

Renewed sales increase in challenging market

Significant sales increase for Sumitomo (SHI) Demag

Schwaig, March 7, 2019 –Sumitomo (SHI) Demag Group with headquarters in Schwaig and production sites in Schwaig, Wiehe (Germany) and Ningbo (China) has posted all-positive results for the fiscal year of 2018. Global sales increased by 13% to EUR 294.9m with incoming orders rising by 6% to EUR 314.2m. The demand for IntElect all-electric injection moulding machines and EI-Exis packaging machines was the main contributor to this major sales increase.

Thanks to its recently modernised production processes, Sumitomo (SHI) Demag Plastics Machinery GmbH is now in a perfect position to cope with the increase in orders, management confirms. Half of the company's machining systems were replaced. "Our platen machining capacities were stepped up by almost 50%, and our production processes have become more efficient. In 2019, we are aiming for a 10% increase of our production output," says Gerd Liebig, CEO of Sumitomo (SHI) Demag Plastics Machinery GmbH.

"Unexpected additional tariffs, the looming spectre of a no-deal Brexit and the automotive industry's waning propensity to invest has presented us with some challenges. But we are willing to explore this slack in the market to reduce both our backlog and our delivery times," Liebig continues.

This year, the Wiehe production site will see further investment. Wiehe is almost exclusively dedicated to the production of the all-electric IntElect series. The objectives are to maximise efficiency of cyclic operation, which translates into significantly lower throughput times.

Sumitomo (SHI) Demag Plastics Machinery GmbH

Sumitomo (SHI) Demag has shaped the development of the plastics industry from its very beginning. As a specialist for injection moulding machines for plastics processing, Sumitomo (SHI) Demag and its Japanese parent company are leading the industry.

The global development and production network of Sumitomo Heavy Industries and Sumitomo (SHI) Demag is comprised of four facilities in Japan, Germany and China with more than 3,000 employees. The product portfolio includes all-electric, hydraulic and hybrid injection moulding machines with clamping forces of between 180 and 15.000 kN. With more than 125,000 installed machines, Sumitomo (SHI) Demag is present in important global markets and ranks among the largest manufacturers of injection moulding machines in the world.

At Sumitomo's headquarters in Chiba, Japan, the company manufactures machines with clamping forces in the small to medium range. Nearly 95 % of all delivered machines are equipped with an all-electric drive concept. Sumitomo (SHI) Demag's German facilities in Schwaig and Wiehe produce the Systec Servo range with hybrid drive as well as the EI-Exis SP and Systec SP range of high-speed, high-performance machines. The all-electric IntElect range for international customers is also being produced in Germany.

As early as 1998, Sumitomo (SHI) Demag set up its first production site in Ningbo/China. In 2015, the Chinese subsidiary Demag Plastics Machinery (Ningbo) Co., Ltd. installed a new facility with a 13,000 m² floor space. It is earmarked for the production of the Systec C range with clamping forces of between 500 and 10,000 kN for the Asian market.

In addition to injection moulding machines, Sumitomo (SHI) Demag offers customised and standardised systems for the part handling automation, technical and process solutions for special applications, tailored services and service concepts as well as a range of financial options to support investment in injection moulding machines.

With its comprehensive sales and service network of subsidiaries and agencies, Sumitomo (SHI) Demag is present in all major markets.

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