

Successful start to the year with Open House Pfronten // Industry highlight EMO Hanover

DMG MORI AG with a good start in 1st quarter 2023

- Order intake reaches € 787.4 million (-9%; previous year: € 861.6 million)
- Sales revenues increase by 4% to € 586.2 million (previous year: € 561.0 million)
- EBIT amounts to € 44.2 million (-21%; previous year: € 55.9 million)
- EBIT margin at 7.5% (previous year: 10.0%)
- Free cash flow totals € 33.3 million (-40%; previous year: € 55.4 million)

Chairman of the Executive Board of DMG MORI AG Christian Thönes: “In 2023, we made a successful start with the Open House in Pfronten under continued difficult conditions worldwide. This is thanks to a strong team and together, we continue to go full speed ahead. For the EMO in Hanover, DMG MORI has a large number of further innovations, new sustainable technology, automation and digitization solutions in the pipeline for platform-based end-to-end solutions of networked manufacturing.”

Order intake // Demand above previous quarter in almost all sectors

The worldwide market for machine tools continued to be characterized by major global challenges and restraint in capital goods. At DMG MORI AG, orders for almost all sectors increased positively. Demand from the more than 6,000 international trade visitors was also high at the traditional Open House in Pfronten. Furthermore, DMG MORI AG recorded over 2,000 qualified offers as well as new technology partnerships.

In the first three months, order intake reached € 787.4 million and was thus -9% below the all-time high of the previous year (€ 861.6 million). Compared to the immediately preceding quarter, orders rose significantly by +40% (Q4 2022: € 564.1 million). Domestic orders amounted to € 242.3 million (-1%; previous year: € 243.6 million). Foreign orders totaled € 545.1 million (-12%; previous year: € 618.0 million). The foreign share was 69% (previous year: 72%).

Sales revenues // High order backlog ensures good capacity utilization at production plants

Sales revenues grew to € 586.2 million despite the continued difficult materials and logistics situation and were +4% higher than the previous year (€ 561.0 million). The export ratio was 63% (previous year: 68%).

Results of operations, financial position and net worth // Solid financial basis for 2023

Results of operations developed as planned in an ongoing difficult environment with further increases in global prices for materials, energy and personnel. The sustainable optimization of our cost structure and consistent implementation of our efficiency improvement measures made a positive contribution. EBITDA amounted to € 62.0 million (-15%; previous year: € 73.0 million). EBIT reached € 44.2 million (-21%; previous year: € 55.9 million). The EBIT margin was 7.5% (previous year: 10.0%). EBT amounted to € 45.2 million (-19%; previous year: € 56.1 million). DMG MORI AG reports EAT of € 32.0 million as of 31 March 2023 (-19%; previous year: € 39.6 million). Free cash flow totaled € 33.3 million (-40%; previous year: € 55.4 million).

Employees //

At 31 March 2023, the group had 6,920 employees, including 202 trainees (31 Dec. 2022: 6,833). Personnel expenses amounted to € 152.0 million (previous year: € 143.4 million). The personnel ratio improved to 23.9% (previous year: 25.2%).

Research and Development // DMG MORI GREEN ECONOMY for 100% green machines

DMG MORI AG keeps the budget for research and development stable at a high level. In 2023, together with the mother company DMG MORI COMPANY LIMITED, we present 47 **innovations** – thereof 16 world premieres, 2 automation solutions, 15 digital new developments including 5 technology cycles and 8 DMG MORI Components as well as 6 inventions for more sustainability. All innovations are centered on the industry event of the year: the EMO Hanover.

For all innovations, the following applies: Sustainability is mandatory! That is why we focus on three major areas for 100% green machines with **DMG MORI GREEN ECONOMY: GREENMACHINE, GREENMODE** and **GREENTECH**. For **GREENMODE**, DMG MORI was the first machine tool manufacturer in Germany to receive the worldwide valid Energy and Media Efficiency (EME) certificate in the first quarter of 2023. The renowned TÜV SÜD Industrie Service GmbH thus confirms the effectiveness of our energy efficiency measures and our calculation methods. **GREENMODE** increases the energy efficiency of our machines by up to 40% compared to the previous model.

Forecast 2023 // DMG MORI AG confirms outlook

2023 remains demanding. Global challenges and geopolitical uncertainties are increasingly part of daily business and will continue to influence the market for machine tools. Sustainability is becoming increasingly important as an investment motive.

The trend towards resource-saving production processes is benefiting DMG MORI. The early strategic focus on automation, digitization and sustainability was exactly right and currently fits better than ever. We will continue to dynamically advance this triple in the future.

After the good development in the first quarter and the successful start in Pfronten, we are confident for 2023 despite a volatile market environment. DMG MORI AG therefore confirms the forecasts for the full year: Order intake is expected to reach around € 2.45 billion. We estimate sales revenues of around € 2.35 billion. We assume EBIT of around € 170 million. Free cash flow is to be around € 80 million.

The current financial year is centered on the EMO – the world's biggest machine tool show: From 18 to 23 September, we will be the largest exhibitor on 10,000 m² presenting a wide range of innovations with a high degree of process integration for resource-saving, efficient production as well as new, sustainable technology, automation and digitization solutions. A special highlight is CELOS X, the platform-based end-to-end shopfloor solution for the networked manufacturing of the future with a data-centric, scalable architecture.

DMG MORI AKTIENGESELLSCHAFT
The Executive Board

Key figures on business development

1 st quarter	2023	2022	Changes	
	31 March	31 March	2023 against 2022	
	€ million	€ million	€ million	%
Order intake	787.4	861.6	-74.2	-9
Sales revenues	586.2	561.0	25.2	4
EBITDA	62.0	73.0	-11.0	-15
EBIT	44.2	55.9	-11.7	-21
EBIT margin in %	7.5	10.0	-2.5	-25
EBT	45.2	56.1	-10.9	-19
EAT	32.0	39.6	-7.6	-19
Free cash flow	33.3	55.4	-22.1	-40

Note: You can find current image material at <http://www.dmgmori-ag.com>. Further information on the DMG MORI Group is also available on Twitter at [@DMGMORIEU](https://twitter.com/DMGMORIEU).

TANJA FIGGE

T +49 (0) 52 05 / 74-30 01
F +49 (0) 52 05 / 74-30 81
pr@dmgmori.com

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Company Profile // DMG MORI AG

DMG MORI is a worldwide leading manufacturer of high-precision machine tools and sustainable technologies that are at the center of global value chains. At DMG MORI AKTIENGESELLSCHAFT around 6,800 employees generate sales revenues of over € 2.3 billion. Together with the mother company DMG MORI COMPANY LIMITED, sales revenues amount to around € 3.4 billion. In the "Global One Company", more than 12,000 employees are in direct contact with over 100,000 customers from 57 sectors. DMG MORI is present in 88 countries worldwide with 16 production plants, 113 sales and service locations.

The strategic fit of automation, digitization and sustainability is a perfect match with our vision-mission statement: We empower our customers in manufacturing and digitization! We want to be the most attractive global machine tool manufacturer with digitized and sustainable products!

Integrated automation and end-to-end digitization solutions extend our core business with turning and milling machines, Ultrasonic, Lasertec and Additive Manufacturing. We bundle our entire manufacturing know-how of more than 152 years into technology excellence for the focus sectors Aerospace, Automotive, Die & Mold as well as Medical and Semiconductor. Our customer-oriented services cover the entire life cycle of a machine tool – including training, repair, maintenance and spare parts service.

DMG MORI is one of the most sustainable industrial companies worldwide. Our innovative solutions make a decisive contribution to the benefit of humans and the environment. The combination of machines, technologies, users, automation and digitization enables a high degree of process integration for resource-saving and efficient production. True to our motto: *dynamic*. Excellence.

Forward-looking statements //

This quarterly 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, as well as to the effects of the war in the Ukraine or the corona pandemic, 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 Tokyo, Japan. DMG MORI AKTIENGESELLSCHAFT is an affiliated company of 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.

ISIN: DE0005878003

Financial calendar //

12 May 2023

121st Annual General Meeting

03 August 2023

Interim Report for the

1st half year 2023

(1 January to 30 June)

07 November 2023

Quarterly Release for the

3rd quarter 2023

(1 January to 30 September)

Subject to alteration

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; Michael Horn, M.B.A.
Local Court Bielefeld: HRB 7144