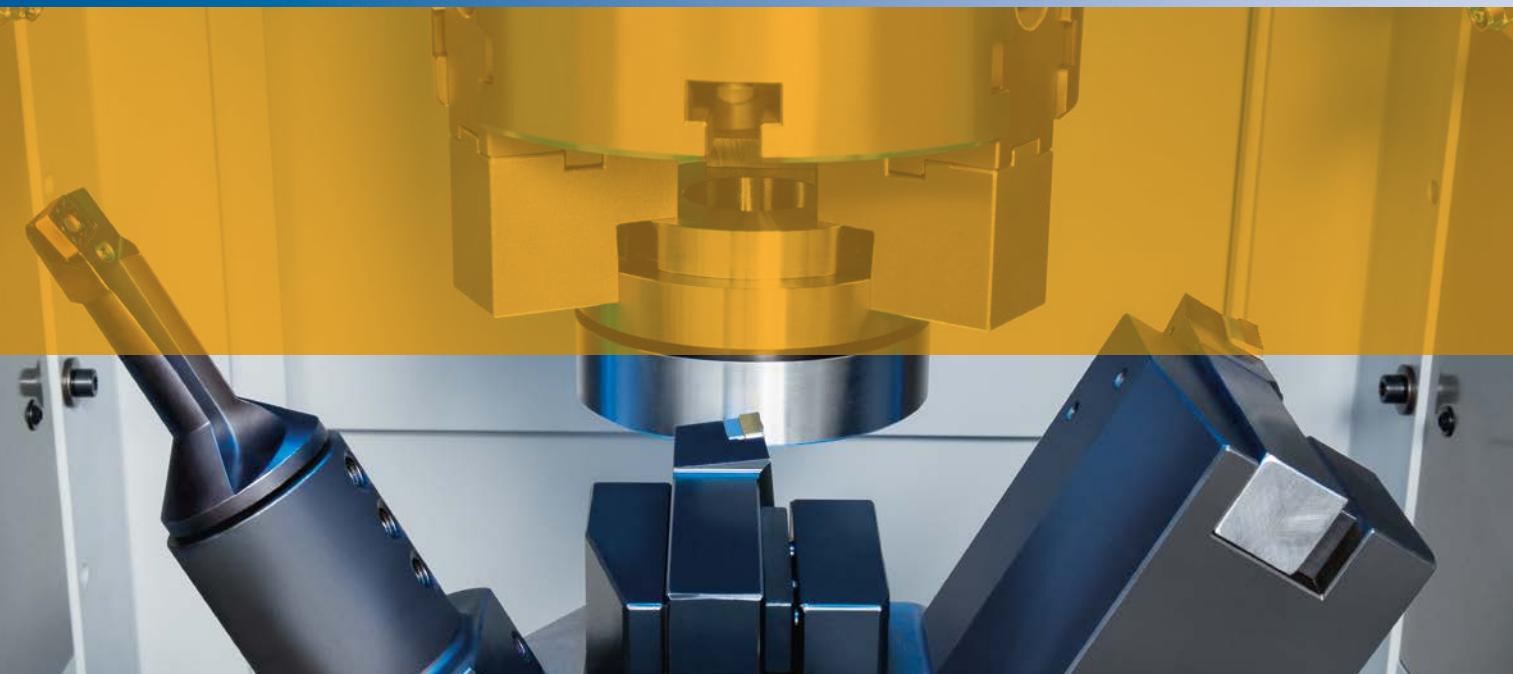


The German machine tool industry A can-do partner for Malaysia



German machine tools are in demand all over the world. The products are innovative and technologically unsurpassed; the companies operate on an international scale, offering their customers products, solutions and services from a single source. The performance of Germany's machine tool industry has been crucial in establishing the superlative reputation of the "Made in Germany" tag.



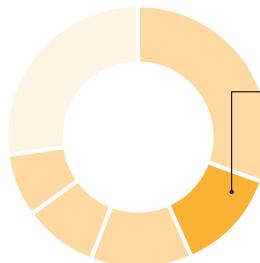
Using cutting-edge technology to achieve global vendor supremacy: a portrait of the German machine tool industry

“Made in Germany” machine tools are the key to success, particularly in times of globalized change. They supply industrial manufacturers with technologies of innovative excellence, helping them to meet and master the challenges of both the present and the future, thus guaranteeing sustained technical progress. Besides the products themselves, it is primarily the single-sourced solutions and services that have crucially underpinned the sector’s magnificent reputation for generations now, and that will continue to do so in the future.

The factors behind the success of the companies concerned include a highly qualified workforce, the effective infrastructure in place throughout Germany and the dense network of can-do suppliers. They include discerning customers, with whom joint development and trialling projects are conducted, plus not least the superior teams of researchers, who make sure that the very latest findings are incorporated in the machine tools produced. With all these advantages, the German machine tool industry ranks among the world’s top producers and exporters on the international machine tool market, helping its customers all over the world to become and remain successful.

The machine tool industry plays an absolutely key role for industrial manufacturing operations: it supplies production technology for metalworking jobs in all branches of industry, thus making a crucial contribution towards raising productivity levels in the entire industrial sector. The mechanical and electrical engineering sectors, the automotive industry and its component suppliers, the aircraft industry, medical technology, manufacturers of metal products, and many more, all benefit from their partners in the German machine tool industry.

Top 5 in world production 2021

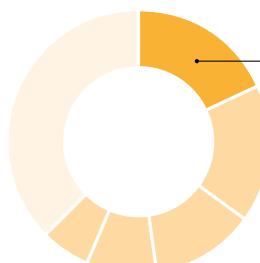


China	30.7%
Germany	12.5%
Japan	12.5%
USA	8.6%
Italy	8.0%
Others	27.7%

Note: excluding parts/accessories

Sources: VDW, national associations, national statistical offices

Top 5 in world exports 2021

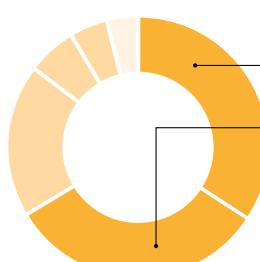


Germany	18.0%
Japan	17.1%
China	12.4%
Italy	8.1%
Taiwan Region	6.4%
Others	38.0%

Note: excluding parts/accessories

Sources: VDW, national associations, national statistical offices

Customer branches of the German machine tool industry



Automotive industry and components supplier	31.1%
Mechanical engineering	29.1%
Metals, metal products	17.2%
Aerospace	5.4%
Electrical industry	4.4%
Precision mechanics, optics, medical industry	3.4%
Others	9.4%

Note: percentage distribution of the production value 2021

Source: VDW association's statistics



German machine tool manufacturers: valuable partners for Malaysian industry

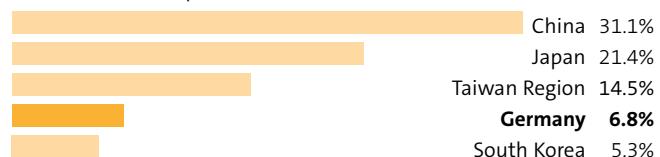
Malaysia is an emerging market that has been investing heavily in its manufacturing sector, including its machine tool industry. According to the German Machine Tool Builders' Association (VDW), in 2022 Malaysia was the most important export market for German machine tools in Southeast Asia.

The export value of German machine tools and parts to Malaysia amounted to around 45 million euros. This accounts for 7 per cent of all machine tool imports of Malaysia, making it the fourth-largest supplier for the Malaysian industry.

Looking ahead, VDW expects the demand for machine tools in Malaysia to continue to rise, driven by the country's ongoing high investments in the manufacturing sector, including the automotive and electronics industries. However, the long-term increase in demand is expected to be gradual and dependent on the global economic situation.

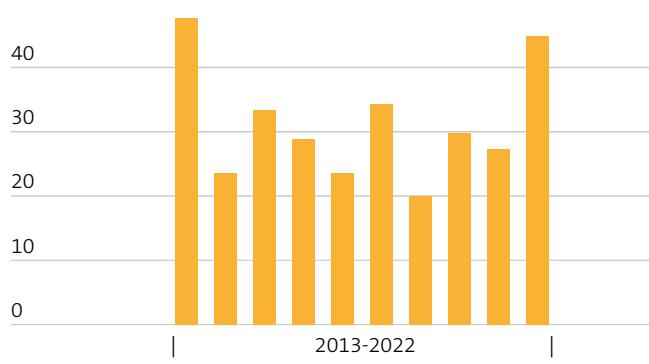
In the future, Malaysia will continue developing its manufacturing industry, leading in turn to an increased demand for advanced technology products. Germany is able to offer high-quality and advanced technology products, while Malaysia provides a market for them, as well as a hub for regional distribution. Therefore, the bilateral trade between Germany and Malaysia is expected to continue to grow in the future.

Machine tool imports of Malaysia, Top 5 suppliers 2021
% share of total imports



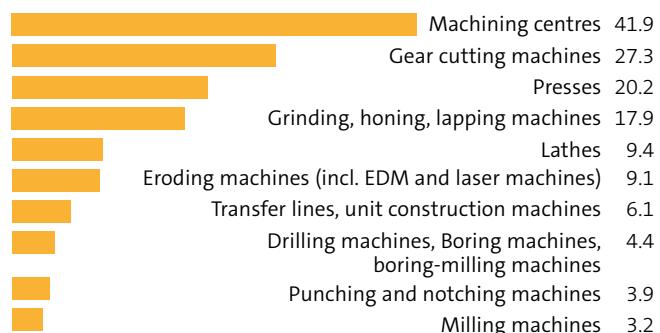
Note: machine tools excl. parts/accessories
Sources: foreign trade statistics of Malaysia, VDW

German machine tool exports to Malaysia 2013-2022
in million euros



Note: machine tools incl. parts/accessories
Sources: Federal Statistical Office, VDW

German machine tool exports to Malaysia by machine type 2022
in million euros



Sources: Federal Statistical Office, VDW

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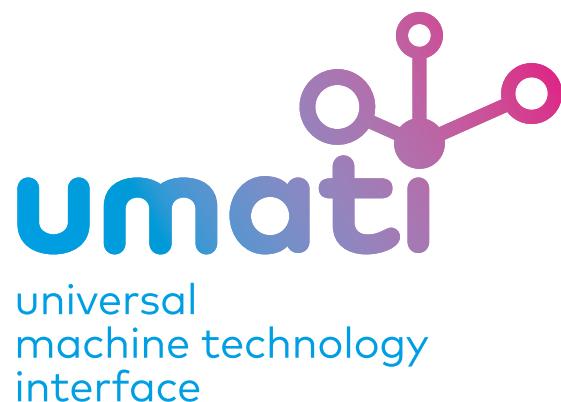


EMO Hannover takes the pulse of the industry. The permanent evolution is particularly evident here. As the world's premier trade show for production technology, we see change as an opportunity for setting a good example. We are embracing more new subject areas than ever before. And we are also the central point of contact for the industry outside of the trade show period itself.

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umati (universal machine technology interface) is the global initiative for open communication interfaces for the machine building industries and their customers. Machine builders, software producers, component suppliers, and users unite in a strong community to promote the use of open, standardized interfaces based on OPC UA companion specifications. umati ensures their identical implementation, provides a platform for sharing experience, creates visibility in the market, and provides hands-on demonstration of added value at <https://umati.app>.

umati facilitates exchange of data between machines, components and installations and their integration into customer- and user-specific IT ecosystems – easily, seamlessly and securely.

OPC UA provides a communication framework between devices on the shop floor. Standardized data models, which are defined in OPC UA Companion Specifications, can be easily expanded with customer or manufacturer specific data. For machinery, the central companion specification is the OPC UA for Machinery, which contains basic modules for the machine interface. These modules are crucial for the entire machine and plant engineering sector (free download: <https://umati.org/UA4M>). The OPC UA for Machine Tools represents a major milestone for the machine tool sector (free download: <https://umati.org/UA4MT>).

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VDW:

Door-opener for your business with the German machine tool industry

VDW (German Machine Tool Builders' Association), based in Frankfurt/Main, represents the interests of the German machine tool industry. Together with the Machine Tools and Manufacturing Systems sector association within VDMA (German Engineering Federation), VDW comprises some 300 predominantly mid-tier companies. They account for about 90 percent of the sector's total turnover, and are voluntary members of the association.

VDW is the face of the industry to the public, political decisionmakers, business partners, and the scientific community. It has been a service provider for its members for 132 years now. Based on its in-depth knowledge of the industry, VDW informs its clients with supreme competence, providing advice, and supporting them on individual questions and problems.

As one of the few industry associations that organize exhibitions for the international machine tool industry, VDW has many decades of experience in this field. With its *A fair by VDW* quality seal, it stages the leading trade fair for production technology, EMO Hannover, under the banner of *Innovate Manufacturing* on behalf of the European Association of the Machine Tool Industries (CECIMO), next scheduled for 18 to 23 September 2023. VDW also organizes its own international exhibition for metalworking technologies, METAV in Düsseldorf, next scheduled for 20 to 23 February 2024. GrindingHub, the new hub for international grinding technology, and the youngest member of VDW's exhibition portfolio, successfully premiered in Stuttgart in spring 2022, and will return from 14 to 17 May 2024.

In addition, VDW accompanies its members to manufacturing technology exhibitions in the key export markets. The association applies for official joint company participation from the German Federal Ministry for Economic Affairs and Climate Action, and helps small and medium-sized companies to penetrate new markets.

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