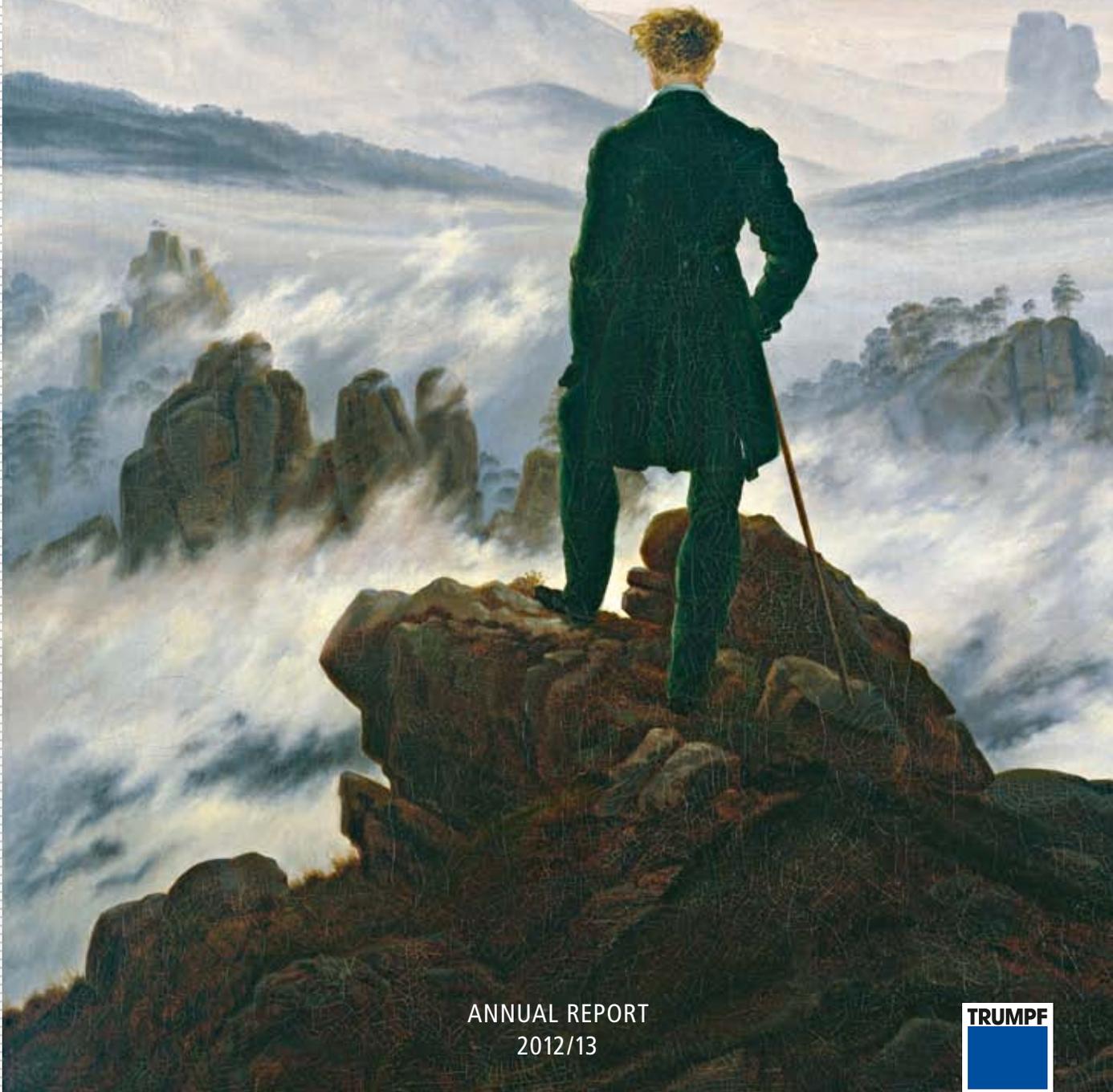


different



ANNUAL REPORT
2012/13



TRUMPF Group

Figures

TRUMPF Group		2010/11	2011/12	2012/13	Change to 2011/12
Sales	in million €	2,023.8	2,328.2	2,343.4	+0.7%
Overseas share	in percent	70.8	71.2	74.5	+4.7%
Orders received	in million €	2,219.3	2,347.7	2,330.0	-0.8%
Income before taxes	in million €	185.3	210.9	154.1	-26.9%
Group net income/loss for the year	in million €	139.5	167.1	115.6	-30.9%
Net operating margin before taxes	in percent	9.2	9.1	6.6	-27.4%
Cash flow after taxes*	in million €	207.7	221.7	173.7	-21.7%
Expenditure on fixed assets	in million €	60.7	152.5	136.1	-10.8%
Expenditure on research and development	in million €	158.0	193.4	211.0	+9.1%
Balance sheet total	in million €	1,776.3	2,042.9	2,056.9	+0.7%
Equity	in million €	833.1	924.7	945.2	+2.2%
Equity ratio	in percent	46.9	45.3	46.0	+1.5%
Employees on June 30	number	8,546	9,555	9,925	+3.9%
Personnel expenses	in million €	551.1	638.8	687.6	+7.6%

* Group net income/loss for the year after partners' taxes plus depreciation and change in accruals for pensions and similar obligations as well as special effects through first-time consolidation.

TRUMPF
THE FUTURE SINCE 1923

different

Annual Report
2012/13



TRUMPF.COM





Editorial

Different from Others

Because we go our own way

TRUMPF is rather unconventional. We are a mechanical engineering company, a laser specialist – but also a manufacturer of medical technology. We are a family-run company, **responsible** and **geared toward the long-term, conscious of our history** and **focused on the future**. We are a medium-sized enterprise – even though we have almost ten thousand employees. We are a leader in innovation, and have shaped the technological state of the art for decades. And we are a group of companies that thinks internationally, with almost 50 percent of our employees working outside Germany.

With a **blend of pioneering spirit, energy, great ideas** and **healthy lateral thinking**, our developers, product managers, service technicians, purchasers, controllers, attorneys, finance experts, communicators, and employees – from production, sales, logistics, human resources, training, IT, building management, health, safety and the works council – constantly come up with **solutions that are frequently ahead of their time, bringing key benefits** to customers and colleagues.

This is the attitude that shapes our products and services **for the world of tomorrow**. With technologies that make production processes more intelligent, more rapid, and more flexible; with production methods that enter new dimensions of material processing and make several products possible in the first place; and with the expertise and the capital to help our customers transform their plans and visions into reality.

TRUMPF
THE FUTURE SINCE 1923

Different from others



different

Arne Steck p.012
Workshop Lecturer
for Sheet Metal Design

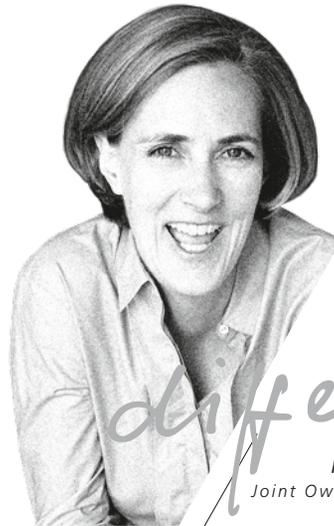
constructing differently



Different

Klaus Bauer p.006
Head of Basic
Technology Development

manufacturing differently



different

Regine Leibinger p.020
Joint Owner, Architectural Practice
Barkow Leibinger, Berlin

designing differently

Five doers

with especially innovative ideas and activities. Individuals focused on the future. For the world of today and tomorrow.



Different

*Dirk Sutter p.028
Head of R + D,
Ultrashort Pulse Lasers*

focusing differently



different

*Sabrina Mebus p.036
Project Manager, Bank Launch*

calculating differently





Fig.

001

Differently



Doer

Klaus Bauer

HEAD OF BASIC TECHNOLOGY DEVELOPMENT

manufacturing differently
Industry 4.0

INDUSTRY 4.0

manufacturing differently

TRUMPF is a driving force behind the topic "Industry 4.0". Klaus Bauer and his team are delivering suitable ideas and fundamentals for it. Where is the initiative headed? Klaus Bauer provides some possible answers:

If I want to know how my neighbor is doing, I call him on the phone. A machine in the vision of Industry 4.0 can do that too. If I'm missing some information, I search on the Internet – the machine does that too. If I want to give somebody a precise explanation of something, I use photos and videos to reinforce my message – the machine does that as well. If the navigation system in my car signals a tailback, I take an automatically suggested alternative route – and that's what the machine does with production bottlenecks too.

I could go on citing examples forever, but let me briefly summarize. The mobile, intelligent, networked world with its achievements that we take for granted every day is gradually entering factories around the globe. Experts see networking as the basis of a far-reaching improvement

in existing production processes – and they're predicting undreamed-of possibilities for optimizing the factory of the future. This networking is being regarded as the fourth industrial revolution after mechanization, electrification and automation, and it's been named Industry 4.0. The machine I described at the beginning – which is connected with the systems around it, downloads information from the Internet autonomously, is monitored by mobile camera, and reports any planning-system bottlenecks – is one of the first creations resulting from this revolution.

Online platform for TRUMPF machines

As a specific example in this regard, let me mention our Internet Telepresence Portal. With the help of this cloud-based online platform, machines make contact with the experts at TRUMPF via the touch of a button whenever production-technological issues arise. It makes no difference which country the machines or the experts are located in. The service technicians not only see the machine status – if necessary they can also intervene in the production process to remedy any errors. Very soon the machines



Fig.

001



MANUFACTURING DIFFERENTLY

will contact the portal automatically, request the latest software updates, and be able to decide independently what extensions or expansions need to be installed. Communication of status data makes it even easier to plan maintenance, for example, or other interventions, and this further increases machine availability.

The self-learning Smart Factory

That's just the beginning, though. At the core of Industry 4.0 is the self-learning "Smart Factory". It consists of production facilities that are intelligently networked to each other, to customers and to delivery systems, and have diagnostic and repair capabilities, constantly ensuring that all existing capacity is being fully utilized. If orders or amounts of available raw materials change, the production systems automatically adjust to the new parameters. Here they process intelligent products which can, for instance, communicate with their surroundings via an integrated chip. These "Smart Products" know their own history, their status and their target condition and can communicate what has to happen to them next. The plan for the future is to be able to manufacture customized and complex products

like these as simply and cheaply as today's mass-produced goods. In order to fully realize the Smart Factory, key standards are currently missing – interfaces, for instance, or information

»We're working on a factory that thinks along with you, works flexibly, and configures production resources all by itself.«

v

INDUSTRY 4.0

regarding secure networking. To close these gaps there are numerous cross-discipline research and development projects under way, in which we at TRUMPF are also actively participating.

Mobile production control

v At the center of all this – and this is something very important to me personally – is man himself. Despite increasing complexity and sophisticated automation, he always retains full control of production at all times. With the help of tablet computers like the iPad, he can control and monitor the future systems from any location, either inside or outside the factory. And although the systems are growing more complex, the employee in production should not necessarily have to notice that. We don't only want experts. People should be able to organize and decide without having to focus on the finer details of the automated controls. We do that for them.

»Human beings have experience and the power of decision, so they are being purposely integrated into all the relevant processes of the Smart Factory.«

v Fig.

001

v

MANUFACTURING DIFFERENTLY

TRUMPF has been a member of the German government's working groups for "Industry 4.0" from the very beginning, and is also on the steering committee and board of management for the "Platform Industry 4.0" of VDMA, ZVEI and BITKOM. This enables the company to actively influence the research as well as the implementation of its findings.

TRUMPF is also a partner in the CyProS (cyber-physical production systems) project sponsored by the Federal Ministry of Education and Research, and its tasks there include establishment of a reference architecture for intelligent networking.

Introducing
KLAUS BAUER

*Head of Basic Technology Development,
TRUMPF Werkzeugmaschinen GmbH + Co. KG*

TRUMPF
THE FUTURE SINCE 1923

Industry 4.0

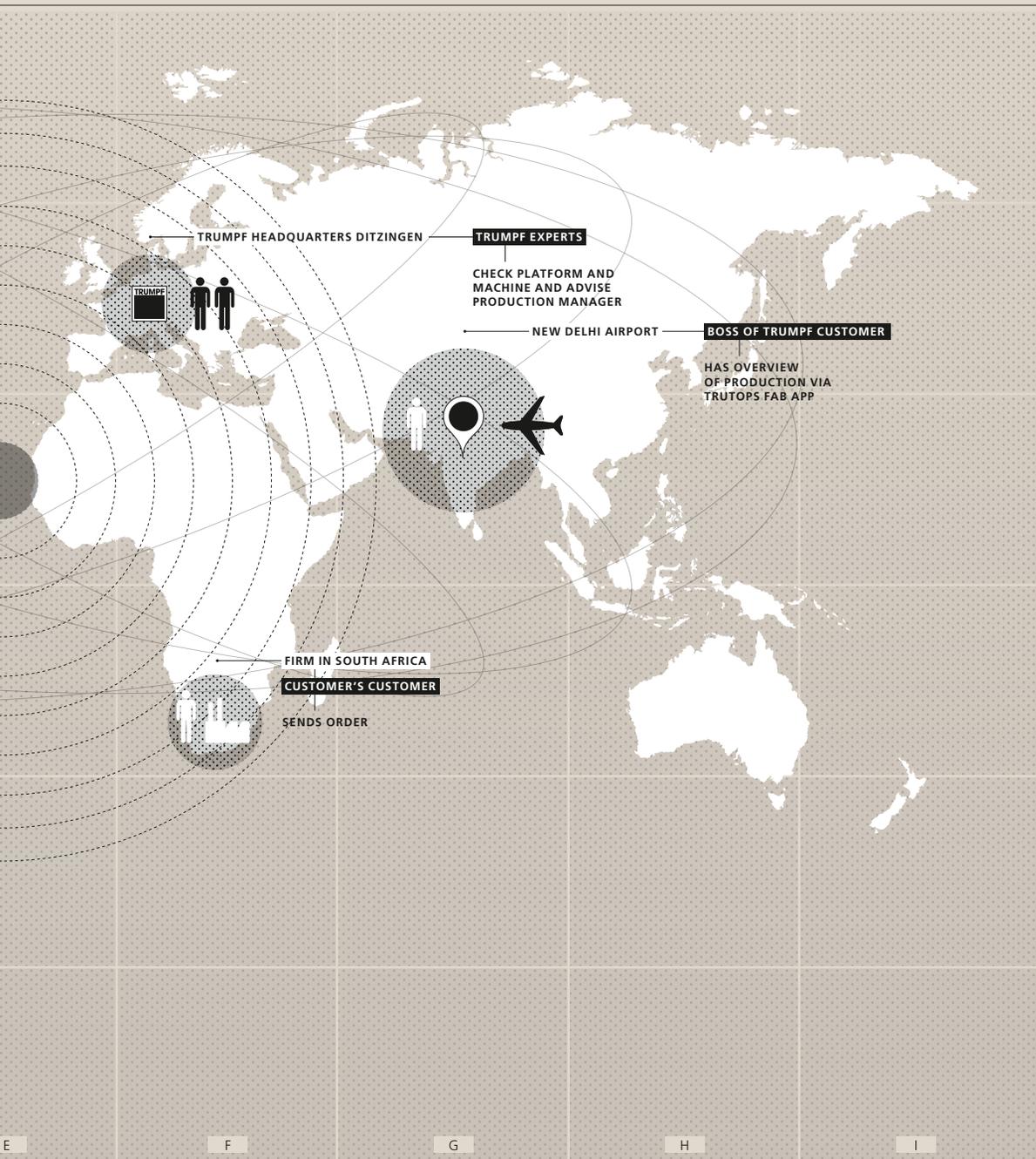


Fig.

001

v

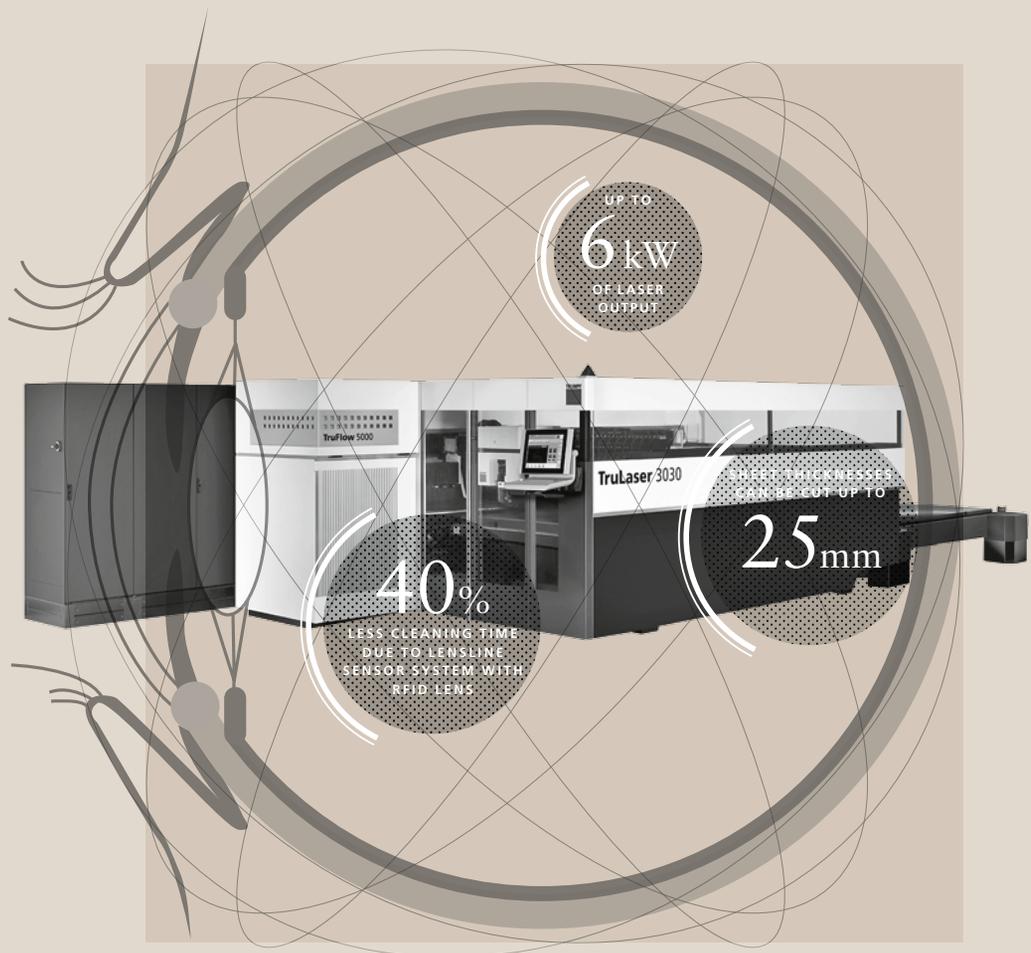
Networked problem-solving: Via the Telepresence Platform, machines contact the experts at TRUMPF, enabling them to intervene in the production process. The production manager can quickly continue with production – and his boss only needs to check the production control app to be permanently in the picture.



v
TRUMPF
 INDUSTRY 4.0

RFID Lens

TRULASER 3030



v **Product**

Laser cutting is a complex process which can be made even more precise, reliable and user-friendly by smart machine functions. When a machine cuts sheet metal at high laser outputs, the lens inside its cutting head becomes contaminated. The very latest lenses are equipped with an RFID chip, which stores specific information such as status parameters and the number of cleaning procedures. It sends an alert the moment the lens needs to be cleaned.

Thanks to the **RFID chip**, the lens can provide its own accurate status report on request.



Fig.

001



Online — Communication is a key to success. And networking between people all over the globe in these days of Twitter and Facebook has long become a familiar part of everyday life. TRUMPF technology connects not only people but also machines, ensuring that they understand each other.



Fig.

002



Intelligent — Digital and networked functions are entering new areas of our lives all the time: If the icebox is online, worrying about having enough milk in there becomes a thing of the past. The “Internet of things and services” will revolutionize kitchen and factory floor alike.



Fig.

003

**I NEED
MILK!**

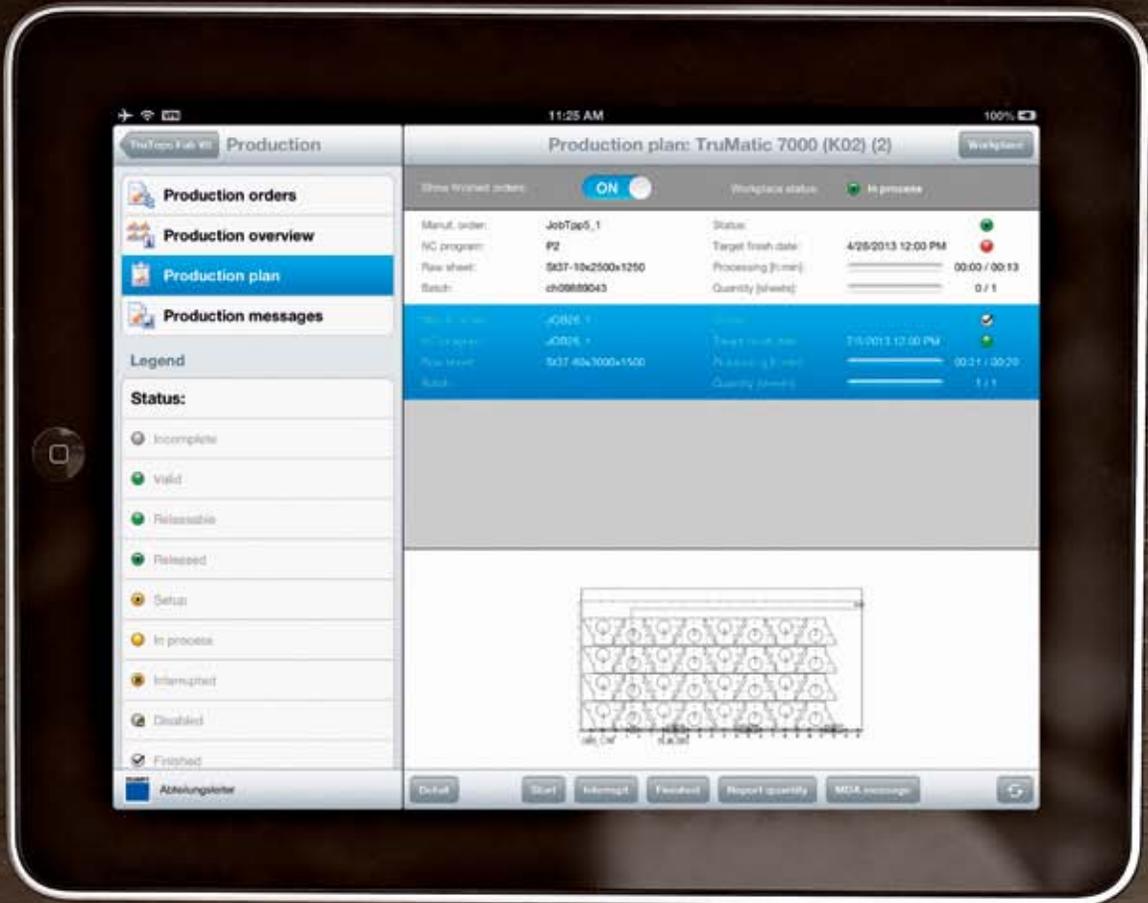


Ready-to-hand — Having a constant handle on production. Sitting on the sofa at home and checking how smoothly the night shift is going. And being able to intervene at short notice from far away – that’s Industry 4.0, already partially realized in TRUMPF production control software.



Fig.

004



Printed — A lamp resembling the inside of a blossom, with tiny holes emitting light rays all around. It was made from polyamide and laser-sintered, and can be modified at will. A good example of tomorrow's production, when customized products will prevail over cheap, mass-produced ones.



Fig.

005

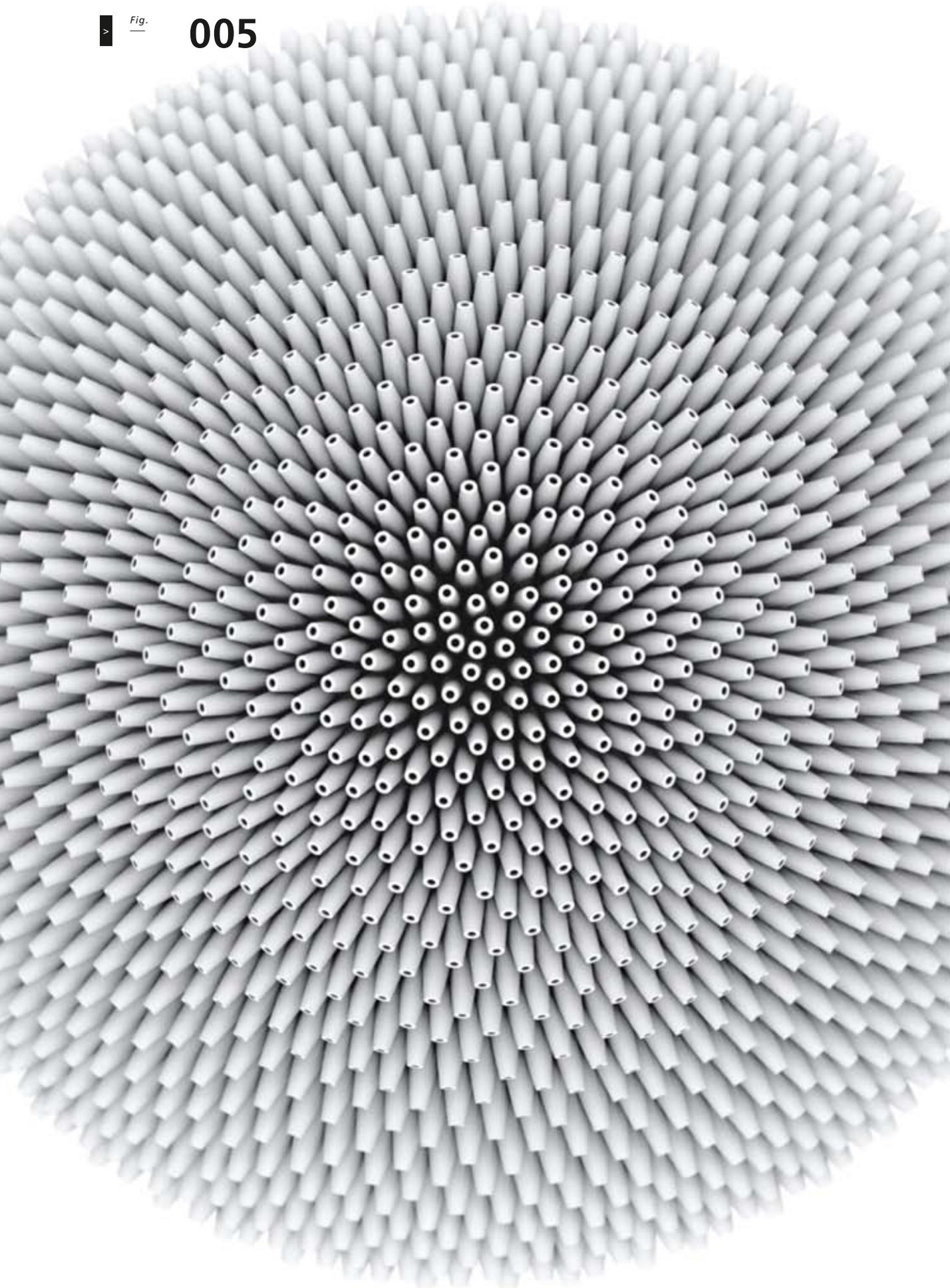






Fig.

006

different



Doer

Arne Steck

WORKSHOP LECTURER FOR SHEET METAL DESIGN

constructing differently
Sheet Metal Design

v
SHEET METAL DESIGN

constructing differently

- v
- Austria – 29 points.
 - Germany – 782 points.
 - Korea – 4 points.
 - Netherlands – 15 points.
 - Spain – 9 points.
 - Switzerland – 12 points.

No, it's not the Eurovision Song Contest, it's Arne Steck's Excel list. He's noted down how long he and his colleagues spent in which country over the past few years. The list also includes Belgium, China, Denmark, England, France, Italy, Japan, Poland, Portugal, Russia, Sweden, Singapore, South Africa, Thailand, the Czech Republic, Hungary and the US. The flights to Australia and Brazil are already booked. "We're a cheerful bunch of travelers", says Arne Steck, describing his team of TRUMPF design trainers. The objective of their excursions: to spread knowledge worldwide by means of special workshops. Arne Steck regularly looks for multipliers in all these markets to teach the topic so close to his heart – and meets enthusiasm for it wherever he goes.

Sheet metal – a state-of-the-art material

Arne Steck's deep fascination with sheet metal is the passion that drives him. When used and processed properly, this ancient and yet highly modern material can result in huge potential savings in all kinds of sectors including material consumption, weight, processing stages and manufacturing costs. Add a laser to the equation and designs are possible that only very few engineers would have spontaneously thought of.

Arne Steck's job is to travel the world to open the eyes of existing as well as potential TRUMPF customers and awaken demand in them for sheet metal components, or simply strengthen it further. This paves the way for more machine purchases, and attracts the customers of tomorrow to TRUMPF. On his trips, Arne Steck carries samples such as this one: a subassembly holder, which once comprised five components. Ever since the consulting from TRUMPF, it has consisted of just one multi-formed sheet metal component. The customer in question says this has brought him cost savings of 78 percent.



Fig.

006



CONSTRUCTING DIFFERENTLY

The analogy between sheet metal and a jelly roll is as legendary as it is true – and legend has it that it was actually coined by the President of TRUMPF herself: “If the bending radius is small, the material breaks.” Arne Steck, a design trainer at TRUMPF, is keenly aware of the limitations imposed by physics, seeing them as a constant challenge. They enable him to continually point out new options for design and construction – worldwide.

Introducing
ARNE STECK

Workshop Lecturer for Sheet Metal Design
TRUMPF Werkzeugmaschinen GmbH + Co. KG

v

SHEET METAL DESIGN

v

»An old hand at design once put it like this: ‘In the beginning, there was the middle way.’ And the guy was right.«



The direct route from A to B

Arne Steck often sees simplification as providing the route to a different and better solution: “An old hand at design once put it like this: ‘In the beginning, there was the middle way.’ And the guy was right.” Looking for the direct route from A to B without any fancy extras is the key to efficient design. As repeatedly proven in practice, production costs can be reduced enormously without anyone having to compromise on function and functionality. Whether it’s punching, laser cutting, bending or laser welding, it’s always the specific structural component involved that decides whether a solution is promising or not.

So where precision is concerned, taking a very close look is definitely worthwhile. A milled component, for instance, can frequently be replaced by a bent metal construction with no limitation placed on its functionality. Clever bending also saves on weight – an important aspect in these days of energy efficiency and lightweight construction. A cantilever arm, for example, which used to consist of four different sheet metal sections, is bent today. Thanks



Fig.

006



CONSTRUCTING DIFFERENTLY

to the bending profile, the sheet metal retains a comparable rigidity, yet its thickness can be lowered from ten to six millimeters – resulting in a 45-percent reduction in the component’s weight.

**The attraction of laser welding**

New directions like these are also possible with the laser. For a long time, no-one believed that clearances of more than 0.2 millimeters between adjacent parts were suitable for laser welding. The result: precision became exceptionally important, large amounts were spent on creating fixtures, and remote welding with flying robot optics was impossible. Now, also thanks to some smart engineers from VW, the method known as “wobbling” has been discovered. The laser beam circles the adjacent components in a spiral, overlapping them, melts away material and, as a result, spreads the melt residue. Suddenly, remote welding works – even with clearances of up to 0.5 millimeters.

The constructional freedom provided by laser welding is what makes it really attractive, however. Since it requires no overlaps or flanges, or access from two sides, laser welding delivers all

the production potential of modern sheet metal, tube and profile processing. Mechanical connections, for instance, such as quarter-turn fasteners or plug-in connectors. These positioning aids replace clamping fixtures, and the components determine their position all by themselves. The laser, with its seam that requires no finishing, can weld them together instantaneously.

This method of profile construction is currently making inroads into several sectors, including the furniture industry. Suppliers from the notoriously cost- and weight-conscious furniture enterprise IKEA, for example, have succeeded in sharply reducing the number of individual components, production times and costs required for elaborate fold-away sofa-bed constructions. So the next time you pass through the checkout at IKEA, spare a thought for all those developers, design trainers and application consultants from TRUMPF – they’re improving everyday life for all of us.

v

TRUMPF
THE FUTURE SINCE 1923

Construction Consulting

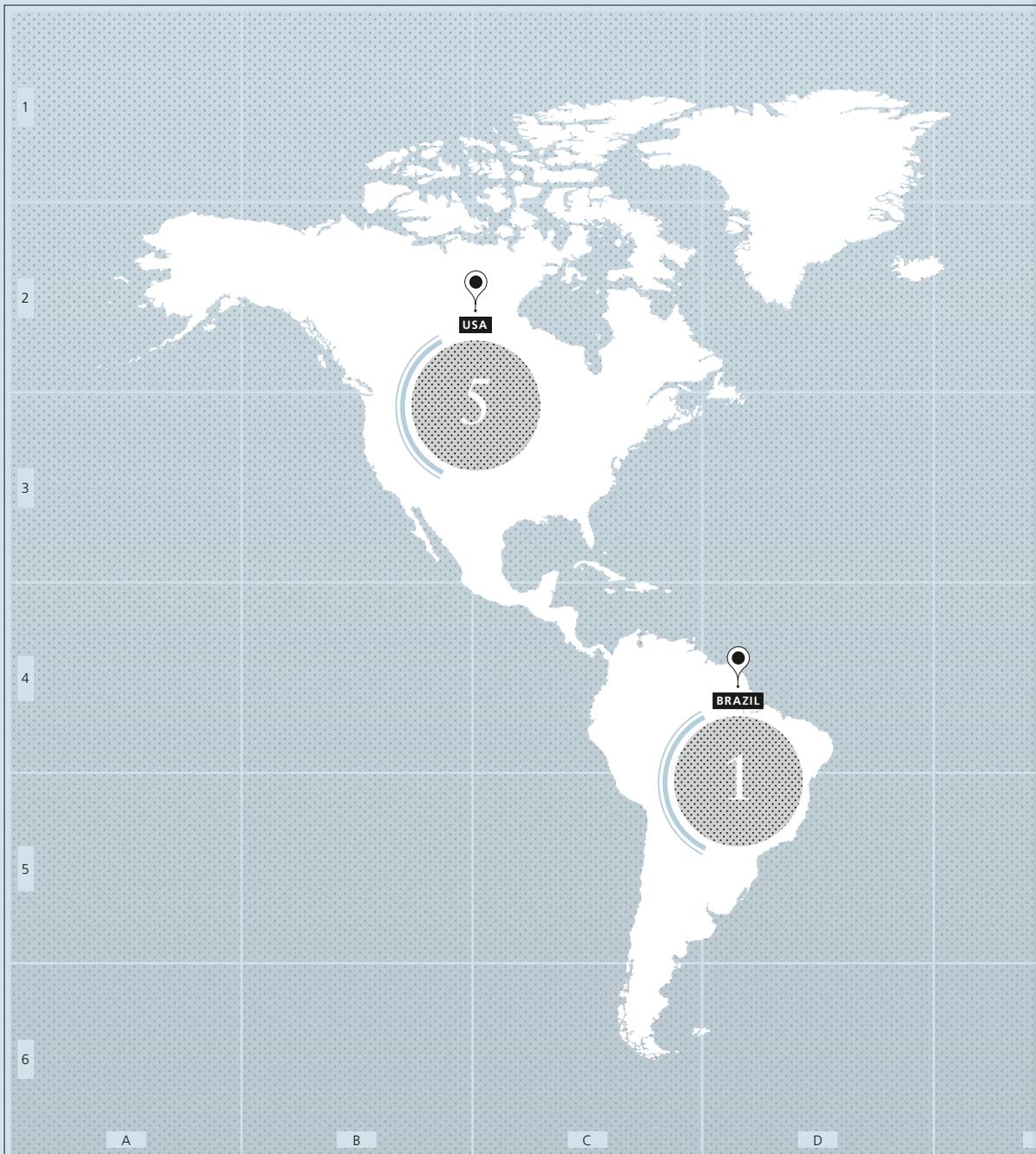
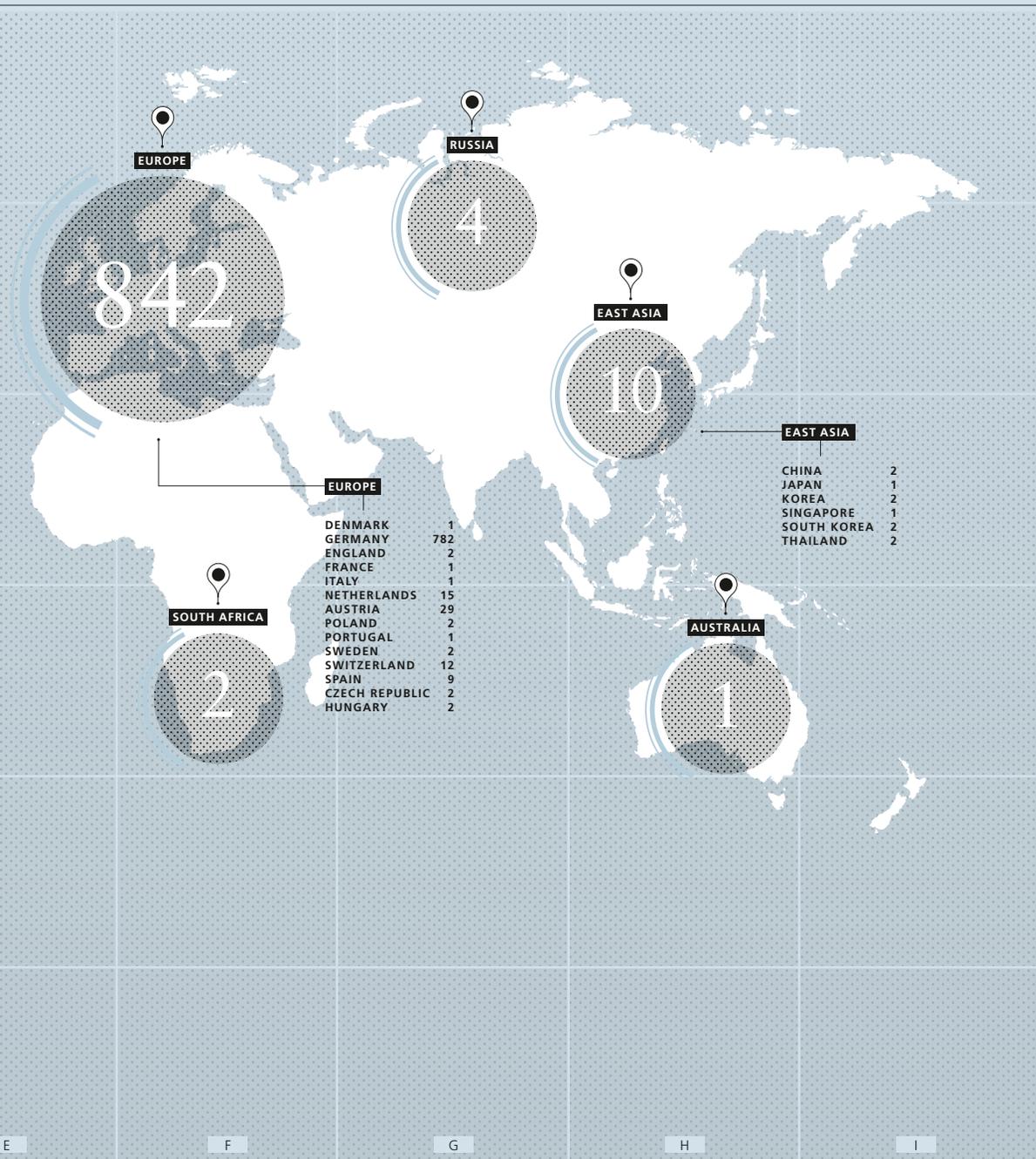


Fig.

006

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Know-how disseminated worldwide via workshops: The graphic shows in which countries and how frequently the special workshops on metal-based and laser-based design have already been held.

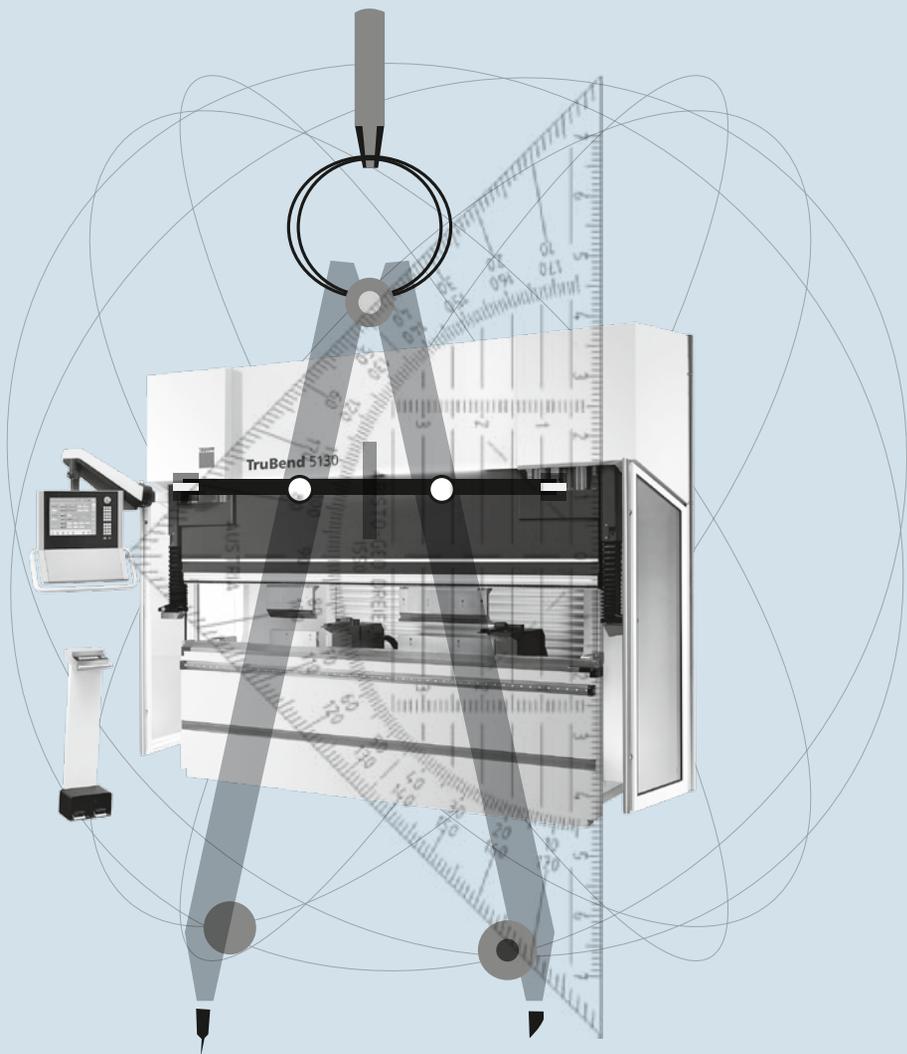


● NUMBER OF CONSTRUCTION CONSULTING WORKSHOPS IN THE REGIONS

v
TRUMPF
 SHEET METAL DESIGN

Bending

TRUBEND 5130



v **Product**

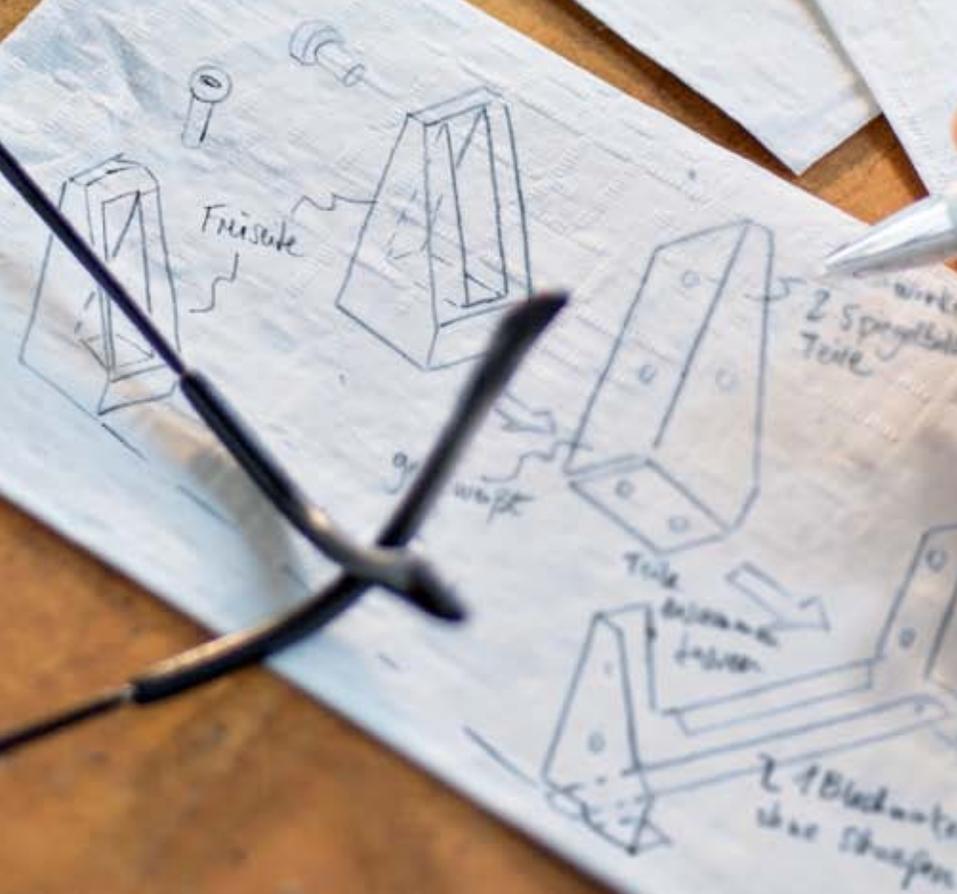
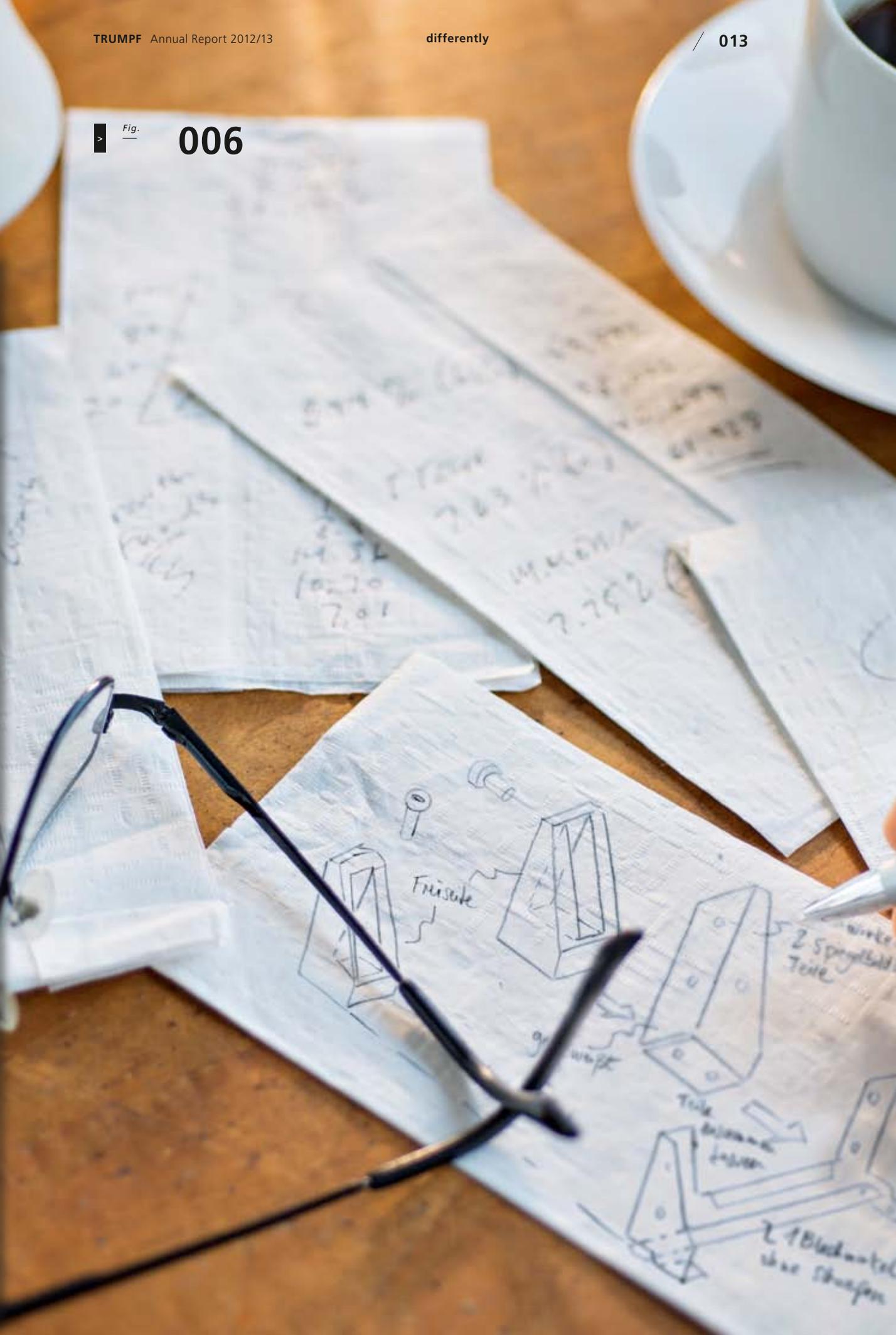
Okay, bending looks easy. Almost soundlessly, the press bar weighing several tons moves toward the sheet, bending it within just a few seconds into a three-dimensional shape. But first impressions deceive. Bending is still an extremely complex production method, placing the highest demands on designers, programmers and users alike. It also offers an infinite number of design possibilities, many of which regularly take center stage in the TRUMPF Design Workshops.

In several **sketched phases**, two milled components develop into a bending part that is far cheaper and weighs far less.



Fig.

006



Affectionate — Sometimes a sheet metal component is almost a work of art. Like this section of stainless steel with its many bends that was produced for an American ice-machine manufacturer. The masterpiece was made possible by the combination of a press brake, a 2D laser cutting system – and a sophisticated design.

Fig.

007



Powerful — At TRUMPF Medical Systems, high-tech operating tables are produced from numerous individual modules. The tables have to stand up to a lot of heavy-duty treatment later on – so their individual components are welded by lasers. This gives them a high-quality combination of smooth seams and high stability.

v

Fig.

008



Thick — Sometimes the sheet metal has to be thick. One example is production lines that put the caps on beverage bottles. TRUMPF solid-state laser machines, famed primarily for their productivity in the thin sheet sector, now utilize the new “BrightLine fiber” function to cut stainless steel up to 25 millimeters thick – with outstanding quality.



Fig.

009

Airy — A 40-meter-high stainless steel construction crowns the third-highest building in the world at Ground Zero in New York. This structure brought the building last summer to its final height of 1,776 feet. The very top section was manufactured by a TRUMPF customer in Brooklyn, New York.

v

Fig.

010



Edgy — The design of the aluminum “Edge Chair” is based on the Japanese art of origami. According to its principles each surface has a function, and the interplay of the surfaces creates a functional whole. The chair, manufactured on TRUMPF machines, won a Red Dot Design Award.

▾ *Fig.*

011



Silent — The electric mini-moped ELMOTO is not only fun to ride, it also makes no sound and produces no harmful emissions. Its battery housing has to be highly crash-stable and absolutely leakproof. The components for it are cut on a combination machine for sophisticated forming and stamping.

v

Fig.

012







Fig.

013

differently



Doer

Regine Leibinger

JOINT OWNER, ARCHITECTURAL PRACTICE
BARKOW LEIBINGER, BERLIN

designing differently
Corporate Architecture

v
CORPORATE ARCHITECTURE

designing differently

v **Giving employees an unusually beautiful place in which to work – that is TRUMPF’s mission and also a part of its corporate culture. Making this an architectural reality is generally the task of Frank Barkow and Regine Leibinger, from the Berlin architectural office of Barkow Leibinger. Architect Regine Leibinger is a member of the TRUMPF Supervisory Board and is Professor of Construction and Design at the Technical University in Berlin. In our interview she describes the principles behind her work:**

v **In a workplace that motivates the people inside it, what is indispensable?** First of all, very practical things – pleasant acoustics, for instance, natural light, and good ventilation. It’s important that we ourselves have at least partial control of these functions – that we can open and close windows, for instance, so that we don’t get the feeling that we’re at the complete mercy of a building and its technology. Then

there are spatial realities that make any kind of work easier to do: not too much storage space for unnecessary ballast, short routes, making immediate communication possible, and also the opportunity to withdraw and to concentrate. Finally there’s something that I would term sensual quality – views to the inside and outside, if possible a connection to nature, beautiful, powerful, high-quality surfaces, furnishings or materials that stimulate our senses and ensure that our workplace is somewhere we really like to be rather than the other way around.

There are studies that say 80 percent of innovations are the result of incidental communication. How does architecture create meeting spaces? Perhaps I can start off by saying how not to do that: certainly not in the form of a bare conference room behind a dark wooden door at the farthest end of a building. Or in the form of a canteen that is so cramped, humid and noisy that no-one wants to stay there longer than necessary. And needing sofas and weird-looking sacks to sit on just in order to be creative is the wrong idea as well!

»Creating identification – that’s the true added value of good and committed architecture. It’s one of the most important factors in a good work environment. And in our opinion, it’s worth every effort to achieve.«

Introducing
REGINE LEIBINGER

Joint Owner, Architectural Practice Barkow Leibinger, Berlin



CORPORATE ARCHITECTURE

Interview

with Regine Leibinger,

Member of the TRUMPF Supervisory Board and Professor of Construction and Design at the Technical University of Berlin

Meeting spaces are generous offers made to us by architecture. Differently zoned open-space offices are better in this regard than small cells leading off a corridor. Open stairwells and connected building levels have more potential for unplanned and also cross-departmental encounters than levels that are stacked and kept strictly separate from each other.

What are the key attributes of TRUMPF that inspire you architecturally? Those are definitely the “inner values” of the company – first and foremost inventive talent, innovation and precision. Taking a corporate identity too literally in architecture, which certainly happens elsewhere, would of course mean always having to build things for TRUMPF in the blue color of its logo – or buildings always trying to look like a TruMatic. We’re very grateful that we can convey far more subtle aspects via our buildings for TRUMPF: a fascination for various types of metal processing, a strong esthetic sense, a self-confidence that combines Swabian modesty with world market leadership, and a conscious attempt to ensure that the employees enjoy their working hours.

Extension work in Hettingen, new buildings in South Korea: With that kind of balancing act between cultures, how can you maintain and preserve the typical TRUMPF style? Actually we don’t preserve a TRUMPF style that has to be maintained worldwide – it’s far more of an attitude, which matches TRUMPF. This corresponds exactly to how we see ourselves as architects. We don’t have any kind of “Barkow-Leibinger signature” that we foist on to every site and every client. According to our understanding of good architecture, a customer center in an American business park in Farmington has to look different from a building in the river valley of Hettingen or the ones being built against an alpine backdrop in Grüşch, Switzerland. This is because we build for the respective location and the conditions there, not for ourselves or to have the work recognized as our own. That’s what I mean by attitude: that we’re open and unprejudiced in our reaction to the respective country and its building traditions, and to the site and its special requirements.



Fig.

013



DESIGNING DIFFERENTLY

»Good work is also the result of good architecture.«

“Sustainability” is an important word, which is probably why it’s rather over-used these days. How does it apply to TRUMPF construction projects? The word “sustainability” is certainly on everyone’s lips, and used in a lot of different contexts. In architecture, depending on the situation, it can refer to ecological, economic or functional qualities. In the life-cycle of a building there are an infinite number of stages that need to be considered – from selection of materials and their transportation routes, energy reduction during operation and recycling of the structural materials used all the way to suitable re-utilization of a building in the future. We integrate all these aspects into our design processes, and also work very early on with the best specialist planners, especially with regard to development of energy concepts.

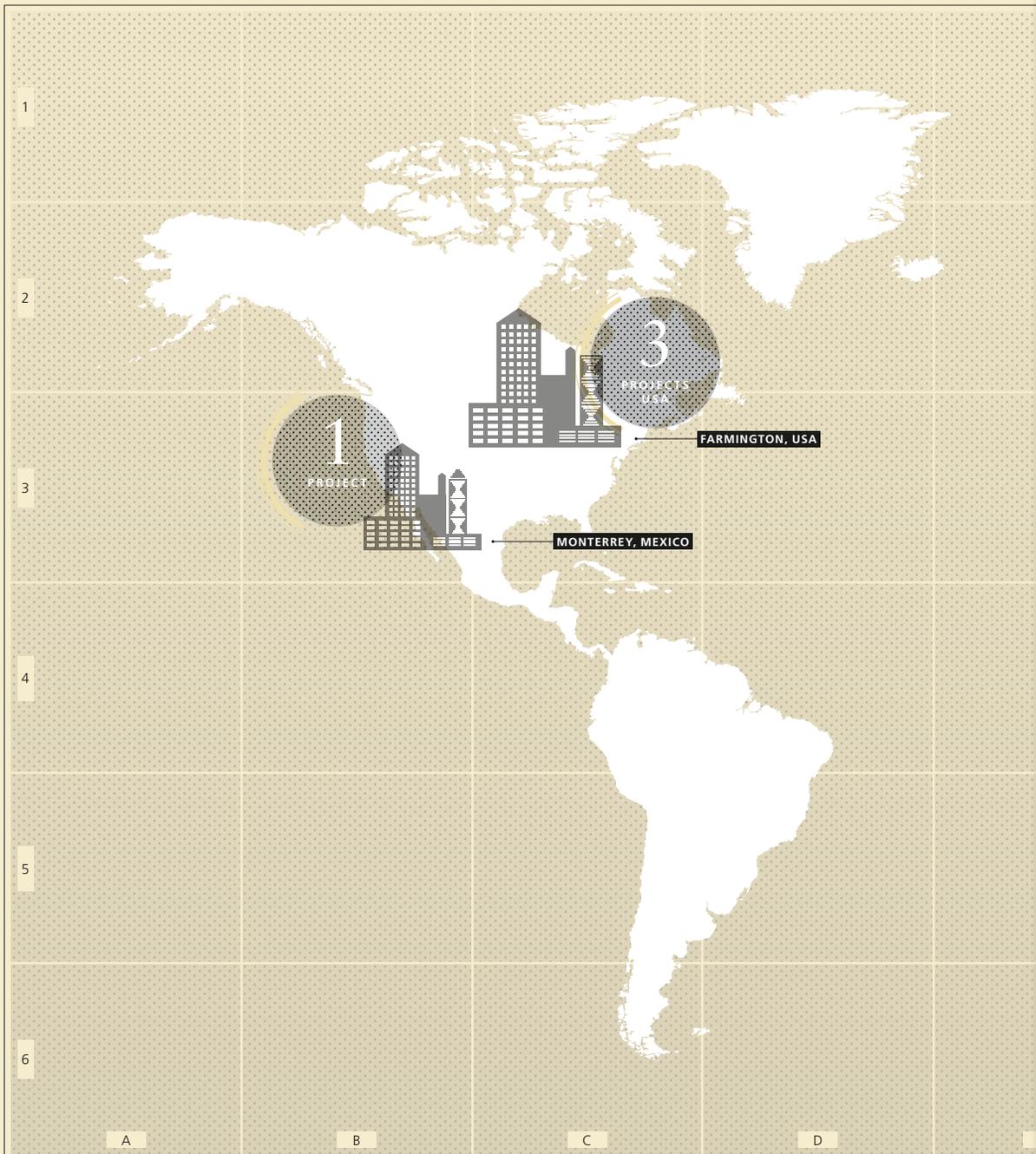
There’s one aspect I’d like to emphasize which is often forgotten, because when sustainability is mentioned people usually think right away about the use of rainwater, or solar panels on rooftops. When it comes to sustainability there are certain criteria that cannot be simply

measured, or just added to charts. They cannot be calculated as part of a certification, or converted into an energy standard. These criteria have something to do with identifying with a building – with accepting it, caring for it and looking after it. Growing into it, making it your own, and being happy to make long and loving use of it because it’s beautiful and was designed precisely for its purpose. Without an emotional connection like that, there can be no sustainability either. Creating identification – that’s the true added value provided by good and committed architecture.

v

TRUMPF
THE FUTURE SINCE 1923

Building Culture

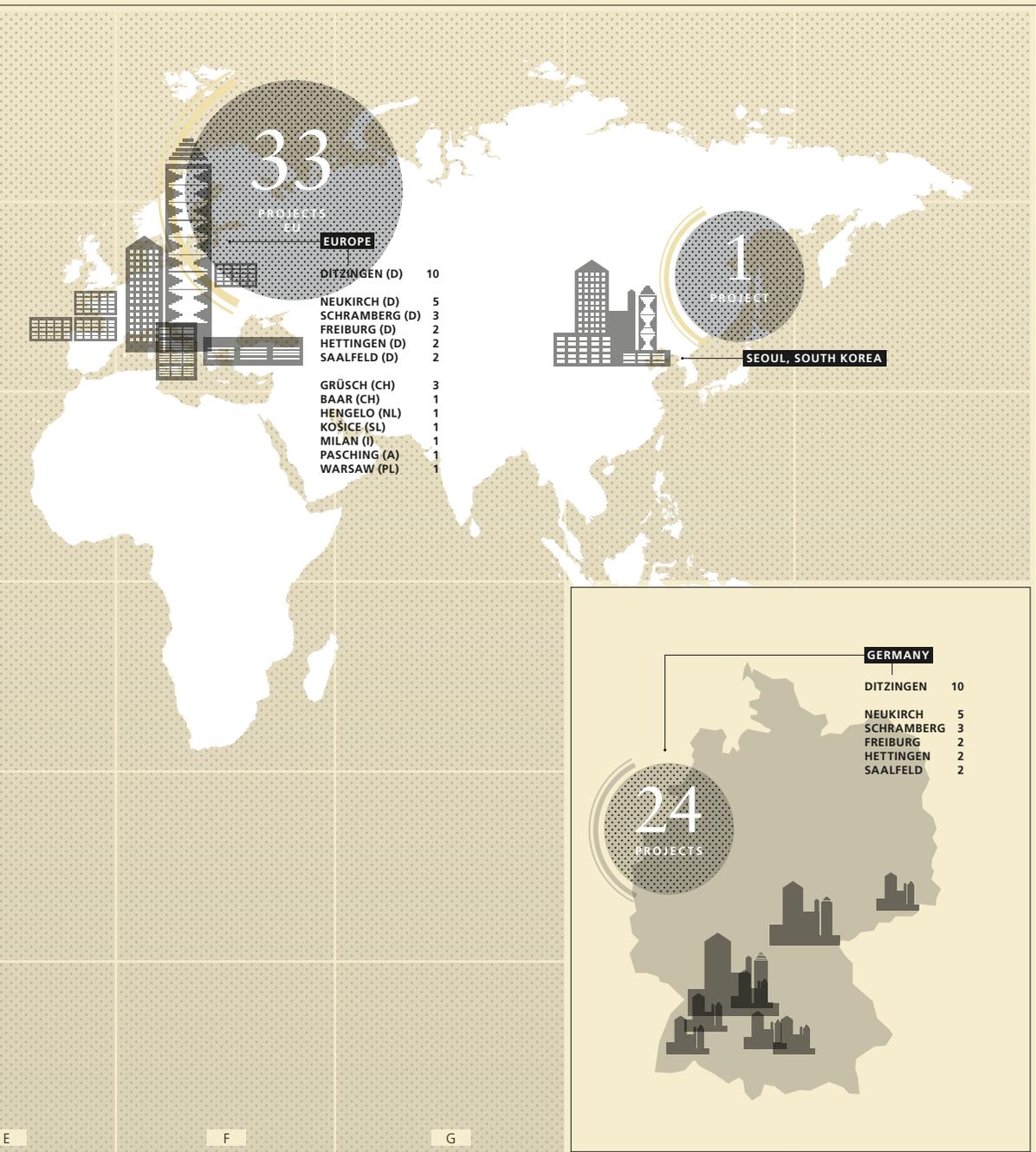


v Fig.

013

v

Good architecture creates identification: Buildings at these locations were constructed from as early as 1996 onward by TRUMPF and the architectural office of Barkow Leibinger. The figures denote the number of construction projects per site.

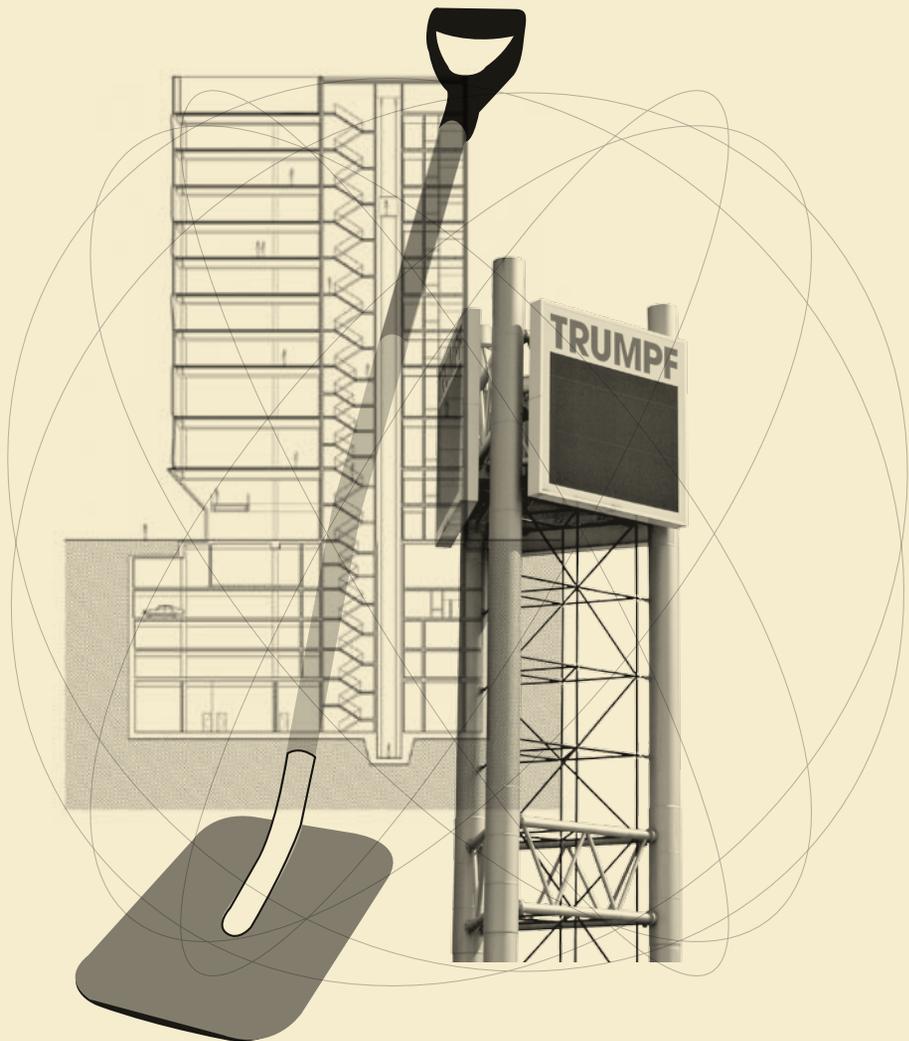




TRUMPF
CORPORATE ARCHITECTURE

Architecture

INNOVATION, CLARITY, PRECISION



Product

Construction is an integral part of TRUMPF's corporate culture. The buildings reflect values such as innovation, clarity and precision. The Berlin office of Barkow Leibinger is among the best-known planning teams for industrial architecture. For years now, the intensive cooperation between Barkow Leibinger and TRUMPF has resulted in numerous successful and prizewinning construction projects all over the world.

The main entrance to TRUMPF in Ditzingen features numerous individual design elements, such as these tubes in the window.

v

Fig.

013

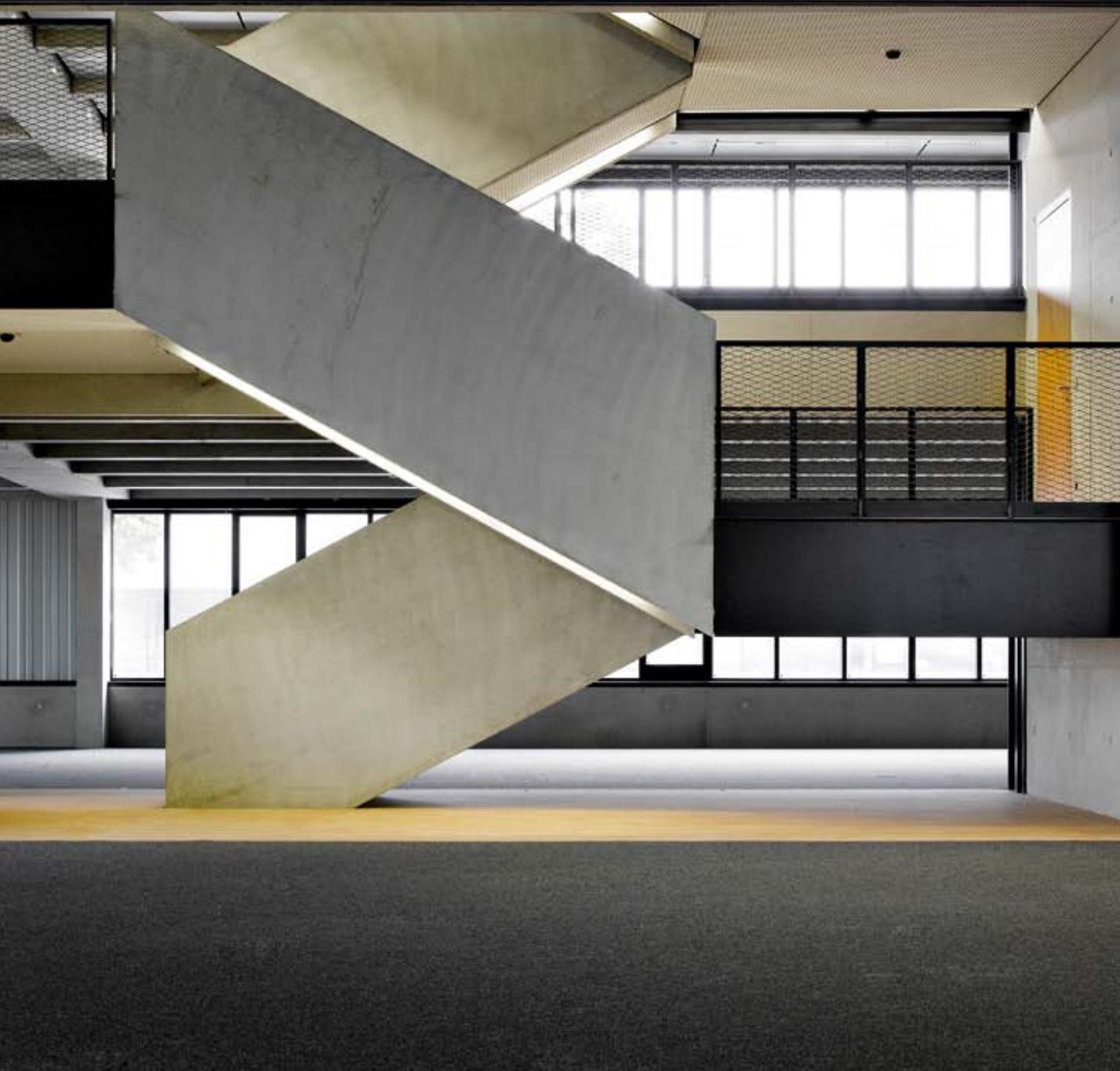


Communicative — Open stairwells on interconnected levels provide a lot of potential for unplanned encounters, often between people from different departments. Meetings like these are a basic prerequisite for new ideas and a constant joy in innovation.



Fig.

014



Light — The main entrance to a company's headquarters always gives a first impression – a visiting card in the shape of a building. At TRUMPF, the building's design refers to the company's core competencies: laser-cut metallic elements form the structure for the roof, which projects freely over the traffic lanes along a length of 20 meters.

v

Fig.

015



Edifying — The company restaurant at TRUMPF's headquarters in Ditzingen is very popular with the employees. Its wooden, honeycomb-style ceiling, large glass facades and good acoustics give it a special atmosphere – which has already won it numerous architectural awards.



Fig.

016



Balanced — The Hettingen site lies in an idyllic river valley landscape, located between a nature reserve and a residential area. To harmonize with the rural environment, the new production hall conceals its volume behind a folded aluminum-sheet facade that is subdivided into smaller units.



Fig.

017

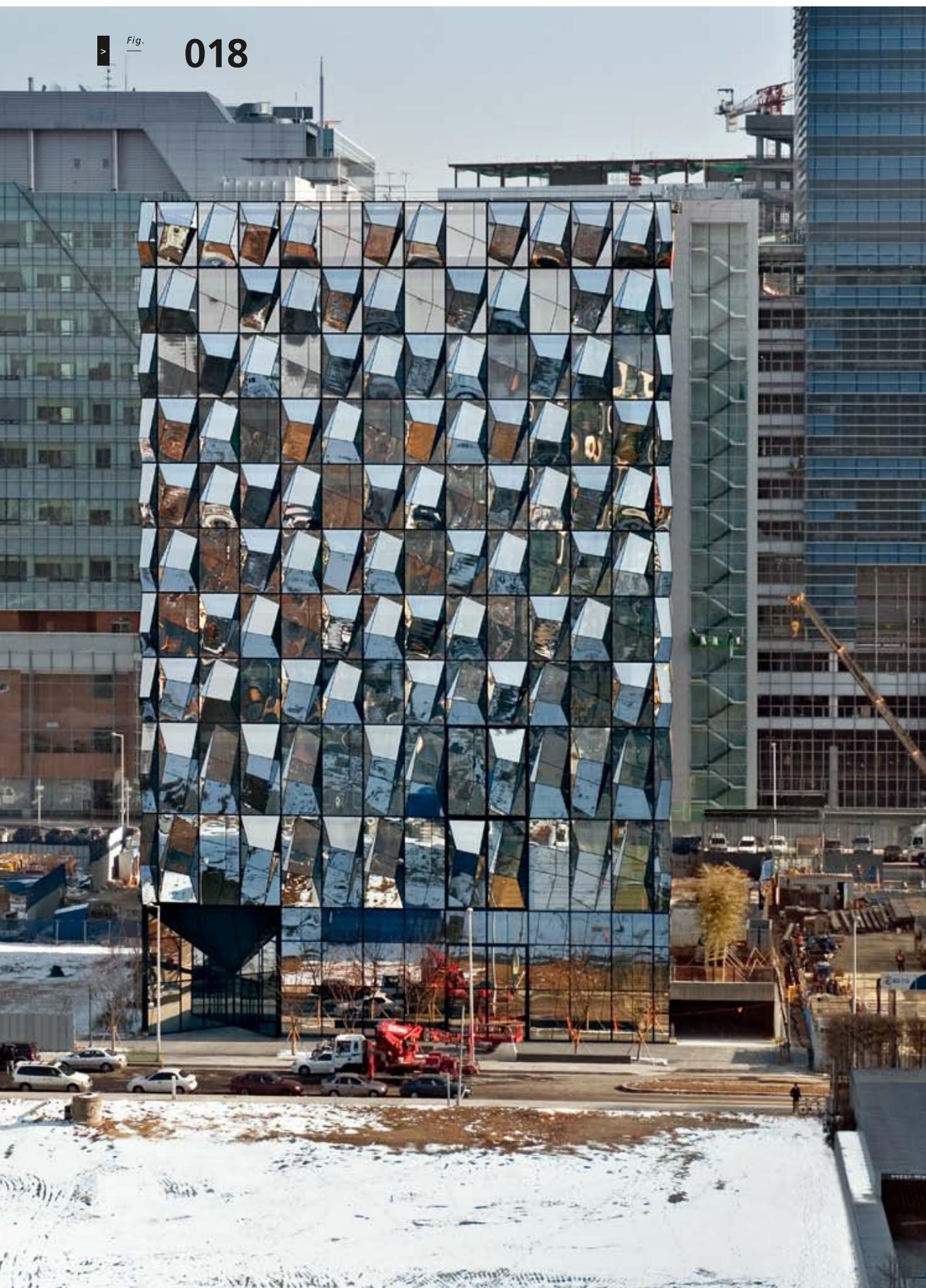


Mirrored — Eleven stories and 50 meters high, the TRUTEC Building is located in the “Digital Media City” in Seoul, Korea. The neighboring buildings in this new city district are kaleidoscopically reflected, broken up and reassembled in the building’s crystalline facades.

v

Fig.

018



Open — Views inside and out, and a link with the natural world, ensure that a workplace feels great. Just like the laser factory in Farmington, USA which, with its research laboratory, development departments, clean room and application center, was built on the shore of a small lake.

v

Fig.

019







Fig.

020

Different



Doer

Dirk Sutter

HEAD OF RESEARCH AND DEVELOPMENT,
ULTRASHORT PULSE LASERS

focusing differently
German Future Prize

v
GERMAN FUTURE PRIZE

focusing differently

v **Dirk Sutter reports on how ultrashort pulse lasers made it from the lab to the factory floor – and describes their influence on industrial mass production.**

The fact that ultrashort pulse lasers are in industrial use today is a perfect example of the German research model: universities doing the basic research, companies developing the results in accordance with market requirements, and the value-added remaining in Germany. This is also why Jens König from the automotive supplier Bosch, Dirk Sutter from TRUMPF, and Professor Stefan Nolte from the University of Jena were all nominated for the German Future Prize, which is awarded by the German President.

v **Innovation without limits**
Everyone today is innovative. Have you just created a new roast coffee mixture? Congratulations on your innovation! But when the word innovation means genuinely creating something

entirely new - rather than just variations on things that are familiar - only very few developments make the grade. The most important technical innovations in history were a means to an end – they were tools. They changed the course of technological history far more than individual products, because tools determine what can be produced in the first place, as well as in what quantities, and at what price.

The ultrashort pulse laser is that kind of tool. It was eagerly discussed for years, experts were promising a quantum leap in precision, and they praised the potential of cold material processing. TRUMPF and Bosch are now walking that talk, showing what the ultrashort pulse laser can actually do in factories, and how it is changing the face of industrial mass production.

A successful team of three
Back in 1999, the two companies joined forces in a development venture. The University of Jena supplied the theoretical models and the basic



Fig.

020



FOCUSING DIFFERENTLY

experiments. Bosch developed the industrial process, while TRUMPF realized the requirements placed on an industry-suitable beam source. During the project the partners registered a total of 51 patent families, and relied on a type of laser that was different from all the others: the disk laser. Today they have made the average output of ultrashort pulse lasers more than ten times as powerful – essential for the throughput rates required by industry.

Mass-produced small miracles

Today's production of high-precision structural components forces our brain to tune out all its everyday notions of what the word "duration" means – because with the ultrashort pulse laser, production has entered the unimaginable realms of the temporally tiny. "Ultrashort" here means a pulse lasting a maximum of one picosecond (10^{-12} seconds). While a ray of light needs around one second to get from the Earth to the Moon, within one picosecond it only travels a distance of 0.3 millimeters.

Concentration of laser radiation into such brief time periods leads to enormous peaks in performance, comparable to the output of the world's largest photovoltaic power plant.

Hundreds of thousands of these tiny laser flashes are generated every second, and this sequence of pulses has a further effect. When material is under fire at picosecond intervals it has no time to melt, instead it actually sublimates. Skillful selection of pulse duration, pulse energy, cycle rate and the right focus heats up the material so quickly and powerfully that it breaks off and vaporizes without melting – and can then be simply sucked away using a stream of air. This enables ablation in the very finest ranges of just a few millionths of a millimeter (i.e. nanometers) – without any burr formation from residual melt, or any heat transfer to the material that would impair its quality. In production this is referred to as "cold processing"; the process transfers no heat, and leaves no residue behind.

v

GERMAN FUTURE PRIZE

Contribution toward gasoline saving

Until only a few years ago, this small miracle only occurred in research chambers at universities, under laboratory conditions. Today Bosch is mass-producing structural components in their millions with the ultrashort pulse laser for sectors such as the automotive industry. One example is a direct injection valve for gasoline: Here, the ultrashort pulse laser drills geometrically complex injection holes with smooth walls. This distributes the gasoline more efficiently in the combustion chamber, contributing toward fuel savings of up to 20 percent. In the old days, production of direct injection valves for gasoline only made economic sense for large-engine limousines. The trick with the laser and the ultrashort pulse has now made it worthwhile for all sizes of engine – with a welcome effect for the environment.

Fit for all materials

Ultrashort pulse lasers are also suitable for the high-precision machining of almost all materials,

including ceramics, sapphire, carbon fiber, plastics or glass. A further example: the cover screens on smartphones. These have to be simultaneously thin and hard. In contrast to diamond saws, picosecond-pulsed lasers leave no microscopic cracks in the glass during the cutting process.

In medical technology the trend is also toward minimal invasive processes: Products constantly have to be smaller, more functional and smarter. This brings us to a third example: the production of stents, which are used to keep blood vessels open. Today, many are made from nitinol, a shape-memory alloy. The fusion cutting method used so far meant that stents had to be deburred. Now, with the ultrashort pulse laser, stents can be produced without any need for refinishing work – which also makes them far cheaper. Clinical studies are currently being carried out on bioresorbable coronary stents made from polymer, which dissolves in the body after a certain time period. Stents like these can only be produced using ultrashort pulse lasers.



Fig.

020



FOCUSING DIFFERENTLY

A finger on the pulse of the times

These three examples alone demonstrate how industry is making use of the ultrashort pulse laser. TRUMPF has standardized the laser sources and is now supplying them to industry. The manufacturers certainly have their finger on the ultrashort pulse of the times: Sectors such as the automotive industry, semiconductor production, industrial technology, the photovoltaic sector and the electronics industry are all developing applications for ultrashort pulse lasers. In 2012 alone, Bosch delivered 40 million components fabricated using ultrashort pulse technology to its customers worldwide. By the year 2020 the number of picosecond lasers in use at Bosch is expected to have more than tripled. TRUMPF is the world leader with regard to the average power, modulation capability and pulse stability of this laser – so the ultrashort pulse systems are a significant growth driver for the company.

The German Future Prize is awarded annually to individuals or groups by the German President for an outstanding innovation. The prizewinning projects are the result of peak scientific achievements which also have great potential for industrial application.

Introducing
DIRK SUTTER

Head of Research and Development, Ultrashort Pulse Lasers
TRUMPF Laser GmbH + Co. KG

v

TRUMPF
THE FUTURE SINCE 1923

Application Centers

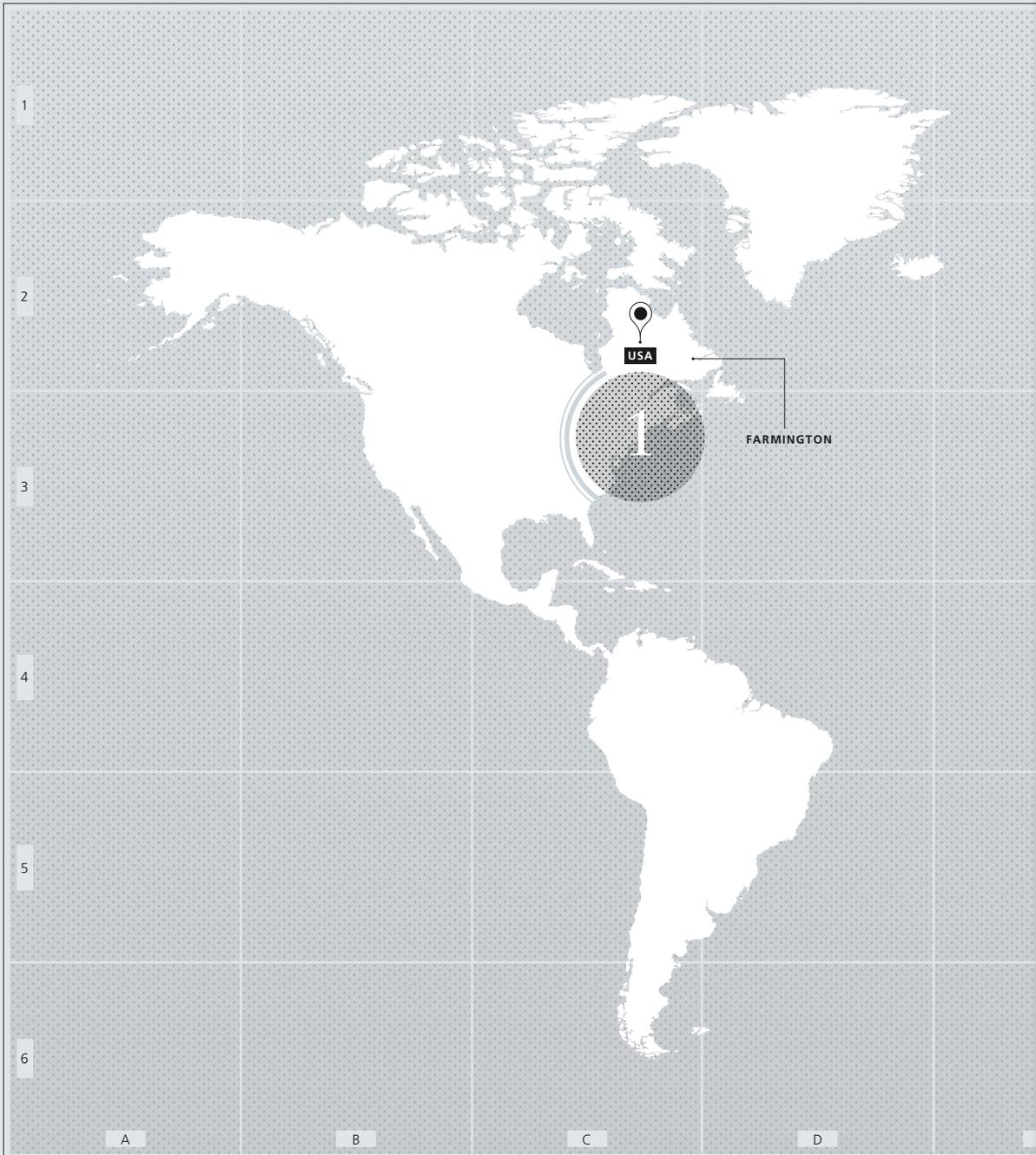


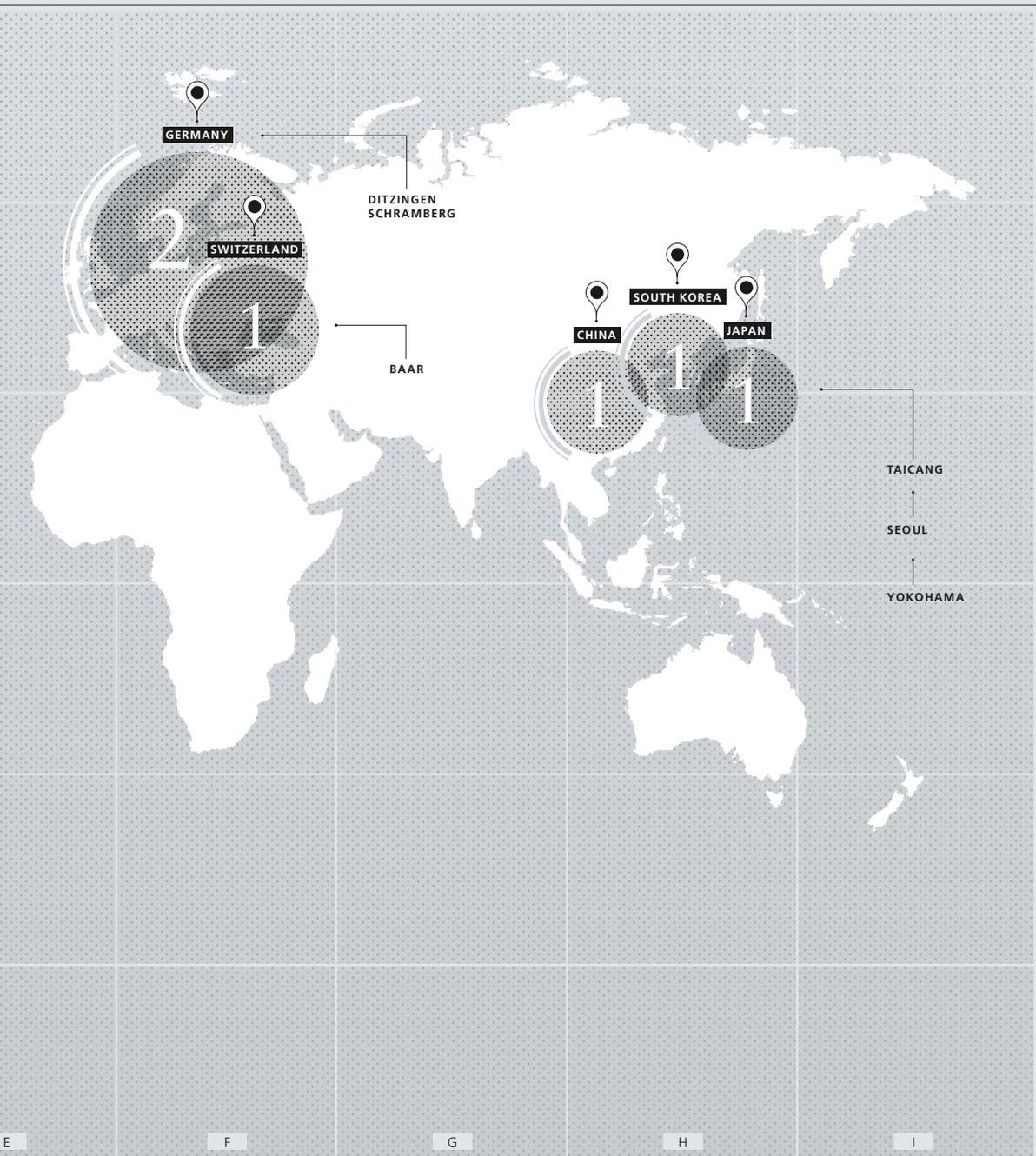


Fig.

020



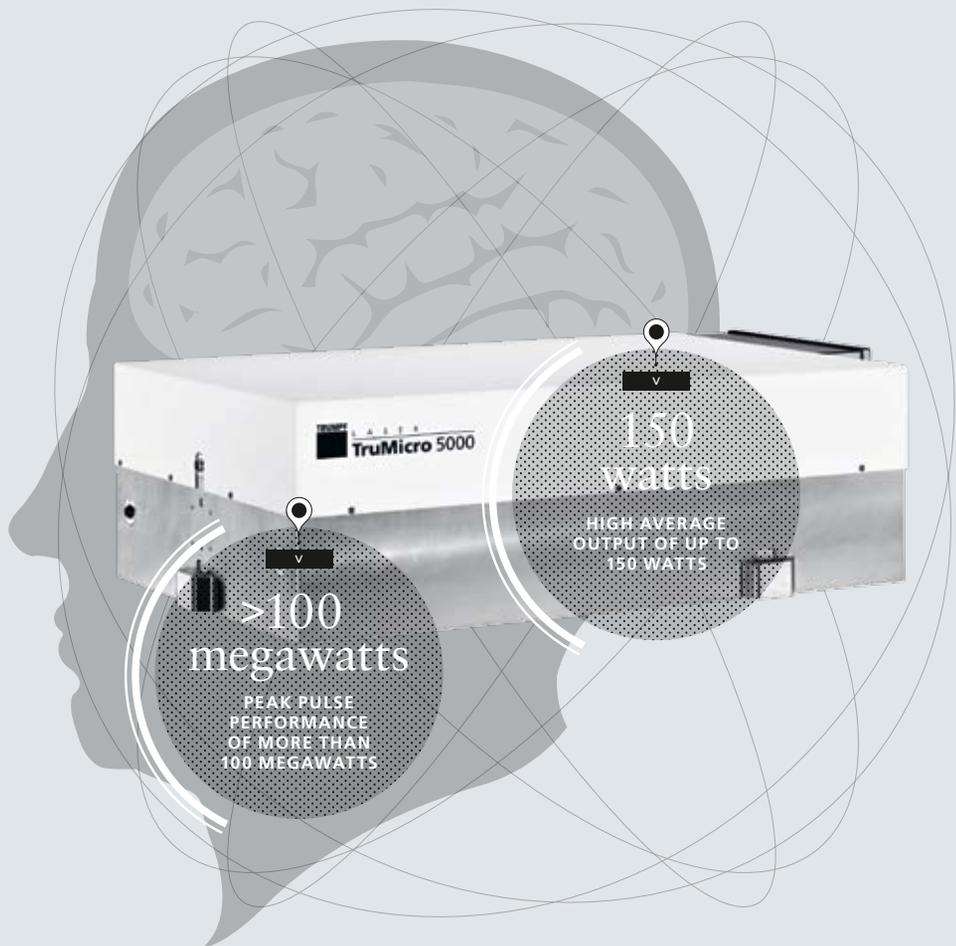
Fit for all materials: The ultrashort pulse laser has the potential to revolutionize numerous production methods worldwide. TRUMPF has various application centers in place all over the globe that have been specially designed for ultrashort pulse lasers, and for the intensive testing of possible applications on-site.



v
TRUMPF
 GERMAN FUTURE PRIZE

Ultrashort Pulse Lasers

TRUMICRO 5000



v
Product

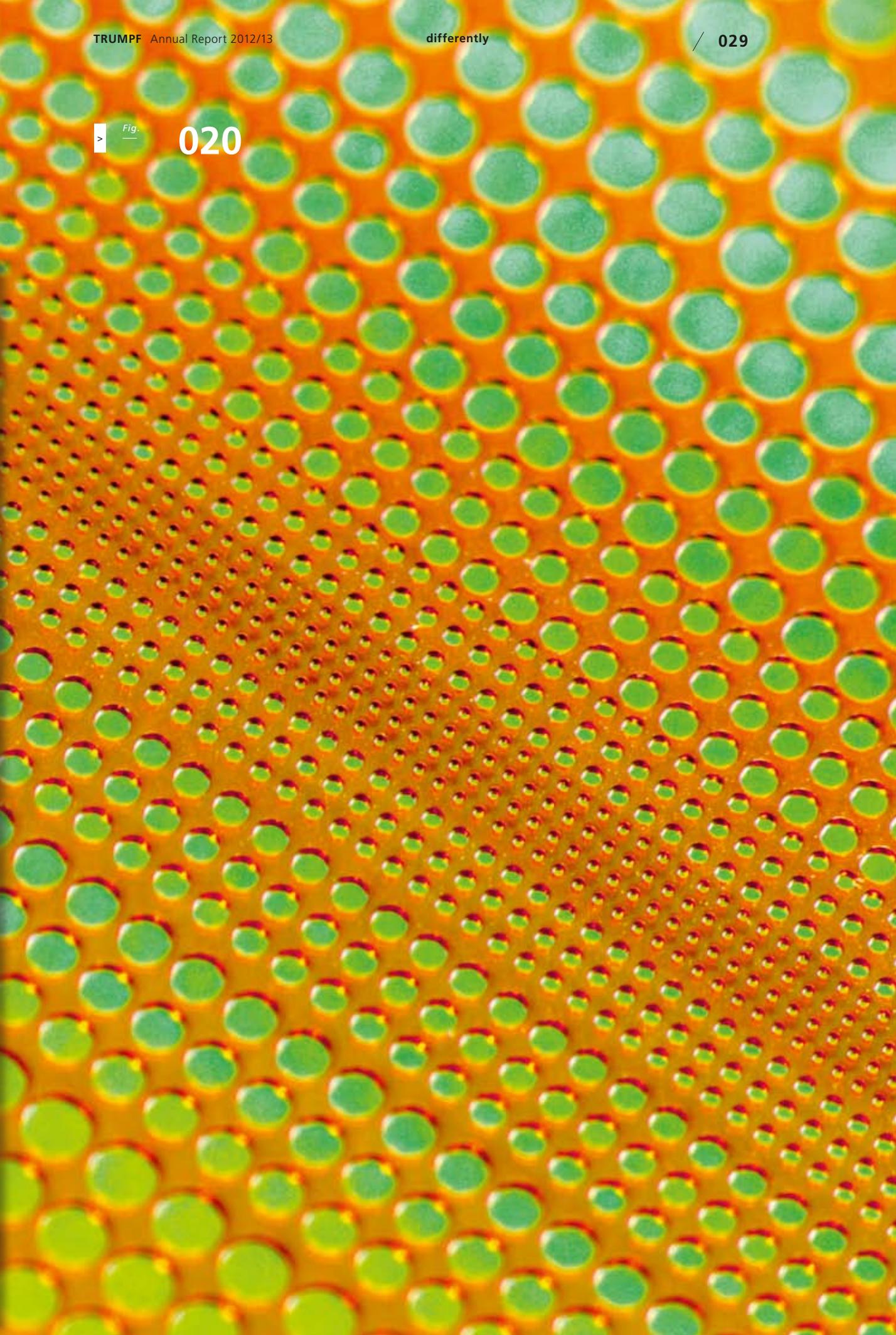
Ultrashort pulse lasers from the TruMicro 5000 series are ideal for demanding tasks in semiconductor and electronics production. The latest applications range from the cutting of hard and brittle materials such as ceramic, sapphire or silicon carbide to the drilling of printed circuit boards. This is where ultrashort pulse lasers really come into their own. With cold processing, they prevent micro-fissures in the components – and are highly productive at the same time.

Under a microscope, the sheer precision of the drilling in a circuit-board foil is clearly visible. This operation was carried out by a TRUMPF picosecond laser.



Fig.

020



Economical — Fuel consumption is a key parameter in every automobile. The fewer gas station visits, the better. All kinds of different and varied technological approaches play their part in reducing gasoline consumption, from lightweight design and optimized control settings to the complete reworking of structural components.

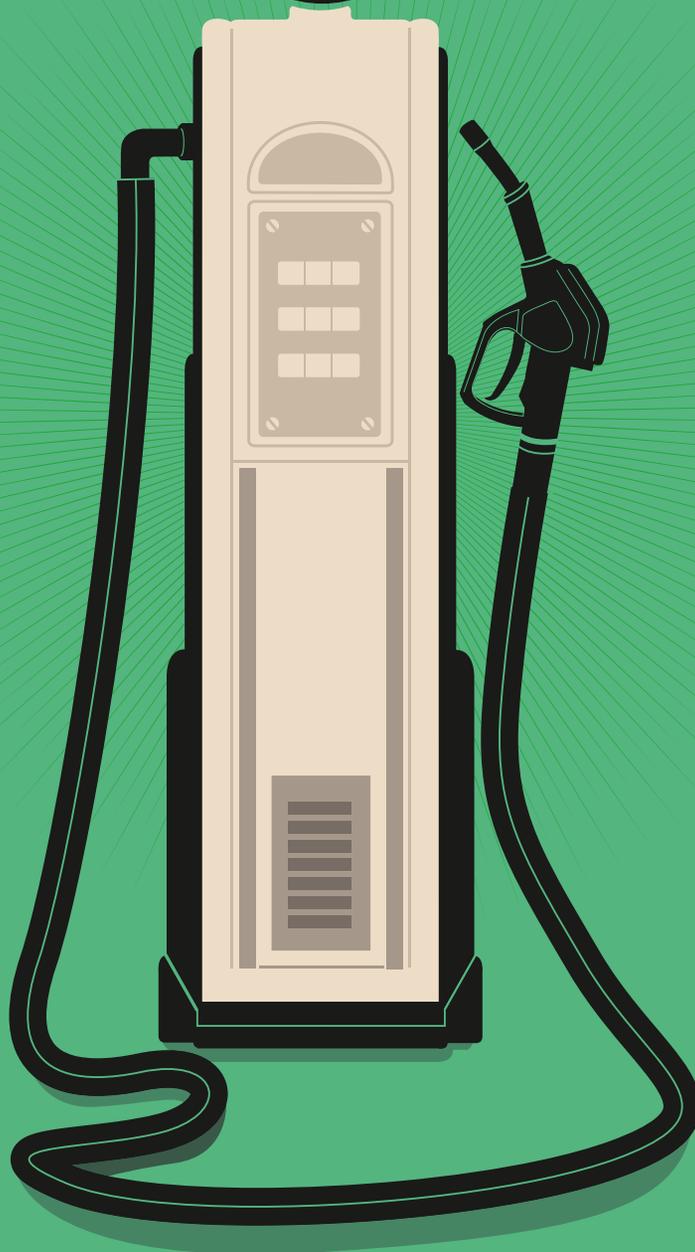


Fig.

021

20%

LESS
FUEL



Fine — Producing this new gasoline injection valve from Bosch requires ultrashort laser pulses. The holes drilled in this way enable especially fine distribution of the gasoline across the combustion chamber interior. This optimizes combustion and contributes to fuel savings of up to 20 percent.



Fig.

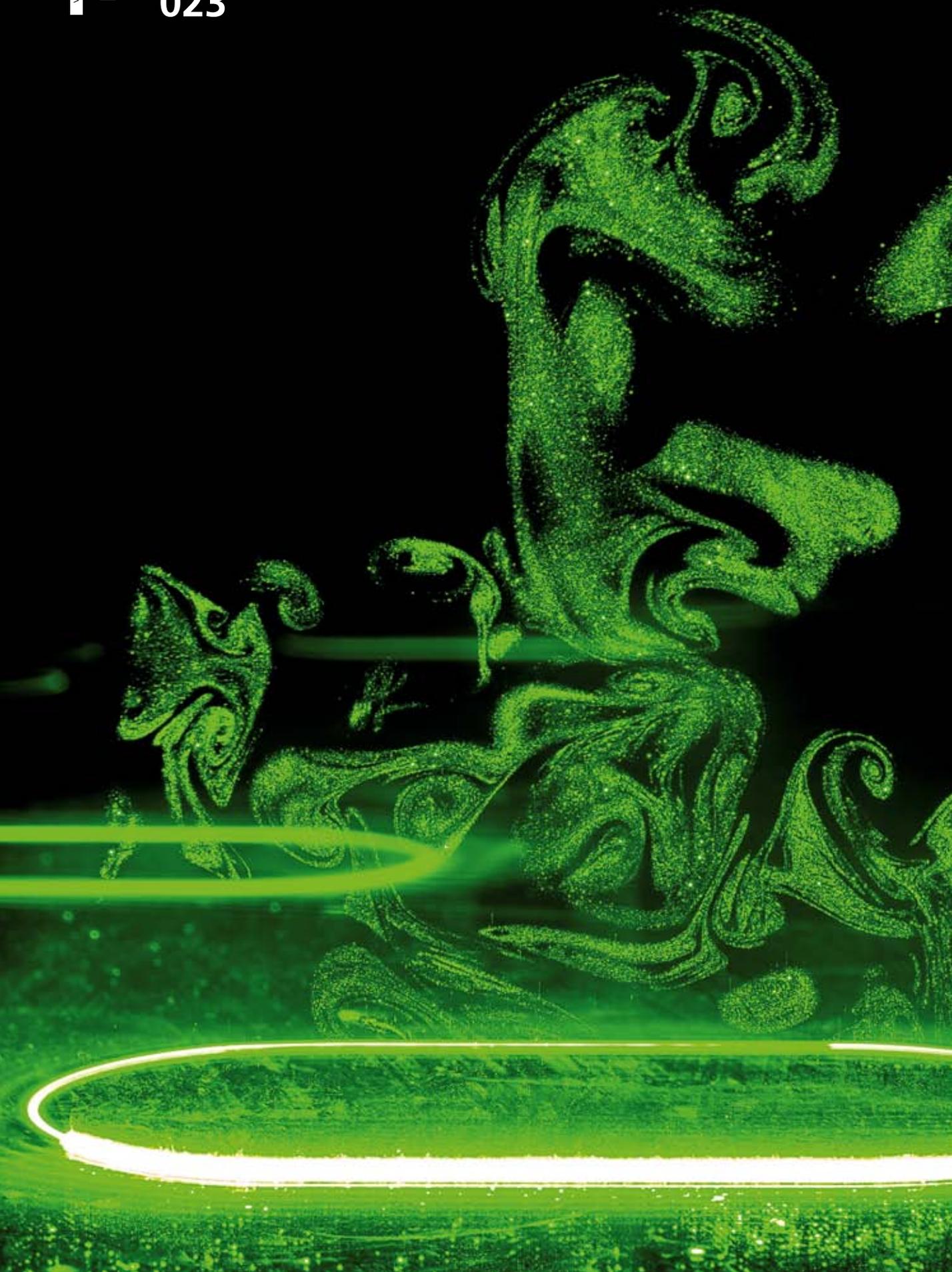
022



Glassy — A green picosecond laser cutting thin glass for smartphone covers. The glass is not only extremely thin but also very hard, and with other methods it often develops microscopic cracks. With the ultrashort pulse laser this is no longer a danger – which is why it is becoming the tool of choice for the world's leading manufacturers.

> *Fig.*

023



Award-worthy — The joint venture by Bosch, TRUMPF and the University of Jena has transformed the ultra-short pulse laser from an object of research into a successful industrial tool. The concentrated energy of this laser enables countless materials to be processed quickly, precisely and on a mass scale.



Fig.

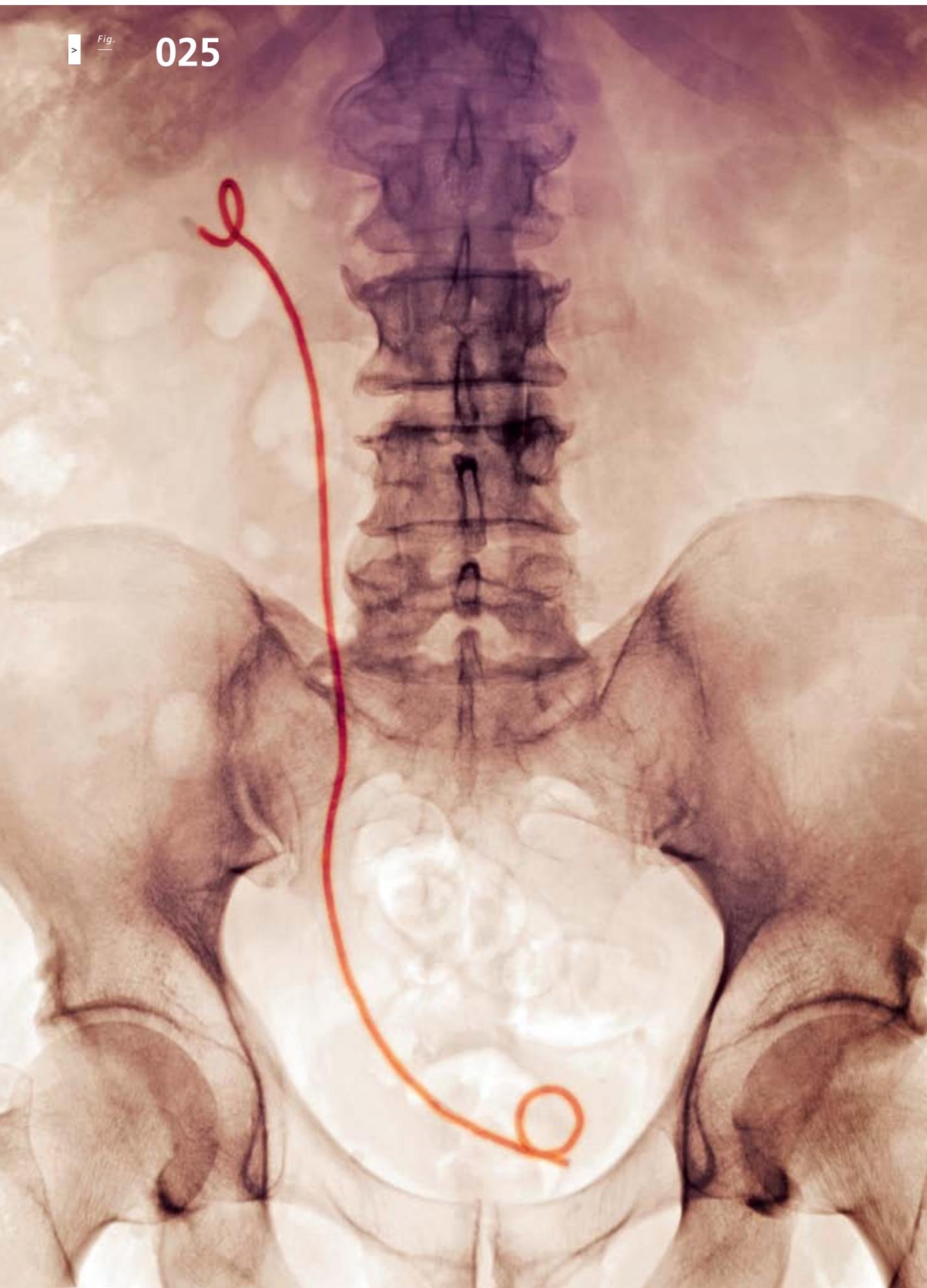
024



Widening — Stents, also known as vascular supports, are medical implants placed inside arteries or hollow organs to keep them open and unobstructed. The fine, flexible tubes usually consist of a metal or plastic mesh – and can save lives.

> Fig.

025



Sensitive — Modern stents are usually made from nitinol, a sensitive shape-memory alloy. In the future they will also be made out of bioresorbable polymer. Both materials are very heat-sensitive – making them perfect for cold processing with the ultrashort pulse laser.



Fig.

026



20 mm

10 mm

2 mm







CROWD FUNDING PLATFORM

START-UP

FLU PASSPORT

DEVELOPING SOLUTIONS

EVIDENCE

ALS
ING

CARD

differently



Doer

Sabrina Mebus

PROJECT MANAGER, BANK LAUNCH

calculating differently
Bank Launch

v
BANK LAUNCH

calculating differently

Universal Bank

A so-called universal bank, also known as a full-service bank, is a financial services institute authorized by the BaFin (Federal Financial Supervisory Authority) which is equipped with all the licenses required to participate in many kinds of different banking activities, in Germany as well as abroad.


 CALCULATING DIFFERENTLY

What does this definition of a universal bank have to do with the world's leading supplier of laser systems and machine tools? The answer: TRUMPF is just in the process of acquiring the full-service banking license.

A manufacturer in the mechanical engineering sector with its very own credit institute would be something entirely new anywhere in the world. This kind of cooperation has so far been familiar from the automotive industry. In the future, with the authorization to be a full-service bank, we could tailor entirely new packages for sales financing or new business startups – not only in Germany but also wherever our customers in Europe are active. This is because a universal bank is issued with the so-called “EU Passport”, enabling it to offer cross-border services without the need for any separate authorization procedure. In terms of future financing that would also place TRUMPF firmly where the customer is.

International special bank

Despite the universal license we would remain a special bank – and score points with our expert knowledge of the sheet-metal and laser sector.

We not only interpret figures, balances and business plans but also understand our customers' business. Our proximity to distribution means that we have a close familiarity with the plans and requirements of machine buyers. This enables us to provide our colleagues with tailor-made financing packages for their sales negotiations. In the future, our distribution contacts will be even more international so that we can reach agreements tailored to our customers' requirements more effectively than ever before – a win-win situation. We regard our bank strategy as something that is organic and growing all the time – as a platform that is continually developing and can open up many more opportunities for us as well as our customers in the future.

Savings account for employees

TRUMPF employees can profit from the bank license as well. We have often been asked whether a savings account can now be set up at the TRUMPF Bank for a newborn baby or a grandchild, or whether a planned fixed term deposit account can also be opened at TRUMPF. Hopefully we will soon be able to answer all these questions in the affirmative. The plan is

v

BANK LAUNCH

to have daily, fixed term deposit and savings accounts for TRUMPF employees and customers as well as their families and friends which can be administered via normal online banking access. And at some point TRUMPF could have its first ATM in place.

Anticipating tighter regulations

Employees and customers will then see us people from the Finance department in a very different light. With our approach we're not only differentiating ourselves from the areas in which the high-tech company TRUMPF generally operates, but also from the leasing sector. This is because banks are currently subject to far stricter regulation and supervision than leasing companies. They will probably resemble each other more in the near future, which is why numerous companies unable to cope with the regulation will give up their licenses. At TRUMPF, in contrast, we have decided to anticipate the tighter regulations by placing ourselves directly under the strictest supervision of all as a full-service bank. Then – hopefully – nothing more can surprise us.

Since 2001, TRUMPF has financed sales via its own leasing company. The company became TRUMPF Financial Services GmbH in October 2012. In 2007 a second leasing company directly affiliated with the holding was added: TRUMPF Finance Switzerland. Because of other framework conditions the company is also active worldwide in cross-border business. Customers in 20 countries are currently profiting from TRUMPF financing models, and there are cooperation partners in eleven states.



Fig.

027

CROWD FUNDING PLATFORM

DEVELOPING SOLUTIONS

EVIDENCE

START-UP

FLU PASSPORT



CALCULATING DIFFERENTLY

»Today, one in three TRUMPF machine tools world-wide is already being financed through in-house solutions.«

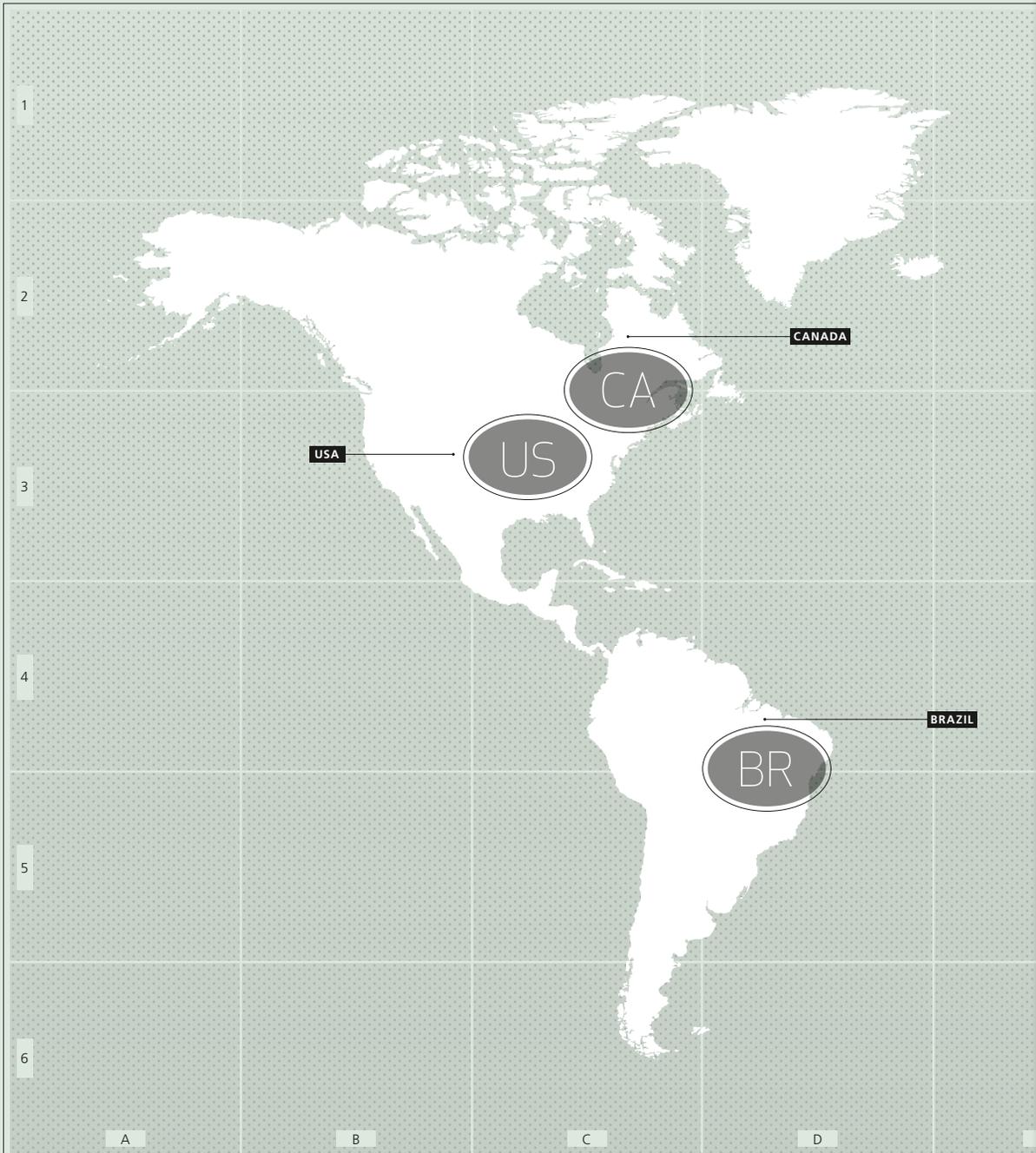
»Risk costs in the region of 0.7% show how safe our business is.«

Introducing
SABRINA MEBUS

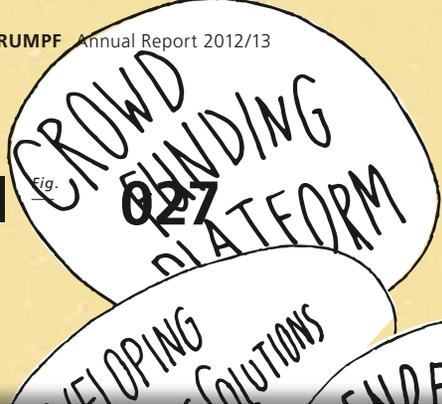
Project Manager, Bank Launch
TRUMPF Financial Services GmbH

v
TRUMPF
THE FUTURE SINCE 1923

Financing

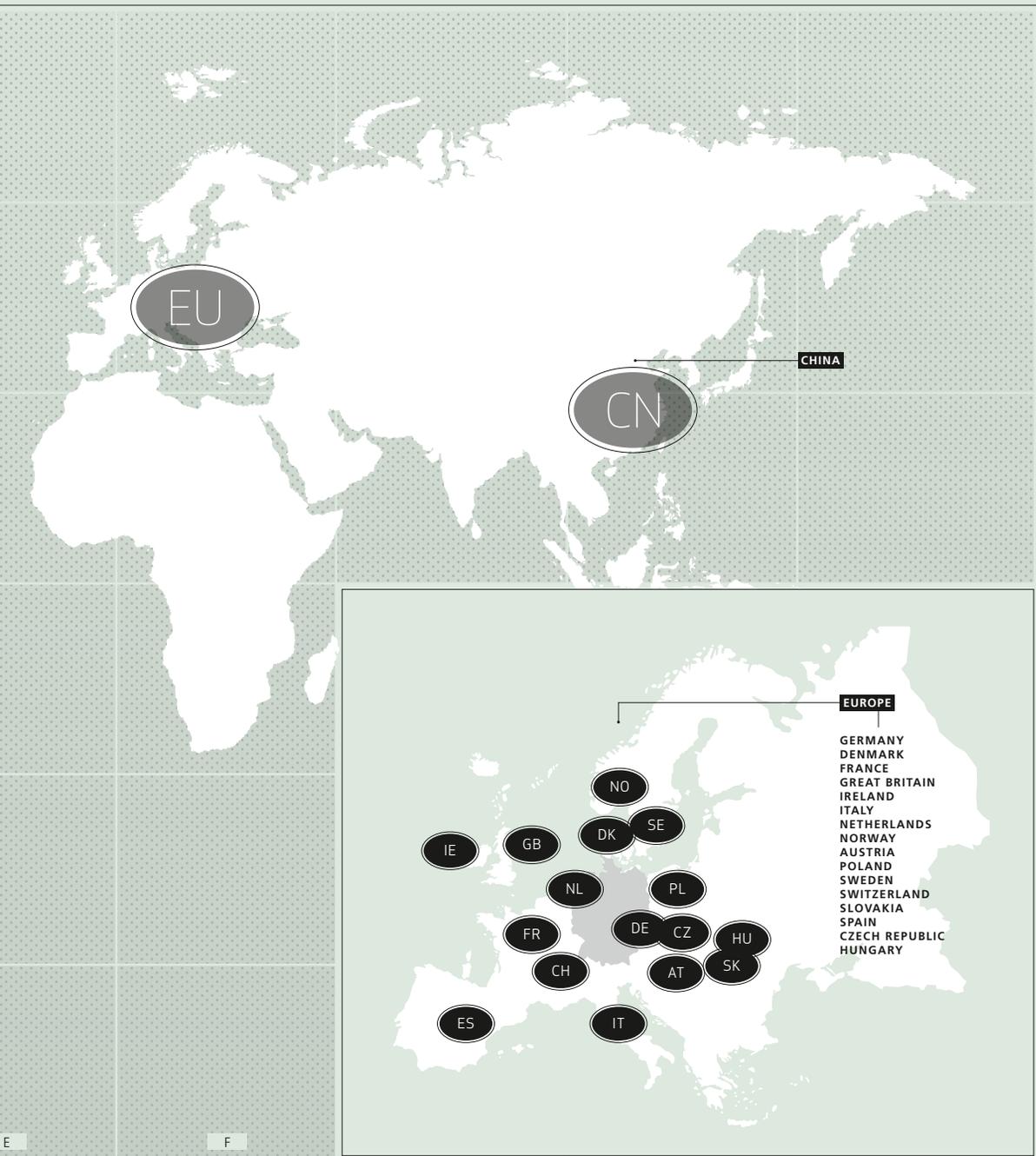


v



v

Already global today: In 20 different countries TRUMPF already offers leasing and hire-purchase solutions, either directly or with the support of experienced cooperation partners. This means that customers get their machines and their financing from a single source.



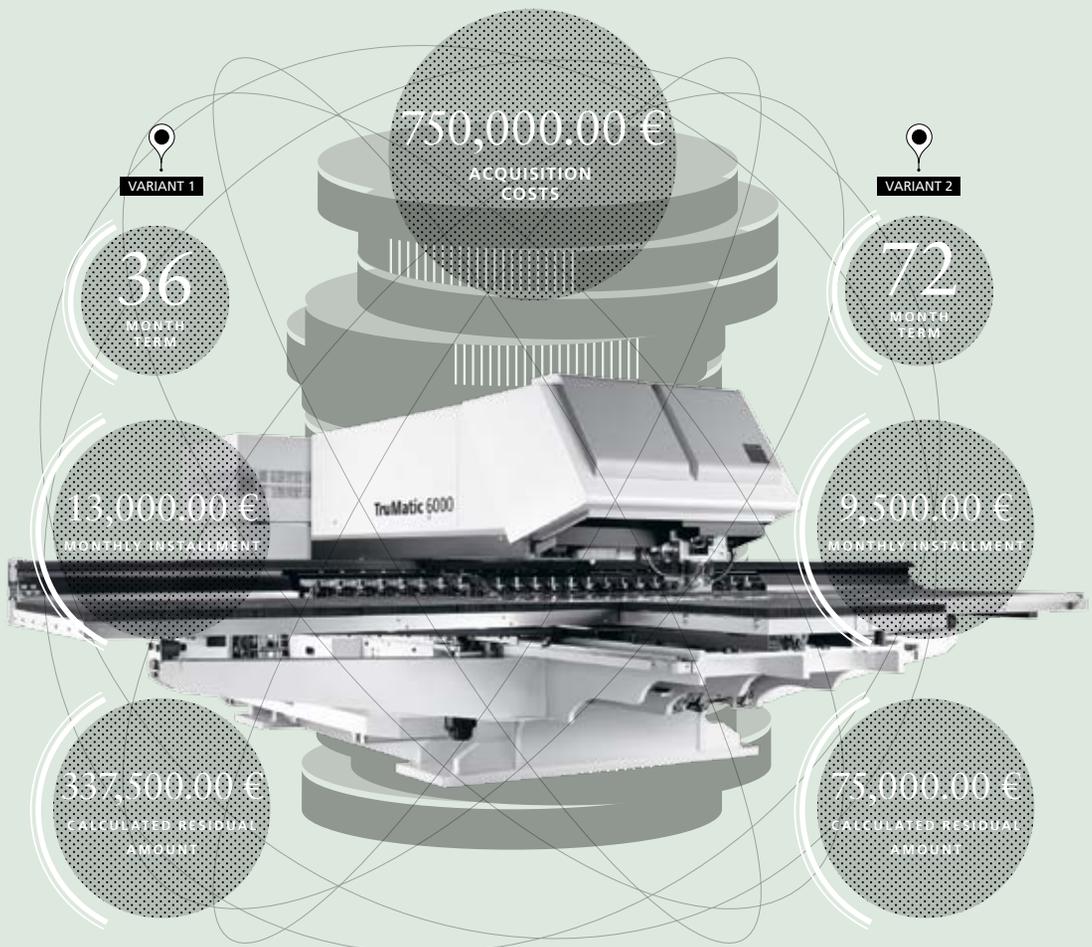
CROSS-BORDER INDIVIDUAL TRANSACTIONS VIA TRUMPF FINANCE SCHWEIZ AG IN THE FOLLOWING COUNTRIES:

BULGARIA, ESTONIA, COLOMBIA, CROATIA, LATVIA, LITHUANIA, MEXICO, MALAYSIA, ROMANIA, TURKEY.

v
TRUMPF
 BANK LAUNCH

Sample Calculation

TRUMATIC 6000



> **Product**

Tailored financing concepts from TRUMPF enable the purchase of high-quality TRUMPF products, such as the new TruMatic 6000, at highly attractive conditions. The TruMatic 6000 is a world-first, and based on a proven machine concept which combines the full strengths of laser and punching technology. This makes it very flexible and versatile and, with numerous innovative functions, it is setting entirely new standards in punch-laser processing.

Being licensed as a **universal bank** brings all kinds of opportunities – the mind-map shows various ideas for the near and distant future.

v

CROWD FUNDING PLATFORM

DEVELOPING FINANCING SOLUTIONS

INDEPENDENCE

START-UP

DEPOSIT BANKING

FLU PASSPORT

MATERIALS FINANCING

CORPORATE BOND

TRUMPF CREDIT CARD



Hard-working — For new investments, tailored financing packages provide the necessary foundation and room for maneuver. The TRUMPF Bank intends to offer its customers attractive interest rates, whether for procurement of new systems or for savings deposits. That way, their capital can really work hard.



Fig.

028



Secure — The TRUMPF Bank also intends to introduce deposit banking. TRUMPF employees and customers, and their families and friends, can put their piggybanks aside and start placing money in daily, fixed-term deposit and savings accounts. And online banking gives them complete control of it anytime.

v

Fig.

029



Successful — Customers all over the world place their trust in TRUMPF financing offers. Like this machine customer from China, who is also a leasing client. He has successfully increased his sales tenfold over the past decade – something he primarily puts down to his state-of-the-art TRUMPF machines.

>

Fig.

030



Future-oriented — Founders of new business start-ups are already profiting today from TRUMPF sales financing offers. With the bank it is planning, TRUMPF intends to accompany them even more intensively – by providing them with technical and financial consulting as well as with loans and other support measures.



Fig.

031



Information

TRUMPF
AT A GLANCE

Employees

2012
2013

1
9,925

3.9%

personnel
increase

2
»In this year of transition, we have laid the foundations for making the best possible use of the global growth opportunities we expect to encounter during the coming months.«

DR. PHIL. NICOLA LEIBINGER-KAMMÜLLER
PRESIDENT AND CHAIRWOMAN
OF THE MANAGING BOARD

The Company

2012/13



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044	Company Management
047	Message from the Management
049	Supervisory Board Report
050	Company Information
052	Global Presence
054	Social Responsibility
056	Highlights

CHAP.

02

TRUMPF
THE FUTURE SINCE 1923

Company Management



N. Leibinger-Kammüller

Dr. phil. Nicola
Leibinger-Kammüller



Mathias Kammüller

Dr.-Ing. Mathias
Kammüller



P. Leibinger

Dr.-Ing. E. h.
Peter Leibinger



Gerhard Rübling
Dr. rer. soc.
Gerhard Rübling

L. Grünert
Dr. rer. pol.
Lars Grünert



Harald Völker
Dipl.-Ök.
Harald Völker





Message from the Management

Ladies and Gentlemen,

during our 2012/13 fiscal year, the world economy paused to take a breath – after two years marked by rapid catching up following the recession. Economic or political uncertainty characterized many of the important markets for TRUMPF. It was a climate in which our customers adopted a wait-and-see policy with their investments.

Despite this, we still managed to boost our revenues slightly. True, the sales increase to €2.34 billion is a minimal rise of around 1 percent, yet at the same time it represents the highest ever figure in our 90-year history as a company. In view of the unfavorable conditions, we certainly regard that as a success.

I would therefore like to thank everyone who contributed to this success: Our employees, our partners, our suppliers and, above all, our customers.

We are expecting the global economic situation to improve in the months to come. Optimally preparing ourselves for a new upturn was, therefore, a key task for our company over the past fiscal year. TRUMPF has utilized the phase of global economic stagnation to make further improvements in numerous areas. We have modernized our production facilities in many locations. We have expanded our activities in the markets where we see increased growth opportunities in the future. And above all, we have stepped up our research and development endeavors. Our R+D ratio now lies at 9.0 percent. This is the fundamental reason why innovations from TRUMPF are setting new standards in many sectors worldwide.

In this year of transition we have thus laid the foundations for making the best possible use of the global growth opportunities we expect to encounter during the coming months, for we assume that the economic situation in key markets will again become more dynamic during this fiscal year of 2013/14. We at TRUMPF are ready to seize all the opportunities that the market offers.

Ditzingen, October 2013

DR. PHIL. NICOLA LEIBINGER-KAMMÜLLER
PRESIDENT AND CHAIRWOMAN OF THE MANAGING BOARD





Supervisory Board Report

Ladies and Gentlemen,

The TRUMPF Group ended fiscal 2012/13 successfully. Despite the ongoing sovereign debt crisis and a less dynamic world economy, record sales were achieved yet again. The result, in contrast, was lower than that of the previous year because of increased expenditure on securing the future, primarily in research and development. With its competitive products, global structure and excellent team, the company is well equipped to deal with the future.

Communication between the Managing Board and the Supervisory Board was constantly close and effective. The Supervisory Board met three times during the period under review and exercised the responsibilities incumbent on it with due skill, care and diligence, in accordance with statutory regulations. In this regard the Supervisory Board was informed regularly and comprehensively by the Managing Board about the company's business policy, business development, innovation, profitability, liquidity and risk situation, and questions of further strategic development. The conclusion of negotiations for the acquisition of a majority share in the Chinese mechanical engineering company Jiangsu Jinfangyuan CNC Machine Co. Ltd. was of special importance. Moreover, the Chairwoman of the Managing Board reported promptly and regularly to the members of the Supervisory Board on all events of significance.

The annual balance of accounts, the consolidated financial statements and the group management report were audited by Ernst & Young GmbH Wirtschaftsprüfungsgesellschaft, Stuttgart, and each section was issued with a clean audit certificate. After completing its own audits of the annual balance of accounts, the proposed appropriation of earnings, the consolidated financial statement as well as the group management report, the Supervisory Board has accepted without objection the annual balance of accounts and the consolidated financial statement as presented by the Managing Board.

The Supervisory Board thanks the Managing Board and all employees worldwide for their hard work and constructive personal contributions to the success of the company. We also thank the works council representatives for their good cooperation.

Ditzingen, October 2013

DR. JÜRGEN HAMBRECHT
CHAIRMAN OF THE SUPERVISORY BOARD



Company Information

Managing Board

TRUMPF
GmbH + Co. KG

Dr. phil. Nicola Leibinger-Kammüller

President and Chairwoman of the Managing Board, responsible for strategic development, corporate communication, real estate and facilities

Dr.-Ing. E. h. Peter Leibinger

Vice-Chairman of the Managing Board, Head of the Laser Technology/Electronics Division, responsible for research and development as well as new business fields

Dr. rer. pol. Lars Grünert

Responsible for information technology, organizational development and central purchasing as well as finance and controlling in the Laser Technology/Electronics Division

Dr.-Ing. Mathias Kammüller

Head of the Machine Tool Division, responsible for production and quality management as well as product group organization

Dr. rer. soc. Gerhard Rübling

Labor Director, responsible for human resources as well as services in the Machine Tool Division

Dipl.-Ök. Harald Völker

Chief Financial Officer, Head of the Medical Technology Division, responsible for corporate finance and controlling, legal affairs, acquisition management and sales financing

Partners

Family Leibinger

95.0 percent

Berthold Leibinger Stiftung GmbH*

5.0 percent

* Indirectly via Berthold Leibinger Beteiligungen GmbH.

Supervisory Board

Berthold Leibinger
GmbH

Prof. Dr.-Ing. E. h. Berthold Leibinger

Gerlingen

Chairman of the Supervisory Board (until 31.12.2012)

Dr. rer. nat. Jürgen Hambrecht

Neustadt an der Weinstraße

Former Chairman of the Board of Management of BASF SE, Chairman of the Supervisory Board (since 01.01.2013)

Gerd Duffke*

Bietigheim-Bissingen

Vice-Chairman of the Supervisory Board,
Head of Professional Qualification,
Personnel Development at TRUMPF GmbH + Co. KG
in Ditzingen

Hans-Rainer Balbach*

Gerlingen

Works Council of TRUMPF Werkzeugmaschinen
GmbH + Co. KG in Ditzingen

Volker Buchmann*

Unterwellenborn

Chairman of the General Works Council of
TRUMPF Medizin Systeme GmbH + Co. KG

Stefan Fuchs

Chairman of the Board of Management of Fuchs
Petrolub AG, Mannheim (since 01.01.2013)

Prof. Dr. Hermut Kormann

Heidenheim

Former Chairman of the Board of Management
of Voith GmbH

Doris Leibinger

Gerlingen

Prof. Dipl.-Ing./M. Arch. Regine Leibinger

Berlin

Architect, Barkow Leibinger Architects

Monika Lersmacher*

Kornwestheim

Union Secretary of the IG Metall trade union
Baden-Württemberg

Martin Röhl*

Tübingen

Second Authorized Representative
of IG Metall Baden-Württemberg

Joachim E. Schielke

Stuttgart

Former Chairman of the Board of Management
Baden-Württembergische Bank, Stuttgart, former
member of the Board of Management Landesbank
Baden-Württemberg, Stuttgart

Andreas Schulz*

Gerlingen

Plant Manager Ditzingen,
TRUMPF Werkzeugmaschinen GmbH + Co. KG

Prof. Dr. Dr. oec. h. c. Walther Zügel

Stuttgart

Former Chairman of the Board of Management
Landesgirokasse Stuttgart (until 03.12.2012)

* Employee representative.

Global presence

47 – Locations

TRUMPF THE FUTURE SINCE 1923



1
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7
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A B C D E

58 – Subsidiaries

GERMANY

14

- Ditzingen 6
- Headquarters
- Freiburg 1
- Gerlingen 1
- Hettingen 1
- Munich 1
- Neukirch 1
- Puchheim 1
- Saalfeld 1
- Schramberg 1

EUROPE

23

- Clermont-Ferrand 1
- France
- Haguenau 1
- France
- Paris 1
- France
- Luton 2
- Great Britain
- Southampton 1
- Great Britain
- Milan 1
- Italy
- Orbassano/Turin 1
- Italy
- Hengelo 1
- Netherlands
- Pasching 1
- Austria
- Warsaw 1
- Poland

AMERICA

7

- Zielonka 1
- Poland
- Moscow 1
- Russia
- Alingsås 1
- Sweden
- Baar 2
- Switzerland
- Grüsch 3
- Switzerland
- Košice 1
- Slovakia
- Madrid 1
- Spain
- Liberec 1
- Czech Republic
- Prague 1
- Czech Republic

- Charleston 1
- USA
- Cranbury 1
- USA
- Farmington 1
- USA
- Santa Clara 1
- USA
- São Paulo 1
- Brazil
- Mississauga 1
- Canada
- Apodaca 1
- Mexico

ASIA-PACIFIC

14

- Shanghai 1
- China
- Hong Kong 1
- China
- Dongguan 1
- China
- Taicang 2
- China
- Pune 1
- India
- Yokohama 1
- Japan
- Sagamihara 1
- Japan
- Gueishan 1
- Shiang Taiwan
- Jakarta 1
- Indonesia
- Kuala Lumpur 1
- Malaysia
- Singapore 1
- Malaysia
- Seoul 2
- South Korea

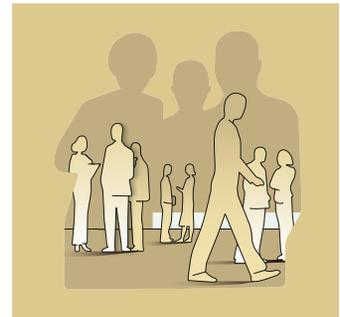
Social responsibility

Committedly Creative

SR Social responsibility

SR 1 Education

SR 2 Employees



SR

Social responsibility is a part of our culture as a family-owned company. We are geared toward a value system based on responsibility and sustainability. Our social responsibility is focused primarily on the sectors of education, research, sustainable business, employees and family-owned companies. Here, with innovative approaches and projects, we contribute toward the further development of our society.

SR 1 EDUCATION

Education is a prerequisite for innovative thinking. With numerous education projects currently in place across Europe, we want to help steer young people toward knowledge. The projects take place at various stages of a young person's educational path: pre-school, school, choice of career, all the way to higher education. Together with local educational institutions we plan and design future-oriented learning projects, supply teaching materials, and support students by means of grants and scholarships. Fostering and encouraging an interest in technology and entrepreneurship in today's young people is our constant objective here.

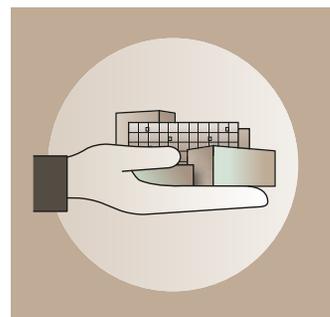
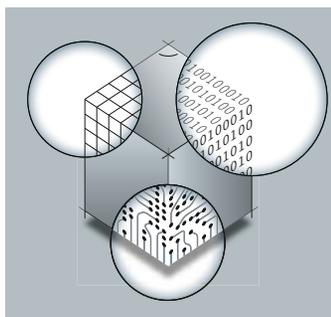
SR 2 EMPLOYEES

Our employees form the foundation of our success. With their qualifications, commitment and motivation, they determine our competitiveness. This is why we invest in our employees' overall advancement – in their training, professional qualifications, cultural life and health. For instance, they undergo several hundred health checks every year.

SR 3 Research

SR 4 Sustainable business

SR 5 Family-owned companies



SR 3 RESEARCH

As a high-technology company we work on many future-related topics, always seeking know-how transfer between research and practical application. We maintain close contact with universities and institutes, and are active in research networks that are relevant to us. We support university teaching by endowing professorships, organizing lectures or making machinery available to institutes. We also offer industrial doctorate and trainee programs for young academics.

SR 4 SUSTAINABLE BUSINESS

Our awareness of responsibility includes the economical utilization and minimal consumption of resources. We design our products, processes and overall infrastructure in accordance with this. The resulting efficiency – with futureproof products that are gentle on resources – can give our customers the competitive edge.

SR 5 FAMILY-OWNED COMPANIES

Our company principles form the basis of our long-term thinking and our actions as a family-owned company. We are proud of these values and of the success of our business model. In the German economy, family-owned companies are an important cornerstone of growth and employment – so it is in everyone's interests that the future of the family-owned company should be safeguarded in the long term. That is why we strive to play an active role in shaping the political and economic climate.

Highlights

07.2012

– 12.2012

*Highlights
of Fiscal Year 2012/13*

H 1 07.2012

H 4 / 6 10.2012



H 1 05.07.2012

“Bending to go”: Instant access anytime to the most important bending parameters, in an app.

H 2 06.08.2012

Sheet thickness record: TRUMPF machines can cut stainless steel plate up to 50 millimeters thick.

H 3 31.08.2012

10,000th Swiss TruLaser machine leaves the production line at the TRUMPF factory in Grüşch.

H 4 23.10.2012

Unique freedom of choice: TRUMPF offers 2D laser machines in every performance class with either solid-state lasers or CO₂ lasers.

H 5 27.11.2012

TRUMPF Scientific Lasers GmbH + Co. KG: TRUMPF founds joint venture for ultrashort pulse lasers.

H 6 04.12.2012

Professor Berthold Leibinger resigns as Chairman of the Supervisory Board of the TRUMPF Group. He is succeeded by Dr. Jürgen Hambrecht.

03.2013

– 04.2013

H 8 03.2013

H 10/11 04.2013



H 7 01.03.2013
 Uncompromising: the radio-frequency generator TruPlasma RF 3012 combines high efficiency with an exceptionally robust design.

H 8 07.03.2013
World's biggest producer of industrial lasers TRUMPF adds a new development center to its solid-state laser headquarters at Schramberg, Germany.

H 9 09.04.2013
New "Platform Industry 4.0": As a member of the steering committee and board of management, TRUMPF is shaping the production of the future.

H 10 18.04.2013
 Next-generation microchips: TRUMPF Laser Amplifier supplies high-energy laser pulses for new lithography method.

H 11 30.04.2013
 Successful start: The active assistance system ViKY from TRUMPF Medical Systems surpasses all expectations.



Highlights

05.2013

– 07.2013

*Highlights
of Fiscal Year 2012/13*

H 14/15

06.2013

H 16

07.2013



H 12 21.05.2013

Firework of innovation at the 21st LASER World of Photonics: TRUMPF presents 13 world premieres.

H 13 28.05.2013

Integrated flattening for punching and punch-laser machines: No more refinishing required for flat sheets.

H 14 05.06.2013

King Willem-Alexander of the Netherlands visits TRUMPF.

H 15 06.06.2013

New production building for TRUMPF marking lasers at the Swiss plant in Grüşch.

H 16 02.07.2013

Chancellor Angela Merkel at TRUMPF in Ditzingen.

Group Management Report

2012/13

P

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061	Structure and Business Activities
062	Economic Situation
065	Business Development
068	Results of Operations, Net Assets and Financial Position
070	Securing the Future
076	Procurement
077	Production
078	Processes and Organization
080	Employees
081	Risk Report
087	Important Events since the End of the Fiscal Year
088	Outlook

CHAP.

03



Information

TRUMPF
AT A GLANCE

Sales

2012
2013

2,343.4
million €

Sectors

MACHINE TOOLS

LASER TECHNOLOGY/ ELECTRONICS

MEDICAL TECHNOLOGY

Machine Tools

Machine tools for flexible sheet metal and tube processing

Laser Technology

Lasers for production technology

Electronics

Power supplies for high-tech processes

Medical Technology

Equipment for operating rooms and intensive care departments

Group Management Report

for fiscal year 2012/13

Structure and Business Activities

TRUMPF is a high-technology manufacturer of machine tools, laser technology, electronics and medical technology. Our mission is to be a global technology and organizational leader and to help our customers succeed in their businesses by giving them products tailored precisely to their requirements.

Under the roof of our holding company, TRUMPF GmbH + Co. KG, are three business divisions that hold four business fields: Machine Tools, Laser Technology/Electronics, and Medical Technology.

Our largest area of activity is machine tools for flexible sheet metal processing. The product portfolio includes machines for bending, punching and forming, for laser processing and for combined punching and laser processing. Standardized system components enable the most diverse automated production solutions.

Our laser technology product range comprises laser systems that cut, weld and surface-treat three-dimensional components. We provide high-performance CO₂ lasers, rod, disk and fiber lasers, direct diode lasers, ultrashort pulse lasers, marking lasers and marking systems.

The electronics product pallet includes DC, high and medium frequency generators for inductive material heating, surface coating and surface processing via plasma technology, as well as for laser excitation.

In Medical Technology we focus on system solutions for operating rooms and intensive care departments. Our portfolio includes operating tables, operating lamps, ceiling-mounted workstation systems, camera- and assistance-systems.

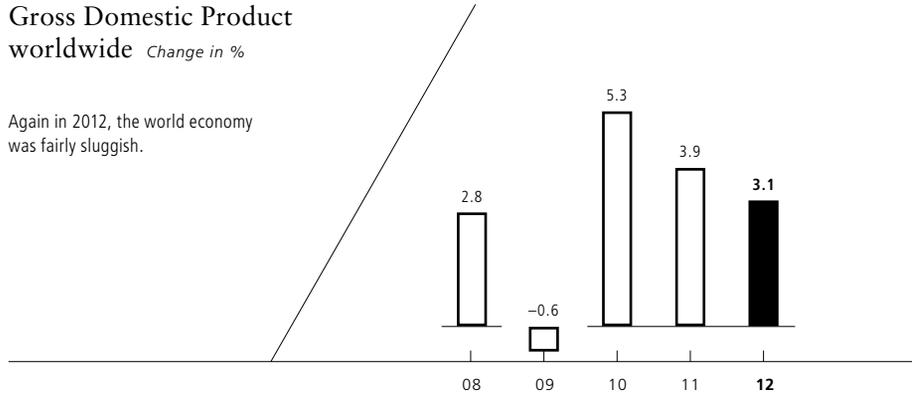
In all our divisions we support our customers with comprehensive service that covers the entire lifecycle of our products. We offer a full service package, from financing concepts, functional expansion and technical service to consulting, training and secondhand machinery trade.

Graphic

01

Gross Domestic Product worldwide *Change in %*

Again in 2012, the world economy was fairly sluggish.



Source: International Monetary Fund

Both the Machine Tool division and the Laser Technology business field are based in Ditzingen (Germany). The Electronics business field is managed from Freiburg (Germany). The central production locations for Medical Technology are in Puchheim and Saalfeld (Germany).

The TRUMPF Group is represented in all of the world's leading markets with 58 operational subsidiaries in Europe, America and the Asia-Pacific region. There are production plants in China, Germany, France, Great Britain, Japan, Mexico, Austria, Poland, Switzerland, the Czech Republic and the USA.

Economic Situation

World economy weaker

Graphic 01

Again in 2012, the world economy was fairly sluggish. According to information from the International Monetary Fund (IMF), the global gross domestic product in 2012 rose by 3.1 percent, in contrast to growth of 3.9 percent in the previous year. With growth rates of around 2 percent, the USA and Japan achieved higher values than one year earlier. Emerging countries registered a drop – their economies increased by only 4.9 percent (previous year: 6.2 percent). Here, China was still far ahead with growth of 7.8 percent, but could not come close to its previous year's figure of 9.3 percent.

With a growth figure of –0.6 percent, the Eurozone slipped into recession. With only moderate growth of 0.9 percent, the German economy was unable to prevent this either.

As a result of the ongoing sovereign debt crisis, there was a negative development in industrial production and investments in Europe. Worldwide, growth rates in industrial production weakened to 2.5 percent (previous year: 4.3 percent) and the investments in important customer branches also fell to 5.1 percent (previous year: 15.9 percent).

Higher productivity in machine tool industry

With a production increase of 1.3 percent after two sequential, powerful years, and, despite the sovereign debt crisis in the Eurozone combined with a global economic slowdown, Germany's mechanical and plant engineering sector managed to achieve a good result in 2012. According to

the German Engineering Federation (VDMA), sales in the entire mechanical engineering industry reached approximately €207 billion, again nearly equaling the level of the record year 2008. For 2013, the Federation is expecting production growth in real terms of 2 percent.

According to the German Machine Tool Builders' Association (VDW), the machine tool industry in Germany achieved a production volume of €14.1 billion in 2012. This corresponds to an increase of 10 percent in comparison to the previous year. Machine tools for forming and cutting achieved an increase of 5 percent at €2.7 billion. For the current fiscal year the VDW sees growth potential in both production and export at a moderate 1 percent. In orders received for 2012, totaling €15.1 billion, the machine tool industry registered a drop of 10 percent in relation to the very successful previous year.

Global production of machine tools rose in 2012 by 7 percent, according to the VDW, reaching a new record value of €66.3 billion. In the world rankings, China remained in first place with a production volume of €14.7 billion and a global share of 22 percent, followed by Japan and Germany with shares of 21 percent and 16 percent respectively.

Laser market achieves record figure despite subdued growth

According to a survey by Optech Consulting, the world market for laser systems and material processing achieved a record volume in 2012 of €7.9 billion. This is equivalent to an increase of 9 percent over the previous year's value. However, this growth was based to a considerable extent on effects caused by Asian currencies. In US dollar terms, the market for laser material processing systems grew only slightly in 2012, by just 1 percent.

China and Europe, with a joint share of almost 50 percent altogether, were the heavyweights in demand for laser systems. As a result of the sovereign debt crisis in Europe and lower export rates in China, orders received in the laser sector during 2012 were initially subdued. They increased for a few months before dropping again at the end of the fiscal year, due to the increasingly gloomy prospects for the global economy.

In general, however, sales in the laser sector at the beginning of 2013 were sharply above the level of the previous year. The most powerful growth was in North America. In Asia, South Korea registered the highest growth in laser technology; the development in China was only slightly positive, while Japan remained the same.

Consumer electronics was a powerful growth driver in the laser market during fiscal 2012, since laser processes are utilized to a significant extent in the production of smartphones and tablet PCs. Sales were also strong in the automotive industry, where welding and cutting with lasers are steadily becoming more widespread.

Losses posted in the electrical industry

2012 was a very restrained year for the German electrical industry, affected both by the sovereign debt crisis in the Eurozone as well as the slowdown in the global economy. According to the Central Association of the Electrical Engineering and Electronics Industry (ZVEI), production and turnover in the sector both decreased by 3 percent respectively. Sales, therefore, lay at €172.8 billion, and production volume at €143.9 billion. The second half of the year was far weaker than the first. For 2013, the ZVEI is expecting a production increase of 1.5 percent.

According to ZVEI estimates, global production in the electrical sector in 2012 achieved a volume of €3,585 billion. The German electrical industry is the fifth-largest producer in the world after China, Japan, the US and South Korea.

Medical technology only strong outside Germany

In 2012, German medical technology companies generated overall sales of €22.3 billion (previous year: €21.4 billion). The increase in sales, according to Spectaris (German Industrial Association for Optical, Medical and Mechatronic Technologies), is due exclusively to growth in foreign business, now especially significant because of an export quota of roughly 68 percent. In 2012 German companies achieved an increase in sales outside Germany of 6.7 percent, equivalent to foreign sales of €15.1 billion. Domestic business was weak in contrast and, at almost €7.2 billion, dropped to around 0.8 percent below the level of the previous year. For 2013, the German medical technology industry is expecting sales to increase slightly.

Graphic

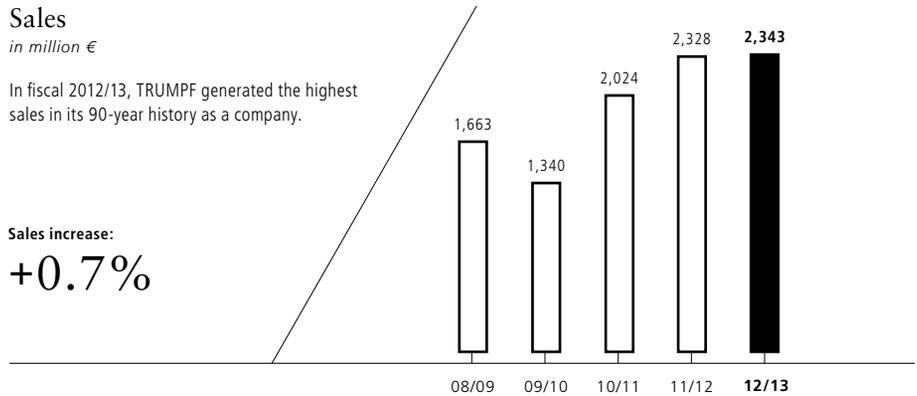
02

Sales

in million €

In fiscal 2012/13, TRUMPF generated the highest sales in its 90-year history as a company.

Sales increase:
+0.7%



Business Development

Slight increase in revenues for TRUMPF

Graphic 02 | In fiscal 2012/13, TRUMPF generated the highest sales in its 90-year history as a company. The figure rose only slightly, however, by around 0.7 percent, to €2.34 billion (previous year: €2.33 billion). Here, differing tendencies became apparent regionally as well as in individual TRUMPF business fields.

Machine tools developing well

Sales in the company's largest division, Machine Tools, rose by 2.9 percent to €1.94 billion (previous year: €1.89 billion).

The last quarter of the year under review was the strongest for the Machine Tool division. We registered good sales figures for our punching machines and the new laser tube cutting system, with its special quality angled cut, was also a market success. There was also good sales progress of automation components, now available in numerous shapes and sizes, thus fulfilling the most diverse customer requirements. Our laser flatbed machines, which customers are increasingly requesting to be equipped with solid-state lasers, accounted for the largest proportion of the division's turnover.

Above-average growth in laser technology

Sales in the Laser Technology/Electronics division as a whole rose by 4.4 per cent to €758 million (previous year: €727 million).

In comparison with the consolidated sales, turnover in the laser technology business field saw above-average growth of 7.6 percent to €684 million (previous year: €636 million). The share of lasers and components for EUV generation in semiconductor production already accounts for more than 10 percent of sales of the business field. We also achieved strong growth in the lasers for micro-applications sector, especially where smartphone-based applications were concerned. Because of increased use of lightweight construction materials in the automotive sector, our sales in that sector continued to rise, as well. With cutting applications in sheet metal processing there is a noticeable trend toward solid-state lasers, and this resulted in a moderate drop in sales of CO₂ lasers for machine tools. This decrease was more than compensated for, however, by other product groups.

Graphic

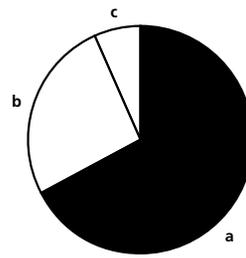
03

Sales by business division*

in million €

The shares in turnover of the divisions changed only minimally relative to the previous year.

■	a / MACHINE TOOLS	1,943 / +2.9%
□	b / LASER TECHNOLOGY/ ELECTRONICS	758 / +4.4%
□	c / MEDICAL TECHNOLOGY	184 / -0.2%



* consolidated within the business division

Total 2,885 / +3.1%

12/13

Turnover in the Electronics business field is strongly dependent on project-driven, large-scale investments. It decreased by 15.9 percent to €109 million (previous year: €130 million). The decline in sales is a result of continually weak investment activity in several core markets, such as flat panel displays and systems for the photovoltaic industry.

Medical technology stagnating

At €184 million, sales in the Medical Technology division remained at the previous year's level.

Operating tables were the most successful product group during the year under review. The assistance system ViKY, rolled out in November 2012, surpassed all expectations: it provides surgeons with active support during all kinds of laparoscopic surgical procedures.

Graphic 03



The shares in turnover of the divisions changed only minimally relative to the previous year. With the consolidated sales within the divisions as a basis, the Machine Tool division achieved a share in turnover of 67.4 percent (previous year: 67.5 percent). The Laser Technology/Electronics division generated a share in turnover of 26.2 percent (previous year: 25.9 percent). The share in turnover of the Medical Technology division lay at 6.4 percent (previous year: 6.6 percent).

Shift in regional shares in turnover

The slight increase in sales overall was primarily due to good development in North America, and especially in the US. America's share of overall sales increased by 3.9 percentage points to 22.1 percent. Asia remained at the level of the previous year and the region's share in the sales within the TRUMPF Group decreased slightly to 22.0 percent. Europe (not including Germany) was also constant with a share in turnover of 29.8 percent, although with a shift in favor of Central and Eastern Europe. Despite subdued development, Germany remains the largest single market with a share in turnover of 25.5 percent (previous year: 28.8 percent).

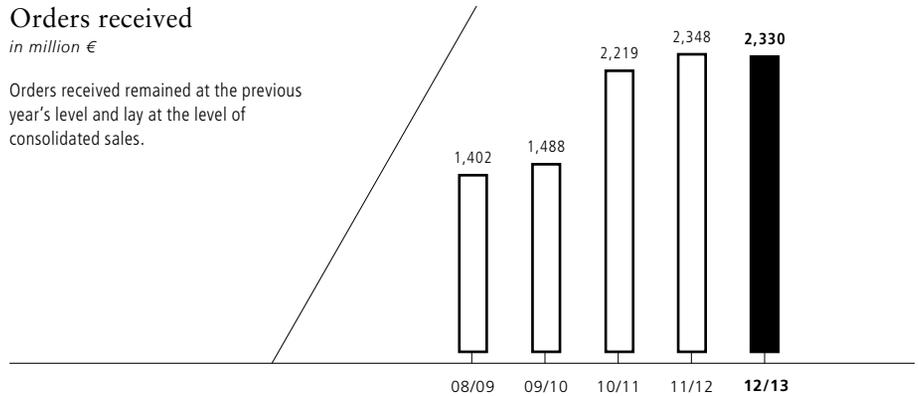
Graphic

04

Orders received

in million €

Orders received remained at the previous year's level and lay at the level of consolidated sales.



Western Europe weak, Eastern Europe strong

In Germany, sales decreased by 11.0 percent to €597 million (previous year: €671 million). In the other countries of Western Europe, sales dropped by 6.7 percent to €462 million (previous year: €495 million). As expected, Greece, Spain and Portugal were especially weak. One especially strong market was Austria, with a sales increase of 18.1 percent. The countries of Central and Eastern Europe increased sales by 15.9 percent to €237 million (previous year: €204 million). The highest sales were registered in the Czech Republic, Poland, Russia and Hungary.

Dynamic growth in America – Asia remains uneven

In North, Central and South America, sales rose by 22.0 percent to €518 million (previous year: €424 million). Revenues in the USA, in particular, developed very dynamically for TRUMPF, partially because of a major project. Sales there rose by 37.0 percent to €375 million. In Mexico, too, TRUMPF managed to secure high growth. Brazil, in contrast, had a subdued fiscal year.

Business development for TRUMPF in the Asia-Pacific region during the year under review was characterized by great restraint. Sales fell by 0.7 percent to €515 million (previous year: €519 million). In China – the third-largest single market for TRUMPF after Germany and the US – a slight drop in sales of 1.9 percent was posted. And in Japan, too, the previous year's result could not be equaled. In contrast there were very satisfactory developments in South Korea, India, Thailand and Indonesia.

Slight drop in orders received

Graphic 04

Orders received remained at the previous year's level and lay at the level of consolidated sales. At €2.33 billion they did not quite equal the previous year's figure of €2.35 billion, reflecting a drop of 0.8 percent.

As a result of orders received lying slightly below sales, orders on hand dropped by 0.7 percent to €666 million (previous year: €671 million). The forward order book thus amounted to 3.1 months (previous year: 3.3 months).

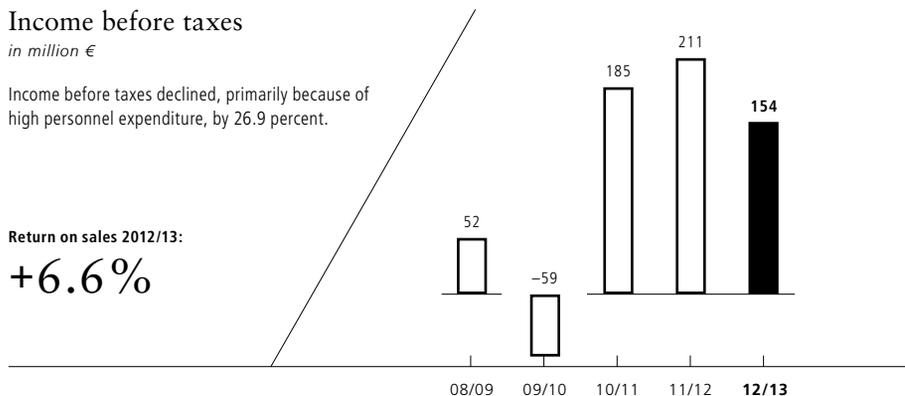
Graphic

05

Income before taxes*in million €*

Income before taxes declined, primarily because of high personnel expenditure, by 26.9 percent.

Return on sales 2012/13:

+6.6%**Results of Operations, Net Assets and Financial Position****Results of operations: Regressive shift in earnings**

Graphic 05

The positive development in earnings of previous years could no longer be continued. Income before taxes declined, primarily because of high personnel expenditure, by 26.9 percent to €154 million (previous year: €211 million).

Despite the moderate increase in sales, overall performance fell by 1.0 percent to €2.36 billion (previous year: €2.38 billion). The reason for this was a lower increase in finished goods and work in progress in comparison to the previous year.

Other operating income fell by 34.0 percent to €83 million (previous year: €125 million). The main cause of this was sharply lower exchange-rate gains.

Expenses for materials and services purchased decreased by 3.3 percent to €1.10 billion (previous year: €1.14 billion). The material expenditure quota fell slightly to 46.8 percent (previous year: 47.9 percent).

Personnel expenses rose as a result of the strategic personnel increases in research and development as well as in the growth markets of Asia. Altogether they rose by 7.6 percent to €688 million (previous year: €639 million). The share of expenses for personnel increased to 29.2 percent (previous year: 26.8 percent).

Other operating expenses decreased by 6.6 percent to €399 million (previous year: €427 million). Like the changes in other operating income, this drop was also due to considerably lower exchange-rate gains.

The financial and investment result lay at €22 million, as in the previous year.

Tax expenses, amounting to €39 million (previous year: €44 million), almost completely comprised effective taxes. There were very few deferred taxes.

The Group net income amounted to €116 million (previous year: €167 million).

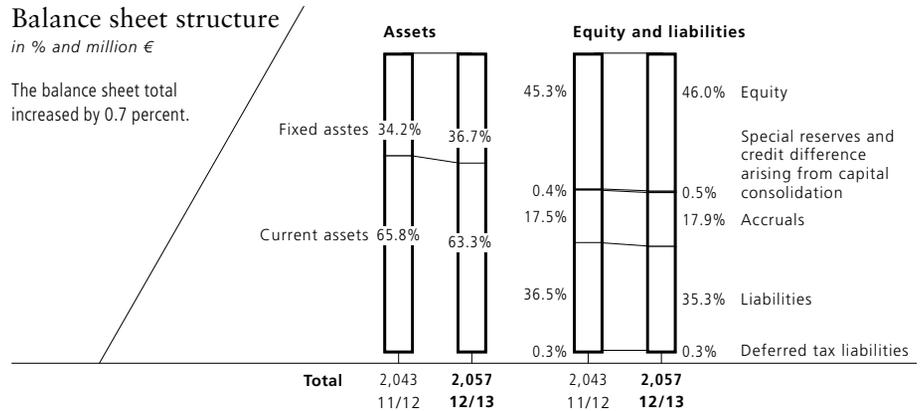
Graphic

06

Balance sheet structure

in % and million €

The balance sheet total increased by 0.7 percent.



Net assets and financial position: Equity ratio increases slightly

Graphic 06

● The balance sheet total increased in the year under review by 0.7 percent to €2.06 billion (previous year: €2.04 billion).

Fixed assets rose by 8.2 percent to €756 million (previous year: €698 million). Growth in tangible assets resulted in particular from investment projects by our companies in Ditzingen, Schramberg, Hettingen (Germany) and Grüşch (Switzerland).

Current assets including prepaid expenses decreased by 3.2 percent to €1.30 billion (previous year: €1.34 billion). Inventories increased by 1.2 percent to €504 million (previous year: €498 million).

Receivables and other assets decreased by 2.1 percent to €609 million (previous year: €622 million). The receivables turnover improved to 5.0 (previous year: 4.8).

Securities and cash dropped by 18.4 percent to €166 million (previous year: €203 million). Cash and cash equivalents fell, primarily because of repayment of long-term loans and borrowings, by 27.3 percent to €212 million (previous year: €291 million).

Equity rose by 2.2 percent to €945 million (previous year: €925 million). The equity ratio increased by 0.7 percentage points to 46.0 percent (previous year: 45.3 percent).

Accruals rose by 2.8 percent to €369 million (previous year: €358 million). The increase here was primarily in pension provisions as well as personnel-related provisions. In contrast, provisions for warranties could be reduced.

Liabilities fell by 2.8 percent to €699 million (previous year: €719 million). This drop was due in particular to the repayment of bank loans amounting to €59 million. In contrast, liabilities to managing partners increased by €26 million.



Graphic

07

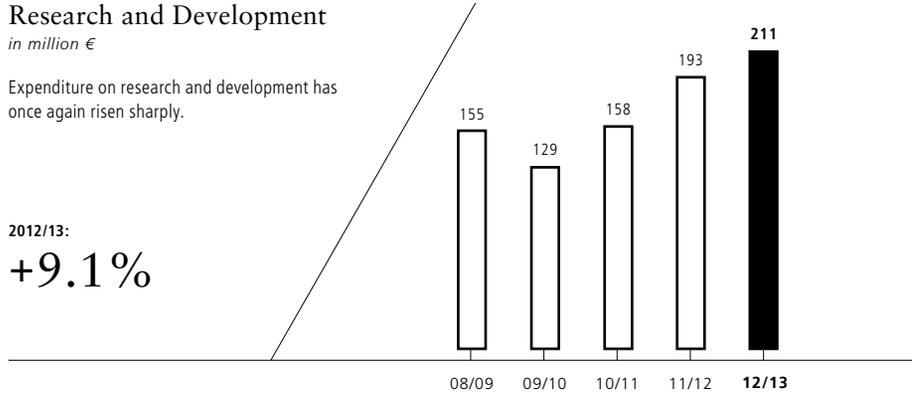
Research and Development

in million €

Expenditure on research and development has once again risen sharply.

2012/13:

+9.1%



Securing the Future

The investment ratio of the TRUMPF Group dropped by 0.8 percentage points in relation to the previous year, to 5.8 percent. We invested considerably in property, plant and equipment, but primarily in research activities and new product development. The overall share in future investments amounted to 14.8 percent of sales (previous year: 14.9 percent).

Research and development strong

Innovation is an integral part of TRUMPF's corporate culture. As a high-tech company, our mission is to turn visions into reality and to give our customers a constant edge over their competition. This is why we again sharply increased our research and development expenditure in fiscal 2012/13. It increased by 9.1 percent to €211 million (previous year: €193 million).

Graphic 07

➤ The development ratio in relation to sales lay at 9.0 percent (previous year: 8.3 percent). The number of employees working in research and development on the closing date rose by 5.8 per-

Graphic 08

cent to 1,430 (previous year: 1,352). This means that 14.4 percent of our employees are working on the products and ideas of tomorrow.

Our activities are geared toward keeping the company in a technological lead position globally. The main focus of research and development at TRUMPF is on technological fields such as production and fabrication technology, photonics, laser technology and its fields of application, beam sources and materials of the future, electro mobility, and medical technology. We can frequently offer our customers different and sometimes rival methods to solve their problems. Targeted individual consulting always results in the solution that is most appropriate for their requirements.

Platform strategy in the machine tools sector

During fiscal 2012/13, the focus of machine-tool development was on expanding our broad portfolio in the 2D lasercutting sector. We provide the right machine for every requirement – batch sizes can be extremely large or small, formats can be medium or large, and the sheet metal for processing can be thick or thin. Depending on the application, our customers can also select between CO₂ and solid-state laser technology across all machine series.



Graphic

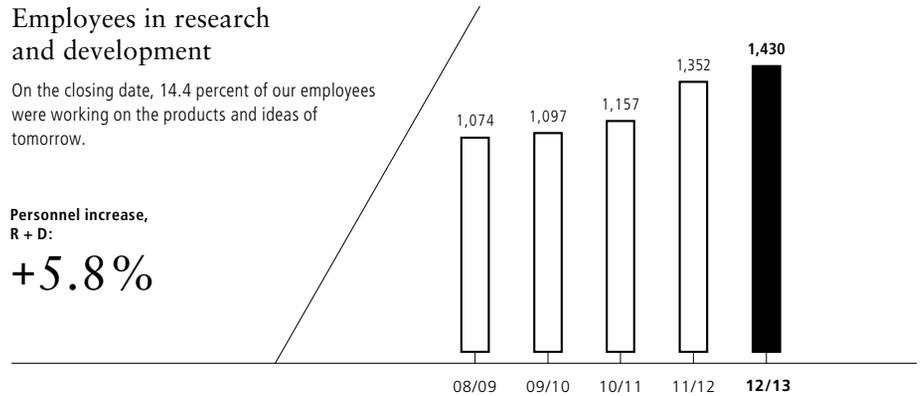
08

Employees in research and development

On the closing date, 14.4 percent of our employees were working on the products and ideas of tomorrow.

Personnel increase,
R + D:

+5.8%



To retain our upper hand with the constantly growing complexity that goes along with these developments, to improve variant management and to further increase the stability and efficiency of our machines, the organizational unit “System and Product Architecture” was created during the last fiscal year. Its aim is to develop a “building-block system” of modular design, enabling configuration of all machines required today and in the future.

World premieres in punching and lasercutting

TRUMPF rolled out a world-first onto the market during the year under review: the TruMatic 6000. This new punch-laser machine is characterized by increased process reliability, first-class part quality and minimized downtimes. The high level of process reliability is due to several assistance systems including the function Smart Punch Monitoring, which checks whether a hole has been punched and detects for possible punch breakage in good time. The die can be lowered, preventing scratches on the metal and, because of tool rotation and the single-cutting-head strategy, set-up times and downtimes are minimal.

One innovation that is very beneficial for punching customers is integrated flattening. In the standard punching process, release of tension leads to sheets bending, especially in thin ones with numerous punched holes. These then need to be flattened in a separate machine. With integrated flattening our active die, combined with custom equipped tools, induces countertension with every punch stroke and the relevant technology data for these are stored on the machine control. Punched sheets emerge perfectly even and flat from the machine, and refinishing work is no longer required.

“Bright Line fiber” is the name of the latest successful TRUMPF development in the 2D lasercutting sector. This function also turns solid-state machines into universal systems. Until now, solid-state lasers had a reputation for being highly productive with thin sheets although producing slightly inferior edge quality with thicker stainless steel and aluminum, along with increased burr formation on the underside. “Bright Line fiber” has corrected this condition for good. With our 5kW disk laser, aluminum and stainless steel up to a thickness of 25 millimeters can be cut without a problem. The edge quality achieved here, and the almost complete lack of burr formation also guarantees that the cut sections can easily be removed from the sheet skeleton – thus creating the ideal preconditions for automation of all downstream processes.

Machine tools as a part of "Industry 4.0"

Last year there was great public interest in the research of digitalization and networking of industrial production known as "Industry 4.0". As far back as 2011 TRUMPF has been a member of this working group initiated by the German government. We are also a member of "Platform Industry 4.0". Founded in April 2013 it is a branch of the three associations German Engineering Federation (VDMA), German Federal Association for Information Technology, Telecommunications and New Media (BITKOM) and Central Association of the Electrical Engineering and Electronics Industry (ZVEI). The aim of this joint venture is to promote interdisciplinary cooperation, to define technical standards, and to drive the implementation of Industry 4.0. We are developing the reference architecture for our sector and today are already offering numerous products that are capable of being part of a so-called "Smart Factory". It combines virtual and physical production elements by bringing the internet to products and services.

Eventful year for laser technology

Fiscal 2012/13 was especially eventful for the development of laser technology. In March 2013, we opened a new development building in Schramberg – our main development center for solid-state lasers. All the different development departments are now located under one roof. Solid-state lasers from Schramberg are used in micro-applications for the semiconductor industry, as high-performance lasers in automotive construction and also in TRUMPF's own machine tools.

Focus on micro processing

At the premier trade show LASER World of Photonics in Munich we also impressed the visitors by presenting 13 new beam sources. A great deal of interest was shown in our first femtosecond laser, the TruMicro 5050 Femto Edition. The special feature here: just like the picosecond laser from TRUMPF, this ultrashort pulse laser in the femtosecond range is designed for industrial use, and distinctive for its high process reliability and consistently good processing results. The TruMicro 5080 with infrared wavelength extends the power limit of picosecond lasers to beyond 150 watts of average power – a record value in ultrashort pulse lasers for industrial use. The new TruMicro 5280, a frequency-doubled variant with green wavelength, also exceeds the 100-watt limit in average power. We have also made further improvements to the lower end of the range: the new picosecond lasers in the TruMicro Series 2000 are entry-level devices for micro material processing in the low average power range.

Marking laser innovations

TRUMPF presented a world-first with its innovative TruMark Series 1000. This marking laser with infrared wavelength is of extremely compact design: the beam source, power supply, computer and even the scanner all fit inside a housing the size of a shoebox, weighing around ten kilograms. This makes the laser ideal for integration into existing production lines, as well as new ones. In the high power ranges, too, TRUMPF is expanding its marking laser portfolio. The new fiber lasers in the TruMark Series 5000 are ideal for the fast processing of high batch sizes of metal as well as plastic.

Another highlight is the new diode laser generation for soldering and deposition welding with outputs of up to six kilowatts. The new TruDiode 6006 offers an attractive price-performance ratio. The latest-generation TruDisk disk lasers deliver up to 6 kilowatts of laser power from just one single disk. That leads to even more compact design while lowering operating costs by up to 25 percent. And with the new generation of the TruCoax 1000, TRUMPF offers a compact and robust CO₂ laser for processing metallic and nonmetallic materials. The energy-efficient and maintenance-free coaxial laser can be easily integrated into customized systems.

EUV lithography for microchips of the next generation

The so-called EUV project is still of great importance to laser development at TRUMPF. In order to manufacture ever smaller and more powerful microchips in an economically efficient manner, thereby securing progress in accordance with Moore's Law (which states that processor power doubles every two years), semiconductor technology is facing a changeover to a shorter exposure wavelength in photolithography. This wavelength is 13.5 nanometers, and generated by the so-called EUV method (extreme ultra violet lithography) – at the heart of which is a system from TRUMPF CO₂ lasers. In the last fiscal year we delivered numerous second-generation laser systems to manufacturers of lithography systems.

Electronics: more efficient and robust radio-frequency generator

Robustness and high efficiency – these two RF processing-power supply requirements have been impossible to realize at the same time. Users had to choose between stable but less efficient generators or efficient yet sensitive power supplies. The new radio frequency generator TruPlasma RF 3012 from TRUMPF Hüttinger is based on the patented RF-combiner technology Combine-Line which provides an extremely high efficiency rate of 80 percent and, simultaneously, very robust and process-stable features.

Joint venture in the US semiconductor market

TRUMPF Hüttinger and the Plasma Control Technologies division of COMET AG have already implemented several joint projects in Europe together. We have now extended this cooperation to America, in order to offer technologically advanced and specific customized solutions to the semiconductor market. Combining coordinated TruPlasma RF generator technology and the COMET RF Matchbox enables us to give our customers sharply improved performance for their semiconductor systems.

Medical technology with successful assistance system

Robotics and assistance systems harbor a great deal of future potential for medicine. Our Medical Technology division has consequently expanded its product portfolio with the addition of the ViKY assistance system. It provides support during general surgery, urology and gynecology operations. ViKY can guide endoscopes or also serve as a holding and positioning system. It consists of a control unit and a compact robotic unit, attached by a swiveling arm to the rail system of the operating table. The system can handle all conventional endoscope optics, endoscope cameras and uterine manipulators, and hold, guide and position these tools during operations via foot control or speech input.

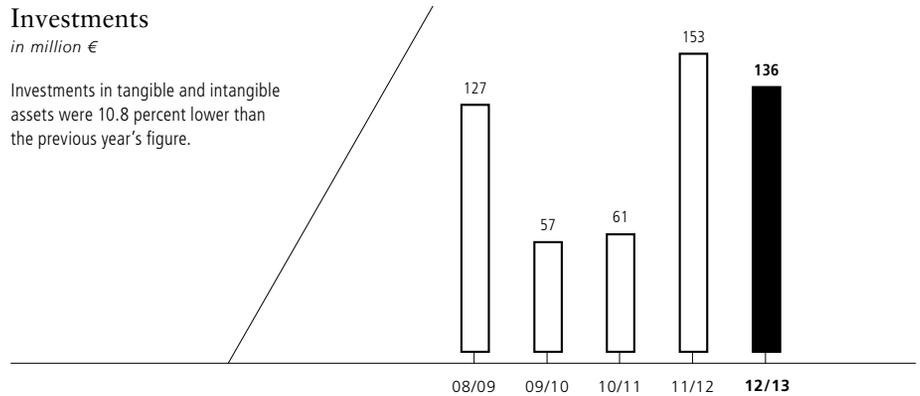
Patient positioning has become far simpler and safer thanks to the new Carbon FloatLine operating table top. An entirely new operating unit enables it to be moved longitudinally and transversely at the same time – as well as faster and slower, depending on pressure intensity. The carbon operating table top is ideal for integration into hybrid applications. It is fully X-ray-capable and, through the operating table system TruSystem 7500, also features an open interface for integration into display systems.

Graphic

09

Investments*in million €*

Investments in tangible and intangible assets were 10.8 percent lower than the previous year's figure.

**Investments for the working conditions of the future**

Graphic 09

During the year under review, investments in tangible and intangible assets, at €136 million, were 10.8 percent lower than the previous year's figure of €153 million.

The TRUMPF Group invested 46.7 percent of the entire investment sum in real estate and construction expansion projects. Plant and machinery accounted for an additional 25.4 percent, and 27.9 percent flowed into office and business equipment.

53.1 percent of the investments were in Germany. The focus here was on construction projects: the modernization work at our headquarters in Ditzingen, the construction of a new development building in Schramberg, and also a production hall in Hettingen.

31.7 percent of the investments were made in the rest of Europe, whereby a considerable amount was spent on the construction of a new production building for marking lasers in Grüşch, Switzerland. 10.5 percent of the investments were made in America, and 4.7 percent in Asia.

The amount invested in tangible and intangible assets sharply exceeded depreciation and amortization. These totaled €75 million (previous year: €68 million).

Procurement

Relaxed procurement situation

Fiscal 2012/13 was characterized by an unproblematic procurement situation. The raw material markets and the purchasing processes were relatively stable, and there were few if any capacity problems or sharp demand fluctuations. Consistent integration of suppliers into the demand process, in particular, enabled us to avoid delivery bottlenecks.

Where important categories of goods and key components are concerned, the strategic buyers and technology expert teams within the procurement organization work closely together with the suppliers. For new products, we integrate our suppliers strategically at an early phase of product development. We further optimized this integration during the period under review, with an eye on the newly introduced series structure in the Machine Tool division.

Supplier Portal for uniform quality

The TRUMPF Supplier Portal is of great importance to the procurement process. The web-based portal solution has become a benchmark in the business. The portal guarantees high and consistent quality in every step of the procurement process. It is extremely popular with suppliers as well as in-house materials requirement planners. The medium-term objective is to process over 50 percent of orders via the Supplier Portal.

Procurement costs on the whole were slightly reduced during fiscal 2012/13 – despite exchange rates that were sometimes unfavorable for TRUMPF buyers, especially where the US dollar was concerned.

Asia sourcing is becoming increasingly important. We have extended purchasing capacities and reinforced procurement in key Asian countries.

The international exchanges in the TRUMPF purchasing association have a clear focus on technology, and these were driven further in the year under review. Measures included an international purchasing managers' conference with an integrated suppliers' day, as well as working visits by Central Purchasing employees to our subsidiaries that lasted several weeks.

Production

New management methods

Capacity utilization was well-balanced at our worldwide production plants during fiscal 2012/13. New management methods, integral to our SYNCHRO production system, enabled even greater transparency in production. Shopfloor management is giving us the ability to fine-tune in a dynamic and flexible manner – we can adapt and adjust instantly and ensure that capacity utilization remains optimal.

We were successful in keeping delivery times short. Our just-in-time production avoided any build-up of inventories. The platform strategy in the Machine Tool division is helping to further stem variant diversity and reduce product complexity.

TRUMPF expands its production capacity

Fiscal 2012/13 was characterized by numerous building projects aimed at improving and expanding our production capacity. At the start of the fiscal year, the new disk laser production plant in Yokohama, Japan began operations. At the Schramberg facility in Germany's Black Forest, we expanded production capacity for solid-state lasers. In March 2013, we opened a new Development Center here, and this freed up space for conversion into additional production areas. In June 2013, a new production building was officially opened at our subsidiary in Grüşch, Switzerland. The new building has now doubled the available production space there for marking lasers.

From the middle until the end of the fiscal year, several interconnected processing centers began operations at our Ditzingen headquarters. These are guaranteeing state-of-the-art production of the most diverse machine components and subassemblies. Finally, in July 2013, we opened a new production hall for punching machines in Hettingen. The TRUMPF factory there manufactures punching machines, laser flatbed machines, laser tube-cutting systems and subassemblies for laser and punching machines, and is scheduled for full modernization over the next few years.

Processes and Organization

SYNCHRO plus in indirect sectors

During the period under review the SYNCHRO plus initiative, introduced into production over the past fiscal year, was extended to include indirect sectors. Different methods are used here, such as the PDCA cycle (Plan, Do, Check, Act) for structured problem solving, key-figure-based coordination meetings, or special instruments for controlling capacity. In the initiative, the focus is on the managers, whose task is to drive the change processes. Over the next few years, the introduction of SYNCHRO plus will be rolled out to further sectors such as Sales and Service.

Furthermore, our organizational development included a large number of improvement projects during fiscal 2012/13. These encompassed projects for reducing development times, standardizing distribution processes and systems, and optimizing service performance. All of these contribute to the long-term success of TRUMPF.

New product group organization

To ensure that our product portfolio and our development projects are professionally managed, the Machine Tool division introduced a product group organization during the year under review. A differentiation was made between the series “Cutting” (TruLaser and TruLaser Tube, and also TruPunch and TruMatic) and “Bending” (TruBend). Individual series managers bear overall responsibility for the success of the products across their entire product lifecycle – from product idea and series production to series status and production end. The main focus of this work is on product management and synchronization of the different specialist departments.

TRUMPF Quality Standard as a guide

For years now the TRUMPF Quality Standard has been mandatory for all our locations. Regular external certification gives our customers the guarantee that the TRUMPF Quality Standard conforms to certification guideline DIN EN ISO 9001. We also subject important business processes to an annual in-house audit. Clear processes and uniform standards that can be used as a guide by all our organizational units and, especially, our new employees have proven themselves again and again at TRUMPF.

IT focuses on security

During fiscal 2012/13 our IT organization placed a special focus on IT security. To sensitize employees for responsible and security-conscious dealings with IT solutions, we launched an IT awareness campaign. We want to continue this initiative and extend it to our companies worldwide, with the help of our IT security organization now globally established.

Regional IT centers in Asia

The regional IT centers we established in China and Singapore during the previous year were staffed and began operations during the period under review. We scored an initial success in Singapore when we integrated the company into the SAP association. Further projects are in store in China, where we are analyzing and optimizing logistics processes in expectation of local growth.

Improvement in laser technology distribution

An important issue was improvement of sales processing in laser technology. With interlocking software tools we are making individual operations in sales even more efficient, from generation of orders to their final processing. We are also revising the IT solution developed for our technical support. Creation of modern system architecture and an agile approach model have given us the ideal basis for an innovative new development.

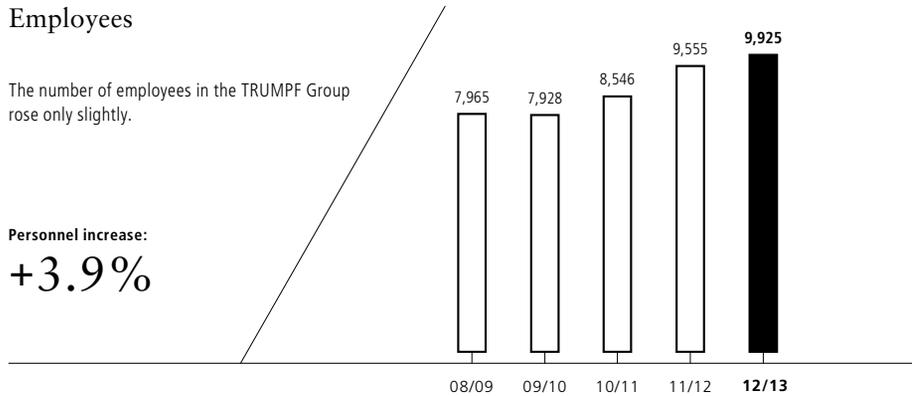
Graphic

10

Employees

The number of employees in the TRUMPF Group rose only slightly.

Personnel increase:
+3.9%



Employees

Overall capacity remains constant

Graphic 10

During fiscal 2012/13, the number of employees rose only slightly. As of June 30, 2013 there were 9,925 employees in the TRUMPF Group (previous year: 9,555). That corresponds to an increase of 3.9 percent.

In Germany, we hired 141 additional employees. The number of employees rose by 2.7 percent to 5,348 (previous year: 5,207). Outside Germany the number of new employees increased by 5.3 percent. On the closing date, 4,577 employees were working for TRUMPF (previous year: 4,348).

Our expansion of overall capacity was not the only reason for increased headcount. We also increased permanent staff and adapted the number of flexible staff to the economic situations at other TRUMPF locations. Most of the new employees were hired in the US and in Asia, above all in China.

Number of training vacancies increased

Training junior employees at our own company is of great importance to TRUMPF. During the year under review we trained 496 young people as skilled workers, engineers or management experts. In the prior year that figure was 455 apprentices and students. The training quota in the Group was 5.0 percent – 0.1 percentage points higher than the year before.

Concept for personnel development

We were able to fill most of our vacant posts worldwide. One reason for this is that over the past years we have implemented a universal concept for acquiring and fostering highly-qualified and committed employees.

In a series of different projects, we introduce children and young people to industrial and technical topics. We also approach students early on advising them of career and training opportunities, for example, by offering them numerous different internships at many of our subsidiaries worldwide.

Promotion of healthcare

We support the health of our employees by means of sports and wellness programs. Daycare facilities and kindergartens as well as childcare services for employees' children during school vacations make it easier to combine work with family life.

Annual potential analysis

There is a comprehensive support program for junior management. To fill key managerial posts and other vacancies with optimal candidates within the company, we implement systematic succession planning for all managerial positions. Here we are supported by our annual potential analysis, that allows us to rate, observe and enhance the potential of all our employees.

Risk Report

Risk management as part of corporate governance

As a leading global technology company, TRUMPF is exposed to a multitude of risks. To respond to these appropriately, the company has a sophisticated risk management system integrated into its corporate organization. We use it to identify, measure, monitor and control risk fields.

The Group's managing board, heads of business divisions and central corporate departments regularly analyze and assess risks using financial figures. These are recorded each month by the Group Information System (GIS) for all divisions, subsidiaries and production facilities. A daily report supplements the GIS. Furthermore, monthly and quarterly reports provide information on the results of operations, net assets and financial position.

For risk assessment purposes, company planning includes alternative scenarios of possible trends within the TRUMPF Group. A liquidity reporting system makes it possible to obtain a largely automated, up-to-date report concerning company liquidity. An interest-rate and currency committee meets monthly to manage and control cash flow, currency and interest-rate risks on a Group level. In addition, market and competitor analyses increase risk transparency.

The open communication culture at TRUMPF also ensures that emerging risks are identified quickly and dealt with appropriately. Regular meetings and special workshops also contribute to these efforts.

The substantial risks that considerably impact our assets, finances and earnings are presented in the following section.

Market risks

TRUMPF is exposed to different risks both on the sales and procurement end. As far as sales potential is concerned, the world economy remained on a subdued course for growth throughout the entire period under review. Domestic demand was weaker than expected in important emerging economies. The recession in the Eurozone proved to be more tenacious than expected. Possible aggravation caused by lending and funding, especially in China and the US, could have a negative effect. In many cases, however, TRUMPF customers can apply for a financing solution via TRUMPF Financial Services.

To keep risks to a minimum on the procurement side, we have a comprehensive supplier management system in place. It is based on open communication about future business expectations, as well as trust in agreement-based purchasing.

Far-reaching dual sourcing

We can guarantee our basic supply by third parties via a far-reaching dual sourcing system. For some key components, we rely on single sourcing. We are in constant contact with these manufacturers in order to guarantee that deliveries are punctual and flawless. For suppliers who deliver core components, there are de-escalation processes and failsafe strategies that include on-site audits at the supplier's premises.

Improvement in customs processes

In the year under review we were able to sharply improve our international customs processes. Processes were optimized at numerous subsidiaries to make them faster, cheaper and safer.

Financial risks

The TRUMPF Group regularly maintains its liquidity by means of medium and long-term measures. Adequate liquidity reserves have been established. There is, therefore, no refinancing risk for the coming fiscal year. The liquid funds have been invested in the money market for the short term.

In 2012, we extended expiring credit lines with our banks for an additional three years so that our liquidity supply is also available for the coming fiscal year. When investing our liquidity reserves we distribute risk by dividing our investments across numerous financial institutes and instruments. We work only with banks that have a good credit rating.

Internal audits for additional transparency

Our liquidity reporting system enables us to generate daily reports on the liquidity of all our subsidiaries. Internal audits performed by our Group Controlling create additional transparency about the situation at our subsidiaries.

Currency-exchange and interest-rate risks constitute additional financial exposure for us. Since the Eurozone, with a 49.4 percent share of our sales, is our main sales market and we are partly able to offset foreign currency payments within the company through our global production alliance and our worldwide purchasing, we view our exchange-rate risk as limited. Our ongoing currency-hedging activities are regulated and, for major currencies, occur centrally through the Group's holding company. The Group's treasury department and the currency committee are responsible for accounts and control. Currency hedging for regulated markets is done directly by the subsidiaries in close cooperation with the company's headquarters. This applies, for instance, to the Korean won, the Chinese renminbi and the Brazilian real.

Preparation for EMIR

We are currently preparing for the mandatory reporting of off-floor trading with financial derivatives that will soon be required as part of the (EMIR) European Market Infrastructure Regulation. We are taking every measure to be able to report the derivatives, which are used for hedging purposes, in the report required from January 1, 2014 onward.

Derivative financial instruments at TRUMPF are not used for speculation purposes but rather exclusively to hedge underlying business transactions. The hedging takes place within the TRUMPF Group companies to cover foreign-currency risks resulting from posted, pending and anticipated underlying transactions. In accordance with the internally concluded futures and options trading, taking into consideration the net exposures, external hedging activities are transacted with banks with excellent credit ratings.

We systematically hedge against net exposures in the following currencies: US dollars, Japanese yen, British pounds, Swiss francs and Polish zlotys. To this end we use standardized foreign currency hedging instruments such as forward exchange transactions and currency options. Other currencies are hedged against based on individual projects.

A risk exists in the market price fluctuation of forward exchange transactions, but it is usually countered by contrary market values for the underlying transaction. In the Eurozone we concentrate our liquidity daily using a cash-pool system that ensures a Group-wide and transnational liquidity balance. We have a comparable system in place at our subsidiaries in China. A multilateral netting of accounts receivable and payable increases transparency, and facilitates processing of internal payments.

SEPA project under way

In preparation for the Single Euro Payments Area (SEPA), we have a SEPA project in place. We will ensure that the SEPA capability of the company is guaranteed in time for the official starting date of February 1, 2014.

Other risks

We use our quality management system to permanently review all in-company processes for possible risks and improvement potential. The regular internal and external audits that we have continued to perform during the year under review confirm the sustainability and value of the TRUMPF Quality Standard. This was also accorded to us by renewed certification to DIN EN ISO 9001. Our medical technology sites have additional industry-specific certification. Newly established production locations of the TRUMPF Group are directly incorporated into the certification process.

Resource efficiency for products and processes

The requirements for environmental protection and resource saving have increased. We are committed to protecting the environment as much as possible, thereby minimizing environmental risks: Resource efficiency is a central aspect of our production processes as well as our products. We also make it possible for our customers to have a resource-efficient production process. When we renovate old buildings or construct new ones, sustainable concepts and energy savings are top priorities for us.

Since the early 1990s, when we launched our SYNCHRO production system, our business activities have been defined by our gentle treatment of resources of all kinds, our efficient path from the initial idea to the finished product, and our consistent avoidance of waste in all areas. We closely examine the sustainability of our products – from electric power to gases, supplies and equipment, material and water consumption for each machine, all the way to space requirements for machines and materials.

In the research and development sector, we work with a Quality Gate Management system, for product development as well as market rollouts. Products have to go through eight quality stages before they are released for serial production. This ensures that problems are recognized early on in development and quickly corrected. We also closely monitor the market rollout process.

Active patent protection policy

TRUMPF uses patents to actively protect its developments. We test important technological innovations systematically for their patent suitability and apply for patents wherever possible. For new developments in design, we submit design patents. Here the focus is on core markets. Alongside the classic patent application regions of Europe, the US and Japan, China and South Korea have also becoming important application countries in recent years.

We have identified the risks of operating downtimes in production and taken protective measures against them accordingly. Moreover, we have examined and assessed critical production processes. Production downtimes can be avoided by increasing the flexibility of our production facilities or the short-term relocation of production. Measures also include extensive emergency scenarios reviews.

Property and fire damage and operating downtimes, as well as operational and product liability risks are sufficiently covered by an international insurance policy and local coverage. We have analyzed and audited the majority of our production locations together with our insurance brokers.

Continuous improvement process

We routinely monitor the quality of our products and processes by checking key figures. From these, we are able to make immediate improvements. Furthermore, we have set up product care teams in all our business divisions, who analyze quality-related facts and introduce measures to ensure ongoing development in the relevant areas. This approach serves to continuously improve our products and workflows.

In order to minimize our IT risks, we work Group-wide with a shared Enterprise Resource Planning System. It is permanently monitored and we continuously improve its security standards. We also constantly enhance the security requirements for our remaining IT infrastructure standards. Our computer center is state-of-the-art, meeting all the latest technical and building standards and requirements.

Low rate of fluctuation

Our employee turnover rate is low – 3.3 percent in the Group and 1.9 percent in Germany. Demographic change and the declining interest in technical careers are creating additional challenges for our Human Resources and Employee Benefits departments. We therefore place high priority on recruiting and securing the next generation of highly skilled workers. Our efforts also cover long-term projects and school partnerships that are part of our “Knowledge Factory” initiative. Our flexible worktime model makes us very attractive as an employer, especially in Germany.

TRUMPF has introduced a group-wide compliance program. The code of conduct describes the expectations of the company and requires that all employees of the TRUMPF Group are law-abiding and adhere to ethical standards in all their business dealings. It also establishes the basic rules that must be followed at TRUMPF.

Assessment of the company's risk situation

There are no identifiable risks that could endanger the continuity of the corporate Group. The risk management system, in effect, makes it possible to detect risks in real time in order to introduce adequate countermeasures. Activities focus on the management of financial and market risks.

Important Events since the End of the Fiscal Year

In the first quarter of the current fiscal year we are expecting completion (award of business license) of an important acquisition project in China. Here, TRUMPF is acquiring an approximately 72-percent share in the machine-tool manufacturer Jiangsu Jinfangyuan CNC Machine Company Limited (JFY) in Yangzhou, in the province of Jiangsu. JFY will continue to exist as an independent brand within the TRUMPF Group.

The firm of Codatto International S.p.a., in Italy, specializing in the development and production of swing bending machines, will also belong to the TRUMPF Group in the future. In July 2013 we signed the purchase contract for the acquisition of the company, which is based near Vicenza. Completion is planned for October 2013.

Effective September 2013, we will have acquired an 80-percent share in the firm of Ingeneric GmbH in Aachen (Germany). Ingeneric GmbH develops and produces optics and optical modules for laser technology.

In July 2013, we acquired our longtime authorized dealer Rabel Kft in Hungary. The company will henceforth be known as TRUMPF Hungary Kft.

Outlook

Global economic growth in 2013 will remain around the level of the previous year and exceed little more than the 3-percent mark. The IMF is expecting the US economy to grow by 1.7 percent in 2013, and by 2.7 percent in 2014. For Japan, growth of 2.0 percent in 2013 and 1.2 percent in 2014 is predicted. Experts forecast growth for China in 2013 and 2014 to be around 7.8 percent respectively. The Eurozone will be unable to leave the recession behind in 2013, and only limited growth of less than 1 percent is expected for 2014.

Positive outlook for laser technology and plant engineering

The forecasts by the VDW assume that industrial production in 2013 will increase worldwide by 3.5 percent. In Asia, the increase could even amount to 6 percent. For global investment in plant and equipment, growth of 3.5 percent is expected, and for Asia even of 5 percent.

With regard to worldwide sales of lasers and laser systems for material processing, Optech Consulting will average annual growth rates in the upper single-digit range for the rest of the decade. The predictions assume values at one and a half times the level of global economic growth.

The expected shift towards higher-quality exportable products in emerging countries, especially in China, will make the requirements placed on sophisticated production technology even more stringent. This opens up good opportunities for German producers to benefit over-proportionately from changes in procurement behavior.

TRUMPF expecting moderate growth for 2013/14

For TRUMPF, the situation in mid-2013 is as follows: large, established markets in Europe are still weak and this is also affecting demand from our German customers. Eastern Europe is developing satisfactorily, but the markets there are still too small to compensate for the decline in Western Europe. In Asia there are rays of hope, like South Korea and, increasingly, Japan, as well. China, our third-largest single market, is developing more slowly than expected. Only the US has been on a stable course for growth for months now.

In the light of these developments, we are expecting growth for the TRUMPF Group in fiscal 2013/14 to remain in the single-digit percentage range (without acquisitions). Once again, the strongest growth is expected from America. For Asia, Central and Eastern Europe, too, we are expecting a positive development. In Germany we are anticipating the sideways movement to stop initially, but then to turn into an upward trend during the course of the current fiscal year.

As for further sales growth, we expect to be able to register an increase in earnings at the end of the current fiscal year. For fiscal 2014/15, too, we are assuming a greater increase in sales and earnings.

Machine Tools Division with numerous new products

The Machine Tool division is expecting growth to continue. With new products, primarily in the sectors of welding technology, swing bending machines, software and services, we will attract further customer groups and also offer our existing customers additional possibilities. We plan to work hard on the further development of our established markets, simultaneously focusing more than ever on new markets and their requirements in order to strengthen our organic growth. We are expanding our commitment in China because we are convinced that the country will remain a key growth market in the future. With SYNCHRO plus, shop-floor management and other measures, we will sharply increase our productivity over the next two fiscal years. The platform strategy and accompanying standardizations in our machine tools will also serve to boost profitability.

Laser technology focusing on new sectors and regions

Following the sharp increase in sales during the period under review, laser technology is expecting moderate growth for the current fiscal year. The laser market is subject to large structural changes and business in established markets is finding itself under increased pressure from new competitors. The technological trend toward the diode, for use as a pump source, as well as direct diode lasers, continues. At the same time, new markets are opening up in to both regions and sectors. This applies, in particular, to the microprocessing sector, where countless new application possibilities for our ultrashort pulse lasers are conceivable. Above all, we also see great development potential in EUV lithography, which is just establishing itself in the market.

Electronics aiming to increase market share in the semiconductor sector

In the Electronics business field, TRUMPF is moving in volatile high-technology markets that are strongly characterized by innovation cycles. The current situation in the core markets is marked by unclear growth impulses. In past years we laid important foundations for improved penetration of the semiconductor market. We are expecting to sharply increase our market share in the semiconductor sector during the years to come.

Medical Technology increases operating-room networking

The Medical Technology division is planning for more sharp growth during the current fiscal year. Internal process optimization will contribute toward this, as will new products in all areas. We see great potential in offers for networking and integrated control in operating rooms.

High level of investments

The level of investments will remain high in the current fiscal year, as well. We have embarked upon numerous new construction and expansion projects worldwide to further improve our international presence. And our traditionally high investment in research and development will continue to remain well above the average for the industry as a whole.

We are making these efforts because we sense growth opportunities worldwide, and our aim is to be successful in the long term. That is how we guarantee our independence, our innovative strength and the market opportunities of our customers.

Ditzingen, September 5, 2013

TRUMPF GmbH + Co. KG

Berthold Leibinger GmbH

Dr. phil. Nicola Leibinger-Kammüller, President

Dr.-Ing. E.h. Peter Leibinger, Vice-President

Dr. rer. pol. Lars Grünert

Dr.-Ing. Mathias Kammüller

Dr. rer. soc. Gerhard Rübling

Dipl.-Ök. Harald Völker

Consolidated Financial Statements

2012/13

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CHAP.

04

Consolidated Balance Sheet

as of June 30, 2013

ASSETS in € '000s	Notes	30/06/2013	30/06/2012
FIXED ASSETS			
Intangible assets	1	30,220	27,025
Tangible assets	2	717,419	666,505
Financial assets	3	7,947	4,681
		755,586	698,211
CURRENT ASSETS			
Inventories	4	503,678	497,577
Receivables and other assets	5	608,977	621,885
Securities	6	10,005	9,944
Cash	7	155,509	192,909
		1,278,169	1,322,315
PREPAID EXPENSES	8	23,104	22,422
		2,056,859	2,042,948

EQUITY AND LIABILITIES in € '000s	Notes	30/06/2013	30/06/2012
EQUITY			
Fixed capital and subscribed capital	9	98,500	98,500
Revenue reserves		801,678	748,529
Equity difference from foreign currency translation		35,997	68,586
Minority interests		9,030	9,066
		945,205	924,681
SPECIAL RESERVES	10	10,009	8,692
ACCRUALS			
Accruals for pensions and similar obligations		141,749	126,993
Other accruals	11	226,781	231,479
		368,530	358,472
LIABILITIES			
	12	699,072	719,316
DEFERRED INCOME	13	27,241	25,487
DEFERRED TAX LIABILITIES	14	6,802	6,300
		2,056,859	2,042,948

Consolidated Profit and Loss Account

for fiscal year 2012/13

in € '000s	Notes	2012/13	2011/12
Sales	19	2,343,362	2,328,213
Changes in inventories and own work capitalized	20	14,906	54,818
		2,358,268	2,383,031
Other operating income	21	82,548	125,019
Cost of materials	22	-1,103,083	-1,140,530
Personnel expenses	23	-687,578	-638,827
Amortization and depreciation on intangible assets and tangible assets		-75,385	-68,474
Other operating expenses	24	-398,726	-427,052
Financial and investment result	25	-21,975	-22,273
Results from ordinary business activities		154,069	210,894
Taxes on income	26	-32,190	-37,147
Other taxes		-6,310	-6,608
Group net income for the year		115,569	167,139
Results allocable to minority interests	9	-62	-1,762
Group net income for the year excluding results allocable to minority interests		115,507	165,377
For information purposes:			
Partners' taxes	26	-29,193	-24,556
Group net income for the year after partners' taxes and minority interests		86,314	140,821

Statement of Shareholders' Equity

for fiscal year 2012/13

Parent company					
	Fixed capital and subscribed capital	Equity earned by the Group	Accumulated other comprehensive income		Equity
in € '000s			Exchange rate differences	Other recog- nized income and expense	
As of June 30, 2011	98,500	764,107	38,112	-76,635	824,084
Allocations to partners' accounts	-	-101,806	-	-	-101,806
Reclassification to credit difference arising from capital consolidation	-	590	-	-	590
Group net income for the year	-	165,377	-	-	165,377
Other changes	-	-3,104	30,474	-	27,370
As of June 30, 2012	98,500	825,164	68,586	-76,635	915,615
Payments of dividends	-	-	-	-	-
Allocations to partners' accounts	-	-62,932	-	-	-62,932
Changes in consolidated group	-	-	-	-	-
Reclassification to credit difference arising from capital consolidation	-	177	-	-	177
Group net income for the year	-	115,507	-	-	115,507
Other changes	-	397	-32,589	-	-32,192
As of June 30, 2013	98,500	878,313	35,997	-76,635	936,175

k€ 604,047 of the equity earned by the Group is available for distribution to partners on balance sheet date. An amount of k€ 4,851 is subject to legally prescribed limitation on distribution, and a further k€ 40,065 is subject to a limitation on distribution prescribed by the statutes and partnership agreements respectively.

Minority interests				
	Minority capital	Accumulated other comprehensive income	Equity	Group equity
		Exchange rate differences		
	9,159	-127	9,032	833,116
	-1,753	-	-1,753	-103,559
	-	-	-	590
	1,762	-	1,762	167,139
	-	25	25	27,395
	9,168	-102	9,066	924,681
	-54	-	-54	-54
	-280	-	-280	-63,212
	13	-	13	13
	-	-	-	177
	62	-	62	115,569
	114	109	223	-31,969
	9,023	7	9,030	945,205

Development of the Consolidated Fixed Assets

for fiscal year 2012/13

in € '000s	Acquisition costs 7/1/2012	Changes in consolidated group	Additions	Disposals	Transfers	Accumulated depreciation	Book value 6/30/2013	Book value 6/30/2012	Depreciation for the year
INTANGIBLE ASSETS									
Acquired concessions, industrial and similar rights and assets and licenses	65,817	2,316	4,267	-930	1,581	-48,757	24,294	23,256	6,565
Goodwill	-	3,603	-	-	-	-721	2,882	-	820
Payments on account	3,769	-	838	-	-1,563	-	3,044	3,769	-
	69,586	5,919	5,105	-930	18	-49,478	30,220	27,025	7,385
TANGIBLE ASSETS									
Land and buildings	659,221	967	37,465	-357	12,930	-212,445	497,781	472,175	19,925
Technical equipment and machines	229,731	289	20,147	-12,875	9,648	-170,793	76,147	69,828	18,729
Other equipment, factory and office equipment	283,808	116	34,638	-13,313	6,254	-214,362	97,141	87,732	29,346
Payments on account	36,419	-	38,788	-7	-28,850	-	46,350	36,770	-
	1,209,179	1,372	131,038	-26,552	-18	-597,600	717,419	666,505	68,000
FINANCIAL ASSETS									
Shares in affiliated enterprises	268	84	1,880	-	-	-	2,232	267	-
Shares in associated enterprises	55	-	-	-	-	-	55	55	-
Participations	6,576	-	1,236	-	-	-2,304	5,508	4,272	-
Long-term investments	440	77	-	-	-	-517	-	-	78
Other loans	582	-	69	-2	-	-497	152	87	-
	7,921	161	3,185	-2	-	-3,318	7,947	4,681	78
	1,286,686	7,452	139,328	-27,484	-	-650,396	755,586	698,211	75,463

Consolidated Cash Flow Statement

for fiscal year 2012/13

in € '000s	2012/13	2011/12
GROUP NET INCOME	115,569	167,139
+ Depreciation for the year on non-current assets	75,463	68,474
+/- Increase/decrease of accruals for pensions and similar obligations	14,961	13,432
+/- Increase/decrease of other accruals and deferred tax liabilities	-2,007	19,404
+/- Other non-cash expenses/income	8,029	11,206
-/+ Profit/loss on disposals of tangible assets	-688	1,288
-/+ Increase/decrease in inventories, trade receivables and other assets not related to investing or financing activities	-50,316	-153,828
+/- Increase/decrease in trade payables and other liabilities not related to investing or financing activities	23,056	6,018
= Cash flow from operating activities	184,067	133,133
+ Proceeds from disposal of tangible assets	5,286	15,822
- Purchase of tangible assets	-131,038	-144,786
+ Proceeds from disposal of intangible assets	38	3
- Purchase of intangible assets	-5,105	-7,716
+ Proceeds from disposal of non-current financial assets	2	3,525
- Acquisition of non-current financial assets	-3,185	-152
+ Proceeds from investment subsidies	2,056	-
- Purchase of consolidated companies	-6,602	-
- Cash payments for financial investment as part of short-term cash management	-40,000	-10,000
= Cash flow from investing activities	-178,548	-143,304
- Cash payments made to partners and minority shareholders	-46,609	-27,220
+ Proceeds from long-term loans	966	47,532
- Cash repayments of long-term loans	-39,902	-8,026
= Cash flow from financing activities	-85,545	12,286
CHANGE IN CASH AND CASH EQUIVALENTS	-80,026	2,115
+/- Change in cash and cash equivalents due to exchange rate movements, changes in group structure and in valuation procedures for cash funds	623	-2,939
+ Cash and cash equivalents at the beginning of fiscal year	290,921	291,745
= Cash and cash equivalents at the end of fiscal year	211,518	290,921
COMPOSITION OF CASH AND CASH EQUIVALENTS		
+ Cash, securities and promissory note bonds	266,818	318,292
- Short-term bank loans (current account)	-55,300	-27,371
= Cash and cash equivalents at the end of fiscal year	211,518	290,921

Notes to the Consolidated Financial Statements

for fiscal year 2012/13
Shortened presentation

Principles and Methods

The consolidated financial statements for fiscal year 2012/13 have been prepared in accordance with sec. 264a HGB (German Commercial Code) and in consideration of sec. 290 et sequentes HGB. The accounting and valuation principles of the HGB for large corporations have been applied while taking into account the regulations for partnerships. In accordance with sec. 298 (1) HGB in conjunction with sec. 244 HGB the consolidated financial statements have been prepared in euro (€). The consolidated profit and loss account has been drawn up using the method of total costs.

Various items on the consolidated balance sheet and the consolidated profit and loss account have been combined. These are disclosed separately in the notes to the consolidated financial statements. The balance sheet was supplemented by the position “Other financial liabilities” in addition to those prescribed by law.

Accounting and Valuation

The financial statements of the companies included in the consolidated financial statements have been prepared according to uniform accounting and valuation principles. Any adjustments required to conform with local regulations to ensure uniform group accounting have been made in a “Handelsbilanz II” (balance sheet for consolidation purposes).

Intangible and tangible assets are stated at acquisition or manufacturing cost, net of normal amortization or depreciation. For depreciation of tangible assets the straight-line method is applied. For tangible assets, which have been depreciated according to the declining balance method in previous years, the option to continue this method in accordance with sec. 67 (4) EGHGB has been exercised.

Normal amortization and depreciation is generally based on the following useful lives: 3 to 5 years for software, 5 years for Goodwill, 25 to 50 years for buildings, 6 to 8 years for technical equipment and machinery, and 3 to 20 years for other equipment, factory and office equipment.

Financial assets are stated at acquisition cost or the net realizable value as of the balance sheet date. For accounting and valuation of shares in associated enterprises, please refer to the explanations of the consolidation principles.

Inventories of raw materials, consumables and supplies as well as merchandise are stated at the lower of cost or market. Finished goods and work in progress are valued at manufacturing cost, which includes direct material and production expenses, and appropriate material and production overheads, as well as cost of depreciation which is originated from manufacturing.

Inventories are adjusted to the attributable value at the balance sheet date if this is lower than the acquisition or manufacturing cost due to lower replacement prices, excess inventories or unsaleability.

Payments on account received are deducted from inventories.

Receivables and other assets are stated at their nominal values or the net realizable value as of the balance sheet date. If the collectability of receivables is exposed to recognizable risks, appropriate write-downs are made; uncollectible receivables are written-down completely. The general credit risk inherent in trade receivables is covered by lump-sum bad debt allowances on net receivables not affected by specific provisions.

Securities are stated at acquisition cost or the net realizable value as of the balance sheet date.

Prepaid expenses include payments prior to the balance sheet date to the extent they relate to expenses for a certain period after that date. Debt discount is capitalized and amortized over the scheduled term of the loan.

The **special reserves** include investment subsidies and grants for fixed assets. These are released over the economic life of the subsidized assets.

Accruals for pensions and similar obligations are calculated according to actuarial principles and using the projected unit credit method based on Prof. Dr. Klaus Heubeck's 2005 G mortality tables. In accordance with the regulation in sec. 253 (1) HGB the expected increase in salaries and pensions as well as the predicted employee turnover are taken into account in the actuarial calculation of the accruals. Accruals for pensions and similar obligations are discounted at the average market interest rate prevailing over the past seven fiscal years, working on the assumption of a residual term of 15 years. The interest rates are published by Deutsche Bundesbank (German Central Bank).

In fiscal year 2012/13 the calculation was based on the following parameters:

- Interest rate: 4.98 percent p.a.
- Increase of salaries and pensions: 3.0 percent p.a.

Other accruals cover all known risks and uncertain liabilities as of the balance sheet date. They are recognized at the amount needed to settle them based on prudent commercial judgment. Accruals with a remaining term of more than one year have been discounted in accordance with sec. 253 (2) sentence 1 HGB. Economic hedging relationships between derivative financial instruments and underlying transactions are accounted for by the creating of valuation units.

Accruals for obligations relating to phased retirement programs in place as of the balance sheet date were offset against assets which will be used exclusively for the settlement of obligations resulting from phased retirement contracts and which cannot be accessed by all other remaining creditors. The net realizable value of the covering assets, which is equivalent to acquisition cost, comes up to k€ 3,595 (k€ 5,951). The repayment amount of the accruals for obligations relating to phased retirement programs which were offset against the assets amounts to k€ 4,248 (k€ 7,055). Due to immateriality the offsetting of expenses and income was waived.

Accruals for obligations relating to the "TRUMPF Familien- und Weiterbildungszeitkonto" were offset against assets that were only used for the fulfillment of the obligation and that other creditors did not have access to. The net realizable value of the covering assets, which corresponds to the acquisition costs is k€ 1,196 (k€ 457). The repayment amount of the accruals is also k€ 1,196 (k€ 457). Due to immateriality the offsetting of expenses and income was waived.

Liabilities are stated at the repayment amount.

Deferred income includes revenues prior to the balance sheet date in the extent they relate to income for a period after that date.

Deferred taxes result from temporary and quasi-permanent differences between the commercial amounts stated for assets, liabilities and accrued and deferred items and the corresponding tax valuations, or from tax loss carry forwards. To calculate the deferred taxes the amounts of the resulting tax burden or relief are valued applying the individual tax rate expected when the differences are to be settled; they are not discounted. Deferred tax assets and liabilities are shown net. If a surplus remains on the assets side as of the balance sheet date the option for recognition in accordance with sec. 274 (1) sentence 2 HGB is not exercised.

Ownership of Shares and Companies included in Consolidation

Prof. Dr.-Ing. E.h. Berthold Leibinger and his family and Berthold Leibinger Stiftung GmbH hold all shares, directly and indirectly, in TRUMPF GmbH + Co. KG and Berthold Leibinger GmbH, Ditzingen (Germany). Together, the two companies exercise control over all domestic and foreign subsidiaries of the TRUMPF Group. The consolidation process treats these two companies as joint parent companies.

The consolidation group consists of 26 (previous year 25) German subsidiaries and 53 (previous year 52) subsidiaries outside of Germany in addition to the parent companies. A complete list of shareholdings in accordance with sec. 313 HGB is published together with the complete notes to the consolidated financial statements in the “elektronischer Bundesanzeiger” (electronic Federal Gazette).

Two (previous year three) subsidiaries are not included in the consolidated financial statements for reasons of immateriality as neither the sum of net income nor the sum of revenues of both companies exceed 1 percent of the consolidated TRUMPF Group net income and revenue, respectively. Consequently, both subsidiaries are considered as irrelevant for the fair presentation of the net assets, financial position and results of operations of the Group. Three (previous year three) companies are included in the consolidated financial statements as associated enterprises, in accordance with sec. 311 et sequentes HGB. For four (previous year two) additional companies, the application of the equity method has been waived for reasons of immateriality as neither the sum of net income nor the sum of revenues of both companies exceed 1 percent of the consolidated TRUMPF Group net income and revenue, respectively. Consequently, both subsidiaries are considered as irrelevant for the fair presentation of the net assets, financial position and results of operations of the Group.

Consolidation Principles

Until June 30, 2010 capital consolidation was carried out in accordance with the book value method. This involves offsetting acquisition cost against the pro rata owner's equity of the subsidiaries at the time of first-time consolidation, foundation or acquisition. From fiscal year 2010/11 onward the revaluation method in accordance with sec. 301 (1) HGB has been applied. When using this method the equity of the subsidiaries is stated at an amount that approximates the net realizable value of those assets and liabilities that have to be included in the consolidated financial statement.

Until fiscal year 2009/10 a residual debit difference was treated as goodwill and offset against the revenue reserves and minority interests without affecting income. From fiscal year 2010/11 onward a residual debit difference is shown as goodwill on the assets side and is depreciated based on the expected useful life. If a credit difference results from capital consolidation, it is disclosed as a credit difference arising from capital consolidation below the equity items.

Investments in associated enterprises have been consolidated at equity in accordance with sec. 312 (1) no. 1 HGB according to the book value method.

If there are differences between the commercial amounts stated for assets, liabilities and accrued and deferred items and the corresponding tax values resulting from consolidation measures in accordance with sec. 300 to 305 HGB and if these differences are expected to reverse in the following fiscal years, the prospective tax relief or tax burden is recognized in the consolidated balance sheet as a deferred tax asset or liability respectively. The calculation of deferred taxes is based on the individual tax rate expected for the date of settlement of the differences. The tax rates range from 12 percent to 38 percent. Deferred taxes on the assets side and on the liabilities side are shown net. Deferred taxes resulting from consolidation measures are combined with the deferred taxes resulting from the application of sec. 274 HGB into a single balance sheet item.

Any intercompany profits arising from intercompany sales or services are eliminated with effect on income. Accounts receivable and payable between companies included in the consolidation are offset against each other. Foreign exchange related differences arising from this are not included in the profit and loss account and recognized in the item "equity difference from foreign currency translation". Revenues from intercompany sales and intercompany income are offset against the corresponding expenses or reclassified as other own work capitalized.

Foreign Currency Translation

In the individual financial statements, foreign currency receivables and liabilities are translated generally at the average spot exchange rate. In the case of residual terms of more than one year the realization principle (sec. 298 (1) HGB in conjunction with sec. 252 (1) No. 4 clause 2 HGB) and the historical cost principle (sec. 298 (1) HGB in conjunction with sec. 253 (1) sentence 1 HGB) are observed.

Bank balances in foreign currency are translated at the average spot exchange rate prevailing on the balance sheet date. Acquisition costs for shares in foreign subsidiaries or participations – with the exception of other participations – are valued at historical rates. Figures disclosed in the notes to the financial statements are translated at the average spot exchange rate on the balance sheet date.

In the consolidated financial statements, the balance sheet items of subsidiaries with non-euro accounting are translated in accordance with sec. 308a HGB using the modified current-rate method. This means that items on the assets and the liabilities side of the balance sheets prepared in foreign currencies are translated at the average spot exchange rate prevailing on the balance sheet date. An exception to this is equity which is translated at historical rates. The items in the profit and loss accounts of subsidiaries with non-euro accounting are translated at the average exchange rate for the fiscal year. Any resulting differences are shown in accordance with sec. 308a HGB within group equity below the reserves as “equity difference from foreign currency translation”.

Explanations to the Balance Sheet

The numbers given refer to the corresponding items in the consolidated balance sheet or consolidated profit and loss account.

The development of the consolidated fixed assets is presented separately. Differences resulting from currency translation have been taken into account in the opening balance.

1. Intangible assets

This mainly relates to software and expertise acquired from third parties. Additions include property rights and know-how acquired from an associated enterprise. Moreover, this item contains the goodwill. The additions are mainly based on the acquisition of a company and computer software.

2. Tangible assets

Tangible assets increase in the current fiscal year by 7.6 percent. Additions, disposals and transfers with respect to tangible assets relate to enlargement and refurbishment of buildings as well as machines and equipment for those buildings and replacement and expansion investments for machines. This especially relates to Ditzingen, Schramberg and Hettingen (Germany), and Grüschi (Switzerland).

The additions to payments on account are mainly for the expansion of facilities in Ditzingen and Saalfeld (Germany) as well as for machines and equipment at Farmington and Cranbury (USA).

3. Financial assets

The shares in affiliated enterprises relate to subsidiaries not included in the consolidation.

4. Inventories

in € '000s	30/06/2013	30/06/2012
Raw materials, consumables and supplies	151,036	144,160
Work in progress	133,677	121,820
Finished goods and merchandise	291,689	301,695
Payments on account	7,776	9,709
	584,178	577,384
less: payments on account received	-80,500	-79,807
	503,678	497,577

5. Receivables and other assets

in € '000s	30/06/2013	30/06/2012
Trade receivables	473,685	480,784
<i>of which with a residual term of more than one year</i>	24,057	17,248
Receivables from affiliated enterprises	3	335
Receivables from participations	159	153
<i>of which with a residual term of more than one year</i>	150	150
Other assets	135,130	140,613
<i>of which with a residual term of more than one year</i>	5,017	6,759
	608,977	621,885

6. Securities

The securities include investment products which are used for short-term investment.

7. Cash and cash equivalents

This relates to checks, cash on hand and bank balances.

8. Prepaid expenses

in € '000s	30/06/2013	30/06/2012
Debt discount pursuant to sec. 250 (3) HGB	0	6
Other	23,104	22,416
	23,104	22,422

Other prepaid expenses include vacation allowances, insurance premiums, rent, dues and other prepaid costs caused by the divergent fiscal year.

9. Equity

The fixed capital and subscribed capital position corresponds to the compulsory contributions of the limited partners of TRUMPF GmbH + Co. KG and the subscribed capital of the general partner. The compulsory contributions of the limited partners and the risk capital are identical.

The result allocation for the fiscal year 2012/13 is in accordance with the regulations of the partnership agreement and has been considered in the preparation of the consolidated financial statements.

Other revenue reserves contain profits and losses generated by the general partner and the domestic and foreign subsidiaries and allocated goodwill of k€ -76,635 (previous year k€ -76,635).

Furthermore in accordance with sec. 308a HGB exchange rate differences are not combined with revenues reserves anymore. From this fiscal year on they are recognized separately within equity in the item "equity difference from foreign currency translation".

Where capital increases have been made from company funds at subsidiaries since foundation or acquisition, the amounts concerned k€ 13,429, (previous year k€ 13,429) have been retransferred to the revenue reserves.

Minority interests mainly relate to investments in TRUMPF-Homberger s.r.l., TRUMPF Sachsen GmbH and TRUMPF Hüttinger GmbH + Co. KG (formerly HÜTTINGER Elektronik GmbH + Co. KG). The result allocable to minority interests comprises profit shares of k€ 700 (previous year k€ 2,302) and loss shares of k€ 638 (previous year k€ 540). The development of the Group's equity is shown separately in the statement of changes in group equity.

10. Special reserves

in € '000s	30/06/2013	30/06/2012
Investment subsidies and grants	10,009	8,692
	10,009	8,692

11. Other accruals

in € '000s	30/06/2013	30/06/2012
Tax accruals	20,833	21,727
Other accruals	205,948	209,752
	226,781	231,479

Other accruals mainly relate to obligations in the personnel and welfare area, warranty obligations, outstanding purchase invoices and other contingent liabilities.

12. Liabilities

in € '000s	30/06/2013 Total	Term			30/06/2012	
		up to 1 year	1 to 5 years	over 5 years	Total	up to 1 year
Liabilities to banks	174.138	61.735	49.926	62.477	233.374	59.189
Other financial liabilities	63.854	1.093	46.025	16.736	63.870	1.108
Trade payables	115.587	115.566	21	–	111.473	111.433
Liabilities on bills accepted and drawn	39	39	–	–	316	316
Liabilities to affiliated companies	80	80	–	–	–	–
Liabilities to partners	243.775	46.613	197.162	–	217.722	41.419
Other liabilities	101.599	92.045	8.885	669	92.561	79.485
<i>of which taxes</i>	34.147	34.147	–	–	27.096	27.096
<i>of which relating to social security</i>	3.417	3.417	–	–	2.967	2.967
	699.072	317.171	302.019	79.882	719.316	292.950

Trade payables are subject to the customary retention of title.

Other financial liabilities relate to a private placement on the US stock market in the unchanged amount of k€ 62,762 (previous year k€ 62,762) and the accrued interest.

Liabilities to partners relate to liabilities of TRUMPF GmbH + Co. KG and TRUMPF Hüttinger GmbH + Co. KG (formerly HÜTTINGER Elektronik GmbH + Co. KG) to their limited partners.

Other liabilities include funds lent to the Group by employees in connection with the company profit participation plan. This position also contains commissions, customer credits and other loans. Loans of the indirect stockholder Berthold Leibinger Stiftung GmbH, also contained in this position, amount to k€ 14,930 (previous year k€ 14,575) on the balance sheet date.

Liabilities to banks amount to k€ 62,433 (previous k€ 68,308) have been secured by mortgage.

13. Deferred income

This item includes mainly the deferral of revenues or payments already received for maintenance services, training or leasing contracts.

14. Deferred tax liabilities

Deferred tax liabilities amount to k€ 6,802(k€ 6,300) as of the balance sheet date. The balanced differed tax liabilities are based on divergent balance sheet values in the commercial and the tax financial statement. The differences in the commercial and the tax balance sheet values are mainly attributable to intangible assets, tangible assets and provisions as well as differed tax assets from consolidation activities.

15. Contingent liabilities

in € '000s	30/06/2013	30/06/2012
Warranty agreements and guarantees	320	451
	320	451

Due to the sound net assets, financial position and profit of the companies, for which a guarantee has been put out, the risk of claiming out of the contingent liabilities is seen as low.

16. Derivative financial instruments and valuation units

in € '000s	Nominal amount	Net realizable value	Book value	Balance sheet item
Foreign exchange related transactions	384,841	24,826	–	–
Other transactions	75,314	–3,334	–	–

Interest-related transactions contain interest rate swaps. Foreign exchange related transactions concern foreign exchange forwards, swaps and options in the currency pairs EUR/USD, EUR/GBP, EUR/PLN, EUR/JPY, EUR/CNY and EUR/CHF. Other transactions show combined interest and foreign exchange hedging transactions in the currency pairs EUR/USD and EUR/JPY.

Adequate provision has been made for hedging transactions that are not included in a valuation unit, and which show a negative net realizable value as of the balance sheet date. The valuation is conducted in accordance with generally accepted valuation methods, e.g. present value or option pricing models.

The following hedges have been entered into:

Underlying transaction/ Hedge	Risk/ Type of valuation unit	Included amounts	Hedged amount
Third party sales/Foreign exchange forwards	Foreign exchange risk/ Macro hedge	k€ 120,818	kCNY 994,929
Third party sales/Foreign exchange forwards	Foreign exchange risk/ Macro hedge	k€ 110,553	kTJPY 11,280,000
Trade payables/Foreign exchange forwards and swaps	Foreign exchange risk/ Macro hedge	k€ 81,217	kUSD 106,600
Third party sales/Foreign exchange forwards	Foreign exchange risk/ Macro hedge	k€ 49,191	kCHF 61,200
Third party sales/Foreign exchange forwards	Foreign exchange risk/ Macro hedge	k€ 11,995	KGBP 9,850
Third party sales/Foreign exchange forwards	Foreign exchange risk/ Macro hedge	k€ 11,068	kPLN 47,068
Third party sales/Foreign exchange forwards	Foreign exchange risk/ Macro hedge	k€ 62,762	kUSD 75,000
Financial liabilities/Combined interest and foreign exchange hedges	Foreign exchange risk/ Macro hedge	k€ 12,552	kJPY 1,567,782

With respect to the existing hedges on the balance sheet date the following applies in accordance with sec. 254 HGB:

Economic hedging relationships between derivative financial instruments and underlying transactions are reflected in the balance sheet by recognizing valuation units. Due to the consistency of all significant value-determining components, the opposite changes in value from underlying and hedge completely offset one another within the hedge period. The effectiveness of the hedges is monitored on a regular basis within the existing risk management. If necessary, modifications of the hedging strategy are made promptly. Based on that, hedging relationships can be assumed to be effective prospective and retrospective.

For the hedging of foreign exchange risks arising from highly probable forecast transactions, forward contracts are concluded which match the expected net cash flow in terms of duration, nominal value and currency (macro hedges). The highly probable future incoming and outgoing payments arising from sales and sourcing transactions are derived from corporate planning. The verification of former planning has shown that the applied transactions are highly probable.

17. Off-balance-sheet transactions

In this fiscal year there are no material off-balance-sheet transactions.

18. Other financial commitments

in € '000s	30/06/2013	30/06/2012
Rent, lease and leasing agreements as well as other commitments	76,507	65,753
Purchase obligations relating to capital expenditures	137,119	135,119
	213,626	200,872
The amounts are due as follows: within 1 year	172,515	160,461
2 to 4 years	24,049	24,433
5 years and thereafter	17,062	15,978
	213,626	200,872

In addition, there are obligations from master agreements and regular purchase commitments on a scale customary for the company as well as obligations to purchase the remaining shares in affiliated companies.

Explanations to the Profit and Loss Account

19. Sales

26 percent of sales (previous year 29 percent) were generated in Germany and 74 percent (previous year 71 percent) abroad. For sales per business division please refer to the group management report.

in € '000s	2012/13	2011/12
Sales in Germany	597,270	670,915
Sales outside Germany	1,746,092	1,657,298
	2,343,362	2,328,213

20. Changes in inventories and own work capitalized

in € '000s	2012/13	2011/12
Changes in inventories of finished goods and work in progress	9,989	48,481
Own work capitalized	4,917	6,337
	14,906	54,818

21. Other operating income

Other operating income mainly relates to income from exchange rate gains and the release of accruals.

Income from foreign currency translation in accordance with sec. 256a HGB amounts to k€ 37,149 (previous year k€ 78,118). Other operating income totaling k€ 15,334 is allocable to other fiscal years (previous year k€ 13,955).

22. Cost of materials

in € '000s	2012/13	2011/12
Cost of raw materials, consumables and supplies and of purchased goods	1,029,296	1,064,090
Cost of purchased services	73,787	76,440
	1,103,083	1,140,530

23. Personnel expenses

in € '000s	2012/13	2011/12
Wages and salaries	566,015	531,020
Social security and other welfare costs	103,490	91,195
Pension costs	18,073	16,612
	687,578	638,827

Personnel expenses also contain remuneration and pension expenses for our partners.

24. Other operating expenses

Other operating expenses mainly contain administrative and selling expenses including sales representative commissions, third party services, maintenance costs, training and travel expenses, freight out, exchange rate losses, advertising expenses as well as rent and lease expenses. Expenses from foreign currency translation in accordance with sec. 256a HGB amount to k€ 36,072 (previous year k€ 61,148).

25. Financial and investment result

in € '000s	2012/13	2011/12
Income from securities and loans	11	10
Other interests and similar income	9,780	9,744
Depreciation of financial assets	-78	-
Interests and similar expenses	-31,688	-32,027
<i>of which from discounting of accruals</i>	-6,764	-6,772
	-21,975	-22,273

26. Taxes on income

Taxes on income include the effective and deferred trade tax and corporate income tax payable by TRUMPF GmbH + Co. KG, the general partner and the domestic and foreign subsidiaries. Effective income taxes came to k€ 31,898 (k€ 43,124) for the reporting year.

Deferred tax expenses amount to k€ 292 (previous year income k€ 5,977) in this fiscal year. The amount on the one hand includes expenses of k€ 1,406 (previous year income k€ 1,016) which result from differences between the commercial and the tax balance sheet. On the other hand the item also comprises income of k€ 1,114 (previous year k€ 4,961) from consolidation procedures.

Partners' taxes were presented, for information purposes only, after the figure for the consolidated net income for the year according to sec. 264c (3) HGB. They are not included in the calculation of deferred taxes.

Notes to the Cash Flow Statement

27. Composition of cash and cash equivalents

Cash and cash equivalents includes cash, highly-liquid securities and short-term liabilities to banks. The difference between the cash and cash equivalents reported here and the cash and liquid securities reported in the balance sheet is due to offsetting current liabilities to banks. For the same reason, there is a difference between the short-term bank loans (current account) reported here and the liabilities to banks with a term of less than one year reported in the notes to the financial statements. The cash flow from operations includes received interest refunds of k€ 9,183, fulfilled interest payments of k€ 23,628, received tax refunds on income of k€ 1,723, and fulfilled tax payments on income of k€ 34,376.

Other Disclosures

28. Audit fees

The total fee charged by the independent auditor for the fiscal year amounts to k€ 906 (k€ 705) and can be broken down as follows:

in € '000s	2012/13	2011/12
Audit of financial statements	485	475
Tax consulting services	374	230
Other services	47	-

29. Employees

Annual average headcount:

	2012/13	2011/12
Germany Employees	4,979	4,815
Trainees	359	293
Abroad Employees	4,406	4,086
Trainees	137	162
	9,881	9,356

30. Management

The persons stated below are responsible for the management of the company. The remuneration for the management of the parent company, that covers the execution of the duties and responsibilities within the parent company and subsidiaries, amounts to k€ 6,182 (k€ 7,486).

Pension commitments of k€ 10,697 (k€ 9,680) were made to former members of management. In the fiscal year 2012/2013, former general managers or their surviving dependents received benefits of k€ 511 (k€ 1,122).

31. Exemption in accordance with HGB

The following corporations made use of the exemption from sec. 264 (3) HGB: TRUMPF Werkzeugmaschinen Beteiligungs-GmbH, TRUMPF Werkzeugmaschinen Deutschland Vertrieb + Service Beteiligungs-GmbH, TRUMPF International Beteiligungs-GmbH, TRUMPF Laser- und Systemtechnik GmbH, TRUMPF Hüttinger Verwaltung GmbH (formerly HÜTTINGER Verwaltung GmbH), Laser Verwaltungs-GmbH, Celtia Verwaltungs-GmbH, TRUMPF Medizin Systeme Beteiligungs-GmbH, TRUMPF Capital GmbH, TRUMPF Finance GmbH, TRUMPF Med Beteiligungen GmbH, Berthold Leibinger Immobilien GmbH, TRUMPF Kapitalbeteiligungen GmbH, TRUMPF Sachsen GmbH, TRUMPF Financial Services GmbH and TRUMPF Scientific Lasers Verwaltungsgesellschaft mbH.

The following commercial partnerships within the meaning of sec. 264a (1) HGB made use of the exemption from the preparation of annual financial statements provided for in sec. 264b HGB in accordance with the commercial law provisions applicable to corporations: TRUMPF GmbH + Co. KG, TRUMPF Werkzeugmaschinen GmbH + Co. KG, TRUMPF Hüttinger GmbH + Co. KG (vormals HÜTTINGER Elektronik GmbH + Co KG), TRUMPF Laser GmbH + Co. KG, TRUMPF Medizin Systeme GmbH + Co. KG, TRUMPF Immobilien GmbH + Co. KG, TRUMPF Werkzeugmaschinen Deutschland Vertrieb + Service GmbH + Co. KG and TRUMPF Scientific Lasers GmbH + Co. KG.

32. Supervisory Board/Administrative Board

Sec. 1 (1) no. 2 of the German Codetermination Law (MitbestG) provides that a company which exceeds a certain size classification must appoint a supervisory board. In accordance with sec. 7 (1) no. 1 MitbestG, Berthold Leibinger GmbH has met this requirement effective since fiscal year 1998/99. The Supervisory Board has twelve members.

The Supervisory Board total remuneration amounts to k€ 139 (k€ 141).

33. Related party transactions

All transactions with affiliated companies and persons were at arm's length.

Ditzingen, September 5, 2013

TRUMPF GmbH + Co. KG

Berthold Leibinger GmbH

Dr. phil. Nicola Leibinger-Kammüller, President

Dr.-Ing. E.h. Peter Leibinger, Vice President

Dr. rer. pol. Lars Grünert

Dr.-Ing. Mathias Kammüller

Dr. rer. soc. Gerhard Rübling

Dipl.-Ök. Harald Völker

Audit Opinion

Ernst & Young GmbH Wirtschaftsprüfungsgesellschaft, Stuttgart, issued the following audit opinion on the consolidated financial statements and the group management report as published in the “elektronischer Bundesanzeiger” (electronic Federal Gazette):

We have audited the consolidated financial statements prepared by TRUMPF GmbH + Co. KG, Ditzingen, and Berthold Leibinger GmbH, Ditzingen, comprising the balance sheet, the profit and loss account, cash flow statement, statement of changes in Group equity and the notes to the consolidated financial statements, together with the group management report for the fiscal year from July 1, 2012 to June 30, 2013. The preparation of the consolidated financial statements and the group management report in accordance with German commercial law as well as the additional provisions of partnership agreements are the responsibility of the companies’ management. Our responsibility is to express an opinion on the consolidated financial statements and on the group management report based on our audit.

We conducted our audit of the consolidated financial statements in accordance with sec. 317 HGB (“Handelsgesetzbuch”: German Commercial Code) and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW, Institute of Public Auditors in Germany). Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the consolidated financial statements in accordance with German principles of proper accounting and in the group management report are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Group and expectations as to possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal control system and the evidence supporting the disclosures in the consolidated financial statements and the group management report are examined primarily on a test basis within the framework of the audit. The audit includes assessing the annual financial statements of those entities included in consolidation, the determination of the entities to be included in consolidation, the accounting and consolidation principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements and the group management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has not led to any reservations.

In our opinion, based on the findings of our audit, the consolidated financial statements comply with the legal requirements as well as the additional provisions of partnership agreements and give a true and fair view of the net assets, financial position and results of operations of the Group in accordance with German principles of proper accounting. The group management report is consistent with the consolidated financial statements and as a whole provides a suitable view of the Group’s position and suitably presents the opportunities and risks of future development.

Stuttgart, September 9, 2013

ERNST & YOUNG GMBH
WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT

SKIRK
GERMAN PUBLIC AUDITOR

HEUBACH
GERMAN PUBLIC AUDITOR



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001 TRUMPF

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003 STRICHPUNKT

004 Corbis/Ron Royals

005 Designer Janne Kytтанen/3D Systems

006 Corbis/Tetra Images

007 TRUMPF/John Sterling Ruth

008 TRUMPF

009 Kronos AG

010 Corbis/Andria Patino

011 Design Author: Petr Novague/
Manufacturer: NOVAGUE Ltd.

012 ID Bike GmbH

013 TRUMPF

014 TRUMPF/David Franck

015 TRUMPF/David Franck

016 TRUMPF/David Franck

017 Barkow Leibinger/Ina Reinecke

018 Amy Barkow/Barkow Photo

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REALIZATION

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www.strichpunkt-design.de

PRINT

EBERL Print GmbH

87509 Immenstadt
www.eberl.de



1923

– 2013

TRUMPF then
TRUMPF now

Y 1923

Y 2013

1923

Christian Trumpf acquires the machine shop of Julius Geiger GmbH in Stuttgart, which manufactures flexible shafts. These are initially produced for dental and printing use; with the invention of the motor drive they are also used for the machining of metal and wood.

1934

TRUMPF manufactures the first motor-driven hand shears (HSP 201) for cutting sheet metal. This results in an entire product range of electric and compressed-air shears.

1947

TRUMPF decides to build a stationary nibbler. It is presented as the TRUMPF Nibbler TAS.

1957

Berthold Leibinger patents the coordinate guide system for metal sheets in the new TRUMPF copy nibbler. This is the starting point for the numerical control that will soon be used for the operation of all machine tools.

1968

With the TRUMATIC 20, TRUMPF presents the first sheet metal fabrication machine with a numerical control system. It enables fully automatic work at the machine, right down to tool changes, for the very first time – and is celebrated as a sensation.

1971

Carl Haas in Schramberg begins developing solid-state lasers. Today, as a member of the TRUMPF Group, his company is still the competence center for solid-state laser development.

1979

TRUMPF manufactures the first combination punching-laser machine, the TRUMATIC 180 L, with CO₂ lasers from the USA.

1985

TRUMPF presents itself as a laser manufacturer. The first CO₂ laser it develops and produces by itself, the TRUMPF LASER TLF 1000, has 1 kW of beam performance and is the first compact laser resonator with RF excitation.

1986

TRUMPF enters the bending sector and presents the world's first CNC machine for fully-automatic bending: the TRUMAFORM 400 press brake.

1987

TRUMPF presents the TRUMATIC L 3000, a flatbed laser cutting center with flying optics. In contrast to conventional machine types, the workpiece is no longer moved – and the cutting head “flies” across the metal instead.

1995

In the flatbed laser cutting center TRUMATIC LY 2500, a solid-state laser is used to process thin sheets for the first time. TRUMPF goes on to extend its product range by integrating methods such as laser welding and laser tube machining.

1999

The disk laser greatly increases the potential of diode-pumped solid-state lasers. At the LASER trade show, TRUMPF unveils its first lab machine.

2003

TRUMPF presents as a world premiere the prototype of a new 4 kW disk laser. Due to the high beam quality, this laser enables entirely new applications such as scanner welding.

2009

TRUMPF demonstrates the first high-brilliance multi-kilo-watt industrial laser with high-performance laser diodes as a direct beam source.

2010

In addition to the CO₂ models, the solid-state laser stakes out territory for itself – as a joint beam source for two applications in the LaserNetwork, or as a highly productive solution for thin sheet processing on the TRULASER 5030 fiber.

2012

TRUMPF presents the complete world of 2D laser processing: every machine performance category now offers a choice between CO₂- or solid-state lasers as the beam source.

2013

The new BrightLine fiber function transforms solid-state laser machines into universal systems which can process all conventional materials and material thicknesses in outstandingly high quality.