A WORLD IN TRANSITION

Company Profile 2019/20
Our mission is to advance production technology, making it not only digitally connected, but also even more economical, precise and future-proof. We want to make manufacturing – including its upstream and downstream processes – more efficient. In doing so, we will help build the industrial world of tomorrow. We are the market and technology leader in machine tools and lasers for industrial manufacturing, and are shaping almost every sector with our innovations. Our software solutions are paving the way for the smart factory, and we are facilitating high-tech processes in industrial electronics.

<table>
<thead>
<tr>
<th><strong>SALES REVENUES</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>3,784.0</td>
<td>3,487.7</td>
<td>-7.8</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ORDER INTAKE</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>3,680.8</td>
<td>3,278.2</td>
<td>-10.9</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>EBIT</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>349.3</td>
<td>309.1</td>
<td>-11.5</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>EBIT MARGIN</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in percent</strong></td>
<td>9.2</td>
<td>8.9</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>INVESTMENTS</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>288.0</td>
<td>194.3</td>
<td>-32.6</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>RESEARCH AND DEVELOPMENT COSTS</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>395.8</td>
<td>377.4</td>
<td>-4.6</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>BALANCE SHEET TOTAL</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>3,939.2</td>
<td>3,903.3</td>
<td>-0.9</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>EQUITY</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>2,023.1</td>
<td>2,061.4</td>
<td>+1.9</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>EQUITY RATIO</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in percent</strong></td>
<td>51.4</td>
<td>52.8</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ECONOMIC EQUITY</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in million euros</strong></td>
<td>2,210.6</td>
<td>2,315.2</td>
<td>+4.7</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ECONOMIC EQUITY RATIO</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in percent</strong></td>
<td>56.1</td>
<td>59.3</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>EMPLOYEES ON JUNE 30</strong></th>
<th>2018/19</th>
<th>2019/20</th>
<th>Change from 2018/19 in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>number</strong></td>
<td>14,490</td>
<td>14,325</td>
<td>-1.1</td>
</tr>
</tbody>
</table>

* Equity capital plus long-term loans from partners
These four customers and partners represent all those with whom TRUMPF is shaping this world in transition.

Nicola Leibinger-Kammüller
“A world in transition”: When we chose the motto for our annual report, no one had any idea of the dimensions these three words would assume in the months that followed. New competitors – especially in Asia, changing business models, increased digitalization, more sustainability: these were the dominant coordinates of change. Then the coronavirus came along and changed everything. The formidable challenges resulting from structural changes in many sectors were intensified as a “crisis within a crisis”. And this is still happening.

TRUMPF had decided, while taking stringent safety precautions, to keep large parts of its production and services running even during the particularly critical weeks in March and April 2020; first of all in business fields with high turnover such as EUV technology and electronics. In retrospect, this step was the right one, as this was the only way that we were able to achieve a positive business result.

This was due to the consistent measures to improve earnings that we had already implemented as part of our “Koyer” program long before coronavirus, when in many places there was still no talk of a “crisis”. Although as a manufacturer of capital goods, this was not true for us.

Despite the economic consequences of the coronavirus pandemic, there is reason to look ahead with the necessary seriousness but also with confidence. First and foremost our employees deserve to be acknowledged here, as well as our worldwide customers and business partners who have remained loyal to us in recent months. I would like to give them my special thanks for their commitment and loyalty! You can see four of them on the cover of this brochure. They represent all those partners with whom TRUMPF is shaping this world in transition.

YOURS SINCERELY NICOLA LEIBINGER-KAMMÜLLER
GROUP MANAGEMENT BOARD

Dr.-Ing. Heinz-Jürgen Prokop
Chief Executive Officer
Machine Tools

Dr.-Ing. Christian Schmitz
Chief Executive Officer
Laser Technology

Dr. rer. pol. Lars Grüner
Chief Financial Officer

Dr.-Ing. E. h. Peter Leibinger
Vice Chairman of the
Group Management Board;
Chief Technology Officer

Dr. phil.
Nicola Leibinger-Kammüller
President and Chairwoman of
the Group Management Board

Dr.-Ing. Mathias Kammüller
Chief Digital Officer
We are a family-owned business and see this not only as a way of doing, but also as a commitment to everyone who works for us. The family’s goal is to manage TRUMPF on a lasting basis independently and autonomously from external capital providers. Our strategic focus is long-term. Our business decisions are always guided by what impact they have on our employees and society. Our corporate culture is characterized by respect, camaraderie, and openness with each other. Our creative drive shines through across the entire company with our innovative products and services, a working environment with a great deal of freedom and responsibility, and packages and benefits that are designed to offer our employees flexibility and openness.

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**TRUMPF IS A FAMILY OWNED BUSINESS**

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**NUMBER OF EMPLOYEES**

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>GERMANY</th>
<th>ABROAD</th>
</tr>
</thead>
<tbody>
<tr>
<td>14,325</td>
<td>7,437</td>
<td>6,888</td>
</tr>
<tr>
<td><strong>MINUS 1.1 %</strong></td>
<td><strong>PLUS 0.1 %</strong></td>
<td><strong>MINUS 2.5 %</strong></td>
</tr>
</tbody>
</table>

Figures as of June 30, 2020/Percentage change year on year
Our central Research and Development department takes a comprehensive, long-term approach to managing technology and innovation, one that goes beyond the mere implementation of specific innovation projects in the divisions' R&D units. By conducting intensive technology scouting, TRUMPF wishes to evaluate trends in the technology areas relevant to us at an early stage. These measures include building up new skills or launching partnerships with start-ups.

Venture capital projects can be an alternative to forging partnerships with start-ups. TRUMPF has also created an innovation scheme called “Internehmertum”, which encourages employees to propose their ideas and progress them through various stages within the company to a start-up.

We reduced research and development costs in fiscal year 2019/20 in line with the “Koyer” earnings improvement program and the additional cost reductions resulting from the coronavirus pandemic. As a result of various cost-cutting measures in respect of personnel costs, material consumption and other non-personnel costs, expenditure in this area fell by 4.6 percent to 377 million euros (previous year 396 million euros).

The number of employees working on new products for TRUMPF fell by 0.2 percent to 2,201 people (previous year 2,206).
BUSINESS DIVISIONS

MACHINE TOOLS

MACHINE TOOLS FOR FLEXIBLE SHEET METAL MANUFACTURING

TRUMPF’s largest division involves machine tools for flexible sheet and pipe machining. Our portfolio encompasses systems for bending, punching, combined punch laser processes, and for laser cutting and laser welding tasks. We offer our customers tailor-made machine, automation and networking solutions, as well as advice, finance and numerous services, so that they can manufacture their products cost effectively, reliably and in high quality. With our software solutions, we assist them in all their machining tasks, from design to complete production control.

2,122
Sales revenues in million euros
Machine Tools

LASER TECHNOLOGY

LASERS FOR MANUFACTURING TECHNOLOGY

Cutting, welding, marking, surface machining: we have exactly the right laser for every industrial application, as well as the right technology to ensure innovative and yet cost-efficient production. For work at macro, micro or nano level – we take an individual approach to our customers’ needs and are at their side offering system solutions, software tools, application expertise, and advice.

Our Electronics field offers process power supply units for high-tech applications. Our generators provide electricity for induction heating and plasma and laser excitation, with precisely the right frequency and power our customers require.

1,377
Sales revenues in million euros
Laser Technology
BUSINESS FIELDS

EXTREME ULTRAVIOLET LIGHT

HIGH-POWER LASER SYSTEMS FOR EUV LITHOGRAPHY

TRUMPF has developed a unique CO₂ laser system in close cooperation with ASML, the world’s largest manufacturer of lithography systems, and optical system manufacturer ZEISS. High-power lasers from TRUMPF play a key role in the production of the latest generation of microchips: they are used to generate a luminous plasma that delivers extreme ultraviolet (EUV) light to expose the wafers.

ADDITIVE MANUFACTURING

ADDITIVE MANUFACTURING FOR INNOVATIVE COMPONENTS

Additive manufacturing enables the simple production of complex parts. TRUMPF’s TruPrint systems are used in airplane construction, medical technology, and the energy sector, for example. TRUMPF masters both of the key metal-printing processes: laser metal fusion (LMF) and laser metal deposition (LMD). This means it can offer customers the solution that best suits their application.

PHOTONIC COMPONENTS

LASER DIODES FOR PHOTONICS AND DIGITAL PRODUCTS

Laser diodes from the TRUMPF Photonic Components business field are used in smartphones, digital data transmission, and sensors for autonomous driving. Over a billion cell phones worldwide are already equipped with this laser diode technology.

FINANCIAL SERVICES

COMPANY-OWNED FULL-SERVICE BANK FOR PURCHASE LOANS

Along with their quote for a machine, TRUMPF customers also receive a lease or hire purchase offer. Our custom-tailored finance solutions are based on financing experience and expertise in the mechanical engineering industry. The TRUMPF bank is now available in nine European countries. For other core markets such as the US and China, TRUMPF collaborates with partners.

Finance concepts for state-of-the-art production technology
LOCATIONS

EUROPE

➔ Ditzingen, Germany [Headquarters]
➔ Gerlingen, Germany
➔ Hettingen, Germany
➔ Aachen, Germany
➔ Berlin, Germany
➔ Freiburg, Germany
➔ Herzogenrath, Germany
➔ Neukirch, Germany
➔ Schramberg, Germany
➔ Stutensee, Germany
➔ Stuttgart, Germany
➔ Tamm, Germany
➔ Teningen, Germany
➔ Ulm, Germany
➔ Unterföhring, Germany
➔ Sofia, Bulgaria
➔ Haguenau, France
➔ Le Bourget-du-Lac, France
➔ Paris, France
➔ Luton, United Kingdom
➔ Rugby, United Kingdom
➔ Southampton, United Kingdom
➔ Milan, Italy
➔ Turin, Italy
➔ Vicenza, Italy
➔ Zagreb, Croatia
➔ Eindhoven, Netherlands
➔ Hengelo, Netherlands
➔ Spankeren, Netherlands
➔ Pasching, Austria
➔ Warsaw, Poland
➔ Zielonka, Poland
➔ Lisbon, Portugal
➔ Bucharest, Romania
➔ Moscow, Russia
➔ Alingsås, Sweden
➔ Baar, Switzerland
➔ Grüssch, Switzerland
➔ Košice, Slovakia
➔ Madrid, Spain
➔ Liberec, Czech Republic
➔ Prague, Czech Republic
➔ Istanbul, Turkey
➔ Budapest, Hungary

Selected locations of legally independent and dependent companies.
Selected locations of legally independent and dependent companies.
The new Workmate software solution displays information to machine operators to facilitate their everyday work, from assistance with setting up machines to recommendations for packaging parts. With access to everything that matters, the software saves on search times and promotes independent and efficient working.

Workmate also assists with manual jobs such as welding and assembly, for example. Here, the software solution provides in-depth work and health and safety instructions.

With its laser power of up to 4 kW and 150% larger installation space, the TruLaser Station 7000 3D laser welding system ensures greater productivity. The machine also has no problem welding larger components and deeper seams. Productivity is increased by higher feedrates and faster part production. Another new feature is smart image processing, which automatically corrects the laser beam if the part is crooked. This improves process reliability and reduces wastage. The TruLaser Station 7000 is especially suitable for complex instruments in medical technology, such as endoscope production.
WORLD'S FIRST LOCALIZATION STANDARD FOR INDUSTRY

In collaboration with around 60 partners, TRUMPF has introduced a standard for industrial locating technologies. "omlox" allows the integration of all existing technologies, such as UWB, BLE, RFID, 5G and GPS. The new industry standard enables the tracking of forklift trucks, drones, driverless transport systems, and tools from various manufacturers via a uniform interface. Location data can therefore be put to much broader use in the factory.

The involved industrial partners include companies from all over Europe, Asia and the US. To enable the global further development of the "omlox" standard, the initiators handed the project over to the PROFIBUS user organization, which has been taking care of various industry standards for over 30 years.