



Annual General Meeting Aumann AG

20 June 2018

Aumann is the automation specialist for e-mobility solutions

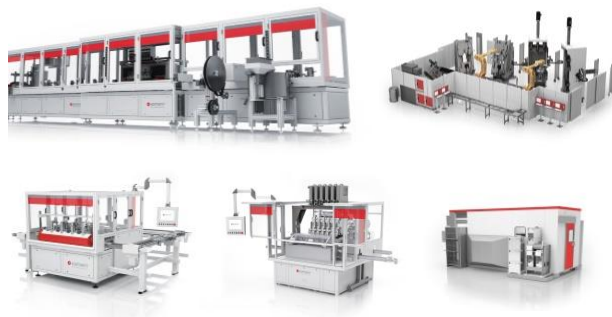
E-mobility focus



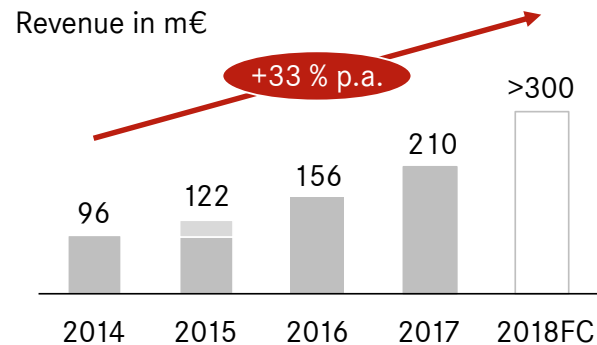
High customer trust



Production solutions



Dynamic growth

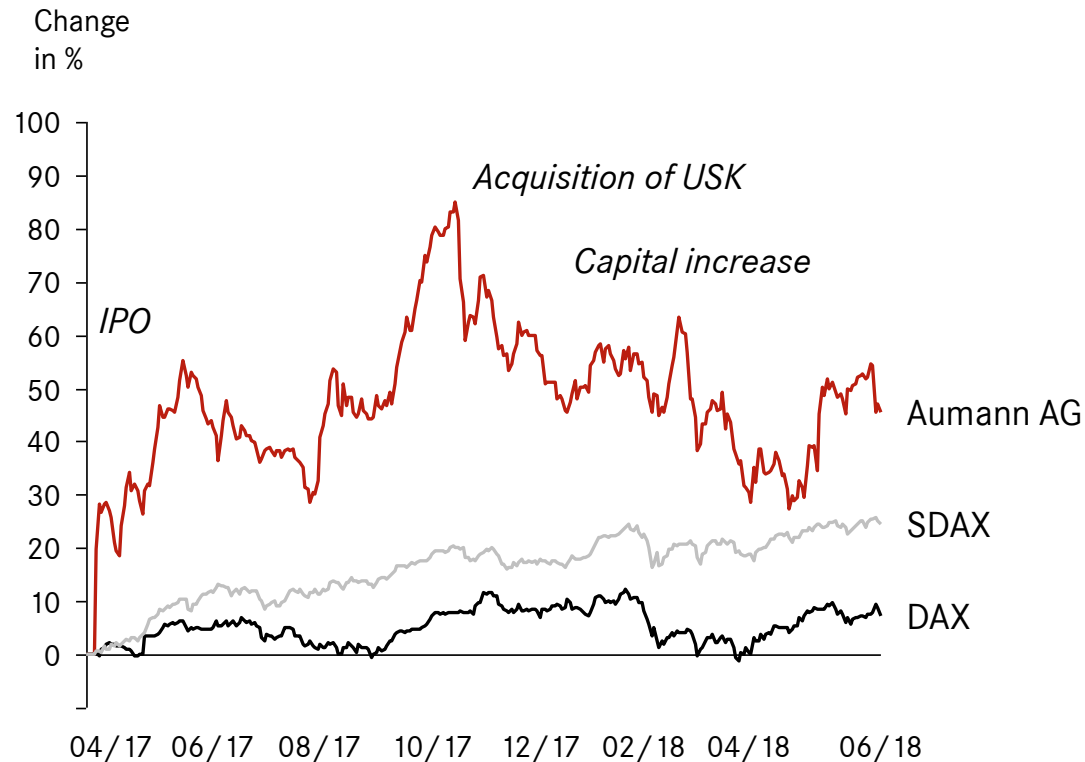


2017 was a giant step for Aumann



- 
31/12/2017
 Record result 2017
- 
05/12/2017
 Capital increase
- 
18/10/2017
 Acquisition of USK
- 
02/09/2017
 New production halls Beelen
- 
24/03/2017
 IPO

Successful IPO paves the way for growth



Target price	€
Lampe	100.00
H&A	93.00
Berenberg	70.00
Citi	66.20
Metzler	55.00
Average	76.84

Acquisition of USK is a major milestone

Why USK?



Engineering & delivery capacity

€70 million revenue

More than 370 employees



Automotive experience

OEMs / Tier-1s

Automator



Technology

Build-to-print competency

Sensors and fuel cells

Where Aumann and USK stand today?

Capacity balancing between sites

First orders shifted to USK in 2018

Exchange of technological competencies



E-mobility growth at USK

First traction motor order in Q1

High interest in USK fuel cell technology



Ongoing integration and expansion

Step-wise integration of processes and IT

New plans for expansion at USK site



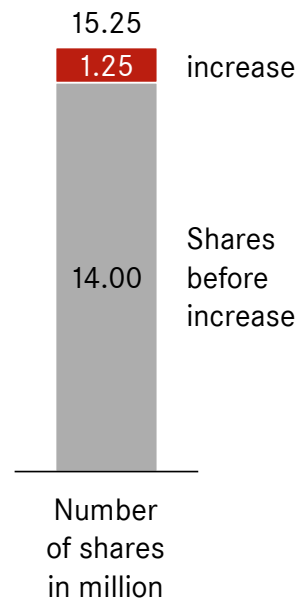
Capital increase creates potential for further growth

Capital increase at 05 December 2017

New shares
1.25 million

Price per share
€64.00

Gross proceeds
€80.0 million

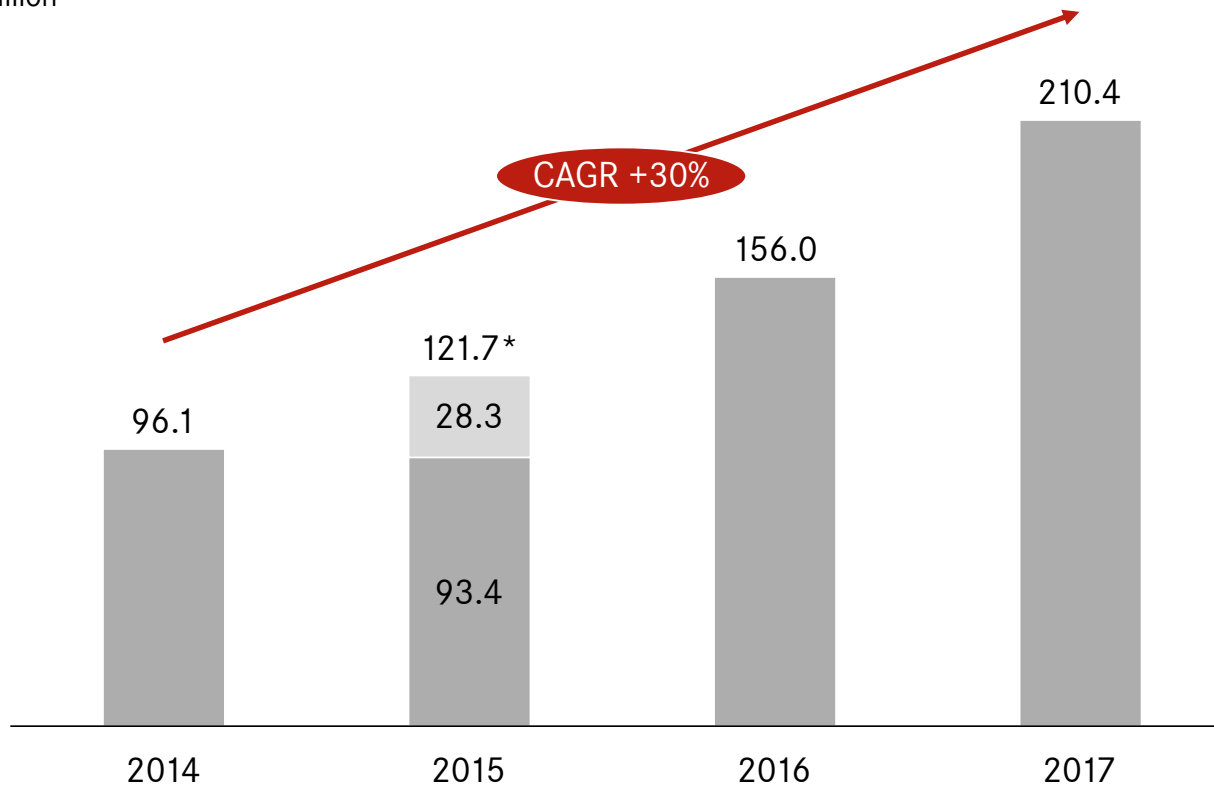


Result of capital increase

- 1 **Strong balance sheet**
for signalling towards customers
- 2 **Additional financial resources**
for organic growth
- 3 **More flexibility**
for future acquisitions

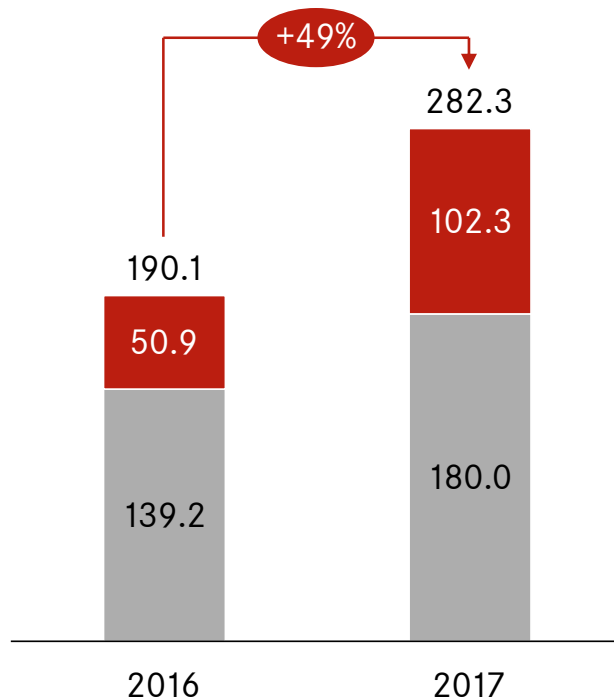
Dynamic sales development continues

Revenue
in € million

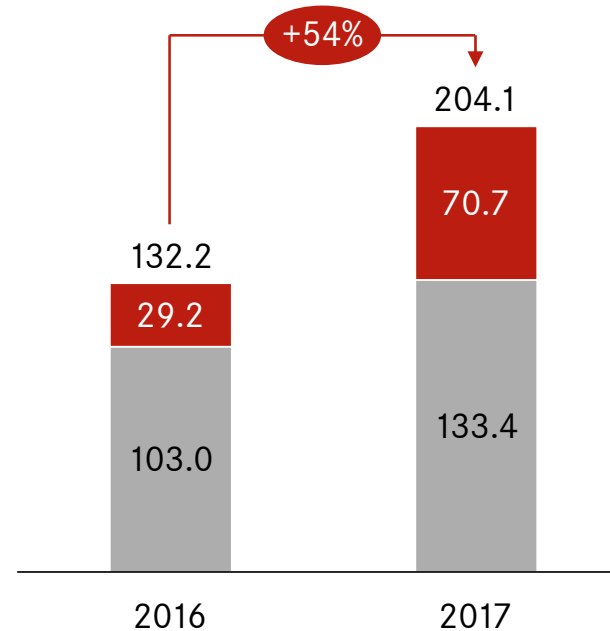


Significant increase in order intake and order backlog

Order intake
in € million



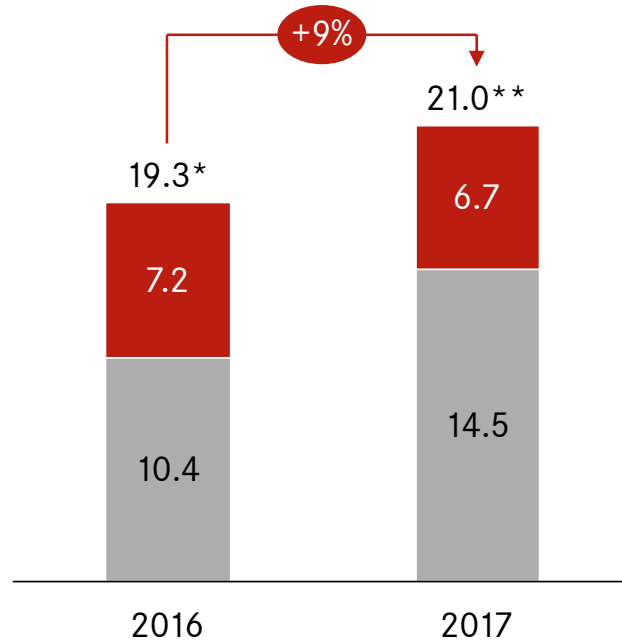
Order backlog
in € million



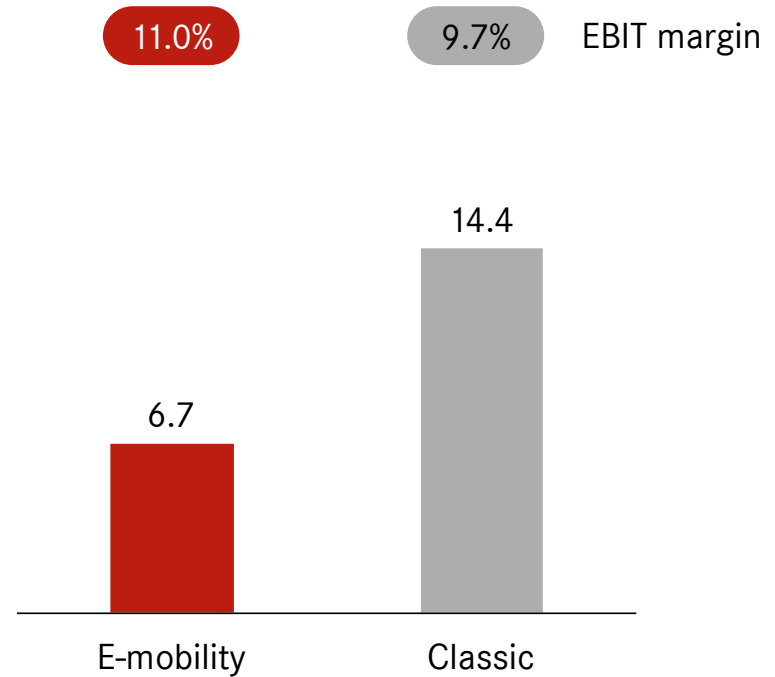
■ E-mobility ■ Classic

EBIT has also improved

Adj. EBIT
in € million



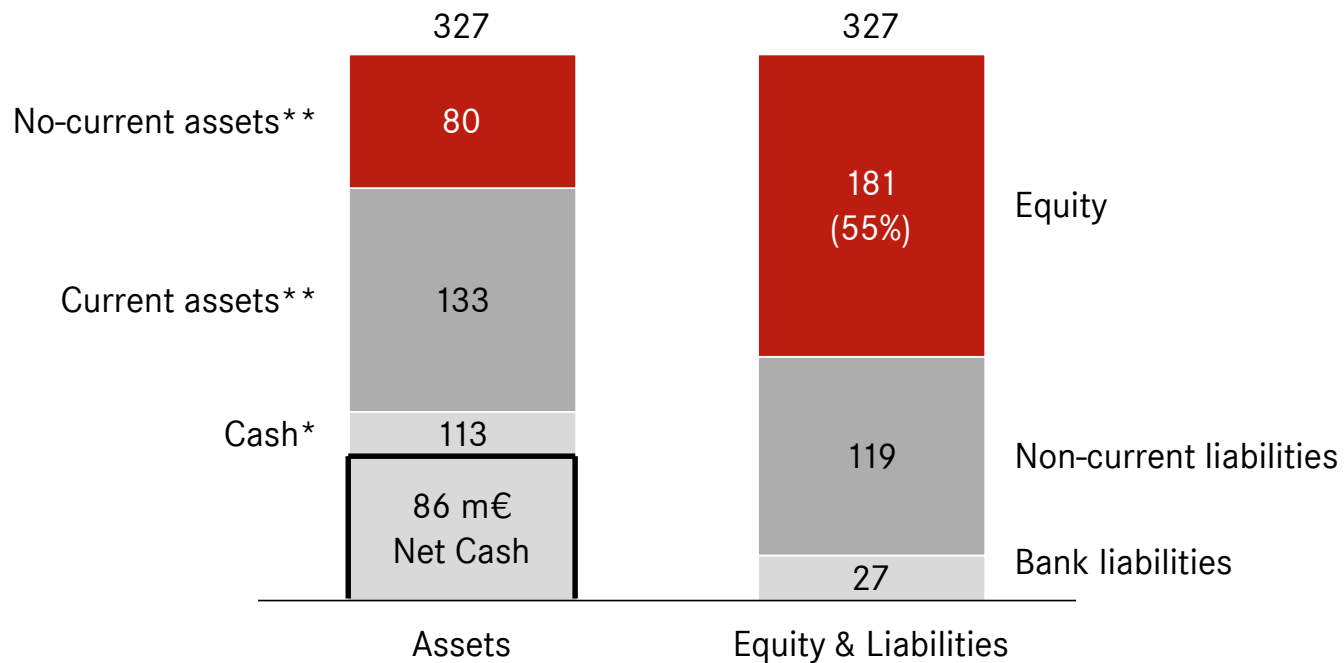
Segment EBIT 2017
in € million



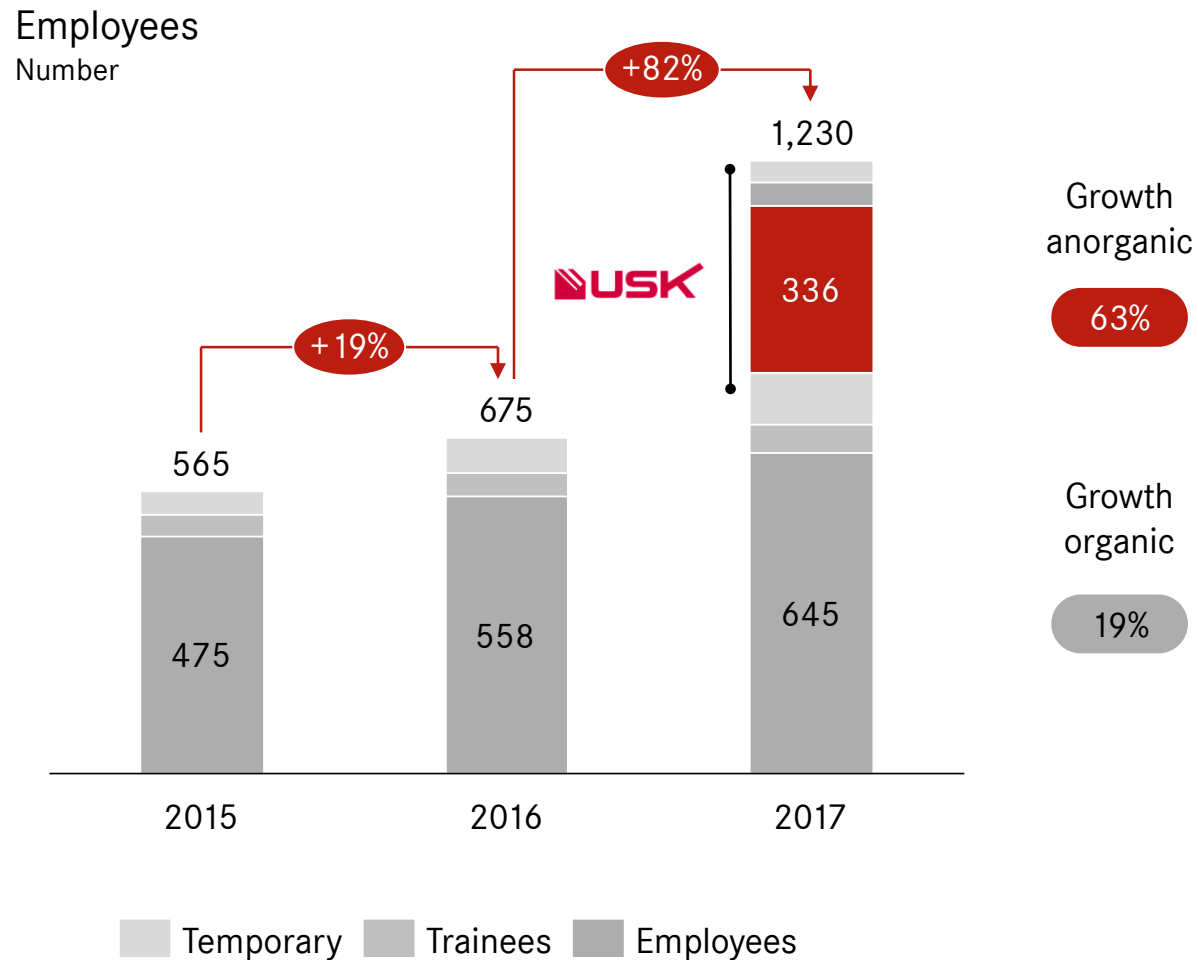
■ E-mobility ■ Classic

Strong balance sheet with 55% equity ratio

Balance sheet 31 December 2017
in € million

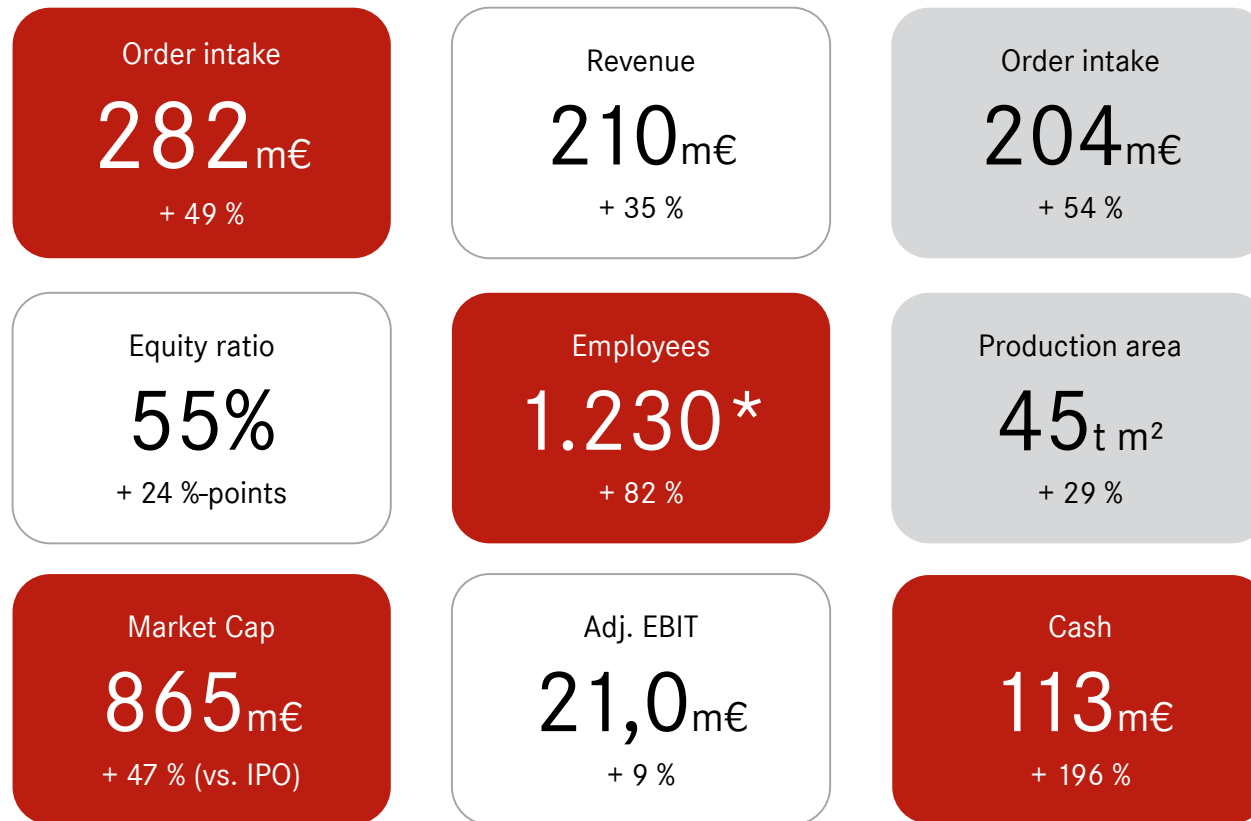


Workforce expansion is an important prerequisite for growth



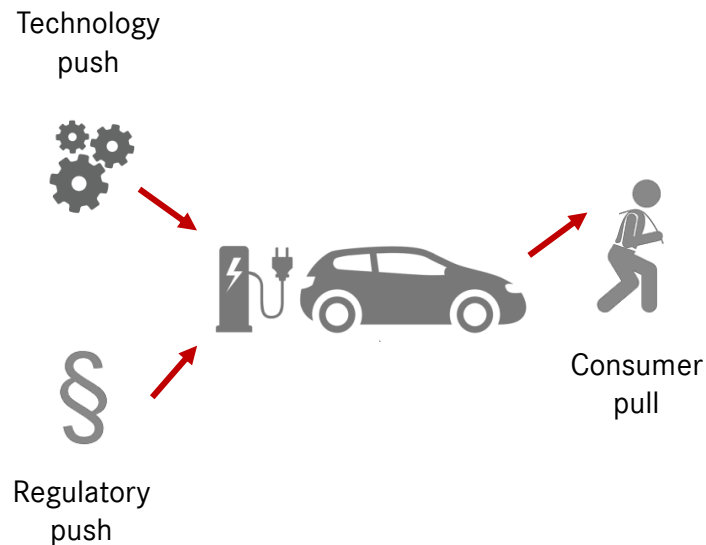
2017 – a year marked by records

Figures compared to previous year



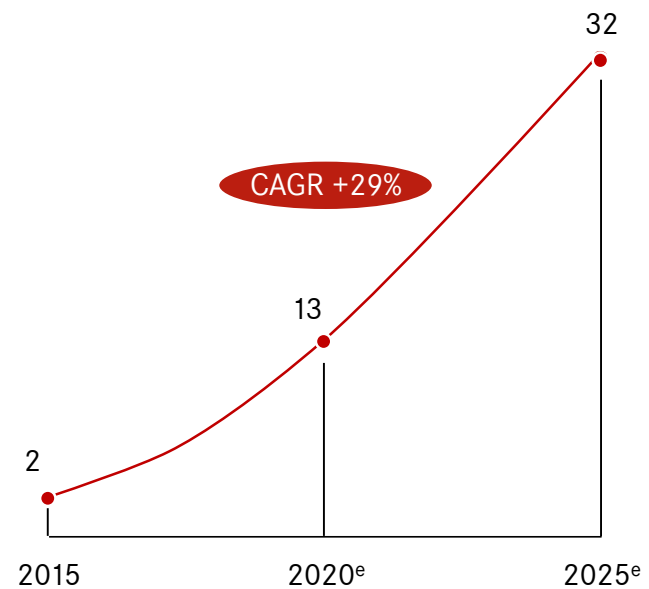
E-mobility revolution is underway

Three factors put electric vehicles on the road



Electric vehicles*

Global production in million vehicles per year



OEMs announce ambitious electrification targets



25 electrified and **12 all-electric models** by 2025



All car models to be electric or hybrid from 2019



All car models electrified by 2022



80 electric models by 2025 and **€34 billion** capex



50% of all car sales electrified by 2023



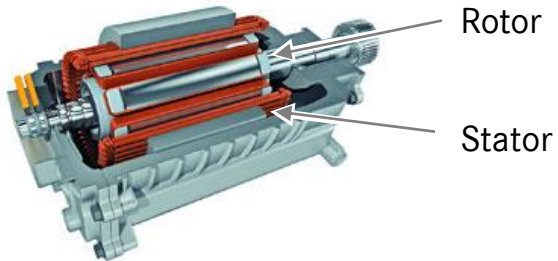
All model electrified by 2020



At least **20 all-electric models** by 2023

Aumann is focused on electric drivetrains

Electric motor



Winding of stator and/or rotor

Energy storage



Assembly of modules, packs, fuel cells

Electric drivetrain



Automated solutions for efficient motor production

Thin wire

Conventional Insert-in



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

 **aumann**
exclusive

Thick/flat wire

Conventional Hairpin



Assembly

High automation
Many welding points
Larger copper heads

 **aumann**

Continuous Hairpin

Winding / Assembly

High automation
No welding points
Smaller copper heads

 **aumann**
exclusive

Aumann has a unique market position

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 size

> 300m

> €300 million revenue 2018FC

6 locations in Europe, China, USA

Experience with large order volumes

Global leadership in highly automated production lines for E-mobility

Long-term partnerships with blue-chip customers

Customer relationships cumulative orders last 25 years



> € 460m
since 1990



> € 400m
since 1990



> € 250m
since 1999



€ 200-250m
since 1986



€ 75-100m
since 1985

Selection of customers



Rolls-Royce



BOSCH



MAHLE



BENTELER

ebmpapst

GETRAG



BorgWarner

Nidec

RAPA



Miele

Valeo

KIRCHHOFF
AUTOMOTIVE

VOLTABOX



schlaeger

wilo

VORWERK

Haier

KALDEWEI

BOEING



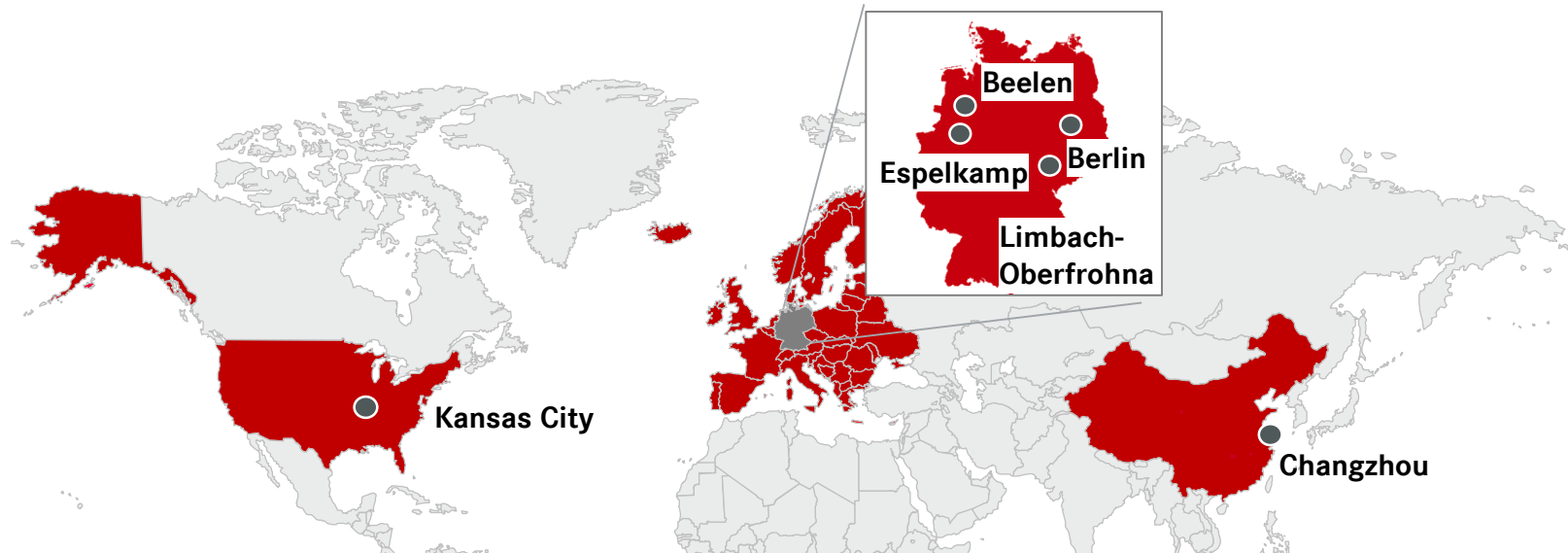
AIRBUS

SIEMENS

SENVION



Regional focus on Europe, China and USA



Espelkamp

5.800 m²
production

1.000 m²
office



Beelen

23.800 m²
production

6.000 m²
office



Berlin

1.600 m²
production

1.000 m²
office



Limbach-Oberfrohna

10.000 m²
production

5.000 m²
office



Changzhou

3.800 m²
production

1.000 m²
office

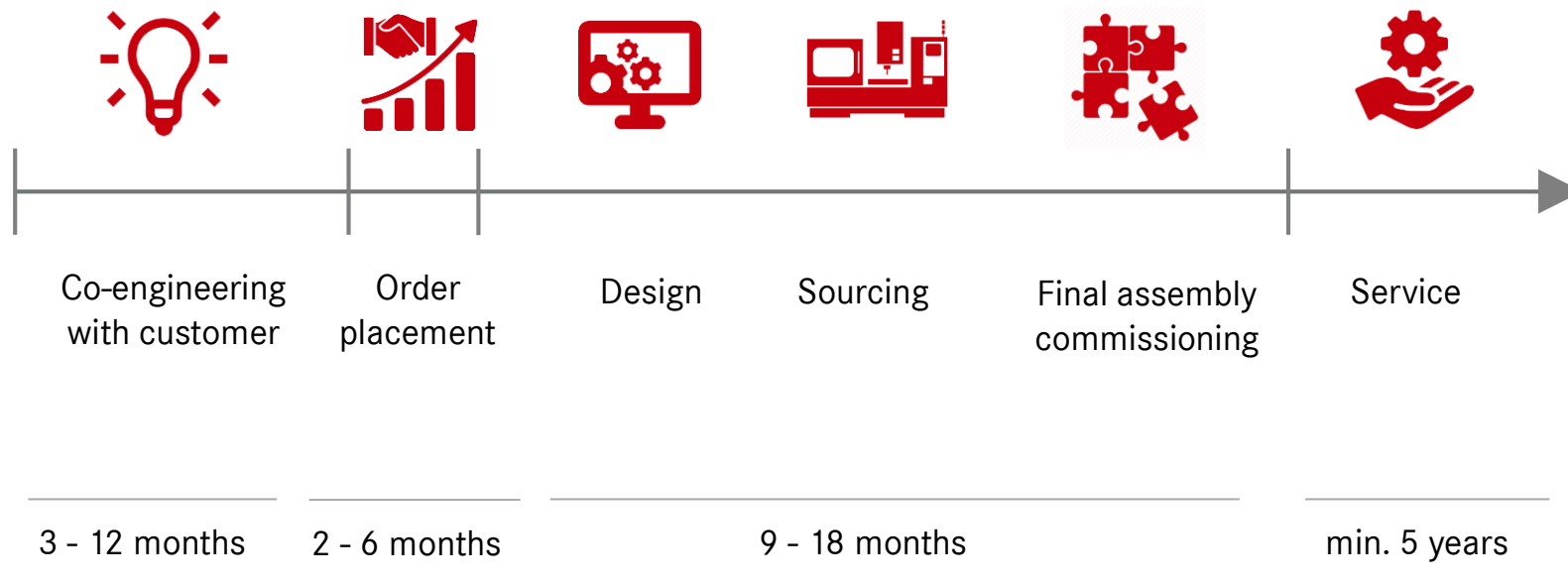


Kansas City

sales & service

Early customer lock-in through co-engineering

Schematic value chain



Close cooperation with customers in technical center

Optimisation of product and production process design together with customer



Machine modules in R&D center



Qualified employees are Aumann's key to success

Attracting talents



Successful training



Retaining the best



Attractiveness of e-mobility

First-class vocational training

Rewarding performance

Internal headhunters

Training center

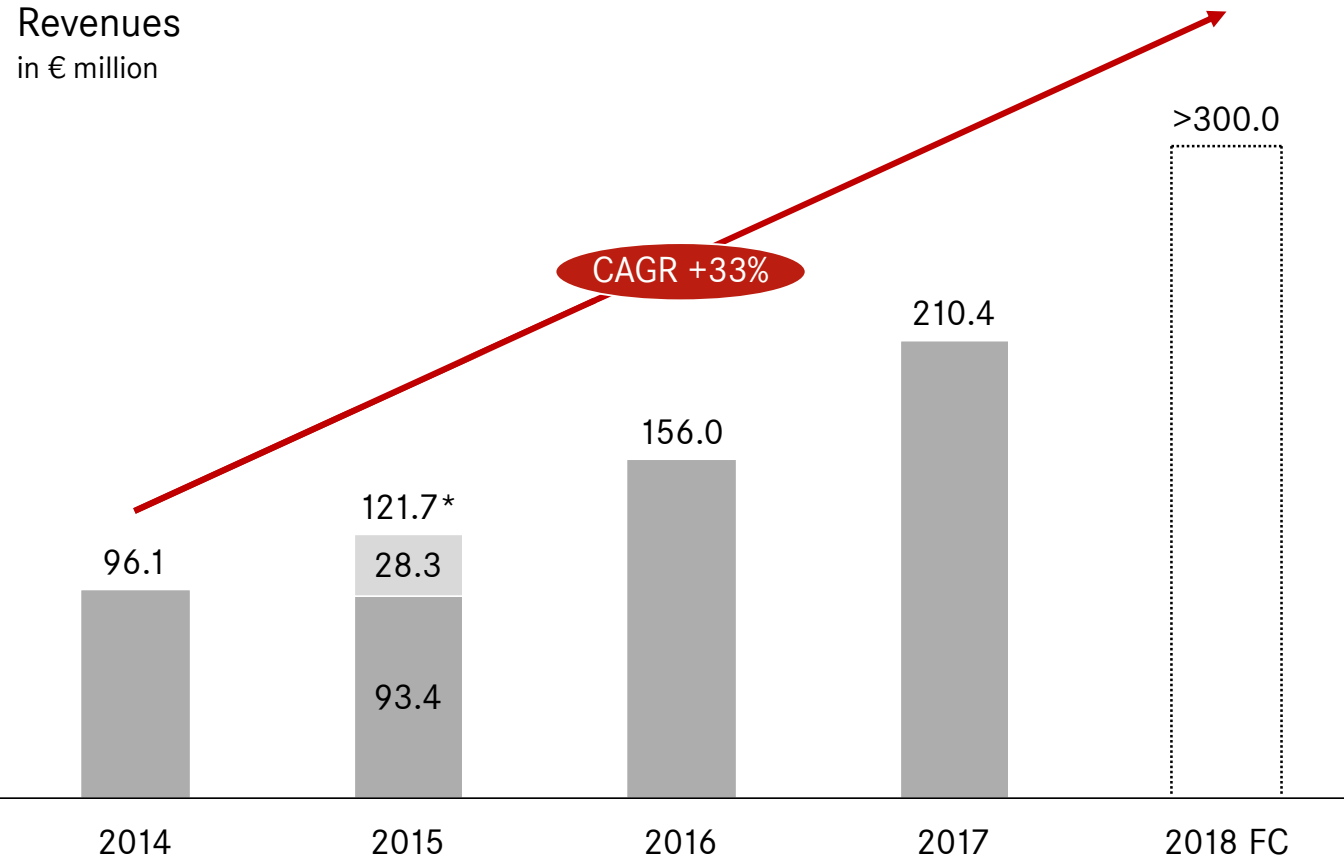
Attractive working time models

Regional cooperations and employee exchanges

Strong relations with universities

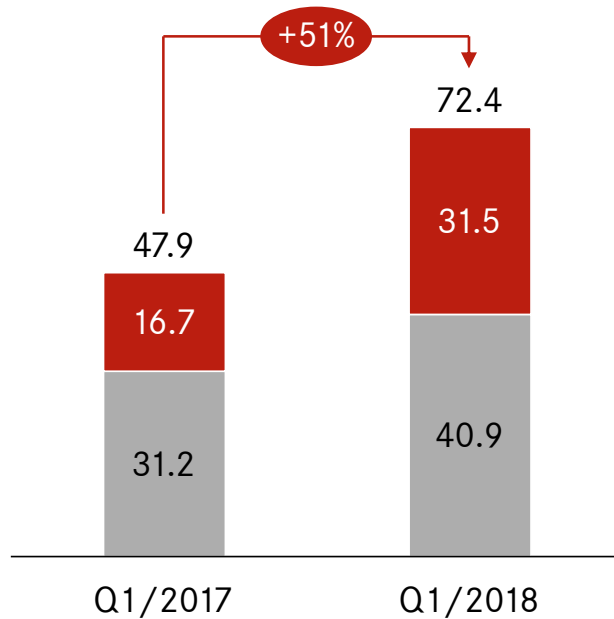
International career opportunities

Growth course to be continued in 2018

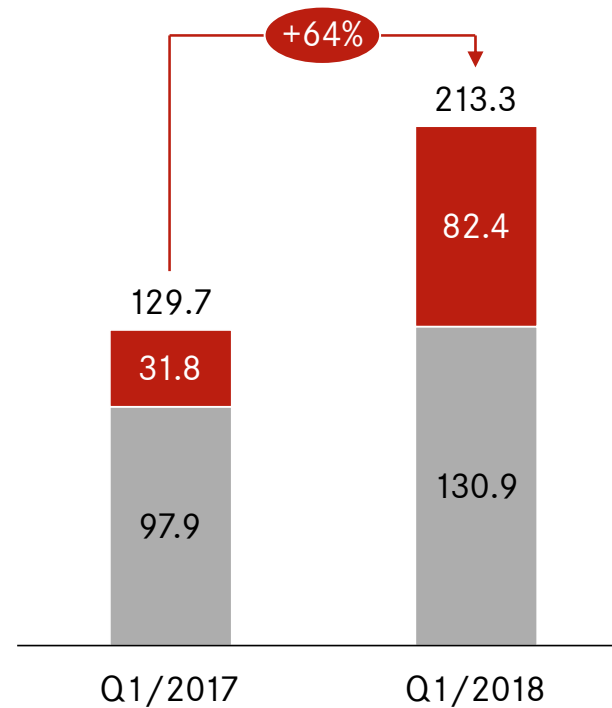


Successful start in Q1 2018

Order intake
in € million



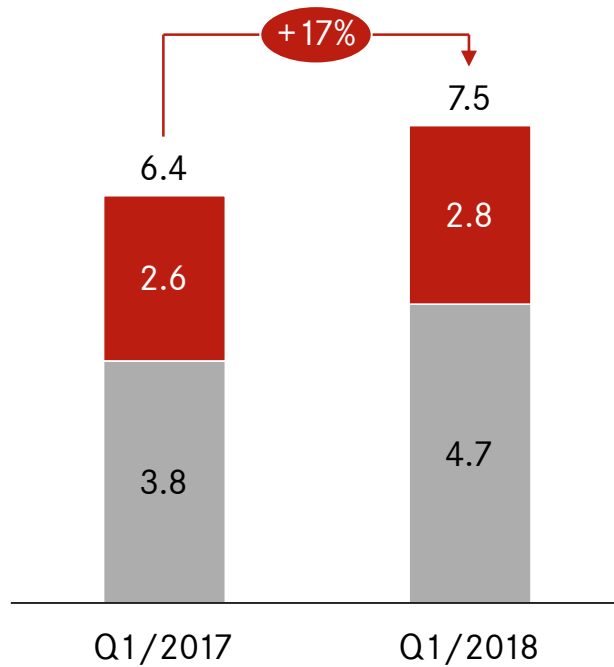
Order backlog
in € million



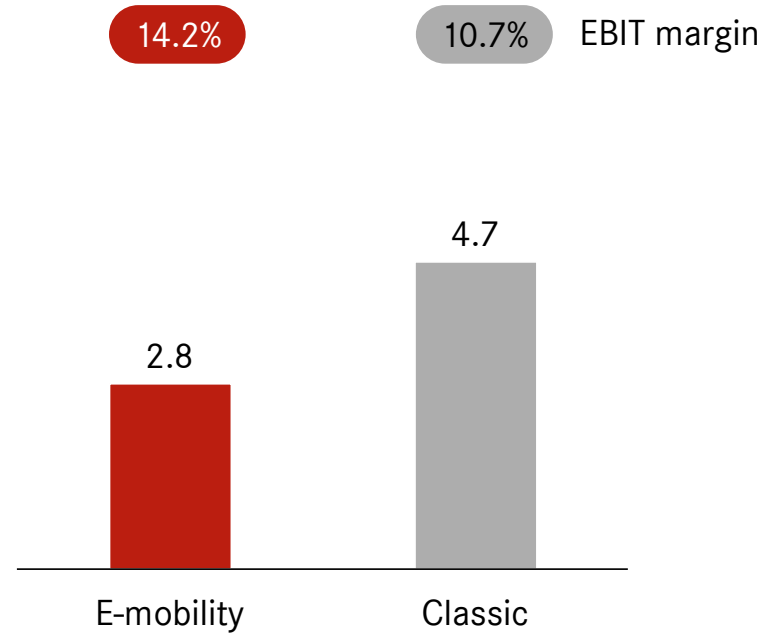
■ E-mobility ■ Classic

Increased profitability

Adj. EBIT
in € million



Segment EBIT Q1 2018
in € million



■ E-mobility ■ Classic

Aumann highlights

- 1 **Strong growth** due to **E-mobility revolution** in the automotive industry
- 2 Exclusive **winding technologies** in combination with deep **automation know-how**
- 3 Decades of **automotive experience** and trusted **relationships with OEMs**
- 4 **Profitable** and **asset-light growth** with good visibility
- 5 Clear **expansion strategy** with possibility of add-on acquisitions

Clear strategy for Aumann's future



Capacity
ramp-up



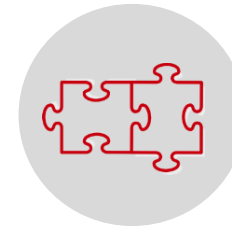
Global
expansion



Service share
increase



Technological
leadership



Strategic
M&A

Financial calendar

MainFirst Corporate Conference Copenhagen	22 March 2018
Quarterly Report Q1/2018	14 May 2018
Commerzbank Conference (NYC and Boston, USA)	16 May 2018
Hauck & Aufhäuser Stock Picker Summit (St. Tropez, France)	17 May 2018
Berenberg USA Conference (Tarrytown, NY, USA)	23 May 2018
Annual General Assembly	20 June 2018
Half-Year Financial Report 2018	16 August 2018
Berenberg/GS Corporate Conference (Munich, Germany)	25 September 2018
Quarterly Report Q3/2018	16 November 2018
Deutsches Eigenkapitalforum (Frankfurt, Germany)	26 November 2018
Berenberg European Conference (Pennyhill, UK)	4 December 2018
End of fiscal year	31 December 2018



No matter who will prevail in the E-mobility
revolution, they will need Aumann's machines
for **electric drivetrain manufacturing**

www.aumann-ag.com