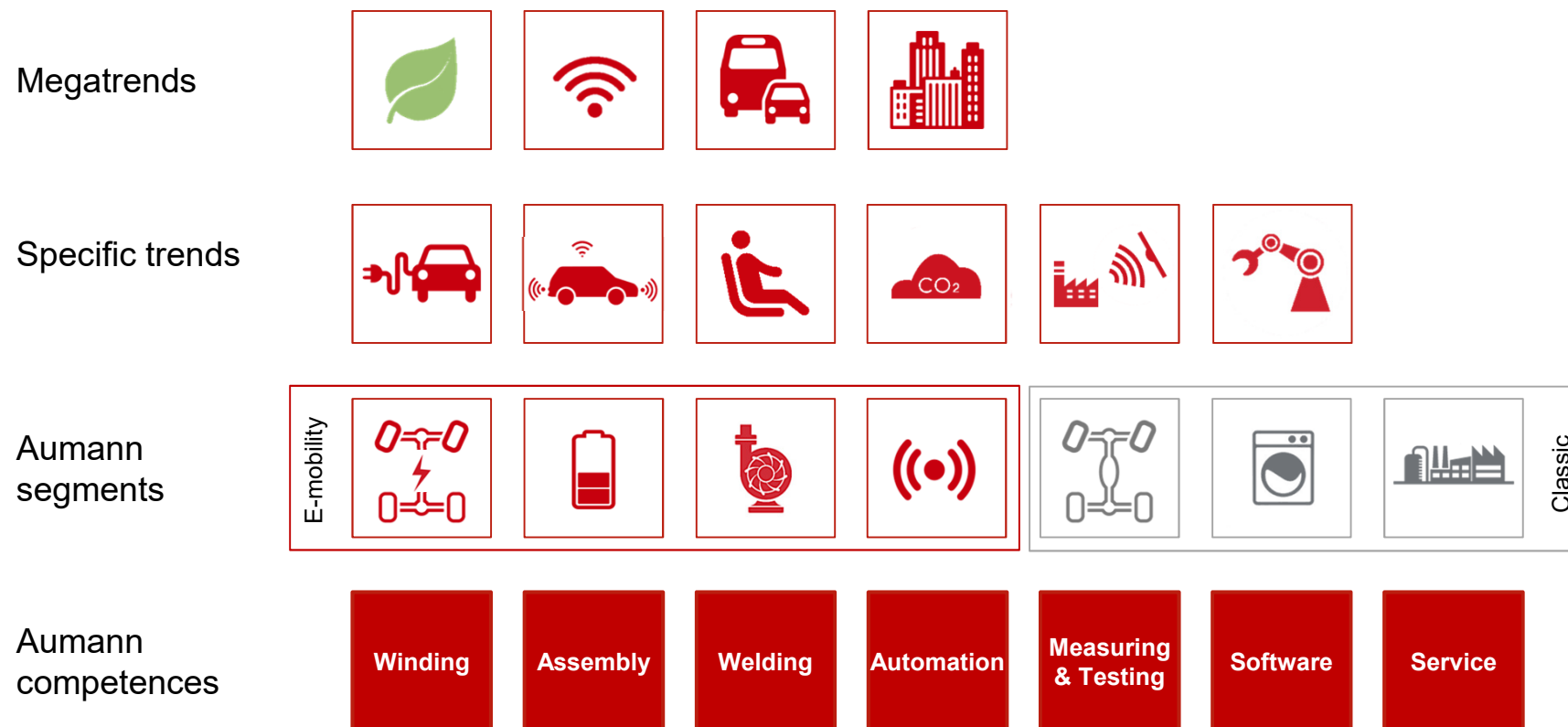


Engineering - Pioneering - Customizing



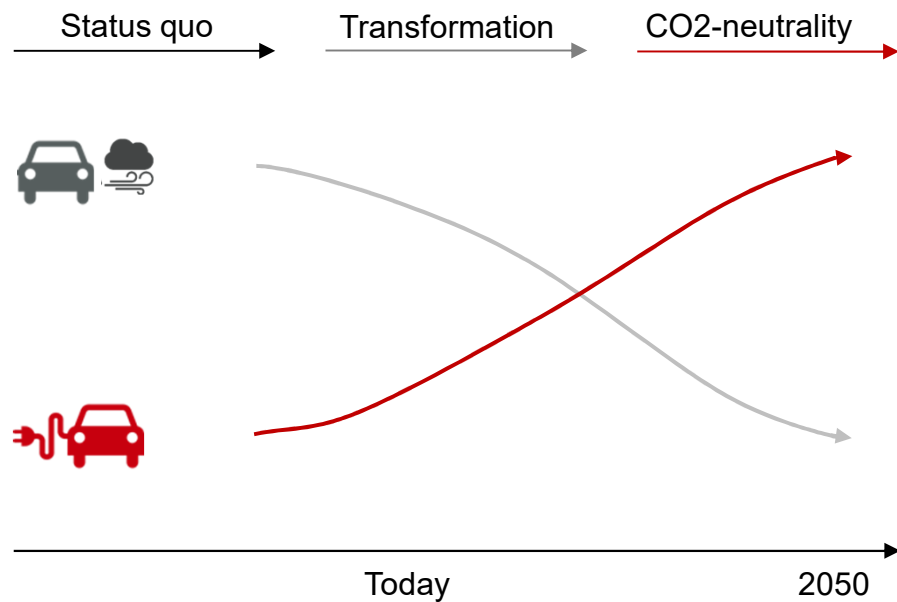


## Aumann benefits from megatrends

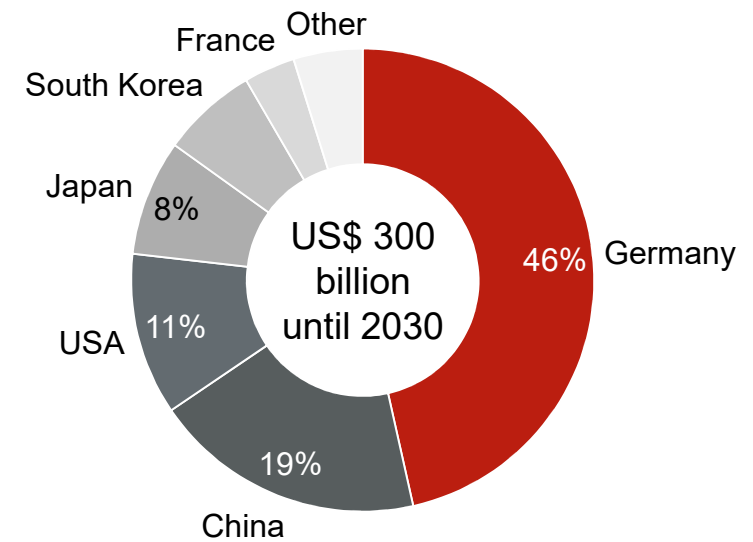


## Automotive industry in the middle of a transformation

Market share by drivetrain  
Schematic illustration

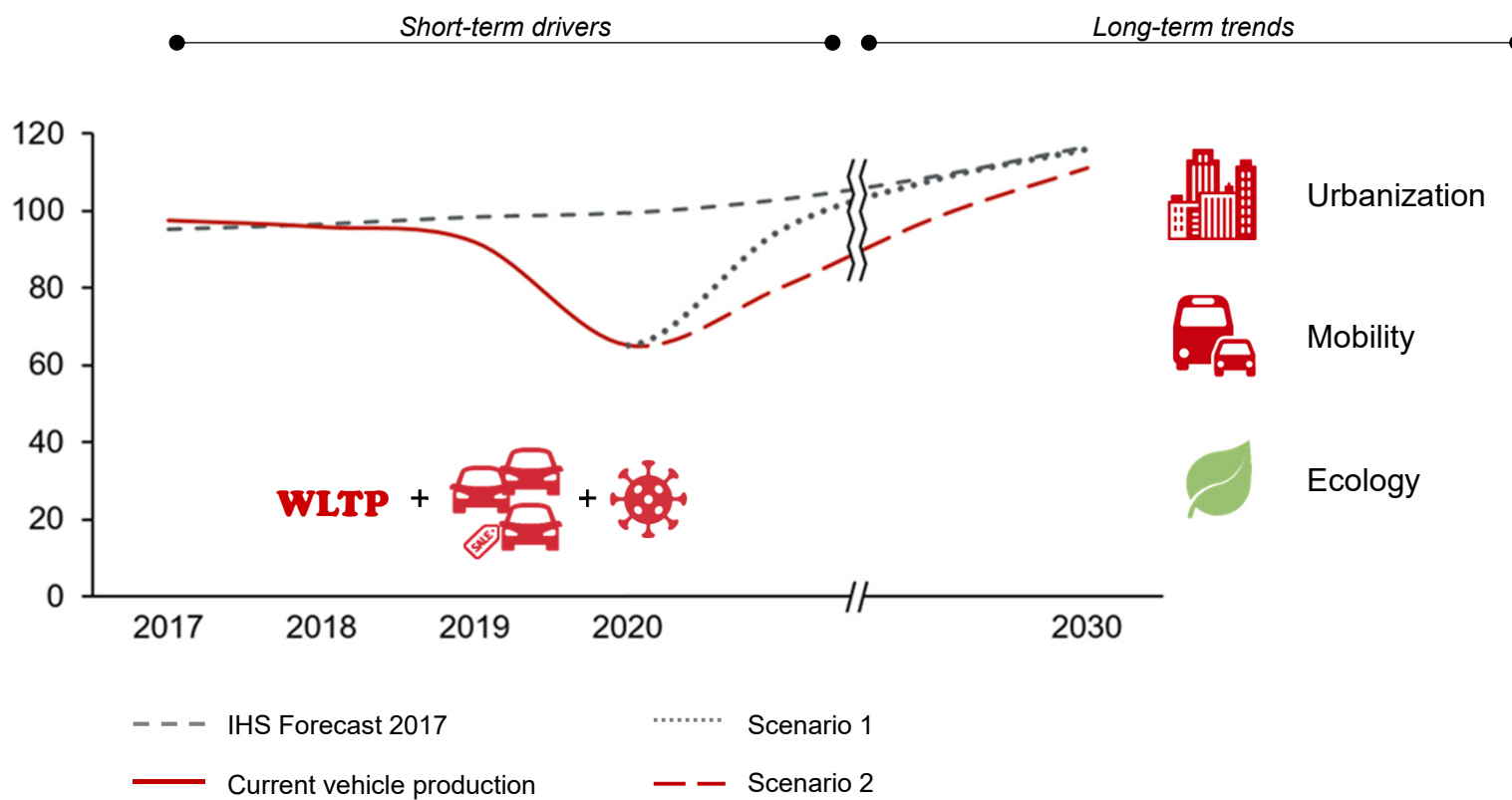


OEM CapEx plans in E-mobility  
in US\$ billion and in % by country of origin of OEM



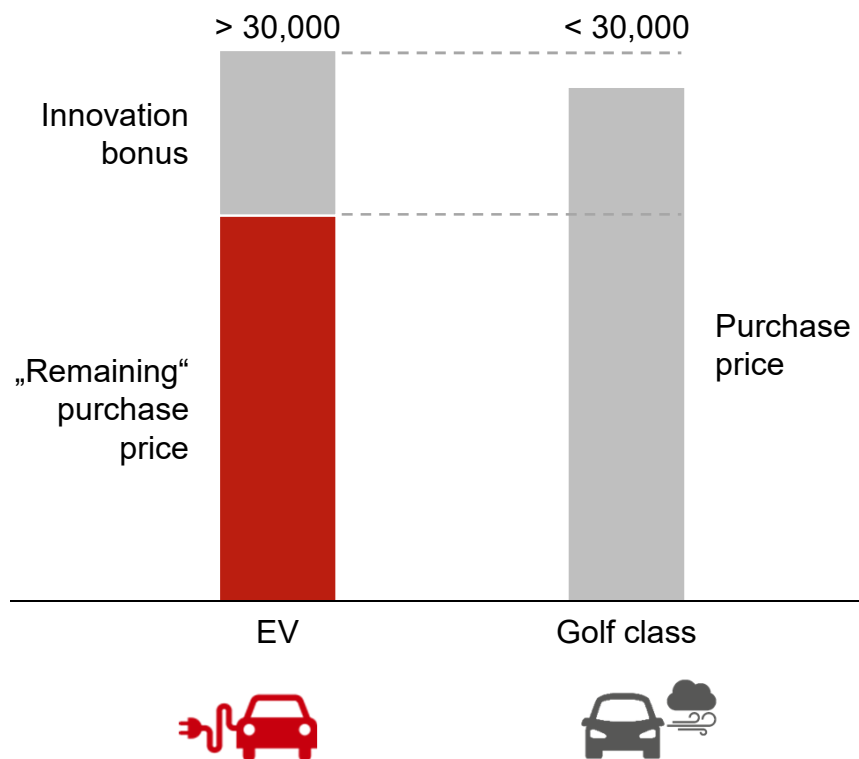
## Market recovery a question of time

Global vehicle production\*  
in million units







## Environmental bonuses and tax benefits help to incentivise demand for EVs

Comparison of acquisition costs in Germany  
in €



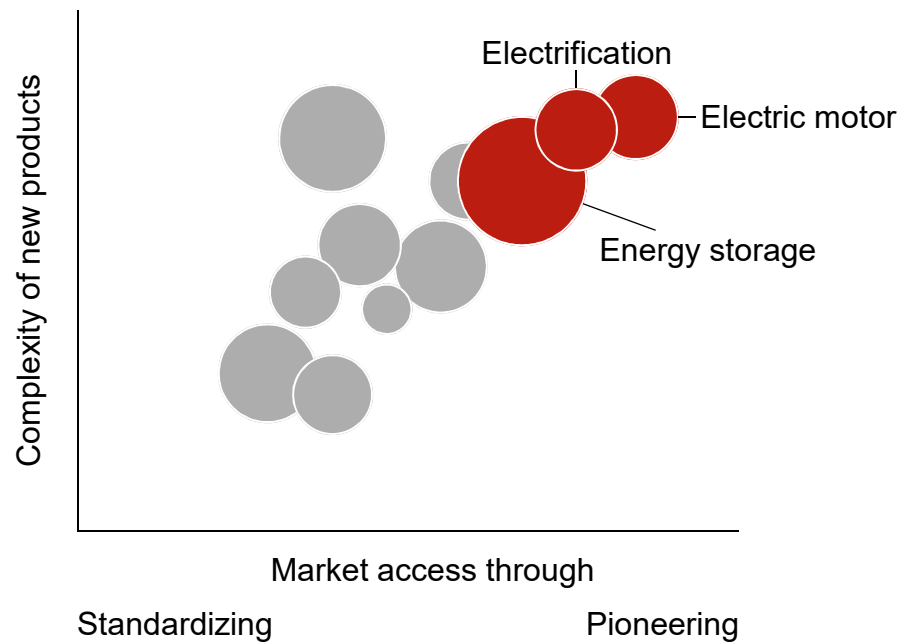
Selected vehicle premiums and tax benefits

- 
 up to € 9,000 for BEV and FCEV\*  
 up to € 6,750 for PHEV\*  
 + VAT reduction until 12/20  
 + other tax advantages
- 
 up to € 7,000 for EV cars and vans  
 up to € 5,000 scrapping premium  
 + other tax advantages
- 
 up to € 6,000 for BEV and PHEV  
 + other tax advantages
- 
 up to € 5,000 for BEV  
 up to € 2,600 for PHEV  
 + other tax advantages



## Aumann focused on E-mobility

Importance of selected product areas  
in the automotive industry\*



### Electric motor/traction module

Winding and assembly of  
stator, rotor and motor



### Energy storage/conversion

Assembly of battery modules,  
packs, boxes, and fuel cells



### Electrification

Winding and assembly of  
E-auxiliary systems

Aumann has the ideal capabilities, industry experience and corporate setup

**Technological  
leadership**



Exclusive  
winding  
technologies

Highest degree of  
automation

Turn-key  
production lines

**E-mobility  
focus**



Decades of  
automotive focus

Relationships to  
major OEMs/Tier-1s

Technologies  
for E-drivetrain  
and electrification

**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

2020 will be a challenging year



Managing ongoing crisis in the automotive industry



Effects from the COVID-19 pandemic



Adjustment and optimization of the organization



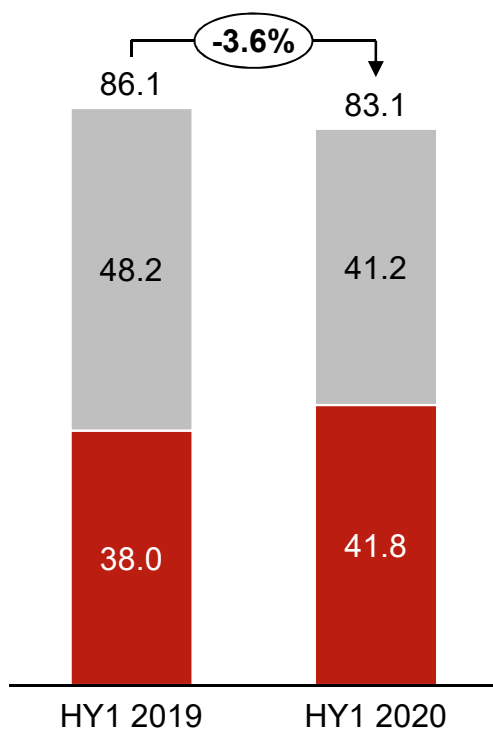
Continuing research and development in E-mobility technologies



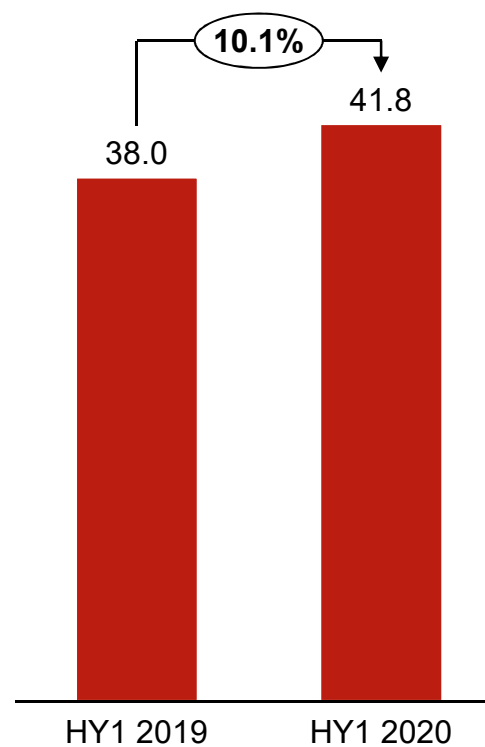
Guidance 2020 confirmed at the lower end of each range

Order intake roughly in line with previous year

Order intake  
in € million



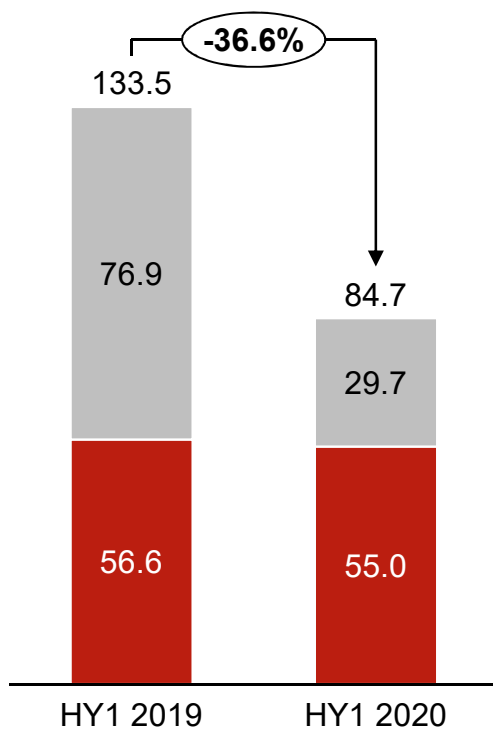
Order intake E-mobility  
in € million



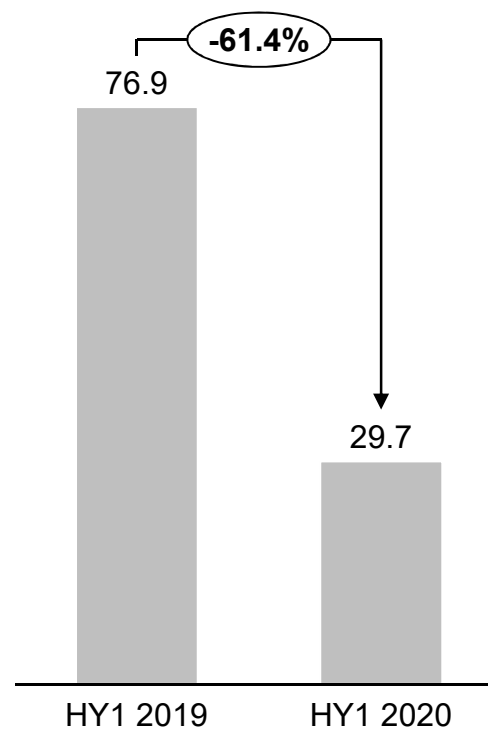
Classic E-mobility

## Falling revenue due to lower order intake in 2019

Revenue  
in € million



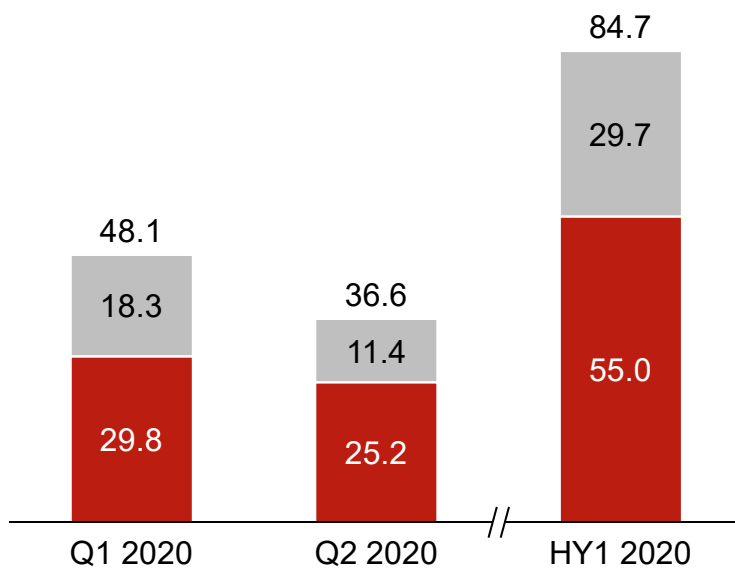
Revenue Classic  
in € million



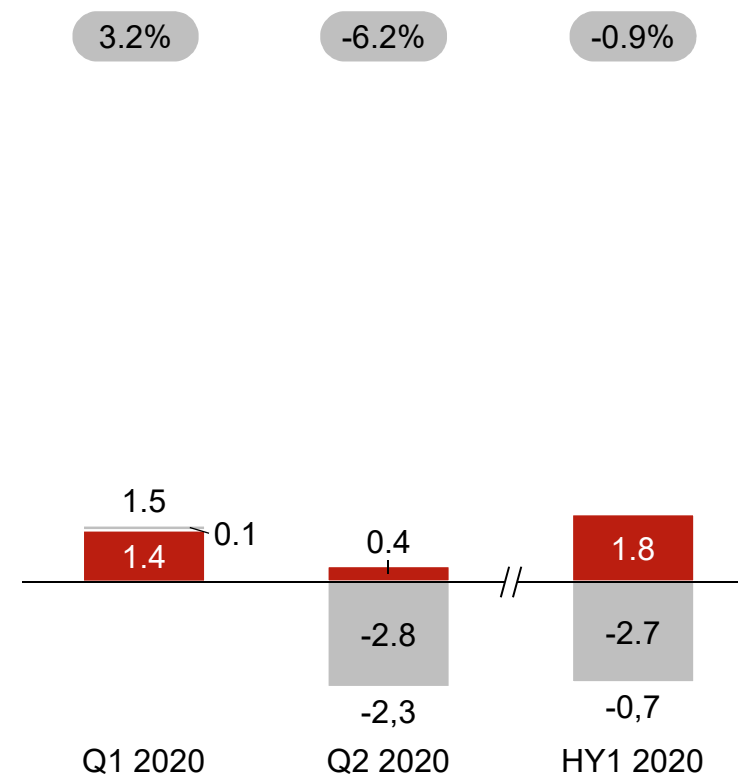
■ Classic ■ E-mobility

## Second quarter marked by COVID-19 effects

Revenue by quarter  
in € million



Adj. EBITDA\* by quarter  
in € million and in % of revenue

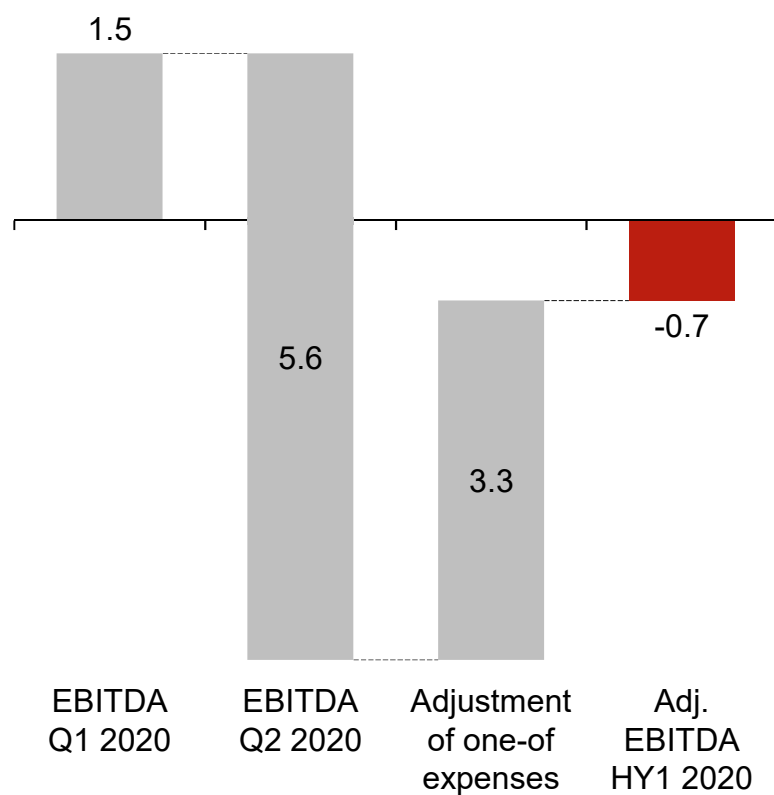


\* Not shown are effects of reconciliation

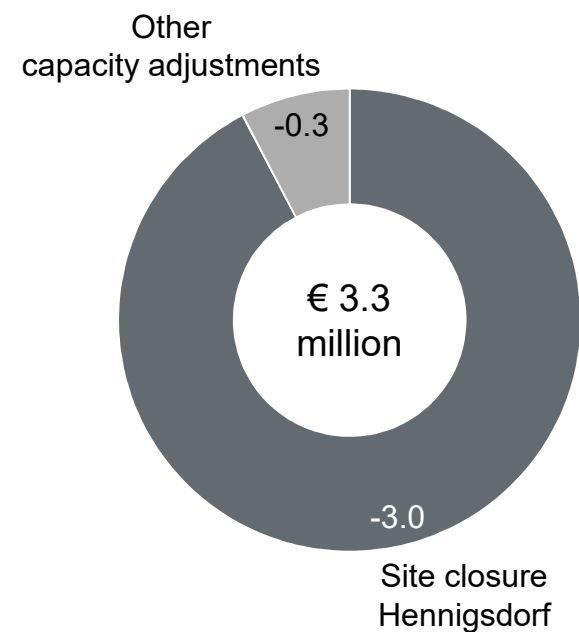


## Additional extraordinary effects due to one-of expenses

Reconciliation of EBITDA  
in € million

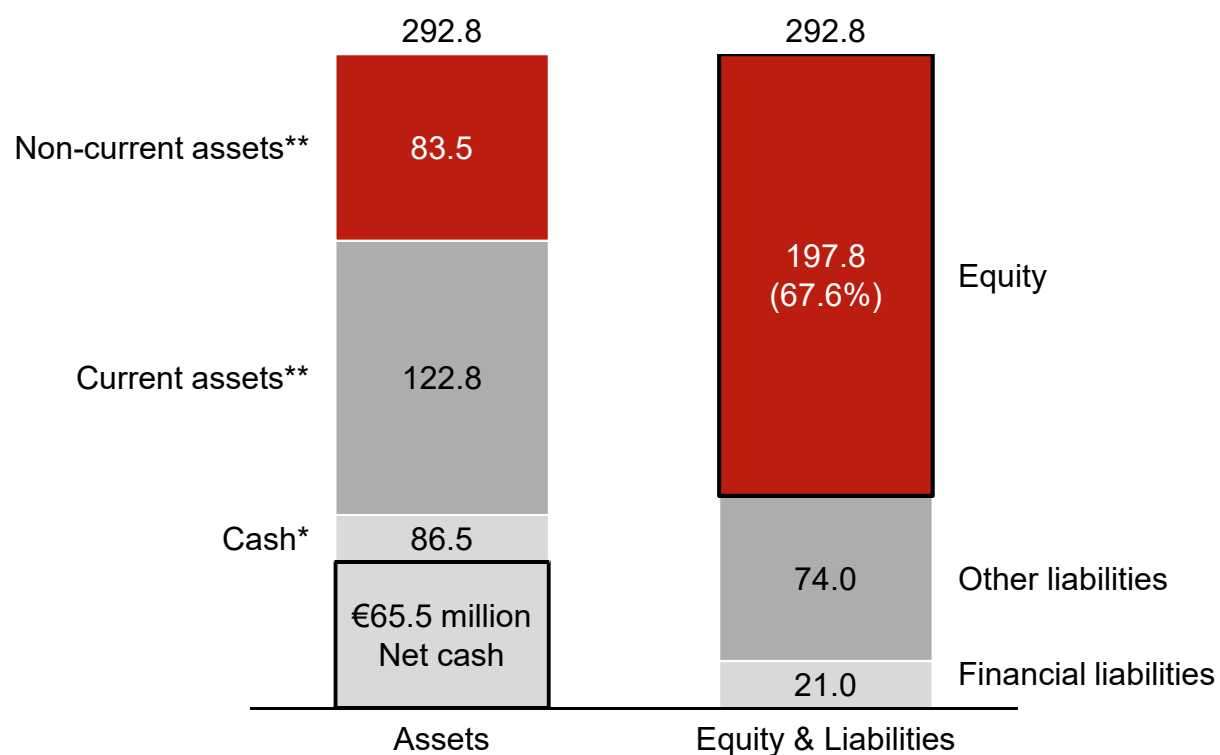


One-of adjustment expenses  
in € million



## Balance sheet continues to be solid

Balance sheet 30 June 2020  
in € million



## Aumann actively addresses the crisis



Capacity

Optimization of production depth

Securing profitability



Organization

Adjustments of corporate structures

Systematization of processes

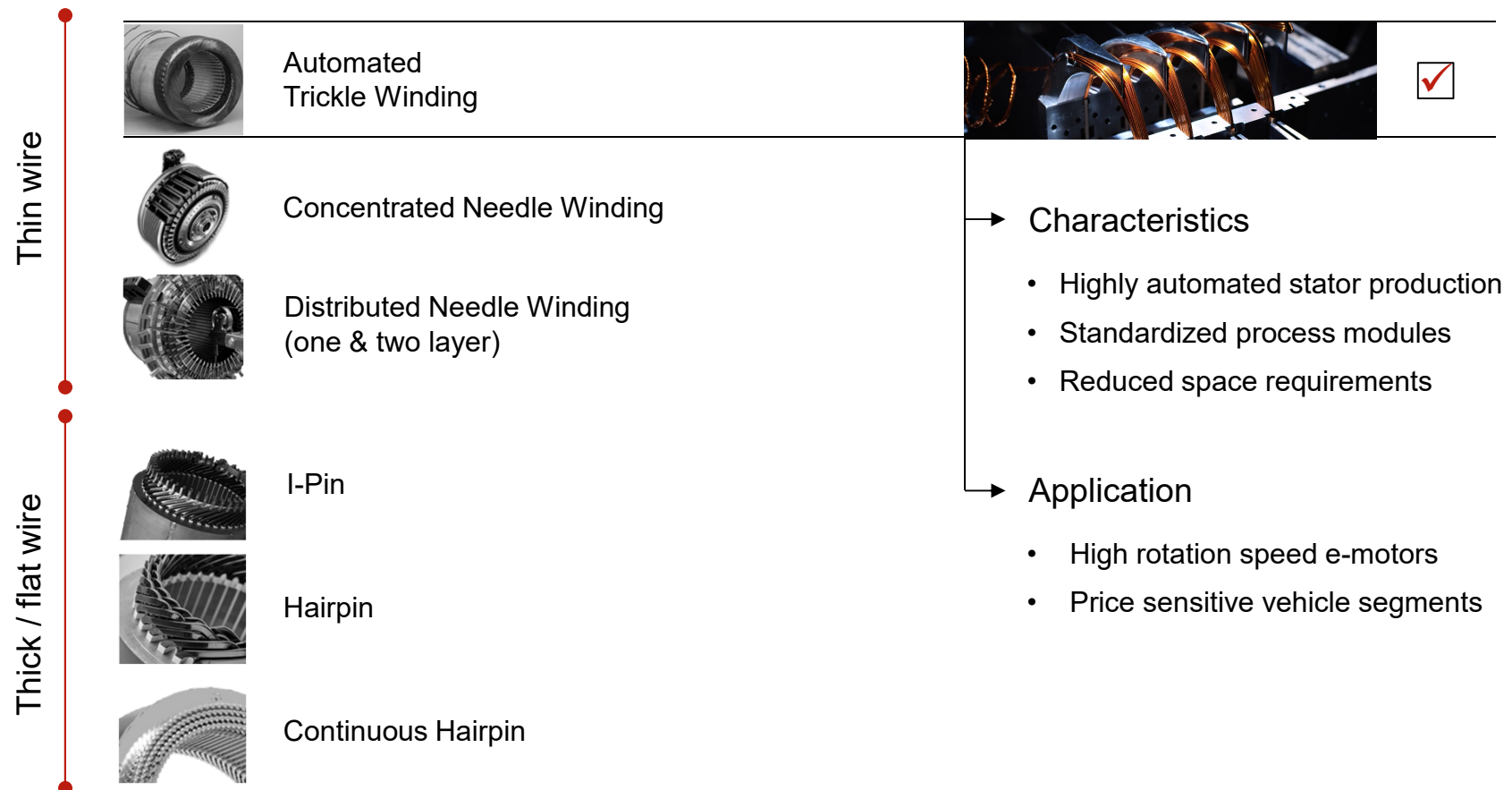


Processes

Further digitalization

## Aumann drives technological developments forward

### Aumann portfolio for electric traction motors Customer products



## Key highlights of Aumann



Technological pioneer ... All relevant winding technologies and deep automation know-how



Decades of experience ... High automotive exposure and trusted client relationships



Optimal corporate setup ... Asset-light business model and highly skilled engineers



Solid financials ... Above market-average equity ratio and solid net cash position



Megatrend focused ... Rising E-mobility penetration supports long-term growth





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
<b>Preliminary figures 2019 and outlook 2020</b>	<b>03 March 2020</b>
<b>Annual Report 2019</b>	<b>09 April 2020</b>
Berenberg US Conference (Virtual)	18 May 2020
<b>Interim Report Q1 2020</b>	<b>27 May 2020</b>
<b>Half-year Report 2020</b>	<b>14 August 2020</b>
<b>Annual General Meeting</b>	<b>21 August 2020</b>
Commerzbank Corporate Conference (Virtual)	02 September 2020
Berenberg/Goldman Sachs German Corporate Conference (Virtual)	23 September 2020
<b>Interim Report Q3 2020</b>	<b>13 November 2020</b>
German Equity Forum (Virtual)	17 November 2020
Berenberg European Conference (Pennyhill, UK)	03 December 2020
<b>End of Fiscal Year 2020</b>	<b>31 December 2019</b>

## Contact

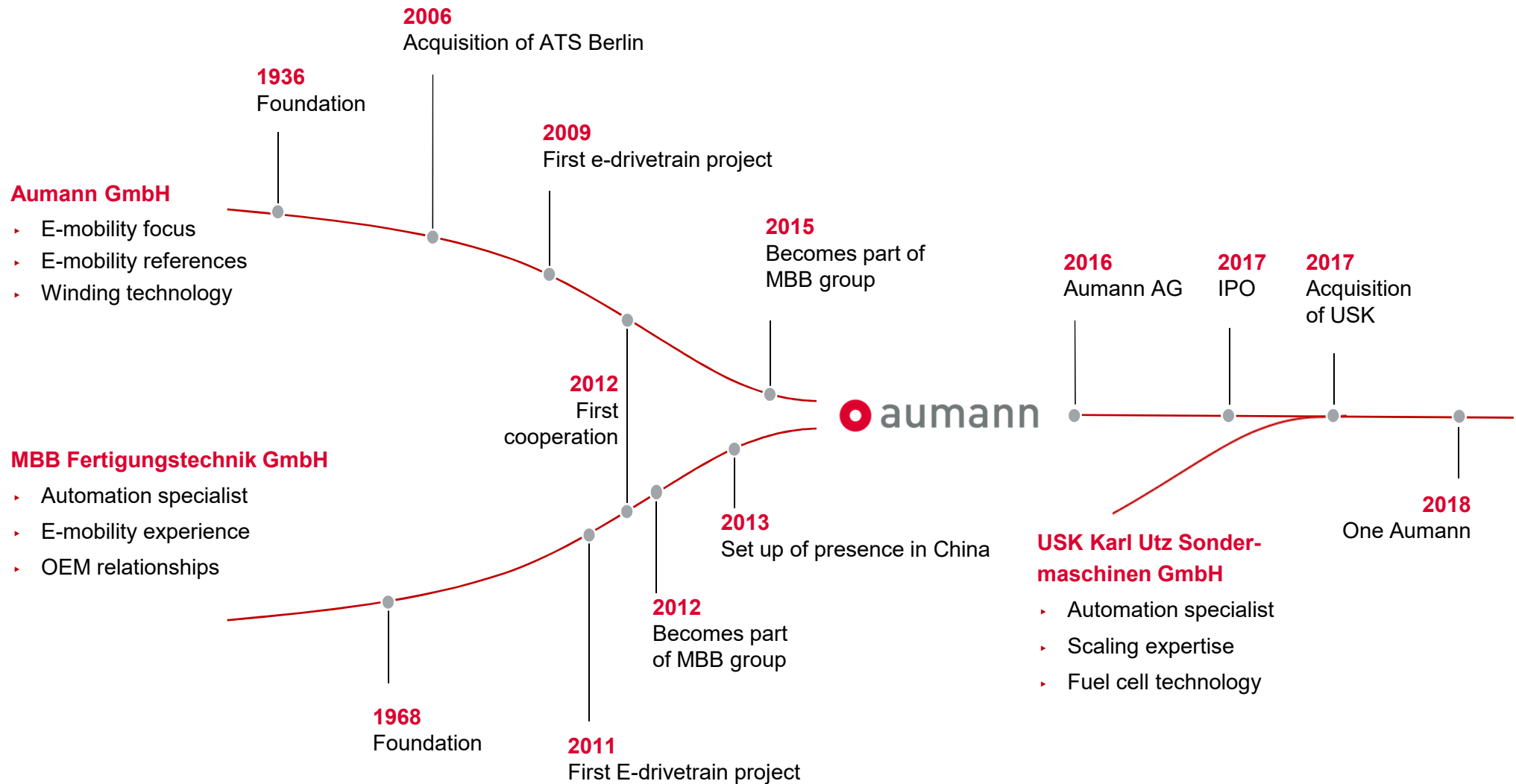
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## Appendix

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## The historical roots of Aumann



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