



SOP IPD 12/2025

April 16, 2025

Matthias Koerwer & Yvonne Oeser

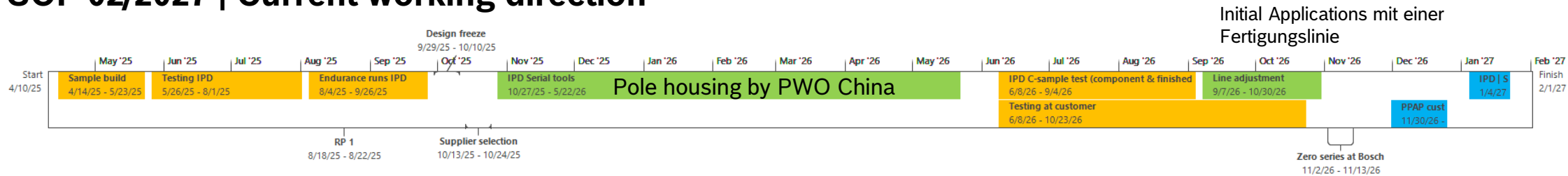
AHC Second Life – SOP IPD 12/2025

1. Timeline(s) accelerated SOP 12/2025 vs. current working direction 02/2027
2. Chances & Risk assessment
3. Financial implications

AHC Second Life – SOP IPD 12/2025

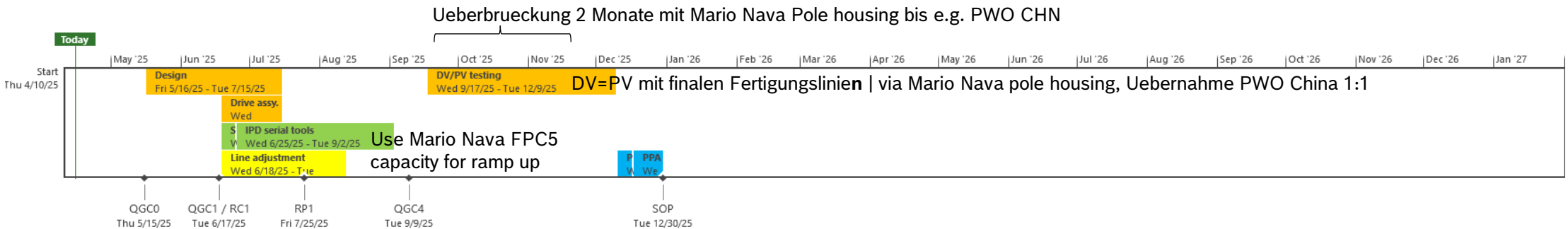
Timeline(s) SOP IPD in 02/2027 vs 12/2025

SOP 02/2027 | Current working direction



SOP 12/2025 | Accelerated introduction

Annahme: Intro aller Kunden zum gleichen Zeitpunkt/innerhalb 1 Jahr



Zusaetzlich: Pole housing by PWO China (28 wks)

AHC Second Life – SOP IPD 12/2025

Risiken

Design: Pre-mature

- **Design pre-mature:** Keine B-/C-Muster Phase --> keine B-/C-Muster Erprobung
 - **Ringverstemmen: moderat** mit jetzigen Muster, **Flyer-Winding: moderat** mit jetzigen Mustern, **Magnetfeder:** Durch geaenderte Magnetgeometrie: Risiko nicht abschaetzbar, koennten am Paket streifen
- **Keine Chance Erkenntnisse aus PoC in finales design** einfließen zu lassen → **Design freeze (05/2025) vor POC Abschluss (07/2025)**
 - POC Erprobung bereits abgespeckt: **Kein Dauerlauf fertig bis 07/2025**

Tooling: Keine Korrekturschleifen & Auslegung auf pre-mature, ggf „falsches“ Design

- **Keine Tool-Korrekturschleifen:** Aenderungsfenster bei Lieferant 2-3 Wochen bis in „Stahl und Eisen“
Von heutigen Mustern → Seriendesign → 0-Serie → D-Muster
- Note: Sourcing Termine nicht mit Fachabteilungen abgestimmt

Fertigung: Fehler in Umbau der Linien, ggf Umbau auf „falsches“ Design

- **Direkt Anpassung der Fertigungslinien** (kritische Stationen: Rundtisch fuer Poltopf-Montage, Ringverstemmen, zusaetzl. 3. Laenge bei Paketiermass)
- **Direkt Anpassung aller Linien bis DV/PV in 09/2025 → kein extra PV pro Linie.**
- **keine Prozess-QGs trotz Planung dieser durch MFT** --> regulaer mit PPAP Teilen (ab 12/2025), Dauer 9 Wochen
- Note: MAE Leadtime nicht mit Fachabteilungen abgestimmt

Ressourcen: Volle Konzentration auf IPD

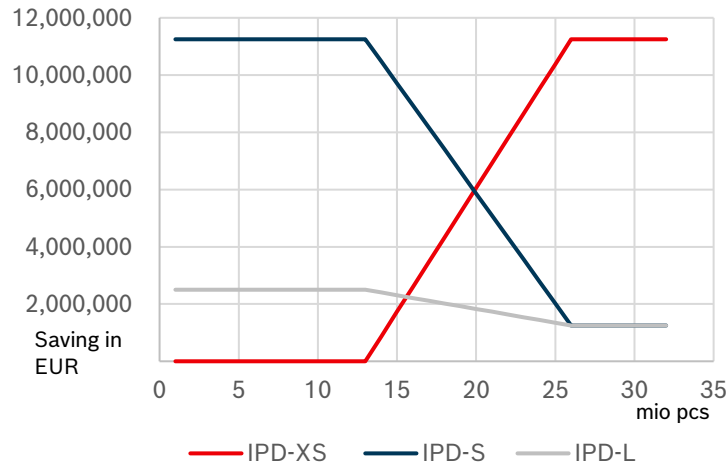
- **Ressourcenplanung offen**

AHC Second Life – SOP IPD 12/2025 vs 02/2027

Financial Implications

Chance: Fruehrer & steiler SOP: 6.8 mioEUR extra saving vs **Risiko:** Linienrueckbau: 5.3mioEUR
= 1.5mio EUR delta

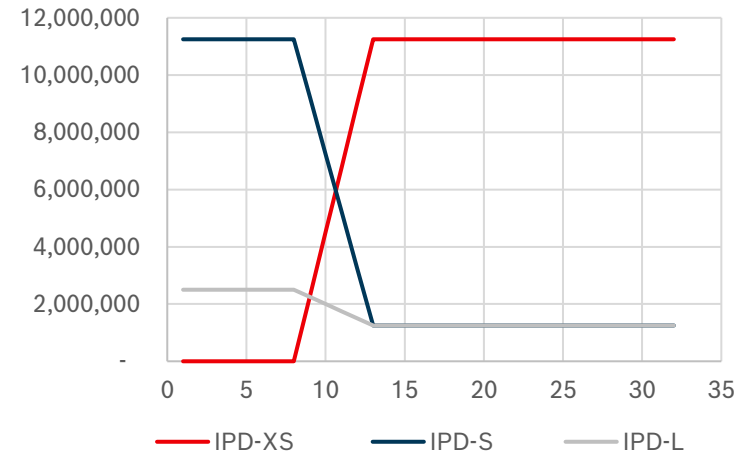
Current working direction 02/2027



Saving in EUR

9,750,000

accelerated introduction



Saving in EUR

16,500,000

Note: Kein signifikanter Unterschied in overall cost (ENG, EWAK, MAE, Customer implementation)

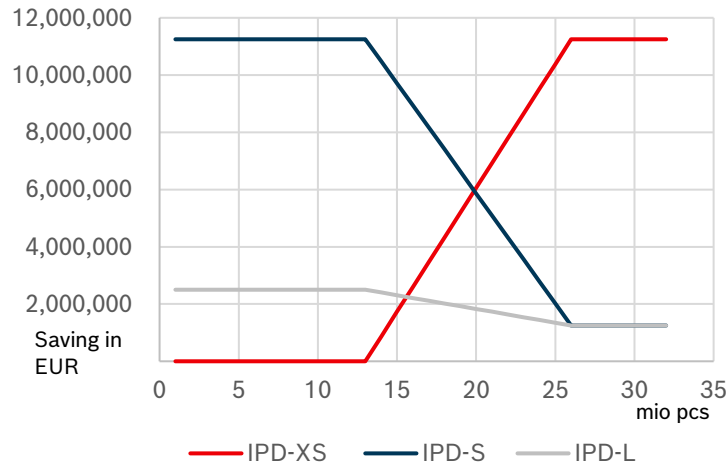
AHC Second Life – SOP IPD 06/2026 vs 02/2027

Financial Implications

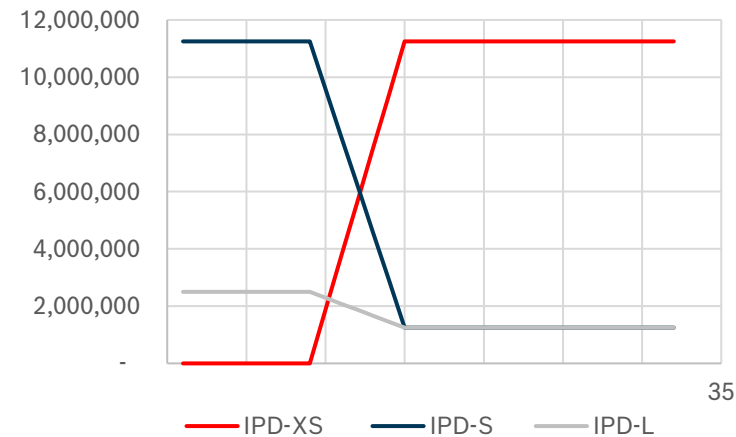
Our
recommendation

Chance: Fruehrer & steiler SOP: 5.6 mioEUR extra saving vs **Risiko:** Linienrueckbau: 5.3mioEUR
= 0.3mio EUR delta

Current working direction 02/2027



accelerated introduction



Note: Kein signifikanter Unterschied in overall cost (ENG, EWAK, MAE, Customer implementation)



English version SOP IPD 12/2025

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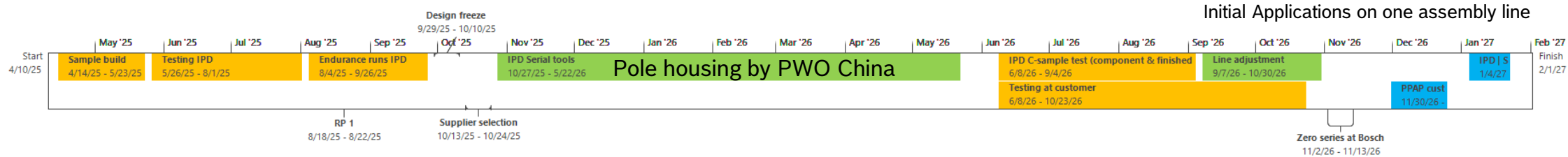
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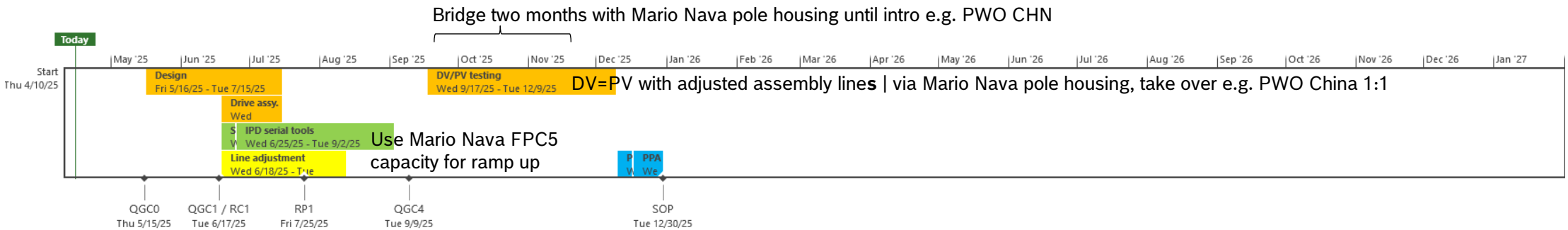
Timeline(s) SOP IPD in 02/2027 vs 12/2025

SOP 02/2027 | Current working direction



SOP 12/2025 | Accelerated introduction

Assumption: All customer SOPs at same time/within one year



in addition: Pole housing by e.g. PWO China (28 wks)

AHC Second Life – SOP IPD 12/2025

Risks

Design: Pre-mature

- **Design pre-mature:** No B-/C-sample phase --> no B-/C-Muster Erprobung
 - **Ring caulking:** moderate with current samples, **Flyer-Winding:** moderate with current samples, **Magnet springs:** As changed magnet geometry: Risk cannot be assessed currently, could touch armature
- **No chance to incorporate PoC results in final design → Design freeze (05/2025) prior to PoC results (07/2025)**
 - PoC already „light“ version: **Endurance tests will only be done 10/2025**, not for PoC in 07/2025

Tooling: No correction loop & pre-mature build on evtl. „wrong“ design

- **No correction loop(s):** Window for pivoting design for lamination/magnet at suppliers 2-3 weeks
Current samples → serial design → 0 series → D-samples heutigen Mustern → Seriendesign → 0-Serie → D-Muster
- Note: Sourcing timeline not yet aligned with corresp. departments

Manufacturing/assembly: Not correct adjustment of lines and adjustment of lines to „wrong“ design

- **„Instant“ adjustment of assembly lines to IPD** (critical stations: Round table for pole housing, ring caulking, additional third packaging-length)
- **„Instant“ adjustment of all lines globally until DV/PV in 09/2025 → no extra PV per line.**
- **No process-QGs despite plang to perform them by MFT** --> usually with PPAP-parts (starting 12/2025), QG takes 9 weeks
- Note: MAE timeline not yet aligned with corresp. departments

Ressources: Focus on IPD:

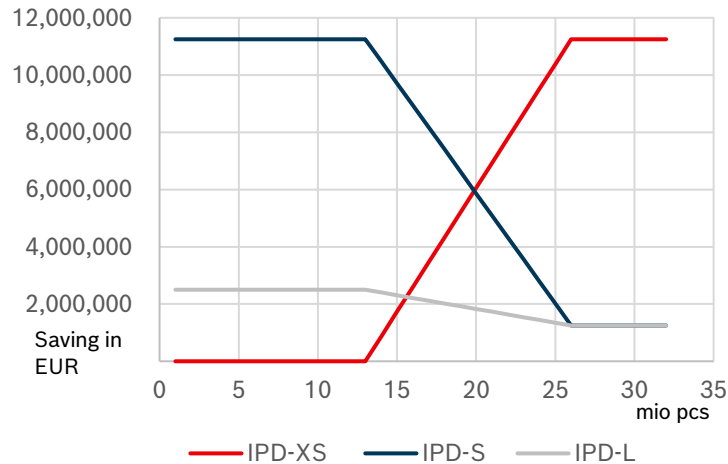
- (Re-)planning/adjustment of ressoures tbd

AHC Second Life – SOP IPD 12/2025 vs 02/2027

Financial Implications

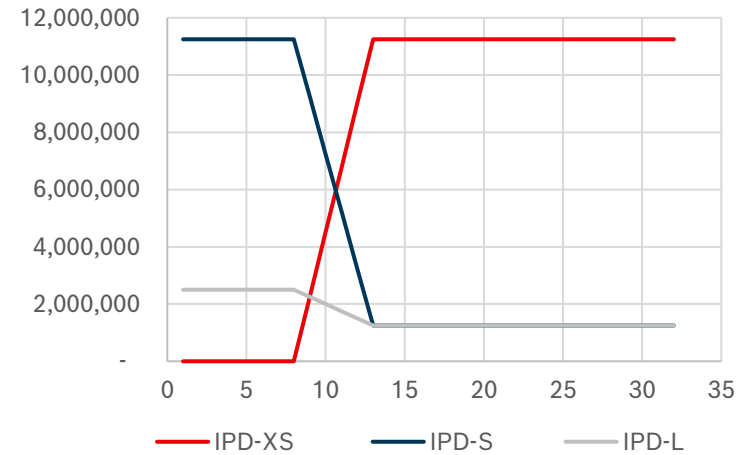
Chance: Earlier & steeper SOP: 6.8 mioEUR add. savings vs **risk:** Reverse lines to AHC: 5.3mioEUR
= 1.5mio EUR delta

Current working direction 02/2027



Start	Ende	Saving in EUR
Q2 - 2027	Q1 - 2030	9,750,000

accelerated introduction



Start	Ende	Saving in EUR
Q4 - 2025	Q4 - 2026	16,500,000

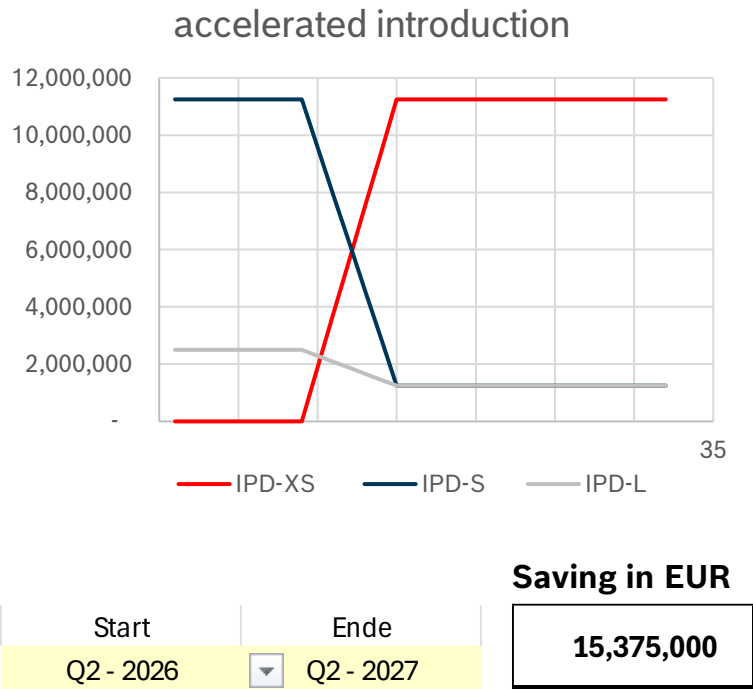
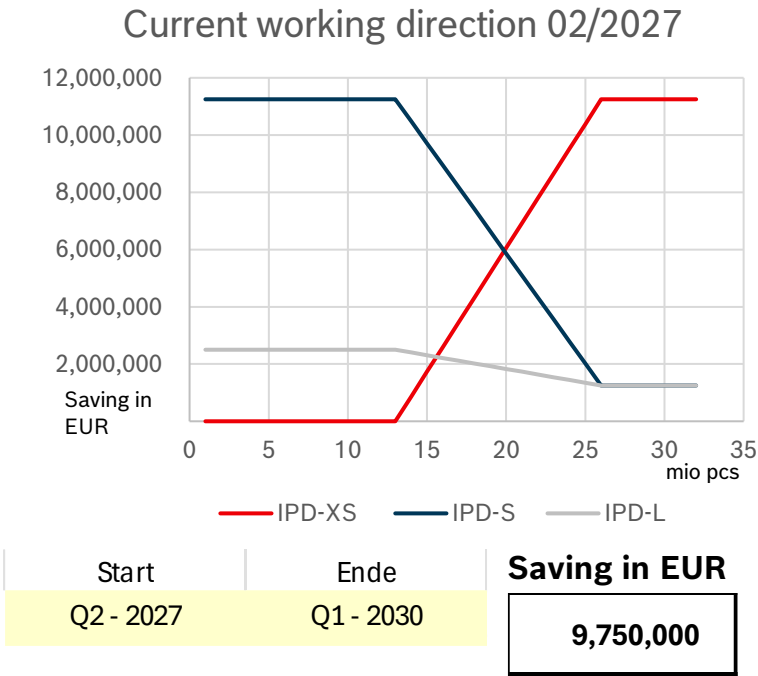
Note: No significant difference in overall cost (ENG, EWAK, MAE, Customer implementation)

AHC Second Life – SOP IPD 06/2026 vs 02/2027

Financial Implications

Our recommendation

Chance: Earlier & steeper SOP: 5.6 mioEUR add. savings vs **risk:** Reverse lines to AHC: 5.3mioEUR
= 0.3mio EUR delta



Note: No significant difference in overall cost (ENG, EWAK, MAE, Customer implementation)