

Dear DMG Mori Distribution Team:

Greetings!

The DMG Mori Academy invites you to read about additional details regarding the upcoming training reimbursement program to begin on the first of next month. We are excited to offer this new program as we transition from non-profit to profit, raising our price points.

A tuition increase for customers wishing to take advantage of the academy is needed to offset the rising operational costs of delivering quality educational content. Our goal is to ensure that customers are satisfied with both the academy training and purchasing incentives.

Effective March 1, 2022, tuition paid by customers to DMG Mori Academy USA will be available as credit towards the purchase of new DMG Mori machine tools upon course completion. Credits are available for product purchases up to 12 months following valid course completions.

Please note that the maximum tuition amount available for reimbursement credit is \$6,500.00.

Only courses from the regular schedule at either the Chicago or Davis facilities will be eligible. Online courses will be excluded. All courses completed before 3/1/2022 will also be excluded.

Customers must enter into a qualifying purchase and present a completed product purchase order to obtain reimbursement credits. Verbal agreements or other plans are not valid.

We hope customers will see the training reimbursement program as an incentive for investing in the education of their employees and a chance to invest in the latest machine tool technologies.

We hope you, as distributors, will see the program as an exciting new way to offset increased prices for customers, as well as an avenue to sell more high-quality products to better-trained customers and operators. We encourage you to use the training reimbursement program as a sales tool for 2015 and beyond. Thank you all in advance for your participation in the program.

For more details, including what effects course cancellations will have, please contact Kris Dodd at 866-694-8352 x5393. We also welcome any feedback you may have about the new program.

Sincerely,

The DMG Mori Academy USA