

## PRESS RELEASE

27 April 2017 / PR 0504

Interim report / 1<sup>st</sup> quarter 2017

**Measures for realignment are successfully showing effects**

## **DMG MORI with best 1<sup>st</sup> quarter for order intake and results**

- **Order intake rose by 17% to € 693.9 million: highest quarterly value in the company's history (previous year: € 591.6 million)**
- **Sales revenues amounted to € 533.9 million (previous year: € 541.4 million)**
- **Earnings figures significantly increased compared to the previous year**
- **EBT improved to € 33.0 million (+28%; previous year: € 25.8 million)**
- **Earnings after taxes rose to € 22.8 million (+26%; previous year: € 18.1 million)**

**Bielefeld. DMG MORI AKTIENGESELLSCHAFT started this year successfully: The positive development of order intake continued at the beginning of the year 2017. Order intake rose by 17% to € 693.9 million in the first quarter (previous year: € 591.6 million). At this, we reached the highest quarterly value in the company's history. Adjusted for the effects from the realignment – among others, the changed sales and service structure in Asia and America – we even recorded a plus of 24%. Sales revenues reached € 533.9 million and were thereby slightly below the value in the previous year of € 541.4 million. Adjusted for effects from the realignment, sales revenues are 4% higher than the comparable value of the previous year. Our earnings figures developed very positively: EBITDA improved by 15% to € 48.7 million (previous year: € 42.4 million). EBIT increased by 23% to € 34.3 million (previous year: € 28.0 million). EBT even rose by 28% and at € 33.0 million (previous year: € 25.8 million), it reached the highest value that we have ever achieved in the first quarter of any year. As at 31 March 2017, the group reports earnings after taxes of € 22.8 million (previous year: € 18.1 million). CEO Christian Thönes: “The best order intake und the best results confirm the successful implementation of the realignment.”**

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**Order intake** rose by 17% in the first quarter to € 693.9 million (previous year: € 591.6 million). **At this, we reached the highest quarterly value in the company's history.** Adjusted for the effects from the realignment – among others, the changed sales and service structure in Asia and America – we even recorded a plus of 24%. Domestic orders amounted to € 208.6 million (previous year: € 199.0 million). International orders amounted to € 485.3 million (previous year: € 392.6 million). Thus the share of foreign business rose to 70% (previous year: 66%).

**Sales revenues** in the first quarter reached € 533.9 million and were thereby slightly below the value in the previous year of € 541.4 million. Adjusted for effects from the realignment, sales revenues are 4% higher than the comparable value of the previous year. The export quota amounted to 70% (previous year: 66%).

As of 31 March 2017, the **key income figures** of the DMG MORI group developed as follows: **EBITDA** amounted to € 48.7 million (previous year: € 42.4 million), **EBIT** was € 34.3 million (previous year: € 28.0 million) and **EBT** reached € 33.0 million (previous year: € 25.8 million). As of 31 March 2017, the group reports **earnings after taxes** of € 22.8 million (previous year: € 18.1 million).

Expenses for **research and development** in the first quarter amounted to € 11.9 million (previous year: € 10.9 million). One core topic of our research and development is **automation**. Our goal for the future is to make it possible for every DMG MORI machine to be equipped with automation. With innovative software solutions we are shaping the future for Industry 4.0. We have already prepared our machine tools for **digitization** in recent years with CELOS, the app-based control and operating software. With the founding of the start-up ISTOS we have expanded our digitization expertise. DMG MORI is specifically strengthening its future technologies in **ADDITIVE MANUFACTURING**. With powder bed selective laser melting we are now bringing the most important generative production processes for metallic materials together under one roof. For this purpose we acquired 50.1% of REALIZER GmbH at the beginning of the year. This strategic acquisition is the perfect complement to our Advanced Technologies.

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**2017 is the year of innovations for DMG MORI:** In the financial year 2017, we intend to present 18 world premieres together with DMG MORI COMPANY LIMITED. At this year's industry highlight – the EMO in Hanover – we will present eight of these world premieres and numerous innovations from the fields of automation, digitization and ADDITIVE MANUFACTURING.

On 31 March 2017, the group employed 6,894 **employees**, including 278 trainees (31 Dec. 2016: 7,282 employees). The reduction essentially results from the sale of the shares in the sales and service companies in Asia – except China and India – as well as America to DMG MORI COMPANY LIMITED. At the end of the first quarter, there were 4,046 domestic employees (59%) and 2,848 employees (41%) working for the international companies.

The **share** of DMG MORI AKTIENGESELLSCHAFT gained further in value in the first quarter (+5%). In the stock market year 2017, it was initially quoted at € 43.78 (2 January 2017) and closed at a price of € 45.83 on 31 March 2017. The market capitalization rose by 6% or € 210.4 million to € 3.61 billion (record date: 31 March 2017).

**Forecast**

The **global economy** has stabilized despite political insecurities and gained momentum at the beginning of the year. **Global consumption of machine tools** according to the most recent forecast (April 2017) by VDW and Oxford Economics, is to grow by 3.2% this year.

At present, we confirm our forecast for the financial year 2017. As before, we are planning around € 2.3 billion in **order intake** and around € 2.25 billion in **sales revenues**. **EBT** shall amount to around € 130 million. Furthermore, we expect a free cash flow of around € 40 million. Depending on a sustainable market recovery, we will check at midyear whether we can revise our forecast upwards for the financial year.

DMG MORI AKTIENGESELLSCHAFT  
The Executive Board

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Key figures on business development	2017	2016	Changes	
	1st quarter	1st quarter	2017 against 2016	
	€ million	€ million	€ million	%
Sales revenues	533.9	541.4	-7.5	-1
Order intake	693.9	591.6	102.3	+17
EBITDA	48.7	42.4	6.3	+15
EBIT	34.3	28.0	6.3	+23
EBT	33.0	25.8	7.2	+28
Annual profit	22.8	18.1	4.7	+26

**Note:** Up-to-date images can be found at <http://www.ag.dmgmori.com> All information on the DMG MORI group can also be found by following us on Twitter at @DMGMORIAG.

**Statements relating to the future**

This press release contains statements relating to the future, which are based on current estimates by the management regarding future developments. Such statements are based on the management's current expectations and specific assumptions. They are subject to risks, uncertainties and other factors, which could lead to the actual future circumstances including the assets, liabilities, financial position and profit or loss of DMG MORI AKTIENGESELLSCHAFT differing materially from or being more negative than that those expressly or implicitly assumed or described in these statements. The business activities of DMG MORI AKTIENGESELLSCHAFT are subject to a series of risks and uncertainties, which may result in forward-looking statements estimates or forecasts becoming inaccurate. Should one of these factors of uncertainty or other unforeseeable event occur, or should the assumptions on which these statements are based prove incorrect, the actual results may differ materially from the results stated, expected, anticipated, intended, planned, aimed at, estimated or projected in these statements. Forward-looking statements must not be understood as a guarantee or assurance of future developments or events contained therein.

There are two companies using the name "DMG MORI ": DMG MORI AKTIENGESELLSCHAFT with registered office in Bielefeld, Germany, and DMG MORI COMPANY LIMITED with registered office in Nagoya, Japan. This release refers exclusively to DMG MORI AKTIENGESELLSCHAFT. If reference is made in this release to "DMG MORI", this refers exclusively to the DMG MORI AKTIENGESELLSCHAFT and its group companies.

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