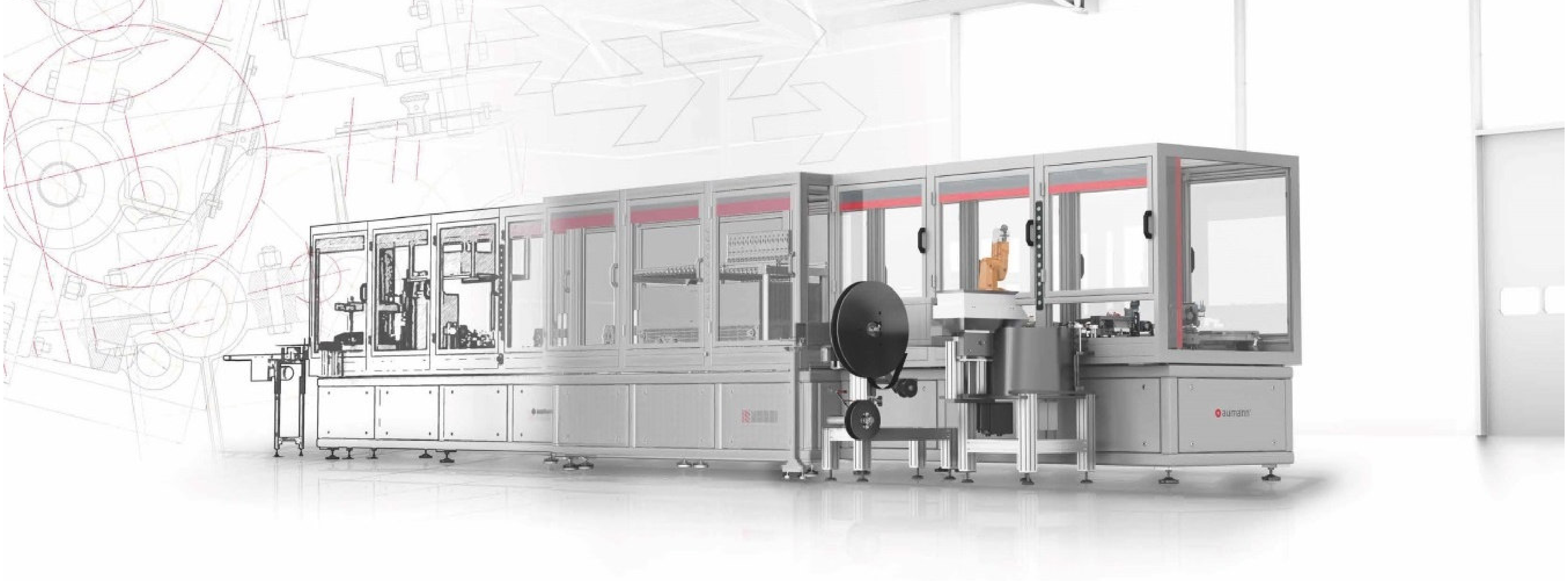
Aumann AG

Ordentliche Hauptversammlung

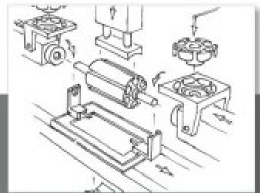
06. Juni 2019

Von der Vision zum Produkt

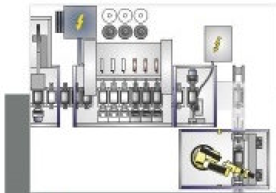


Automatisierungslösungen für komplexe Anwendungsfälle

1 | Kundenanforderung



2 | Unsere Idee



3 | Das Konzept

4 | Das Design

5 | Die Produktionslösung

6 | Ihre Serienproduktion

Aumann ist Automatisierungsspezialist …

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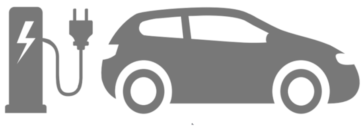
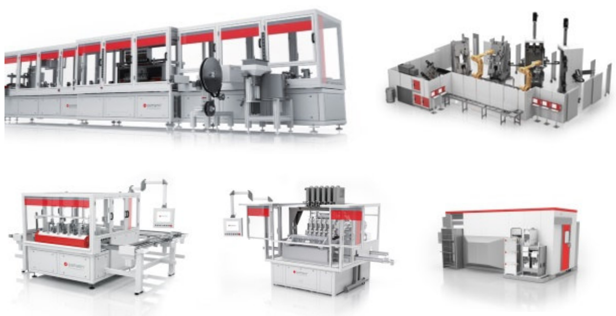
E-mobility Fokus



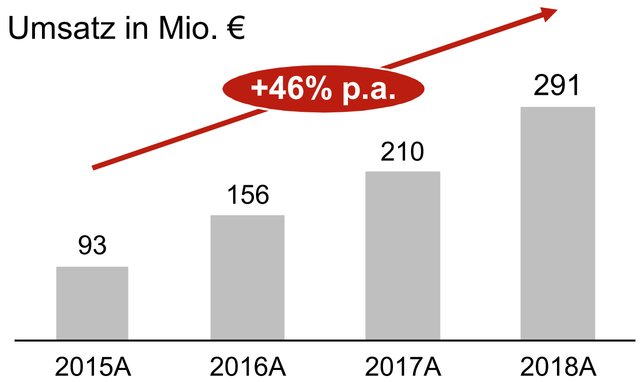
~40% E-mobility Umsatzanteil*

Hohes Kundenvertrauen

Produktionslösungen

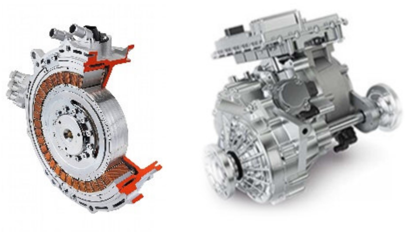
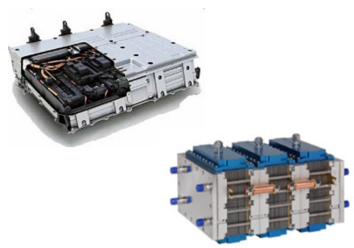


Dynamisches Wachstum

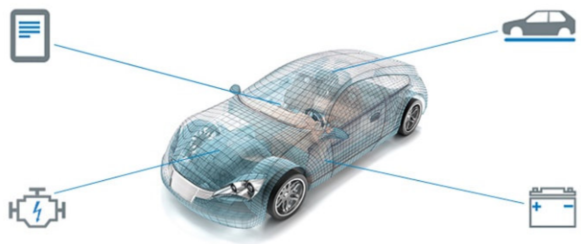


* Stand: 31.03.2019

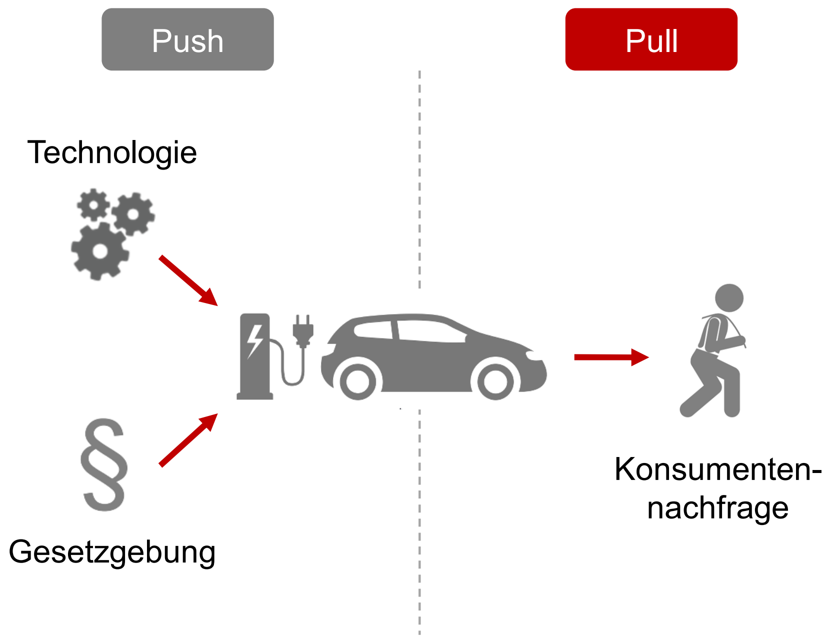
… für vielfältige E-mobility Produktionslösungen

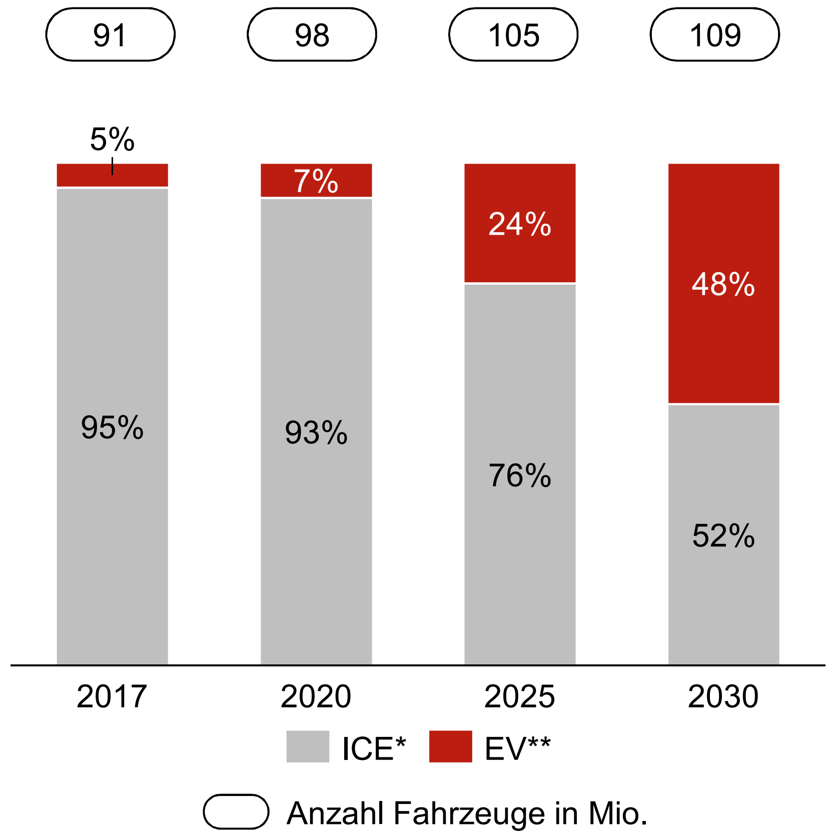
Elektrischer Antriebsstrang	Energiespeicher und -umwandler	Elektrifizierung und Sensorik
		
Wicklung / Montage von Stator, Rotor und E-Modul	Montage von Modulen, Packs und Brennstoffzellen	Wicklung / Montage von E-Hilfsmotoren und Spulen

E-mobility



Vielversprechende Perspektiven





Quelle: IHS; *ICE = Internal Combustion Engine; **EV = BEV, PHEV, MHEV und HEV

Highlights seit Börsengang

Dynamische Umsatzentwicklung	+135 Mio. €
Überdurchschnittliche EBIT-Margen	10,2% März 2019 (adj.)
Stark wachsender E-mobility Ergebnisanteil	51,4% März 2019
Zielgerichtete Technologie- und Kapazitätserweiterung	+543 Mitarbeiter

Vergleichszeitraum: 2016-2018

Aktienkursentwicklung und operativer Geschäftsverlauf

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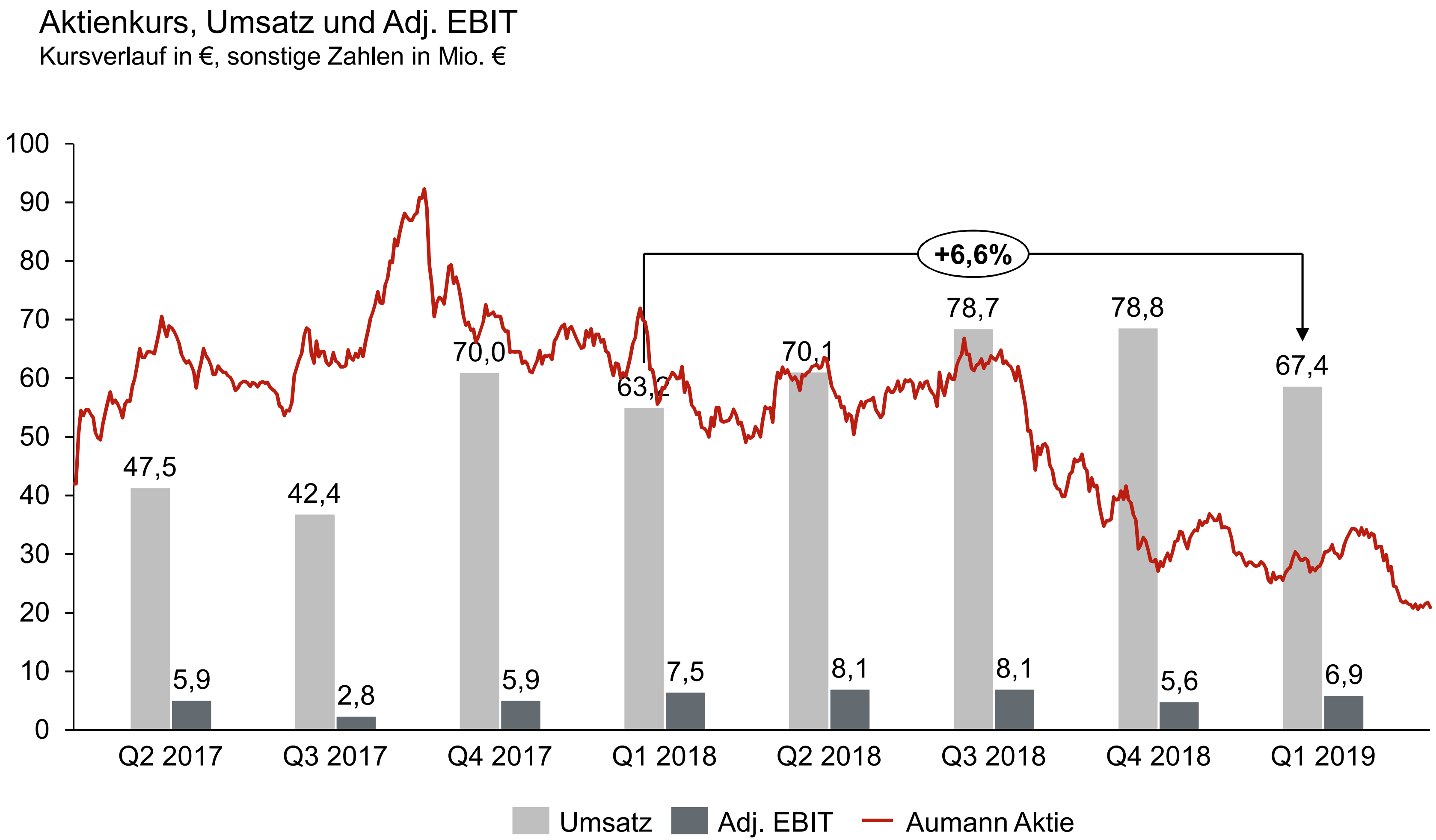

Frankfurter Börse, Stand: 05.06.2019

Geschäftsjahr 2018

Erneut ein erfolgreiches Jahr für Aumann

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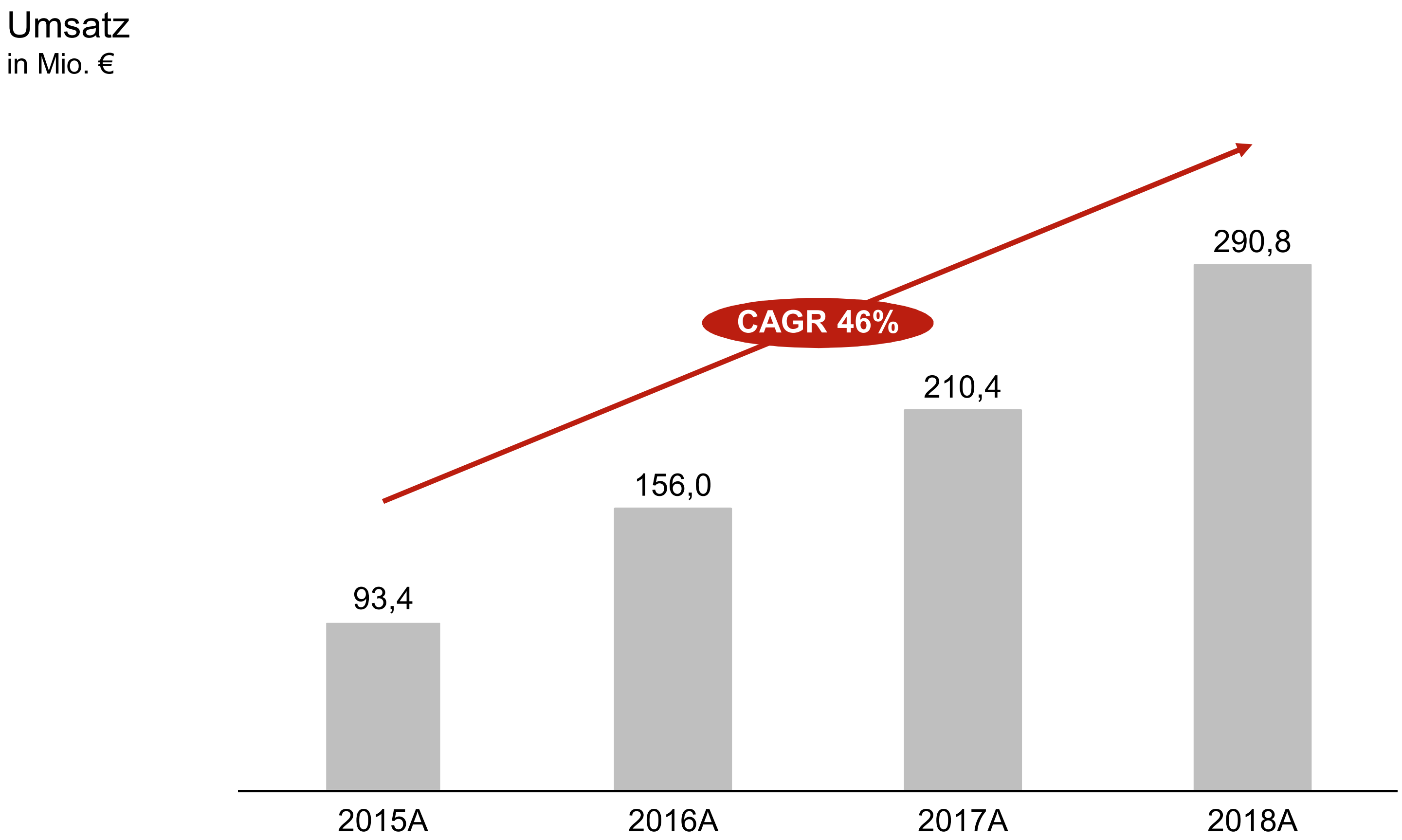
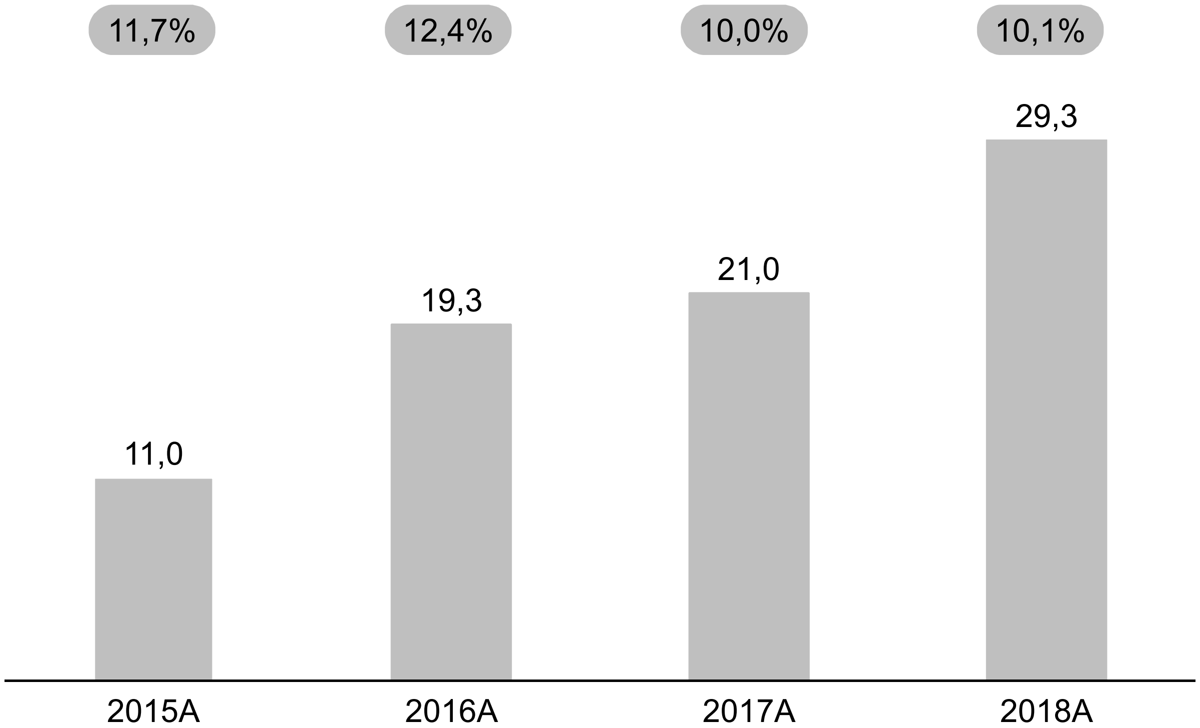
- 2018 erneut mit Rekordergebnis: Umsatz (+38%) und EBIT (+40%) legen deutlich zu
- E-mobility Umsatzanteil auf 36% angestiegen, operativer Ergebnisbeitrag steigt auf 48% (EBIT)
- Solide Kundenbasis mit zuletzt starkem Momentum im Zielmarkt Asien (>20% AE)
- Erfolgreicher Abschluss der Integration der Aumann Limbach-Oberfrohna (vorher USK)
- Wachsendes Interesse an Brennstoffzellen-Technologie (Automobilhersteller und Tier-1 Kunden)

Starkes Wachstum setzt sich fort

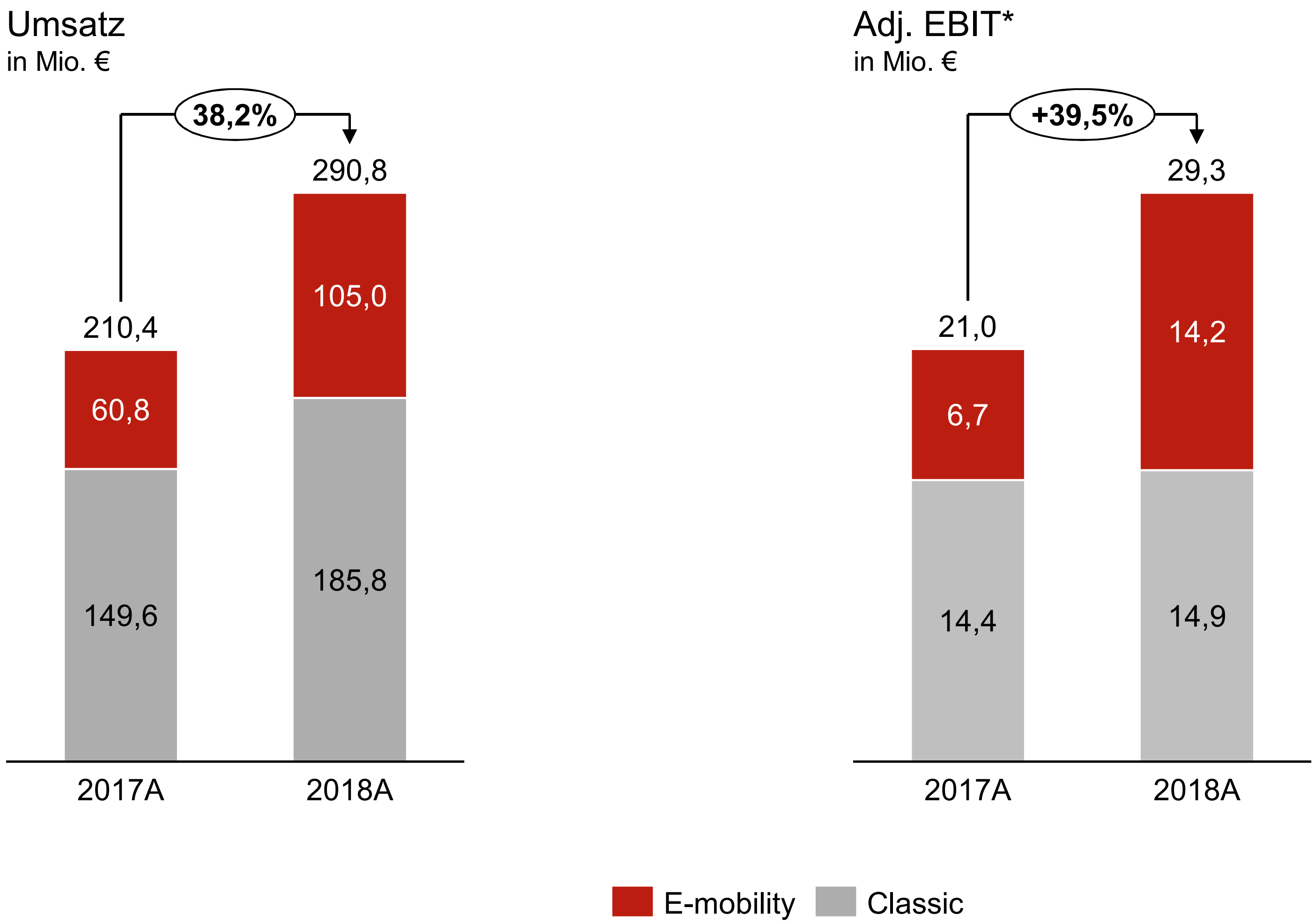


Weiterhin zweistellige EBIT-Margen

Adj. EBIT
in Mio. € und in % vom Umsatz



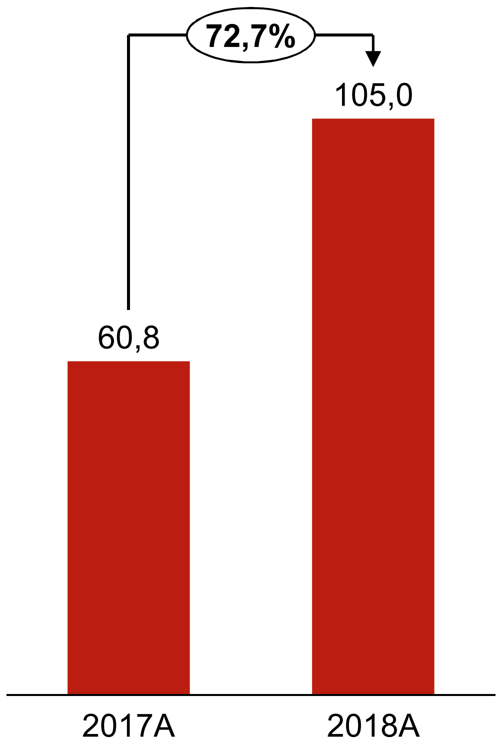
Profitables Wachstum



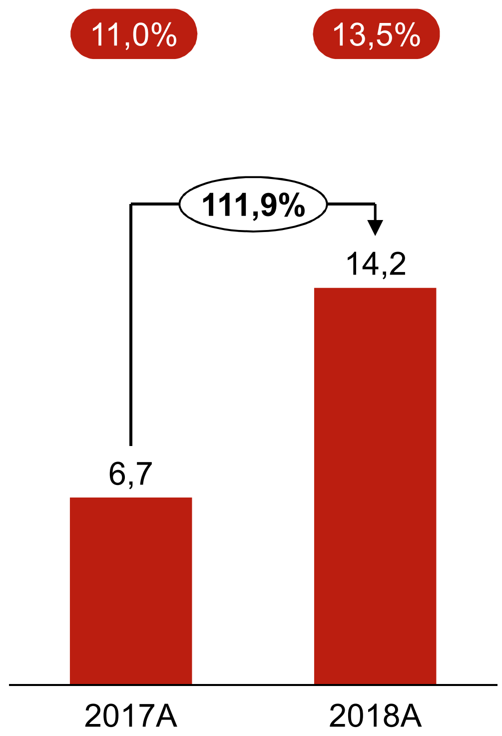
*nicht dargestellt: Effekte aus Überleitung

E-mobility Segment im Vorwärtsgang

Umsatz E-mobility
in Mio. €

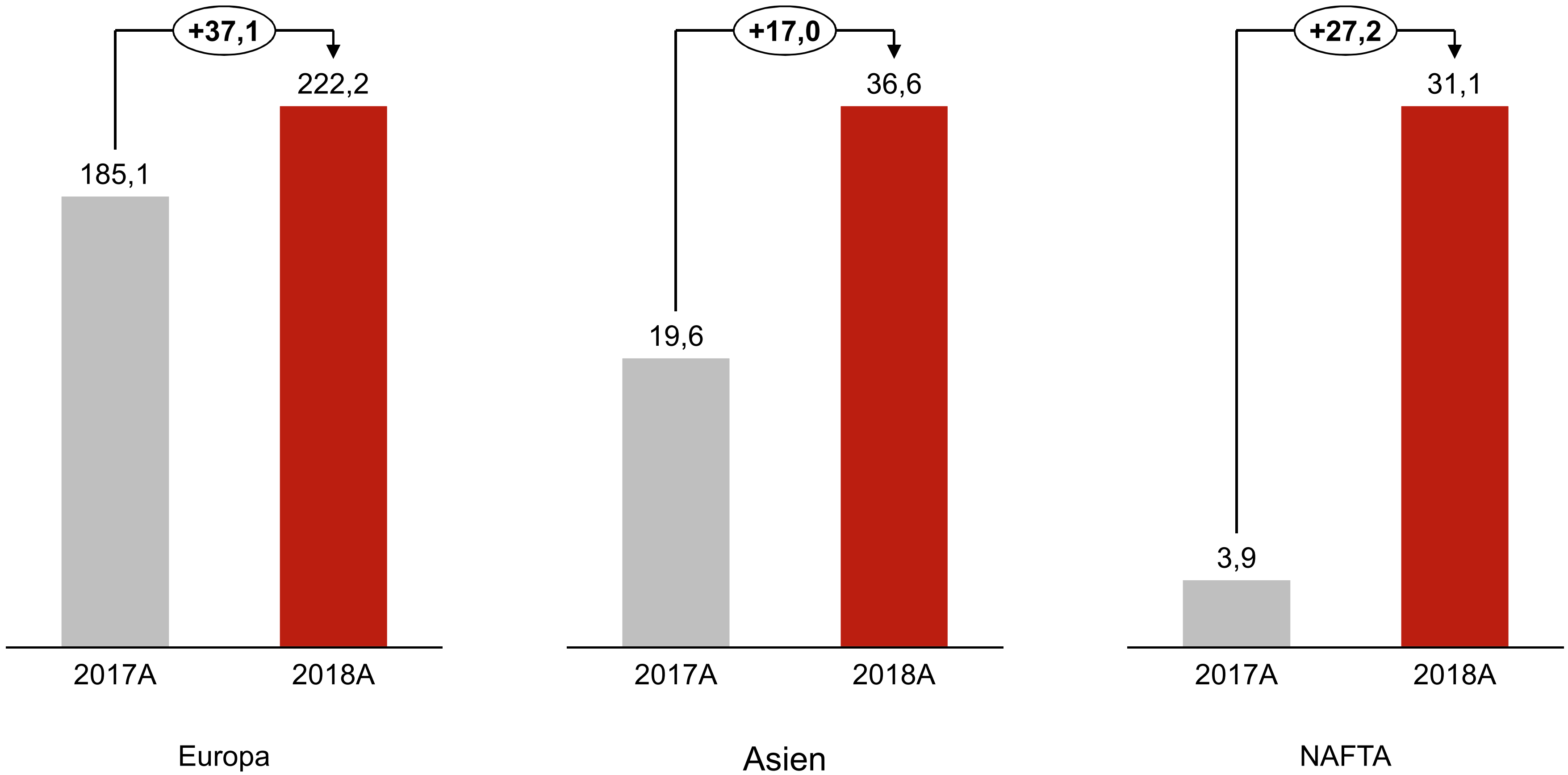


Adj. EBIT E-mobility
in Mio. € und in % des Umsatzes

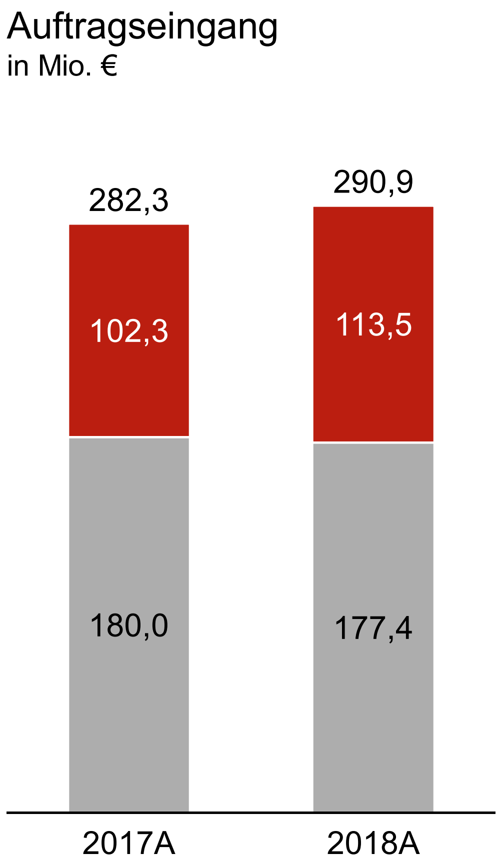


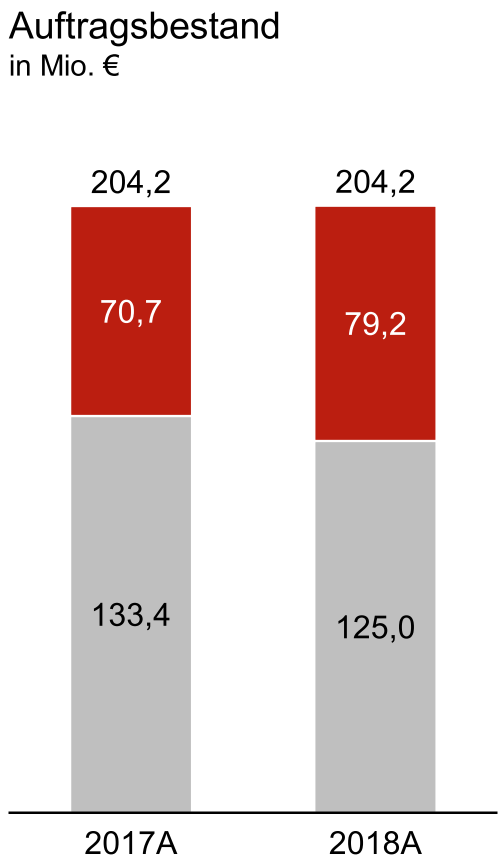
Weltweite Expansion in den Zielregionen

Umsatz nach Regionen
in Mio. €



Auftragseingang 2018 als solide Basis für Folgejahr

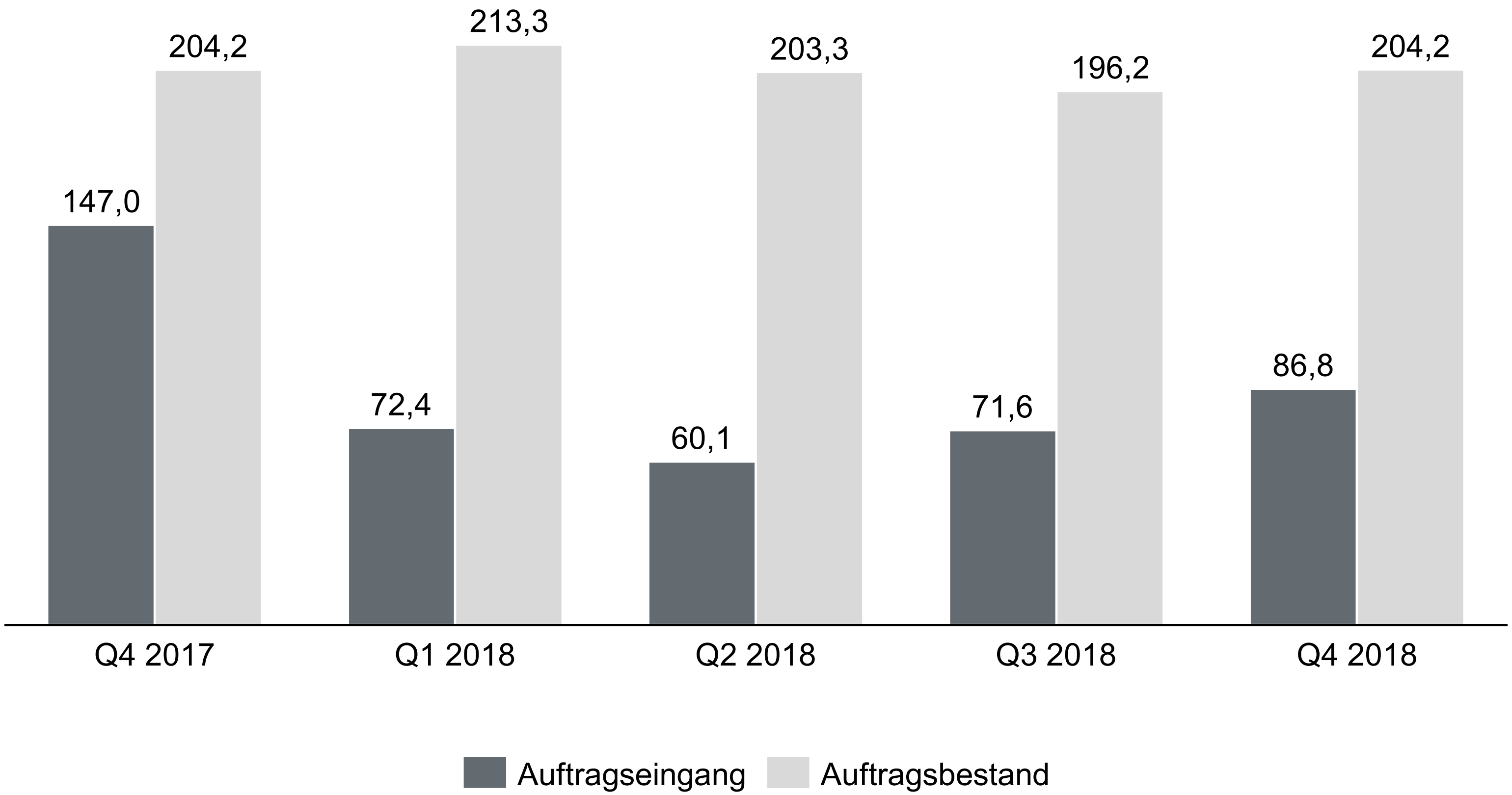




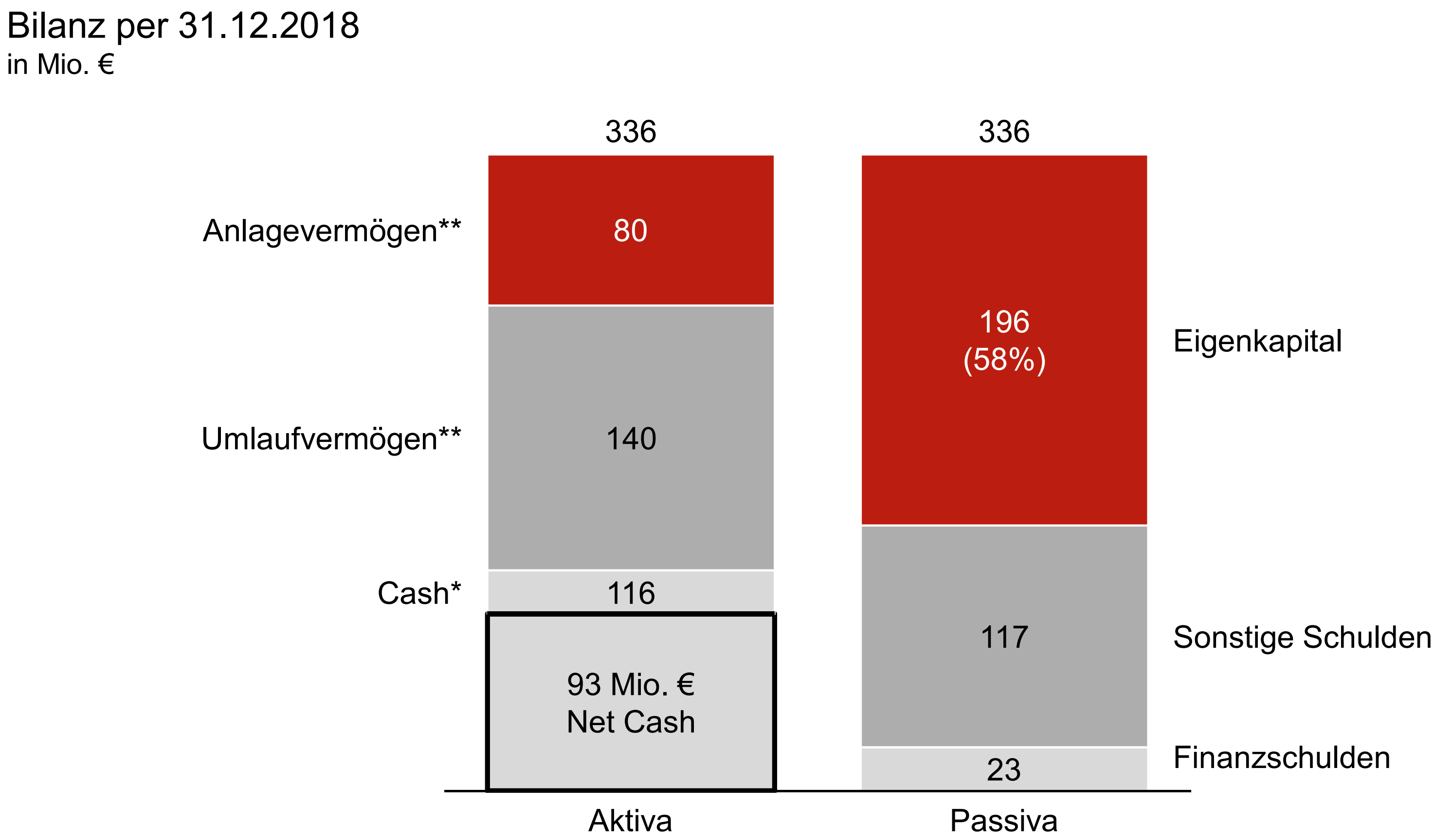
E-mobility Classic

Zurückhaltender Markt in 2018

Auftragseingang & Auftragsbestand
in Mio. €



Gut gerüstet dank solider Bilanz



* Liquidität und Wertpapiere des AV und Finanzanlagen des UV | ** ohne Cash-Positionen

Erfolgreiche Integration der USK

2017	2018
USK ZUKUNFT AUTOMATISCH	USK Member of Aumann AG **wird zu** aumann

Engineering & Workshop Kapazitäten

- ~ 70 Mio. € Umsatz
- > 370 Mitarbeiter

Kapazitätsausgleich in der Gruppe

- Erste Projekte zur USK transferiert
- Gemeinsame Akquisitionen mit Schwestergesellschaften
- Planung und Erweiterung Shopfloor angestoßen

Automotive Erfahrung

- OEMs/Tier-1s
- Automatisierer mit starker Technologiebasis

Transformation in einen E-mobility Anbieter

- Know-How Transfer bei Elektromobilitäts-Technologien
- Steigende Anzahl an E-mobility Projekten bei USK

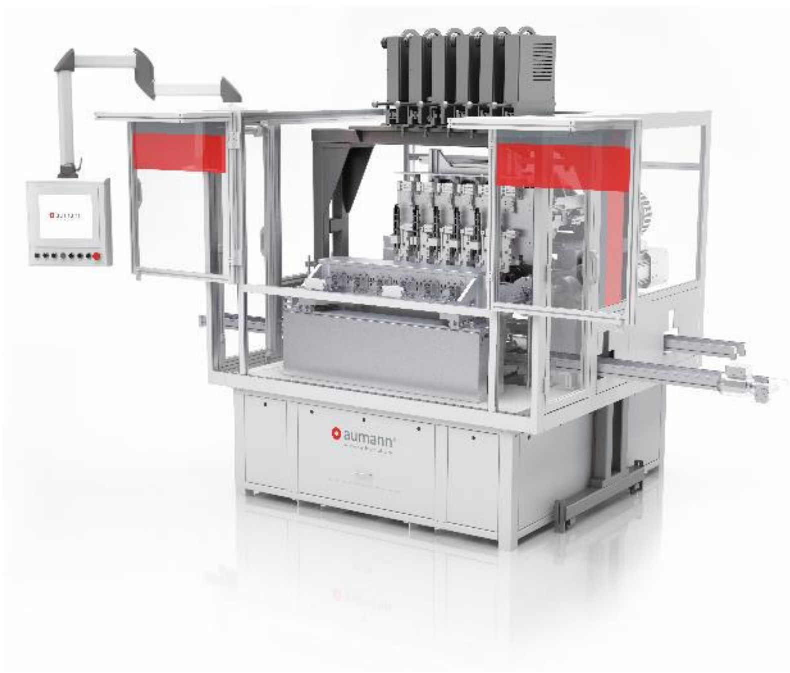
Besonderheiten

- Built-to-print Kompetenz
- Sensoren und Brennstoffzelle

Brennstoffzelle ergänzt Aumann Angebotspalette

- Hohes Interesse an USK Brennstoffzellen-Technologie
- USK Know-How für die gesamte Gruppe

Geschäftsjahr 2019



Ausblick und Fokus 2019

Stabilisierung für weiteres Wachstum

Weitere Expansion NAFTA und Asien

Kontinuierliche Technologieentwicklung mit Fokus auf E-mobility

Strategisches M&A mit Fokus auf USA

Management wirtschaftlicher & politischer Unwägbarkeiten

Management externer Unwägbarkeiten

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Unsicherheiten im politischen und wirtschaftlichen Umfeld

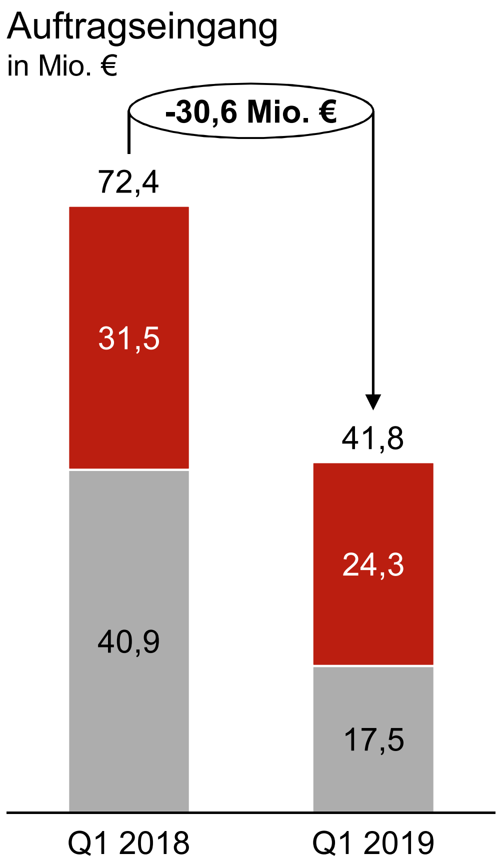
- Handelskonflikte
- Brexit
- Konjunktur
- Geldmarktpolitik
- Gesetzgebung

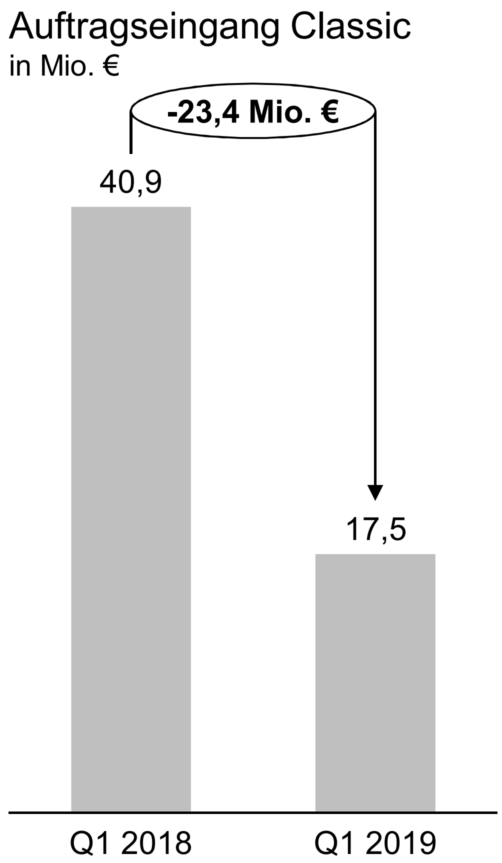
\+

Zurückhaltung in der Automobilindustrie

- ICE Regulation
- Geringer Endkundenabsatz
- Technologiezurückhaltung
- Sparprogramme
- Niedrige Investitionsbereitschaft

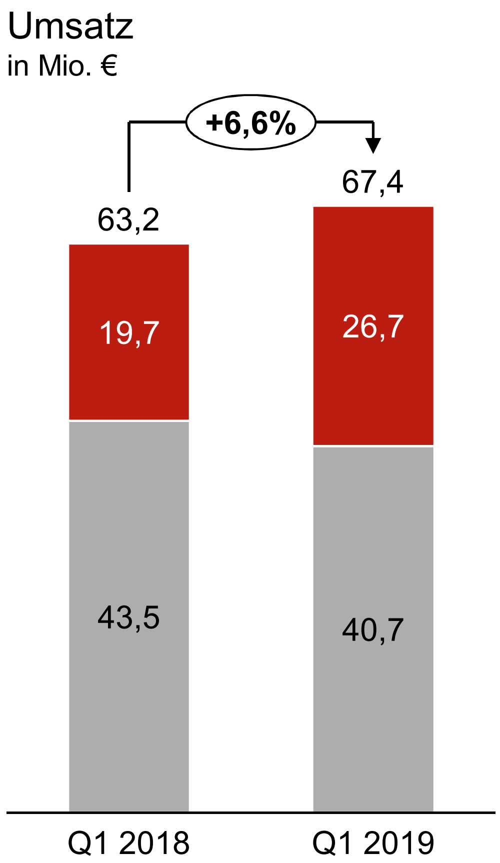
Zurückhaltende Auftragsvergabe im Classic Segment

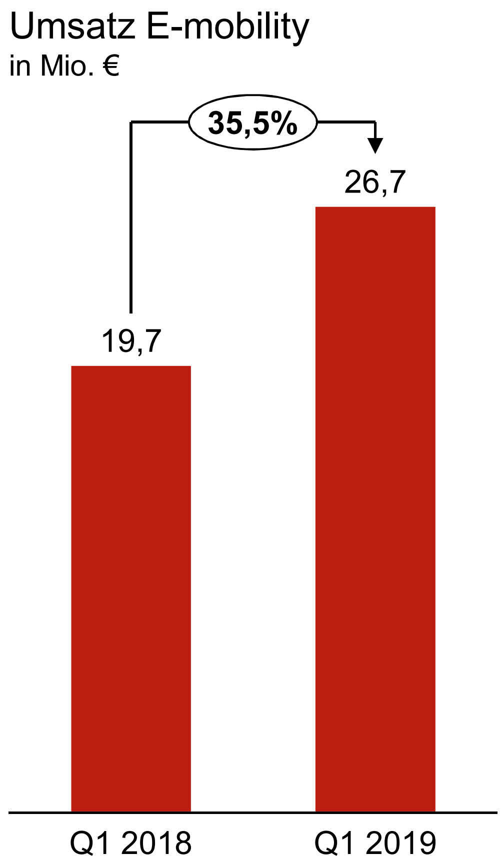




E-mobility Classic

Solider Umsatz in der Gruppe mit Treiber E-mobility

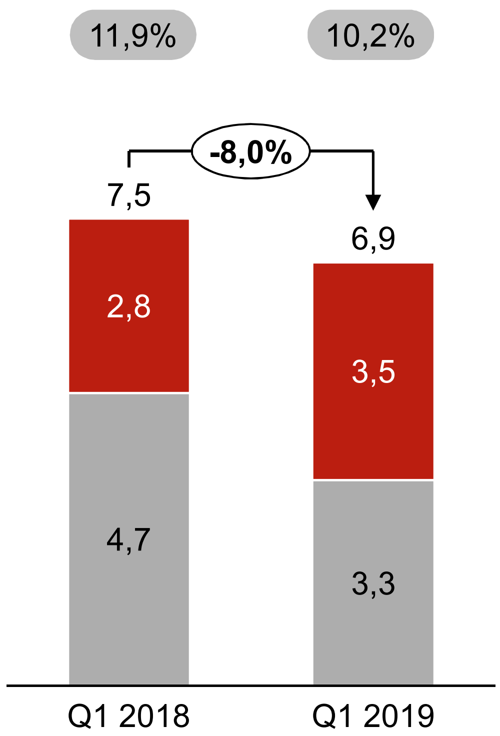




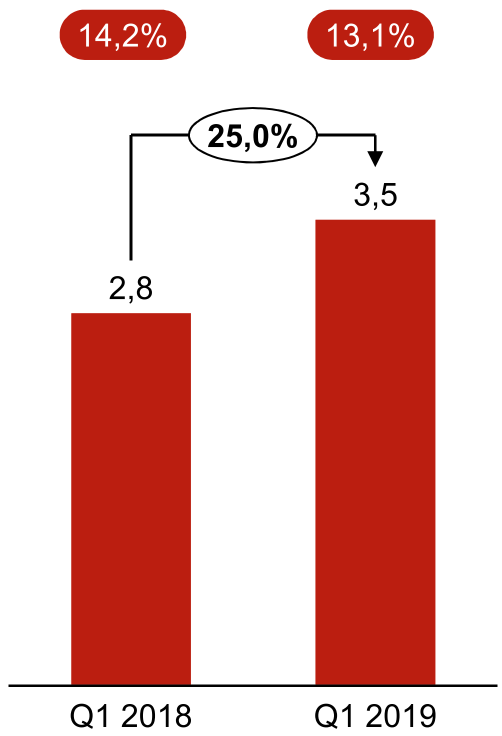
E-mobility Classic

Zweistellige operative Marge

Adj. EBIT*
in Mio. € und in % des Umsatzes



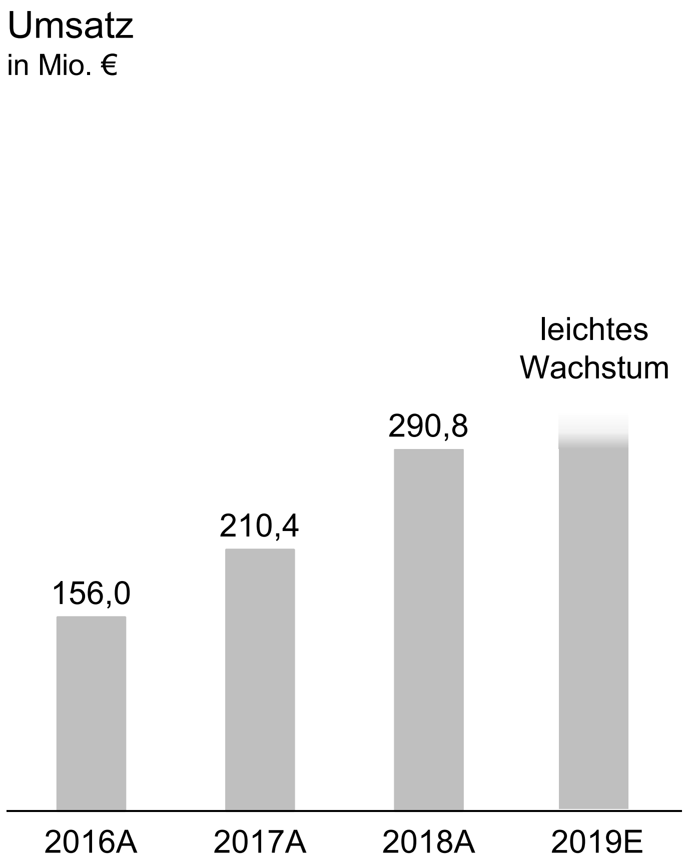
Adj. EBIT E-mobility
in Mio. € und in % des Umsatzes

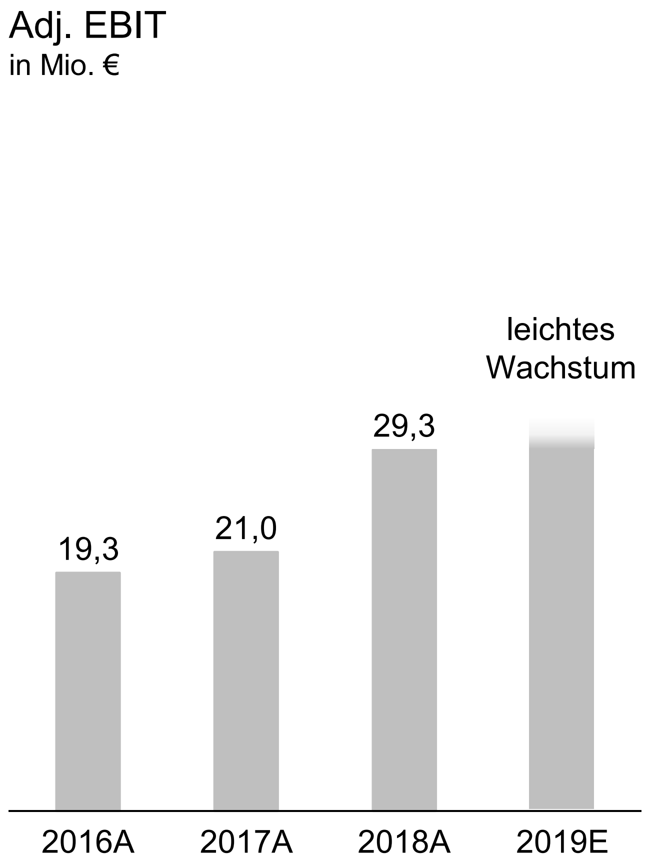


E-mobility Classic

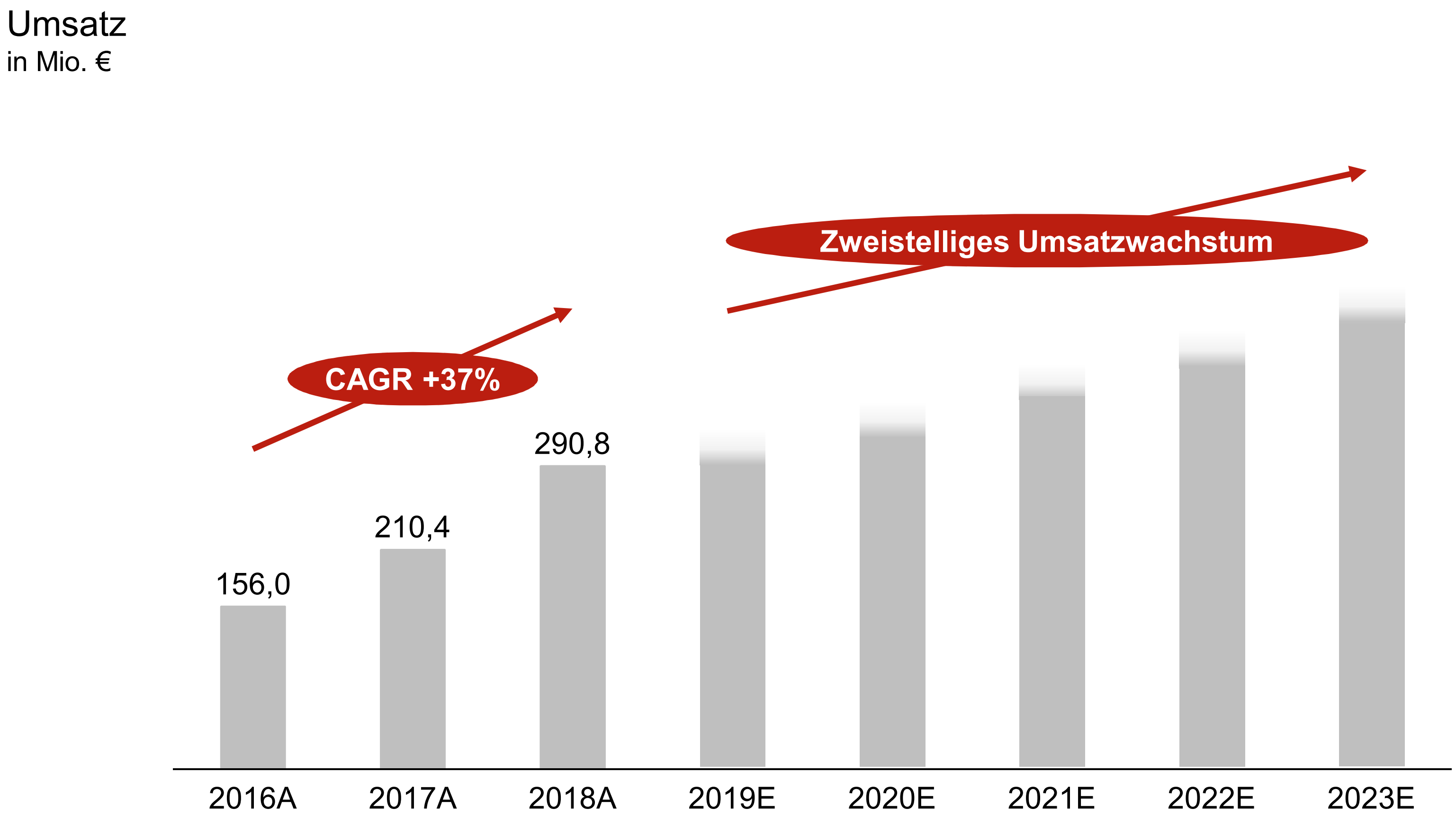
*nicht dargestellt: Effekte aus Überleitung

Umsatz und operatives Ergebnis unverändert dynamisch





Nach 2019 wieder deutliches Umsatzwachstum erwartet



E-mobility langfristig nicht ohne Brennstoffzelle

Hohes Brancheninteresse an Brennstoffzelle

Audi forciert Entwicklung und Bau von BZ-Fahrzeugen

Audi hat vor, die Entwicklung von BZ-Autos zu intensivieren. Die Ingolstädter (…) wollen noch in diesem Jahr einen Prototyp der sechsten Brennstoffzellen-Generation vorstellen.*

Bosch steigt in Serienfertigung von Brennstoffzellen ein

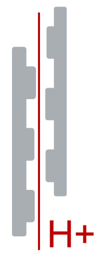
Bosch kündigt seinen Einstieg in die Serienfertigung vo. Zulieferer n Brennstoffzellen für Lkw und Pkw an. Vor diesem Hintergrund ist der Konzern jetzt eine Kooperation mit dem schwedischen Hersteller PowerCell Sweden (…) eingegangen.**

Aus NuCellSys wird Mercedes-Benz Fuel Cell: Daimler stärkt Brennstoffzelle

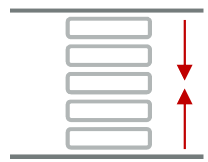
Die Mercedes-Benz Fuel Cell hat die Aufgabe das Brennstoffzellensystem so zu konzipieren, dass es sich flexibel in den konzernweiten Elektrobaukasten eingliedern lässt. *

Gepaart mit Aumanns Kompetenzen

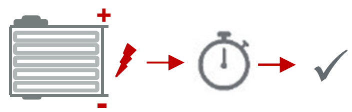
1. Cell Generation



2. Cell Stacking



3. Functional Testing



Quellen: *www.electrive.net | **www.bosch-presse.de

Aumann ist attraktiv aufgestellt

Technologischer Vorsprung	Fokus auf E-mobility	Unternehmens-struktur und Größe
Exklusive Wickel-technologien	Jahrzehntelange Automotive-Erfahrung	~ € 300 Millionen Umsatz
Höchstes Maß an Automatisierung	Kundenbeziehungen zu einschlägigen OEMs/Tier-1s	6 Standorte in Europa, China, USA
Turn-Key Produktionslinien	Technologien für den E-Antriebsstrang	Expertise mit Großprojekten

Global führend bei hochautomatisierten Produktionslösungen für die E-Mobilität

Finanzkalender

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Vorläufige Zahlen 2018 und Prognose 2019	**28. Februar 2019**
Geschäftsbericht 2018	**10. April 2019**
Bankhaus Lampe German Conference (Baden-Baden)	05. April 2019
Quartalsbericht Q1 2019	**15. Mai 2019**
Hauck & Aufhäuser Stock Picker Summit (Madrid, Spanien)	16. Mai 2019
Berenberg USA Conference (Tarrytown, NY, USA)	21. Mai 2019
Ordentliche Hauptversammlung	**06. Juni 2019**
Quartalsbericht Q2 2019	**15. August 2019**
Commerzbank Sector Conference (Frankfurt am Main)	28. August 2019
Berenberg/Goldman Sachs Conference (München)	24. September 2019
Quartalsbericht Q3 2019	**14. November 2019**
Deutsches Eigenkapitalforum (Frankfurt am Main)	25. November 2019
Berenberg European Conference (Pennyhill Park, GB)	02. Dezember 2019
Geschäftsjahresende 2019	**31. Dezember 2019**

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

www.aumann.com

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