DMG MORI

AKTIENGESELLSCHAFT

AUTOMATION

DIGITIZATION

ADDITIVE MANUFACTURING

DMQP

SUSTAINABILITY

FIRST QUALITY

SERVICE EXCELLENCE

TECHNOLOGY EXCELLENCE

GLOBE

EMPLOYEES

119. ORDENTLICHE HAUPTVERSAMMLUNG

7. MAI 2021

HIGHLIGHTS 2020

Vision, Mission, TOP Values

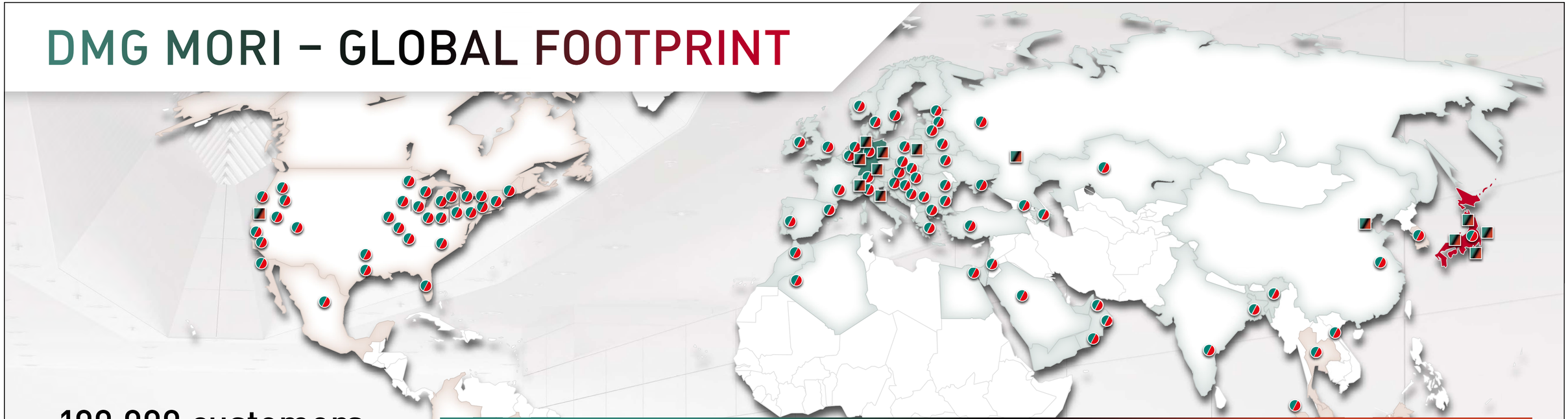
Customer Portal *my* DMG MORI

monoBLOCK Excellence Factory Pfronten

Sustainability

DMG MORI *DIGITAL* EVENT

DMG MORI – GLOBAL FOOTPRINT



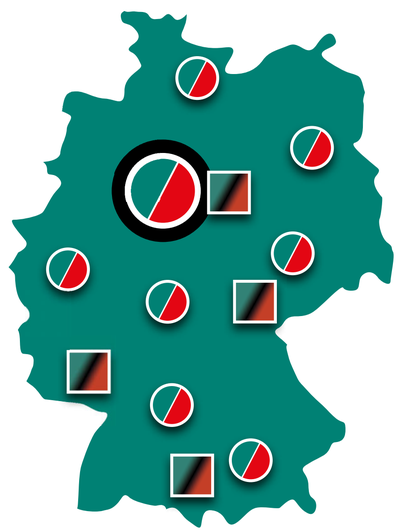
100,000 customers
from 54 industries
in 86 countries

138 sales & service locations

15 production plants

12,000 employees

Bielefeld · GERMANY



Market responsibility
+ Germany
+ EMEA
+ India
+ China

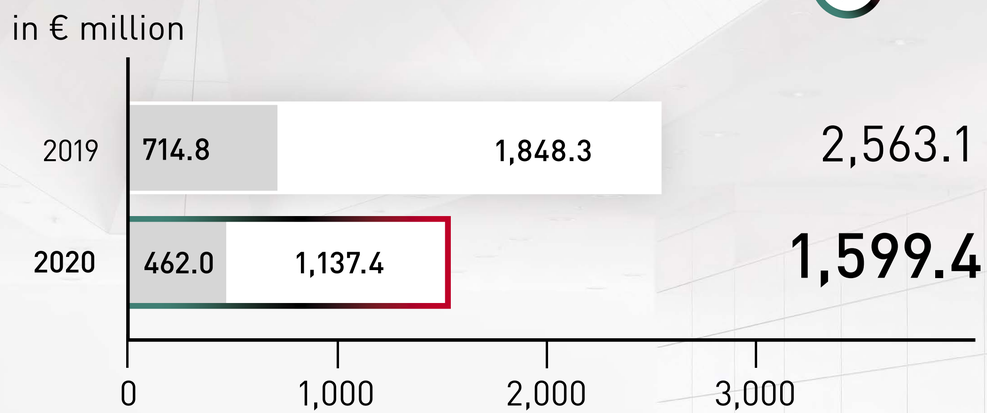
JAPAN · Tokyo

Market responsibility
+ Japan
+ Asia
+ North America
+ South America

KEY FIGURES – FORECASTS FULFILLED

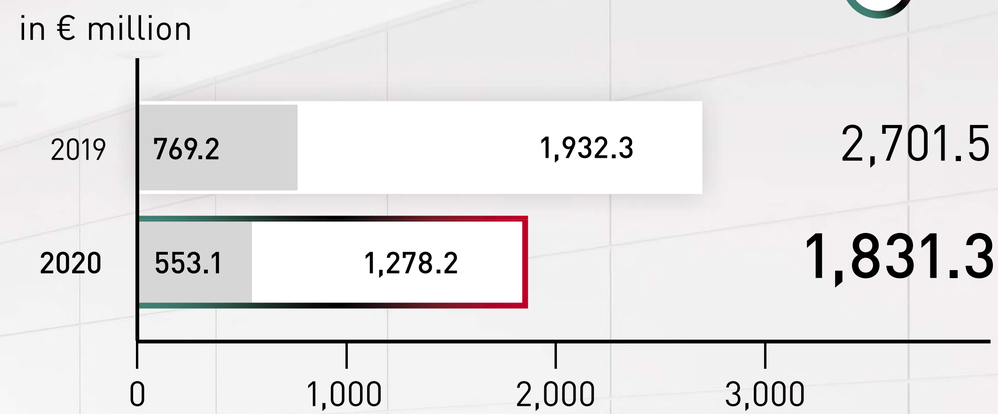
ORDER INTAKE

Forecast 2020: around € 1.6 billion



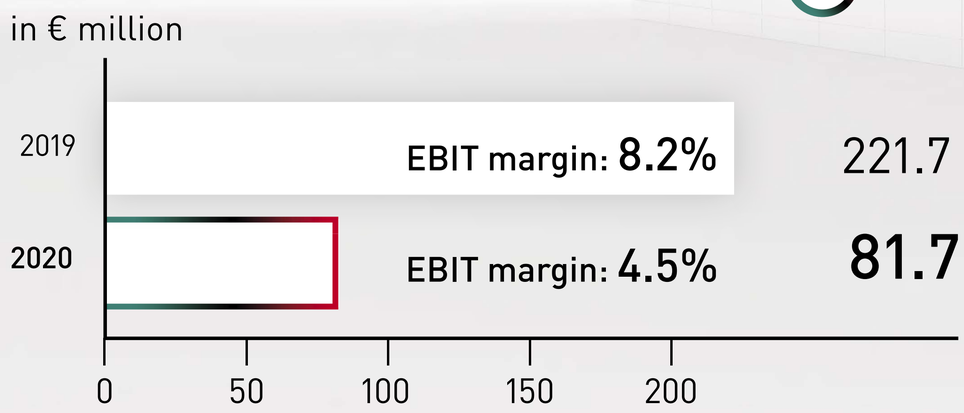
SALES REVENUES

Forecast 2020: around € 1.75 billion



EBIT

Forecast 2020: around € 75 million

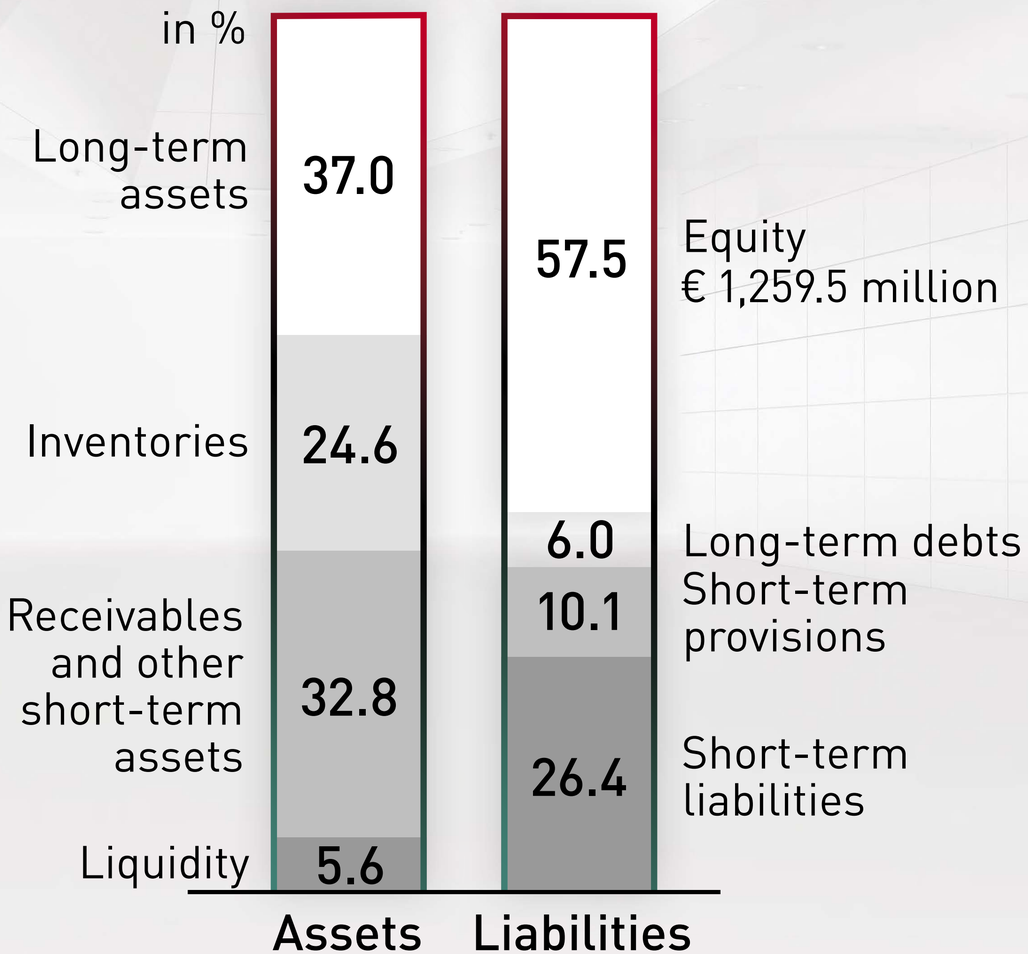


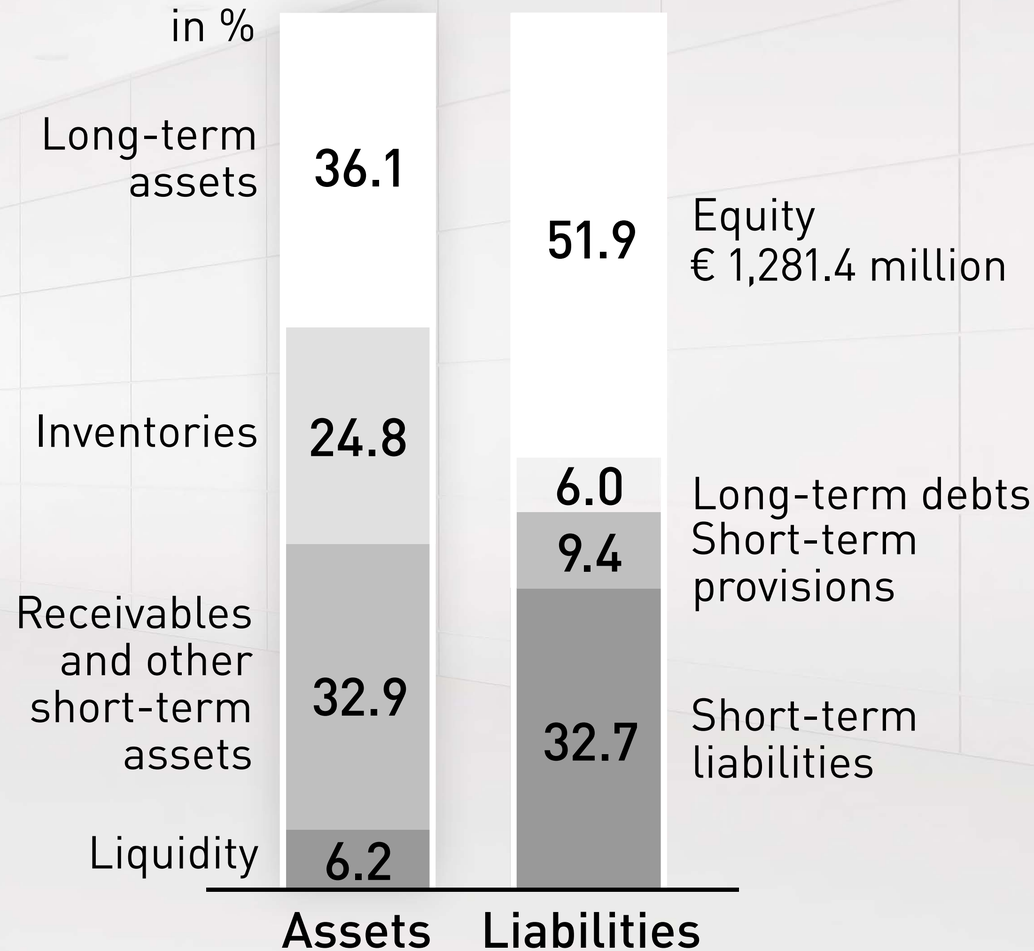
FREE CASH FLOW

Forecast 2020: balanced

Domestic International

BALANCE SHEET: € 2,191.5 MILLION





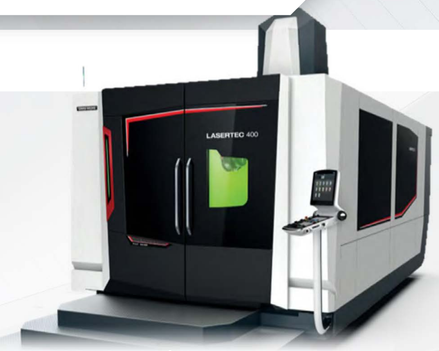
119th ANNUAL GENERAL MEETING OF DMG MORI AKTIENGESELLSCHAFT

22 INNOVATIONS IN 2020

6 MACHINES

OH Pfronten, Feb.

DMC 65 H monoBLOCK



LASERTEC 200 / 400 Shape

LASERTEC 30 DUAL *SLM*

October

DMF 200 | 8

Tech. Fridays, Dec.

NTX 2500 | 3000 2nd gen.

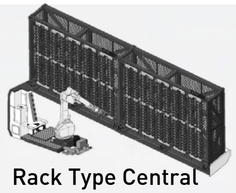
NTX 3000 | 3000 2nd gen.

4 AUTOMATION

OH Pfronten, Feb.

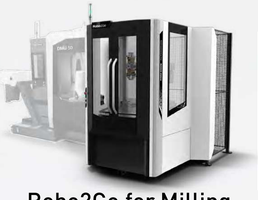
PH Cell

September



Rack Type Central Tool Storage

October



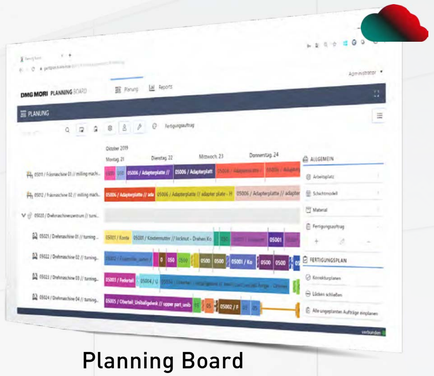
Robo2Go for Milling

December

WH-AGV 5

12 DIGITIZATION

Digital Twin



Planning Board

TULIP

Build your own APP

- Mobile APP
- Worldwide Rollout
- WERKBLiQ Upgrade

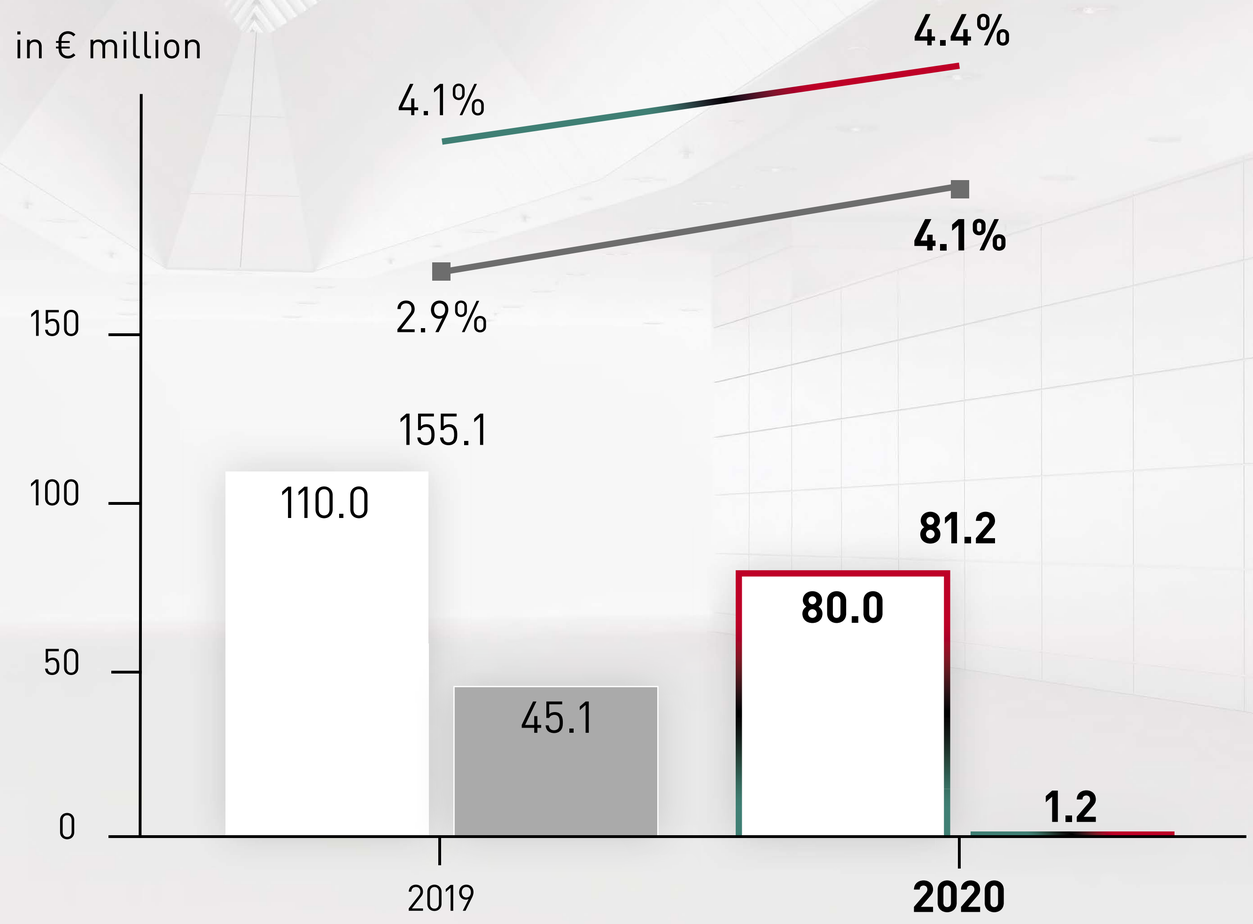
WERKBLiQ

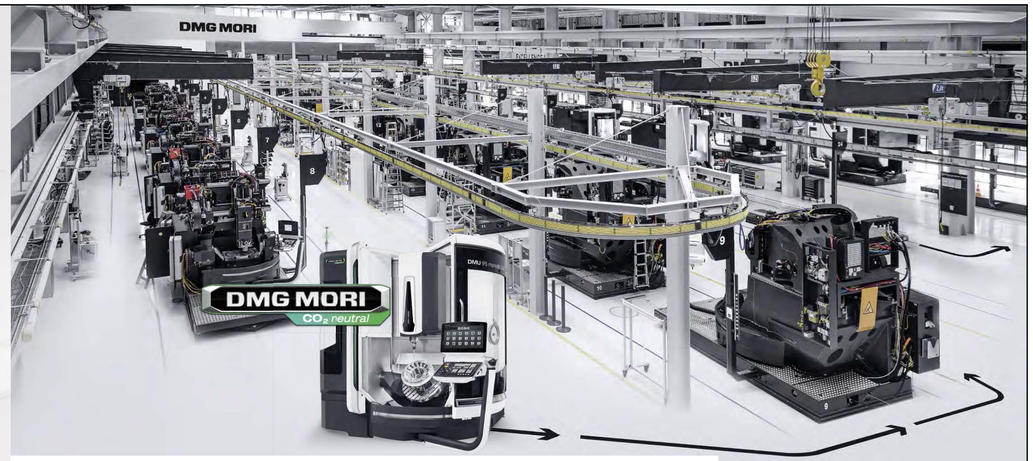
- Mobile APP
- Spare Parts
- Service Partner

7 TECHNOLOGY CYCLES

tilted measuring cycle | safe RETREAT | excentric GRINDING | gear HONING | gear QUALITY | ULTRASONIC axialGRINDING | AI Chip Removal

INVESTMENTS





monoBLOCK Excellence Factory Pfronten

XXL Machining Hall FAMOT

GLOBE
GLOBAL ONE BUSINESS EXCELLENCE

Tangible fixed assets and intangible assets | Financial assets | Investment quota (tangible and intangible assets) | Depreciation quota

TECHNOLOGY LEADER: WORLDWIDE COMPLETE MACHINE PORTFOLIO

TURNING

UNIVERSAL TURNING

CLX

CTX

NLX

SL

NZX Tailstock

TURNING & MILLING

CLX TC

CTX TC

NTX

NT

PRODUCTION TURNING

G/GG

A/AA

NZX-S

NZX

J/JJ

NRX

ALX

SPRINT

SPRINT Turret

CTX 4A

GM

MULTISPRINT

VERTICAL MILLING

M

CMX V

DMC V

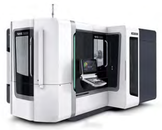
DMF V

NVX

i-Series V

DMP

HORIZONTAL MILLING


NHX

i-Series

DMC H *linear*

DMU / DMC H monoBLOCK

5-AXIS MILLING

CMX U

DMU

NMV

DMU/DMC monoBLOCK

DMU eVo

DMF

DMU/DMC duoBLOCK

DMU P/DMC U

DMU Gantry

ADVANCED TECHNOLOGIES

ULTRASONIC

LASERTEC

+ Shape
+ PrecisionTool
+ PowerDrill

ADDITIVE MANUFACTURING

+ DED
+ DED hybrid
+ Selective Laser Melting (SLM)

6 segments
47 product lines
154 products

Dynamic . Excellence

+ Automation
+ Digitization
+ Additive Manufacturing
+ DMQP
+ Sustainability

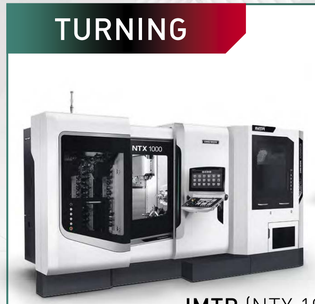
+ First Quality
+ Service Excellence
+ Technology Excellence
+ GLOBE
+ Employees

AUTOMATION – 53 SOLUTIONS

MODIFICATION TIME

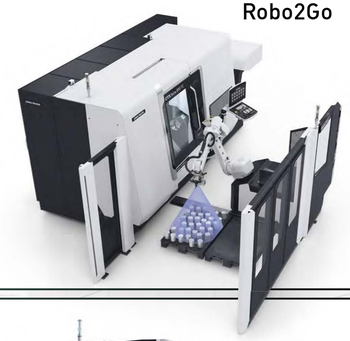
WORKPIECE HANDLING

TURNING



IMTR (NTX 1000)

SR (WASINO)



Robo2Go

GX / GX T

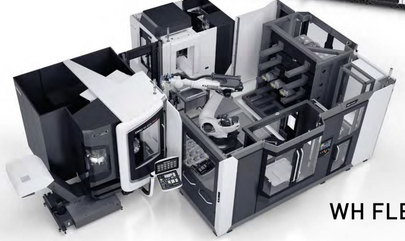
MATRIS

MILLING

WH Cell

NEW

Robo2Go Milling



WH FLEX

NEW

WH-AGV

PALLET HANDLING

AWC (NMV / CMX V)

NEW

PH Wheel

RPS

PH Cell

PH 150

LPP

CPP

PH-AGV
TH-AGV

NEW

SPECIFIC TO THE MACHINE | UNIVERSAL | SCALABLE (≥ 1 MACHINE)

COMPLEXITY

DIGITIZATION – ALONG THE ENTIRE VALUE CHAIN

PLANNING

Fully integrated system

PRODUCTION PLANNING

PRODUCTION FEEDBACK

PRODUCTION COCKPIT

PLANNING BOARD

PREPARATION

CAD/CAM Systems & Simulation

CAD / CAM SYSTEMS

DMG MORI POST PROCESSORS

SIMULATION

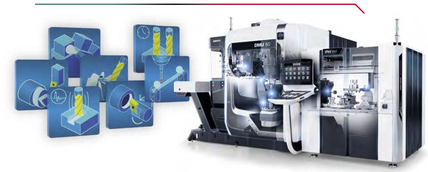
DMG MORI DIGITAL TWIN

PRODUCTION

27 CELOS APPs & 50 Technology Cycles

CELOS

TECHNOLOGY CYCLES



TULIP – Build your own APP

TULIP BESIDE THE MACHINE

NEW: TULIP ON THE MACHINE

MONITORING

Detect, analyze & avoid downtimes

MESSENGER

PERFORMANCE MONITOR

CONDITION ANALYZER

SERVICE

For continuous service & maintenance optimization

my DMG MORI CUSTOMER PORTAL

WERKBLiQ

3rd party machines

NETservice

CUSTOMER PORTAL – *my* DMG MORI

already now:

> 25,000 customers
> 120,000 new machines

Manufacturer independent maintenance & service platform //
integration of all third party machines

SUSTAINABILITY – CONSISTENT RESPONSIBILITY

DMG MORI GREEN MACHINE

DMG MORI GREEN MODE

DMG MORI GREEN TECH

+ 100 % CLIMATE NEUTRAL
+ ENERGY AND CARBON-EFFICENT OPERATIONS
+ TECHNOLOGY EXCELLENCE FOR GREEN TECHNOLOGIES

SUSTAINABILITY – CONSISTENT RESPONSIBILITY

100 % CLIMATE-NEUTRAL MACHINE PRODUCTION

SUPPLIERS + DMG MORI

DMG MORI GREEN MACHINE

CO_2-NEUTRAL FOOTPRINT FOR ALL DMG MORI MACHINES – FROM RAW MATERIALS THROUGH TO DELIVERY

1. NEUTRAL PRODUCT CARBON FOOTPRINT

All DMG MORI machines delivered worldwide since **January 2021** are completely climate-neutral.

2. NEUTRAL COMPANY CARBON FOOTPRINT

DMG MORI has been climate-neutral in its own operations since **May 2020.**

MACHINE USAGE

CUSTOMERS

DMG MORI GREEN MODE

ENERGY AND EMISSION-EFFICIENT MACHINE OPERATION

DMG MORI GREEN TECH

TECHNOLOGY EXCELLENCE FOR GREEN TECHNOLOGIES

6,672 EMPLOYEES – MOST IMPORTANT SUCCESS FACTOR

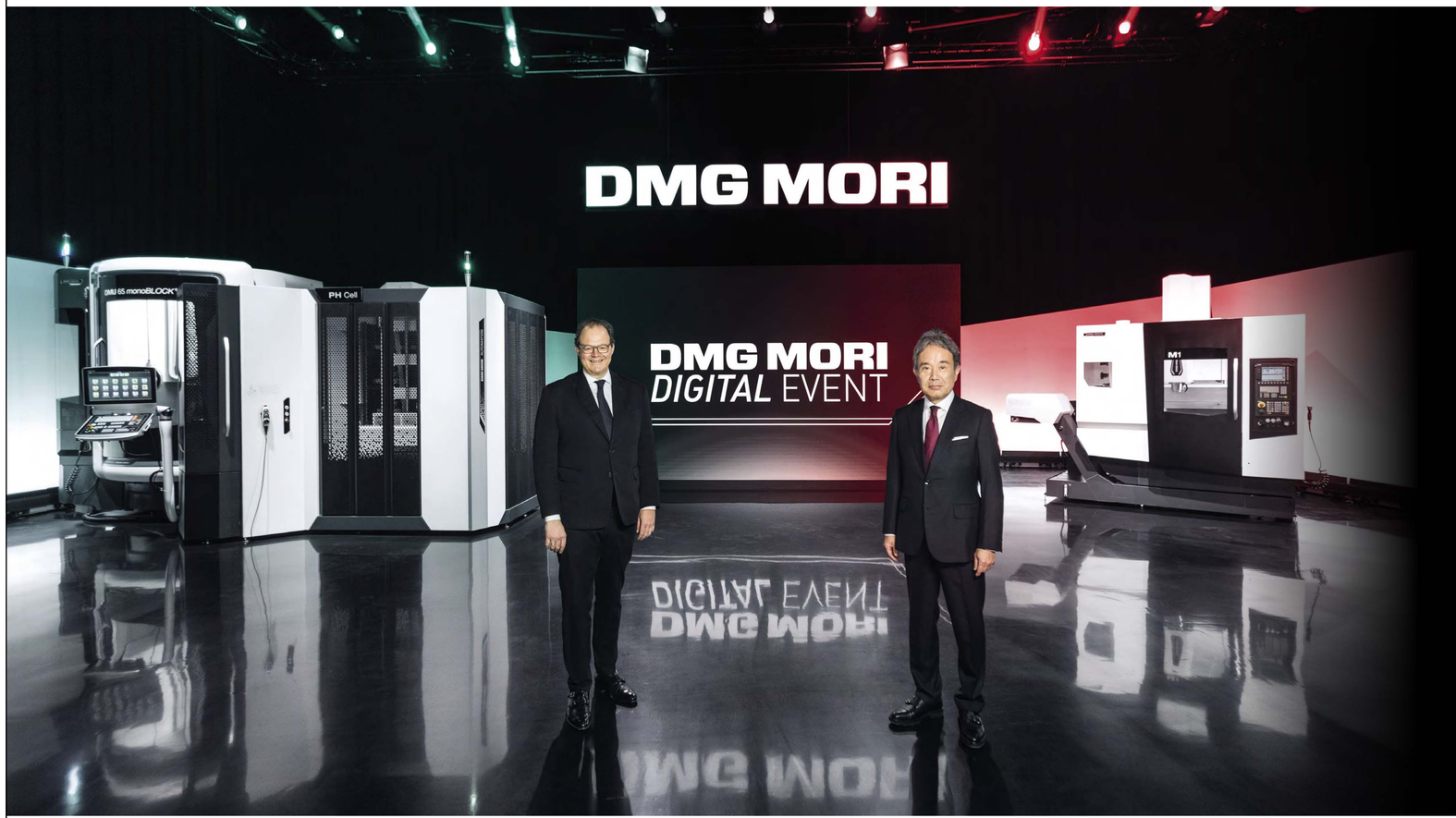
Masterplan.com

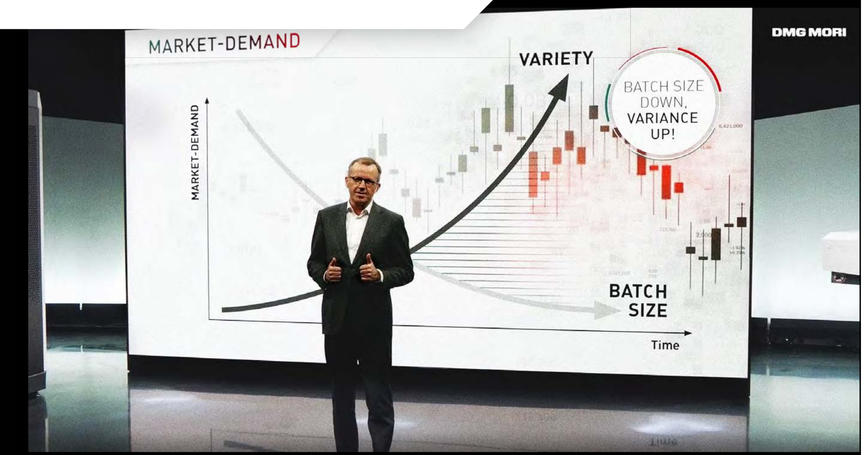
TULIP

+ STRONG TEAM
+ PERMANENT LEARNING COMPANY
+ SPECIAL AWARD FOR FAMILY-FRIENDLINESS

VISION
BE THE MOST ATTRACTIVE GLOBAL MACHINE TOOL COMPANY WITH DIGITIZED AND SUSTAINABLE PRODUCTS!
DMG MORI
CO2 neutral
DMU 65H
MISSION
EMPOWER OUR CUSTOMERS IN MANUFACTURING AND DIGITIZATION!
TOP VALUES
TRUST
OPENNESS
PASSION

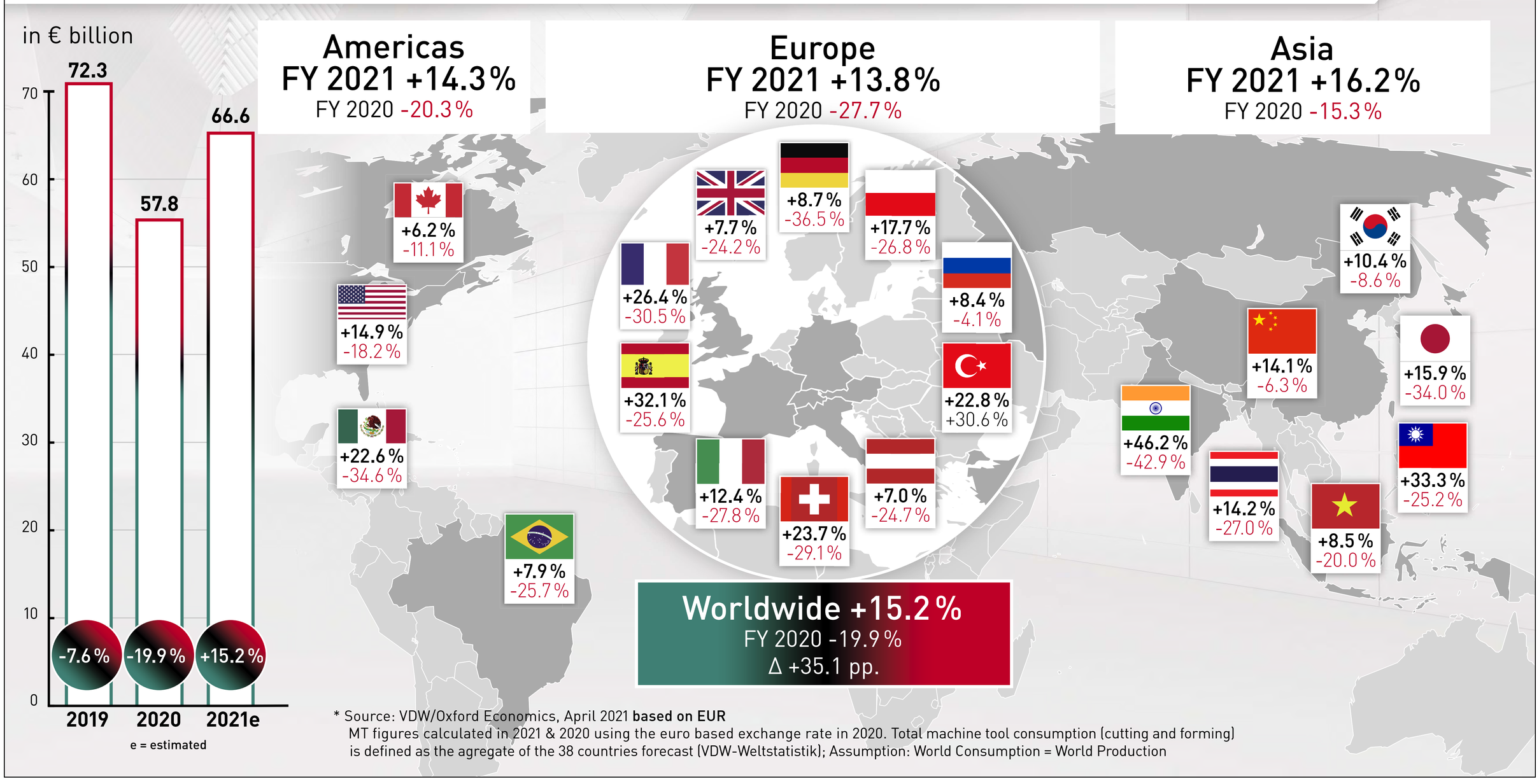
SUCCESSFUL DMG MORI *DIGITAL* EVENT PFRONTEN





+ 8,300 LOGINS – LIVE AND ON-DEMAND
+ MORE THAN 500 “MEET YOUR EXPERT” SESSIONS
+ 40 LIVE STREAM PRESENTATIONS
+ 6 DIFFERENT LANGUAGE STREAMS
+ DIGITAL SHOWROOM WITH OVER 25 EXHIBITS

WORLDWIDE MACHINE TOOL CONSUMPTION 2021: +15.2%*



* Source: VDW/Oxford Economics, April 2021 **based on EUR**
MT figures calculated in 2021 & 2020 using the euro based exchange rate in 2020. Total machine tool consumption (cutting and forming) is defined as the agregate of the 38 countries forecast (VDW-Weltstatistik); Assumption: World Consumption = World Production

1st QUARTER 2021 AT A GLANCE

Order intake

€ 589.8 million

Sales revenues

€ 421.6 million

EBIT

€ 11.8 million

EBIT margin: 2.8 %

Free cash flow

€ 39.6 million

FINANCIAL YEAR 2021 – FORECAST RAISED

Order intake	Sales revenues	EBIT	Free cash flow
~ € 2.0 billion	~ € 1.8 billion	~ € 60 million	~ € 70 million

PLATFORM BASED BUSINESS MODELS

BASIS
Machine incl. Automation and Digital Twin

KEY
Platform based Business Models

SCALE
Cloud based architecture

BRAND
CELOS Next = Digital Brand Core

CLOUD BASED ARCHITECTURE

NEW BUSINESS MODEL / SUBSCRIPTION: PAYZR®

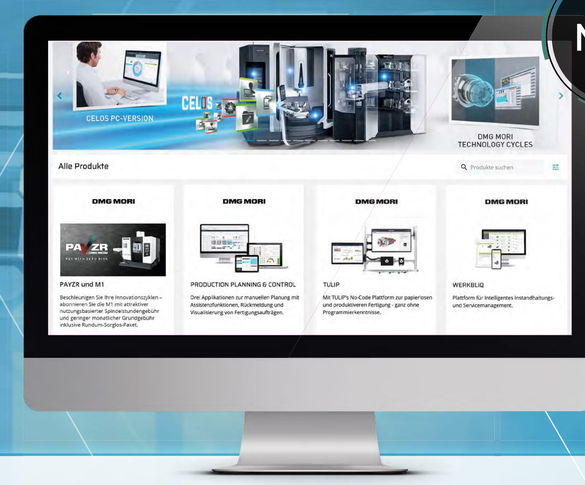
CONNECTIVITY by DMG MORI

PAYZR® by DMG MORI

PAY WITH ZERO RISK

SOFTWARE AS A SERVICE
EQUIPMENT AS A SERVICE

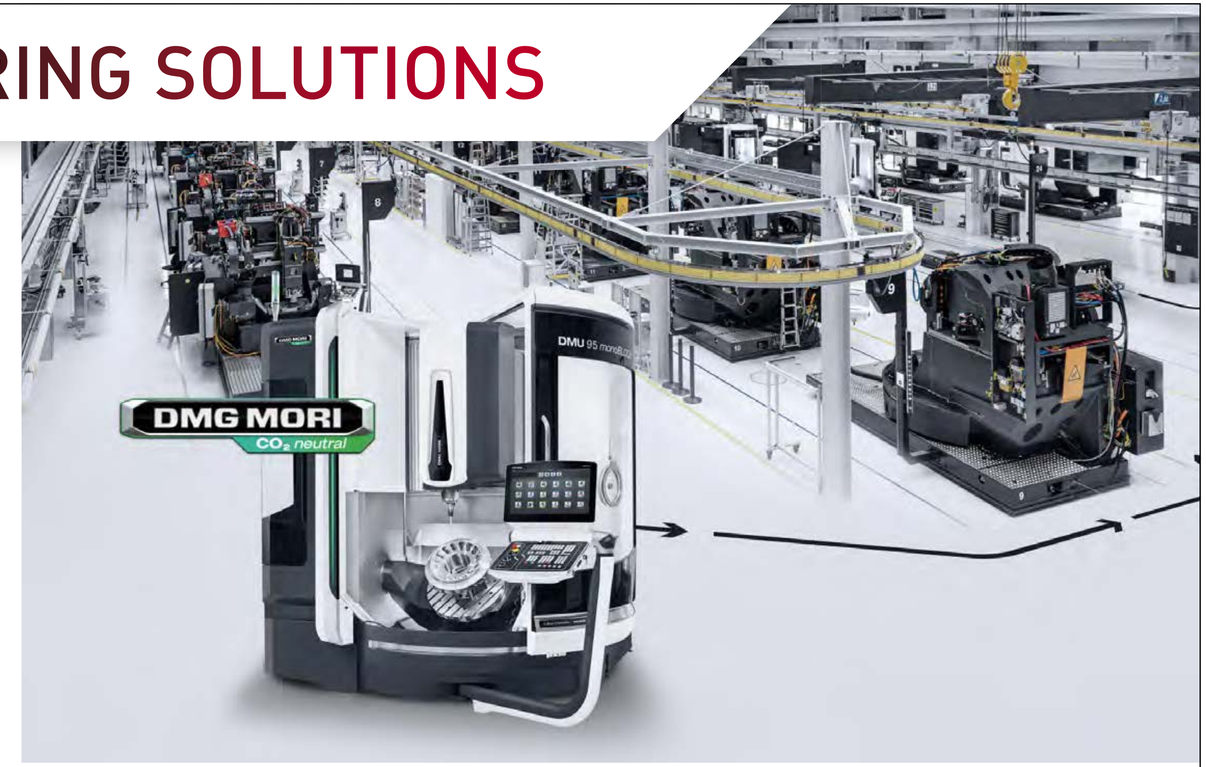
NEW

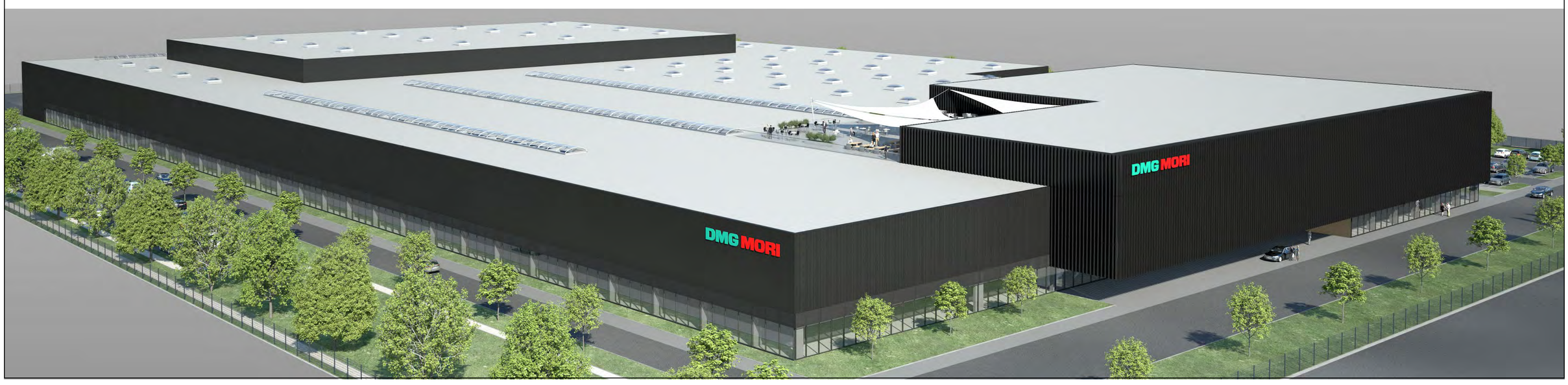


DMG MORI *STORE*
powered by **ADAMOS**

DMGMORISTORE.COM

DMG MORI PINGHU MANUFACTURING SOLUTIONS





dynamic . excellence

ANNUAL REPORT 2020

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