

# 120<sup>TH</sup> ANNUAL GENERAL MEETING

6 May 2022

**DMG MORI**

CO<sub>2</sub> neutral

EMPLOYEES

GLOBE

TECHNOLOGY EXCELLENCE

FIRST QUALITY

SERVICE EXCELLENCE

**DMG MORI**

AKTIENGESELLSCHAFT

AUTOMATION

DIGITIZATION

ADDITIVE MANUFACTURING

DMQP

SUSTAINABILITY



# HIGHLIGHTS 2021



**DMG MORI** *CO<sub>2</sub> neutral*

**TCFD** TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

SCIENCE BASED TARGETS  
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

PLATINUM *Top 1%*  
**2022 ecovadis**  
Sustainability Rating

SINCE 2021  
CLIMATE-NEUTRAL  
MANUFACTURING  
OF OUR  
MACHINES

NOMINEE  
German  
Sustainability Award  
2022

DMG MORI is in the TOP 17 out  
of more than 1,000 applicants!

**100 % climate-neutral**



**DMG MORI**

**VISION**  
WIR WOLLEN WELTWEIT DER  
ATTRAKTIVSTE WERKZEUGMASCHINENHERSTELLER MIT  
DIGITALEN UND NACHHALTIGEN PRODUKTEN SEIN!

**MISSION**  
WIR WOLLEN UNSERE KUNDEN IN  
IHRER PRODUKTION UND DIGITALISIERUNG!

**TOP WERTE**  
TRUST VERTRAUEN  
OPENNESS OFFENHEIT  
PASSION LEIDENSCHAFT

**Live Strategy Information**



**ADAMOS STORE**

**PAYZR** by DMG MORI  
PAY WITH ZERO RISK  
SOFTWARE-AS-A-SERVICE  
EQUIPMENT-AS-A-SERVICE

**DMG MORI STORE**  
powered by ADAMOS

**up2parts** **ISTOS** **TULIP** **WERKBLIQ** **CLX 450 TC**

All products

**DMG MORI**  
CLX 450 TC and M1 by PAYZR  
Equipment-as-a-Service  
Accelerate your innovation cycle: subscribe  
to the M1 and CLX 450 TC with an attractive,  
usage based spindle hour fee and a low monthly  
basic fee including an all-around carefree package.

**up2parts**  
AI-based calculation  
The usage of up2parts is simple, intuitive and  
increases your success quote verily.

**ISTOS**  
PRODUCTION PLANNING & CONTROL  
Three applications for manual planning  
with extensive functions, feedback  
and visualization of production orders.

**TULIP**  
Build your own App  
With TULIP's no-code platform to paperwork  
and more productive manufacturing - without  
any programming knowledge.

**PAYZR** by DMG MORI  
PAY WITH ZERO RISK

**PAYZR – digital end-to-end solutions**



**DMG MORI**

**5-AXIS CHAMPION**

**DMG MORI**

**Pre-EMO show Pfronten**



**EMO ILANO**  
2021

**DMG MORI**

WE EMPOWER YOU WITH AUTOMATION & DIGITIZATION

**EMO in Milan**



**DMG MORI**

德马吉森精机平湖新工厂奠基仪式  
DMG MORI Manufacturing Solutions (Pinghu) Co. Ltd.  
Groundbreaking Ceremony

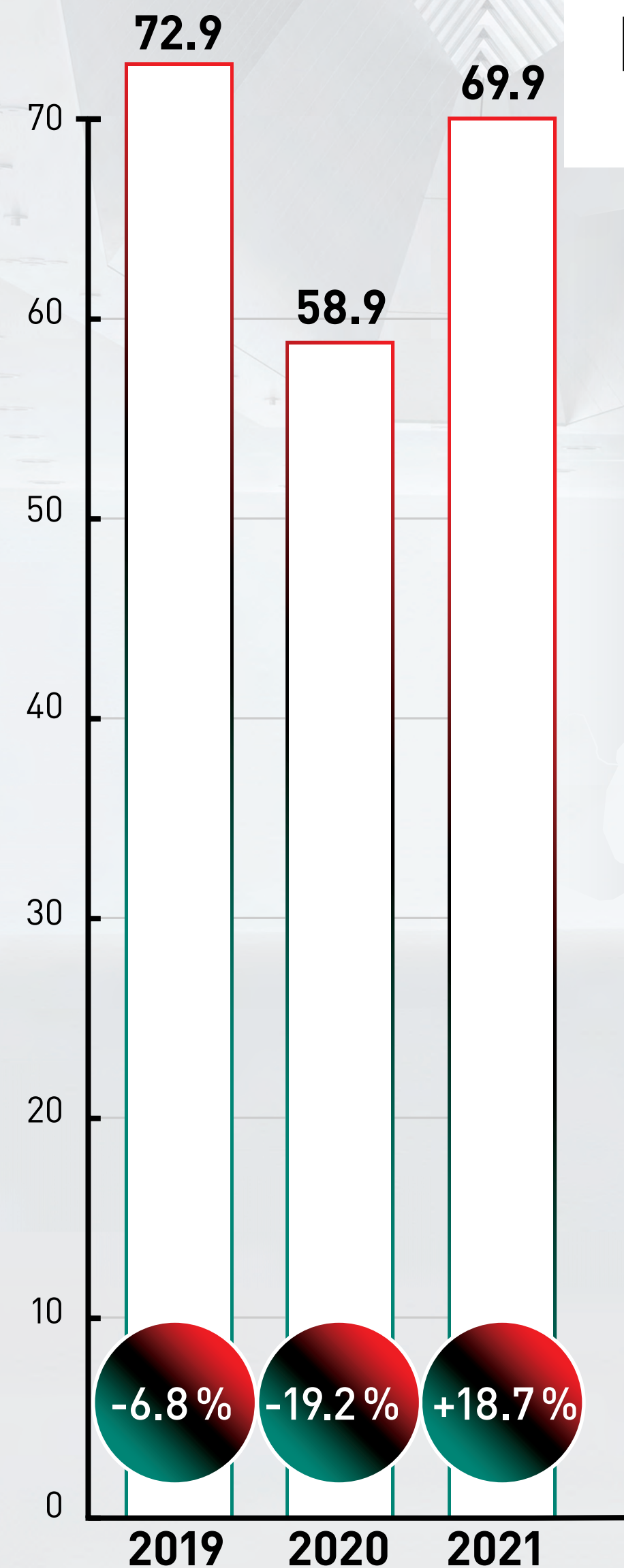
**奠基**

**Ground breaking Pinghu**



# WORLDWIDE MACHINE TOOL CONSUMPTION 2021: +18.7%\*

in € billion



**Americas**  
FY 2021 +19.7%  
FY 2020 -19.0%

+11.9%  
-11.5%

+19.4%  
-15.9%

+40.6%  
-36.8%

+40.4%  
-25.7%

**Europe**  
FY 2021 +12.3%  
FY 2020 -26.0%

+4.9%  
-29.3%

-11.3%  
-19.5%

+40.1%  
-27.9%

-8.9%  
-29.1%

+14.3%  
-5.9%

-1.6%  
-35.8%

+11.9%  
-20.2%

+36.3%  
+34.3%

+21.1%  
-18.2%

+10.6%  
-3.7%

**Asia**  
FY 2021 +15.1%  
FY 2020 -15.9%

+7.2%  
-6.0%

+26.7%  
-6.3%

-6.5%  
-34.6%

+40.6%  
-21.2%

-5.5%  
-37.2%

+15.0%  
-42.9%

-12.8%  
-19.8%

**Worldwide +18.7%**  
FY 2020 -19.2%  
Δ +37.9 pp.

\*Source: VDW World Statistic, April 2022 based on EUR

MT figures are calculated using current exchange rates to 2021 and then fixed at 2021 exchange rates beyond that date. Total machine tool consumption (cutting and forming) is defined as the aggregate of the 26 countries forecast (Oxford Economics); Assumption: World Consumption = World Production



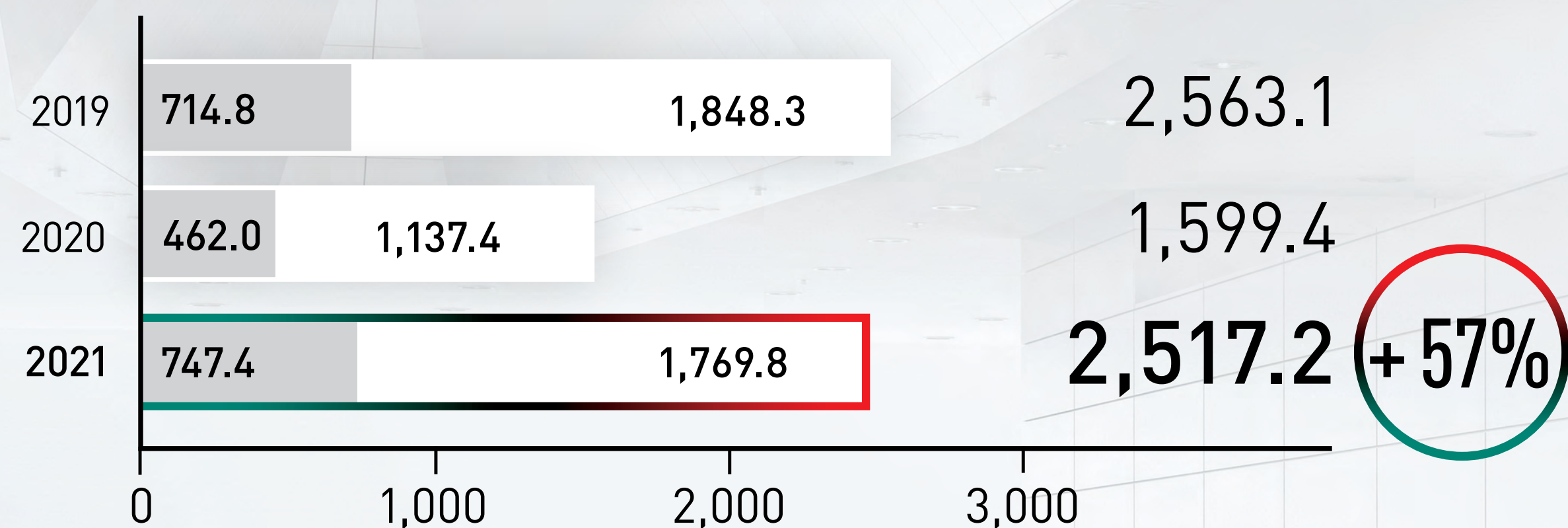
# KEY FIGURES – FORECASTS ACHIEVED

## ORDER INTAKE

Forecast 2021: around € 2.5 billion



in € million

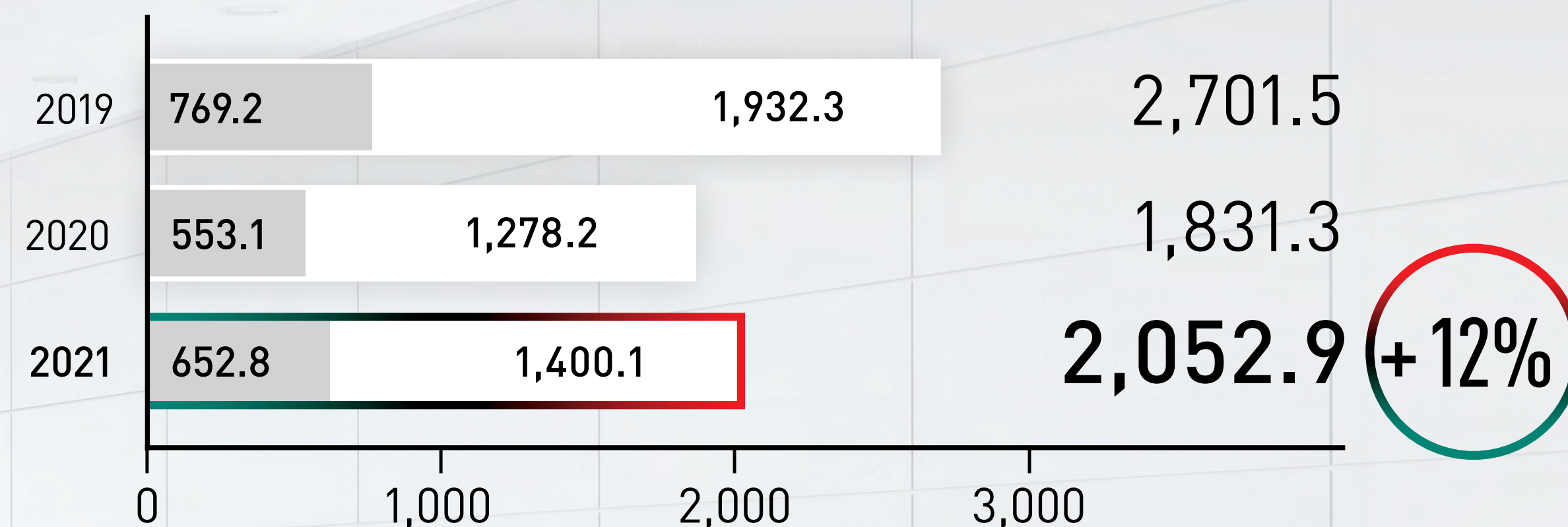


## SALES REVENUES

Forecast 2021: around € 2.0 billion



in € million

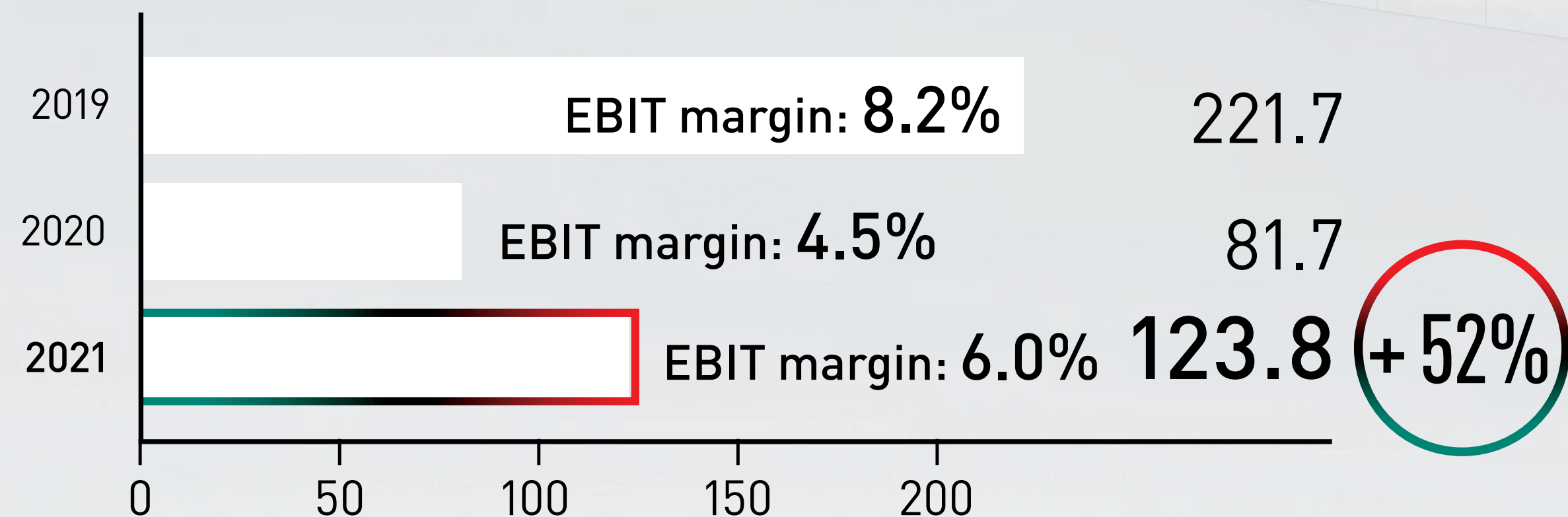


## EBIT

Forecast 2021: around € 120 million



in € million

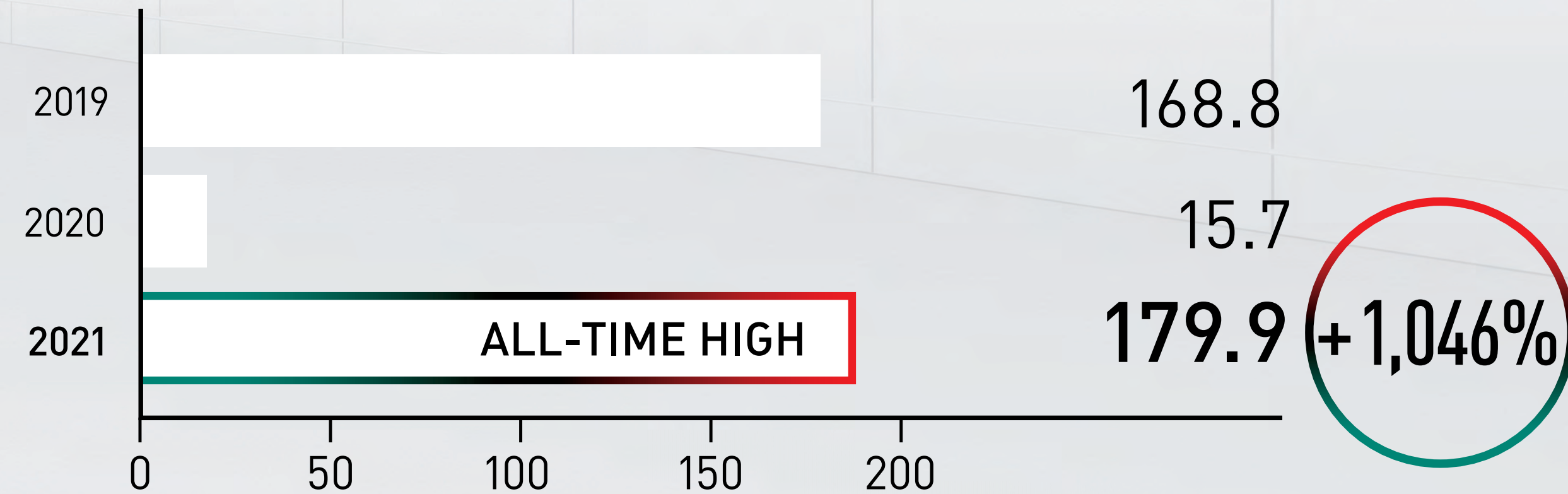


## FREE CASH FLOW

Forecast 2021: around € 150 million



in € million



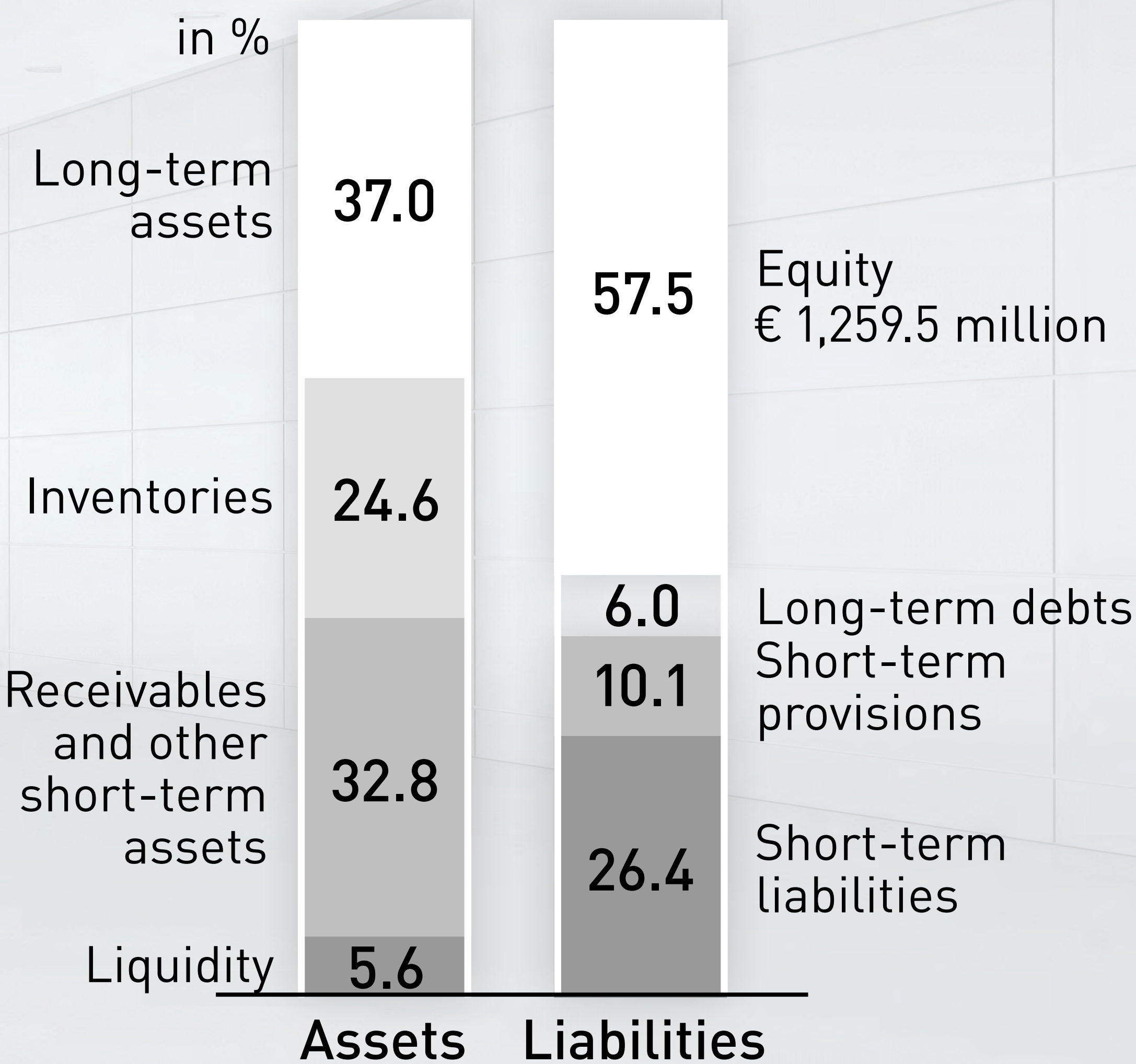
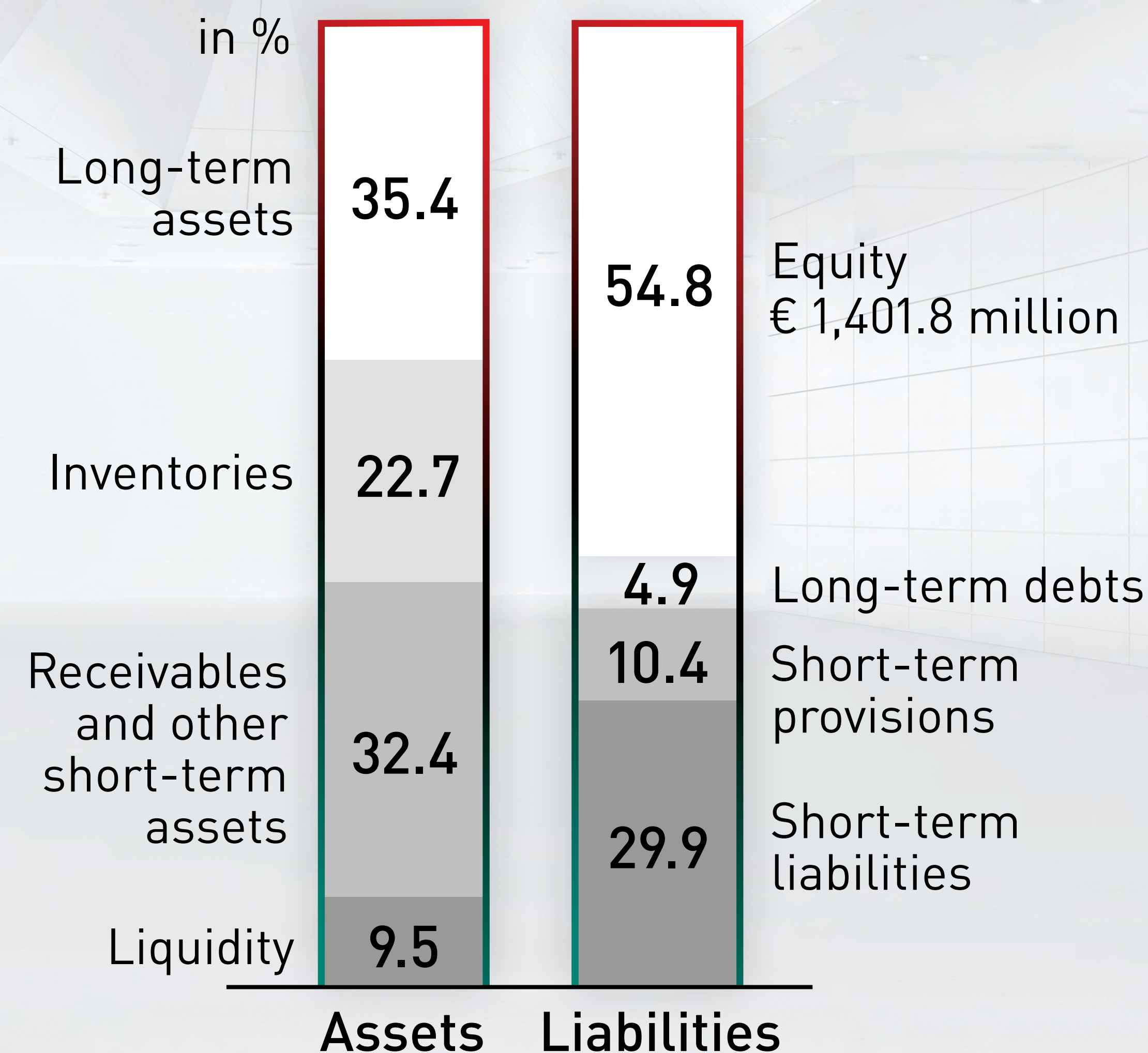
Domestic International



# BALANCE SHEET: € 2,556.0 MILLION

2021: € 2,556.0 million

2020: € 2,191.5 million





# ANNUAL REPORT & SUSTAINABILITY REPORT 2021

ONLY  
DIGITAL

- + Digital highlights (html)
- + Interactive e-paper Annual Report
- + Interactive e-paper CSR





# 26 INNOVATIONS IN 2021

## 7 MACHINES

Digital Event, Feb.



CLX 450 TC

DMF 300|8



M1

June



LASERTEC 3000 *DED hybrid*

Digital Event, June



DMP 35

MECT, October



ULTRASONIC 55  
*MicroDrill*

EMO-premiere, Oct.



NZ DUE, TRE, QUATTRO

## 3 AUTOMATION

Digital Event, Feb.



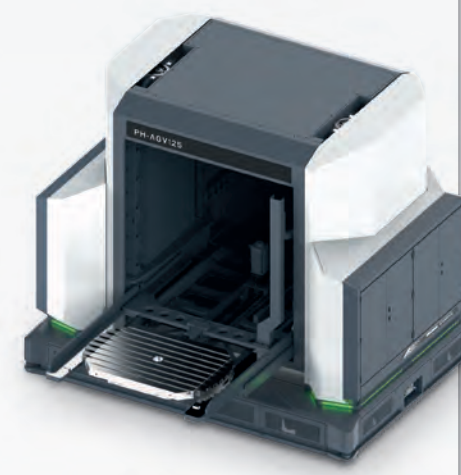
PH Wheel

September



TH-AGV

December



PH-AGV 125

## 1 DMG MORI COMPONENTS

May



zeroFOG

## 9 DIGITIZATION

Digital Event, Feb.



DMG MORI TOOLING

DiMaP, March



Digital Twin  
Process Optimizer

Digital Event, June



PAY WITH ZERO RISK



DMG MORI STORE  
powered by ADAMOS

November



CELOS Dynamic Post



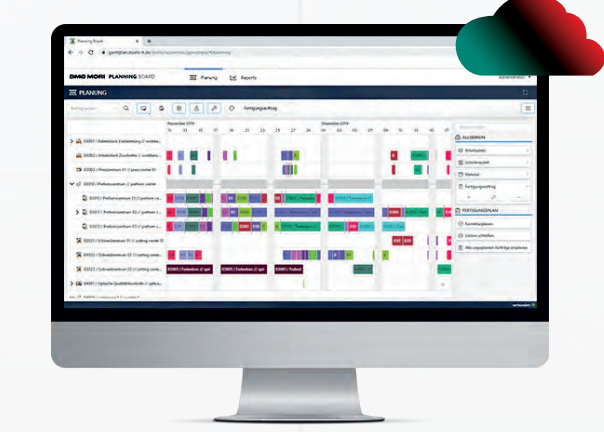
DMG MORI Monitoring



+ Track-your-order  
+ PAYZR integration  
+ Self-service device management

WERKBLIQ

+ ADAMOS integration  
+ Facility management



Production Planning & Control  
+ ERP-Connector  
+ Calculation integrated

## 6 TECHNOLOGY CYCLES

Q1



ULTRASONIC  
feedCONTROL

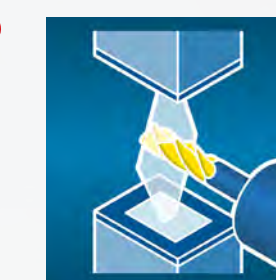
Q2



Polygon  
Cutting



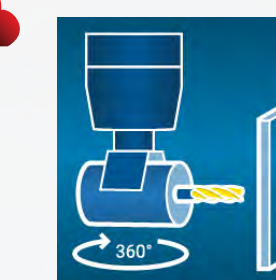
gearSHAPING



Tool  
Visualizer



AAC Aut.  
Appr. Cycle

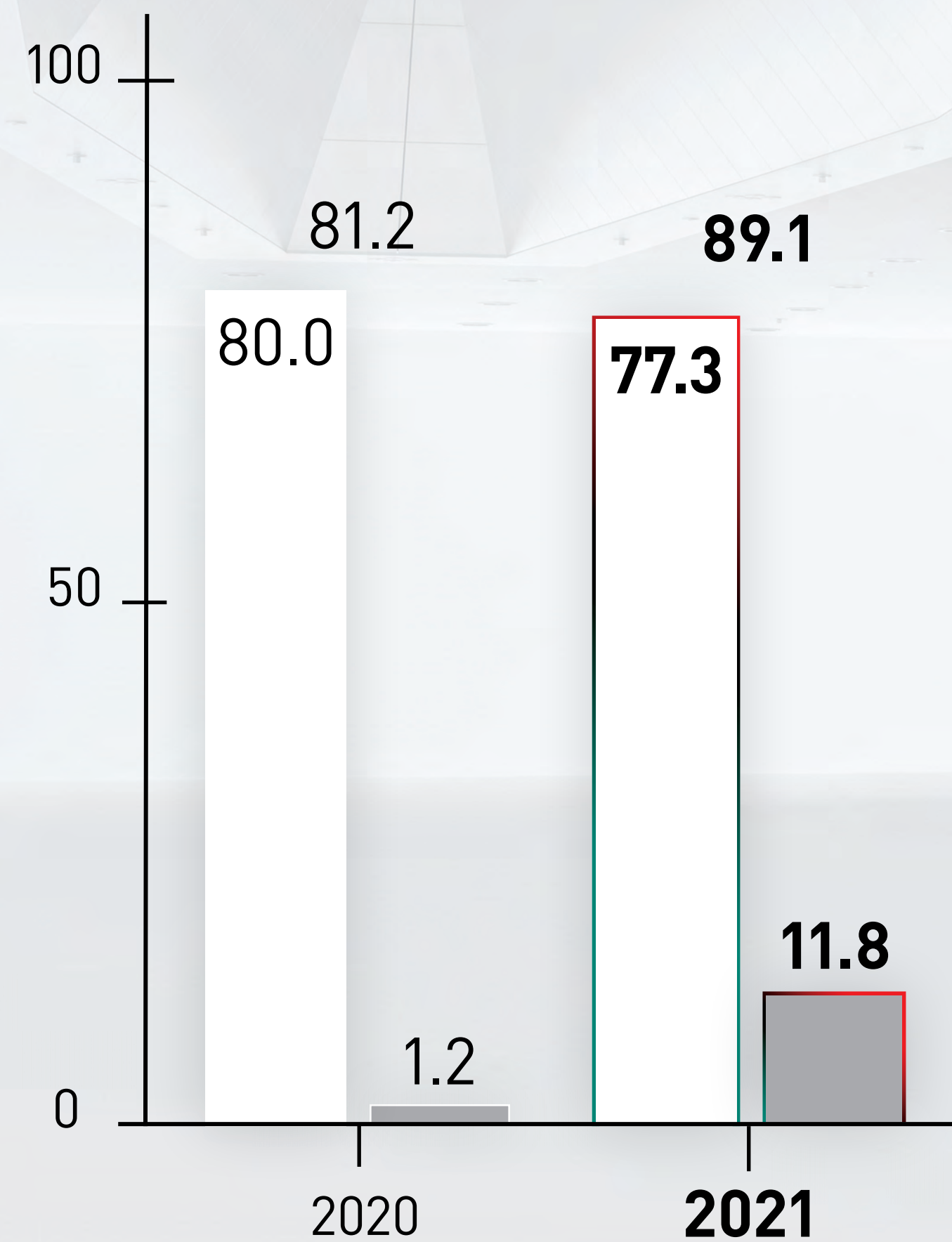


angularTOOL



# INVESTMENTS

in € million



Tangible fixed assets and intangible assets  
 Financial assets



Ground breaking Pinghu



Logistics center at DECKEL MAHO Pfronten



Business restaurant at DECKEL MAHO Pfronten



Global One Business Excellence



# Dynamic . Excellence

- + Automation
- + Digitization
- + Additive Manufacturing
- + DMQP
- + Sustainability
- + First Quality
- + Service Excellence
- + Technology Excellence
- + GLOBE
- + Employees



# AUTOMATION

Holistic solutions for workpiece and pallet handling.



57 automation products 13 product lines

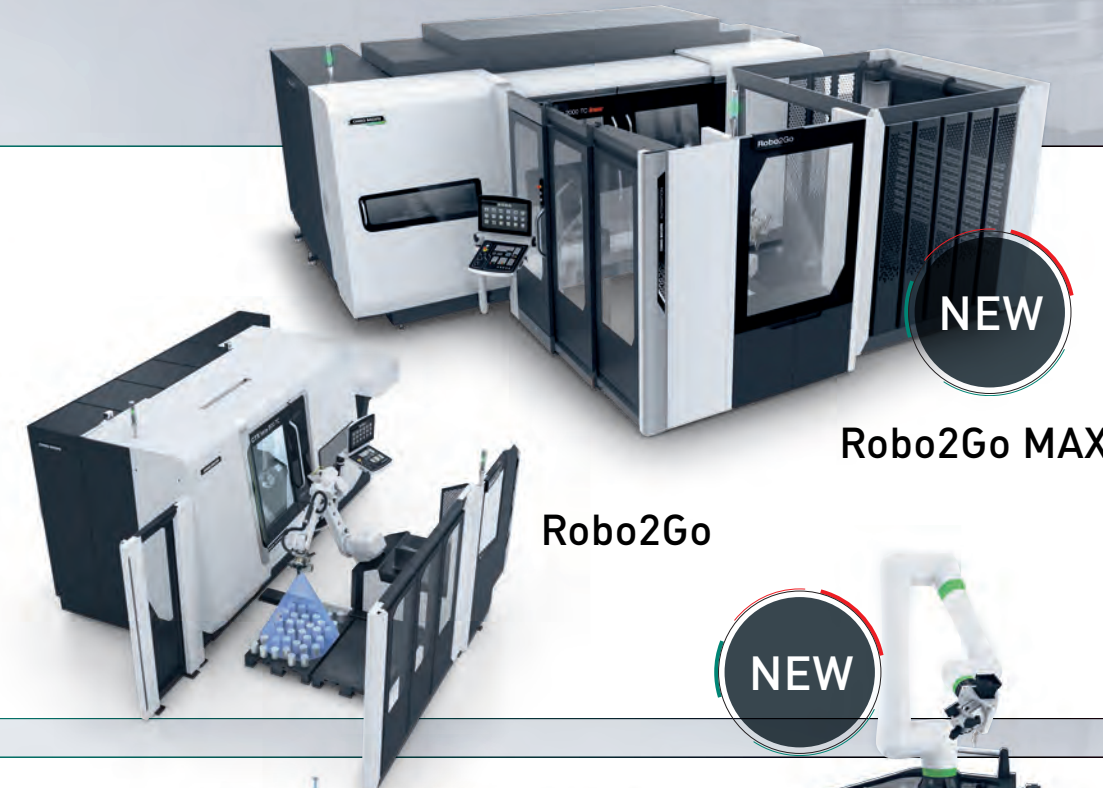
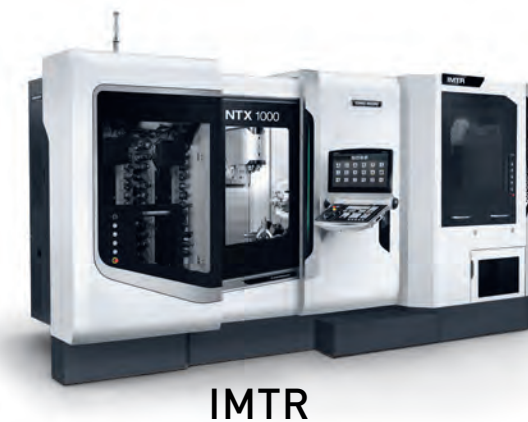
DMG MORI CELL CONTROLLER  
central control computer for workpiece,  
pallet and tool management



DIGITAL ENGINEERING  
digital development,  
testing & optimization

WORKPIECE HANDLING

## TURNING



## MILLING



PALLET HANDLING



MACHINE-SPECIFIC

UNIVERSAL (1 MACHINE)

SCALABLE ( $\geq 1$  MACHINE)



# DIGITIZATION

We empower our customers –  
in manufacturing and digitization!





# SUSTAINABILITY

**DMG MORI GREEN ECONOMY –**  
100 % green machines.

## SUPPLIERS + **DMG MORI**

100 % CLIMATE-NEUTRAL MACHINE PRODUCTION



1. NEUTRAL PRODUCT CARBON FOOTPRINT

(SCOPE 3  
UPSTREAM) ✓

2. NEUTRAL COMPANY  
CARBON FOOTPRINT  
(SCOPE 1 + 2) ✓



**TCFD**  
TASK FORCE ON  
CLIMATE-RELATED  
FINANCIAL  
DISCLOSURES

**INTEGRITY  
NEXT**



**DMG MORI**  
CO<sub>2</sub> neutral

PLATINUM **Top 1%**

2022  
**ecovadis**  
Sustainability  
Rating

TOP 1% of more than  
35,000 companies!

## CUSTOMERS + **DMG MORI**

RESOURCE-EFFICIENT MACHINE USAGE



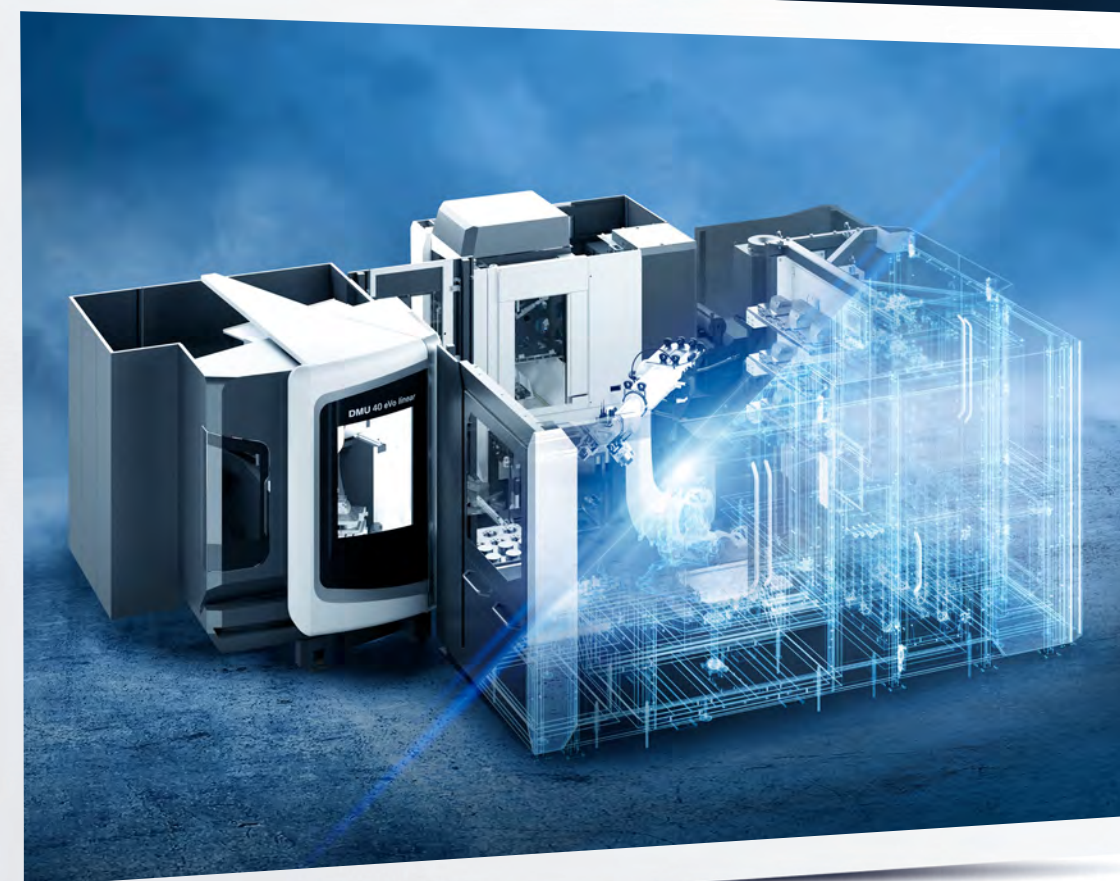
3. SCOPE 3  
DOWNSTREAM ✓





# DMG MORI QUALIFIED PRODUCTS

One-stop-shop: perfectly matched  
peripherals and accessories.



> **120** partners  
> **4,000** products  
> **90,000** combinations



1. MACHINING



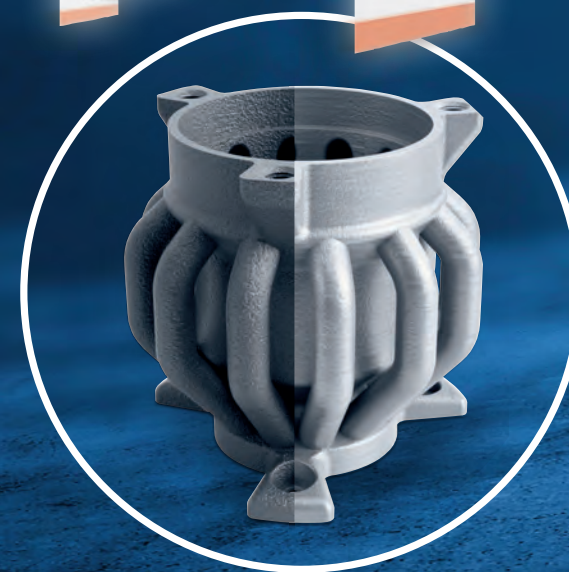
2. HANDLING



3. MEASURING



4. MONITORING



5. ADDITIVE MANUFACTURING  
MATERIALS

**DMQ P**  
DMG MORI QUALIFIED PRODUCTS



# FIRST QUALITY

Without compromises – highest quality  
for 100 % customer satisfaction.



**36 months**  
warranty for all  
MASTER spindles



... at lowest  
failure rates of < 1 %

**Fully automated**  
**measurement** for  
maximum accuracy



... and highest precision  
of up to 5 µm

**100 hours**  
**quality check**  
before delivery approval



... for optimal availability  
from day 1

**27 CELOS apps**  
for superior customer  
support



... and comprehensive  
quality monitoring

**myDMG MORI** –  
digital, direct access to  
service experts



... for more than 30,000  
registered customers





# SERVICE EXCELLENCE

Digital progress & professional expertise.

100 %  
FREE OF  
CHARGE

myDMG MORI  
CUSTOMER PORTAL

ALSO FOR THIRD-  
PARTY MACHINES



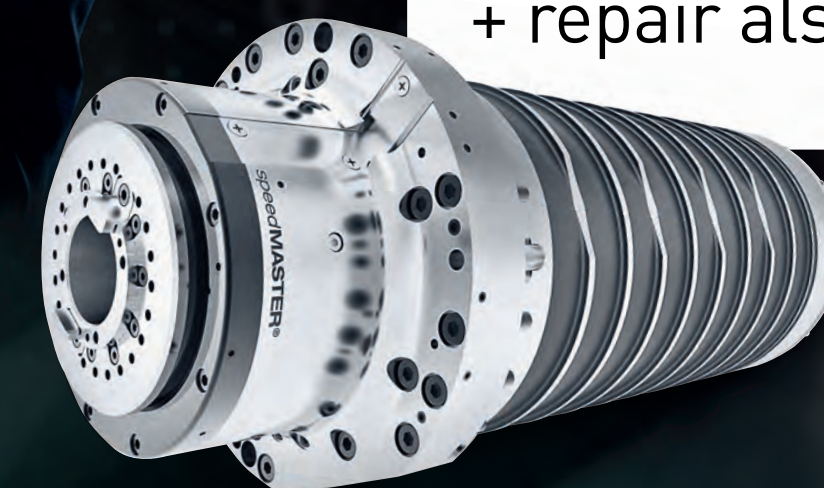
WERKBLiQ-UPGRADE

myDMG MORI – the customer portal

- > 30,000 registered customers with
- > 140,000 machines

SPINDLE SERVICE

- + 96 % warehouse availability
- + repair also for third-party products





# EMPLOYEES

Trust, Openness and Passion –  
our TOP values in the “Global One Company”.





# BEST 1<sup>st</sup> QUARTER 2022: ALL-TIME HIGH FIGURES

ALL-TIME HIGH

Order intake

+46%

€ 861.6 million

Sales revenues

+33%

€ 561.0 million

ALL-TIME HIGH

EBIT

+374%

€ 55.9 million

ALL-TIME HIGH

Free cash flow

+40%

€ 55.4 million

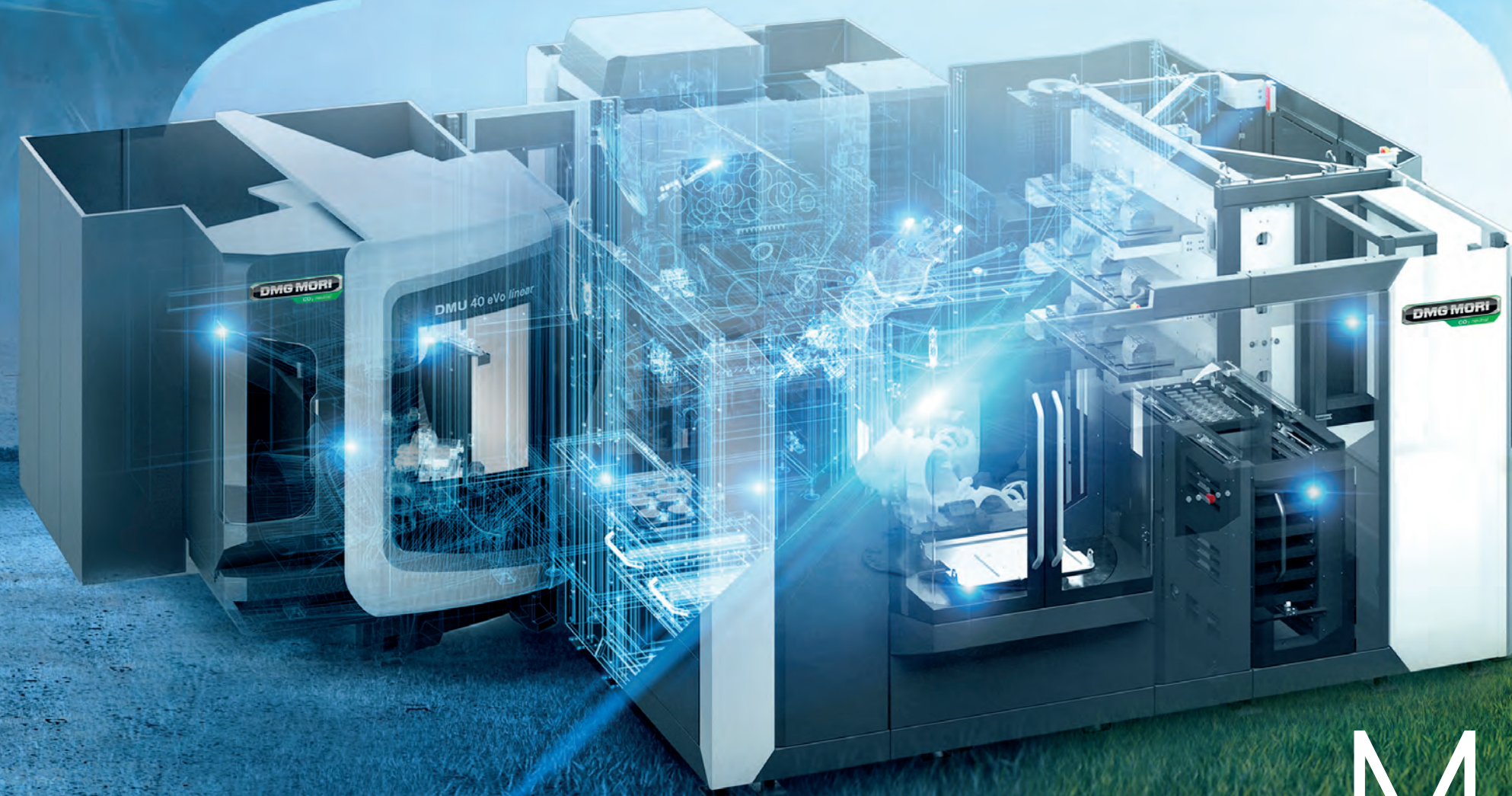
EBIT margin: 10.0 %



# FINANCIAL YEAR 2022 – FORECAST

## VISION

BE THE MOST ATTRACTIVE  
GLOBAL MACHINE TOOL  
COMPANY WITH DIGITIZED  
AND SUSTAINABLE PRODUCTS!



TOP VALUES  
TRUST OPENNESS PASSION

## MISSION

EMPOWER OUR CUSTOMERS IN  
MANUFACTURING AND DIGITIZATION!

Order intake  
~ € 2.5 billion

Sales revenues  
~ € 2.3 billion

EBIT  
~ € 180 million

Free cash flow  
~ € 130 million



# OPEN HOUSE PFRONTEN – LIVE & DIGITAL



May 09 – 13 & 16 – 21, 2022  
Mon – Fri 9:00 a.m. – 6:00 p.m. | Sat 9:00 a.m. – 2:00 p.m.

## DMG MORI OPEN HOUSE IN PFRONTEN

**NEW**  
TWO WEEKS  
OPEN

**WORLD  
PREMIERES  
2022**

AUTOMATION

GEAR CUTTING AND  
5-AXIS MACHINING

[PFRONTEN.DMGMORI.COM](https://pfronten.dmgmori.com)

**DMG MORI**





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