



Press Release

TRUMPF sales revenues exceed 4 billion euros for the first time // Leibinger-Kammüller: Cautious outlook for economy, warning of geopolitical risks

High-tech company TRUMPF presents figures for the fiscal year 2021/22: Sales revenue increases by 20.5 percent to 4.2 billion euros, order intake rises by 42.1 percent to 5.6 billion euros. EBIT margin rises to 11.1 percent. Number of employees worldwide increases by nearly 2,000 to 16,554, in Germany by 815.

Ditzingen, Germany, October 27, 2022 - At the close of the fiscal year 2021/22 on June 30, 2022, the TRUMPF Group recorded the highest sales revenues in the company's 99-year history to date, with a strong **increase in sales of 20.5 percent to 4.2 billion euros** (fiscal 2020/21: 3.5 billion euros). The **order intake** increased by **42.1 percent to 5.6 billion euros** (fiscal 2020/21: 3.9 billion euros). At **468 million euros**, the Group's **operating earnings before interest and taxes (EBIT)** grew positively by 26.8 percent compared to the previous fiscal year (370 million euros). TRUMPF was able to stabilize earnings through strong sales growth, particularly in the EUV business field, as well as by cutting non-personnel costs. As a result, TRUMPF achieved an **EBIT margin of 11.1 percent** (previous year: 10.5 percent).

Nicola Leibinger-Kammüller, CEO of TRUMPF: "Thanks to our systematic crisis management, TRUMPF has weathered the pandemic well, and has countered shortages in supply chains in the best possible way. As a result of the strong rise in demand in the second half of the year, we entered the new fiscal year with a high order intake. Nevertheless, there remains considerable uncertainty for the coming months as to how the supply chain bottlenecks, high inflation, rising material and energy prices and transportation costs will impact our business. Also making me pensive with regard to the overall economic trend are the geopolitical uncertainties; the war in Ukraine, for example, and also the tensions between the USA and China. We're sensing growing restraint in demand in many markets."



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TRUMPF's largest single markets

During the reporting period, the TRUMPF Group's sales share shifted away from Asia in favor of Europe and North America: With **sales revenues of 838 million euros** in the fiscal year 2021/22 (previous year 461 million euros), the **Netherlands is TRUMPF's strongest single market in terms of sales** for the first time. This increase corresponds to **higher sales of 81.9 percent** and is attributable to the strong growth of the EUV business segment with the client ASML. In addition, the **USA** has become the second strongest market with **656 million euros**; in the previous fiscal year, the USA was still in third place. As a result, for the first time, **Germany** - with **589 million euros** in sales revenues (previous year 579 million euros) - is no longer TRUMPF's largest single market, but only ranks third. The largest Asian single market, **China**, lagged behind the strong growth of the previous year with an increase of just 9.6 percent to **575 million euros** (previous year 525 million euros) and thus ranks fourth.

Corona infections and development of employee numbers until June 30, 2022

As of reporting date June 30, 2022, TRUMPF recorded **3,958 COVID infections** globally (**previous year: 877**), 822 of which were in Ditzingen (previous year: 114). This is attributable to the overall greater number of infections abroad as well as advanced test diagnostics and systematic recording.

The **number of TRUMPF employees** increased by nearly 2,000 during the period under review. In particular, new jobs were created once again in the growth areas of EUV and Electronics. As of reporting date June 30, 2022, the company employed **16,554 people** globally (**previous year: 14,767**). In **Germany**, the number of employees grew by **10.7 percent to 8,417 (previous year: 7,602)**. 4,894 of them work at the headquarters in Ditzingen and Gerlingen. In the year under review, 521 young people completed an apprenticeship or a co-op work-study program, resulting in a training ratio of 3.3 percent, which was slightly below the previous year (3.6 percent).

Effects of gas shortage and price increase / Climate protection



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TRUMPF is not a gas-intensive company and primarily requires gas locally for heating its production and office buildings. The ratio of energy costs to sales revenues in the fiscal year 2021/22 was 1.0 percent (42 million euros/4,223 million euros). In the fiscal year 2022/23, however, the company is expecting a noticeable increase. In the past fiscal year, the TRUMPF Group's **natural gas consumption** was 61,200 MWh. This corresponds to 3,600 4-person households. In Germany, consumption amounted to 35,600 MWh. This corresponds to 2,000 4-person households.

In the reporting period July 1, 2021 – June 30, 2022, the company was **only marginally affected by the impact of the increase in gas prices due to a shortage of capacity**. In April 2022, the TRUMPF Management Board nevertheless decided on anticipatory gas reduction measures in particular, which continue to the present day. From May 2022 onwards, over the summer months, gas consumption at the headquarters in Ditzingen could thus be reduced by a good half. The main measures included the use of new heat pumps, the reduction of system running times and dehumidification in the air-conditioning systems, especially in the offices, as well as system optimization measures (e.g. lowering setpoints). TRUMPF is currently examining further measures for the more heating-intensive winter months.

The **TRUMPF Group's electricity requirements** globally amount to 166,000 MWh, of which Germany accounts for 100,400 MWh. The TRUMPF Group covers 100 percent of this demand with green electricity or was compensated by certificates.

Notwithstanding the discussions relating to energy consumption and supply, TRUMPF has implemented **further climate protection measures** in accordance with the company's climate strategy. In addition to increasing energy efficiency at locations worldwide, thereby saving 1.5 percent electricity and 3 percent natural gas and heating oil annually, the focus is on increasing energy efficiency in the company's own production by using process waste heat from production for heating. At the customer level, the company has driven measures to improve the environmental footprint of its products.



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Investments and acquisitions

While **investment** was scaled back in the previous fiscal year due to the pandemic, it increased again in the fiscal year 2021/22. TRUMPF invested a total of 218 million euros (previous year: 145 million euros) in plots and buildings, technical facilities, and operating and office equipment.

In July 2021, TRUMPF increased its existing stake in the Dresden-based software company ZIGPOS GmbH from 25.1 percent to 51.3 percent. In August 2021, TRUMPF agreed on a strategic partnership with the Italian company STARMATIK S.r.l. and acquired a 25.1 percent stake in STARMATIK. The stake in SISMA S.p.A., also based in Italy, was increased from the previous 55.0 percent to 100.0 percent at the turn of the year 2021/22. At the beginning of 2022, TRUMPF acquired an 80.0 percent stake in Active Fiber Systems GmbH (AFS) in Jena for further development of the ultrashort pulse laser portfolio. In May 2022, we acquired the remaining 49.0 percent in the Indian software developer TRUMPF Metamation Private Limited.

TRUMPF is a research-intensive company, far above the industry average. The number of employees in **research and development** increased by 14.3 percent to 2,623 (previous year: 2,294). At 448 million euros, research and development expenditures were significantly higher than in the previous year (382 million euros). In relation to the sharp rise in sales revenues, the development ratio fell slightly to 10.6 percent (previous year: 10.9 percent), but still remained at a very high level well above the industry average.

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Dr. phil. Nicola Leibinger-Kammüller
CEO



TRUMPF Group Managing 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



Annual Report 2021/22
“ahead” – title of the new TRUMPF annual report for 2021/22



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 2021/22, the company employed some 16,500 people and generated sales of about 4.2 billion euros. With over 70 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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