



Press Release

TRUMPF sales revenues up 27 percent in anniversary year / Profit increases by 31 percent / USA largest single market ahead of Germany

High-tech company TRUMPF presents figures for the fiscal year 2022/23: Sales revenue increases by 27 percent to 5.4 billion euros, EBIT rises by 31 percent to 615 million euros. Number of employees worldwide increases by almost 2,000 to 18,400, in Germany by 700.

Ditzingen, Germany, October 26, 2023 - At the close of the fiscal year 2022/23 on June 30, 2023, the TRUMPF Group recorded a significant **27 percent increase in sales to 5.4 billion euros** (fiscal year 2021/22: 4.2 billion euros), the highest sales revenues in the company's 100-year history to date. The **order intake** again exceeded the 5 billion mark, but at **5.1 billion euros** fell noticeably short of the previous record level (fiscal 2021/22: 5.6 billion euros). It therefore decreased by **8.8 percent**. At **615.4 million euros**, the Group's **operating earnings before interest and taxes (EBIT)** grew positively by **31.4 percent** compared to the previous year (468.4 million euros). As a result, TRUMPF achieved an **EBIT margin of 11.5 percent** (previous year: 11.1 percent) despite increased raw material, logistics and personnel costs.

TRUMPF's largest single markets

TRUMPF's strongest single market in terms of sales was the **USA with 899 million euros** (previous year: 656 million euros). In the home market of **Germany**, sales increased to **779 million euros** (previous year: 589 million euros). The third largest single market and also the strongest Asian market was **China**. TRUMPF was able to increase sales there to **602 million euros** (previous year: 575 million euros).

Business divisions

Looking at the business fields, the largest share was accounted for by the **Machine Tools division** with **3.0 billion euros**, which increased by 32.8 percent compared to the previous year (previous year: 2.3 billion euros), followed by the



Press Release

Laser Technology division with **2.1 billion euros**, which achieved an increase of 28 percent (previous year: 1.6 billion euros).

The **EUV business** again recorded strong growth in sales of 22.2 percent to **971 million euros** (previous year: 795 million euros). The Freiburg and Warsaw-based TRUMPF **Electronics division**, which is accounted for through Laser Technology, achieved record sales of **546 million euros** (previous year: 344 million euros). This constitutes an increase of 58 percent.

Development of employee numbers until June 30, 2023

During the reporting period, the **number of TRUMPF employees** increased by nearly 2,000. New jobs were created in the growth fields of EUV and electronics in particular. As of reporting date June 30, 2023, the company employed **18,352 people** globally (**previous year: 16,554**).

In **Germany**, the number of employees grew by **8.4 percent to 9,124 (previous year: 8,417)**. 5,767 of them work at the headquarters in Ditzingen, Gerlingen and Hettingen. In the year under review, 550 young people completed a training course or a co-op work-study program, resulting in a training ratio of 3.5 percent, which was slightly higher than the previous year (3.3 percent).

TRUMPF is a research-intensive company far above the industry average. The number of **employees in research and development increased by 8.8 percent to 2,853 (previous year: 2,623)**. At 476 million euros, research and development expenditures were significantly higher than in the previous year (448 million euros). In relation to the rise in sales revenues, **the development cost ratio fell slightly to 8.9 percent (previous year: 10.6 percent)**, but still remained at a high level above the industry average.

Investments and acquisitions

In the past fiscal year, TRUMPF invested more than ever before. **Investments in plots and buildings, technical facilities as well as operating and office equipment** increased by 44.7 percent compared to the previous year (218 million euros) to a record high of **316 million euros**. TRUMPF made 59.1 percent of its



Press Release

investments in Germany. About 44.6 percent of this was accounted for by construction investments, most of which were made at the headquarters in Ditzingen. This is a continuation of construction projects already started in previous years. 28.2 percent of our investments were made in the rest of Europe, 6.1 percent of investments were made in the Americas, and 6.7 percent in Asia.

In February 2023, TRUMPF agreed on a strategic partnership for smart factory solutions with **STOPA**, one of the leading manufacturers of automated storage systems. In this context, TRUMPF has acquired a 25.1 percent stake in STOPA Anlagenbau GmbH. Among other things, STOPA supplies automated storage systems for TRUMPF's Smart Factory solutions. Customers can use them to automate the loading and unloading of their machines and to network them logistically.

In March 2023, we increased our stake in **Auroma Technologies Co. DbA Access Laser Company (USA)** from 85 percent to 100 percent.

Nicola Leibinger-Kammüller, CEO of TRUMPF, said at the annual press conference in Ditzingen: "Our anniversary year was an extraordinarily successful one for TRUMPF. The growth in sales was due to the general upturn in demand for all TRUMPF products and in particular to the resolution of supply chain problems that led to delivery delays in the previous year. As a result, we had a high order backlog that we were able to work off. Since spring, however, we have felt a decline in demand in many markets. In view of the difficult overall economic development, I am therefore very cautious about the coming months."

Digital photographs in print-ready resolution are available to illustrate this press release. They may only be used for editorial purposes. Use is free of charge when credit is given as "Photo: TRUMPF". Graphic editing – except for cropping out the main motif – is prohibited. Additional photos can be accessed at the [TRUMPF Media Pool](#).





Press Release



Dr. phil. Nicola Leibinger-Kammüller
CEO



TRUMPF Managing Board

(from left to right) Dr. rer. nat. Hagen Zimer, Dr.-Ing. Stephan Mayer, Dr. rer. nat. Berthold Schmidt, Dipl.-Betriebsw. Oliver Maassen, Dr. rer. pol. Lars Grünert, Dr. phil. Nicola Leibinger-Kammüller, Dr.-Ing. Mathias Kammüller



Annual Report 2022/23

“100” – title of the new TRUMPF annual report for 2022/23.



About TRUMPF

TRUMPF is a high-tech company offering manufacturing solutions in the fields of machine tools and laser technology. The Company drives digital connectivity in the manufacturing through consulting, platform products and software. TRUMPF is one of the technology and market leader in highly versatile machine tools for sheet metal processing and in the field of industrial lasers.

In 2022/23, the company employed some 18,400 people and generated sales of about 5.4 billion euros. With over 80 companies, the TRUMPF Group is represented in nearly every European country as well as in North America, South America and Asia. The company has production facilities in Germany, France, the United Kingdom, Italy, Austria, Switzerland, Poland, the Czech Republic, the United States, Mexico and China.

Find out more about TRUMPF at www.trumpf.com



Press Release

Press contact:

Dr. Andreas Möller
Head of Corp. Communications, Public Policy, Brand
Mobile: +49 160 94781074
Phone.: +49 7156 303-36824
andreas.moeller@trumpf.com

Rainer Berghausen
Head of Group Communications
Mobile: +49 172 7913123
Phone.: +49 7156 303-31720
rainer.berghausen@trumpf.com

TRUMPF SE + Co. KG, Johann-Maus-Str. 2, 71254 Ditzingen, Germany