

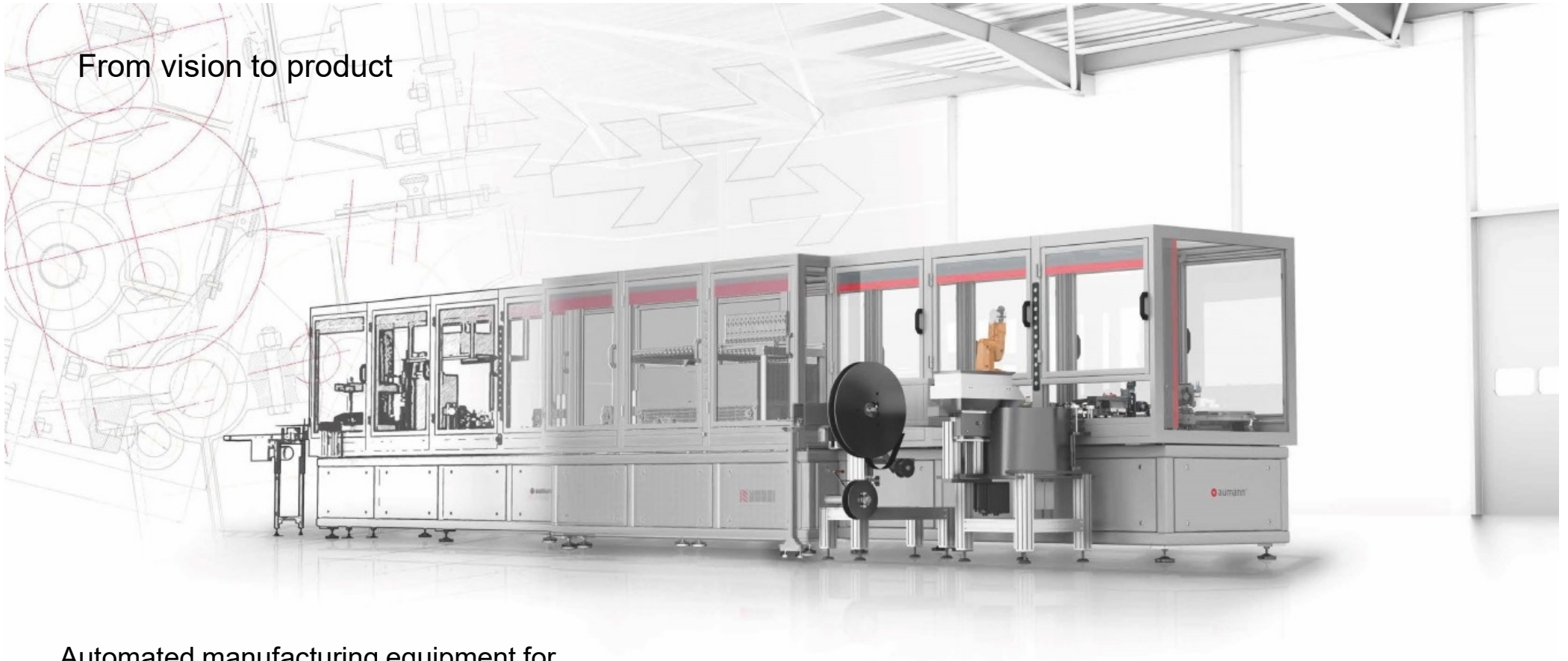


Aumann AG

A global leader in modular machines for E-mobility

Berenberg European Conference 2020 | 03 December 2020

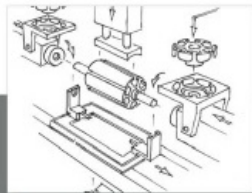
From vision to product



Automated manufacturing equipment for complex applications



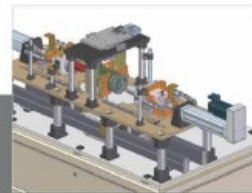
1 | YOUR SPECIFICATION



2 | OUR IDEA



3 | THE CONCEPT



4 | THE DESIGN



5 | THE PRODUCTION SOLUTION



6 | YOUR SERIES PRODUCTION

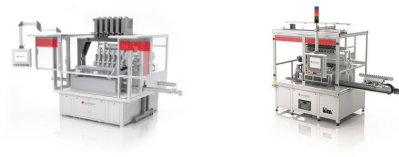
## Aumann at a glance

### 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

5 locations in Germany, China and USA

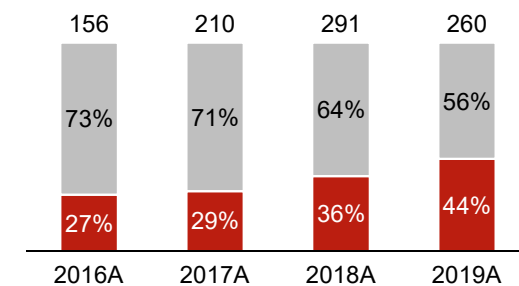
c. 43,000 sqm of shop floor

### Selected customers

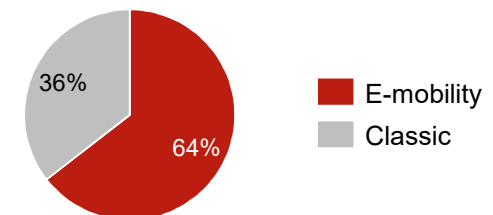


### E-mobility growth

Revenue share evolution  
in € million and in %



Segment revenues  
as of 30 September 2020

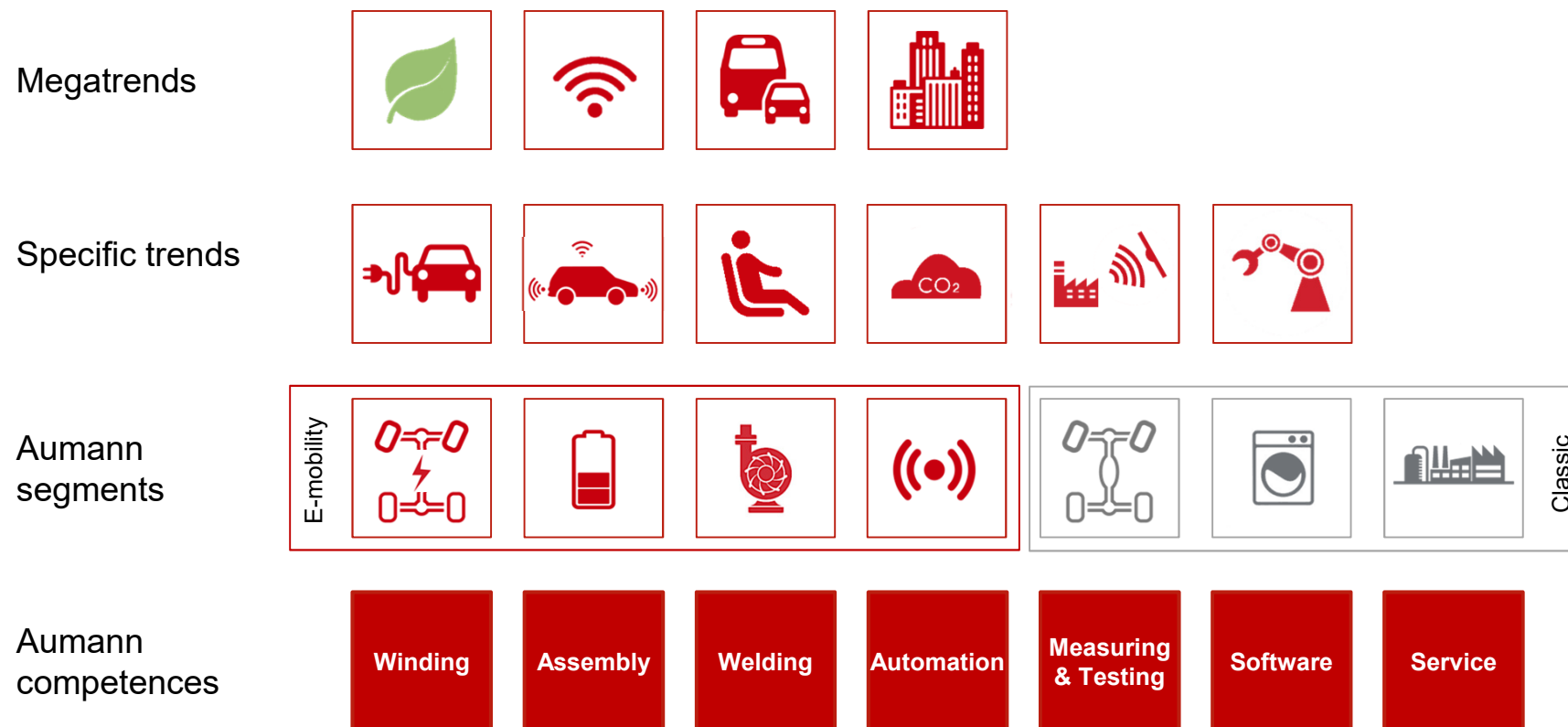


Engineering - Pioneering - Customizing



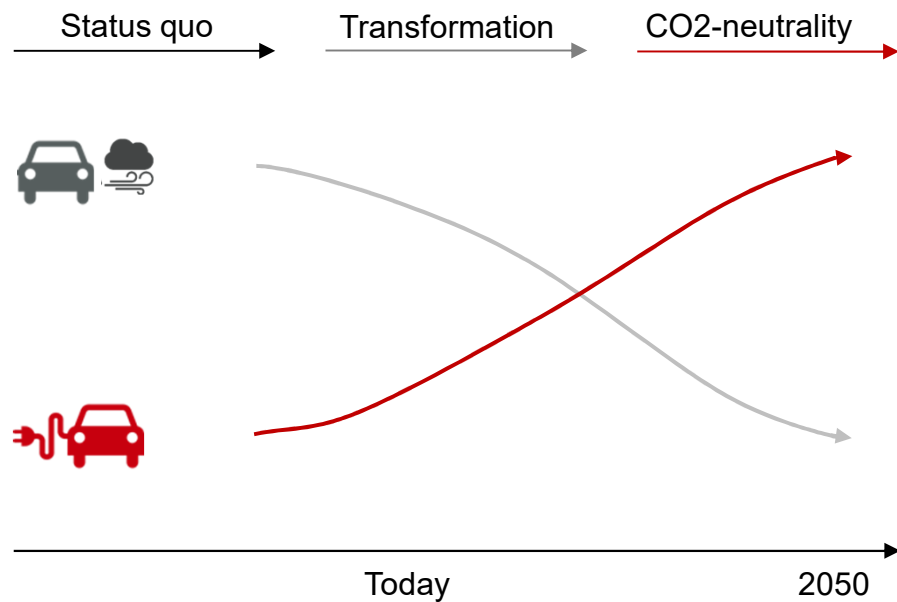


## Aumann benefits from megatrends

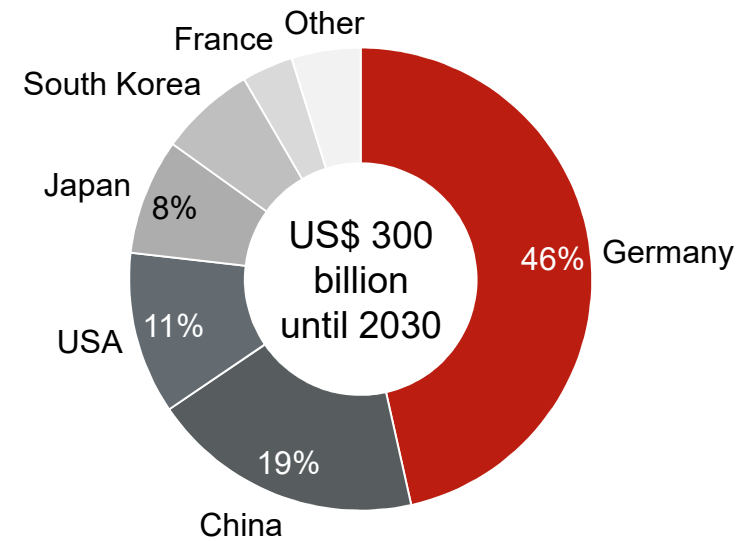


## Automotive industry in the middle of a transformation

Market share by drivetrain  
Schematic illustration

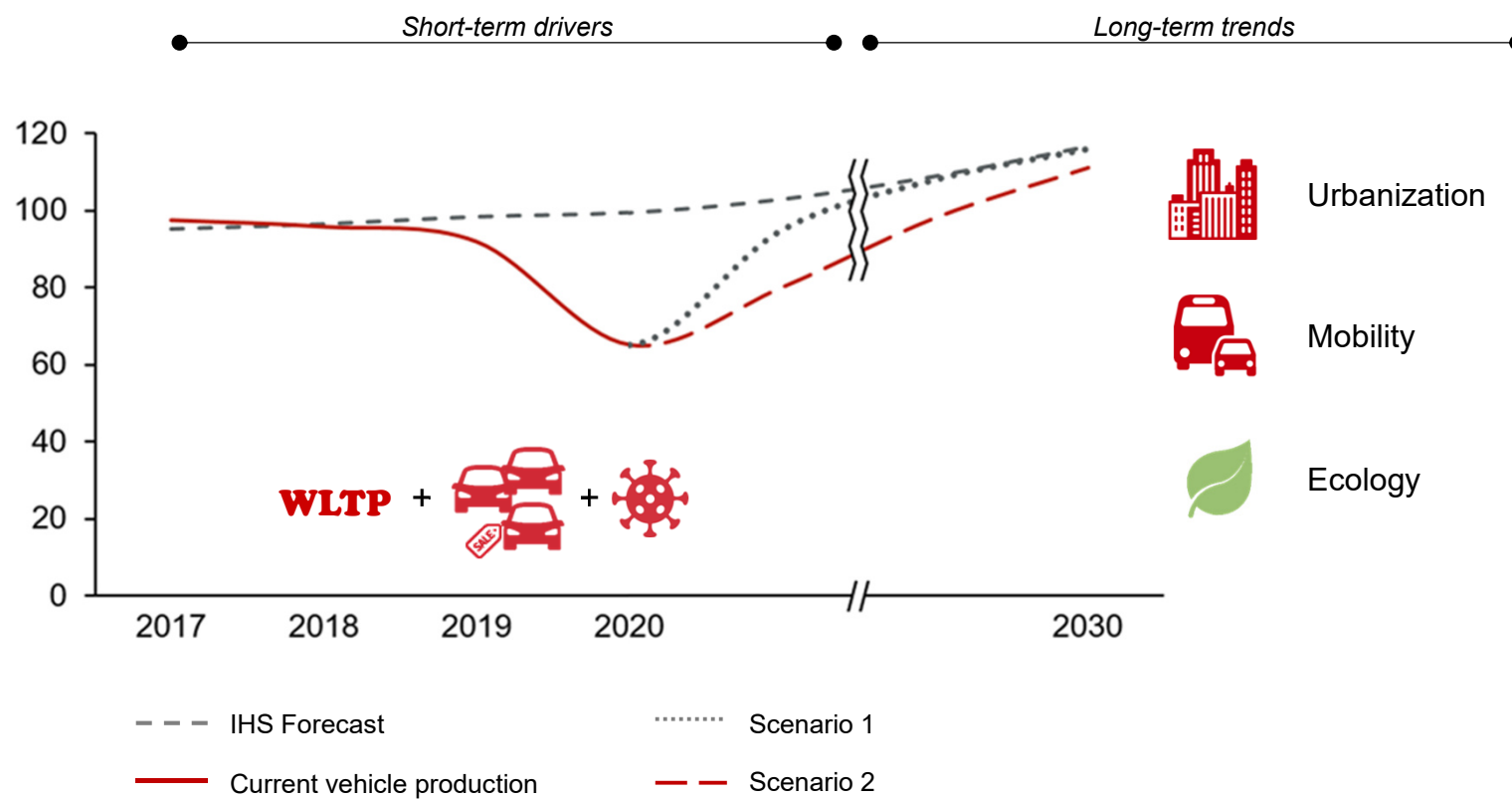


OEM CapEx plans in E-mobility  
in US\$ billion and in % by country of origin of OEM



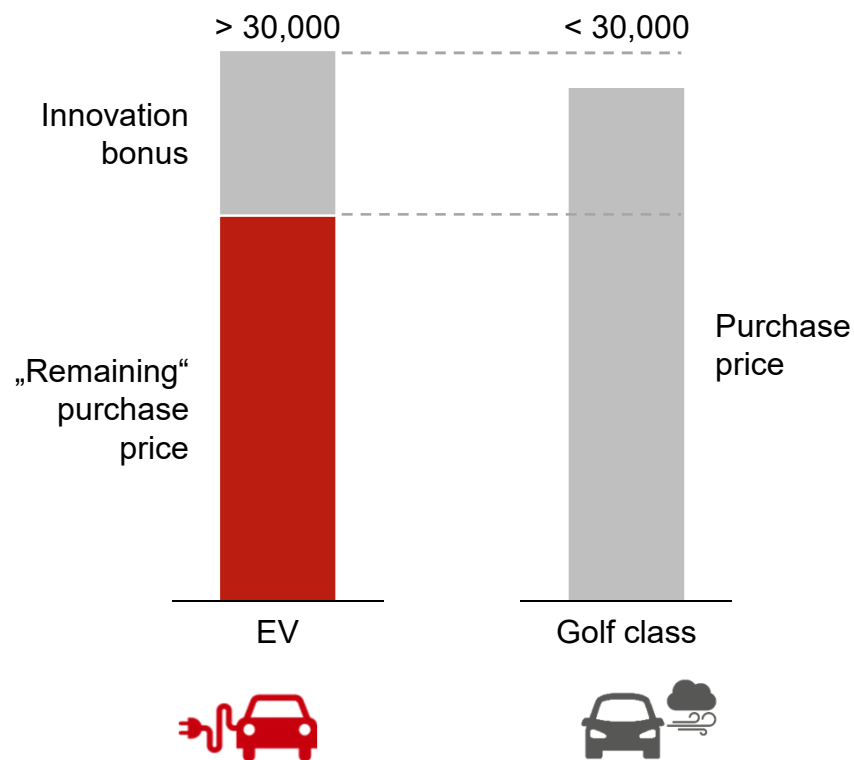
## Market recovery a question of time

Global vehicle production\*  
in million units







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

Comparison of acquisition costs in Germany  
in €



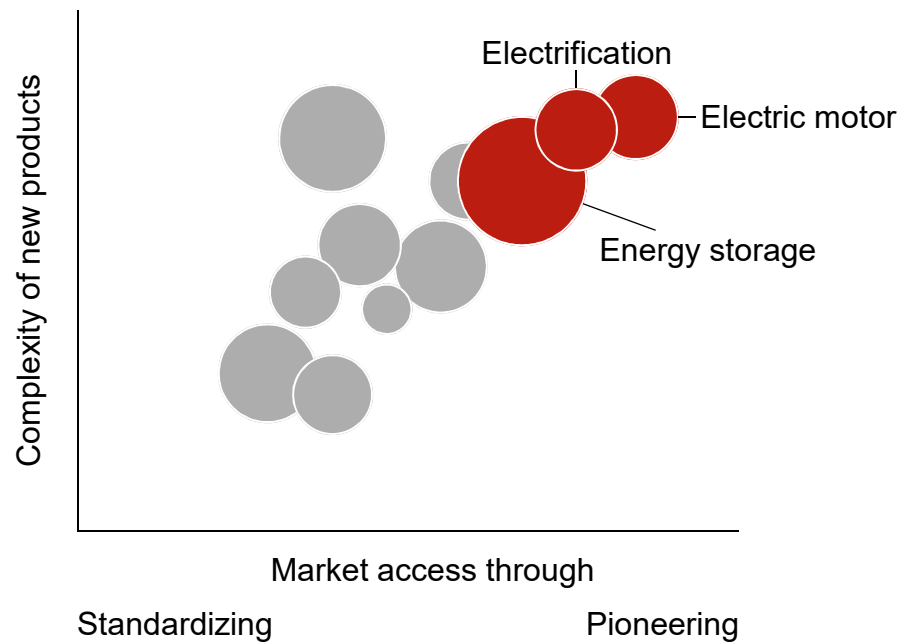
Selected vehicle premiums and tax benefits

	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 + 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**



5 locations in  
Europe, China, USA

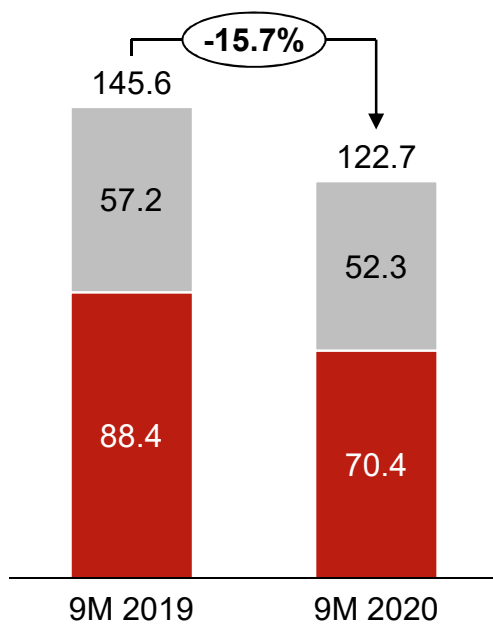
Experience with  
large order volumes

Highly skilled  
engineers

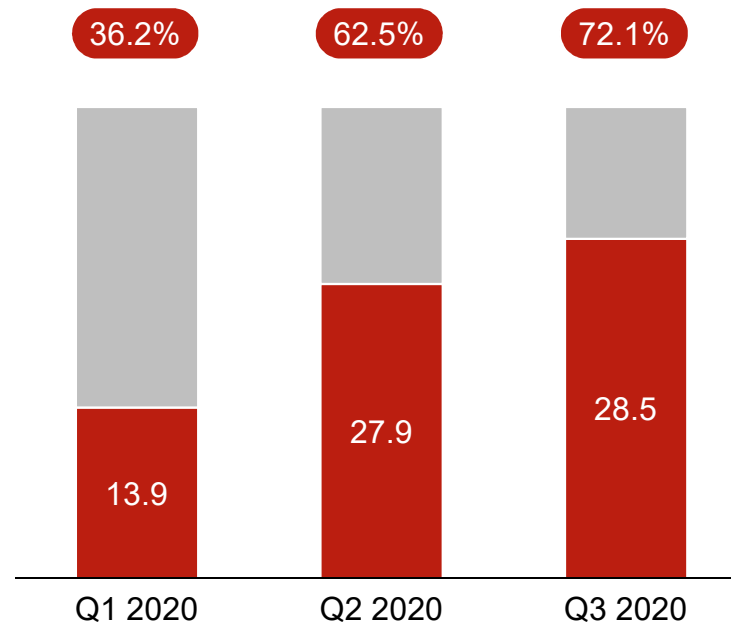
A global leader in highly automated production lines for E-mobility

## E-mobility order intake improves versus Q1 and Q2 2020

Order intake  
in € million



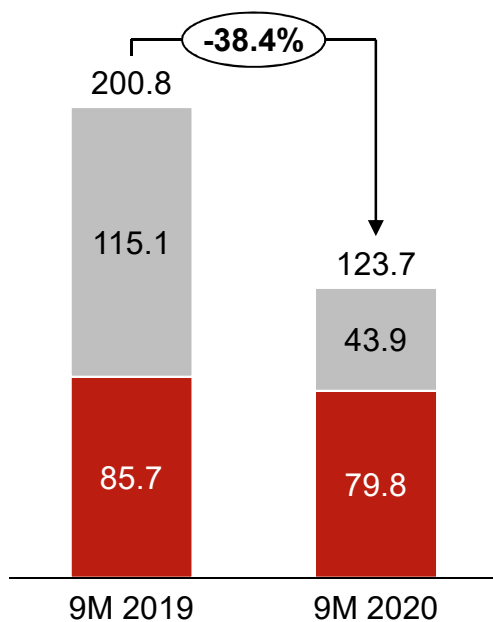
Order intake E-mobility  
in € million and in % of total order intake



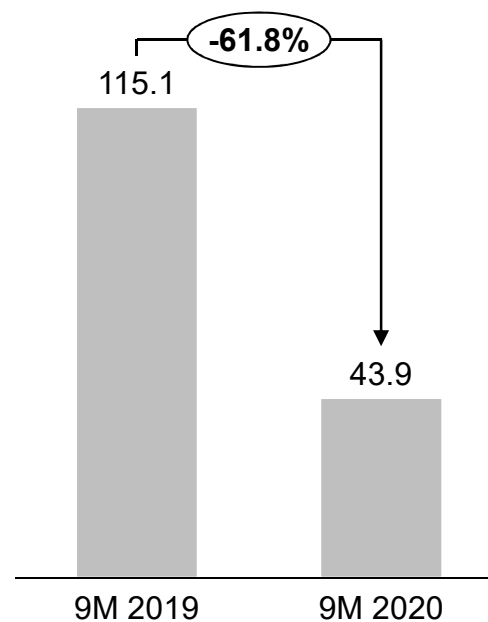
Classic E-mobility

## Ongoing crisis puts pressure on Classic and moderate weakness on E-mobility

Revenue  
in € million



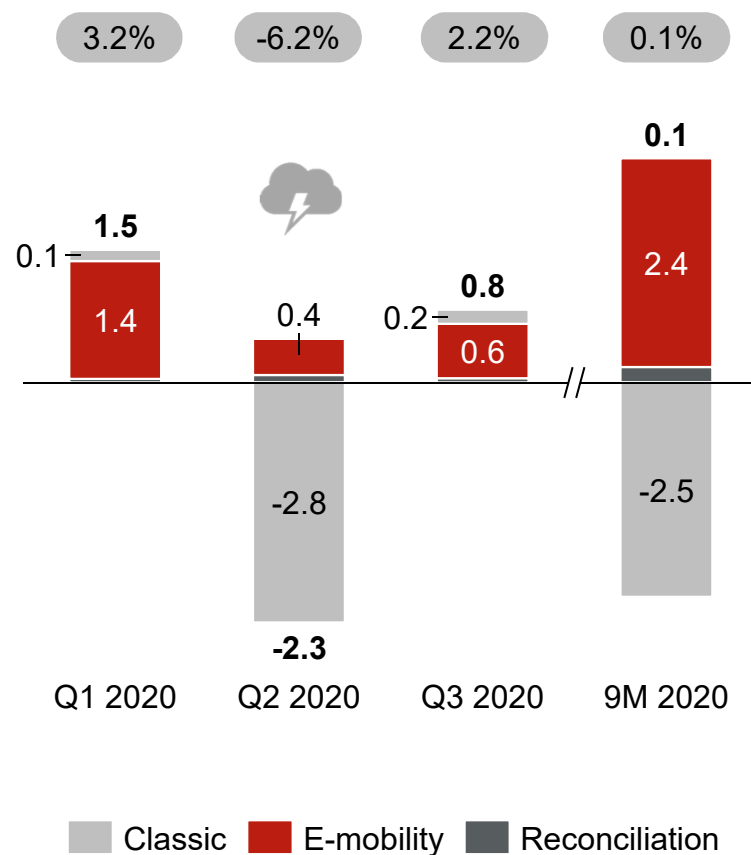
Revenue Classic  
in € million



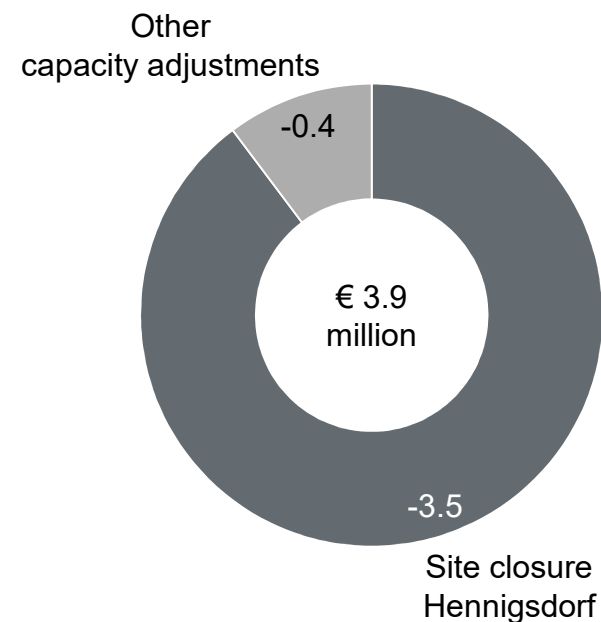
■ Classic ■ E-mobility

## Aumann returns to positive adj. EBITDA in Q3 2020

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

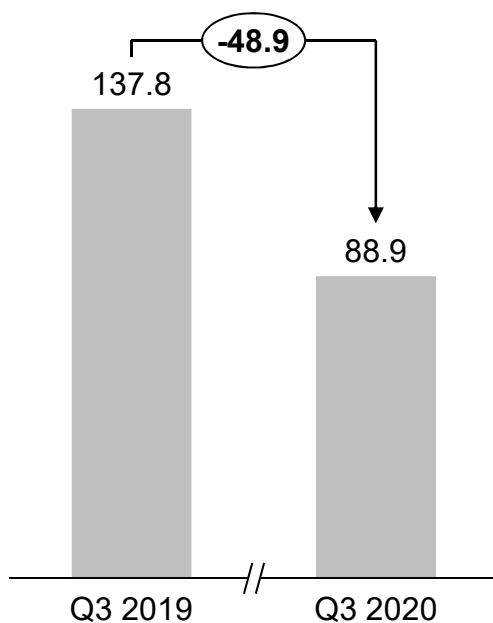


One-of adjustment expenses  
in € million

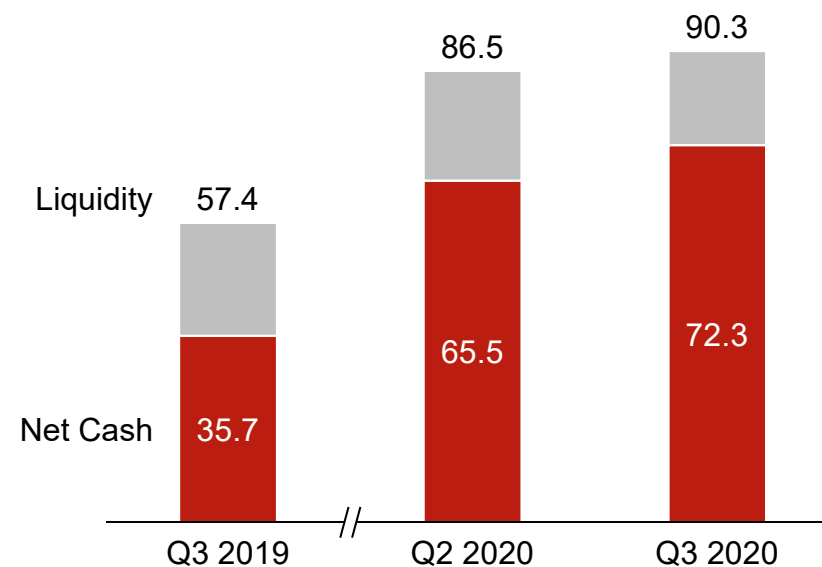


## Aumann improves trade working capital and liquidity in demanding environment

Trade working capital  
in € million



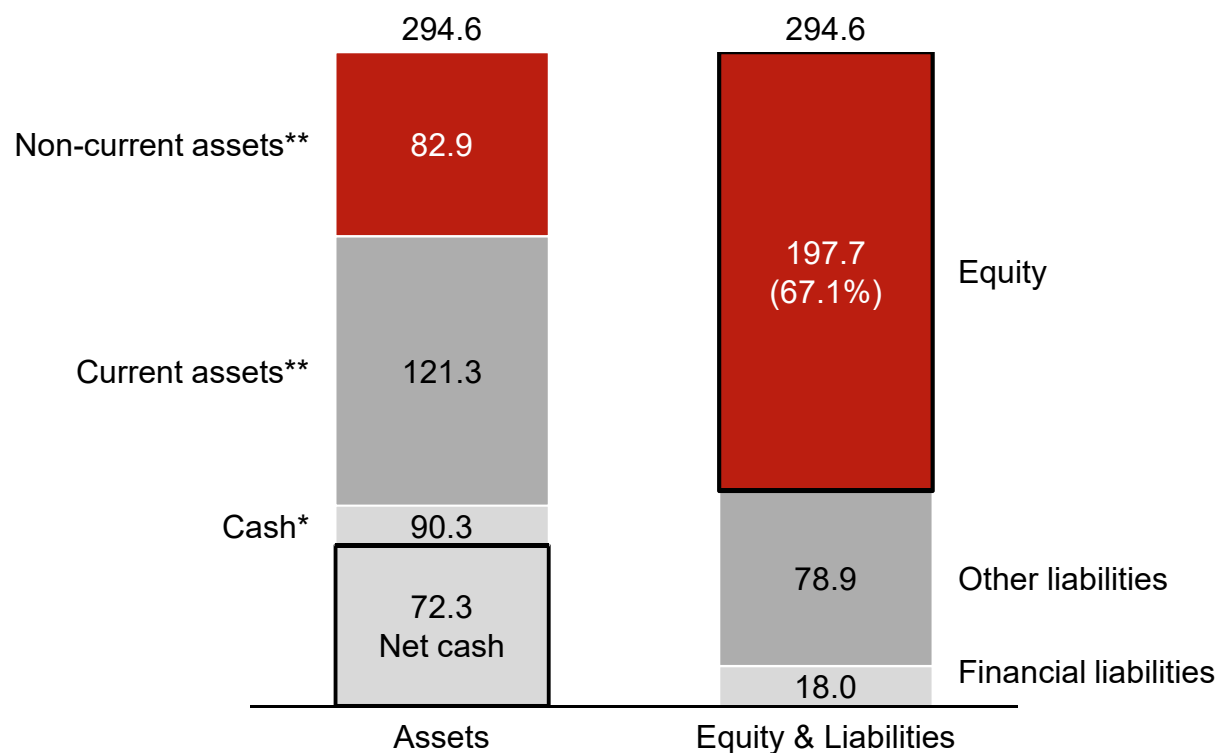
Liquidity and net cash  
in € million



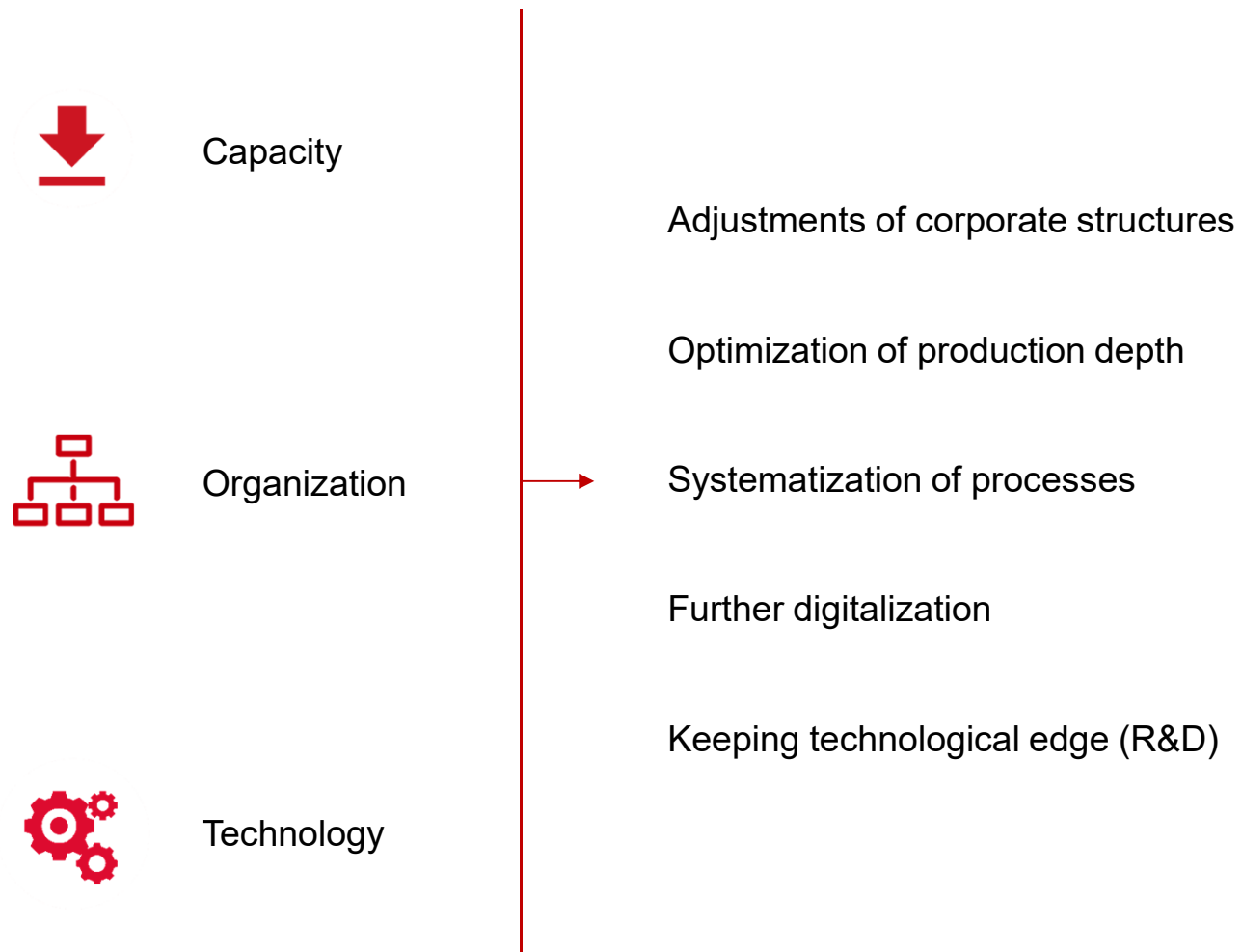


## Balance sheet continues to be solid

Balance sheet 30 September 2020  
in € million

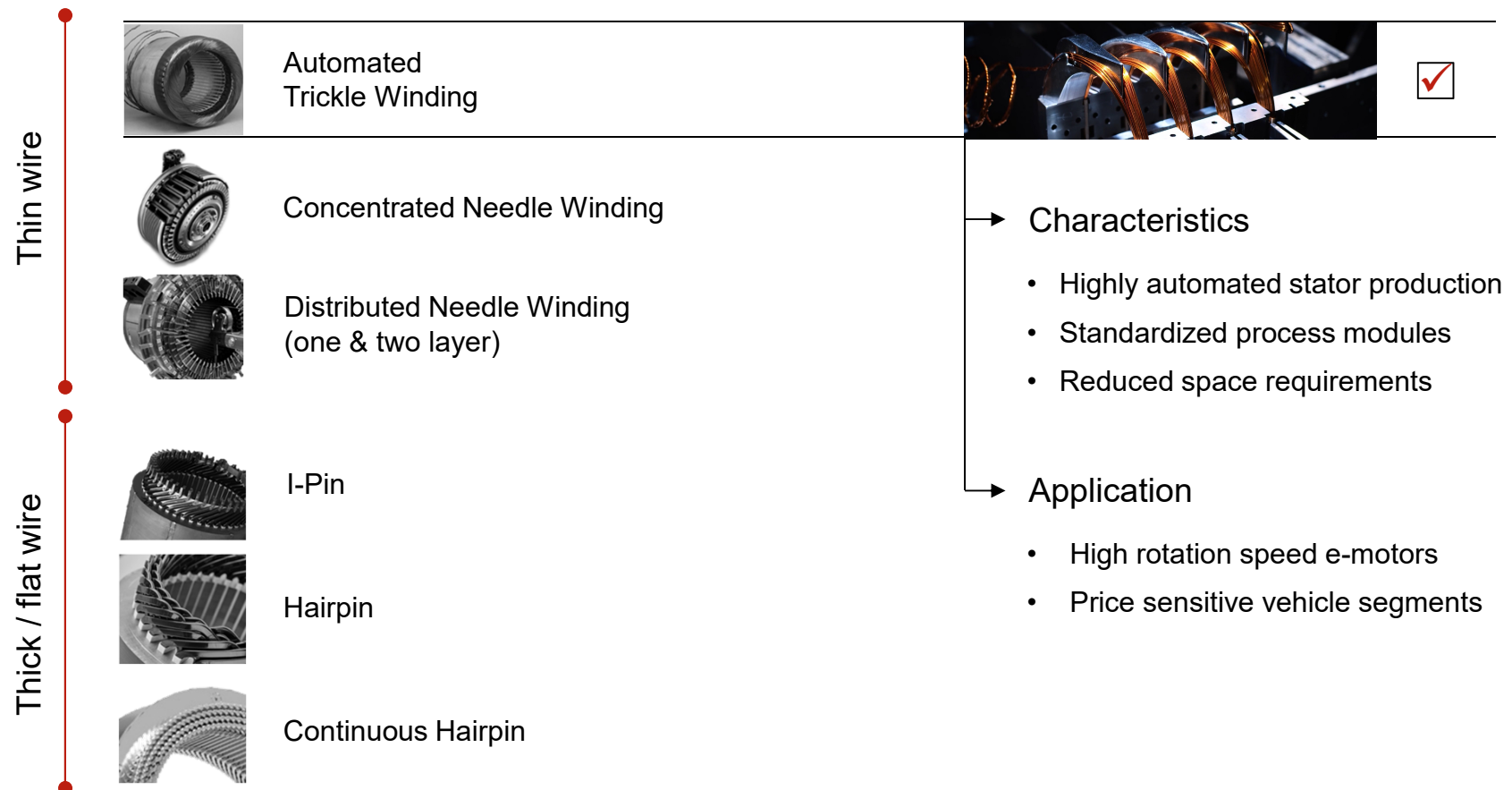


## Aumann actively addresses automotive crisis and COVID-19 pandemic



## 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



Asset-light business model ... Low Capex requirements 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



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