

Edge

HOMAG Group AG
December, 2016

The HOMAG Group development

1960 – Foundation Hornberger Maschinebau OHG durch Eugen Hornberger und Gerhard Schuler

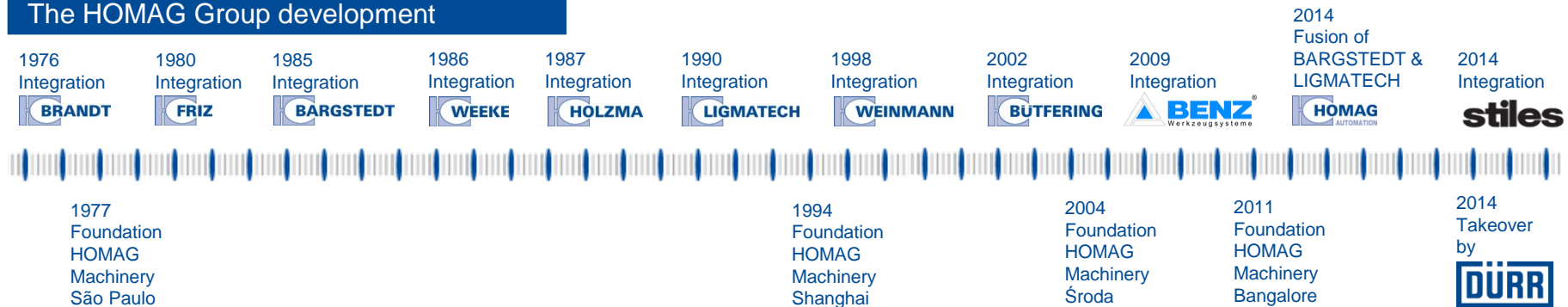
2007 – Successful IPO

2014 – Takeover by DÜRR Group








Eugen Hornberger and Gerhard Schuler

The HOMAG Group development



Structure of Dürr Group 2015

| Paint and Final Assembly Systems | Application Technology | Measuring and Process Systems | Clean Technology Systems | Woodworking Machinery and Systems |
|---|---|--|---|---|
| Paint shops, Final assembly systems | Paint applications, glueing and seam sealing technology; Products for industrial painting | Balancing, assembly, test, filling and cleaning technology | Exhaust-air purification systems, energy efficiency technology | Machinery and plants for woodworking |
| € 1.4 billion | € 0.6 billion | € 0.6 billion | € 0.2 billion | € 1.0 billion |
| 3,400 | 1,900 | 3,000 | 500 | 6,000 |
|  |  |  |  |  |

€ Sales

👤 Employees

Living starts with our machines

Business model

- Manufacturer of machines and plants for woodworking and wood materials processing

Company size 2015 (2014)

- EUR 1039 million sales revenue (prior year: EUR 915 million)
- 5,906 employees as of 31.12.2015 (prior year: 5,659 employees)

Customer segments 2015 (2014)

- Furniture producers 83% (84%)
- Producers of structural elements 14% (13%)
(flooring, doors and frames, windows)
- Producers of timber frame houses 3% (3%)

Furniture



Structural elements



Timber frame house construction



Products and services

Product range

- Stationary technology/CNC
- Edge processing
- Panel dividing saws
- Drilling/fitting/assembly
- Handling/packaging
- Laminating and sanding

Services

- Broad offering for service, training and spare parts

Sales revenue split 2015 (2014)

- Machines 47% (49%)
- Cells and production lines 30% (30%)
- Service 23% (21%)

CNC technology



Edge banding



Storage system



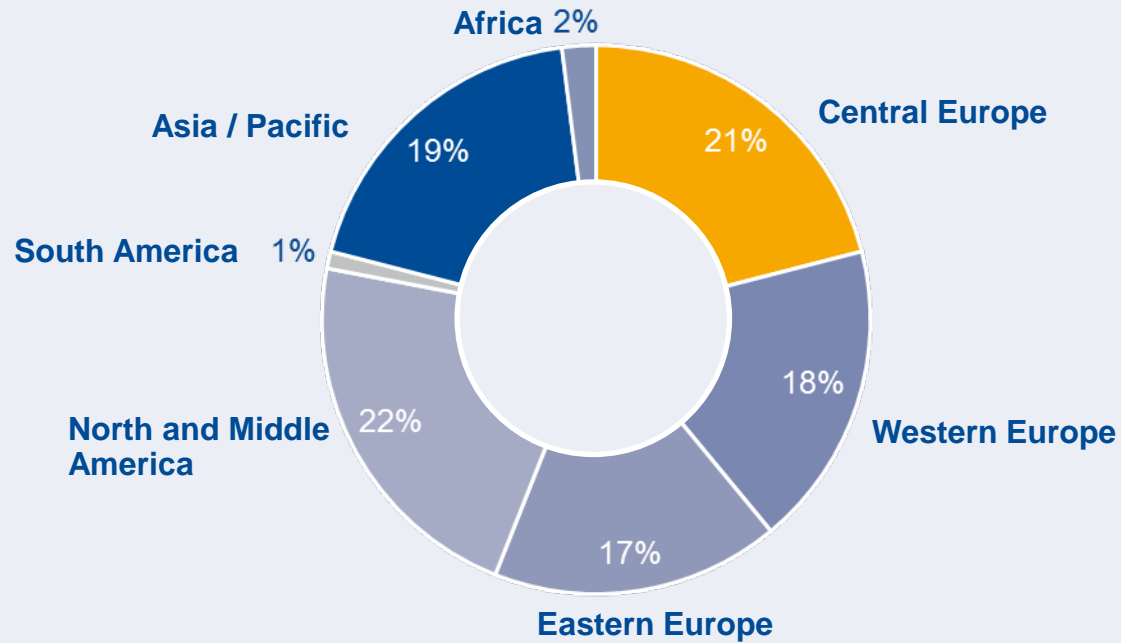
Worldwide production, sales and service network

HOMAG Group worldwide



Order intake by regional markets 2015

Order intake 2015: EUR 1,058 million



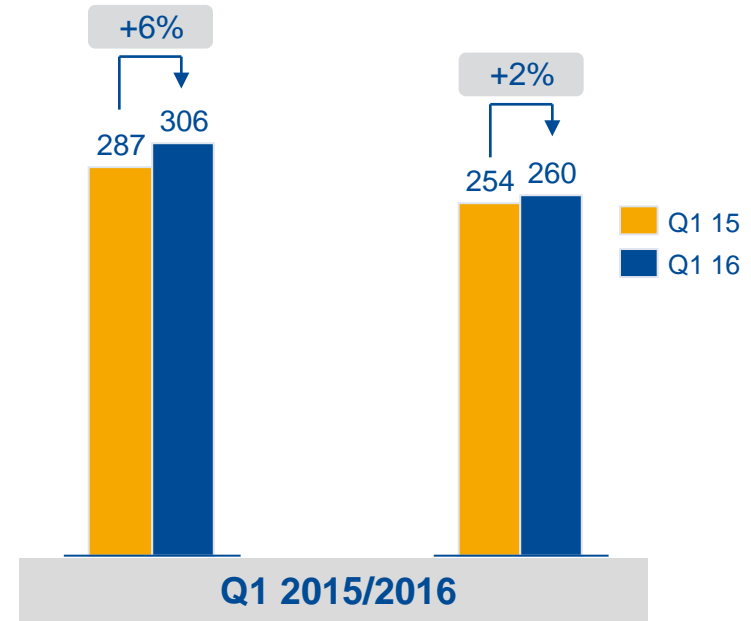
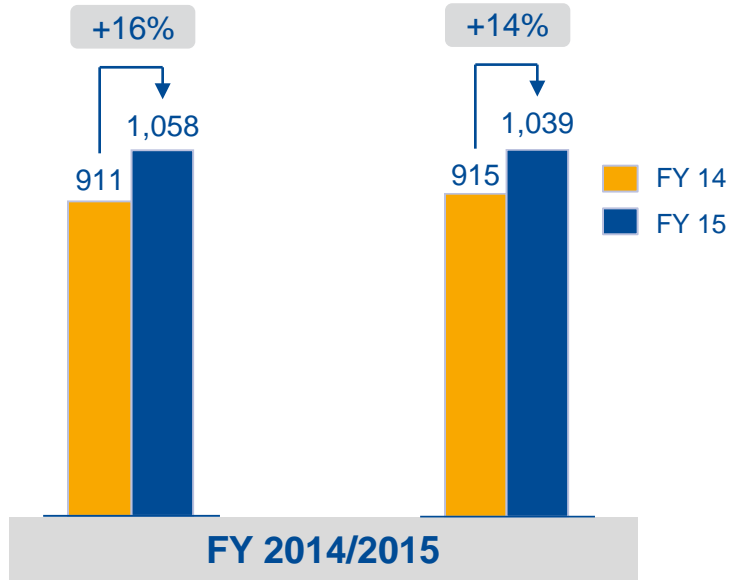
Successful financial year 2015 and good start into 2016

Order intake
in EUR million

Sales revenue
in EUR million

Order intake
in EUR million

Sales revenue
in EUR million



Strong presence in North America

- Booming North American furniture market
 - ➔ Positive development in plant and machinery for wood materials processing
- Acquisition of Stiles Machinery Inc. (Feb 3, 2014)
 - ➔ Safeguarding further expansion plans in North America
- Stiles: Strongest sales and service organization on the North American market
 - ➔ Very strong customer focus
 - ➔ Basis for further growth
- Strengthening of engineering capacities and expansion of software know-how at Stiles as important success factors



Drivers of growth and global trends

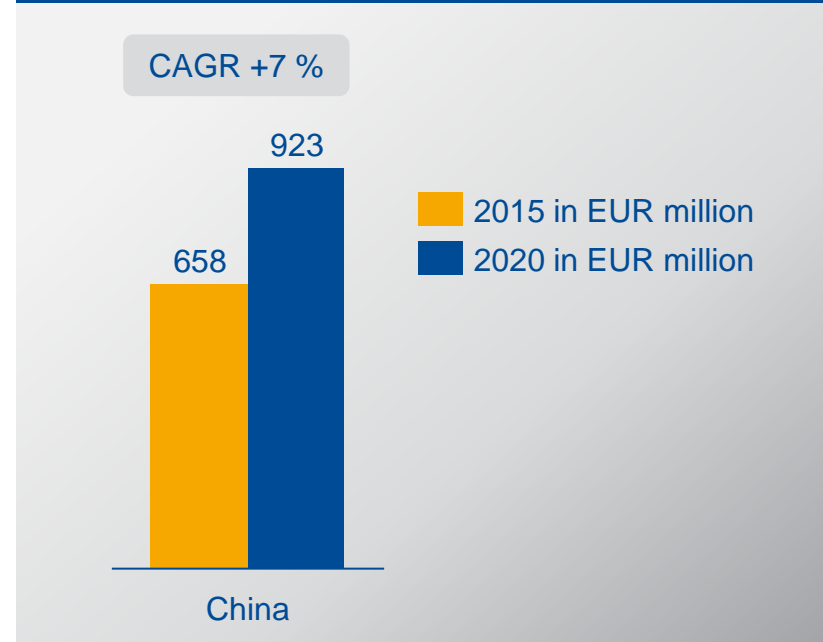
Megatrends

- Urbanization: Growing demand for living space
- Cocooning: Growing demand for individual furniture
- Shortage of resources: Substitution of wood (lightweight construction); energy efficiency

The HOMAG Group's response

- Batch size 1 production: Flexibility and (almost) no design restriction
- Automation & robotics: Production efficiency and perfect component quality
- Networked production: Seamless data flow and ground-breaking HMI through power**Touch**
- Resource efficiency: Composite materials and productivity increase with **ecoPlus**

China: our strongest growth market woodworking machinery market¹



¹Source: CSIL Furniture production 2015, Inomis Database 06/2016

Realizing our full potential

FOCUS program started in March 2015

| | Lever | Initiatives | Targets 2020 |
|--------------|---------------------|---|------------------------------|
| FOCUS | Growth | <ul style="list-style-type: none"> Expansion China Expansion US Service initiative System business Innovation program | Revenue: EUR 1.25 billion |
| | Optimization | <ul style="list-style-type: none"> Global organization („ONE HOMAG“) Process improvement ERP rollouts Modular products Incentive systems | EBIT margin: 8 – 10% |

» Note: Targets 2020 are indications for performance ambition only. Not supported by current mid-term plans.

Becoming ONE HOMAG



Guidance 2016

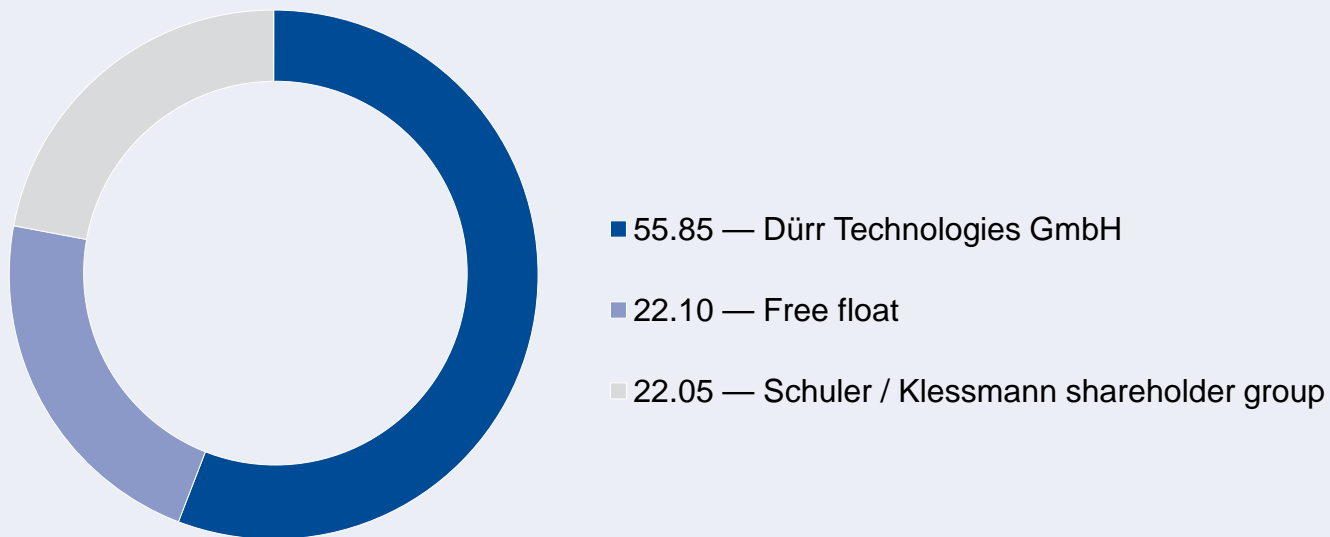
Order intake an sales over EUR 1 bn.
Assuming stable economic environment

| | 2014 | | 2015 | | 2016 |
|---------------|---------------|-----------|---------------------------------|------------|-------------------|
| | Guidance | achieved | Guidance | achieved | Guidance |
| Order intake | EUR 760-780 m | EUR 803 m | EUR 1000 – 1020 m ¹⁾ | EUR 1058 m | EUR 1000 – 1100 m |
| Sales revenue | EUR 860-880 m | EUR 915 m | EUR 1000 – 1020 m | EUR 1039 m | EUR 1000 – 1100 m |

Fulfilled /
overachieved 

¹⁾ As of 2015: Order intake comprises also the merchandise of the sales companies and their margins

Shareholder structure¹⁾ as of June 2016 in percent



¹⁾ Calculation method according to Deutsche Börse AG

²⁾ Source: voting rights announcement and directors' dealings notification



Financial Calendar

- 03/21/2017 Annual Financial Statement 2016
- 05/03/2017 Annual General Meeting, Freudenstadt
- 08/11/2017 Interim Report for the first half of 2017

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