Dürr Group at a glance

DÜRR GROUP.

Dürr Aktiengesellschaft March 2022 Bietigheim-Bissingen www.durr-group.com



Dürr Group: 3 global brands



Dürr AG

Dürr Systems AG

Carl Schenck AG

HOMAG Group AG







Dürr Group: 5 global divisions

DÜRR GROUP.

Sales 2021: € 3.5 billion, employees 2021: approx. 17,800

Paint and Final Assembly Systems

- Paint shops
- Final assembly systems
- Testing technology
- Filling technology
- Medical technology
 - € 1,083.2 million
- 5,258

DÜRR

Application Technology

- Paint application
- Gluing and seam sealing technology
- Products for industrial painting
 - 470.1 million
- 2,026

Clean Technology Systems

- Air pollution control
- Noise abatement systems
- Coating lines for battery electrodes
- Systems for solvent recovery
 - € 387.2 million
- 1,381

Measuring and Process Systems

- Balancing technology
- Filling Appliances

- € 207.4 million
- 1,339

Woodworking Machinery and Systems

 Machinery and plants for woodworking

- € 1,388.8 million
- 7,477

⊠ SCHENCK

HE HOMAG





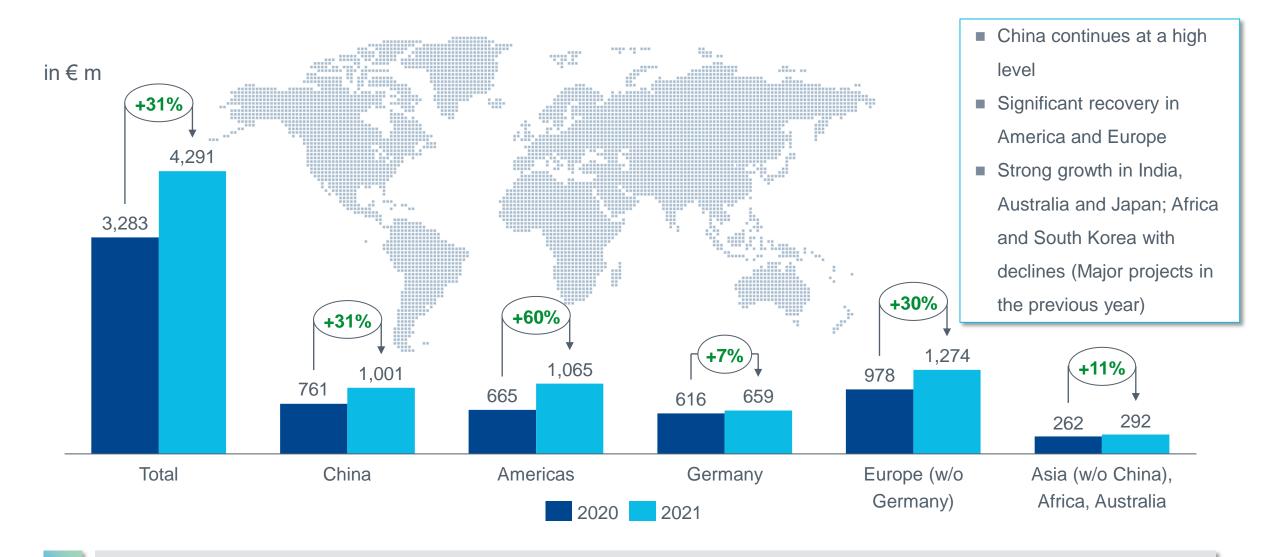


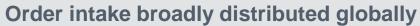
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Growth in demand in all regions







Company history



DÜRR GROUP.

1896 Metal shop for roof flashing founded by Paul Albert Dürr First subsidiary abroad (Brazil) 1964 Acquisition of Behr and IPO 1989 Acquisition of Carl Schenck 2000 Acquisition of HOMAG Group: diversification into woodworking industry 2014 Founding IIoT platform ADAMOS with the digital marketplace tapio 2017 Acquisition of Megtec and Universal: 2018 expansion in the area of environmental technology Acquisition of Teamtechnik and Hecuma: entry into medical technology 2021 Expansion in timber element construction

Innovation path





First facility for chemical surface treatment 1950 First facility for automated dip coating 1963 Delivery of first **Eco**paint paint robot 1998 Presentation of dry overspray separation system **Eco**DryScrubber 2008 Introduction of high-speed rotating atomizer EcoBell 3 – Exterior and interior paint application World's first 7-axis painting robot with increased flexibility and high cost-cutting potential 2016 **Eco**lnCure dries complex car bodies faster and more gently while providing a better paint quality than conventional ovens **Eco**PaintJet: Two-tone painting of car bodies without overspray Smart painting processes: The software applications of the DXQ product family offer customers new opportunities 2019 for maintenance, quality assurance and process analysis in paint shops to improve overall equipment effectiveness (OEE) Paint shop of the future: revolutionized production layout for paint shops 2020 DXQ Energy Management: Software solution for intelligent energy management in paint shops 2021

Innovation path



SCHENCK

First SCHENCK balancing machine 1907 Instant balancing machine with direct unbalance display 1930 Illuminated spot vectormeter; 1953 unbalance size and angular location at a glance First round transfer machine for electric armatures 1982 Balancing of finally assembled engines 1995 Fully automatic unbalance correction in wheel-tyre assembling 2016 eTeno - Fully automatic balancing machine for eDrives 2018 SchenckOne: software as a service 2020 CAST 2: Further developed software for the fully automatic sequence control 2021 of spin tests and test cycles

Innovation path

HE HOMAG

The world's first edge banding machine using hot-cold process 1962 First combined format processing and edge banding machine 1967 First high performance plant for batch size one 2001 LaserTec: edge banding by laser 2009 SORB TECH: new material for low-vibration 2010 and stable machinery construction New machine operating concept: powerTouch 2013 First digital assistance systems / applications 2017 tapio: The first digital ecosystem (open IoT platform) for the whole woodworking industry

Digital twin: Virtual commissioning of machines and systems using a digital twin Autonomous cell: In conjunction with automated guided vehicles and through the use of robots, the cells operate autonomously

HOMAG Cube: Core element of the digital product sets, that connects the apps to the racks and label printers

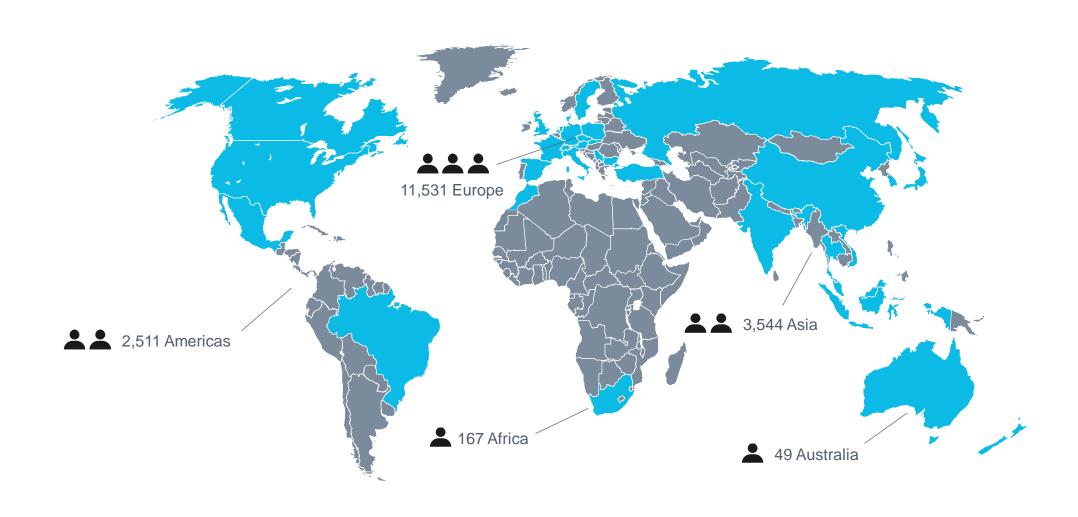
2018

2020

Global positioning



2021: Approx. 17,800 employees at 120 locations in 33 countries



Dürr Executive Management Team



Management Board Dürr AG



Dr. Jochen Weyrauch **CEO**



Dietmar Heinrich CFO

Division Heads



Bruno Welsch Paint and Final **Assembly Systems**



Dr. Lars Friedrich **Application Technology**



Ken Zak Clean Technology Systems



Jörg Brunke Measuring and **Process Systems**



Dr. Daniel Schmitt Woodworking Machinery and Systems

Mid-term strategy

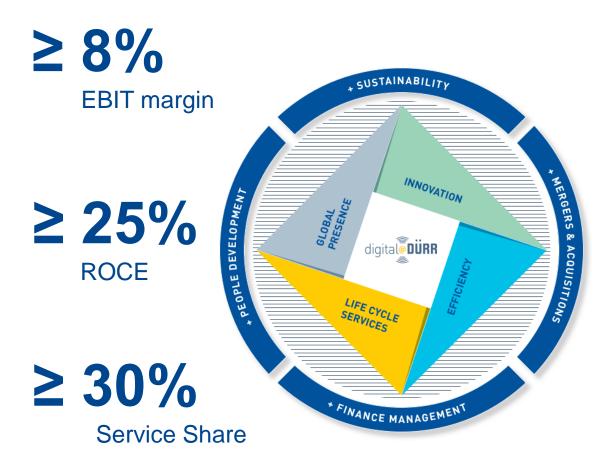


FOUR
STRATEGIC
FIELDS

Global Presence
Innovation

Efficiency
Life Cycle Services

Sustainability
 M&A
 ENABLERS
 Finance Management
 People Development



Elements of the mid-term strategy



GLOBAL PRESENCE

- Global business with local supply chain
- Strong regional set-up (North America, Asia, Europe)
- Expand Southeast Asia

INNOVATION

- Technology leader with software as differentiator
- Enter new business fields supported by trends
- Efficient & sustainable products

EFFICIENCY

- Drive synergies,
 esp. scale, processes,
 standardization, costs
- Lean and agileOrganization
- Optimize global footprint

LIFE CYCLE SERVICES

- Leverage vast installed base
- Strengthen brownfield business
- Optimize life cycle by using asset data intelligence

Strategy: Global Presence



High investments in global network of locations – reinforcement of local activities

- Extension of global presence: new markets reinforced, investments in established markets with good prospects (North America, Germany)
- 15 production, test and engineering centers: extended, modernized or newly built
- Campus concept transferred to key locations: efficient processes, open communications, sustainable energy concept
- Expansion of production facilities: increase in internal value added (improvement in quality and project execution)
- Increasing vertical depth of production in the individual regions: faster response to customer requirements
- Acquisitions are playing a major role in Dürr's expansion strategy

in €m	2016	2017	2018	2019	2020	2021
Investments	81.9	88.0	74.4	102.6	76.4	107.8
Acquisitions	13.6	15.3	125.4	10.8	39.7	77.7
Total	95.5	103.3	199.8	113.3	116.1	185.5



¹ Asia (excl. Japan), South and Central America, Africa, Eastern Europe

Strategy: Innovation



Digitalization strategy: digital@Dürr

Vision: Leader in digitalization in the Dürr Group's business areas

Mission: Data-driven software products, solutions & business models

Objectives: New revenue streams + differentiation + disruption protection

Strategy:

- Develop and expand software competencies
- Develop customer oriented software solutions with new digital technologies
- Introduce new business models to the customer
- Exchange for synergies, learning effects and support within Dürr subgroups
- Strengthen IoT networks (ADAMOS, tapio)
- Drive internal digital transformation





Strategy: Innovation

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Digital Factories are developing professional software

- Harmonizing software development activities of the divisions
- 20 agile teams working in modern IT company like environment
- Product development and project steering done at Digital Factories;
 programming done at near-shore partners in Europe and India
- Agile approach: Development from prototype to end-product together with pilot customers
- Pricing model based on value add at customer
- Digital factories to be established or expanded at international locations by 2023 (China, India, Poland)

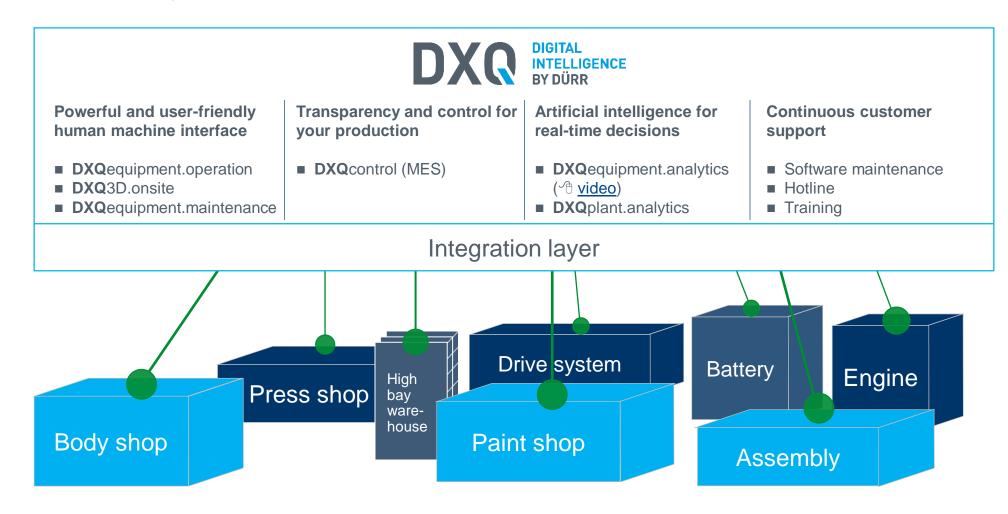




Strategy: Innovation



DXQ software family for automobile production



Strategy: Efficiency



Efficiency is the guiding principle for product development and processes

Product development / engineering:

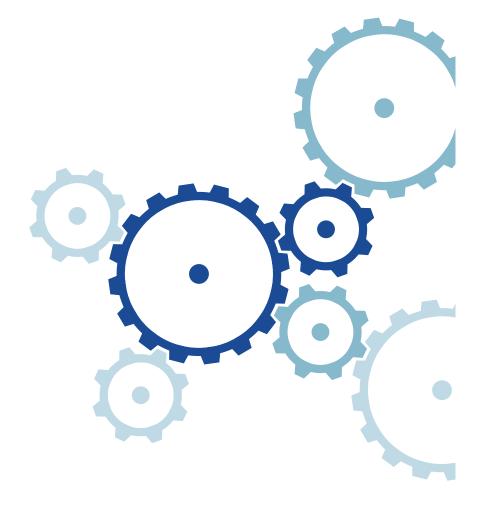
Modular products: global deployment, local development and production

Processes:

- Worldwide standards (e.g. CRM, SAP) from distribution to order handling
- IT integration: worldwide uniformity of data and systems
- Smart Processes: digitalized and networked processes

Knowledge management:

- Know-how of employees a decisive edge in competition
- Worldwide knowledge transfer: intranet, training sessions, vocational training



Strategy: Life Cycle Services

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Service with a significant share of sales

Initiatives:

Global spare parts warehouse, accelerated spares delivery

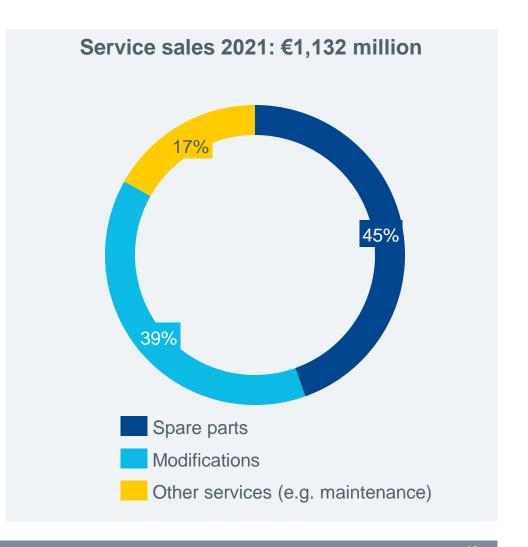
- Worldwide warehouse structure to reduce lost time on customs clearance
- Automated warehouses
- 24h delivery service for warehoused parts

24/7 hotlines for all divisions

- 10 different hotlines for paint shop customers across the globe
- Level 1-3 structure for a fast and competent relationship management

Dürr Promoter Score

- Customers are given a feedback opportunity via a simple-to-use system
- Feedback is tracked and implemented on a long-term basis

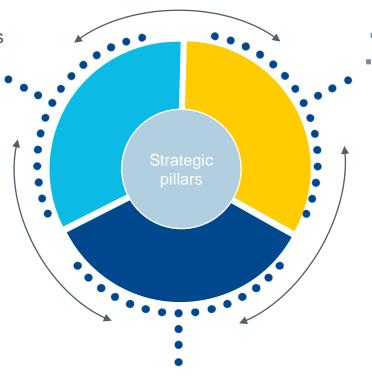


Strategy: Life Cycle Services



Spare parts

- Intensification of proactive spare parts sales
 - Define standardized spare part portfolio
 - Use IIoT tools for more efficient service execution
 - Approach competitor units



Brownfield

- Strengthen brownfield business
- Offer IIoT solutions to customers

Installed Base

- Active usage of installed base via revamp strategy
- Offer IIoT solutions, OEE optimization and modernization to customers
 - Use IIoT tools for more efficient service execution
 - Approach competitor units



Holistic sustainability framework across five fields of action









Value Creation & Supply Chain



Employees & Qualification



Management & Governance



Engagement & Society



Global innovation and technology leader supporting our customers with sustainable production solutions & services



Reduction of environmental impact during our own value creation while assuring a transparent supply chain



Attractive, fair and responsible employer with various career opportunities and offers for people development



Corporate strategy geared towards profitable growth, sustainable businesses and responsible management



Socio-economic contribution through social engagement, partnerships and participation in global initiatives

Sustainability - key milestones achieved



Holistic sustainability approach with five fields of action



Employees & Qualification





Engagement & Society

Products & Services

Value Creation

& Supply Chain





Management & Governance

Governance:

Executive Board remuneration includes sustainability targets

WE SUPPORT

Transparency:

First sustainability report according to GRI published

Climate protection:

- Climate strategy in line with 1.5°C target
- Invest instead of compensate

Products:

- Market leader in resource-efficient machines & plants
- Enabler: Transformation to a climate-neutral society (e.g. production technology for electric cars, Li-Ion batteries, wooden houses)

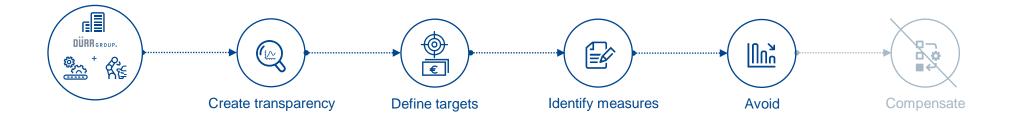


Dürr Group supports sustainable transformation of the economy

Dürr Group Climate Strategy 2030 - commitments



Taking responsibility: Development of a science-based climate strategy



Five key objectives:

- We are committed to the Paris Climate Agreement
- Application of GHG-Protocol as standardized approach for emission reporting
- Submission and validation of targets by **Science Based Targets initiative** (SBTi)
- Science-based climate strategy in line with the 1.5°C target
- Investments instead of compensation: Climate certificates are not an option today!



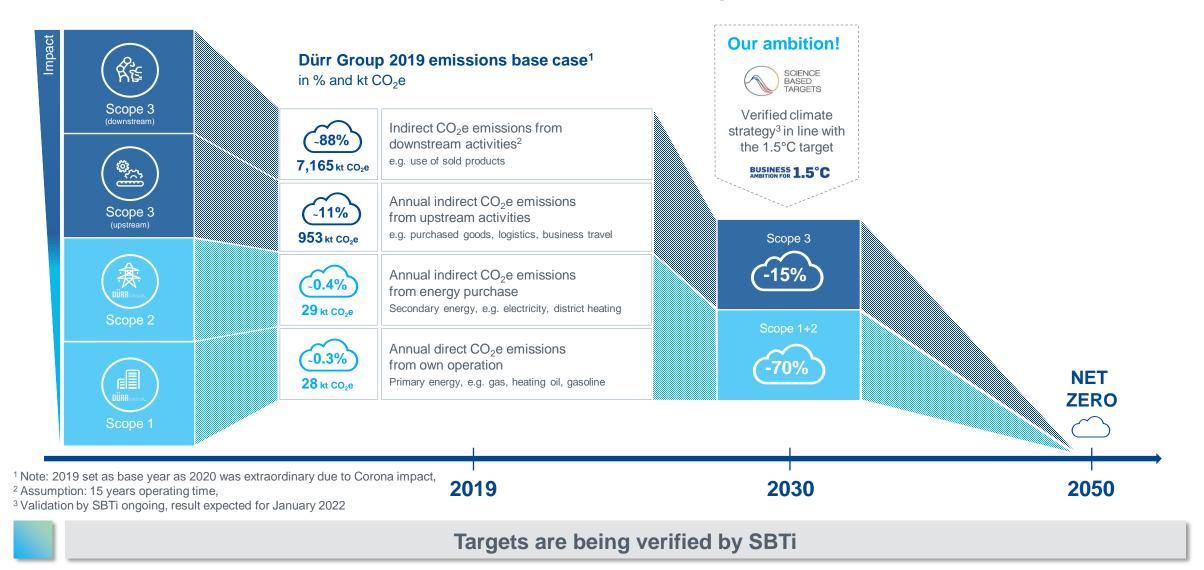


Dürr actively supports the 1.5°C target

Dürr Group Climate Strategy 2030 – data and targets



Our path to net zero: Emissions breakdown and ambitious target framework



On the fly to a CO2 neutral paint shop using...



...state of the art efficiency solutions, replacement of gas technology and green energy

EcoInCure

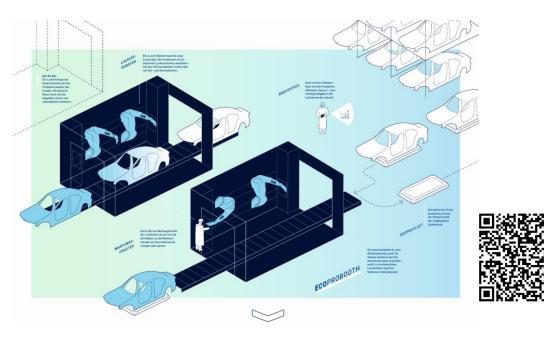


DXQenergy.management



Inlintia man

Dürr's EcoInCure heats up car bodies from the inside thus enabling optimum heat transfer, while reducing the required process time for heating Holistic management software enables monitoring of consumption values, anomalies detection, consumption forecast as well as optimization identification Paintshop of the Future, incl **Eco**ProBooth.: Dürr's approach as USP



Strongly increased reuse of conditioned process air; modular box setup combines several painting process steps; service cubicles allow easy access from outside the paint cabin. Strong cut in emissions, boost in flexibilty

Dürr the enabler of emission reduction in paint processes



Sustainable solutions for the automotive industry

EcoDryScrubber

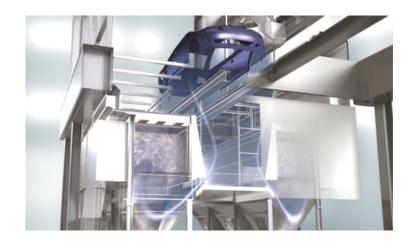
- Resource saving dry separation
- Up to 60% less energy consumption in the spray booth
- 80% less water consumption

EcoInCure

- Innovative car body curing from the inside
- Reduces electrical energy consumption by 25%
- Space-saving layout: 50% shorter ovens

EcoPaintJet

- Overspray free sharp edge painting
- No intermediate drying: 25% less energy
- No masking needed: saves 15m² waste







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Sustainable solutions for the general industry

Environmental business

- Air pollution control systems for exhaust gas, exhaust air and critical substances
- Reducing emissions through combustion of pollutants

Woodworking technology

- Intelligent software for optimized cutting patterns
- Reduction of scrap and offcuts
- Less waste
- Shorter machine running times





Balancing technology

- Well-balanced rotors run more smoothly, last longer and produce less noise
- Reduced energy consumption
- Reduced noise level
- Extension of service life



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Electric vehicles are a chance for Dürr

Dürr EV business benefiting from

- Less complex powertrain: more automation in final assembly
- Larger model variety: flexibilization of production plants
- EV car body geometry: more need for overspray-free painting (EcoPaint Jet) and new oven technology (EcoInCure)
- Battery cooling: filling of refrigerants
- Battery assembly: battery gluing, gap filling
- Battery cell coating
- Balancing and spin testing of e-drives
- NEW: Testing of electric drive trains (Teamtechnik)

Dürr equipment input: Comparison ICE vs. e-mobility

	ICE	E-mobility
Painting	✓	neutral 🗸
Final assembly	✓	More business ✓
Drive + battery manuf.	-	Add. business 🗸
Balancing	✓	Less business 🗸
Filling	✓	neutral 🗸
Testing	✓	neutral 🗸



Megatrend sustainable construction opens up chances

Up to **90%**

CO₂ reduction compared to traditional construction methods

80t

CO₂ are bound in a wooden house – would be emitted with traditional construction



Up to 18 floors
High buildings constructed with wood permitted in the US as of 2021

> 30.000 cubic meters of CLT will be used for the new Walmart headquarter.

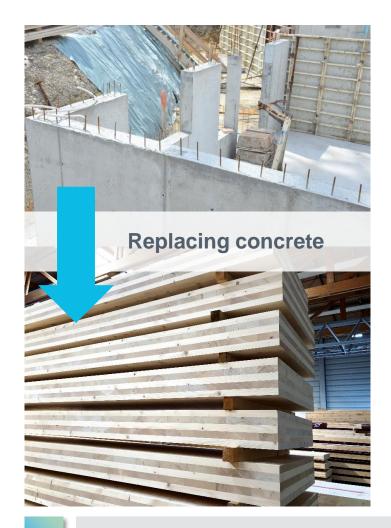
EU-commission: "...the construction sector can even be turned from a carbon source into a carbon sink, if organic building materials like wood and smart technologies like AI are applied."

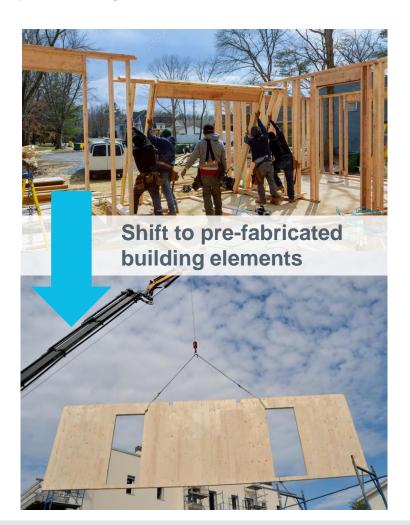
Source: YouTube video Cre LCT-System DE, Urbaner Holzbau, Schriftenreihe Forst BW, Bd. 86

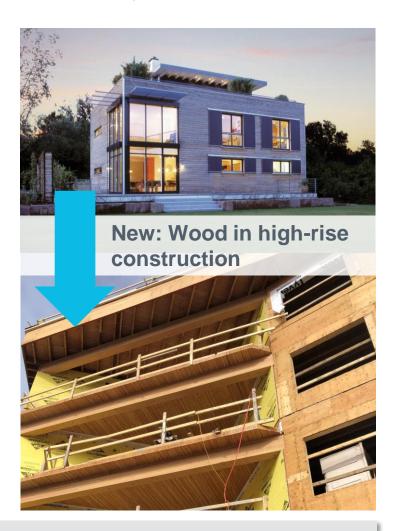
Construction trends are a tailwind for HOMAG



Sustainability awareness, efficiency and regulations to drive construction industry







Clear trend towards wood as sustainable construction material

Portfolio in solid wood construction equipment



HOMAG Group's product offer to timber construction industry

HE WEINMANN



 Timber framing, framework assembly, elements and modules creation





 Scanning for material weaknesses, sawing out weak parts, finger jointing

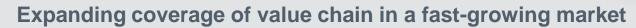




Gluing boards to produce (cross-)laminated timberwood

See our solid wood construction portfolio trailer (2min)





Solid wood construction market growth



~30% market volume growth by 2025

Solid wood machinery market development in € bn



- Sustainability is key growth driver:
 - Shift from concrete to wood as building material
 - Shift from construction on site to pre-fabricated elements
 - Wood enters high-riser construction
- Recent order intake development underpins potential

More than €1 bn additional market volume in solid wood construction equipment



Automobile factory including supplier park



Gluing technology



- Complete paint process
- Turnkey paint shops
- Conversions, modernizations
- Conveyor technology (incl. AGV's)
- Application technology
- Paint application for new plants and conversions
- Overspray-free painting
- Seam sealing and insulation technology
- Components & plastic painting
- Air pollution control systems



- Turnkey final assembly
- Conveyor systems (incl. AGV'S)
- Gluing solutions (incl. Ev's)
- Marriage systems
- Filling equipment (incl. EV's)
- Testing systems
- Consulting



- Balancing and diagnostic technology
- Coating lines for battery electrodes
- Testing of electric drives





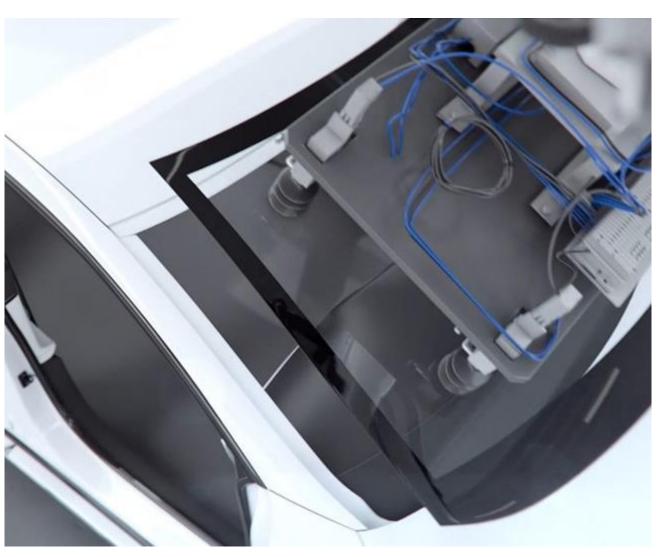








Body-in-white: gluing technology



Gluing technology:

Automated gluing systems for challenging tasks in body-in-white production





Paint shop: complete paint process



Turnkey paint shops

 RoDip technology for perfect corrosion protection, quality and lasting value





Turnkey paint shops

 Modular oven systems for curing coatings and refining paint to create the perfect finish





Paint shop: complete paint process



Turnkey paint shops:

 Spray booths with integrated application and conveyor technology as the centerpiece of a modern paint shop





Conveyor technology:

- Overhead and floor conveyors for maximum accessibility and production efficiency
- Automated guided vehicles (AGV's)





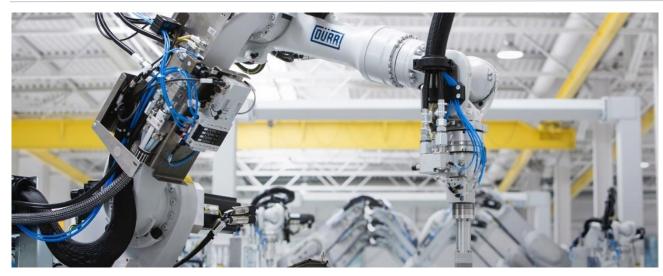
Paint shop: application technology



Application technology for new plants, conversions:

High-tech systems for automated paint application,
 e.g. robots, atomizers, quality assurance. Focus:
 quality, efficiency, environmental sustainability





Seam sealing and insulation technology

 Efficient and sustainable systems for seam sealing and insulation





Paint shop: application technology and air pollution control systems



Components and plastic painting:

 Leading-edge and customizable solutions for bumper and plastic painting





Air pollution control systems:

 Broad range of air pollution control systems for paint application and oven processes





NEXT.assembly: turnkey final assembly



Turnkey final assembly:

- Conveyor systems
- Gluing solutions
- Marriage systems
- Filling equipment
- Test systems





NEXT.assembly: conveyor systems and gluing solutions



Conveyor systems

- Floor, overhead and marriage conveyor systems
- AGVs





Gluins solutions

- Manual insertion
- Automatic start-stop insertion
- Automatic line tracking insertion





NEXT.assembly: marriage systems & filling equipment



Marriage systems:

- Chassis integration, marriage
- Bolting systems, handling systems
- Mechanical preparation and sub-assembly lines
- Axle assembly and adjustment





Somac® Filling equipment:

- Filling equipment for fuels and media
- Filling adapters
- Leak test & measurement





NEXT.assembly: marriage systems & filling equipment for electric cars



Marriage systems:

- Greater automation of assembly (due to less complex drivetrain than the conventional counterparts)
- "Marriage": fixing the battery in the underbody computer controlled; up to 36 screws are brought to the screw point fully automatically



Somac® Filling equipment:

 Filling the batteries with coolant (thus the batteries do not get too warm and can achieve the maximum range)





NEXT.assembly: testing systems for passenger cars and commercial vehicles



Test systems for passenger cars and commercial vehicles:

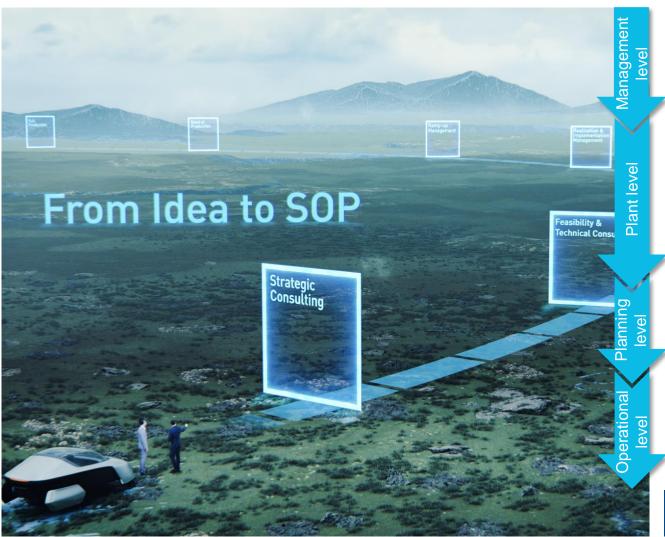
- Wheel alignment, headlamp adjustment
- Setting of driver assistance systems
- Roll, Brake, ABS Testing
- Electronics testing
- Autonomous driving, testing for E-mobility



Solutions for the automotive industry

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NEXT.assembly: Dürr Consulting



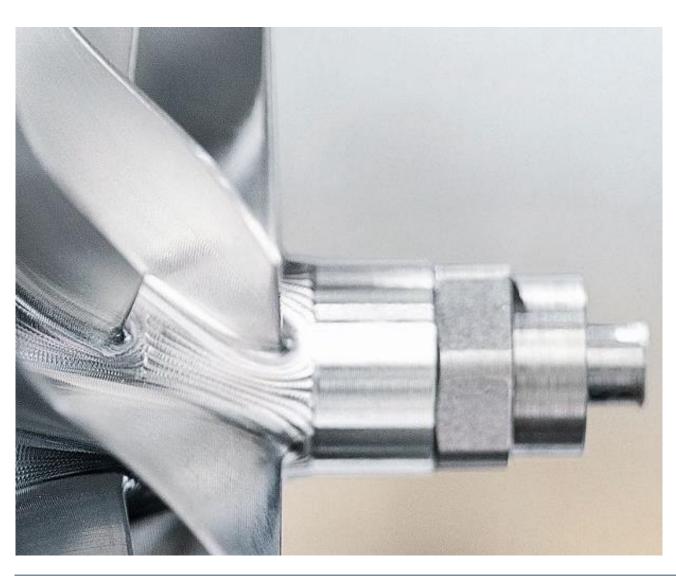
Our portfolio on all levels

- Market strategies and analysis
- Production strategies
- Digitalization Strategies and Readiness Assessments
- Location Analysis and Relocation Planning
- Masterplanning and Production Footprint Development
- Technology Consulting & Benchmarking
- Technology and Flexibility Readiness Checks
- Layout Development and Factory Planning
- Process and Manufacturing Engineering
- Digital Use Case Planning
- PMO Services
- Interface Management





Engine and transmission manufacturing: balancing and diagnostic technology



Balancing and diagnostic technology:

 Balancing and diagnostic technology for rotating and oscillating parts and aggregates (e.g. crankshafts, turbochargers, armatures of electric engines)





Drive technology: balancing and diagnostic technology



Balancing and diagnostic technology:

 Balancing and diagnostic technology for wheels, tires and components





Drive technology: solutions for electric vehicles



Coating systems for battery electrodes:

 Turnkey systems for the coating (including drying and solvent recovery) of lithium-ion electrodes as part of the battery production process





Testing systems for electric drives

 Systems for testing fully assembled electric and hybrid drives



























Consulting



☑ SCHENCK

(e.g. turbines, elec. armatures)

AGRAMKOW



systems

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Industrial painting and filling technology



Industrial painting:

 Standardized application products/systems for painting, gluing and sealing applications in various industries





Filling technology:

 Refrigerant supply systems and functional inspection systems for air-conditioning systems and heat pumps

AGRAMKOW

DURR GROUP.

Balancing technology and woodworking technology



Balancing technology:

Balancing technology for rotating and oscillating parts and aggregates in numerous industries (e.g. electrical industry or aerospace industry)





Woodworking technology

■ Woodworking machinery, e.g. panel production, sawing, surface processing, formatting and edge banding

E HOMAG

Woodworking technology





Furniture production:

 Machines and systems for efficient and networked furniture production in batch size one



Components:

 Machines for the production of flooring, windows, doors or staircases



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Woodworking technology and noise abatement systems



Timber house construction:

 Machines and turnkey production lines for the industrial production of prefabricated timber houses









Noise abatement systems:

Sound insulation systems, e.g. for gas turbines,
 machinery and integrated noise emission systems



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Air pollution control systems



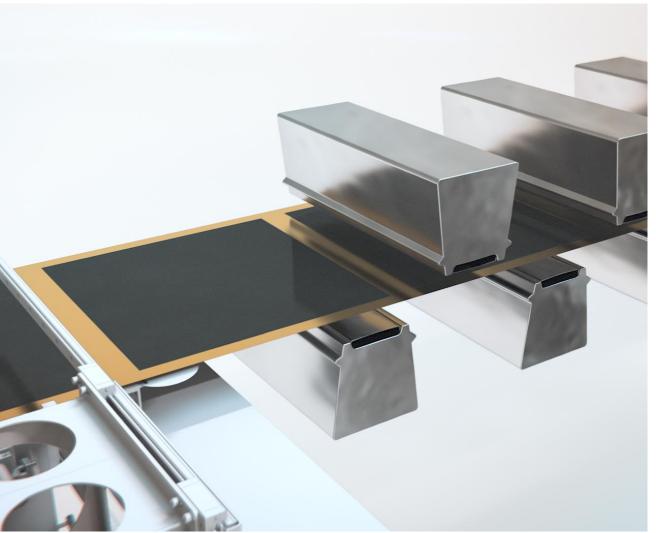
Air pollution control systems:

 Air pollution control technologies for production processes in the chemical and pharmaceutical industries as well as for coating, printing and other applications



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Coating technology



Coating systems:

- Systems for the double-sided coating and drying of electrodes for lithium-ion-batteries (e.g. for inear headphones)
- Systems for solvent recovery



Medical technology





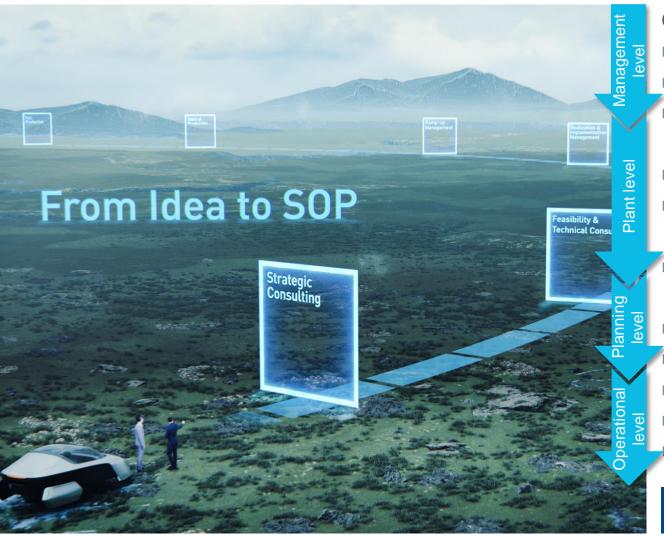
Production systems for medical devices:

 Automated production systems for medical devices, such as injection systems, inhalers, infusion sets and contact lenses



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NEXT.assembly: Dürr Consulting



Our portfolio on all levels

- Market strategies and analysis
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- Interface Management



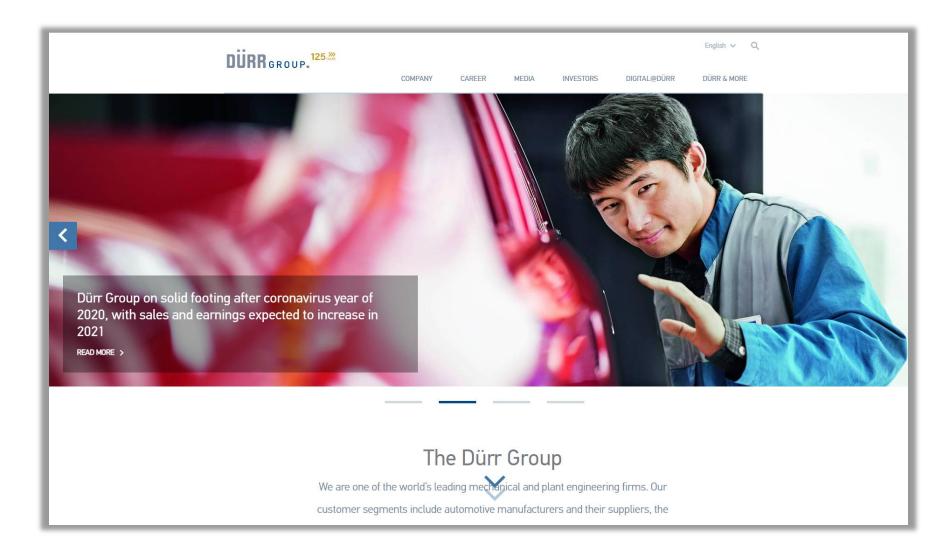
Dürr Group: Key figures



	2018	2019	2020	2021
Order intake (in € million)	3,930.9	4,076.5	3,283.2	4,291.0
Sales (in € million)	3,869.8	3,921.5	3,324.8	3,536.7
EBIT (in € million)	233.5	195.9	11.1	175.7
Net earnings (in € million)	163.5	129.8	-13.9	84.9
Equity (in € million)	992.7	1,043.4	908.1	1,005.6
Employees ¹⁾	16,312	16,493	16,525	17,802

More information at www.durr-group.com







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Subject to change. The information in this presentation contains only general descriptions or performance characteristics, which may vary in different cases. The requested performance characteristics are only binding it they are expressly agreed in the contract.

Dürr Group at a glance

Corporate Communications & Investor Relations
March 2022
Bietigheim-Bissingen