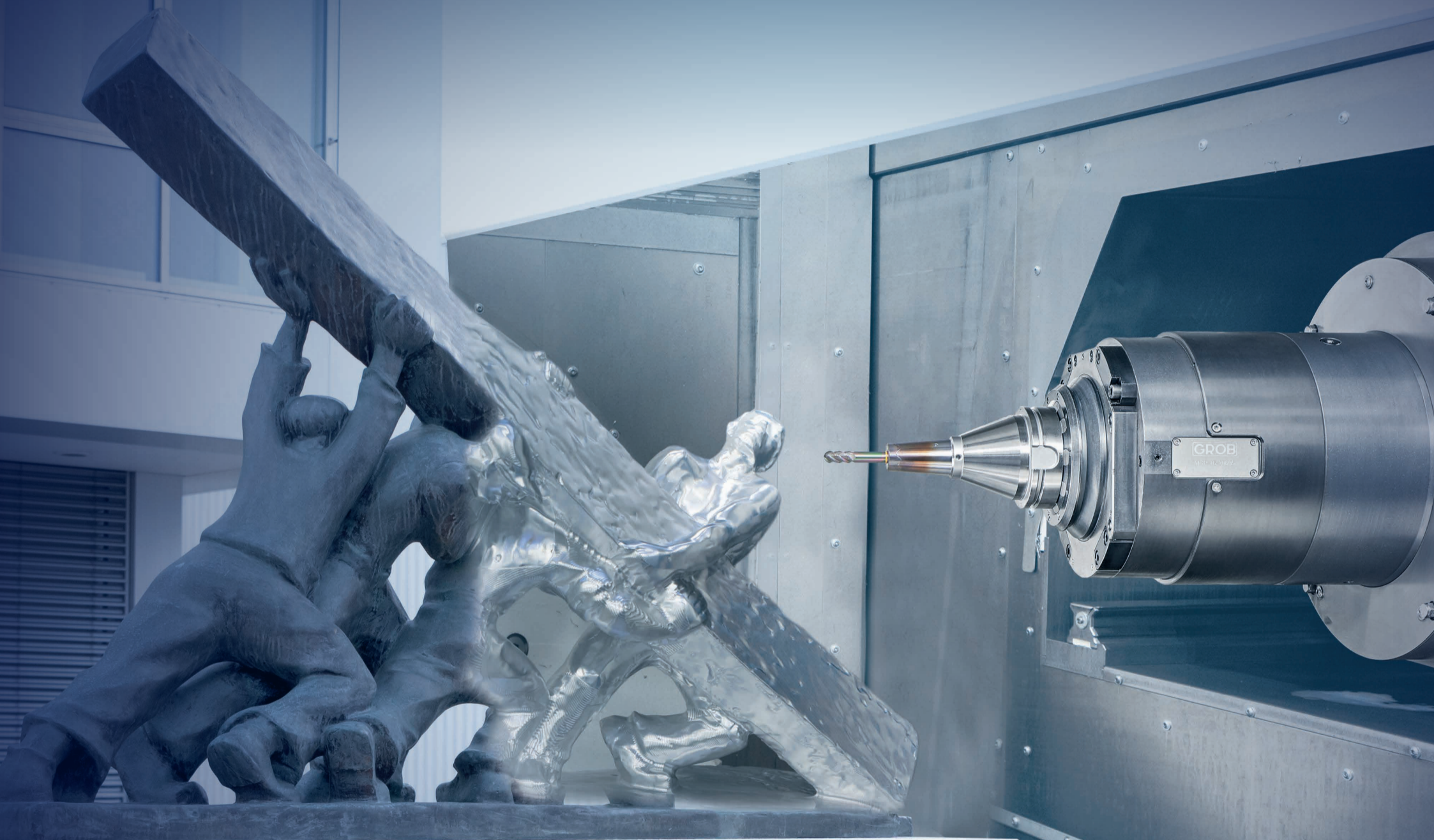




INTERNATIONAL
2023



#TogetherWeAreStrong

**TEAMWORK, MOTIVATION,
COHESIVENESS –
OUR KEY TO SUCCESS!**

#OurPathToSuccess

The World is changing – and so is GROB.



6 Production plants

80% In-house manufacturing

7 Industries

14 Sales & service branches

8,700 Employees worldwide

345,800 m² Production area worldwide

EUR 1.8 Billion Incoming orders (2023/2024)

EUR 1.8 Billion Revenue (2023/2024)

Dear Employees,
Dear Business Partners,
Dear Friends of GROB,

2023 was undoubtedly a year that brought numerous challenges. Political events worldwide and fluctuations in the global economy have put our company to a tough test. However, instead of letting these challenges overwhelm us, as a team, we consistently sought solutions and grew stronger.

In this ever-changing world, we stand for speed, flexibility, and dynamism – qualities that have consistently helped us weather uncertain times and stay on course. We recognize that a company's success depends not only on its products and services but also on the ability to adapt and respond quickly to changes. The world is changing, and so are we.

The ability to make informed decisions quickly has been crucial to our success in recent years. These decisions have brought us to where we stand today. We have proven that, as a company, we can take the right steps during times of uncertainty. We will continue to focus on digitization to optimize our work processes from order processing to product development. In this context, we have introduced new methods that cover all areas from design to production, calculation, and materials management. Our efforts extend to the entire materials management and supply chain management, including internal processes and supplier development. Furthermore, we have undertaken a consistent restructuring into business units for various product groups.

We look confidently to the months ahead and firmly believe that we will continue to overcome challenges together. Our team spirit, determination, and unwavering commitment to success are our greatest strengths. We are ready to turn new opportunities and challenges into chances.

With the highest motivation and focus, along with great confidence, we will start the new year. Thank you for your continuous efforts and excellent collaboration. We wish you and your families a Merry Christmas and a healthy New Year 2024.

Your Grob family and the Management Board of
GROB-WERKE GmbH & Co. KG





2023 Sales puzzle
The small pieces make the big picture.



ANNUAL REVIEW 2023

Challenges and successes – An exciting year comes to an end

01| January: Small machine, big impact – G150 honored with first place in the machine check by the magazine „Produktion“ 02| February: GROB China honored with two Chery Awards 03| March: 20th-anniversary in-house exhibition celebrates record results 04| April: Strategy meeting under the theme „Sales Puzzle“ 05| May: Augsburg company run 06| May: Global service meeting 07| September: GROB at EMO 2023 08| September: Start of apprenticeships in 2023 09| October: GROB Brazil awarded Navistar’s „Supplier of The Year“ 10| October: Opening of Hall 14B 11| November: International Application Engineering Meeting 12| December: Anniversary celebration in Mindelheim

At a glance!



All-in-one solutions



Innovative control concept



Customized automation



Solutions for industry 4.0



Single part to series production



High level of automation



Main-time parallel loading and unloading

#InnovationMeetsTechnology

News from the product world.

AUTOMATION IN FOCUS

In an ever-changing industrial landscape, automation is more crucial than ever. At GROB, we actively embrace this trend and offer our customers a broad portfolio of customized automation solutions:

- ✦ Pallet Systems
- ✦ Flexible robotic cells
- ✦ Complete production lines

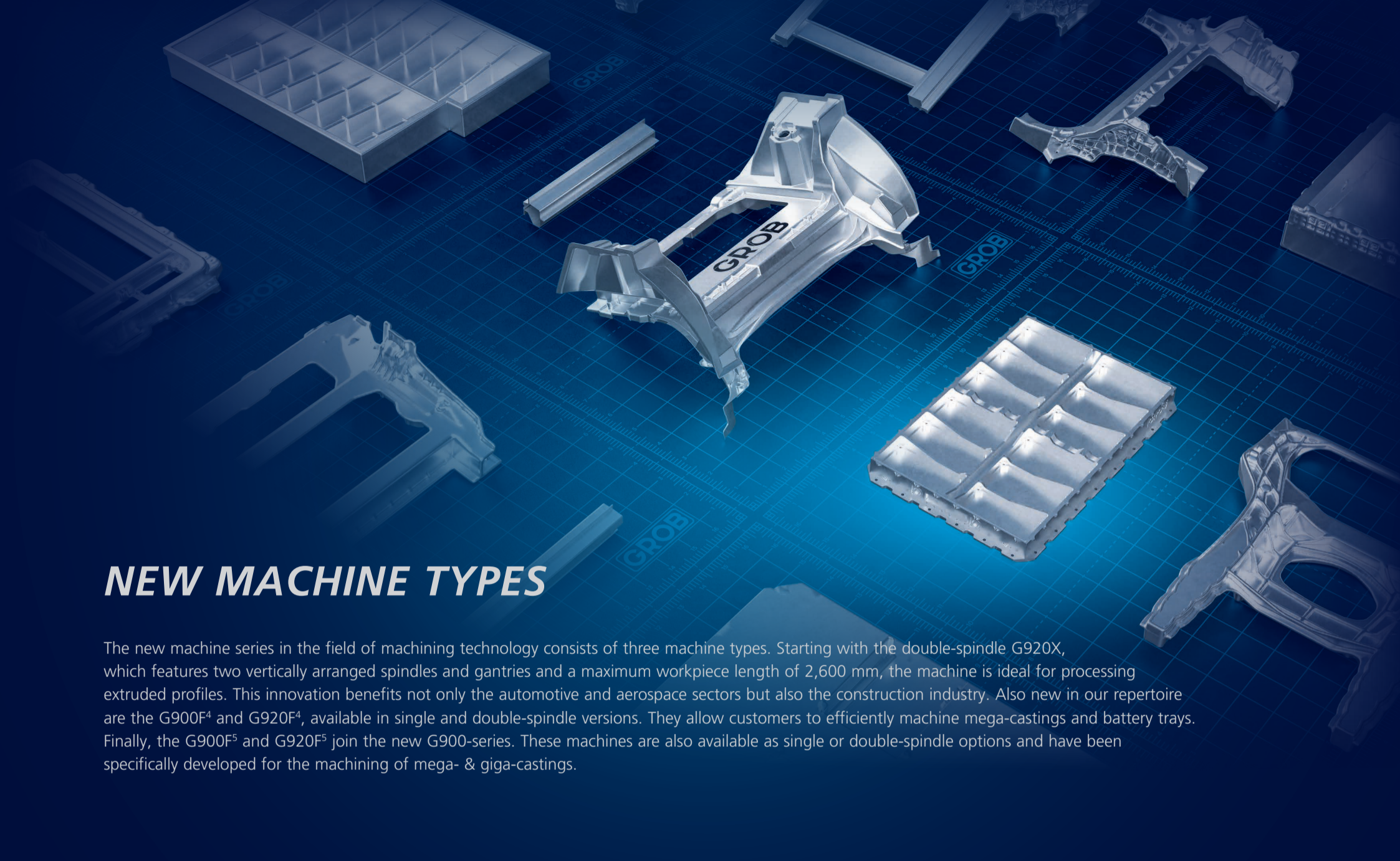
We place great emphasis on tailoring our solutions individually to the specific wishes and requirements of our customers. Whether it's the production of individual parts or mass production, our automation solutions provide efficiency and precision.

We continuously work on innovative solutions to meet the demands of the future manufacturing landscape. As a complete provider, we offer not only high-quality automation systems but also comprehensive expertise from application engineering to digitization and service. We aim to understand our customers' challenges and guide them on the path to optimal automation.

Highlight 2023 – The GROB Mobile Robot (GMR)

A special highlight this year was the presentation of the GROB Mobile Robot (GMR). It enables efficient and intelligent material movement, putting an end to the era of manual transport and long distances. Equipped with the latest sensor technology, the GMR navigates effortlessly through production halls without relying on human guidance. Customers benefit from a location-independent automation solution for multiple machines in one facility.





NEW MACHINE TYPES

The new machine series in the field of machining technology consists of three machine types. Starting with the double-spindle G920X, which features two vertically arranged spindles and gantries and a maximum workpiece length of 2,600 mm, the machine is ideal for processing extruded profiles. This innovation benefits not only the automotive and aerospace sectors but also the construction industry. Also new in our repertoire are the G900F⁴ and G920F⁴, available in single and double-spindle versions. They allow customers to efficiently machine mega-castings and battery trays. Finally, the G900F⁵ and G920F⁵ join the new G900-series. These machines are also available as single or double-spindle options and have been specifically developed for the machining of mega- & giga-castings.

FROM CELL TO PACK: INNOVATIVE BATTERY TECHNOLOGY

With our plant solutions for battery technology, we have been present on the global markets for years. From battery cell to battery pack, we can offer our customers a variety of technologies.

New on the Market

Cell-to-Pack (CTP) is the latest technology in the battery market. It optimizes the traditional approach to battery assembly by directly integrating battery cells into a battery pack, instead of first assembling them into modules and then finally combining them into battery packs.

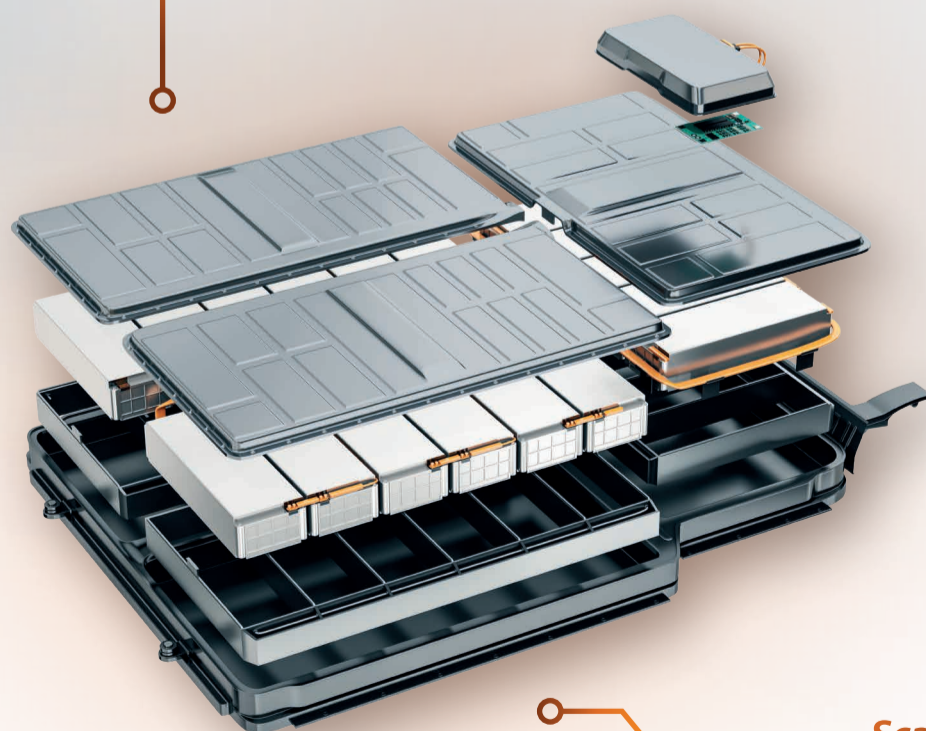
At GROB, we are already working on implementing this innovative approach. The challenge lies in implementing the new processes while maintaining consistently high quality and productivity.

Weight reduction & efficiency improvement

CTP reduces the weight of the battery pack as less material is needed for passive components to form the modules. The reduced weight with the same energy content leads to an improvement in vehicle performance and range.

Volume optimization & higher energy density

CTP reduces the portion of structures that cannot be used for energy storage. The freed-up volume can be filled with additional battery cells, increasing the energy density and resulting in a higher vehicle range.



Scalability

CTP can be applied in various applications and vehicle types, making it a scalable technology that allows diverse applications from electric vehicles to stationary energy storage.

#WithFullSpeedIntoTheFuture

Electromobility worldwide.

GROB MINDELHEIM

GROB Mindelheim has established itself as a renowned provider for the assembly of EDUs (Electric Drive Units) as well as conventional systems in battery technology for battery modules and packs. We actively track the market trend of Cell-to-Pack and have already secured our first orders in this field.

Additionally, we are making significant strides into the field of battery cell manufacturing through our collaboration with Dürr-GROB-Manz, opening up new possibilities for us. We have already entered into several pilot projects in this area.

Furthermore, we are consistently working on offerings for the future Giga-factories.

GROB USA

At GROB Bluffton, investments in the field of electromobility continue to follow a promising trajectory. Thanks to the IRA (Inflation Reduction Act), new inquiries and potentials in America are consistently emerging. The current focus is on the components of Electric Drive Units (EDU) such as Stator and Rotor, as well as the assembly of EDUs.

GROB USA is currently preparing to enter the battery systems sector in the next two to three years. Currently, these systems are still exported from GROB Mindelheim to North America.

GROB BRAZIL

The electric mobility market in Brazil is still in its infancy. So far, smaller projects and initiatives have been developed in Brazil, primarily involving startups, as well as research projects in collaboration with OEMs and TIER1/2 customers. GROB Brazil supports the GROB Group globally with engineering capabilities and equipment deliveries for projects in electromobility.

Currently, the focus of GROB Brazil is on disseminating GROB technologies in this sector and increasing awareness in the market.

2023 in figures!

Product portfolio

Plants for drive systems
(stator, rotor, e-motor and e-axle assembly)

Plants for energy storage systems
(battery cell, battery module, battery pack and fuel cell)

EUR 900 million

Incoming orders

34

Customers worldwide

120

Projects worldwide

GROB ITALY

In 2023, GROB Italy expanded its product portfolio in the field of electric motors and worked on developing new technologies that are becoming increasingly interesting for the market. Feedback from analyses and various trade show participations confirmed the growing interest in Axial Flux Motor Stators. In parallel, GROB Italy initiated its first fuel cell project and began the construction of the first production line.

To leverage its expertise optimally, GROB Italy is focusing on additional innovative technologies to establish itself as effectively as possible in new markets.

Examples include the Permanent Magnet Rotor and the Post-Punch process. The promotion of E-Mobility Light is also advancing further, thanks to the excellent results of the Stator and Rotor line.

GROB CHINA

In China, there is currently a shift in mindset with an increased demand for less automated systems. In China, customer plants are quickly depreciated, resulting in extremely short delivery times.

GROB China has been supplying systems for the assembly of Stator, Rotor, and Electric Drive Units (EDU) for several years. Additionally, GROB China has already secured two orders in the field of assembly systems for battery systems.

#RealStories

The foundation of the company – our employees.

The soul and foundation of our company are our employees. In 2023, our employees once again proved to be the driving force behind our success. Their dedication, expertise, and passion are tireless, and their ability to collaborate and innovate is unparalleled.

We take pride in having a team of committed professionals who not only propel our company forward but also form a supportive and inspiring community. We are aware that our success is inseparable from the commitment and excellence of our employees, and that's why we tirelessly advocate for their development and well-being.

The HeiB Family at GROB – 38 Years and 3 Generations

The HeiB family has a long history with GROB, spanning three generations. Starting with Reinhard HeiB, who is now retired, they have witnessed the changes in the company up close over the years. The story begins in 1987 when Reinhard HeiB started at GROB in sheet metal fabrication. At that time, the work was characterized by manual labor and initiative. Drawings and automated systems were not yet part of the daily routine.

His son, Siegfried HeiB, joined GROB in 2012 after 25 years in the craft industry. He was looking for a new challenge and a secure job in a forward-looking company. He was particularly fascinated by the planning and construction of complete small-scale manufacturing systems and his new responsibilities in the field of e-mobility.

And the next generation was already gearing up: Inspired by the stories of their grandfather and father, the three children of Siegfried HeiB, Maximilian, Jonas, and Lara, decided to pursue training at GROB.



f.l.t.r.: Reinhard HeiB, Siegfried HeiB, Maximilian HeiB, Jonas HeiB and Lara HeiB

Maximilian started his apprenticeship as an industrial mechanic in 2018, Jonas followed in 2020, and Lara began her apprenticeship as an industrial clerk at GROB in September 2023.

„For us, GROB is a great and secure employer as a regional family-owned company with many training opportunities and flexible working hours. In the daily work, you can see that the well-being of the employees is a top priority,” says the HeiB family when asked how they would describe GROB in one sentence.

In conclusion, Reinhard HeiB has a tip for the younger generation: „To further educate and develop within GROB, as the company offers many exciting and innovative tasks.”

We at GROB are very proud that our employees trust us across generations and around the world.

*At a
glance!*

Number of employees in 2023:

5,600 **610**

Mindelheim

Brazil

830

USA

1,300

China

120

Italy

100

India

140

Branches

167

Trainees worldwide
New hiring

What our customers say.

A longstanding partnership on an equal footing – GROB-WERKE and Mandatec AG

From the first contact at an international trade fair to a machine park entirely from GROB: The joint success story began inconspicuously in 2013. Today, Mandatec owns seven machines from GROB, relying fully on our machines.

„We see GROB as a reliable partner who interacts with us on an equal footing. For over ten years, GROB has understood how to fully meet our needs before, during, and after the purchase.“ *Adrian Gasser, Owner Mandatec AG*

„A collaborative partnership is enormously important to us. Mr. Gasser and I have known each other for many years, and I am very proud of this long-standing customer relationship. Such long customer relationships show us that we are doing the right thing with our products and services and can satisfy our customers over the years.“ *German Wankmiller, CEO of GROB-WERKE GmbH & Co. KG*



2023 in figures!

7

Industries

280

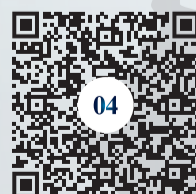
Customers worldwide

553

Projects worldwide

HERE ARE OUR GROB CUSTOMER TECHSTORIES FROM 2023

- 01| thyssenkrupp Automotiv Body Solutions G350a – GRC-R20
- 02| BLUM-NOVOTEST G150 – GRC-R60
- 03| NOVA G750
- 04| Mandatec AG G520F



News from our worldwide plants.

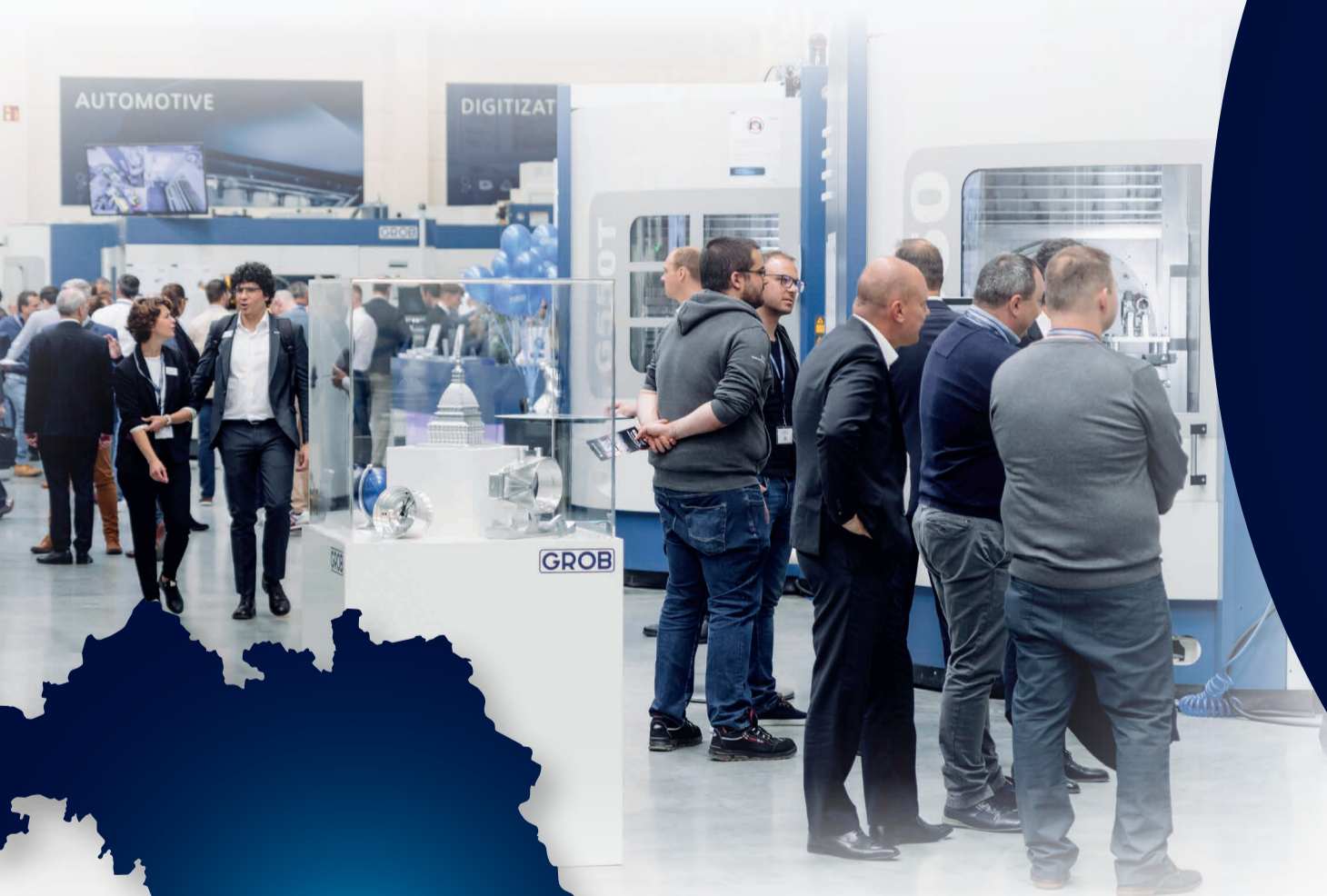
Anniversary in Mindelheim – the open house celebrates its 20th birthday

In March 2023, GROB in Mindelheim celebrated 20 years of its open house event. On almost 5,000 square meters of exhibition space, GROB showcased its complete product portfolio for four days.

From technologies for medical technology and die and mold industries to aerospace and mechanical engineering, as well as various automation solutions. Digitization and service were also featured, allowing visitors to learn how GROB makes their machines and maintenance even more efficient.



4 Days
3,500 Trade visitors
61 Exhibitors
31 Machines



The customer response was tremendous and confirmed how important open house events have become for GROB.

No other trade show allows us to present our product range in its various sizes as comprehensively as our open house event. With more than 3,500 visitors over four days, twice as many customers as the previous year, we were able to surpass the results of the last GROB open house.

” *Christian Müller*
CSO and Member of the Board

Continued expansion

Construction continued at the main plant in Mindelheim in 2023. In October, assembly hall 14B was officially inaugurated with the installation of machines, expanding the production area in Mindelheim to 199,000 m². But that's not all: The construction of hall 15 and an employee parking garage is already planned for 2024. In addition, a new power plant will be invested in Mindelheim next year.



GROB India is gearing up – from the groundbreaking ceremony to the completion of the production plant

In May 2022, the groundbreaking ceremony for GROB's sixth production plant was celebrated in Bangalore. Now, approximately one and a half years later, the GROB India team is on the verge of opening the plant.

The inauguration of the new plant is a significant step for us, driving the expansion of the Indian market. The goal is to meet the growing needs of Indian customers while strengthening our global presence. The team, led by LJ Naidu, will consist of 100 individuals. GROB India is ready to go and looks forward to the grand opening at the beginning of the new year.



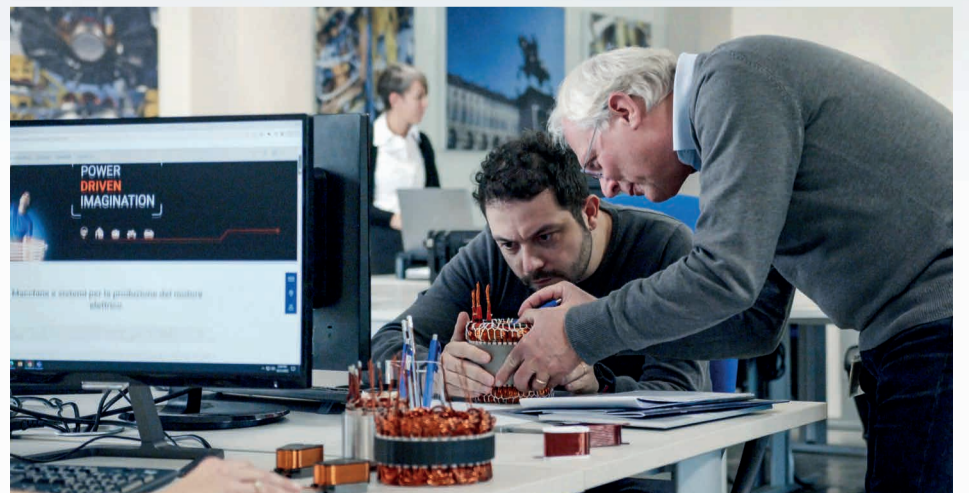
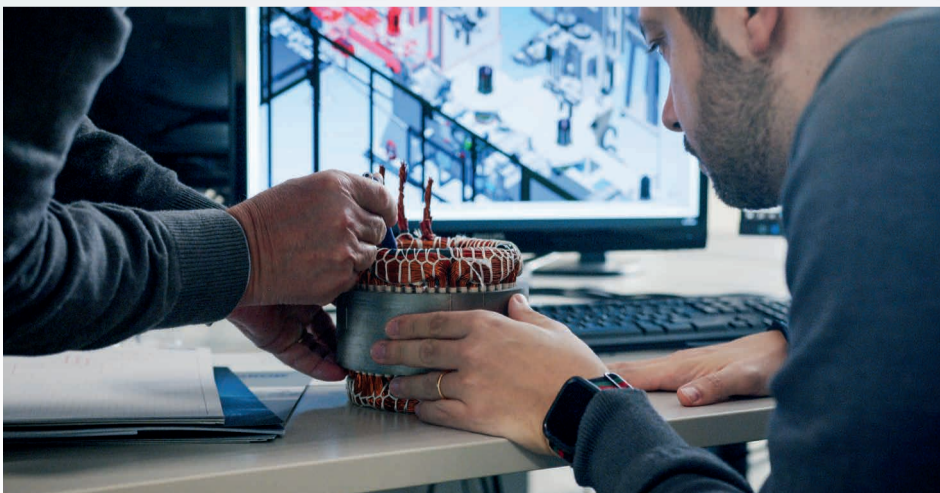
GROB Italy in transition

For GROB Italy, the year 2023 was characterized by strong teamwork, both internally and, above all, with GROB Mindelheim. Communication, the exchange of ideas and projects, and collaboration to achieve common goals were enhanced. GROB Italy worked hard to further optimize its internal processes, including the implementation of SAP, the introduction of the Kanban method for organizing the supply chain, and a general reorganization of quality standards.

Focus on After-Sales Service and customer proximity

Throughout the year, the Machine Tool Division of GROB Italy, dealing with the universal machine sector, machining business, additive manufacturing, and service solutions, actively worked on strengthening the department. The focus was particularly on After-Sales Service. Thanks to strong teamwork, GROB Italy successfully achieved its sales targets in the first half of 2023.

Close customer proximity with prompt offers and efficient technical service proved to be a successful strategy for the Italian market. GROB Italy was also present at various trade fairs in 2023, where colleagues from Italy took the opportunity to engage directly with visitors and prospects.



GROB Brazil – 4-axis series continues to thrive in the Brazilian market

GROB Brazil has continued to secure numerous projects for the 4-axis series this year. The Brazilian sales team is currently working on expanding into new markets in this area, such as construction, agriculture, and general mechanical engineering. In collaboration with GROB China, efforts are also underway to further optimize machine design and implement cost-cutting measures.

„The 4- and 5-axis machines cover the entire national demand in all segments present in Brazil: automotive, die and mold industries, aerospace, and medical technology,“ stated *Michael Bauer, CEO of GROB Brazil*.

GROB Brazil receives Navistar’s „Supplier of The Year“ Award

GROB was honored by Navistar with the prestigious „Supplier of The Year“ award in the „General Procurement“ category. This award is part of the Navistar Leadership Awards, recognizing suppliers who have excelled in specific areas such as quality, customer service, general procurement, and logistics.

Michael Bauer, President of GROB Brazil, participated in the award ceremony at the „Supplier Summit 2023,“ held on September 25 and 26 in Chicago, USA. „Our Brazilian plant is very proud to have been chosen as a partner by Navistar, and this award reflects our commitment to delivering high-performance machines to our customers. I congratulate the entire team for their contribution and dedication and thank Navistar for the recognition and great collaboration,“ said Michael Bauer.



EXPOMAFE – First major trade show participation post-pandemic

Another highlight for GROB Brazil this year was EXPOMAFE. It marked GROB’s first major trade show appearance after the pandemic. Visitors enjoyed the live presentation of the G640 and G550, as well as the introduction of GROB’s new technologies. EXPOMAFE 2023 provided the perfect opportunity for GROB Brazil to reintroduce itself to the market post-pandemic and engage with professionals and interested parties up close.

*At a
glance!*
Facts and figures

670
Visit reports

G640 & G550
Live in action

300 m²
Floor space

GROB USA – Changes in order intake and new assembly hall for Bluffton

Customers of GROB USA have significantly reduced, and in some cases, eliminated any new investments in the traditional combustion engine. As a result, metal cutting orders have been reduced by 90%. The production schedule went from 60% metal cutting in the system business down to 12%. GROB USA expects this number to stay low as orders for assembly business and e-mobility projects take over the majority of production.

Orders from the assembly business and the electromobility sector now constitute the majority of production orders, posing a challenge as the engineering group requires more capacity. The production in Bluffton now needs to transition from larger to smaller parts, presenting a challenge for the troubleshooting team as more capacity and expertise are required. Additionally, new commissioning teams for cameras, lasers, and robots are needed.

Due to the significant growth in activities at GROB USA, especially in the electromobility sector, the Bluffton facility will be expanded with an additional logistics and sub-assembly hall. The hall will increase the production area by approximately 10,000 m².



GROB USA – Public Open House and 5-AXIS LIVE! Events are great successes

On May 13, GROB USA hosted an Open House event. Unlike in Mindelheim, the Open House in Bluffton was open to the public, entire families, along with community members, to get an insight into GROB. Visitors were able to see our machines up close and were given guided tours by our employees, who answered questions and provided information about GROB.

On August 22, GROB Bluffton once again hosted the 5-AXIS LIVE! event. The day was filled with numerous machining demonstrations from various industries, along with several suppliers and partners displaying their products. For the total of 126 specialized visitors, there was plenty to discover.

At a glance!

Facts and figures

Public Open House May 13, 2023

*3,500
Visitors*

*Company tours by
trainees and employees*

*Great attractions
for young and old:
Tombola & bouncy castles*

5-AXIS LIVE! Event August 22, 2023

*130
Trade visitors*

*17
Exhibitors*

*G150, 3x G350, 2x G550,
G550T, G350 with PSS-T
Live in action*



At a glance!

Facts and figures

CIMT
April 10 – 15, 2023

214 m²
Booth

870
Visit reports

CWIEME
June 28 – 30, 2023

80 m²
Booth

205
Visit reports

Open House
November 8 – 10, 2023

G350a, G550, G640 & G320
Live in action

230
Visit reports

GROB China returns after a two-year break to the leading trade fairs CIMT and CWIEME

After a two-year break due to the pandemic, CIMT and CWIEME, two of the most important trade shows for the Chinese market, took place in China again. CIMT in Beijing is one of the leading trade shows with a focus on machine tools. GROB China participated, showcasing the G700F and G350 live to visitors. The counterpart to this is CWIEME in Shanghai, focusing on electromobility in China. It was only natural that GROB was represented at both shows this year.



Both trade shows not only provided GROB China with the opportunity for knowledge exchange but also served as a crucial platform to explore new customers and markets, further advancing competitiveness.

Open House 2023

This year, GROB China hosted an Open House event under the theme „German High Tech Machines – Made by GROB China“ from November 8 to 10. Visitors had the chance to experience the diverse range of GROB products up close.



The day was filled with exciting live presentations, covering universal machines, electromobility, and presentations of industry-specific Centers of Excellence, offering something for every interested party. Visitors also got a behind-the-scenes look with a factory tour through the Chinese facility.

Outlook 2024: Management change at GROB China

In 2024, there will be significant changes in the leadership of GROB China. Thomas Neubert and Marcus Ostler will turn to new responsibilities in the coming year. Marcus Ostler will return to Mindelheim, where he will take on a new role as Director of the Business Unit Machining Systems. GROB USA welcomes Thomas Neubert as the new CSO.

GROB China will be reinforced by Maximilian Koller, who will serve as Sales Vice President. Sebastian Klingler will become the new CEO of GROB China. Ruizhe Yu (CFO) and Biao Wang (CSO) will continue their roles at GROB China.



f.l.t.r.: Ruizhe Yu (CFO), Maximilian Koller (Sales Vice President from 2024), Thomas Neubert, Marcus Ostler, Sebastian Klingler (CEO from 2024) and Biao Wang (CSO)

Showroom⁴ – Expansion of worldwide application centers at our branches

In our continuous effort to provide our customers worldwide with the best possible solutions, we have expanded our application centers and opened new showrooms in Mexico, Thailand, Korea, and the United Kingdom in recent months. The new showrooms not only reflect our global growth but also provide our customers with a unique opportunity to experience our innovative solutions and technologies up close.

Our new showrooms serve not only for showcasing our machines but also offer on-site individual consultation for our customers. Our competent teams are ready to collaboratively find the best solutions for specific customer requirements, from selecting suitable technologies to seamlessly integrating them into existing systems.

In recent years, the high added value of our worldwide application centers has been prominently highlighted, and now our branches also benefit from this unique feature.



First Open House for GROB UK with the inauguration of the new Technical Application Center in Stratford-upon-Avon

Open House at our branches GROB UK, GROB Thailand, and GROB Poland

This year, three of our branches celebrated an Open House. It was a premiere for GROB UK and GROB Thailand, while GROB Poland hosted its third trade fair. From May 16 to 17, GROB Poland invited numerous customers to experience GROB technologies.

GROB Thailand followed with its Grand Opening on November 2. The day was filled with exciting presentations and live machining for the visitors.

GROB UK concluded the series from November 15 to 16. Under the motto „#NextLevelThinking – FUTURE PROOF YOUR BUSINESS WITH GROB,“ interested parties could witness live demonstrations of our automation solutions and universal machines. In total, these three Open Houses welcomed 476 visitors and customers.

At a glance!

Facts and figures



Ceremonial opening of GROB Thailand showroom



Grand Opening of GROB Thailand



Third successful trade fair for GROB Poland

41

Application engineers worldwide

10

Showrooms worldwide

45

Demo machines worldwide

Worldwide machining for a lifetime

GROB – GLOBAL AND INTERNATIONAL.



www.grobgroup.com

NORTH AMERICA

Bluffton, Ohio, USA
Detroit, Michigan, USA
Querétaro, Mexico

SOUTH AMERICA

São Paulo, Brazil

EUROPE

Mindelheim, Germany
Pianezza, Italy
Stratford-upon-Avon, Great Britain
Hengelo, Netherlands
Senlis, France
Baar, Switzerland
Poznań, Poland
Győr, Hungary

ASIA

Dalian, China
Bangalore, India
Beijing, China
Shanghai, China
Yokohama, Japan
Suwon, South Korea
Haiphong, Vietnam
Bangkok, Thailand

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