



Press Conference

Anatol Sattel | CSO

Martin Pütz | Senior Director Technology

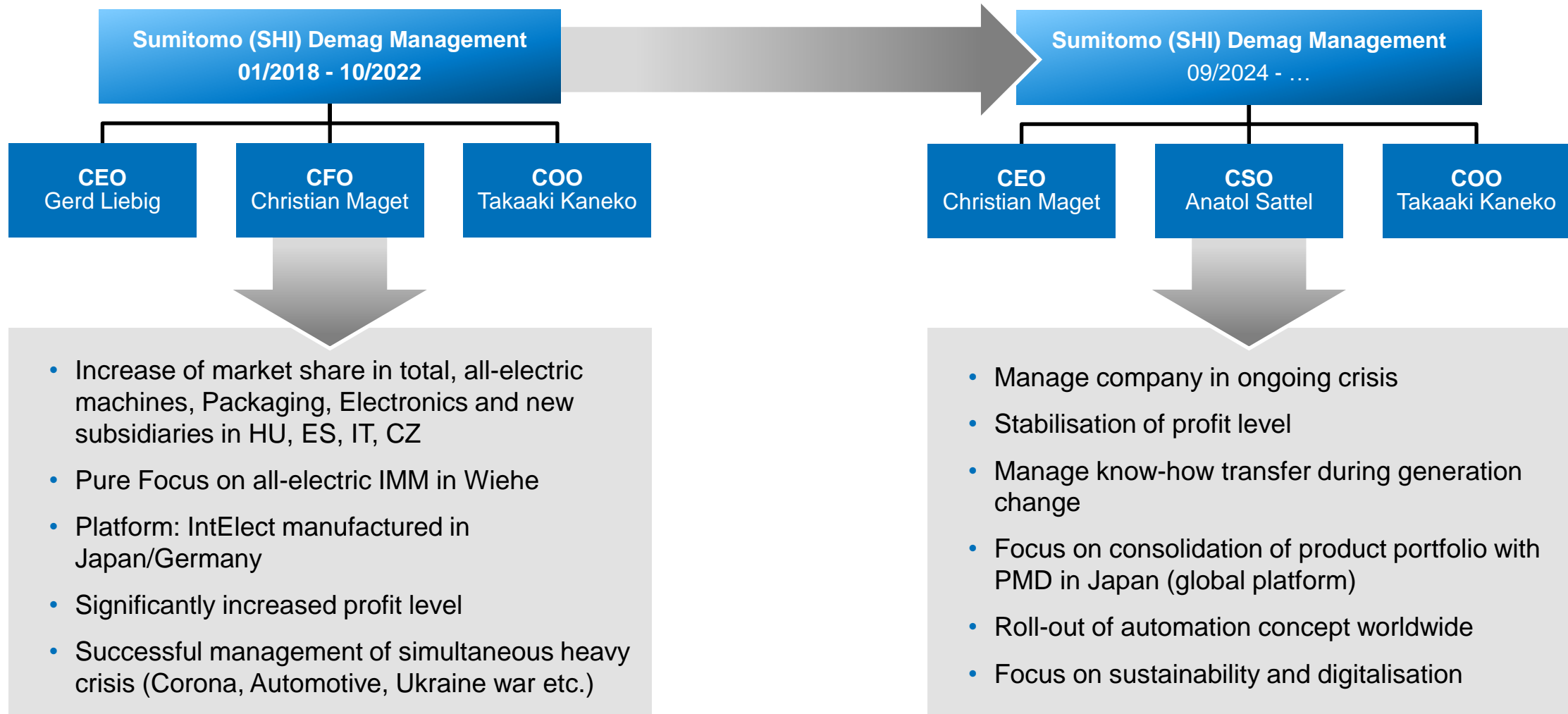
October 16, 2024

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Company & Market News

Anatol Sattel, CSO

Company News | New Managing Directors CEO/CSO





Responsibility at SDG:

- 2013 Head of Controlling & Planning Germany
- 2017 Procurement and responsibility for Subsidiaries
- 2018 appointment as GM Finance and member of Management Board and Global Management Board PMD
- 2020 additional responsibility for IT, Compliance and Financial Order Management
- 2022 additional responsibility for HR department
- 2023 appointment as CFO (from July 1st)

Education:

- University degree of Business and Administration
- Technical academy degree of rating analyst, certified process manager
- Certified Controller at Controller Academy Six Sigma Green Belt
- 23 years business experience, thereof 9 years as authorized representative (Procurement)

- Age 48
- Married, 2 kids
- Living in Lauf



Responsibility at SDG:

- 2017 Start as Key Account Manager Medical Technology
- 2019 Appointment as Director Business Development Medical
- 2024 Appointment as Senior Director Global Sales

Education:

- University degree in plastics technology
- Final thesis: process capability analysis of an all-electric injection molding machine
- 22 years business experience, 13 years injection molding, 4 years automation, 5 years digitalisation
- Age 46
- Married, 1 son
- Living in Lauf



Education:

University

- Mechanical Engineering Plastics
- MBA Business Administration

International studies/work

- Trainee in Durban, South Africa
- University Montreal, Canada

Other Skills:

- Six Sigma
- Kepner Tregoe

- Age 44
- Married, 3 children



Our Vision

To maintain our global leadership position as the most innovative supplier of all-electric 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.



Our Values

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

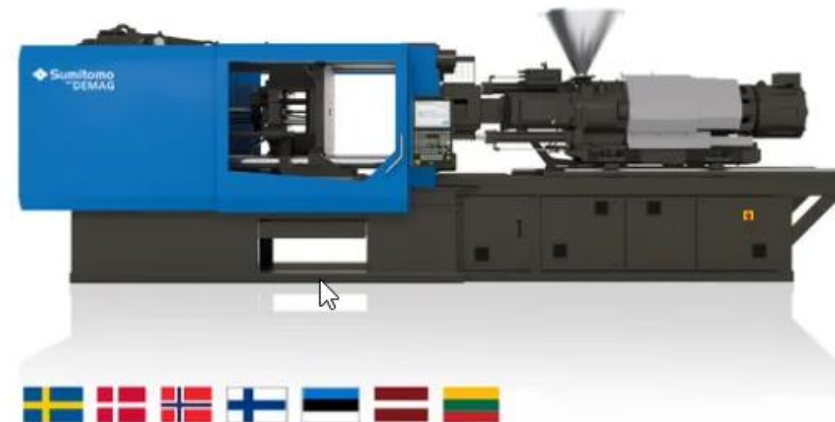
25 Years of Sumitomo (SHI) Demag Poland

- **1999** – Demag Poland was established
- **2024** – Opening of new facility
 - Application center
 - Stock machine available



K.D. Feddersen to extend their service in Scandinavia

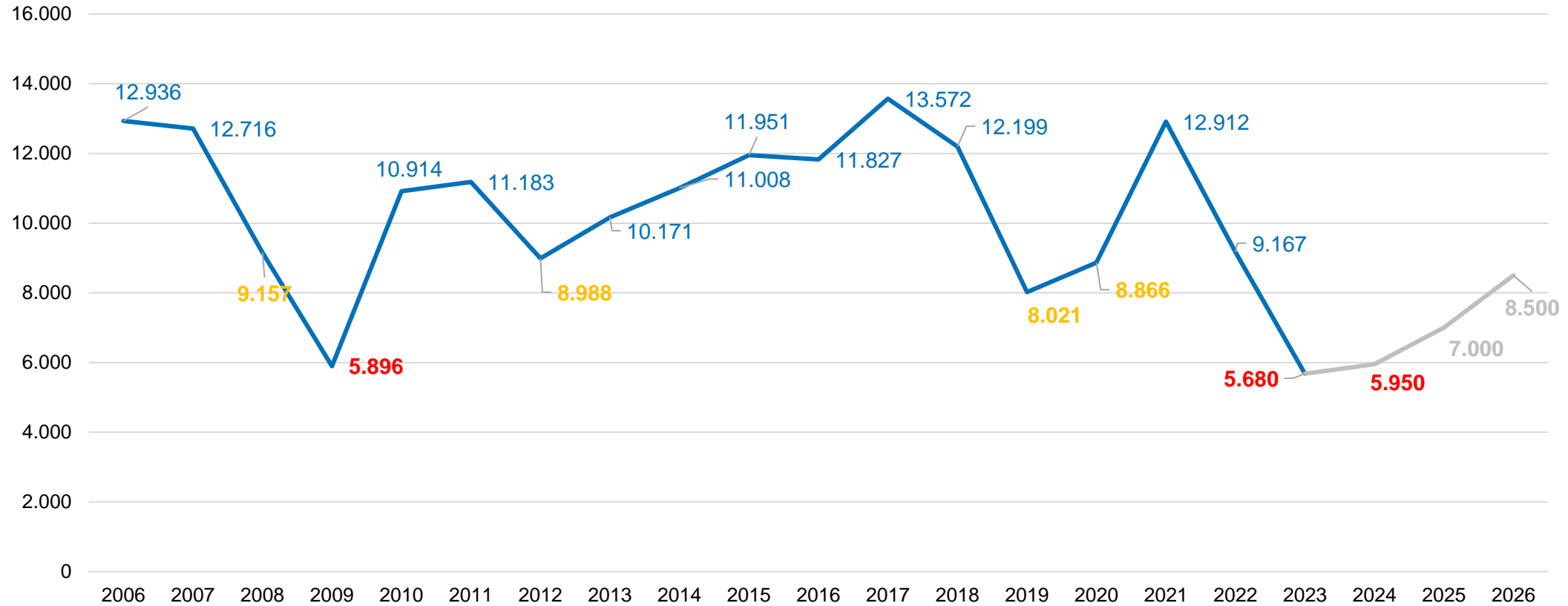
- **1981** – Materialdepån is founded and begins its operations as a distributor for plastics in Sweden
- **2016** – Acquisition of Forvema AB in Kinna
- **2024** – The Hamburg-based distributor and service provider for technical plastics, which already manages the markets in Sweden, Finland, Estonia, Latvia, and Lithuania for the injection molding machine manufacturer, will also be responsible for Denmark and Norway starting from October 2024.



Criteria	2024
Economy	<ul style="list-style-type: none">• Inflation has come back to the level of 2%• Interest rates dropping• Energy price coming to a pre-pandemic level• US and China also showing low investments• No recovery of investments in the plastics industry• Euromap market on all-time low
Situation at SDG	<ul style="list-style-type: none">• Adaption of production capacity in both german facilities to a lower market (50%)• Clean up of product portfolio• Focus on global product platform, available in Germany, China and Japan• Focus on more automated, complex solutions from Germany

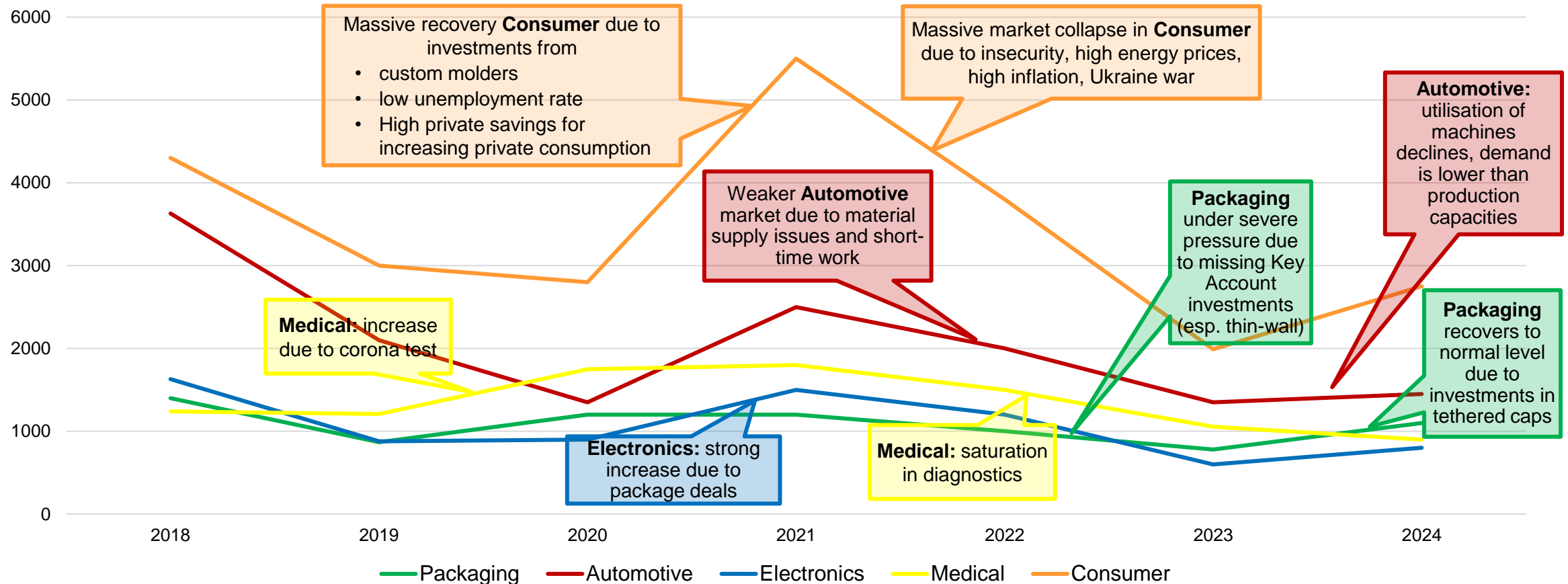
Market News | Market Expectation Europe until 2026

Euromap market 2006-2023 and possible development 2024-26



Market News | Changes in the industry-related demand

(from 2018 to 2024 in Europe)



Total	12,000	8,000	8,900	13,000	9,100	5,700	5,900
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Top 3 biggest all- electric injection moulding machine producer in the world



2,618 employees globally

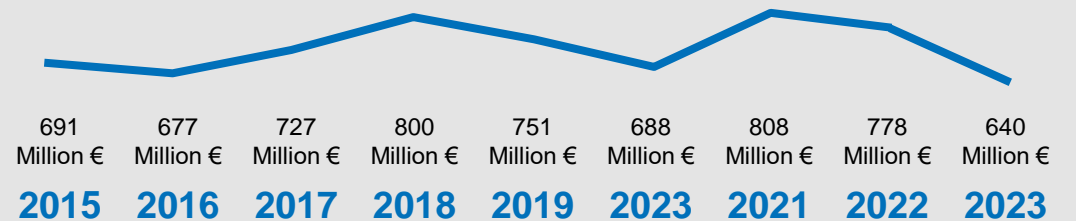
25,303 SHI employees



80,000 +
All-electric machines

Development of Turnover

Production Chiba, Schwaig, Wiehe, Ningbo



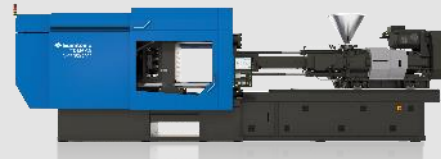
Represented in all global markets with min. 10% market share

IntElect



- All-electric machines
- Available as Multi
- Available as Speed Version
- *500 – 5.000kN*

PAC-E



- New all-electric high-speed benchmark
- *3,500 – 4.200 kN*

EI-Exis SP



- Fast-cycling hybrid machines
- Available as Multi
- *2.500 – 10.000kN*

Systemc



- Servo hydraulic machines
- Available as Multi
- *5.000 – 15.000kN*

SAM



- Cartesian robot, optimised for production efficiency

SDR



- Selection of highly-flexible robotic solutions

Easy Automation



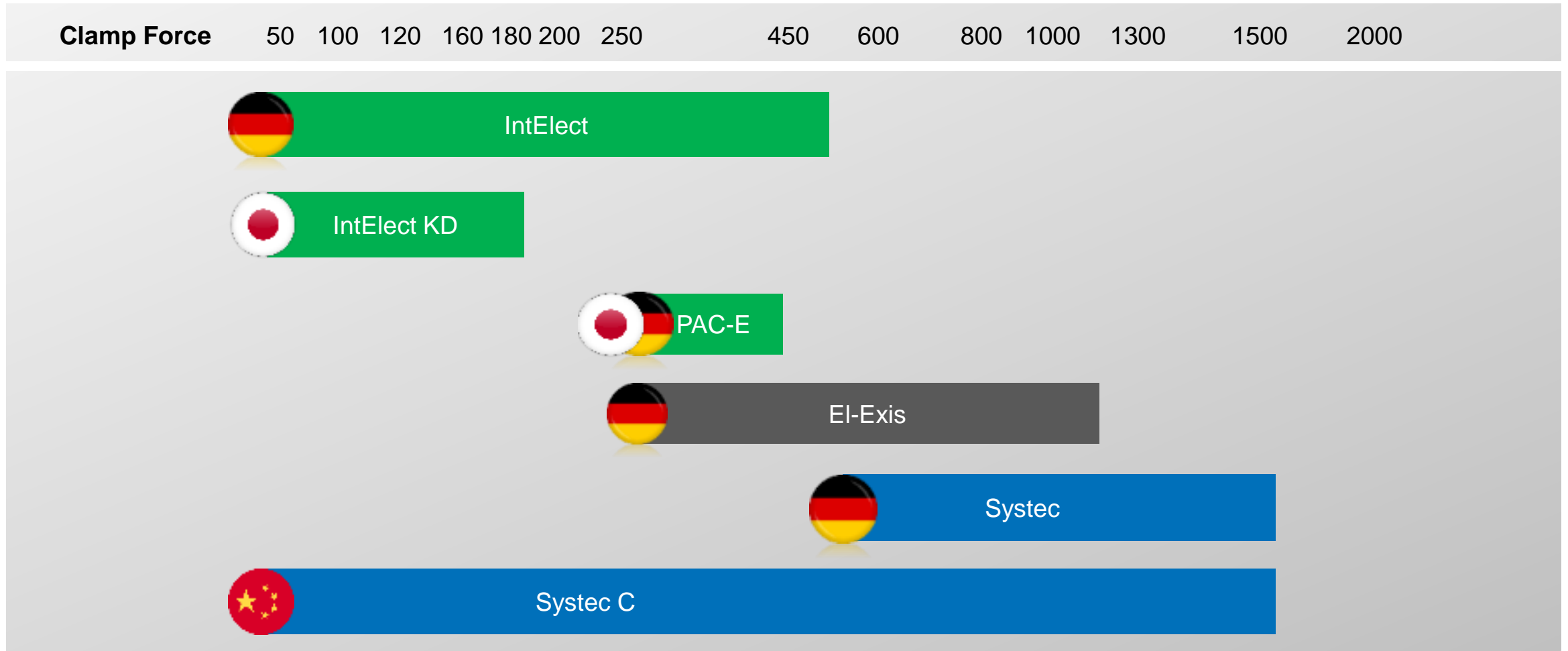
- handle&place / handle&box

Automation Solutions



- Large-scale automation projects

Product News | Product Strategy 2025



CDP



- We are participating in the Carbon Disclosure Project CDP Home - CDP since 2023.
- CDP is a not-for-profit charity that runs the global disclosure system for investors, companies, cities, states and regions to manage their environmental impacts.
- Here, we report our systematic effort to constantly reduce our CO2 footprint.
- In return we receive an evaluation and advice for further improvement.

SBTi



- We applied for participation in the Scientific Bases Target Initiative in July 2024
Ambitious corporate climate action - Science Based Targets Initiative
- Science-based targets provide companies with a clearly-defined path to reduce emissions in line with the Paris Agreement goals.
- After our commitment we will submit our approach to Zero CO2 emissions to SBTi.
- In return we receive an evaluation and advice for further improvement.
- CDP & SBTi are interrelated initiatives & their mutual approach is based on each other.

CSRD

- We launched a project together with consultants to get compliant with the new Corporate Sustainability Reporting Directive.
- Accordingly, we have to implement a Sustainability Report according to EU standards for the FY 2025.

EcoVadis



- We are participating in the EcoVadis since 2021.
- After a Bronze Medal in 2022 we received Silver in 2023 and are working on the next step now.
- First time ISO 45001 "Occupational health and safety (OH&S) management system" certified in 2024
- b. CDP Commitment
- c. SBTi Commitment
- d. New environmental friendly utility power contract
- e. Expanding our photovoltaic capacity

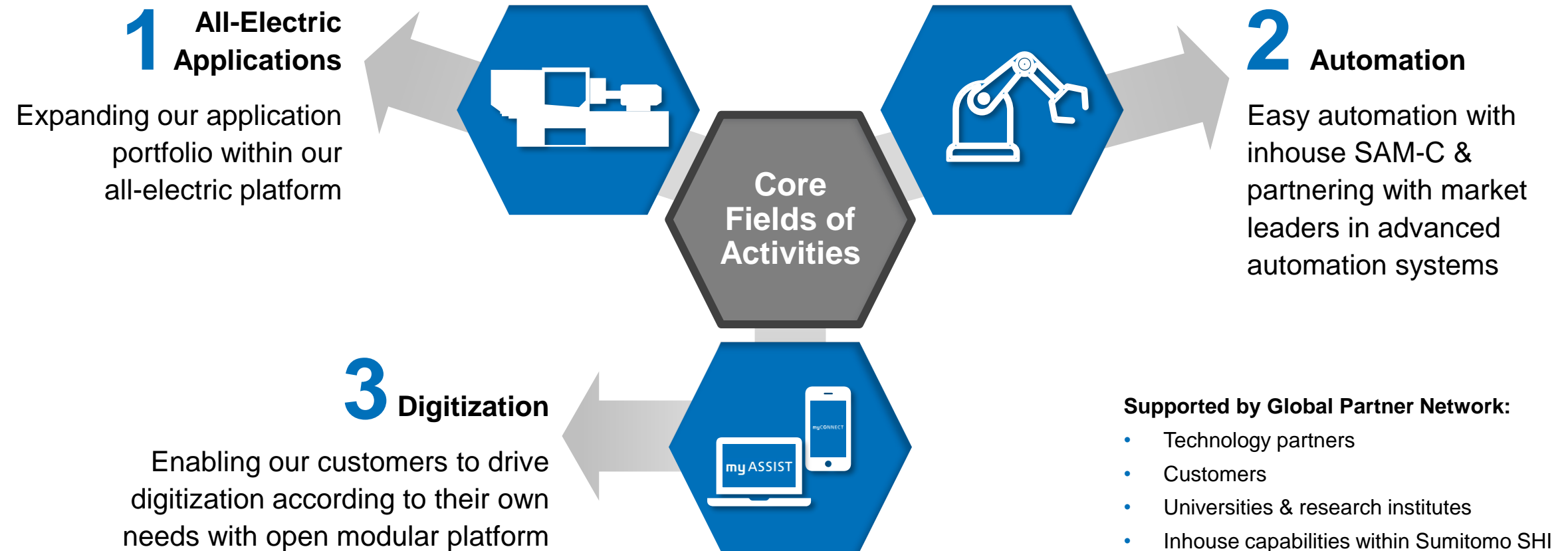
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Innovations & Exhibits

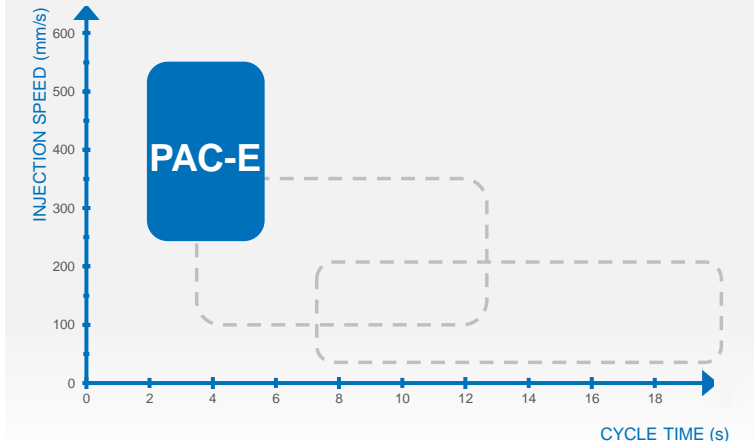
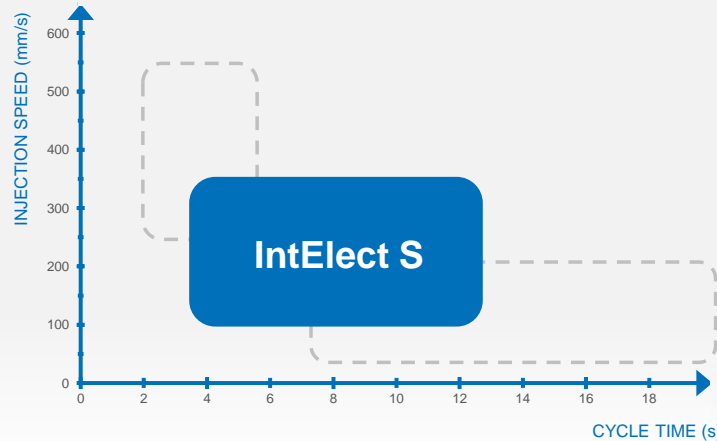
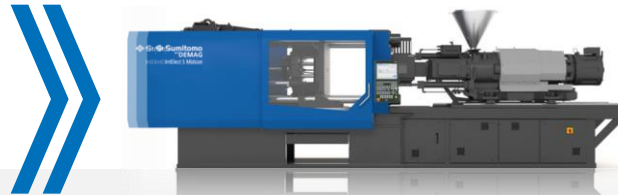
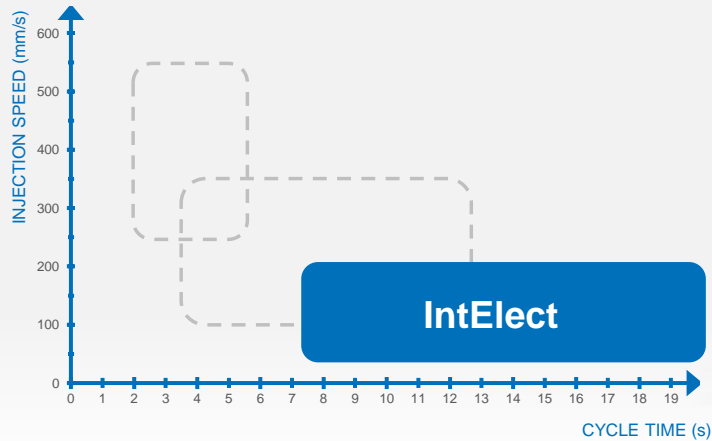
Martin Pütz, Senior Director Technology

Core Activities | Sustainability with All-Electric Platform

Customer Applications in the Center of Our Future Development Activities

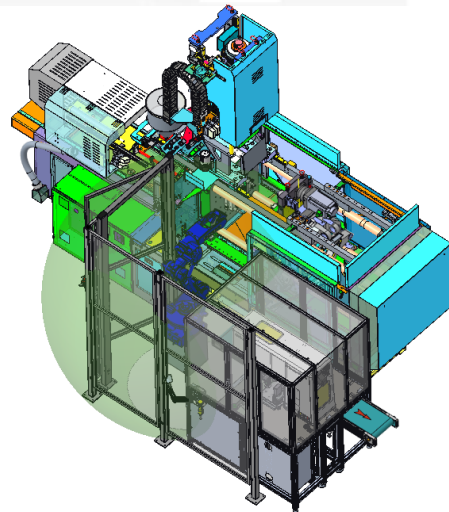
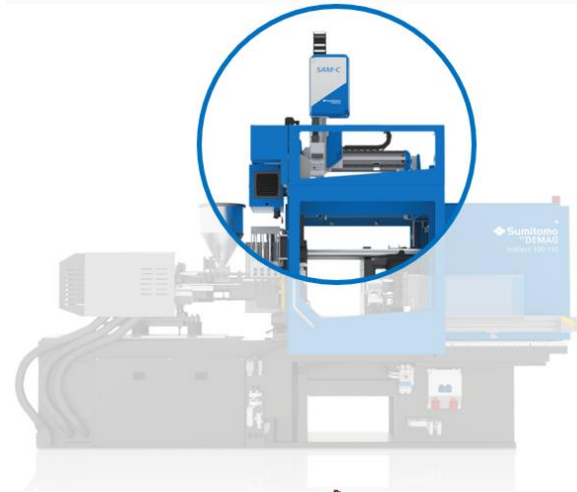


1. All-Electric Competence | Performance



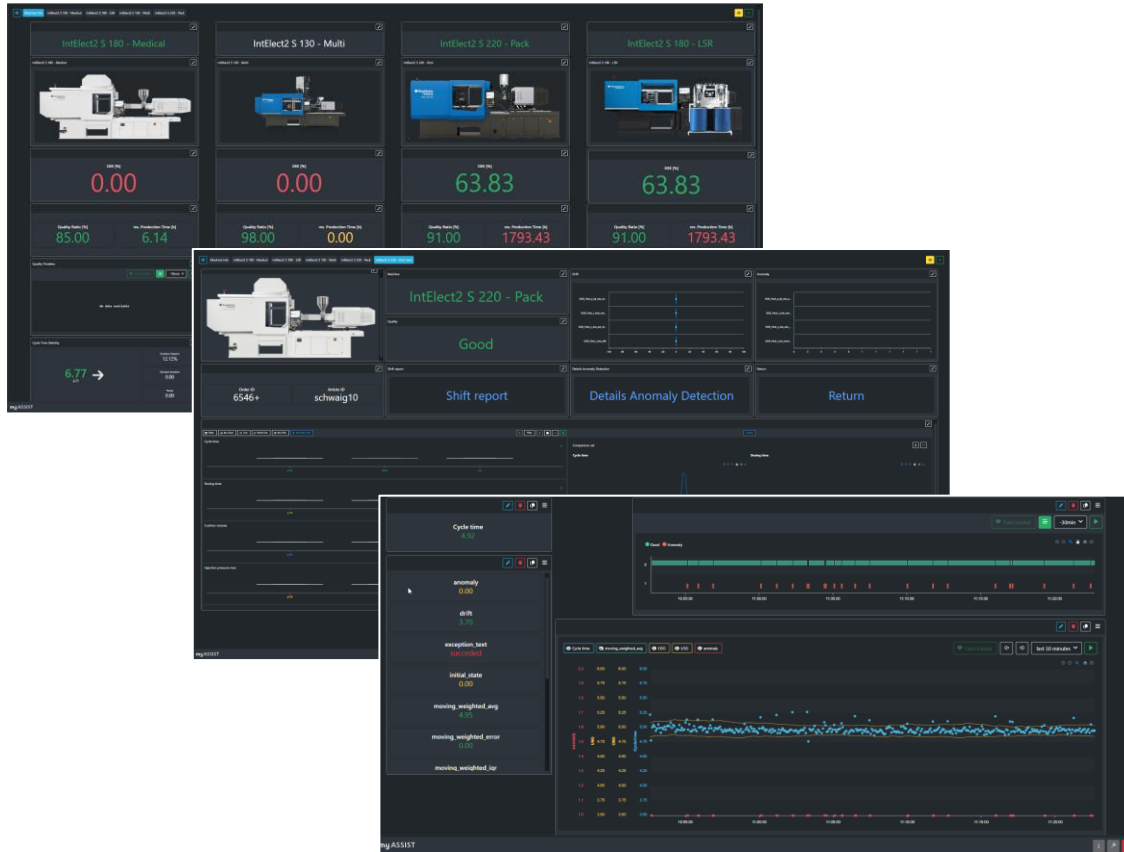
- Acceleration of strategic plans to move into a **global product platform**
- Further integration of **application technologies** into our **all-electric** platform
- **PAC-E** successfully **accepted** at first customers

2. Automation | Scalable Automation According to Customer Needs



- Focus on **easy automation** by SAM-C range, comprising SAM-C20 Cartesian five axis, using in house capabilities for drives and gears
- **Small footprint** for economic and sustainable solutions
- Endless automation options due to total integration & automation competence
- Continuous **collaboration** with leading industry & **automation partners** based on segment specific know-how

3. Digitization | Enabling Data Democratization for Our Customers



Open Platform:

- **Open access** to platform with 3rd party tools
- Recording of **interval based** data
- Calculation of **meta data**

Quality Dashboard:

- **Data labelling** and visualization of current quality
- **Easy integration** of additional quality data (like shot weight) via HVI – potential to **digitize workflows**
- **Direct visualization** of quality criteria with processing parameter in the same chart

Anomaly and Drift Detection:

- **Automatic calculation** of limit values based on process condition
- Calculation of **Anomaly-Score** and **Drift-Score**

FAKUMA 2024 | Booth Overview



LSR

IntElect 180 + SAM-C

PACKAGING

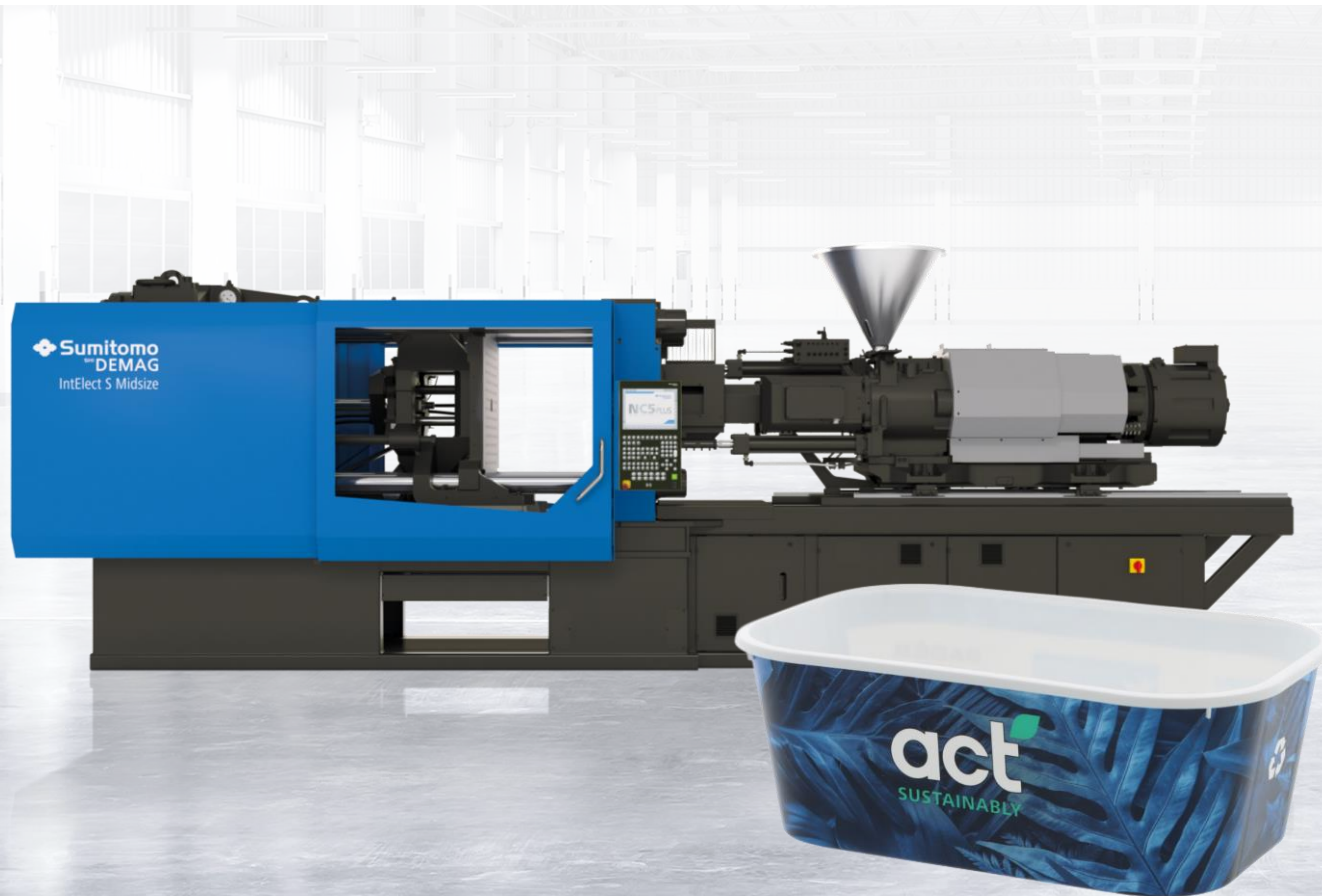
IntElect S 220

AUTOMOTIVE

IntElect Multi 130

MEDICAL

IntElect 180



250ml Container | Fast and resilient

High-speed, all-electric machine optimized for packaging applications, offering superior energy efficiency, fast cycle times, and precise in-mold labeling integration. Ideal for mass production of thin-walled containers, combining reduced operational costs with enhanced productivity

Machine:	IntElect S 220/660-1400
Cavities:	4
Shot weight:	46.5 g
Cycle Time:	3.5 s
Material:	PPC 12642



Console Button | Automotive

Compact, all-electric multi-component injection molding machine engineered for high-precision automotive parts. Offers fast, seamless material transitions with integrated turntable technology, minimizing cycle times while ensuring consistent, high-quality production of complex components.

Machine:	IntElect 130 Multi
Cavities:	4
Shot weight:	21.74g
Cycle Time:	25 s
Material:	PC / ABS



LSR Infusion Valve | LSR

Advanced all-electric LSR machine featuring a 64-cavity mold for high-volume precision manufacturing. Delivers exceptional process stability with precise needle valve control, achieving minimal material waste and high-quality, repeatable production in medical applications.

Machine:	IntElect 180
Cavities:	64
Shot weight:	23.3 g
Cycle Time:	21.9 s
Material:	ELASTOSIL LR 3003/60



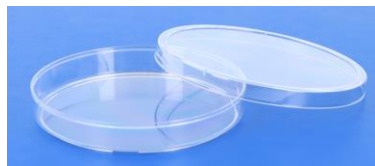
Pipette plunger 1,5ml | Medical

Compact and energy-efficient all-electric machine designed for high-precision medical applications. Features a large injection unit and advanced cleanroom capabilities for mass production with optimized cycle times and minimal energy consumption.

Machine:	IntElect 180
Cavities:	32
Shot weight:	29 g
Cycle Time:	7.5 s
Material:	HDPE

FAKUMA 2024 | Machines on partner booths

	MOMENTIVE®	HEKUMA teamtechnik Group	SEPRO GROUP	KRACHT® FLUID TECHNOLOGY AND SYSTEMS
Booth	A4 / A4-4307	A7 / A7-7202	A1 / A1-1203	A6 / A6-6206
Machine	IntElect 130	IntElect S 100/470-460	IntElect 130/520-450	IntElect2 75/420-65
Industry	Consumer - LSR	Medical	Consumer	Medical - LSR
Product:	Drip guard	2+2 (single face) cell culture dishes	Boat	Dental protective hoods
Cavities:	1	4	1	4
Weight:	50 g	ca. 30,0 g	ca. 55,0 g	ca. 1,7g
Material:	Silopren LSR 2670	PS	PP	Momentive LSR 2040
Cycle time:	ca. 30 s	ca. 7,5 s	ca. 45,0 s	ca. 25 s
Automation:	SAM-C10	Hekuma Side-entry	Sepro SDR16E	SAM-C5 DI



Press Conference | Q & A

