

Significant rise in order intake, sales revenues and earnings

DMG MORI achieves record figures in financial year 2017

- **Order intake rises by 16% to € 2,754.8 million (previous year: € 2,369.9 million)**
- **Sales revenues of € 2,348.5 million are also at a record high (+4%; previous year: € 2,265.7 million)**
- **EBIT increases by 73% to € 180.1 million (previous year: € 104.0 million)**
- **EAT reaches € 118.4 million (+149%; previous year: € 47.5 million)**
- **Free cash flow improves markedly to € 142.4 million (+235%; previous year: € 42.5 million)**

Bielefeld // DMG MORI AKTIENGESELLSCHAFT achieved record figures in financial year 2017 in order intake, sales revenues and free cash flow. Earnings also rose markedly. The high demand for our innovative machines and technology solutions continued. Order intake rose by +16% to € 2,754.8 million (previous year: € 2,369.9 million). Adjusted for the effects of the realignment in 2016 – including the changes to the sales and service organization in Asia and America – order intake rose even by as much as 23%. The worldwide machine tool consumption rose by 4.5%. Hence DMG MORI has grown stronger than the market. Sales revenues rose by +4% to € 2,348.5 million (previous year: € 2,265.7 million). Adjusted for realignment effects, sales revenues grew by +9% compared with the previous year. This development shows that by concentrating on the core business and further developing strategic future areas, DMG MORI has successfully taken and implemented the right measures.

All figures are provisional and subject to audit and the approval of the financial statements by the Supervisory Board.

Chairman of the Executive Board Christian Thönes: "Our success in financial year 2017 is very impressive. We have achieved record figures in order intake, sales revenues and free cash flow. In addition, we have actively set up new strategic future areas: With ISTOS, ADAMOS and WERKBLIQ we have further expanded our digitization strategy, with HEITEC we have extended our automation expertise and with REALIZER have strengthened ADDITIVE MANUFACTURING."

Order intake rose to € 2,754.8 million and, following the previous year's record figure (€ 2,369.9 million), it has been possible to increase it again considerably by 16%. Adjusted for realignment effects, order intake has risen by as much as 23%. In the fourth quarter orders were € 666.2 million (previous year's quarter: +9%; € 610.3 million). Domestic orders grew by +8% to € 825.7 million (previous year: € 763.0 million). International orders amounted to € 1,929.1 million (+20%; previous year: € 1,606.9 million). The share of international orders thus rose to 70% (previous year: 68%).

Sales revenues rose by +4% to € 2,348.5 million and thus achieved a new record high (previous year: € 2,265.7 million). Adjusted for the effects of the realignment, sales revenues increased by +9% compared to the previous year. In the fourth quarter sales revenues rose by € 55.7 million or +9% to € 692.3 million (previous year: € 636.6 million).

We also achieved further growth in earnings: EBITDA improved by 49% to € 252.9 million (previous year: € 169.7 million). EBIT rose 73% to € 180.1 million (previous year: € 104.0 million) and EBT gained 87% to € 176.4 million (previous year: € 94.1 million). The group reports EAT of € 118.4 million as at 31 December 2017 – an increase of 149% (previous year: € 47.5 million).

In the fourth quarter, EBITDA improved to € 90.1 million (previous year: € 23.4 million), EBIT rose to € 60.9 million (previous year: € 0.0 million) and EBT increased to € 60.0 million (previous year: € -4.9 million). In the fourth quarter the group reports EAT of € 37.9 million (previous year: € -21.4 million).

In addition to the good results of operations, the financial position also developed positively: Free cash flow improved by € 99.9 million to the record figure of € 142.4 million (+ 235%; previous year: € 42.5 million).

Current: New executive responsibilities for production, logistics and quality

Effective as at 15 May 2018, Michael Horn (46) will assume executive responsibility for production, logistics and quality. DMG MORI is thus optimizing key innovation areas, for instance digitization in the production and logistics processes, as well as the "First Quality" strategy. Chairman of the Executive Board Christian Thönes: "We are delighted to have Michael Horn join us and have won a strong personality for our executive team. Together we will push the dynamic of DMG MORI." At present Mr. Horn is a member of the Executive Board of Körber AG, Hamburg.

Forecast 2018

We have made a successful start to the new financial year: At our traditional open house in Pfronten we have once again achieved new record results with order intake of more than € 285 million and around 8,500 international trade visitors. Further details of business development in 2018 will be announced at the balance sheet press conference on 13 March 2018.

DMG MORI AKTIENGESELLSCHAFT
The Executive Board

Key figures on business development

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	2017	2016	Changes	
	31 Dec. 2017	31 Dec. 2016	2017 against 2016	
	€ million	€ million	€ million	%
Order intake	2,754.8	2,369.9	384.9	16
Sales revenues	2,348.5	2,265.7	82.8	4
EBITDA	252.9	169.7	83.2	49
EBIT	180.1	104.0	76.1	73
EBT	176.4	94.1	82.3	87
EAT	118.4	47.5	70.9	149
Free cash flow	142.4	42.5	99.9	235

	2017	2016	Changes	
	4 th quarter	4 th quarter	2017 against 2016	
	€ million	€ million	€ million	%
Order intake	666.2	610.3	55.9	9
Sales revenues	692.3	636.6	55.7	9
EBITDA	90.1	23.4	66.7	
EBIT	60.9	0.0	60.9	
EBT	60.0	-4.9	64.9	
EAT	37.9	-21.4	59.3	
Free cash flow	106.8	218.1	-111.3	

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 on Twitter at [@DMGMORIAG](https://twitter.com/DMGMORIAG)

Company Profile //

DMG MORI AKTIENGESELLSCHAFT is a leading manufacturer worldwide of machine tools with sales revenues of more than € 2.3 billion and more than 7,000 employees. Together with the DMG MORI COMPANY LIMITED we reached sales revenues of more than € 3 billion.

The range of products includes turning and milling machines as well as Advanced Technologies, such as ULTRASONIC, LASERTEC and ADDITIVE MANUFACTURING, plus automation and integrated technology solutions. Our technology excellence is bundled within the main sectors of „Aerospace“, „Automotive“, „Die & Mold“, and „Medical“.

With our APP-based control and operating software CELOS and our exclusive technology cycles and Powertools, we are actively shaping Industrie 4.0. More than 10,000 DMG MORI machines fitted with CELOS have been supplied so far. DMG MORI is offering its customers and suppliers an integrated and open digital solution with the new, non-proprietary IIoT platform ADAMOS.

Our customer-focused services covering the entire life cycle of a machine tool include training, maintenance, repair, and a replacement parts service. Our partner program „DMG MORI Qualified Products“ (DMQP) allows us to offer perfectly matched peripheral products from one source. More than 12,000 employees work at the „Global One Company“ in 14 production plants and 157 sales and service locations. DMG MORI supplies customers from 42 different industrial sectors in 79 countries.

Forward-looking statements //

This press release contains forward-looking statements, which are based on current estimates of 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 that could cause the actual circumstances including the results of operations, financial position and net worth of DMG MORI AKTIENGESELLSCHAFT to differ materially from or be more negative than those expressly or implicitly assumed or described in these statements. The business activities of DMG MORI AKTIENGESELLSCHAFT are subject to a range of risks and uncertainties, which may likewise render a forward-looking statement, estimate or forecast 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 expressed, expected, anticipated, intended, planned, aimed at, estimated, projected or implied in these statements. Forward-looking statements must not be understood as a guarantee or assurance of the 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 Nara, Japan. DMG MORI AKTIENGESELLSCHAFT is (indirectly) controlled by DMG MORI COMPANY LIMITED. This release refers exclusively to DMG MORI AKTIENGESELLSCHAFT. If reference is made in this release to „DMG MORI“, this refers exclusively to DMG MORI AKTIENGESELLSCHAFT and its controlled companies within the meaning of Section 17 of the German Stock Corporation Act (Aktiengesetz – AktG). If reference is made to „Global One Company“, this refers to the joint activities of DMG MORI COMPANY LIMITED and DMG MORI AKTIENGESELLSCHAFT including all subsidiary companies.

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Supervisory Board: Prof. Dr.-Ing. Raimund Klinkner, Chairman; Hermann Lochbihler, Deputy
Executive Board: Dipl.-Kfm. Christian Thönes, Chairman; Dipl.-Kfm. Björn Biermann; Dipl.-Kfm. Dr. Maurice Eschweiler
Local Court: HRB 7144

Financial calendar //

13 March 2018

Balance sheet press conference
Publication
Annual Report 2017

26 April 2018

Quarterly release for
1st Quarter 2018
(1 January to 31 March)

4 May 2018

116th Annual General Meeting

26 July 2018

Quarterly report for
1st half year 2018
(1 January to 30 June)

Subject to alteration