



Fakuma

Press Conference

Gerd Liebig | CEO

Dr. Melanie Rohde-Tibitzl | Head of Technology

October 18, 2023

01

Company & Market News

Gerd Liebig, CEO



Our Vision

To maintain our global leadership position as the most innovative supplier of injection moulding solutions.



Our Mission

To continue delivering an extensive product portfolio featuring innovative, sustainable, easy-to-operate, reliable solutions that continue to address economic challenges. All supported globally by our fast and competent industry experts.



Our Values

We continuously strive for sustainable solutions, ensuring that they filter into all of our processes.

To achieve this, every colleague observes our rules of conduct - respect, transparency, integrity credibility & reliability.



FAKUMA 2023

- Purely all-electric demonstrations with IntElect
- Introduction of all-electric specialities for Packaging and Medical
- Number 1 for all-electric in Europe and Asia
- Achievement of EcoVadis silver medal

15 Years Anniversary

- Engineering, Quality & After-Sales integrated
- Sales separated with different focus
- IntElect platform in Germany, Japan and China
- Systec XL platform in Germany and China
- Complete global network

Top 3 biggest injection moulding machine producer in the world



3,100
employees globally



162,000
machines worldwide

Development of Turnover

Production Chiba, Schwaig, Wiehe, Ningbo



Represented in all global markets with min. 10% market share

Expansion of production capacities in Ningbo

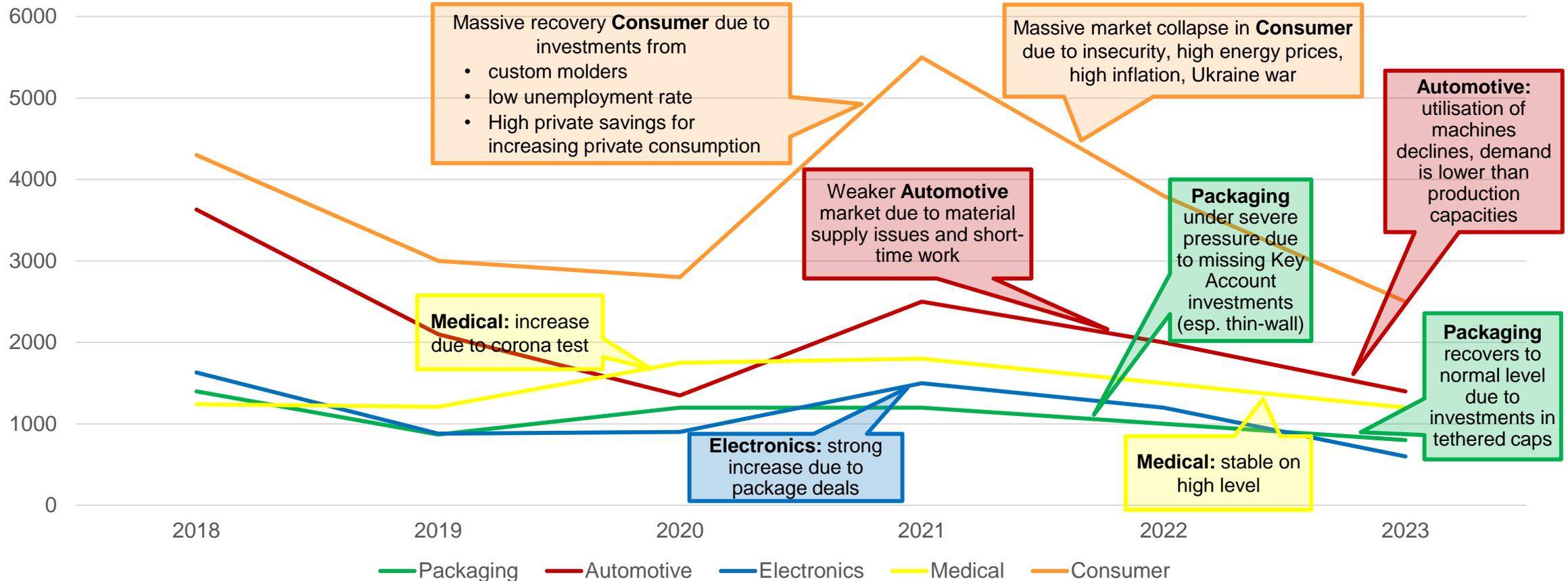
- **2015** – erection and opening of new factory hall
- **2023** – erection and opening of expanded factory hall
 - Increase of the number of produced injection molding machines System L and XL by 70 units from 2024 on
 - Total investment of 3.5 Mio Euro for production expansion
 - Target is to produce 100 L and XL machines (50 units for China, 50 for other markets) from 2026
 - Meeting the demand of fast-growing automotive manufacturers in China e.g., BYD
 - Target is a significant reduction of delivery times



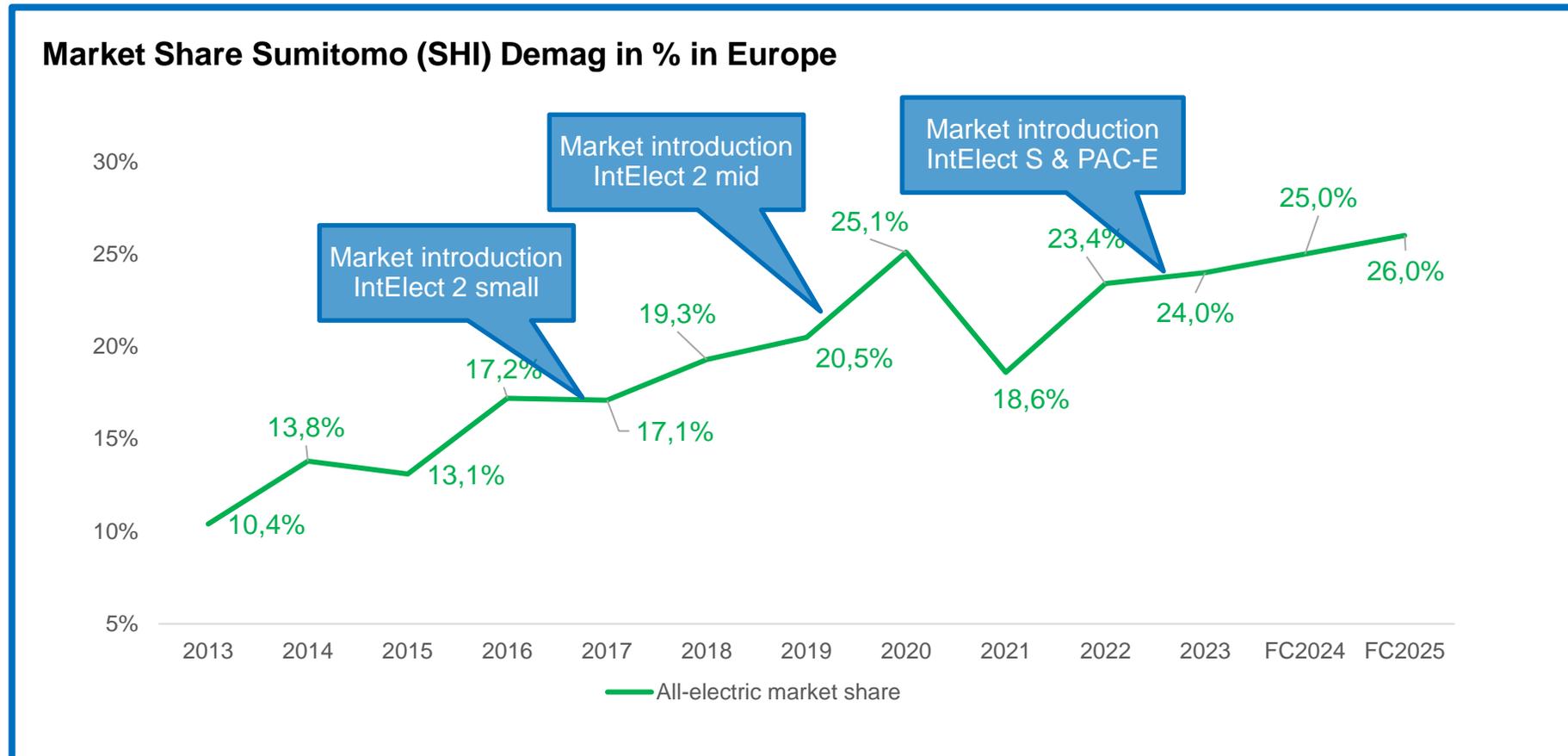
Criteria	2023
Economy	<ul style="list-style-type: none">• High inflation• German Automotive withdraws from the market for small cars, leaving the field for Chinese suppliers• High interest rates• Very high energy prices• Crisis in Automotive (focus on premium vehicles) and Mechanical Engineering (sharp decline) result in a market crisis on Lehman level
Injection Moulding Machines	<ul style="list-style-type: none">• Embargo of Russia results in the impossibility to deliver injection moulding machines from the EU to Russia• Market for high-performance applications is significantly increasing (drug delivery, consumables, caps)• Market is increasingly changing to all-electric machines• Limited funding opportunities from which all manufacturers benefit• Increasing market share of Chinese suppliers for standard machines

Market News | Changes in the industry-related demand

(from 2018 to 2023 in Europe)



Total	12,000	8,000	8,900	11,600	11,000	6,600
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Market News | Image Survey

International Survey among Injection Molders, Criteria for Purchasing & Selection of Supplier

Top	Criteria	Ranking	Segment
1	Competent Service Team	1,975	Customer Service
2	Process Stability	1,949	Machine
3	TCO	1,832	Machine
4	Reply Times	1,807	Customer Service
5	Energy Consumption	1,761	Machine
6	Expertise Sales Team	1,751	Sales
7	Smooth Commissioning	1,746	Delivery & Commissioning
8	Easy Operation	1,690	Machine
9	Investment Cost	1,685	Selection of Supplier
10	Customer Focus	1,685	Sales
11	OTD	1,680	Delivery & Commissioning

- The most prominent reasons for the customer when it comes to selecting a supplier are the machine parameters & the Service
- In terms of machine characteristics, the process stability, the energy consumption, TCO and ease of operation are highly rated
- OTD and smooth commissioning are important in the segment 'delivery'; short delivery times are not show-stopper, though
- Sales consulting with experienced sales staff and customer focus is rated as important

→ **Ranking:** +2 very important / -2 not important

Product News | Product Range

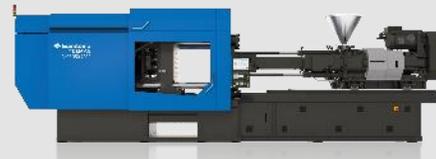
IntElect



- All-electric machines
- Available as Multi
- **IntElect S version (2023)**
- *500 – 5.000kN*

PAC-E

**NEW
2024**



- New all-electric high-speed benchmark
- *2,500 – 4,200 kN*

EI-Exis SP



- Fast-cycling hybrid machines
- Available as Multi
- *1.500 – 10.000kN*

Systemc



- Servo hydraulic machines
- Available as Multi
- *1.600 – 15.000kN*

SAM



- Cartesian robot, optimised for production efficiency

SDR



- Selection of highly-flexible robotic solutions

Easy Automation



- handle&place / handle&box

Automation Solutions



- Large-scale automation projects

Product News | Product Strategy - Next Steps

Clamping Force 50 100 120 160 180 200 250 450 600 800 1000 1300 1500 2000

Hydraulic



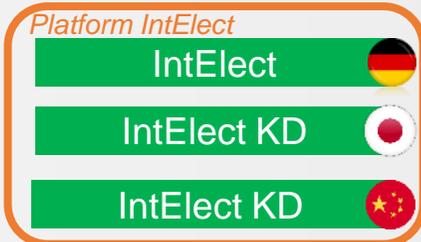
Platform Systeme XL

2022

Hybrid



Electric



Platform IntElect



2023

2022 (S)

2021-3

act!Sustainably – Sustainable injection moulding



SUMITOMO (SHI) DEMAG PLASTICS MACHINERY GMBH (GROUP)

Schwaig - Deutschland | [Herstellung von spezialisierter Maschin...](#)

Unternehmensgröße: M | Beurteilungsumfang: Konzern

Tochtergesellschaft von [SUMITOMO HEAVY INDUSTRIES LTD. \(GROUP\)](#).

(Ihr Nachhaltigkeitsprofil freigeben - Freigabe beenden)

Overall Score
➔ **60/100**

Prozentsatz
77.



Complete Sustainability Report published in 10/2023



Criteria 1-4 Strategy

- Challenges, opportunities, and risks associated with sustainable practices
- Mid- and long-term goals
- Comprehensive view of our entire value chain
- Addressing the four criteria strategy, materiality, goals, and value chain

Criteria 5-10 Process Management

- Six key criteria that encompass various aspects of sustainability management
- Incentives for our leaders and employees
- Opinions of external stakeholders
- Evaluate how our products and services align with sustainability requirements

Criteria 11-13 Environment

- Three key criteria that underpin our commitment to environmental conservation:
- Awareness of the natural resources we utilize within our company
- Assess our efforts to track and measure greenhouse gas emissions
- Dedication to environmental stewardship

Criteria 14-20 Society & Compliance

- Fair & inclusive work environment, focusing on protecting our employees and delivering equal opportunities
- Human rights in our supply chain
- Social & economic needs within the communities where we operate
- Strict, completely neutral, stance of non-partisanship
- Comprehensive compliance programs & training

02

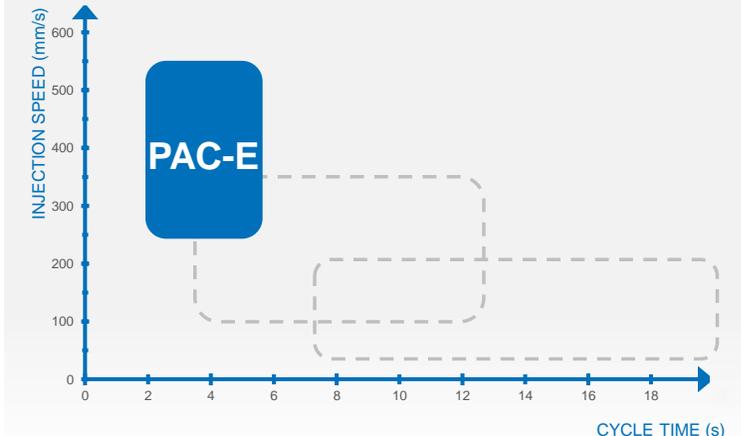
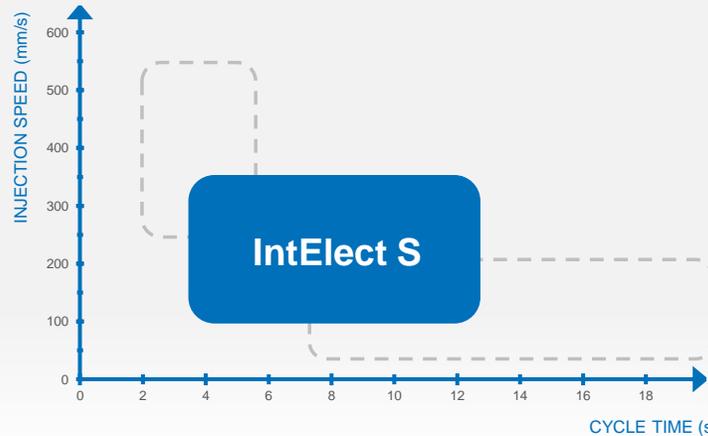
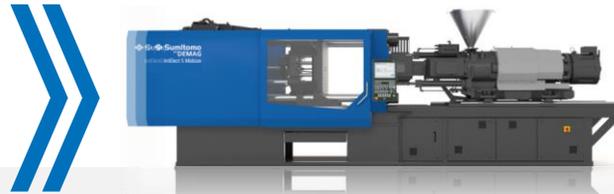
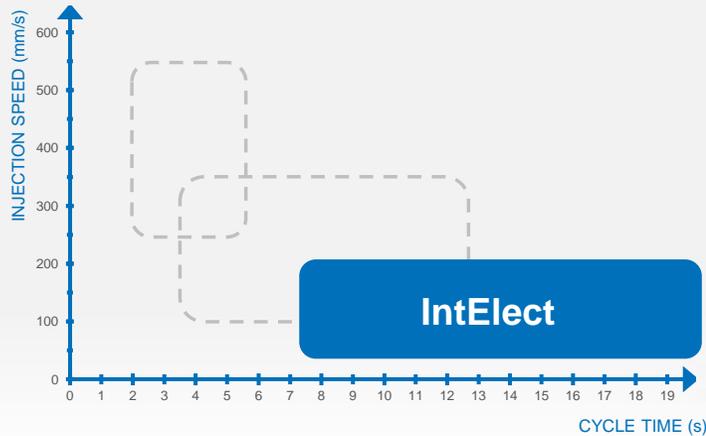
Innovations & Exhibits

Melanie Rohde-Tibitzl | Head of Technology

Focus #1: All-Electric

- Acceleration of strategic plans to roll out IntElect machine portfolio to every market
- IntElect platform produced in Germany, China & Japan
- For the first time in its exhibition history, the Sumitomo (SHI) Demag booth features entirely all-electric machines

All-Electric Competence | All-Electric Range

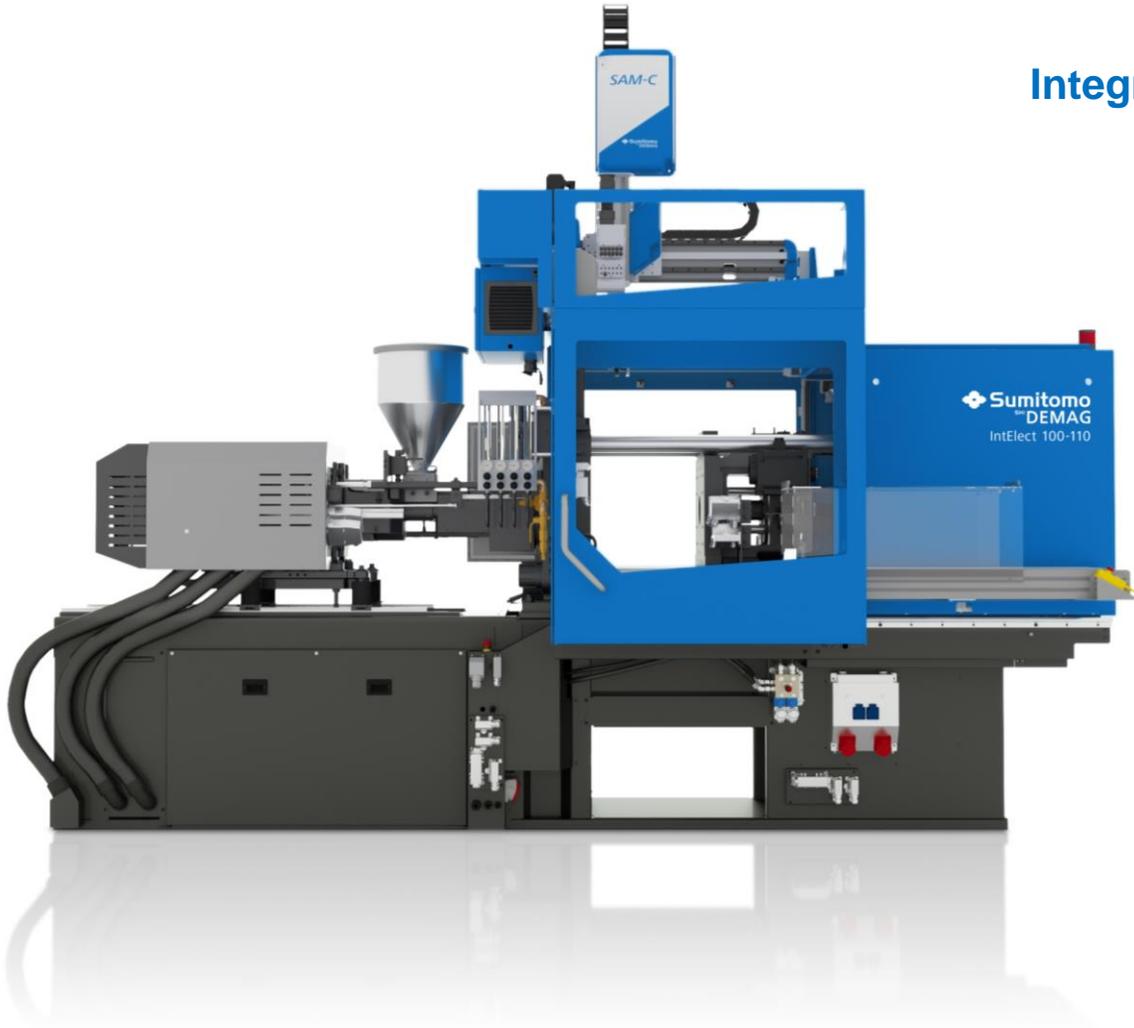


- All-electric IntElect platform and options available for every market segment – including packaging, medical, automotive, electronics and consumer goods
- After 80,000th IntElect installation in 2022 additional application fields including a multi-component LSR version and a high-performance IntElect S for thin-wall packaging in the medium clamp force range

Focus #2: Automation

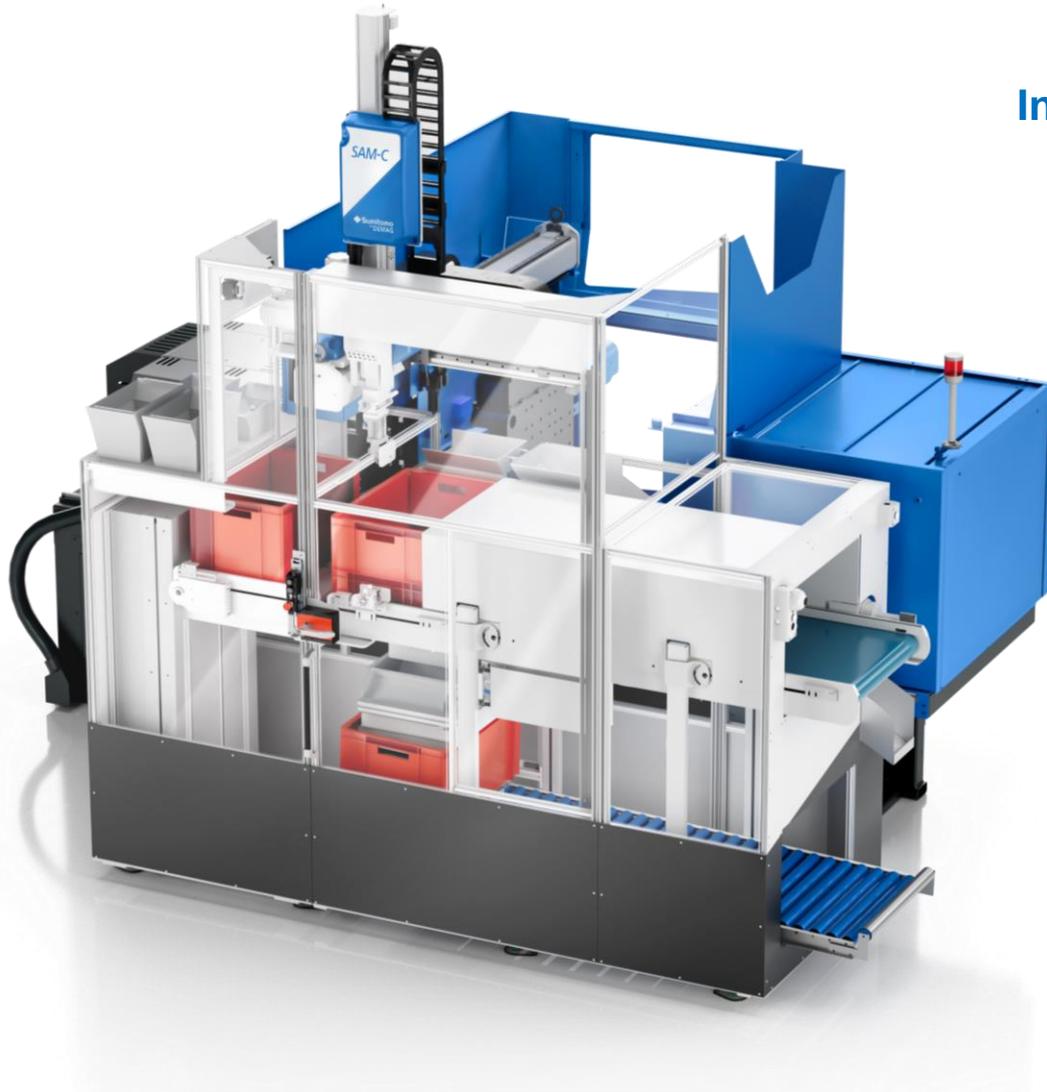
- **Endless automation options due to total integration & automation competence**
- **Focus on Easy Automation by SAM-C range, comprising SAM-C5 Cartesian handle&box robot, as well as a SAM-C3 handle&place solution**
- **Continuous collaboration with numerous industry & automation experts**





Integrated automation solution for machine size 50 – 280 to

- Target application: Standard application for picking and handling of parts and sprues
- Target markets:
 - Automotive
 - Consumer
 - Electronics
- Customer benefits:
 - Pre-commissioned production solution
 - Easy onsite installation
 - Ready to use
 - CE conformity
 - Optimized footprint



Integrated automation solution for machine size 75 – 180 to

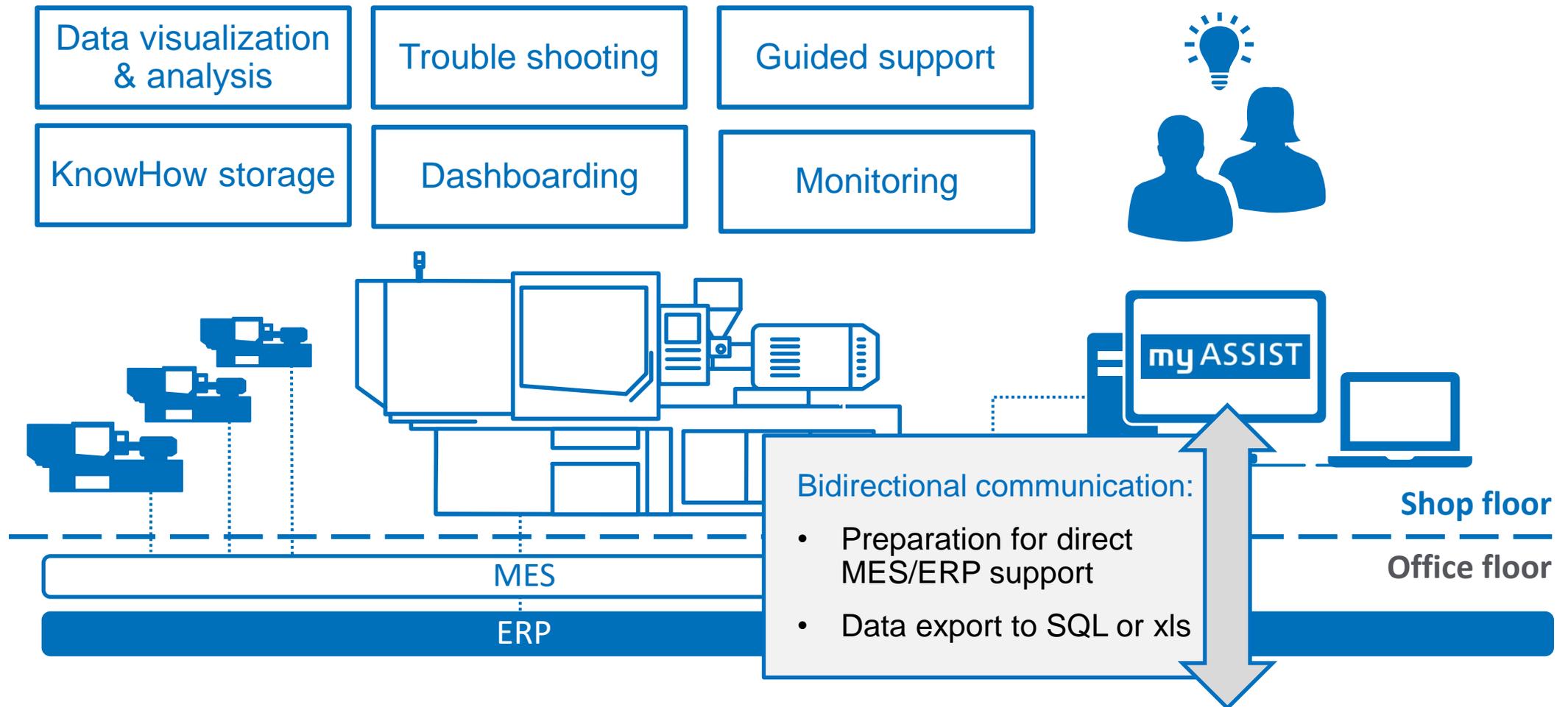
- Production advantage:
 - Container buffer system for robot part loading
 - Drop part filling of container
 - Operation as standard conveyor belt
- Target markets:
 - Automotive
 - Consumer
 - Electronics
- Customer benefits:
 - Pre-commissioned solution for standard container
 - Maximum flexibility
 - Variable use for different production environments
 - Easy operation

Focus #3: Digitalization

- Optimized smart solutions & digital process companions
- Process stability and performance by adaptive & intelligent functions
- “Act! Sustainably” by reduction of downtimes, optimized resource requirements, transparency & traceability



Digitization Competence | myAssist



Digitization Competence | myAssist – deep process insights

Improved functions

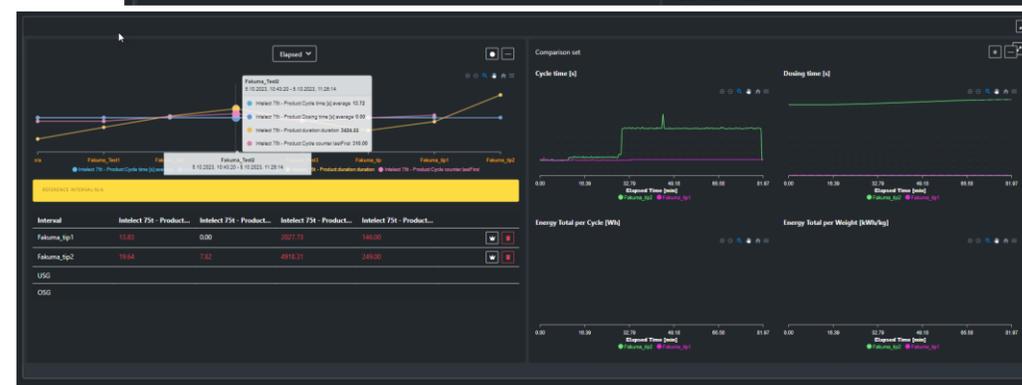
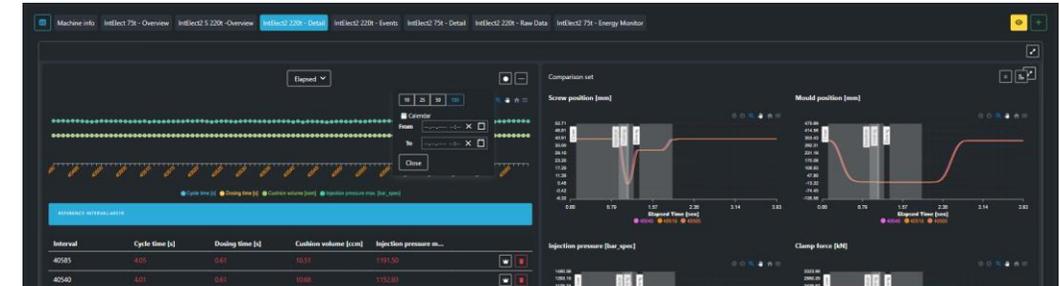
- More individual use cases
- Deeper data dive
- Simple and wide connection

From landing page into details

- Production overview
- Process deep dive
- Cycle and time-based data
- Failure analysis

Evaluation

- Time-based: Long-term effects, trend analysis
- Job-related: Material consumption, rejects, average cycle time, energy consumption



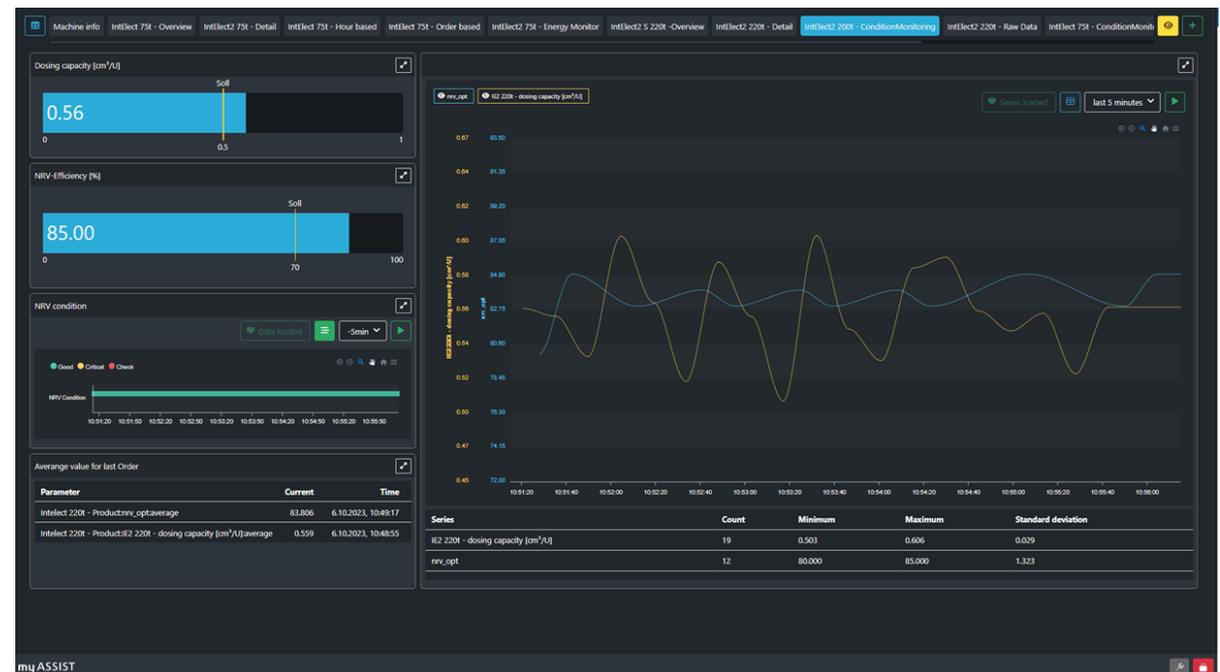
Digitization Competence | AI NRV-sensor

First preview for AI function for process consistency and predictive maintenance

- Algorithm for intelligent interpretation of different process signals like torque and pressures
- Visualization of NRV actual status (open – closed), current and historic NRV performance as NRV efficiency, dosing capacity shows volume per rotation as measure for dosing quality
- Calculate KPI for NRV wear status



- Judgement of process quality and/or condition of NRV is possible by analysis of historical data
- Visualization by easy classification of NRV performance with bar-chart (good | critical | check)



Digitization Competence | activeMeltControl

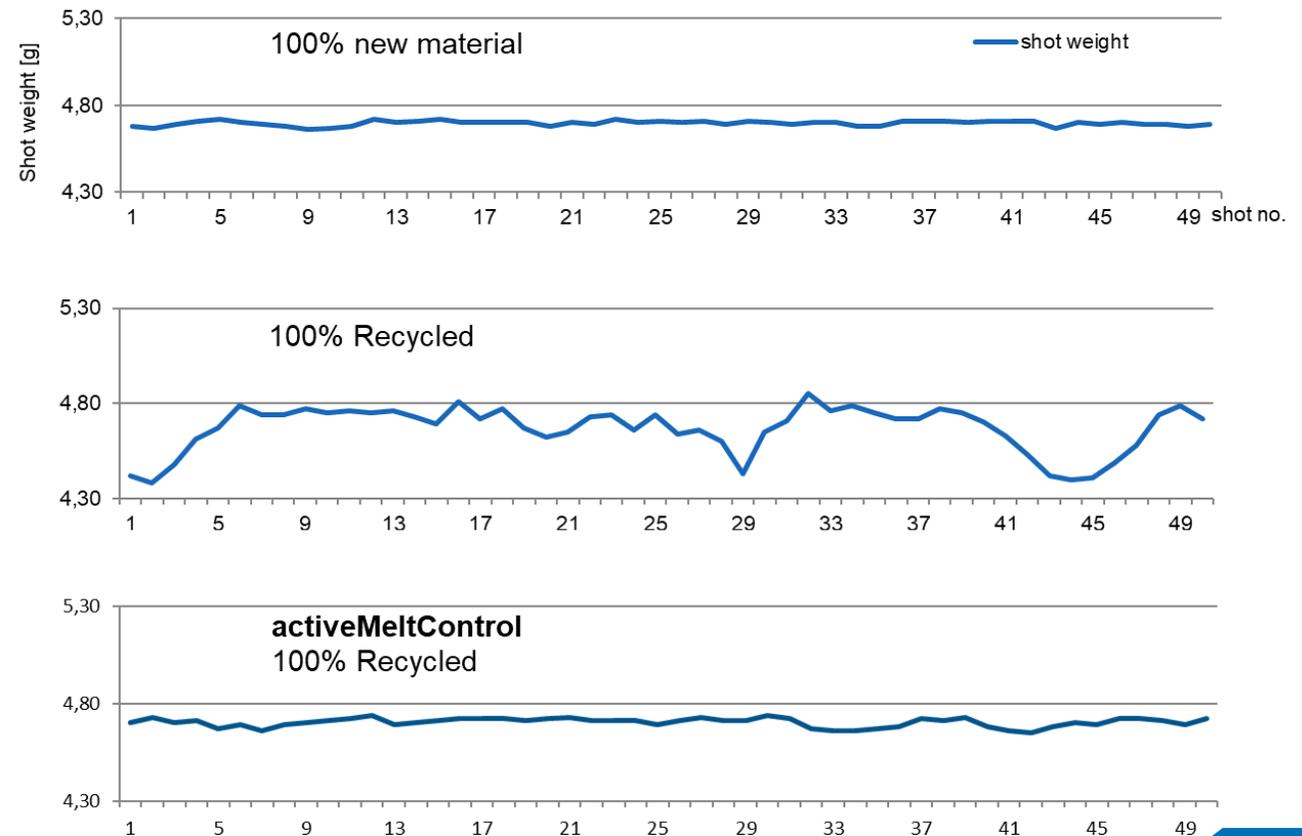
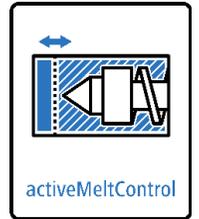
Adaptive function

- Compensation of viscosity
- Compensation of non-return valve leakage

→ Control of the NRV and the pressure profile

- Fully automatic control for almost all applications and materials
- Application for: Batch fluctuations, PCR, regrind, drying differences, dosing fluctuations, additional additives

→ Lower scrap rate → higher output → higher efficiency



FAKUMA 2023 | Booth Overview

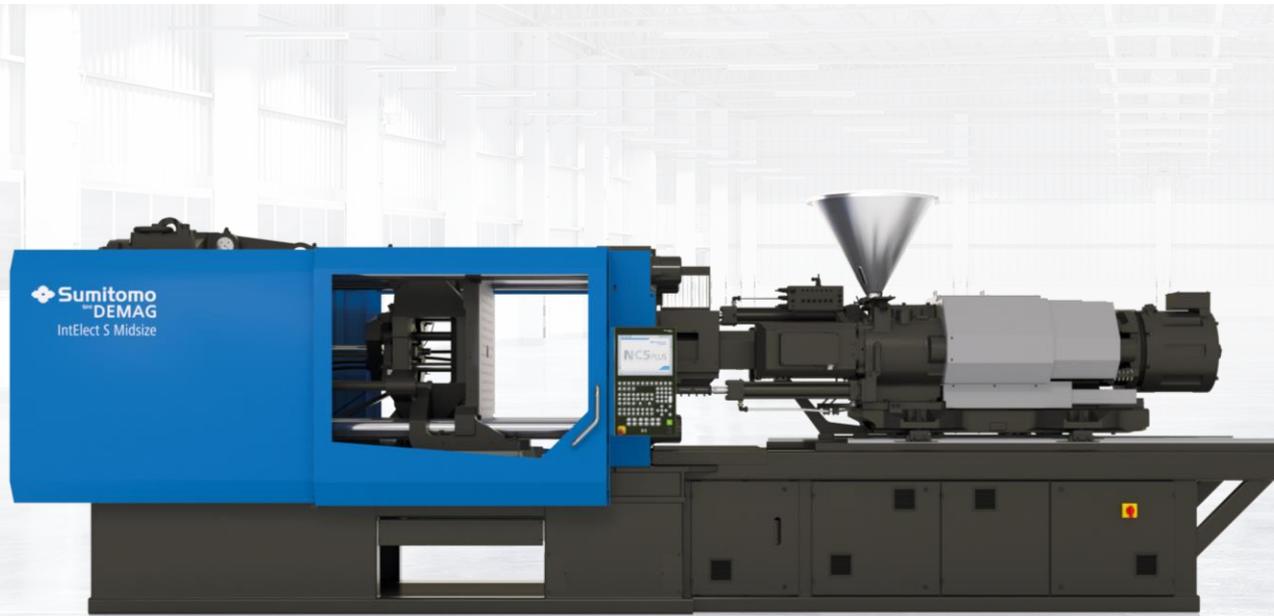


LSR

PACKAGING

HANDLE&PLACE

HANDLE&BOX



IML Lid | Fast and resilient

High-performance machine with perfect suitability for thin-walled and high-speed applications combines powerful and resilient drives with energy efficiency and cycle time minimization

Machine:	IntElect S 220/660-1100
Cavities:	4
Shot weight:	28 g
Cycle Time:	3,75 s
Material:	PP Bornewables™



OUR PARTNERS



FAKUMA 2023 | Packaging

digital
meets
circular
economy

act
SUSTAINABLY

Sumitomo
SHI
DEMAG



OUR PARTNERS





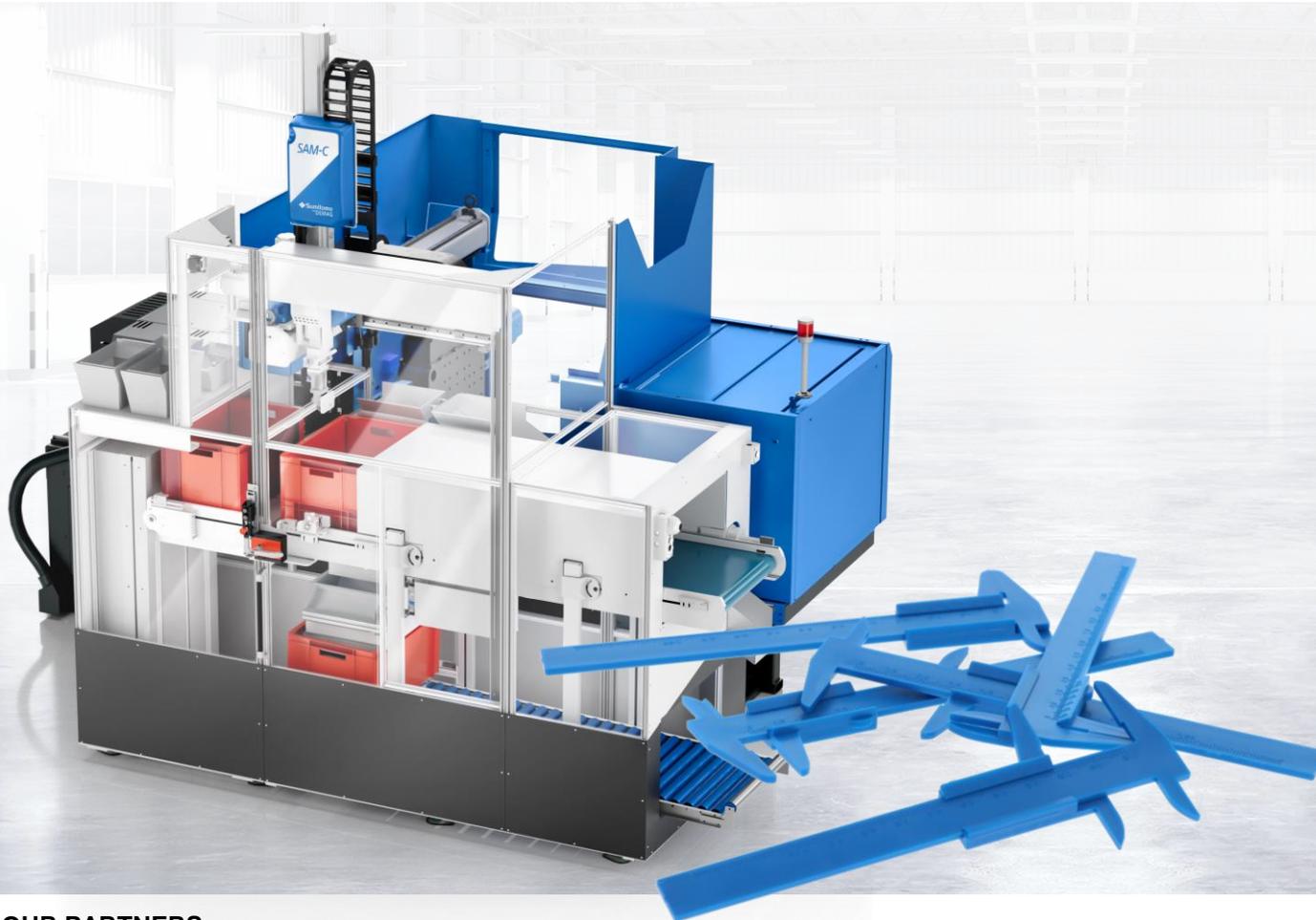
Single Wire Seals | LSR

LSR processing competence, including OPC-UA interface compatibility on standard dosing systems – Traceability & stable production process

Machine:	IntElect 180/570-250
Cavities:	256
Shot weight:	15,36 g
Cycle Time:	17 s
Material:	LSR

OUR PARTNERS





Caliper | Handle & Box

Exemplary for SAM strategy and "easy automation," - Standardized production solutions with special focus on system footprint and reduced operating effort

Machine:	IntElect 75/420-250
Automation:	SAM C5
Cavities:	2+2
Shot weight:	24 g
Cycle Time:	20 s
Material:	PS

OUR PARTNERS





Cover | Handle & Place

Easy automation combined with data acquisition from external peripherals via OPC-UA sources and automatic process labelling topped by adaptive process adjustment by activeMeltControl

Full control and transparency

Machine:	IntElect 75/420-250
Automation:	SAM C3
Cavities:	2
Shot weight:	32 g
Cycle Time:	25 s
Material:	PP

OUR PARTNERS

FAKUMA 2023 | Machines on partner booths

				
Booth	Hall A7 – booth 7208	Hall A3 – booth 3313	Hall A1 – booth 1203	Hall A7 – booth 7202
Machine	El-Exis SP 250/2500	IntElect 75/420–65	IntElect 130/520-450	IntElect S 100/470-250
Industry	Packaging	LSR Medizin	Automation SpeedRobot	Medical
Product:	Flower pot	Dental product	Cup	Pipettes
Cavities:	6	4	4	32
Weight:	shot weight: 55g	shot weight: 1,7g	shot weight: 35g	shot weight: 9g
Material:	Polyolefin Borealis	LSR	PP	PP
Cycle time:	3.5s	25s	<3s	<4s
Automation:	Campetella Side Entry	SAM-C5	Sepro Speed Robot	Hekuma Side Entry

Press Conference | Q & A

