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TRUMPF: Despite coronavirus, sales revenues slightly above last year // Record growth in order intake of 19.7 percent // EBIT margin significantly above previous year with 10.5 percent

High-tech company TRUMPF presents figures for the fiscal year 2020/21: Despite coronavirus restrictions, sales revenue increases slightly by 0.5 percent to 3.5 billion euros / Order intake rises by 19.7 percent to record level of 3.9 billion euros / New work alliance with high flexibility in terms of working hours

Ditzingen, Tuesday, October 26, 2021 – At the end of the fiscal year 2020/21 on June 30, 2021, the TRUMPF Group recorded a **slight increase in sales revenues of 0.5 percent to 3.50 billion euros** (fiscal year 2019/20: 3.48 billion euros). **Order intake value increased significantly by 19.7 percent to a record level for the company at 3.9 billion euros** (fiscal year 2019/20: 3.3 billion euros).

At **370 million euros**, the Group's **operating earnings before interest and tax (EBIT)** grew very positively by **19.5 percent** compared to the fiscal year 2019/20 (309 million euros). Despite the low level of sales revenues in the first half of the year, TRUMPF was able to stabilize earnings by increasing productivity, changing the product mix and consistently cutting non-personnel costs. In the second half of the year, earnings increased significantly as a result of higher sales revenues. Also due to investment restraint, the company achieved an **EBIT margin of 10.5 percent** (previous year: 8.9 percent).

Nicola Leibinger-Kammüller, President of the Group Management Board of TRUMPF: “Owing to our systematic crisis management, TRUMPF managed to survive the pandemic well. Due to a strong rise in demand, we entered the new fiscal year with an unexpectedly high order intake. Nevertheless, there will still be a lot of uncertainty over the coming months with regard to how chip shortages in global supply chains, inflation, and increasing energy costs and their effect on transportation costs and transportation capacity will affect our business.”



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TRUMPF's largest single markets

With sales revenues worth 579 million euros, Germany is still the largest single market, closely followed by China, the largest single market in Asia. Having experienced weak growth the previous year, in China sales revenues grew by 50.7 percent to 525 million euros. The third-largest market for TRUMPF was the USA with 485 million euros. In fourth place were the Netherlands as the largest European single market with 460 million euros, due to its EUV business with the client ASML.

Coronavirus infections and growth of employee numbers

As of reporting date 06.30.2021, TRUMPF recorded 877 coronavirus infections globally, of which 114 were in Ditzingen.

Once more, the number of employees at TRUMPF grew over the course of the reporting period. The two growth areas EUV and Electronics in particular saw the creation of new jobs. As of reporting date 06.30.2021, the company employed 14,767 people globally (previous year: 14,325). In Germany, 7,602 people were employed, with 4,400 of them at the Group's headquarters in Ditzingen. In the year under review, 517 young people completed a training course or co-op work-study program, resulting in a training ratio of 3.6 percent, which was on par with the previous year (3.6 percent).

Investments and acquisitions, high development cost ratio

Due to the economic uncertainties resulting from the coronavirus pandemic, investment was scaled back in the previous fiscal year. The company invested a total of 145 million euros in plots and buildings, technical facilities, and operating and office equipment. This is 25.2 percent less than in the previous year (194 million euros).

With effect from July 16, 2020, TRUMPF sold its majority stake in BeSpoon SAS to semiconductor manufacturer STMicroelectronics as part of a strategic partnership in UWB positioning technology. Under a contract dated March 18, 2021, TRUMPF acquired the Spanish software provider Lantek. Lantek develops,



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implements and maintains software for sheet metal and metalworking with any cutting technologies.

TRUMPF remained a highly research-intensive company in the fiscal year 2020/21. At 382 million euros, research and development costs were slightly higher than the previous year's figure (377 million euros). In relation to sales revenues, the development cost ratio thus increased to 10.9 percent (previous year: 10.8 percent).

New “Alliance for Jobs 2025”

The executive board and the works council have agreed on a new alliance for jobs for the sites Ditzingen, Gerlingen and Hettingen, which will come into effect from January 1, 2022. This will include new rules governing remote working at TRUMPF, amongst other things. Before the coronavirus pandemic, employees could only work remotely 20 percent of the time. But now, departments and teams will have considerably greater flexibility. This forms part of TRUMPF's move away from an attendance-based culture over to a results-based culture; the company will no longer specify attendance in terms of percentage or hours. The specific arrangements will be managed by managers with their teams.

Working-time accounts will also become more flexible. Overtime that is mandated or that an employee considers necessary for a project, will be split in future, with 50% to be assigned to an “economy account” and 50% to an “employee” account. The “economy account” will be available as a safeguard for economic fluctuations, and the times on the “employee account” can be converted into time in lieu or – in part – remuneration. Henceforth, all non-tariff employees will be employed at TRUMPF on the basis of “trust-based working time”.

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



TRUMPF Group Management Board
(from left to right) Dr.-Ing. Stephan Mayer, Dr.-Ing. Christian Schmitz, Dipl.-Betriebsw. Oliver Maassen, Dr. rer. pol. Lars Grünert, Dr.-Ing. E. h. Peter Leibinger, Dr. phil. Nicola Leibinger-Kammüller, Dr.-Ing. Mathias Kammüller

In the field



Annual Report 2020/21

“In the field” – title of the new TRUMPF annual report for 2020/21. In the field, at the customer’s premises, Sales and Service are the face of TRUMPF. The annual report introduces 14 of over 2,500 employees active as field sales representatives.



About TRUMPF

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

In 2020/21, the company employed some 14,800 people and generated sales of about 3.5 billion euros. With over 80 subsidiaries, the TRUMPF Group is represented in nearly every European country as well as in North America, South America and Asia. The company has production facilities in Germany, France, the United Kingdom, Italy, Austria, Switzerland, Poland, the Czech Republic, the United States, Mexico and China.



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Find out more about TRUMPF at www.trumpf.com

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