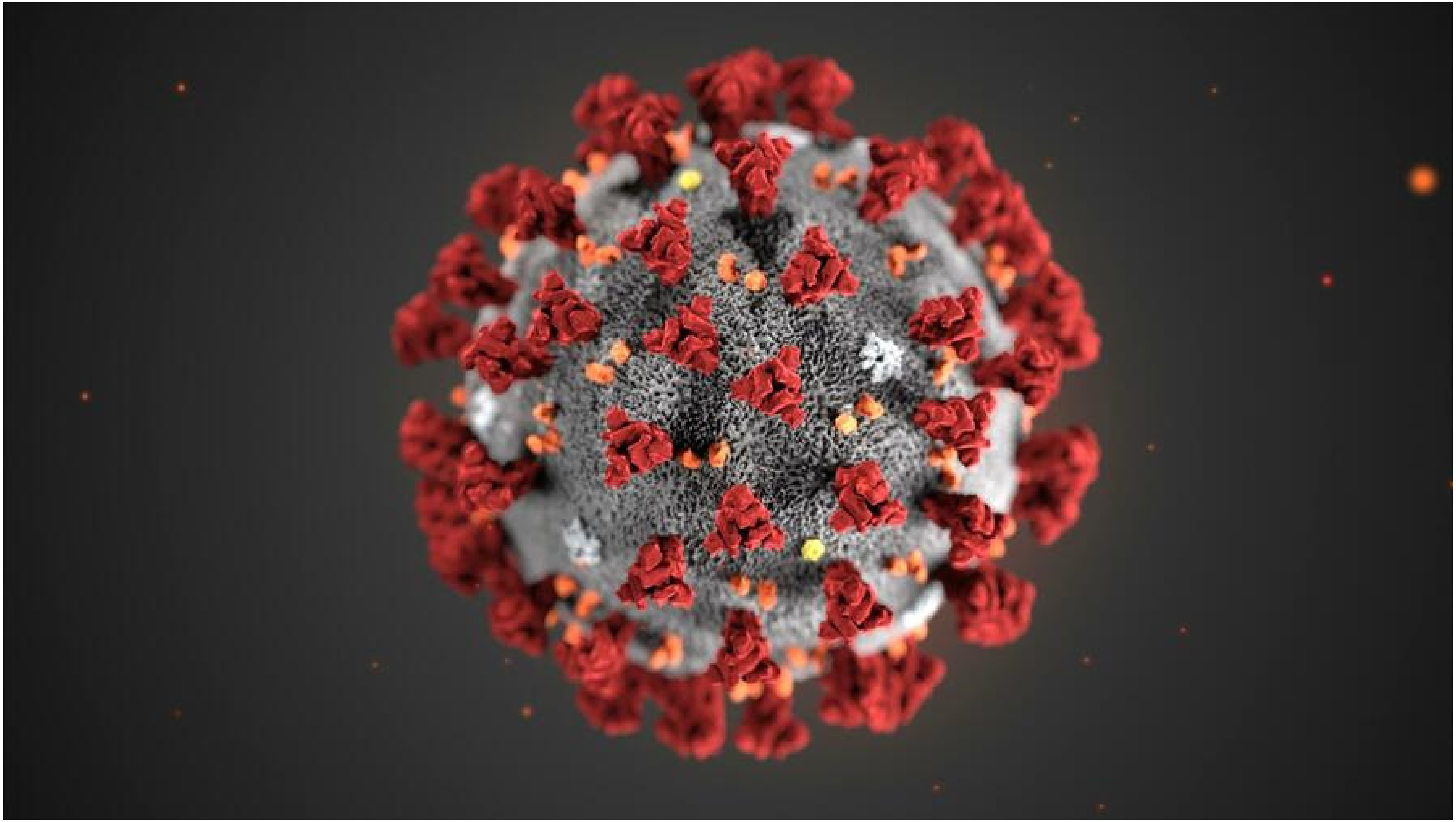
aumann

# Aumann AG

Ordentliche Hauptversammlung

21. August 2020

# Die COVID-19 Pandemie belastet die Weltwirtschaft



# Unser Dank gilt unseren Mitarbeiterinnen und Mitarbeitern!

# Aumann nutzt die Transformation zur E-Mobilität

## Fokus auf Elektromobilität

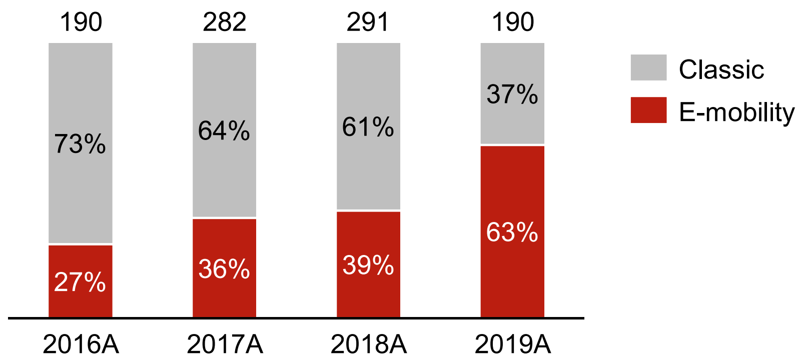
E-Traction

E-on-demand

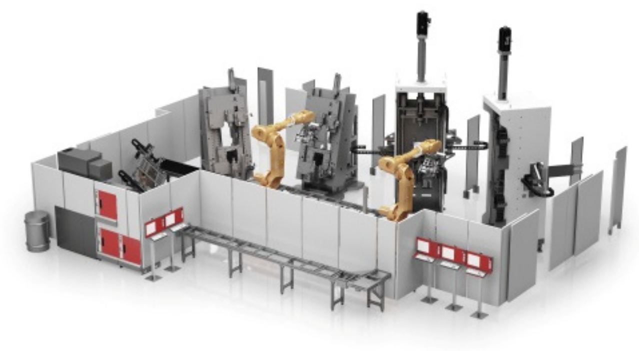
Autonomous Driving

Comfort & Safety

## Wachstum im Segment E-mobility*




## Produktionslösungen

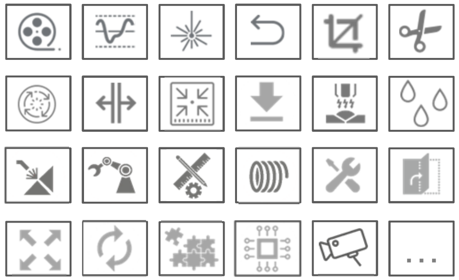


## Hohes Kundenvertrauen

* Entwicklung Auftragseingang in Mio. € und in %

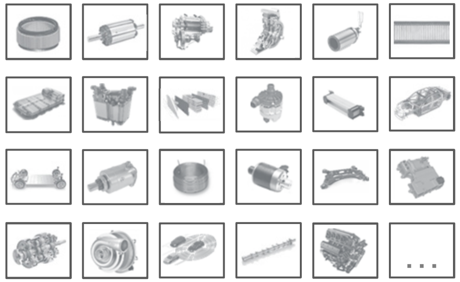
# Aumann ist wichtiger Entwicklungspartner

Prozess Know-how



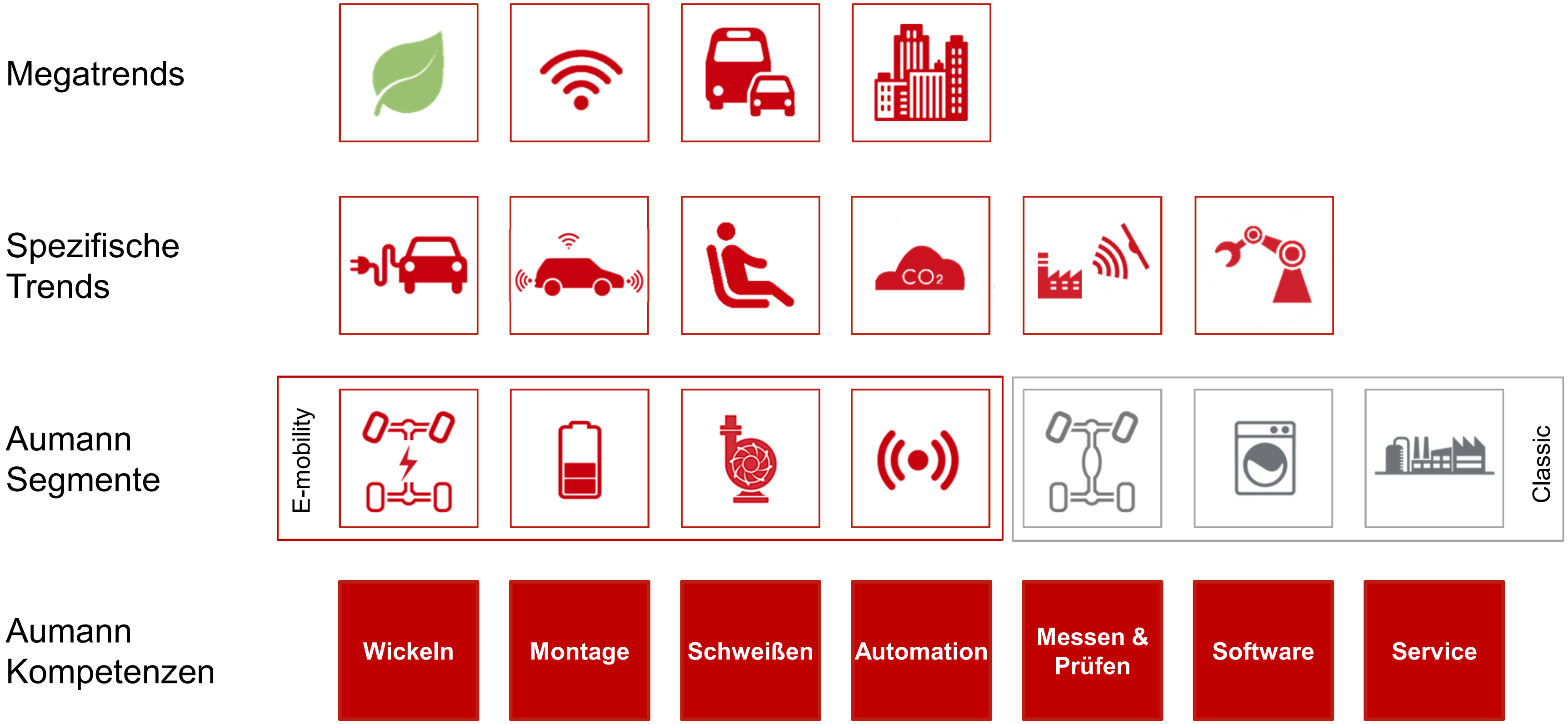
Innovation

Produkt Know-how



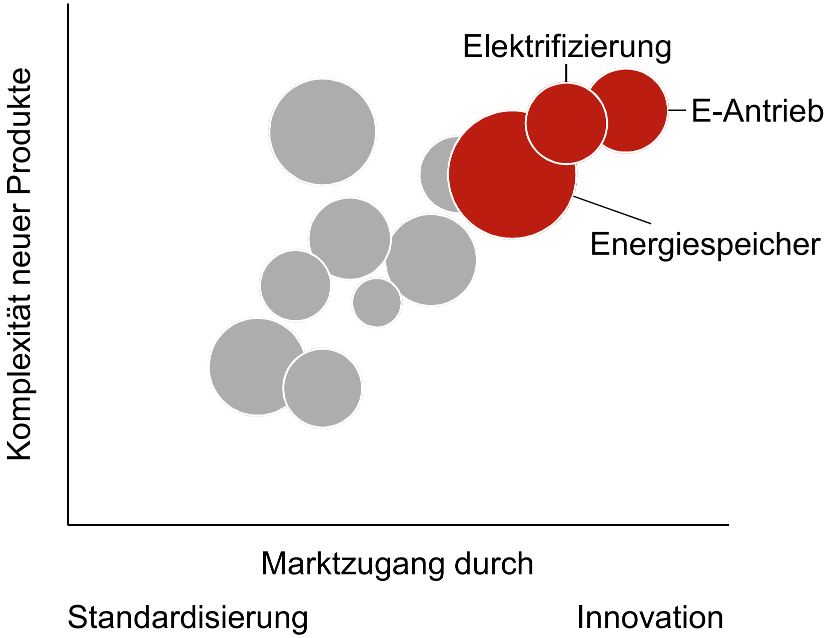
Engineering - Pioniergeist - Kundenfokus

# Aumann profitiert von Megatrends



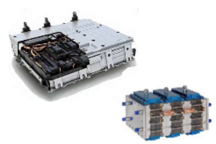
# Aumann ist fokussiert auf E-Mobilität

Bedeutung ausgewählter Produktbereiche
in der Automobilindustrie*




### E-Antrieb

Wickeln und Montage von
Stator, Rotor und Motor



### Energiespeicher

Montage von Batteriemodulen, -packs,
und Brennstoffzellen

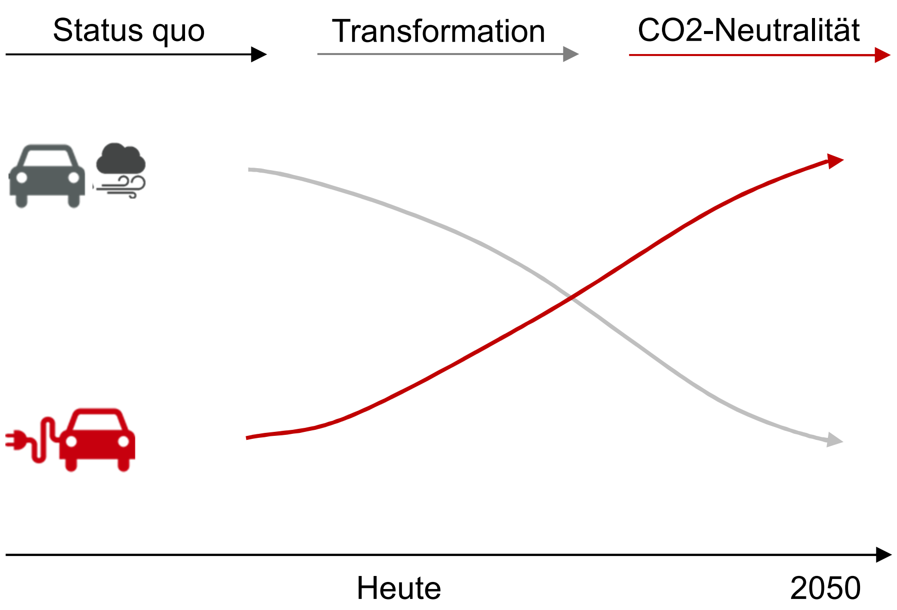
### Elektrifizierung

Wickeln und Montage von
E-Nebenaggregaten

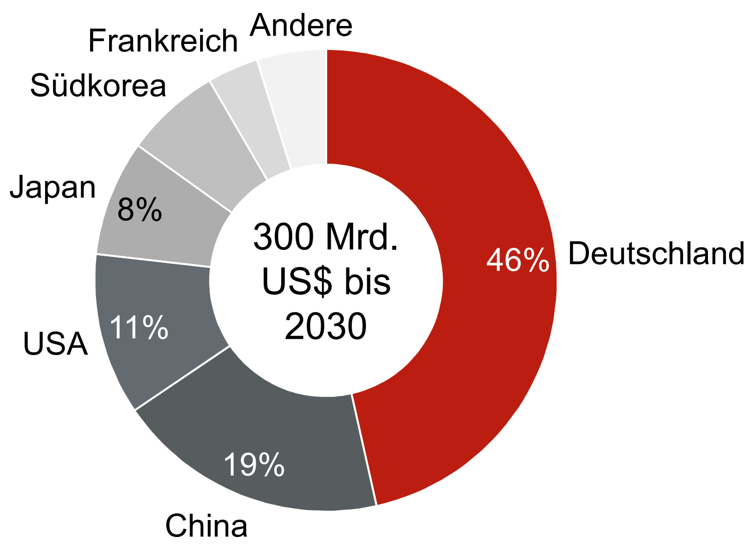
* Internal market evaluation

# Automobilindustrie im Transformationsprozess

### Marktanteile nach Antriebskonzept
Qualitative Darstellung

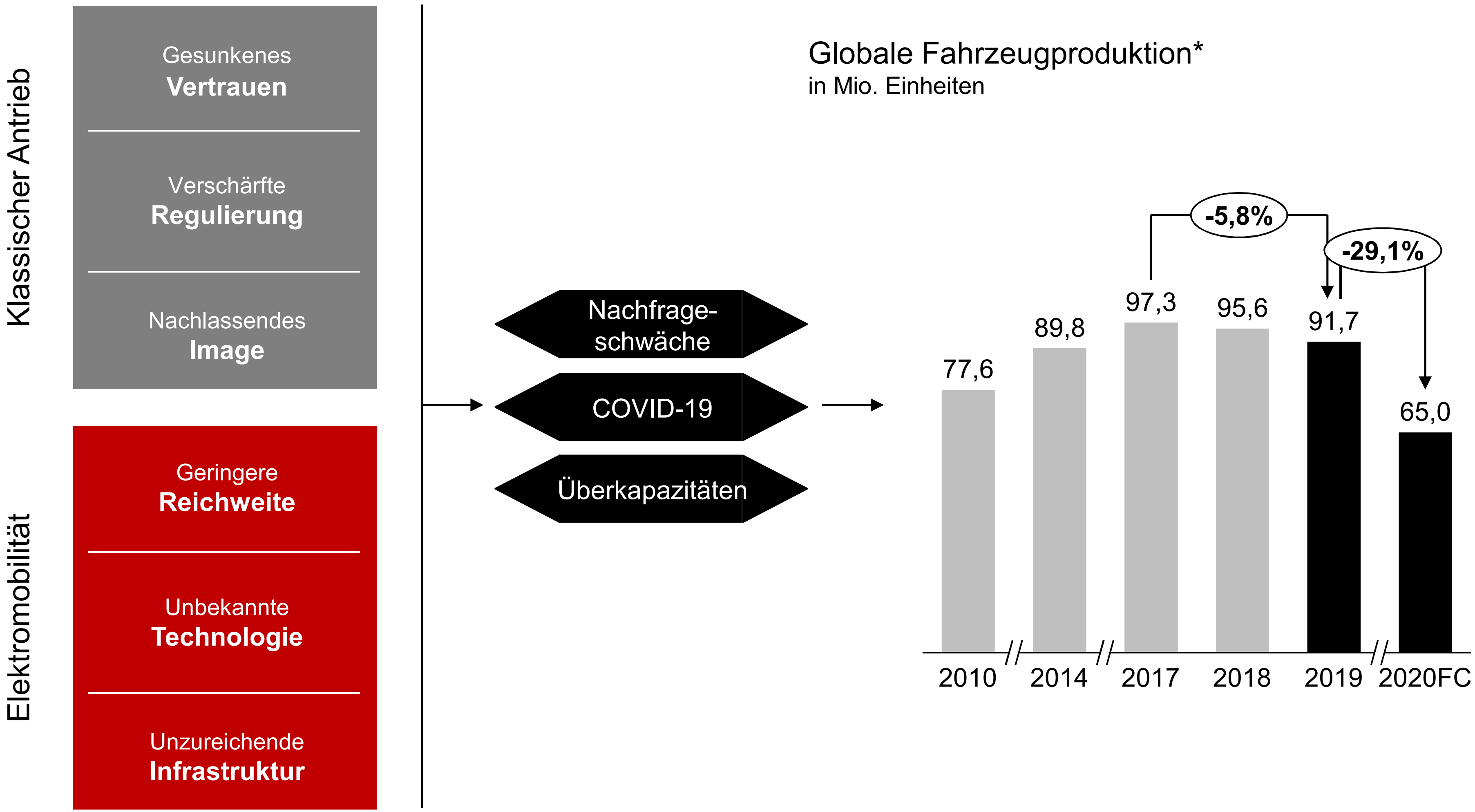



### Geplante Investitionen der OEMs in Elektromobilität
in Mrd. US$ und in % nach OEM Herkunftsland




Quelle: Reuters Graphics 2019

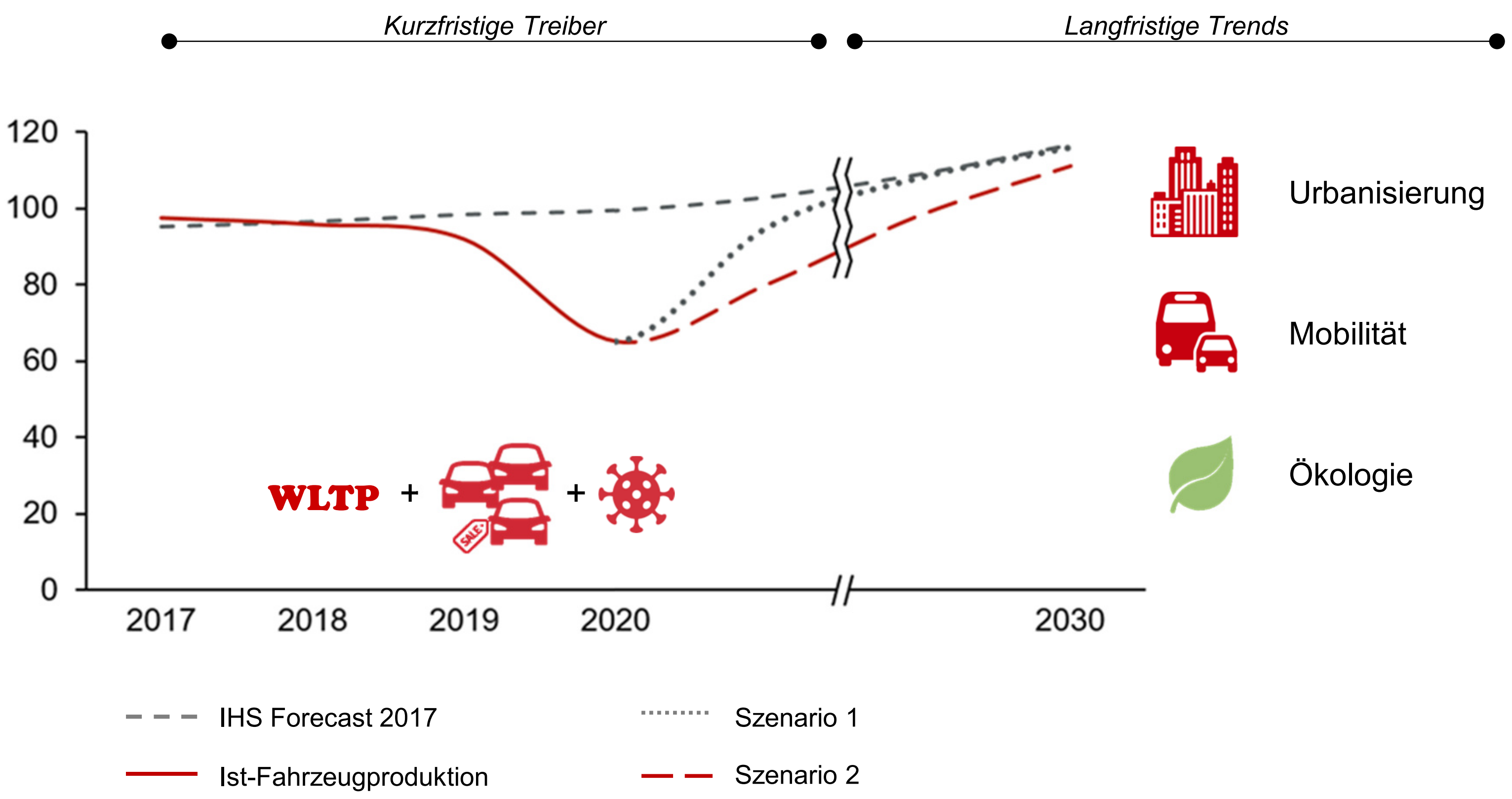
# Konsumenten zögern noch




*Quelle: Universität St. Gallen, 17.04.2020

# Markterholung ist eine Frage der Zeit

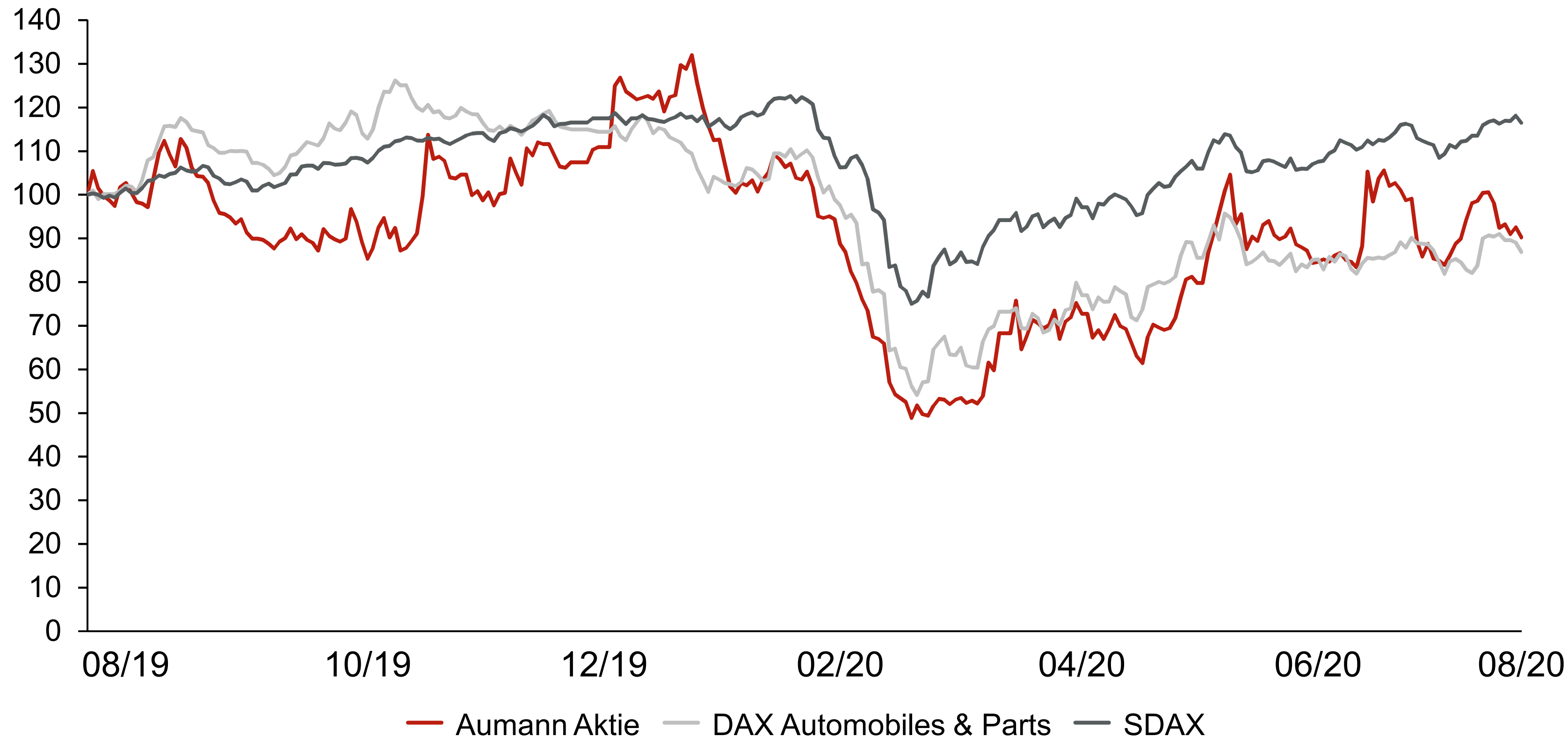
Globale Fahrzeugproduktion*
in Mio. Einheiten




* Quelle: IHS Q2/2017, Statista April 2020

# Aumann Aktie an den Automobilsektor gekoppelt

Aktienkurs im Vergleich*
12-Monats-Zeitraum, indexiert




Quelle: Bloomberg, Stand: 20.08.2020 | * zur direkten Vergleichbarkeit SDAX und DAX Automobiles & Parts als indexierte Kursindizes

# Geschäftsjahr 2019

# Überblick 2019

Starker Fortschritt in der Entwicklung neuer Dick-/Flachdraht-Anwendungen

Auftragseingangsanteil im Segment E-mobility steigt auf 62,8%

Umsatz von 259,6 Mio. € mit einem Anstieg im Segment E-mobility um 9,6 %

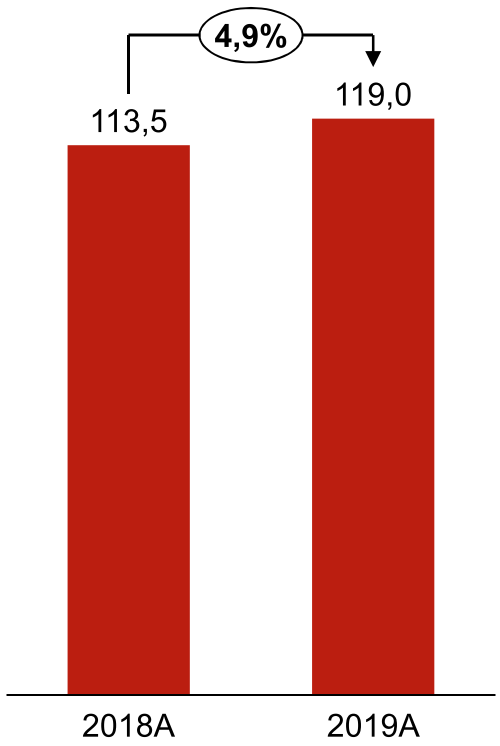
21,2 Mio. € EBITDA (8,2 % Marge) und 16,3 Mio. € bereinigtes EBIT (6,3 % Marge)

Eigenkapitalquote von 62,2 % und Liquidität von 95,3 Mio. €

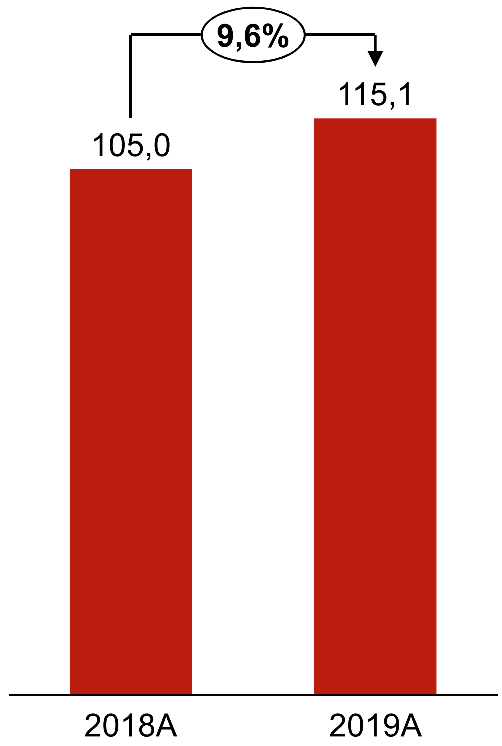
Maßnahmen zur Flexibilisierung der Kostenstruktur und der Produktionstiefe

# E-mobility Segment weiterhin gewachsen

Auftragseingang E-mobility
in Mio. €

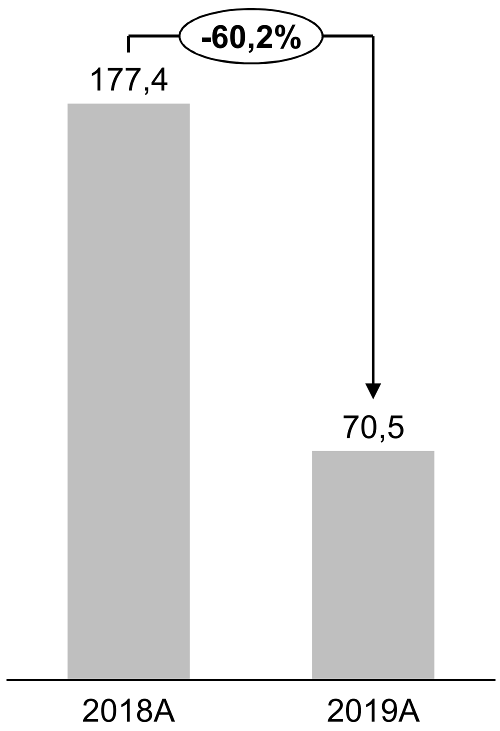



Umsatz E-mobility
in Mio. €

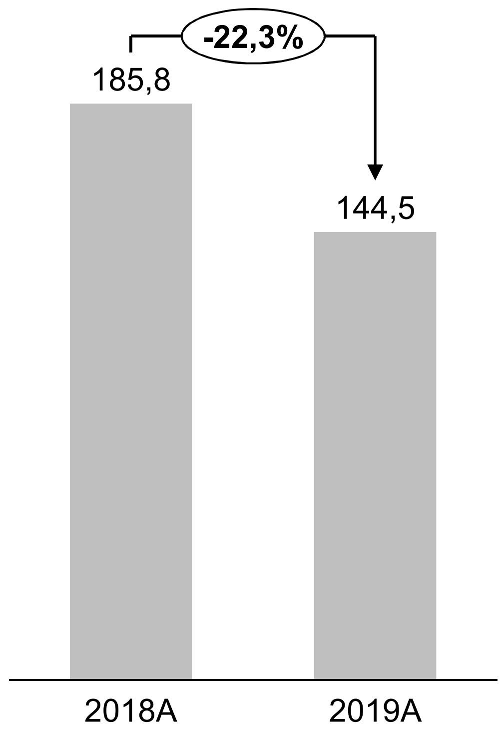


# Auftragseingang im Classic Segment eingebrochen

Auftragseingang Classic
in Mio. €

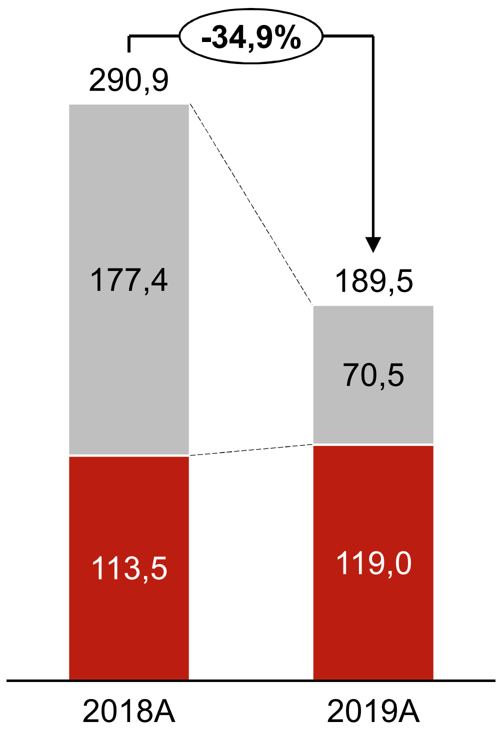



Umsatz Classic
in Mio. €

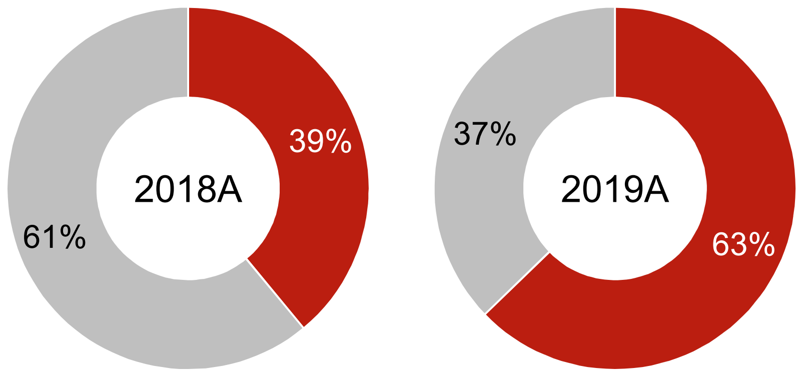


# Auftragseingang in Summe deutlich unter Vorjahr

Auftragseingang
in Mio. €



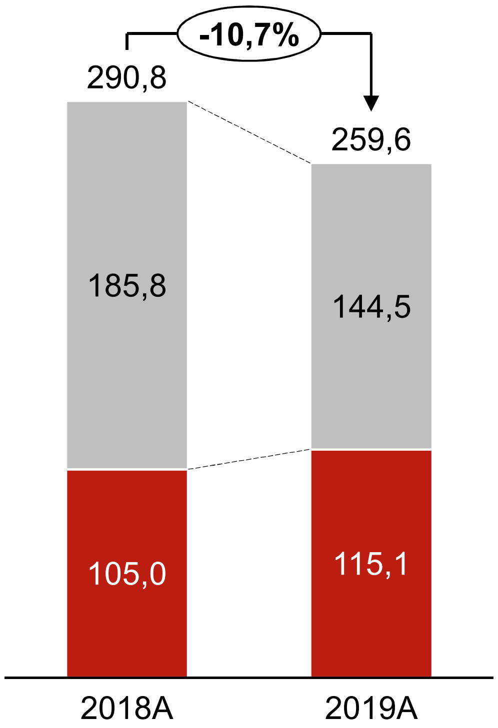

Segmentanteile im Auftragseingang
in %



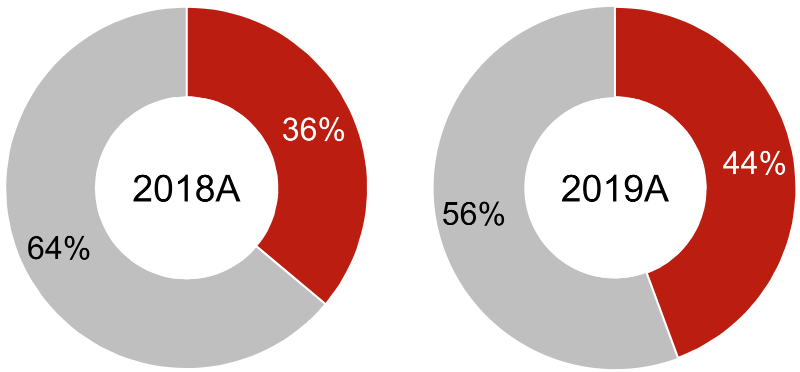

Classic E-mobility

# E-Mobility Umsatz konnte Classic nicht kompensieren

Umsatz
in Mio. €



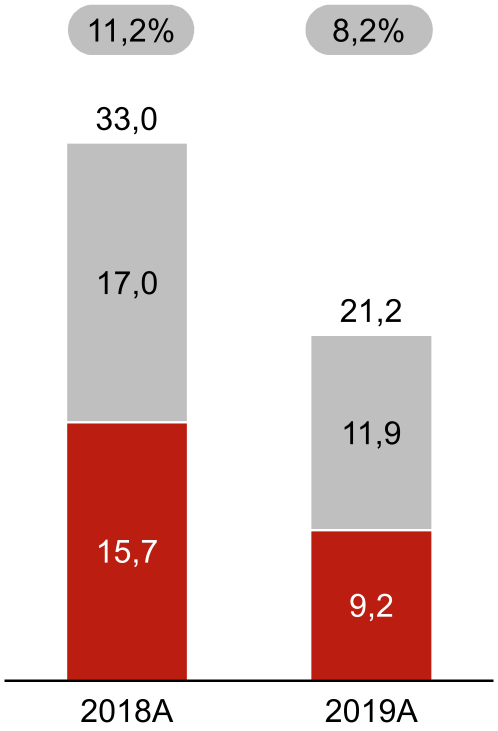

Segmentanteile im Umsatz
in %



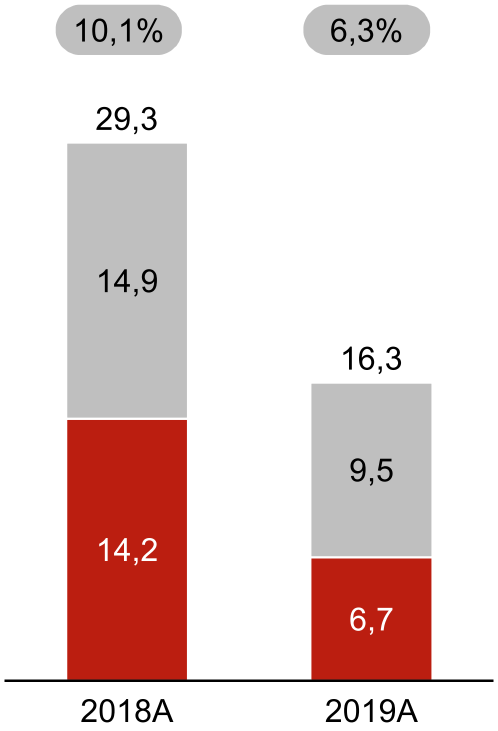

Classic E-mobility

# Ergebnis durch angespanntes Marktumfeld beeinträchtigt

EBITDA*
in Mio. € und in % des Umsatzes




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




Classic E-mobility

*nicht dargestellt: Effekte aus Überleitung | **nicht dargestellt: Effekte aus Überleitung und Adjustments

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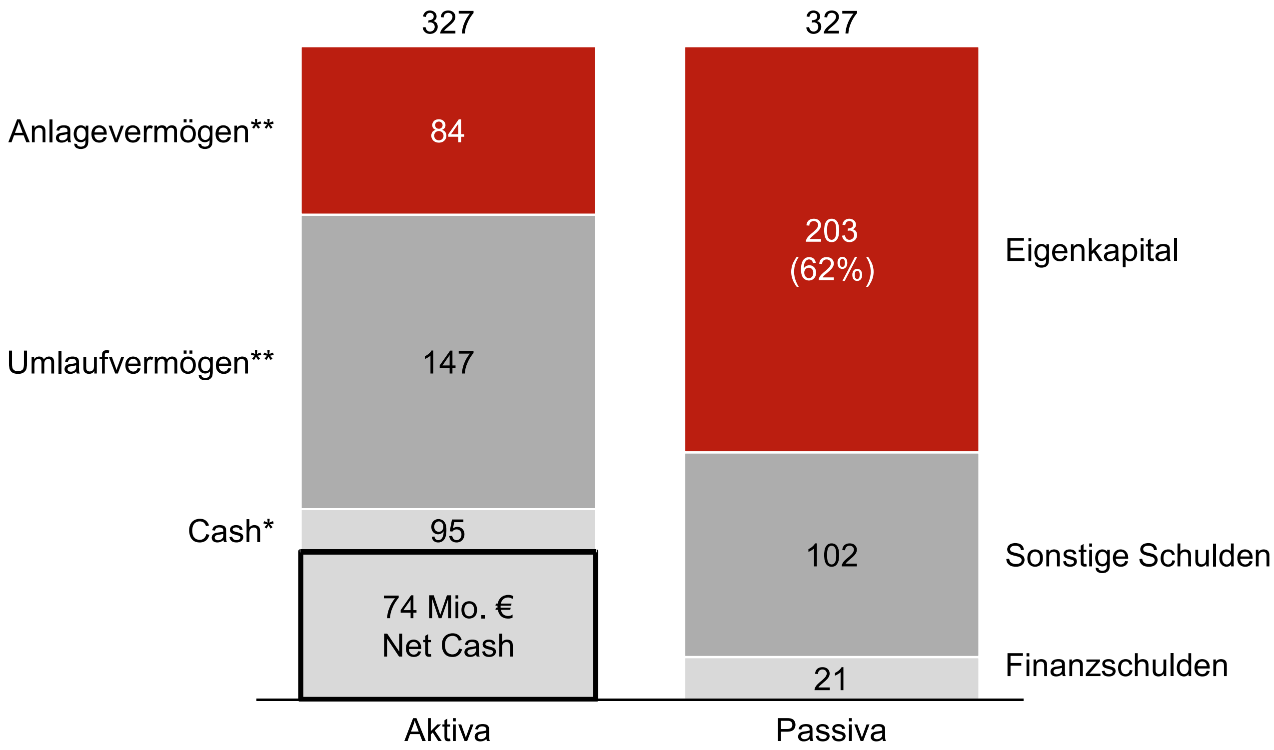
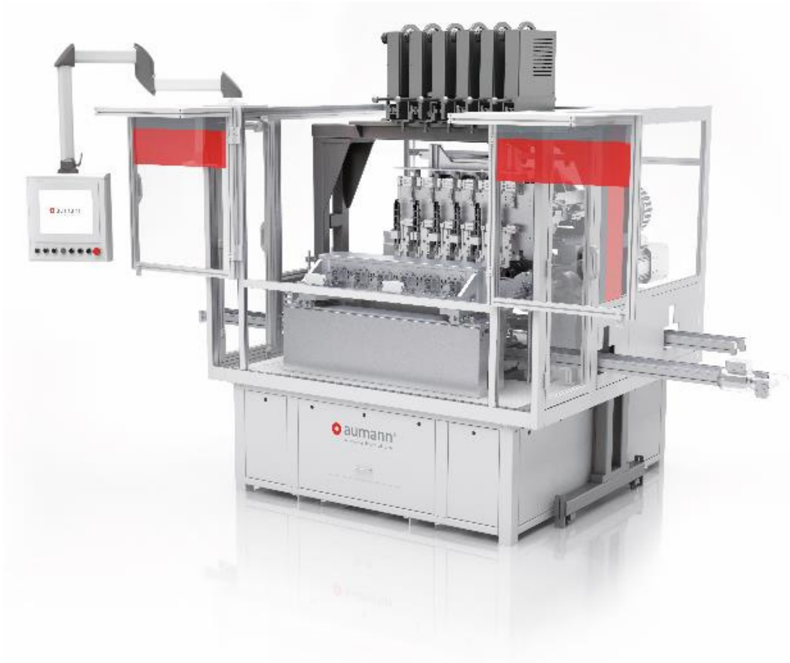
# Solide Bilanz

Bilanz per 31.12.2019
in Mio. €




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

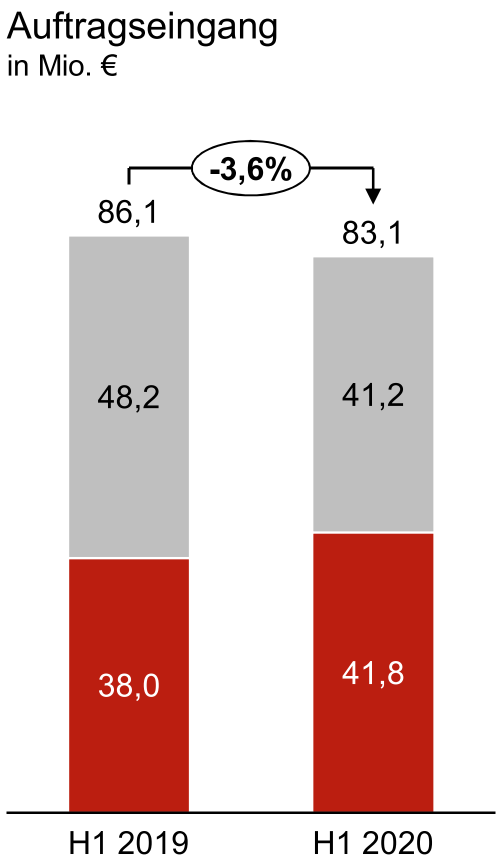
Geschäftsjahr 2020

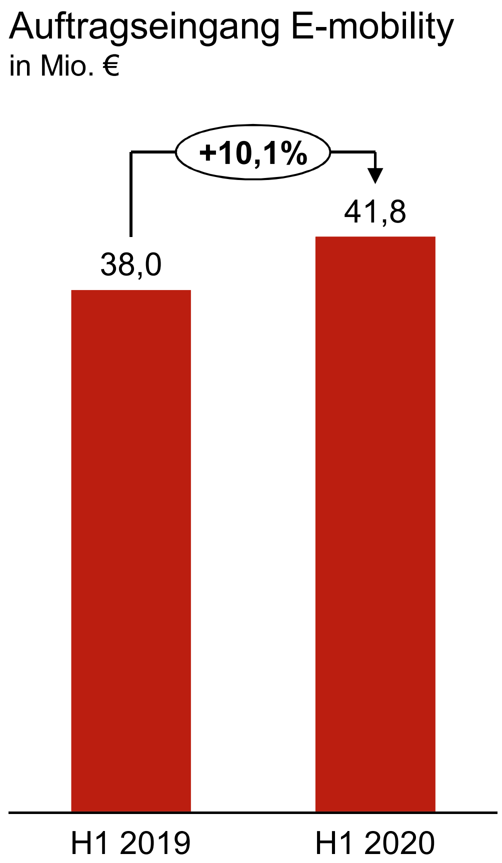


# 2020 ist ein herausforderndes Jahr

- Umgang mit der anhaltenden Krise in der Automobilindustrie
- Auswirkungen der COVID-19 Pandemie
- Anpassung und Optimierung der Organisation
- Kontinuierliche technologische Entwicklung im Bereich E-Mobility
- Prognose 2020 am jeweiligen unteren Rand bestätigt

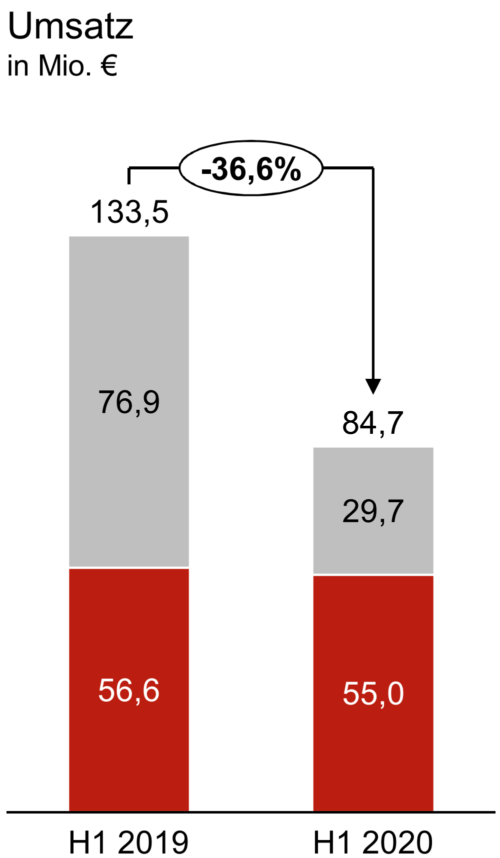
# Auftragseingang etwa auf Vorjahresniveau

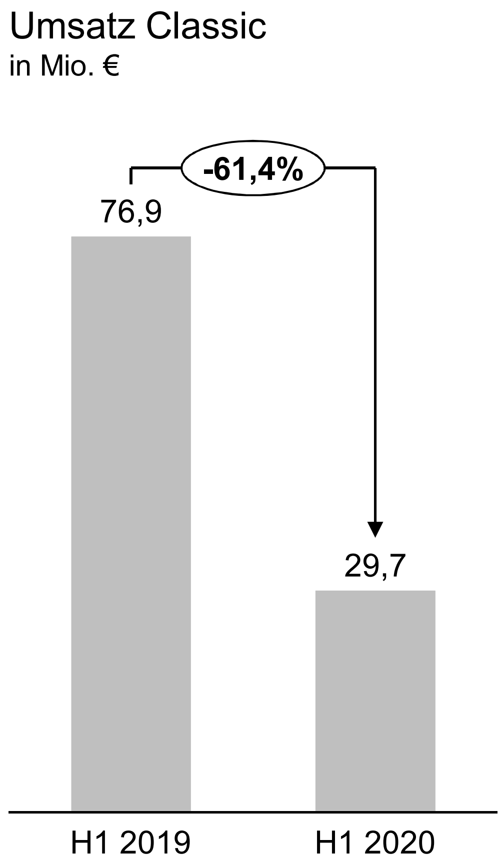



Classic E-mobility

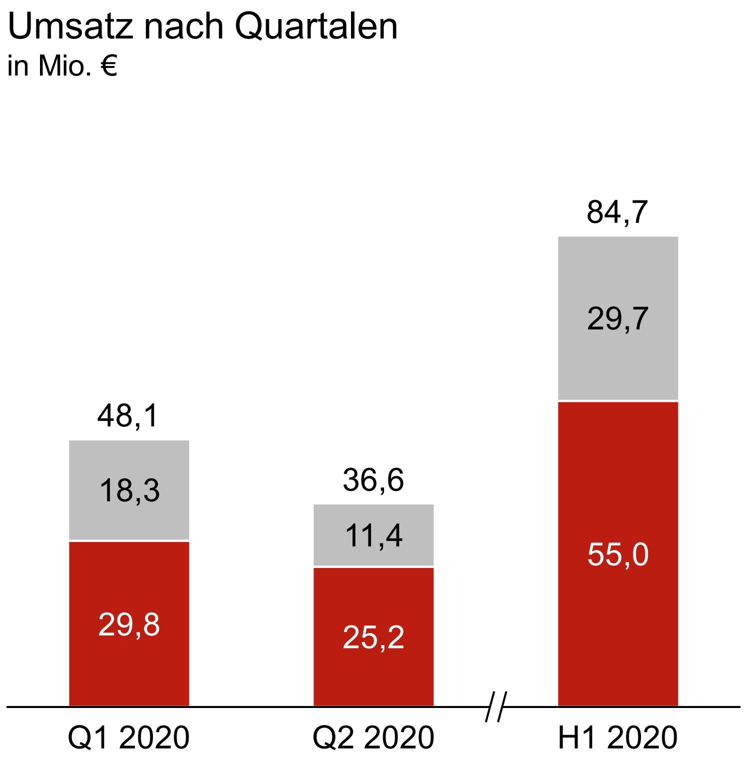
# Umsatzrückgang durch geringen Auftragseingang 2019

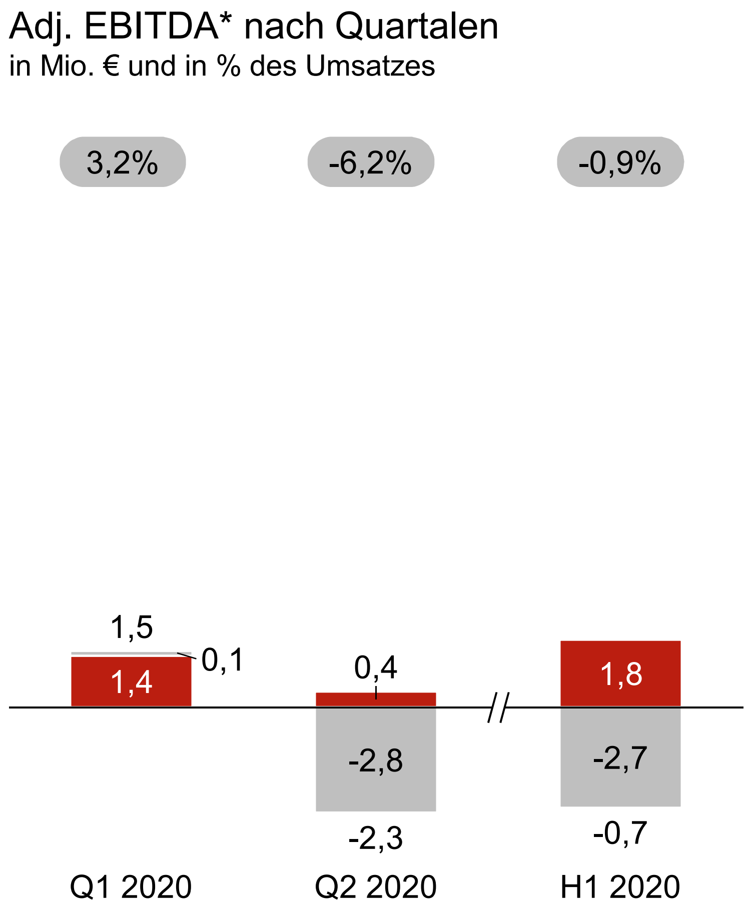



Classic E-mobility

# Zweites Quartal geprägt durch COVID-19 Effekte

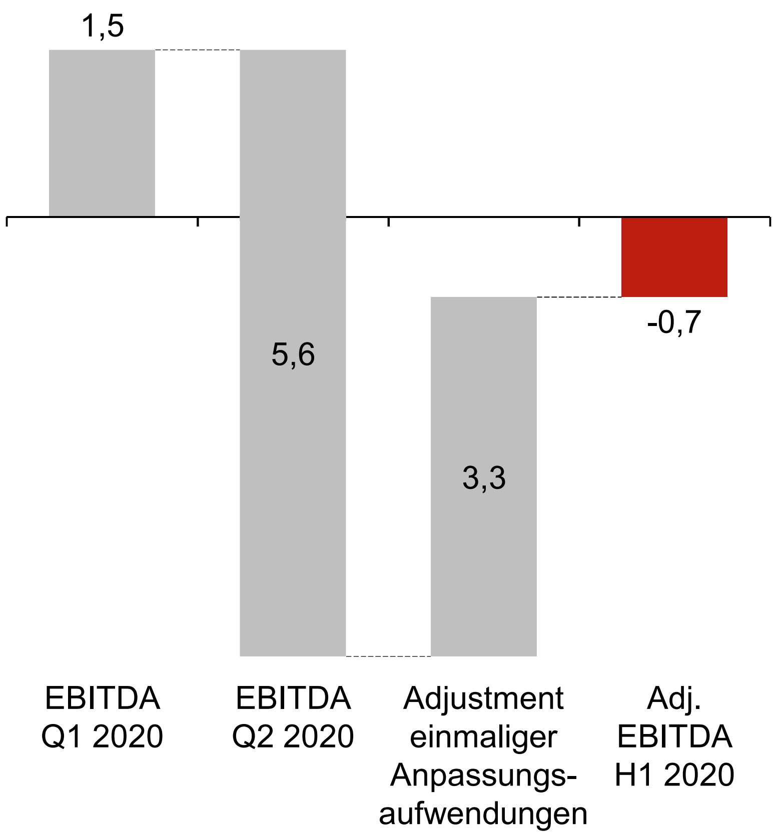


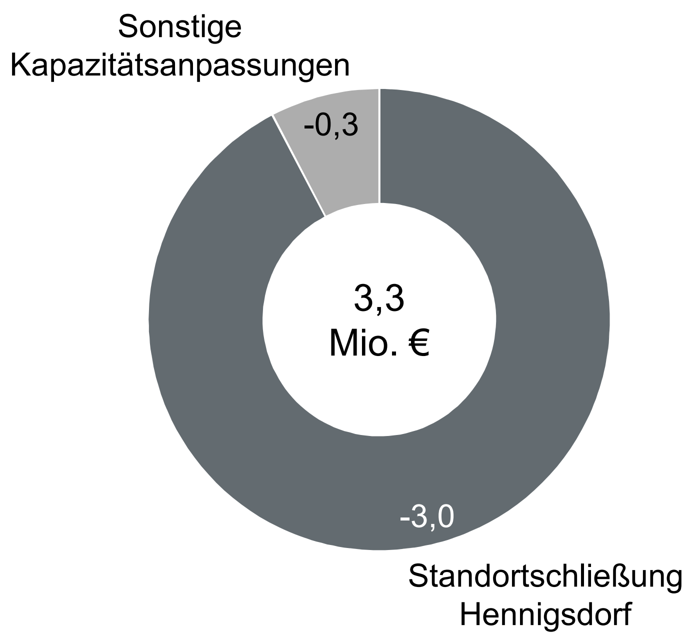

*nicht dargestellt: Effekte aus Überleitung

# Zusätzlich Sondereffekte durch Anpassungsaufwendungen

**EBITDA Überleitung**
in Mio. €

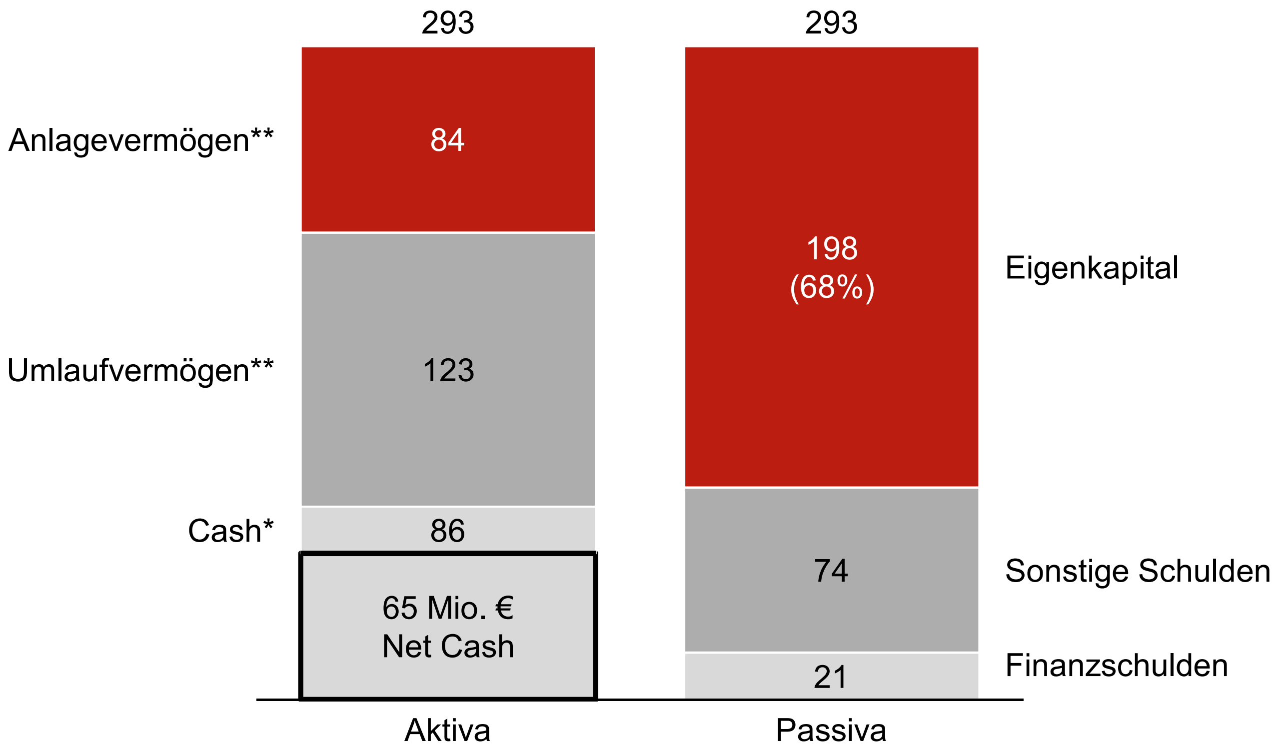



**Einmalige Anpassungsaufwendungen**
in Mio. €



# Weiterhin solide Bilanz

Bilanz per 30.06.2020
in Mio. €




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

# Aumann steuert aktiv durch die Krise

Kapazität

Organisation

Prozesse

Optimierung der Wertschöpfungstiefe

Sicherung der Profitabilität

Anpassung von Strukturen

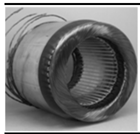
Systematisierung von Abläufen

Digitalisierung der Arbeitswelt

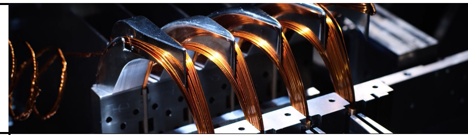
# Aumann treibt Entwicklungen voran

## Aumann Portfolio für Elektrische Fahrantriebe
Kundenprodukte

Runddraht



Automatisierte Träufelwicklung



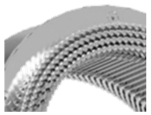
Konzentrierte Wicklung

Verteilte Nadelwicklung (ein- & zweilagig)

Flachdraht

I-Pin

Hairpin



Continuous Hairpin

### Eigenschaften

- Hochautomatisierte Statorfertigung
- Standardisierte Prozessmodule
- Reduzierter Flächenbedarf

### Anwendung

1. Drehzahlorientierte E-Motoren
2. Preissensible Fahrzeugsegmente

# Aumann ist attraktiv aufgestellt

| Technologischer Vorsprung | Fokus auf E-mobility | Unternehmen und Mitarbeiter |
|---|---|---|
| Exklusive Wickel-technologien | Jahrzehntelange Automotive-Erfahrung | 6 Standorte in Europa, China, USA |
| Höchstes Maß an Automatisierung | Kundenbeziehungen zu einschlägigen OEMs/Tier-1s | Expertise mit Großprojekten |
| Turn-Key Produktionslinien | Technologien für den E-Antriebsstrang und Elektrifizierung | Hochqualifizierte Mitarbeiter |

Ein weltweit führender Hersteller von hochautomatisierten Produktionslösungen für die E-Mobilität

# Aktienoptionsprogramm 2020*

Unternehmerischer Anreiz zur dauerhaften und nachhaltigen Wertsteigerung

Langfristige Bindung hochqualifizierter und engagierter Leistungsträger

Aktionäre profitieren vom Erreichen der Wachstumsziele und von der Kursentwicklung

300.000 Aktienoptionsrechte für Mitglieder des Vorstands und Führungskräfte

Verwässerungseffekt max. 1,97 %, aber keine wesentliche Liquiditätsbelastung für Aumann

Exponentielle Anreizwirkung durch Schwellen und Durchschnittskurs

Wartefrist von 4 Jahren zuzüglich eines Werktages

* Tagesordnungspunkt 6

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No matter who will prevail the **E-mobility revolution**

they will need production solutions **Made by Aumann**

www.aumann.com

# Contact

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