

Order intake, sales revenues, EBIT and free cash flow at historical high

DMG MORI completes 2018 with new record values

- Order intake rises again by 8% to € 2,975.6 million (previous year: € 2,754.8 million)
- Sales revenues of € 2,655.1 million are 13% above the previous year (€ 2,348.5 million)
- EBIT goes up by 21% to € 217.1 million (previous year: € 180.1 million)
- Free cash flow improves by 8% to € 154.2 million to (previous year: € 142.4 million)

Bielefeld // DMG MORI AKTIENGESELLSCHAFT can look back on a very successful financial year 2018. Order intake, sales revenues, EBIT and free cash flow reached record values. Order intake rose by +8% to € 2,975.6 million. Sales revenues increased by +13% to € 2,655.1 million. EBIT went up by 21% to € 217.1 million. This corresponds to an EBIT margin of 8.2%. Free cash flow improved by € 11.8 million to € 154.2 million.

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 says: "DMG MORI has continued to develop positively – technologically, structurally and culturally. We have once again shown our innovative power. Our record levels of order intake, sales revenues, EBIT and free cash flow confirm our course. With dynamic and excellence, we continue to drive forward our future fields of automation, digitization and ADDITIVE MANUFACTURING. Here we see great chances."

Order intake rose to € 2,975.6 million and – at +8% - was once again higher than in the previous year (€ 2,754.8 million). Orders in the fourth quarter totaled € 705.1 million (previous year's quarter: € 666.2 million). Domestic orders grew by +7% to € 882.6 million for the full year (previous year: € 825.7 million). International orders amounted to € 2,093.0 million (+9%; previous year: € 1,929.1 million). The share of international orders was 70% as in the previous year.

Sales increased by +13% to € 2,655.1 million (previous year: € 2,348.5 million). In the fourth quarter, sales revenues rose to € 797.4 million (+15%; previous year: € 692.3 million). The export quota amounted to 69% (previous year: 70%).

We also achieved further growth in earnings: EBITDA improved by +11% € 280.8 million (previous year: € 252.9 million). EBIT rose by +21% to € 217.1 million (previous year: € 180.1 million). At 8.2%, the EBIT margin exceeded the previous year's level (7.7%). EBT increased by +22% to € 214.8 million (previous year: € 176.4 million). As of 31 December 2018, the group reported an EAT of € 149.5 million – an increase of 26% (previous year: € 118.4 million).

In the fourth quarter, EBITDA amounted to € 96.6 million (previous year: € 90.1 million). EBIT increased to € 74.0 million (previous year: € 60.9 million) and EBT rose to € 73.1 million (previous year: € 60.0 million). In the fourth quarter the group reports EAT of € 50.2 million (previous year: € 37.9 million).

In addition to the good results of operations, the financial position also developed positively in the whole year: Free cash flow improved by +8% to € 154.2 million (previous year: € 142.4 million).

Forecast 2019 //

The global economy continues to be marked by worldwide uncertainties, such as the trade conflict between the US and China, the possible disorderly EU exit from the UK as well as the current debt situation in Italy. According to forecasts by VDW and Oxford Economics from October 2018, worldwide machine tool consumption is expected to grow at a slower rate of +3.6% in 2019 (previous year: +8.5%). The trend of decreasing dynamics which has already begun to emerge in autumn of 2018 is thus continuing. In view of the existing geopolitical uncertainties, it cannot be ruled out that the forecasts will be adjusted.

Our unique combination of dynamic and excellence in the “Global One Company” forms a solid basis for the future and for changing market conditions. We will publish further information regarding business development at the Balance Sheet Press Conference on 12 March 2019.

DMG MORI AKTIENGESELLSCHAFT
The Executive Board

Key figures on business development

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

	2018	2017	Changes	
	31 Dec.	31 Dec.	2018 against 2017	
	€ million	€ million	€ million	%
Order intake	2,975.6	2,754.8	220.8	8
Sales revenues	2,655.1	2,348.5	306.6	13
EBITDA	280.8	252.9	27.9	11
EBIT	217.1	180.1	37.0	21
EBT	214.8	176.4	38.4	22
EAT	149.5	118.4	31.1	26
Free cash flow	154.2	142.4	11.8	8

	2018	2017	Changes	
	4 th quarter	4 th quarter	2018 against 2017	
	€ million	€ million	€ million	%
Order intake	705.1	666.2	38.9	6
Sales revenues	797.4	692.3	105.1	15
EBITDA	96.6	90.1	6.5	7
EBIT	74.0	60.9	13.1	21
EBT	73.1	60.0	13.1	22
EAT	50.2	37.9	12.3	32
Free cash flow	38.7	106.8	-68.1	-64

Note: Up-to-date images can be found at <http://www.dmgmori-ag.com>. All information on the DMG MORI group can also be found on Twitter at [@DMGMORIEU](https://twitter.com/DMGMORIEU).

Company Profile //

DMG MORI AKTIENGESELLSCHAFT is a leading manufacturer worldwide of machine tools with sales revenues of more than € 2.6 billion and more than 7,000 employees.

Our holistic technology and automation solutions include turning and milling machines as well as the Advanced Technologies ULTRASONIC, LASERTEC and ADDITIVE MANUFACTURING. With CELOS APPs, exclusive Technology Cycles and Powertools as well as modular products from ISTOS and WERKBLiQ we realize an "Intergrated Digitization" of production – from Planning and Preparation through Production and Monitoring to Service. The open, non-proprietary IoT platform ADAMOS completes the offer for a digital factory.

Our technology excellence is bundled within the main sectors of „Aerospace“, „Automotive“, „Die & Mold“, and „Medical“. With the partner program "DMG MORI Qualified Products" (DMQP) we offer perfectly matched peripheral products from one source. Our customer-focused services covering the entire life cycle of a machine tool include training, repair, maintenance and a replacement parts service.

Together with the DMG MORI COMPANY LIMITED more than 12,000 employees are working in the "Global One Company". With 157 sales and service locations – thereof 14 production plants – we are present worldwide and supply over 100,000 customers from 42 industries 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 (Aktengesetz – 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.

ISIN: DE0005878003

DMG MORI AKTIENGESELLSCHAFT | Gildemeisterstraße 60 | D-33689 Bielefeld
T: +49 (0) 52 05 / 74-30 01 | F: +49 (0) 52 05 / 74-30 81 | pr@dmgmori.com | www.dmgmori-ag.com

Supervisory Board: Dr.-Eng. Masahiko Mori, Chairman; Mario Krainhöfner, Deputy

Executive Board: Dipl.-Kfm. Christian Thönes, Chairman; Dipl.-Kfm. Björn Biermann; Dipl.-Kfm. Dr. Maurice Eschweiler; Michael Horn, M.B.A.
Local Court: HRB 7144

Financial calendar //

12 March 2019

Balance Sheet Press Conference
Publication Annual Report 2018

30 April 2019

Quarterly Release for
1st Quarter 2019
(1 January to 31 March)

10 May 2019

117th Annual General Meeting

30 July 2019

Interim Report for
1st Half Year 2019
(1 January to 30 June)

Subject to alteration