

St Athan Site Visit and Factory Tour

10 June 2019



Second Century Plan – sustainable luxury

1



2



3



**SUSTAINABLE
LUXURY BUSINESS**

STABILISATION

ACHIEVED

- New leadership team
- Clear growth plan
- Financial structure in place
- De-risking of the business

CORE STRENGTHENING

SUBSTANTIALLY COMPLETE

- All new GT and sports car range launched
- Deliveries of DBS Volante Q3 2019, and Vantage AMR Q4 2019
- New “specials” strategy

PORTFOLIO EXPANSION

PROGRESSING WELL

- 7 core models
- 2nd manufacturing plant
- Optimised capacity at c.14k
- Full EV capability

DELIVERING

- **Predictable growth and high margins**
- **Significant value creation**
- **Long term sustainability**

Predictable growth underpinned by the 3 Pillar Product Strategy





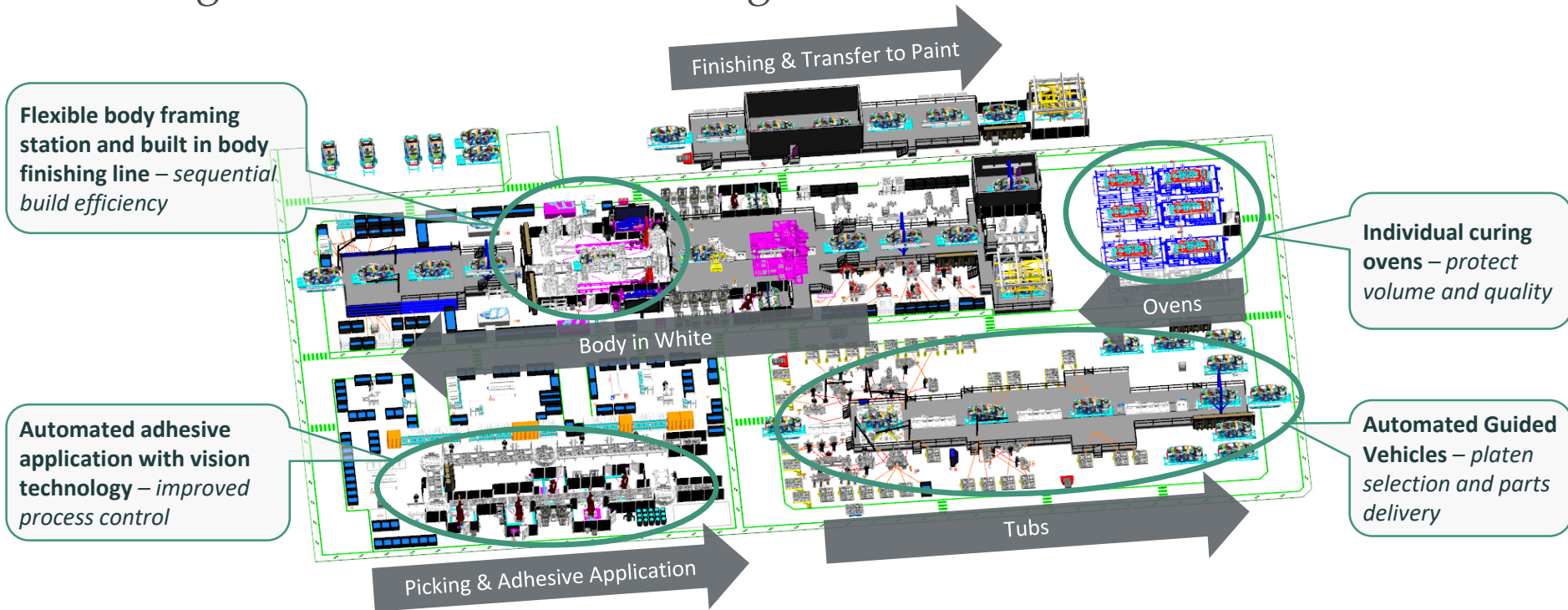
ST ATHAN FACILITY CONVERSION



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BODYSHOP – expected to complete end of H1 2019 with market leading innovation and technologies



PAINT SHOP – fully automated 3 floor painting facility; Commissioned with DB11s; All stations ready for production with tooling in place



World class automation and technologies

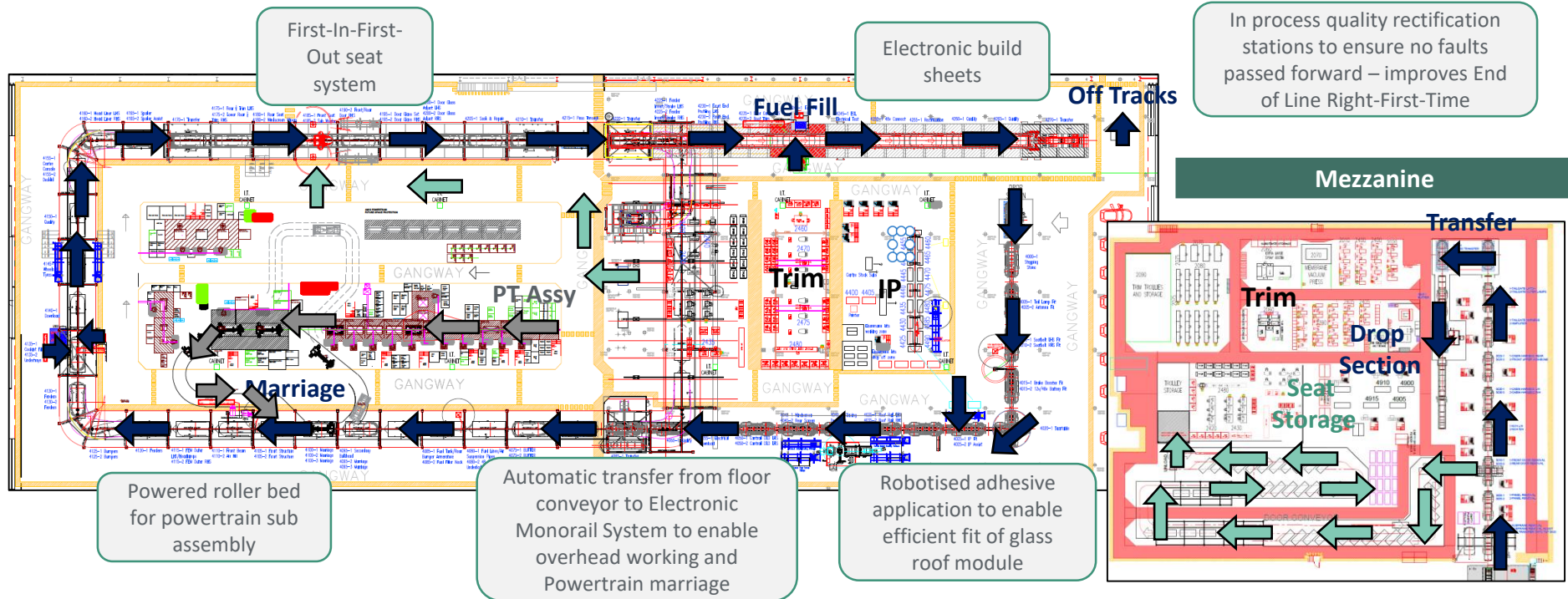
- **Dry filtration system** – *eliminates water contamination*
- **Sealed and fully automated process from cleaning to application** – *“hands off” strategy*
- **Automated and static charged cleaning robots** – *consistent paint application*
- **Automatic Storage & Retrieval System** – *stores up to 88 cars, loads / collects in 60 seconds*
- **Quick colour change system** – *minimises cross transfer contamination risk and enables customer demand for bespoke colour choice*

Three identical robot application lines



- Primer, basecoat and clearcoat
- Improved consistency and programme capability
- Ability to hand paint special paint technologies on-line
- Tuned robot programme for each paint colour

TRIM & FINAL – prepared for final commissioning with DBX; All Technicians trained on virtual training programme



OFF TRACKS – substantially installed, and commissioning in progress; Test track installation complete, hill in progress

Product attribute validation

Wheel Alignment / Headlamp
Alignment Rig



Customer Perception Audit room
facility



Water test



Rolling road



Customer acceptance lines and test track

Paint inspection line and calibration line 1 and 2



Test track and multi surface roads



Employment creation at St Athan

➤ Over 700 skilled jobs to be created in St Athan alone

➤ >90 employees from St Athan and surrounding areas trained on Gaydon assembly line for the past 2 years

➤ These employees have almost completed a 12 week virtual reality DBX assembly training program, with over 100 virtual build experiences each, in preparation for the LPT line build

➤ Additional 100 employees from certain key functions re-located from Gaydon

➤ Over 200 employees currently on site, increasing to c.600 employees at Job 1 in Q2 2020

➤ New access road, funded by the Welsh Government, in progress

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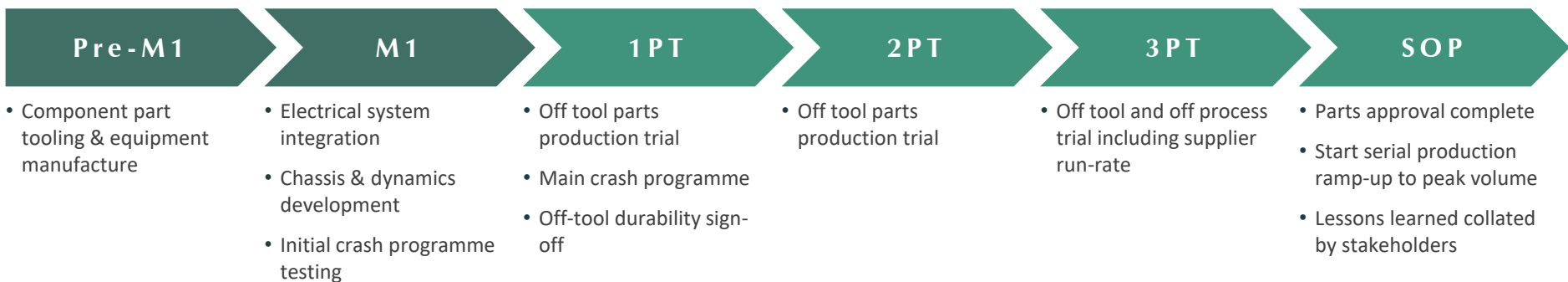
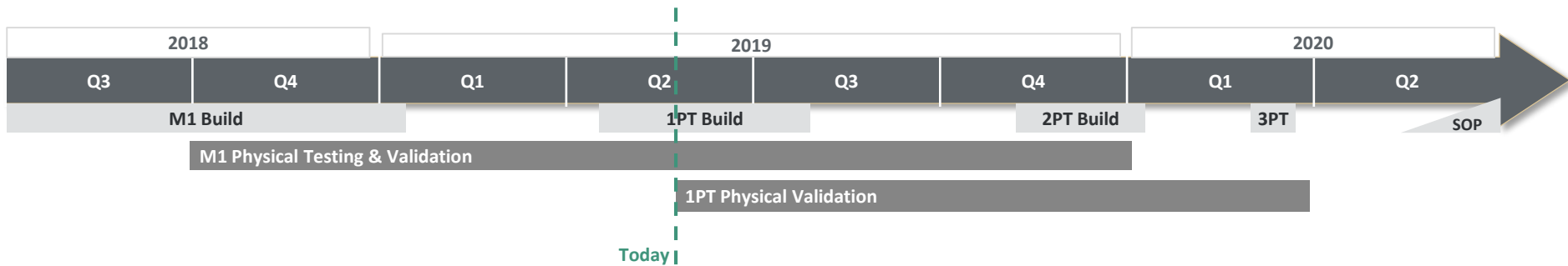
DELIVERING THE DBX



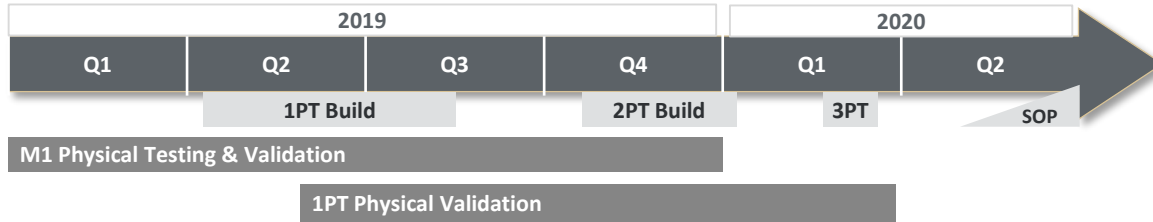
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Pre-production phases



DBX M1 prototype testing



Development and verification headed up by our Chief Vehicle Engineer

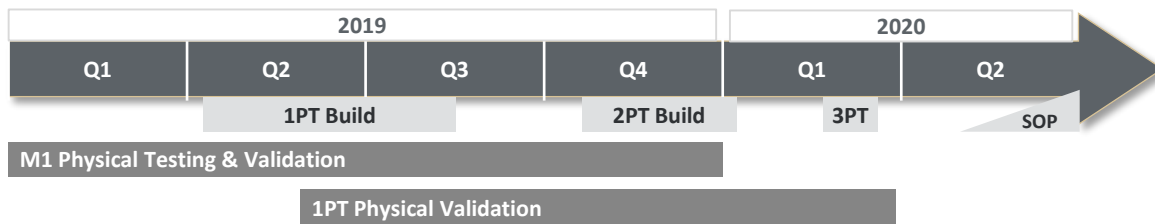
Extensive test activity in multiple locations including:

- Sweden winter testing at Pirelli test facility for tyre and slip control development
- Mixed multi-terrain developments at various locations, including Silverstone and Millbrook
- Dynamic, sound and cooling tuning at Silverstone Stowe and International circuits
- Nürburgring for dynamics, brakes and slip control development
- Various real world and facility tests for drivability



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DBX 1PT build progress



- First production trial (1PT) vehicle build commenced on 15 April
- Completed 1PT car now undergoing physical testing
- 6 1PT cars now in final build stages
- 1PT vehicles being used for final commissioning to validate all manufacturing processes



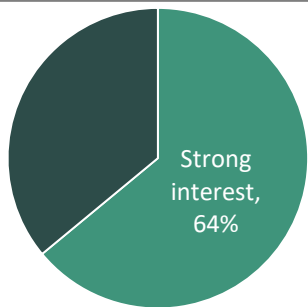
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DBX “Take To Market” strategy

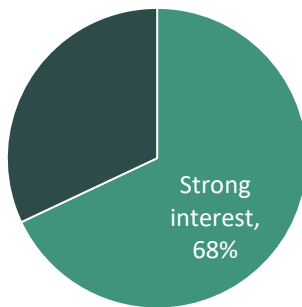


Customer clinic responses – initial impression of DBX

U.S.



China



In summary ...

➔ We're firmly in the third Phase of our Second Century Plan;

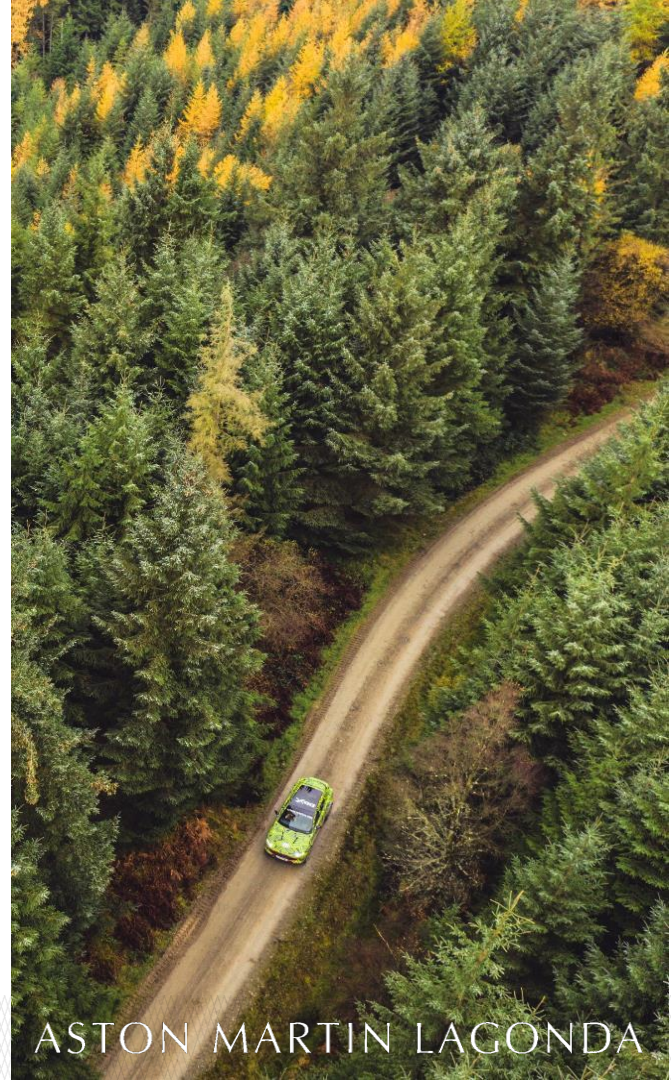
➔ DBX is car 4 in the 7 x 7 x 7 core car line up;

➔ St Athan is on track and on budget;

➔ DBX 1PT build and testing is underway;

➔ Global launch will be in December 2019;

➔ Start of production from Q2 2020.



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