



Press Conference

Anatol Sattel | CSO

Martin Pütz | Senior Director Technology

October 9, 2025

01

Company & Market News

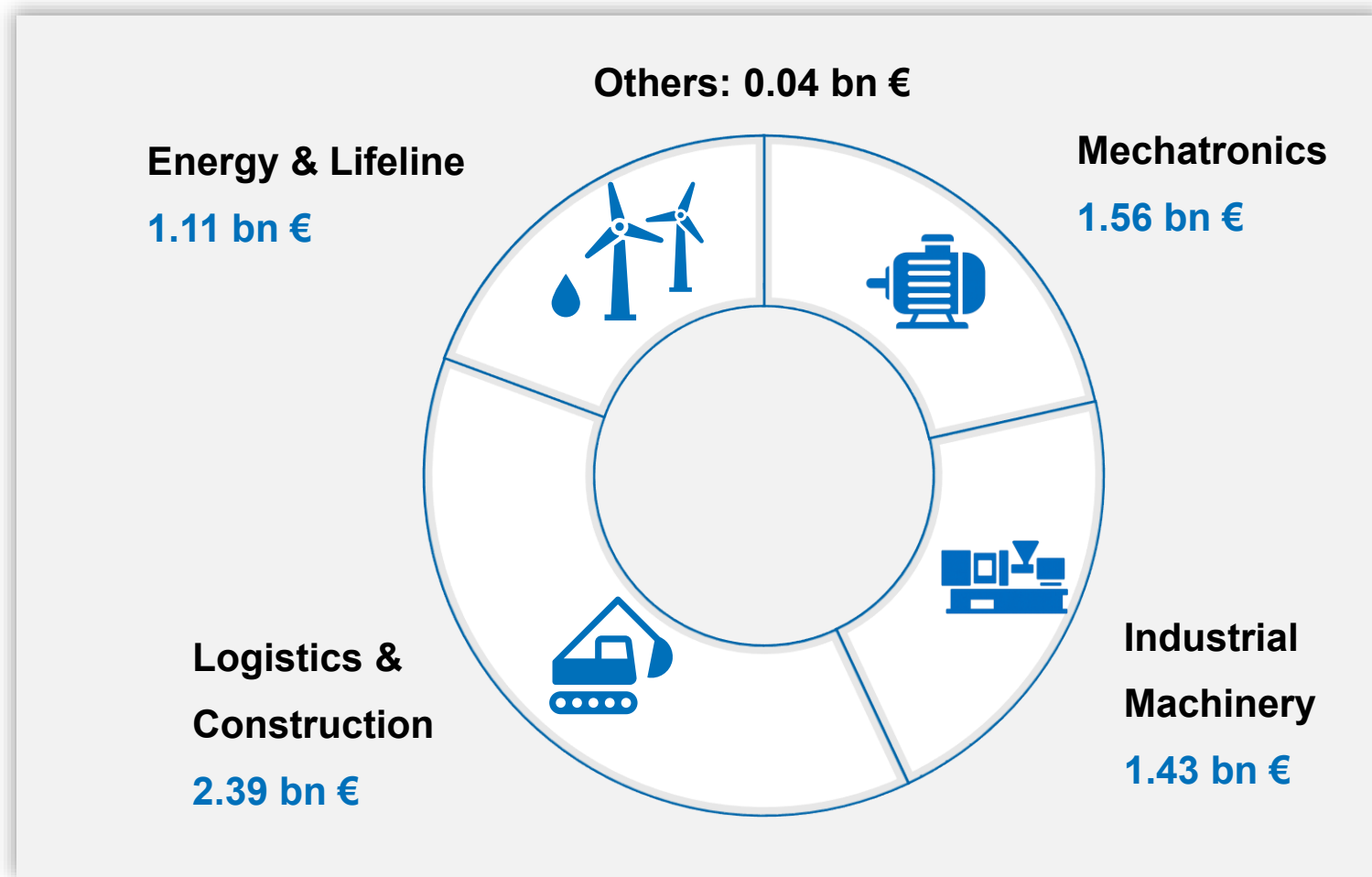
Anatol Sattel, CSO

Sumitomo Heavy Industries | Annual Results

 Sumitomo Heavy Industries, Ltd.

Total Net Sales:
6.53 bn €

In **2024**, SHI demonstrated financial strength and stability, driven by a diversified business portfolio.



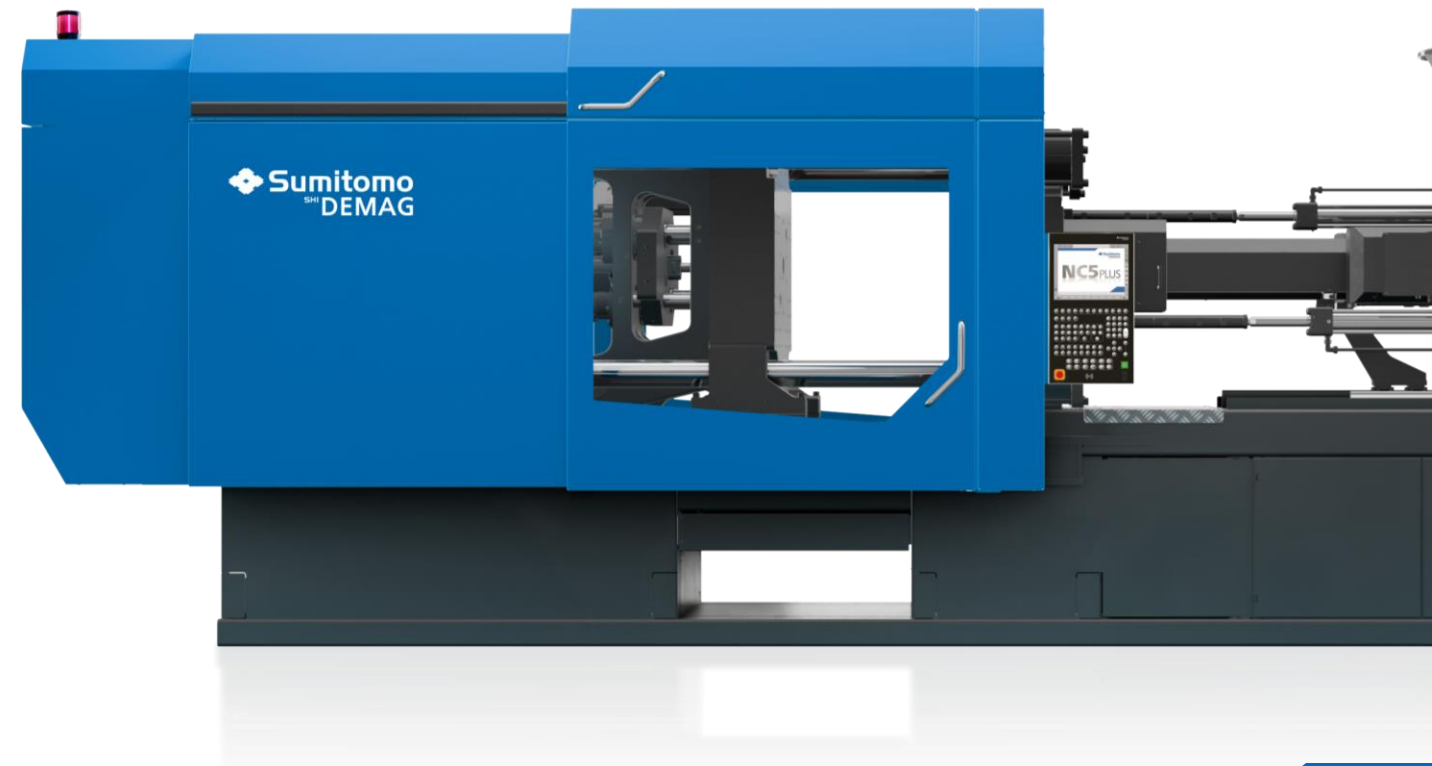
In the Industrial Machinery segment, the Plastics Machinery Division, including Sumitomo (SHI) Demag, accounted for **40% of sales**.

Orders 2024

0.55 bn €

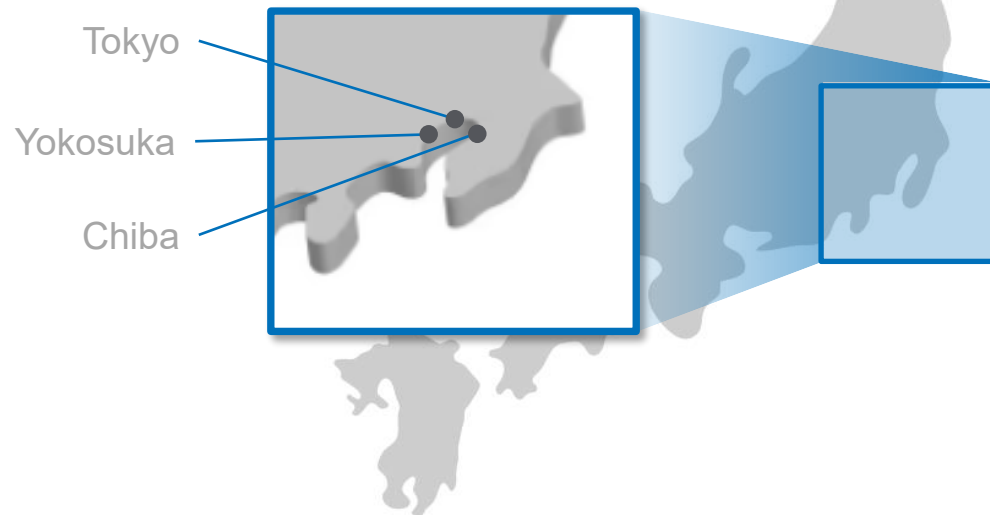
Net Sales 2024

0.56 bn €



Facility Overview:

- Opened: April 2025
- Capacity: approximately 700 people
- Responsible for product development within the Sumitomo Heavy Industries Group



A Strong European & Global Network

Europe is a key market for SHI,
with 9 principal subsidiaries on the continent
and 64 sub-subsidiaries globally
employing over 4,500 colleagues in the EU region
(SHI 22,000 globally).

Overview:

- Established: January 2024 – HQ in Amstelveen, Netherlands
- Regional HQ for Sumitomo Heavy Industries, Ltd. in Europe
- Mission: Strengthen SHI's presence in Europe, foster collaboration, connect markets with SHI's global expertise



Sumitomo Heavy Industries | Europe



Company News | 30 Years of SD Brazil



30 Years of Sumitomo (SHI) Demag Brazil

- **1995** – Sumitomo (SHI) Demag Brazil was established
- **2024** – Opening of new application center
- Representing the full product portfolio of the group



Criteria	2025
Economy	• 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 with no expectation to recover in 2026
Situation at SDG	• Re-structuring finalized in Q1/2025 to adapt to new market size • Clean up of product portfolio • Focus on global product platform, available in Germany, China and Japan • Focus on more automated, complex solutions from Germany • Expansion of in-depth technological know-how

Market News | Continental Markets in 2030

EUROPE

- Chinese suppliers are gaining market share
- Production is being relocated to Europe to be prepared for potential tariffs and trade conflicts

AMERICAS

- Establishment of Chinese production sites in Europe to circumvent U.S. tariffs
- Further growth of the Mexican market

CHINA

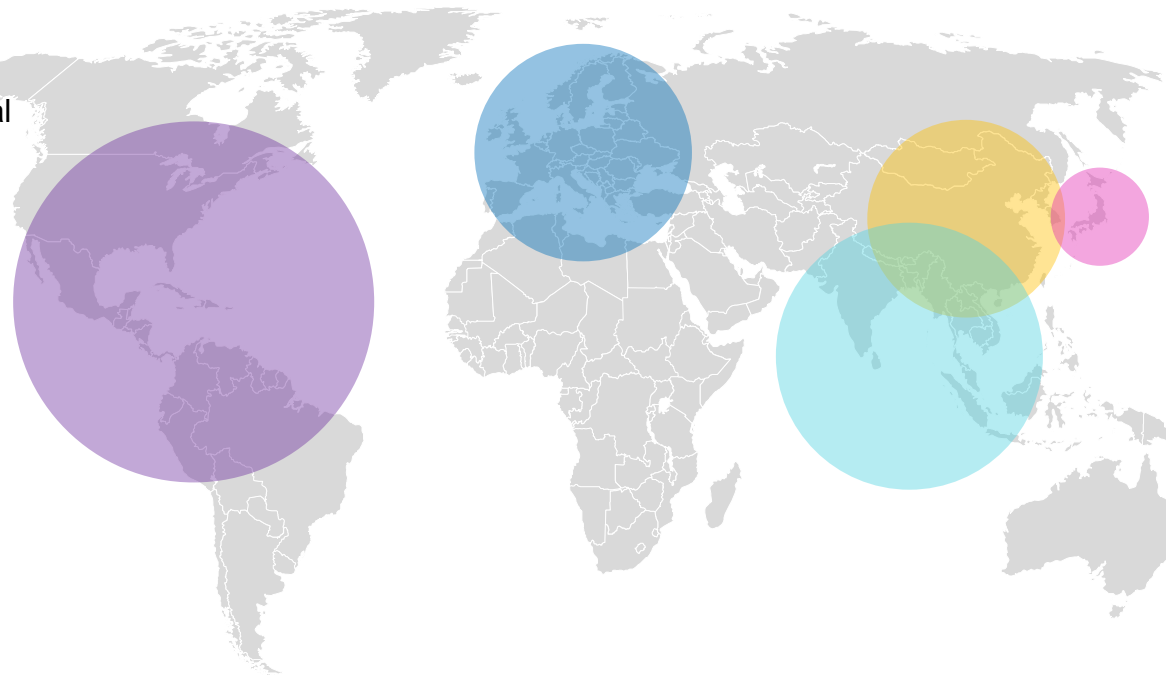
- Intense competitive pressure is leading to a further reduction in the number of Chinese machine manufacturers
- Market decline due to saturation, improved technology, and increasing machine lifespan

JAPAN

- Use of China as a production location
- Strong focus on fully electric small and medium-sized machines

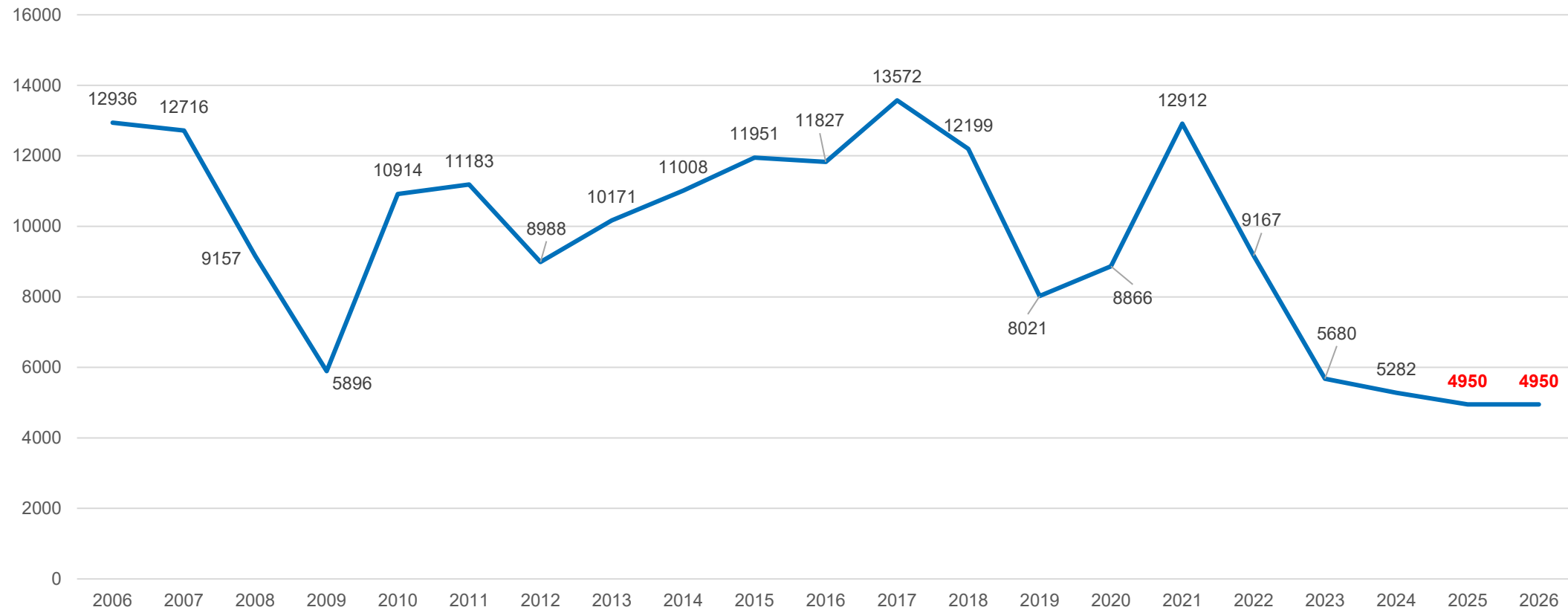
ASIA / INDIA

- Growth in India as a hub for machines to Southeast Asia and East Africa
- Focus on production in India by Asian and European manufacturers



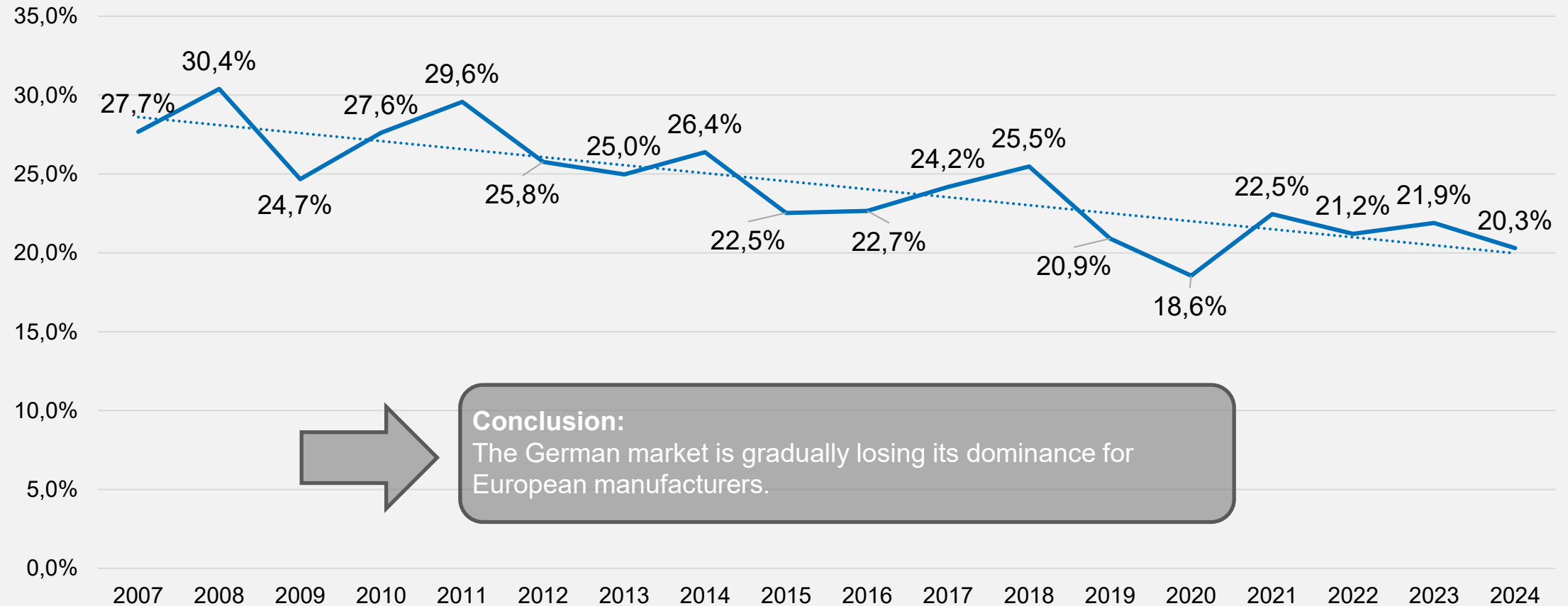
Market News | Market Expectation Europe until 2026

Euromap Market 2006-2024 and possible development 2025-26

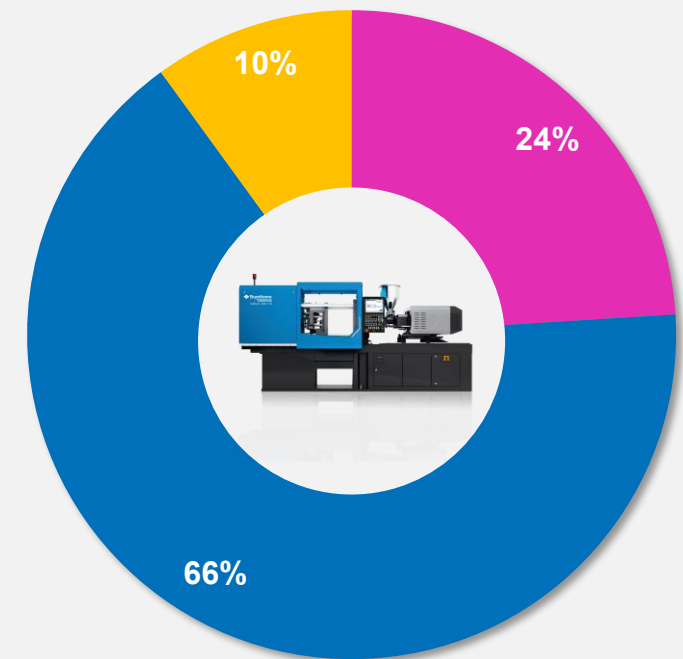
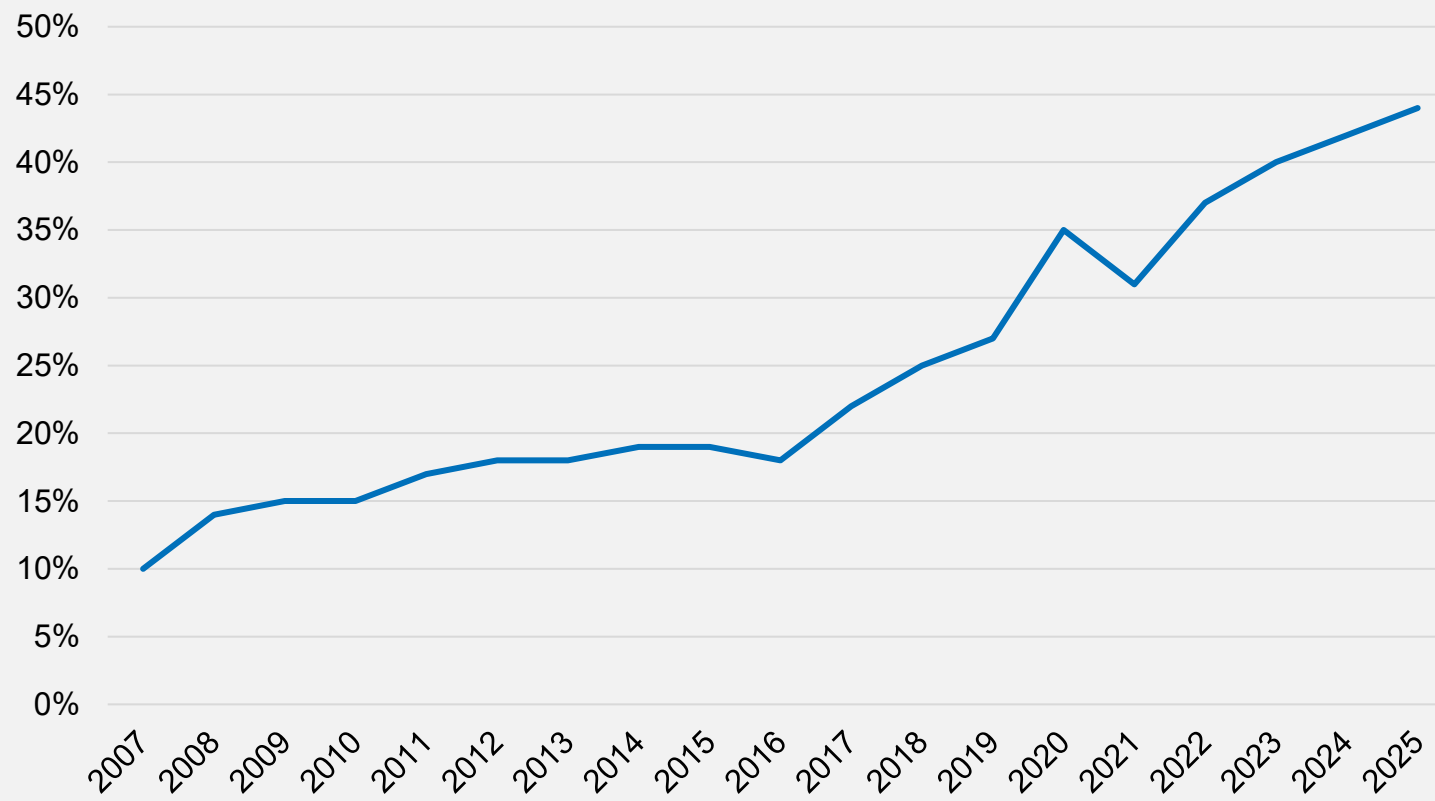


Share of Germany as the delivery location

in total production of European manufacturers / Number of machines in %

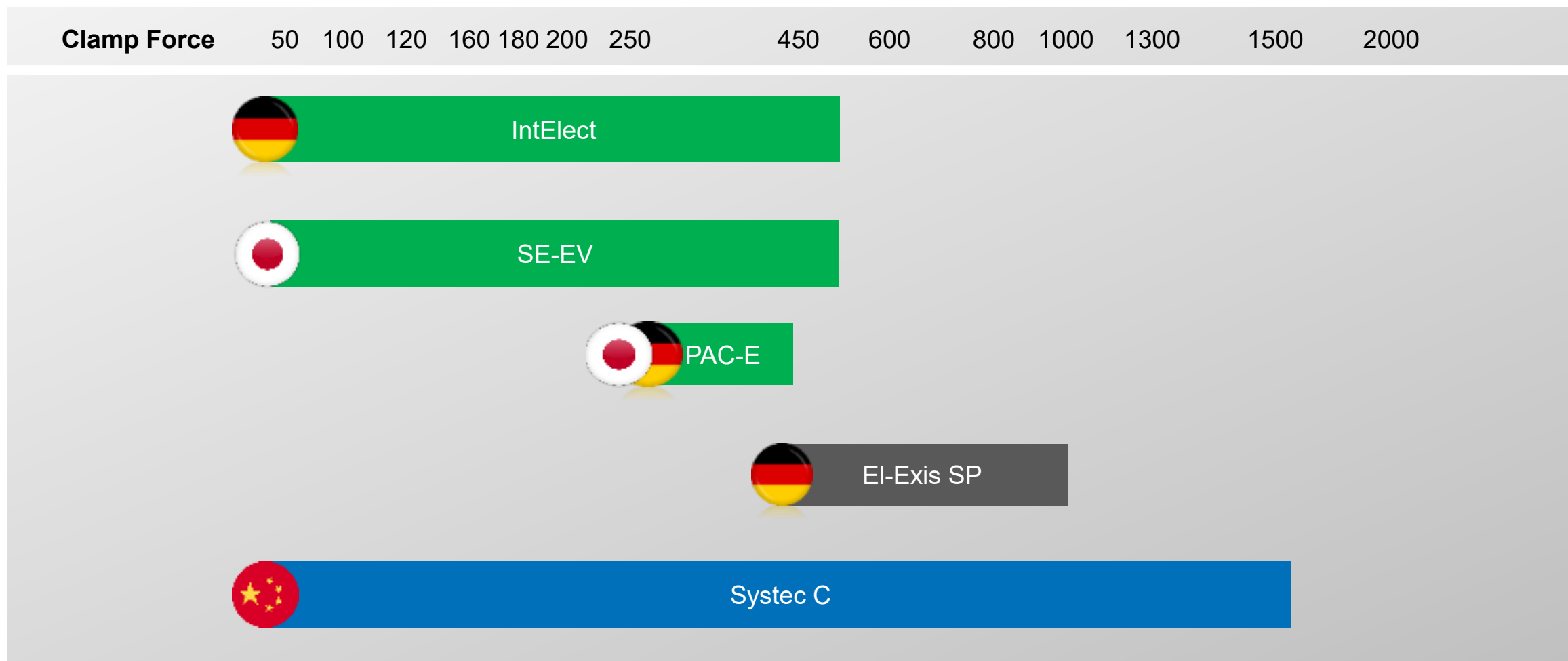


Share of all-electric machines



■ Japan
■ Europe
■ China

Product News | Global Product Strategy 2026



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Innovations & Exhibits

Martin Pütz, Senior Director Technology

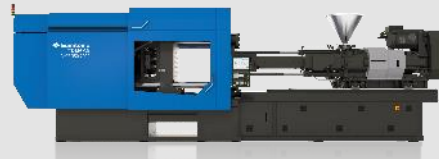
K 2025 | Product Range

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

El-Exis SP



- Fast-cycling hybrid machines
- Available as Multi
- 4.500 – 10.000kN

Systec C



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

SE-EV



- All-electric machines
- 300 – 1.800kN

SAM



- Cartesian robot, optimised for production efficiency

SDR



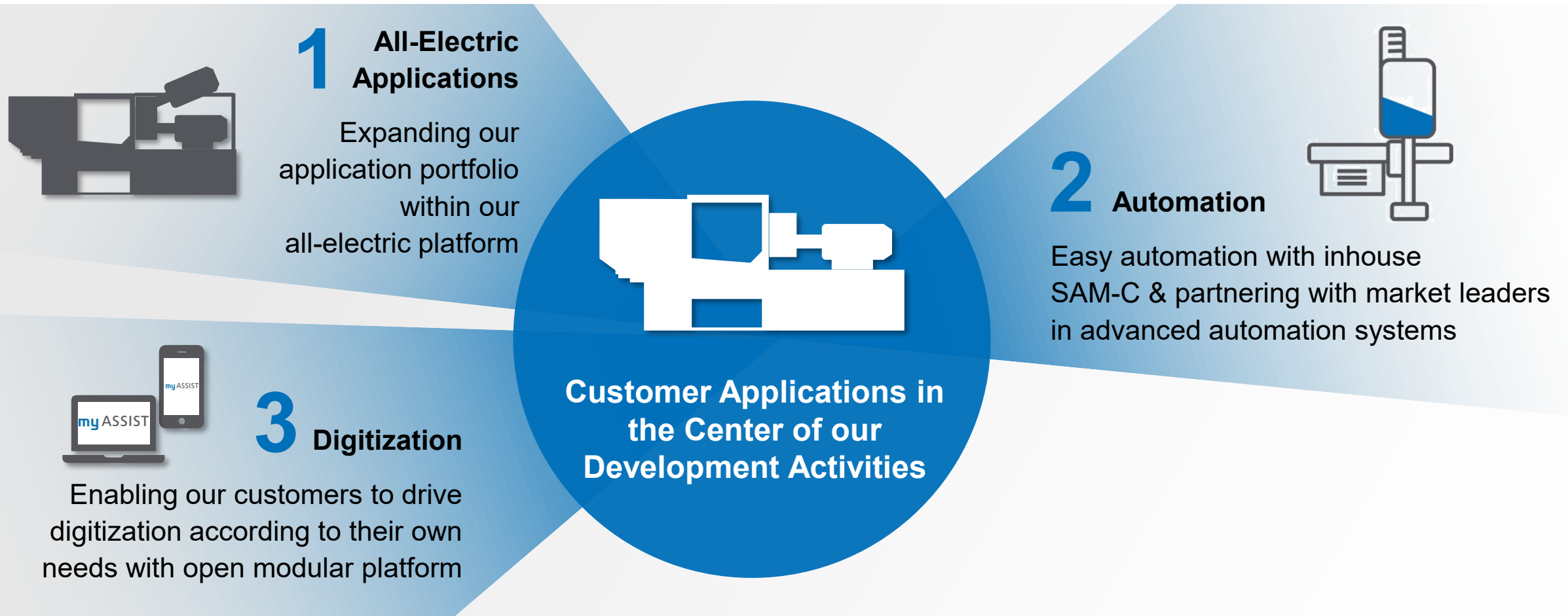
- Selection of highly-flexible robotic solutions

Scalable Automation

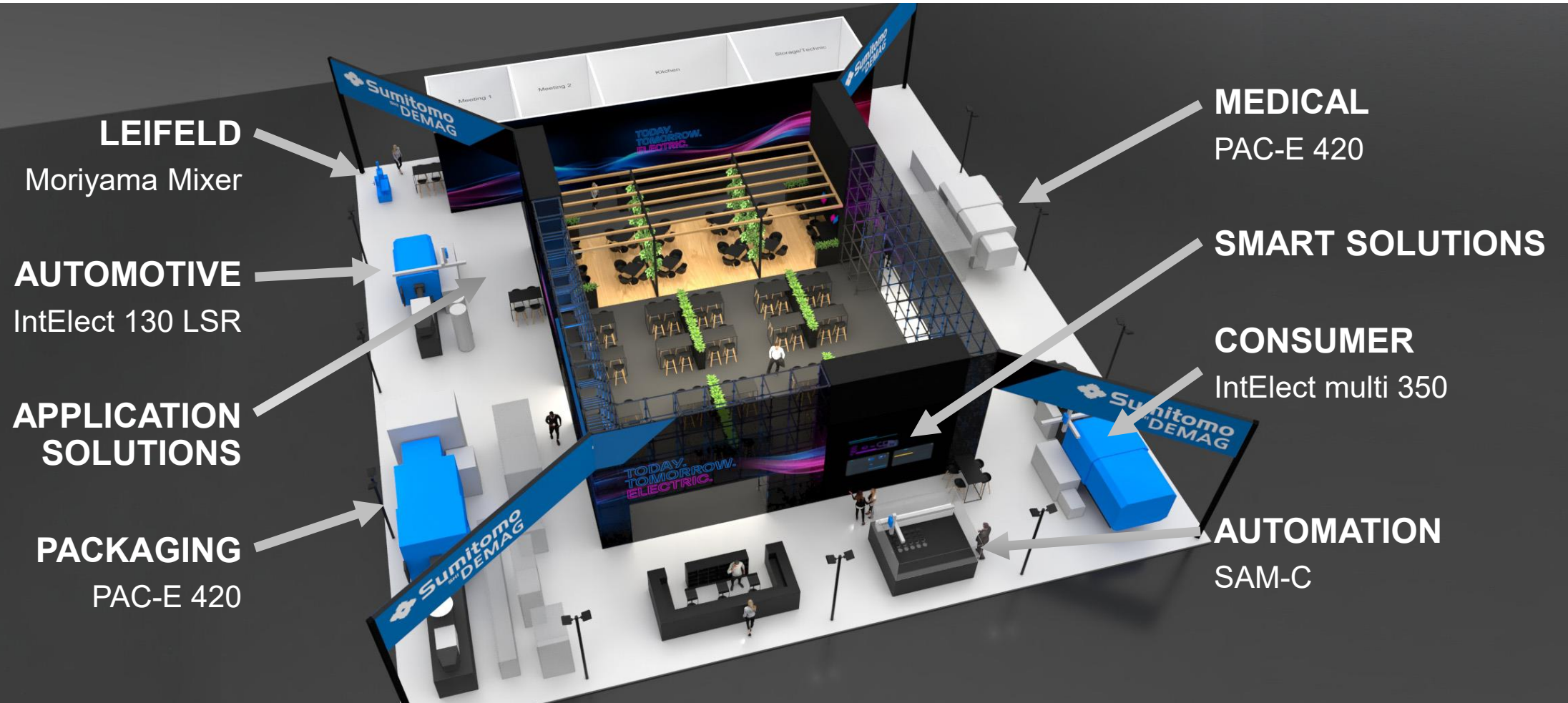


- handle&place, handle&box
- Large-scale automation projects





K 2025 | Booth Overview





Tablet Cup | Medical

High-speed, all-electric medical injection moulding machine engineered for ultra-fast, high-volume production of precision thin-walled components. Combines clean-toggle technology with advanced automation to meet stringent medical hygiene and quality requirements.

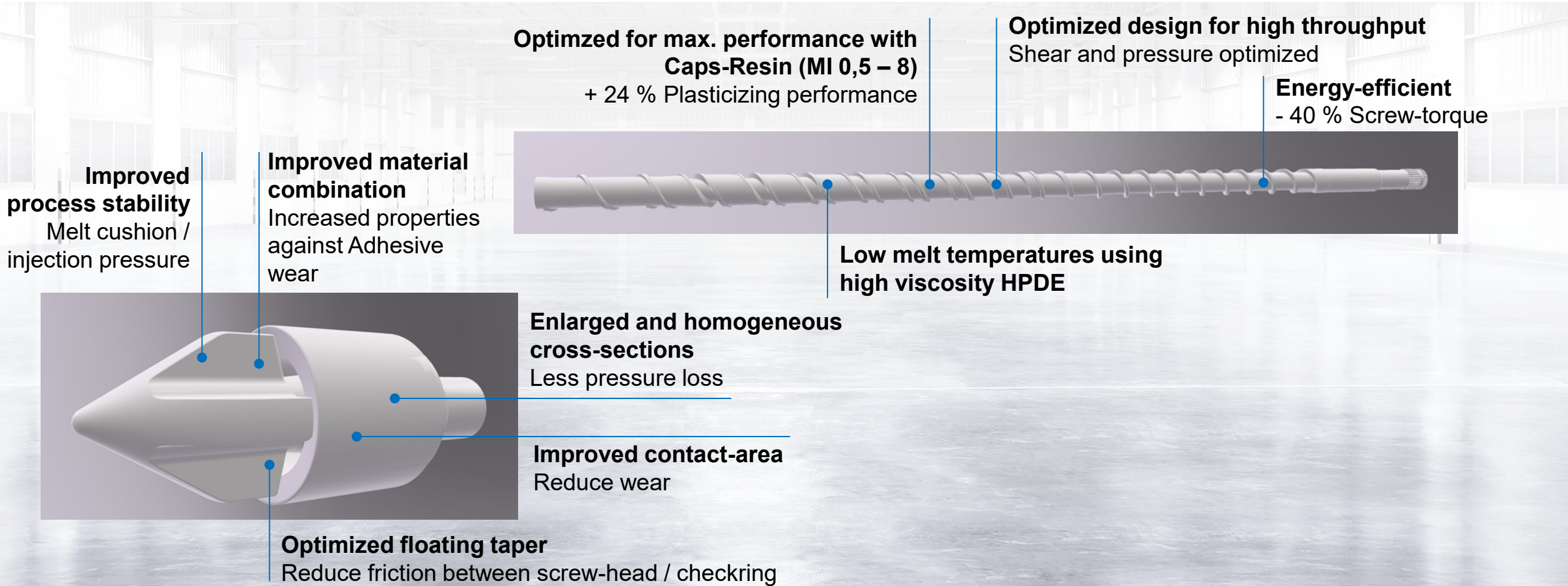
Machine:	PAC-E 420/820-2000
Cavities:	48
Shot weight:	67.2 g
Cycle Time:	2.6 s
Material:	PP

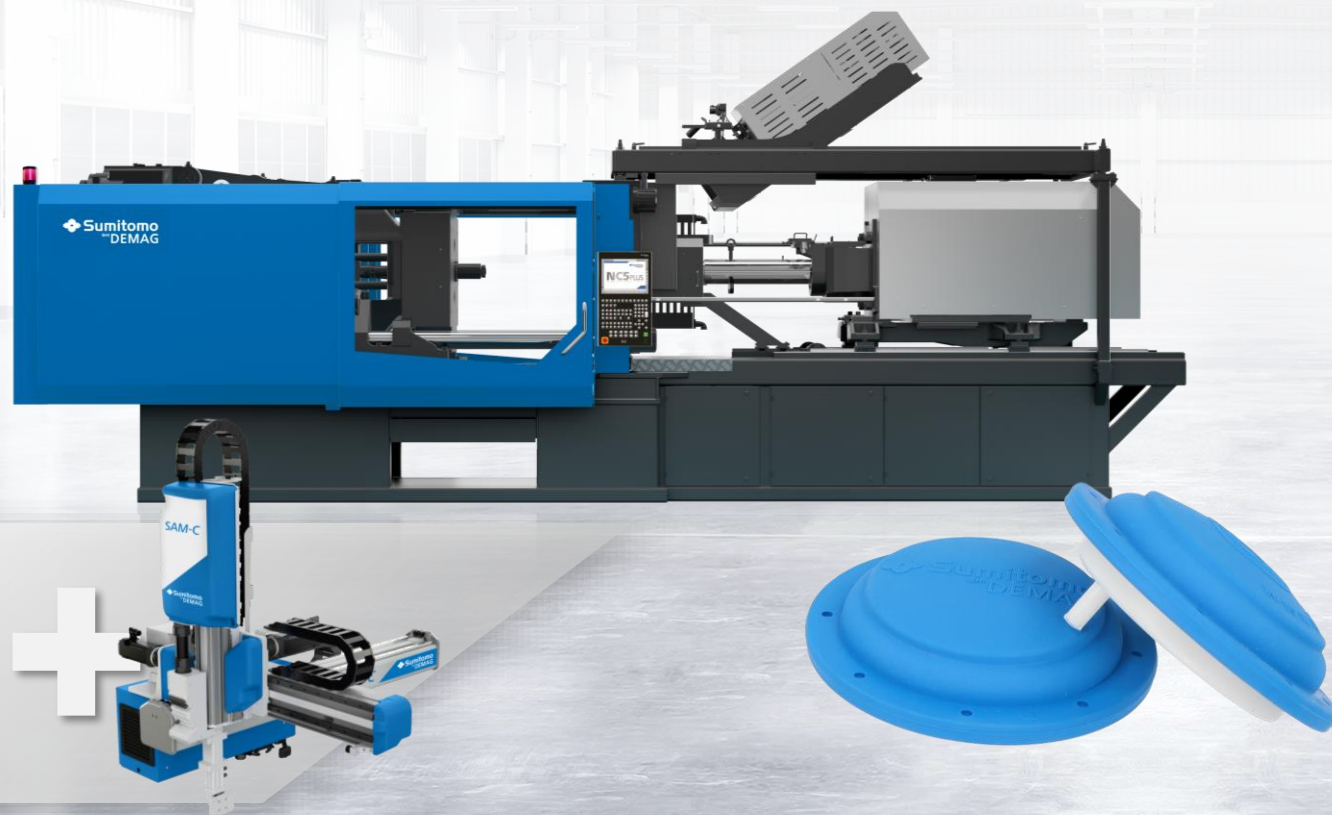


Caps | Packaging

High-performance, all-electric packaging injection moulding machine engineered for ultra-fast, high-volume caps and closures production. Combines precision moulding with inline digital printing technology for efficient, hygienic and fully customisable manufacturing.

Machine:	PAC-E 420/820-2000
Cavities:	72
Shot weight:	72 g
Cycle Time:	2 s
Material:	HDPE

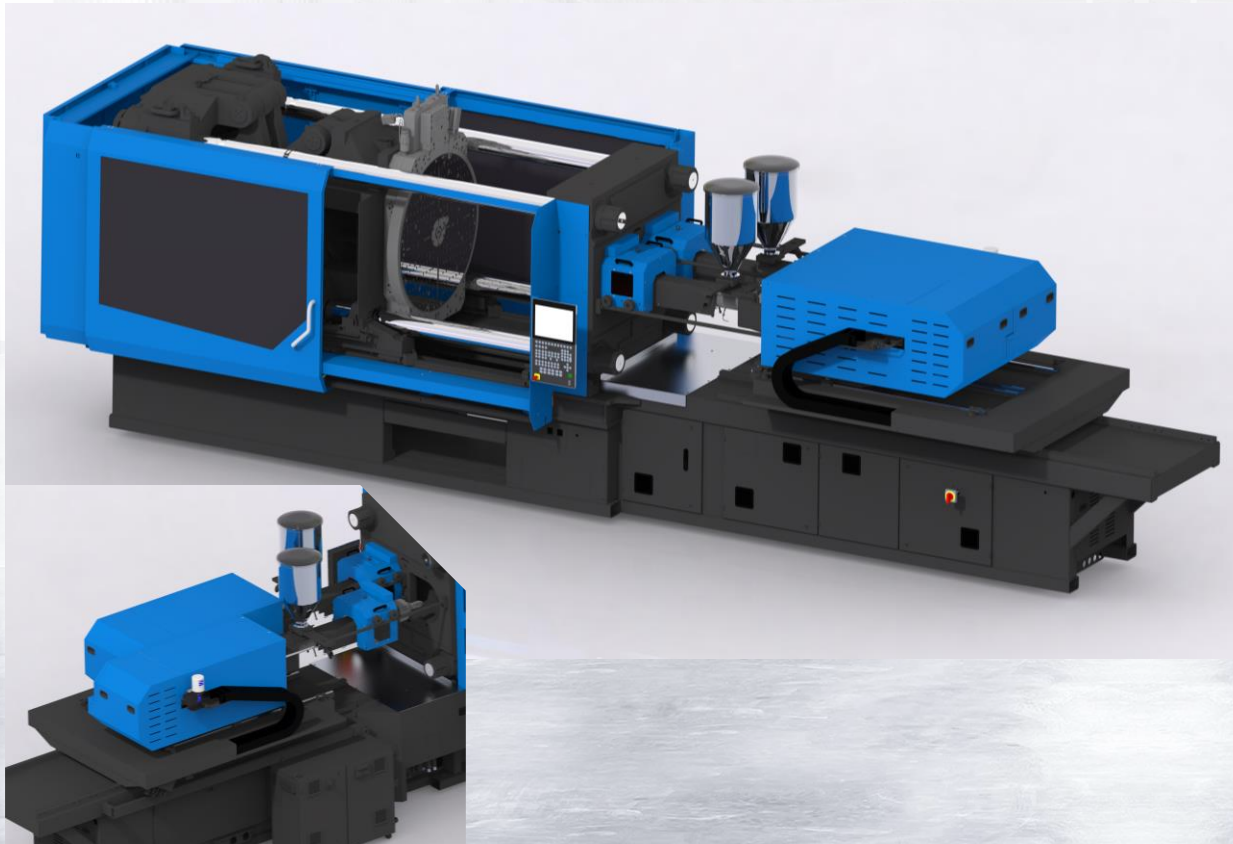




Multi | Consumer

All-electric multi-component injection moulding machine engineered for flexible consumer-grade production. Combines advanced multi-shot capability with compact robot entry and fully integrated production cell for scalable, digitally connected manufacturing.

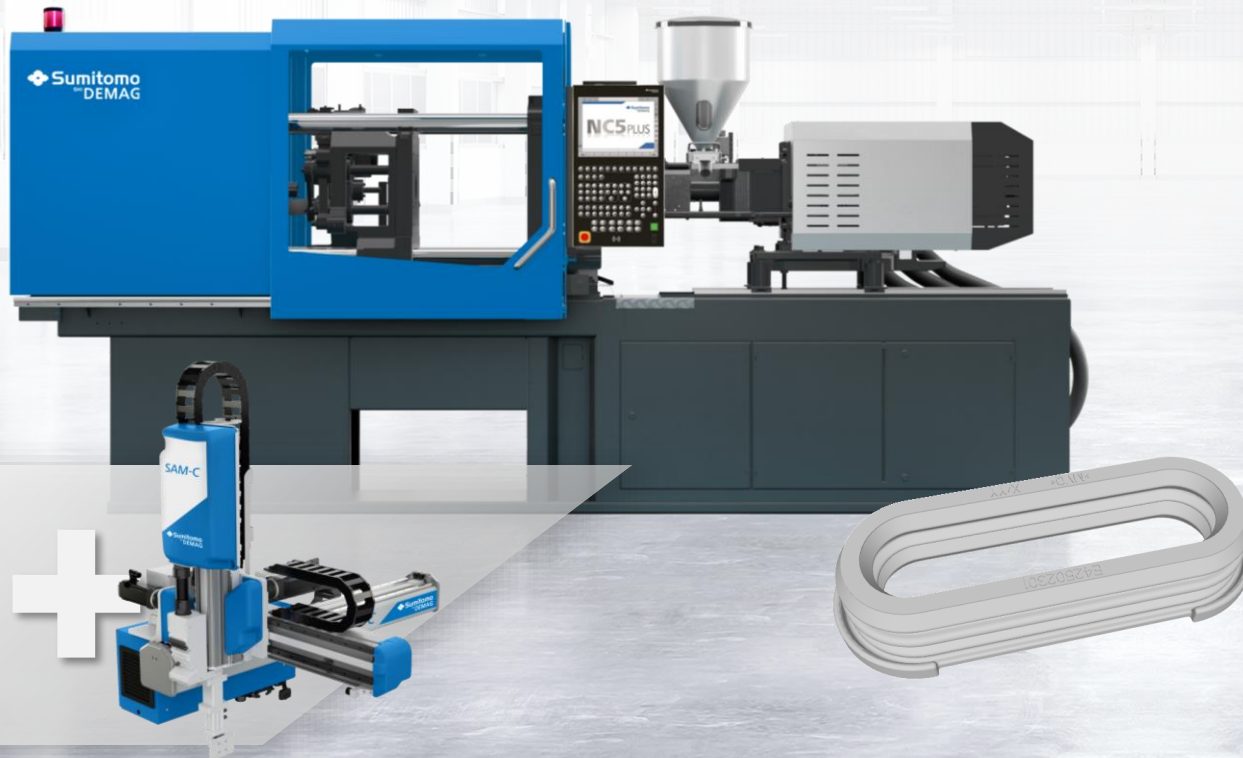
Machine:	IntElect multi 350/830-1600h/450r + SAM-C20
Cavities:	4+4+4
Shot weight:	43 g
Cycle Time:	38 s
Material:	PP & Elastomer (SEBS)



Multi | Customized Solutions

All-electric multi-component injection moulding machine engineered in parallel position for flexible production. Combines advanced multi-shot capability with compact robot entry and fully integrated production cell for scalable, digitally connected manufacturing.

Machine: IntElect multi parallel + SAM-C



LSR Part | Automotive + SAM-C10

Compact, all-electric LSR injection moulding machine producing precision sealing frames for high-voltage charging plugs. Delivers stable, repeatable processing with integrated dosing and automation for consistent, high-quality automotive component production.

Machine:	IntElect 130 LSR + SAM-C10
Cavities:	32
Shot weight:	42 g
Cycle Time:	28 s
Material:	Silopren LSR 2040

BMC Technology on IntElect2

- Advantages of IntElect Machines for BMC-Applications

- 60 % Energy consumption
Compared to hydraulic machines

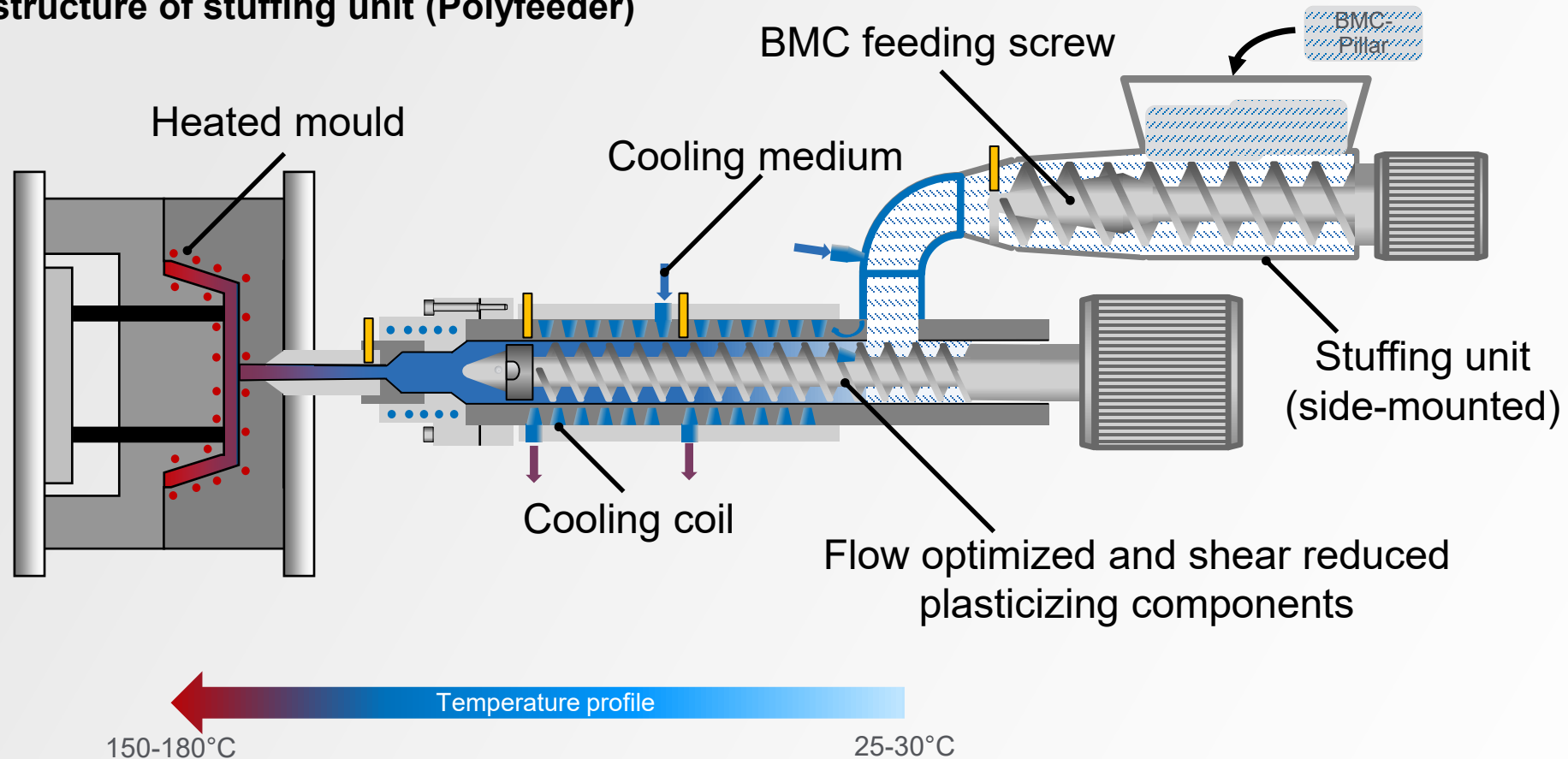
User-friendly
Easy refilling and cleaning
Big material reservoir

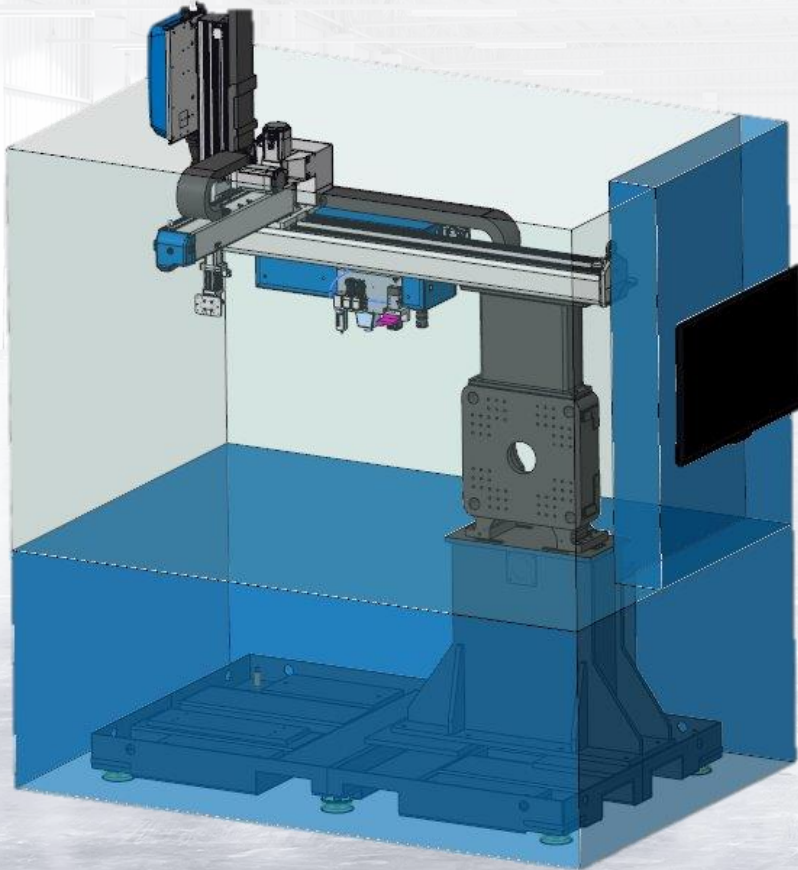
Improvement of efficiency
Parallel dosing and feeding to reduce cycle time

Low shear and fiber damage
Gentle picking and feeding
Preservation of fiber length, a crucial quality criteria



Schematic structure of stuffing unit (Polyfeeder)





SAM-C5 Robot | Automation

Application:

Product:	SAM-C3 & SAM-C5
A3 (telescopic):	800mm (new)
Payload:	3kg / 5kg
Cycle time:	≥ 6 sec. (on request)
IMM (Focus):	IE50 – IE100
System height:	< 3.095 mm (IE 100)

Benefits:

SAM-C3/ C5 prepared for short production cycles
Automation solution for low shopfloor height

K 2025 | Enabling Data Democratization for Our Customers



Open Platform myAssist:

- **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

Active ProcessGuard

- **Over 200 data sets** can be supervised
- **Automatic calculation** of limit values based on process condition
- Calculation of **Anomaly-Score** and **Drift-Score**

K 2025 | Machine Health Monitoring (MHM)

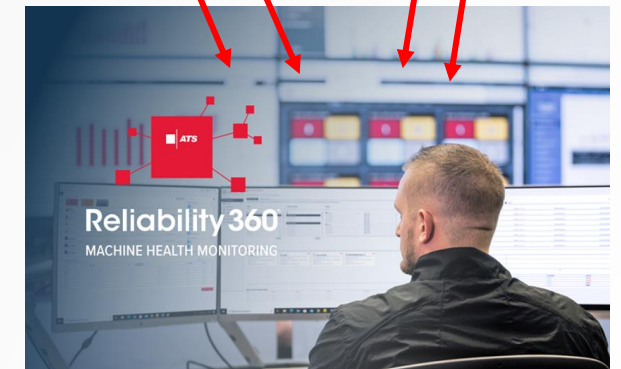
Partnership with **SDNA**

Machine Health Monitoring (MHM)

- Trial Customer Partnership with medical customers in US
 - Currently on SES Machines.
 - Vision for MHM – 2 Segments
 - MHM (Machine Health Monitoring)
 - Full time Machine Monitoring
 - MHA (Machine Health Analysis)
 - Analyze machine to be repaired or replaced

RESULTS

- 8 x ROI with unparalleled support to prevent unplanned downtime and reduce labor and maintenance costs



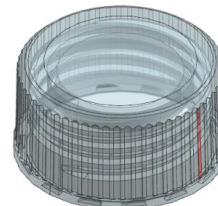


Moriyama Mixer | Leifeld

- High-performance mixer for rubber & plastics
- Flexible use: 0.5 l to 250 l
- Excellent dispersion performance
- Precise temperature control & High cooling capacity
- Flexible material feed
- Easy to maintain & durable machine components
- Over **3,500 units** delivered worldwide
- Pioneer among dispersion mixers

K 2025 | Machines at partner booths

	NEXUS	SEPRO GROUP	KRACHT	technotrans
Booth	Hall 12 /B53	Hall 12 / Booth A36	Hall 11 / Booth E12	Hall 10 / Booth H23
Machine	IntElect 130	IntElect S 130	IntElect 130	IntElect S 75
Industry	Medical - LSR	Medical	Automotive - LSR	Consumer
Product:	Medical Valve	Jestar 48-fach Tube Cap	EDA Single Conductor Sealing	Mug 0,4l
Cavities:	16	48	256	1
Weight:	shot weight: 2,4g	shot weight: 62,4g	shot weight: 15g	shot weight: 76g
Material:	ShinEtsu	HDPE (Purell GA7760)	LSR	PETG
Cycle time:	40s	10s	15s	30s
Automation:	Fanuc Robot	Sepro S7	-	SAM-C5



15ML Centrifuge Tube Cap

