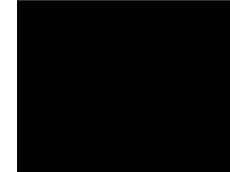


# TRUMPF Annual Press Conference 14.10.2020

## A WORLD IN TRANSITION

TRUMPF

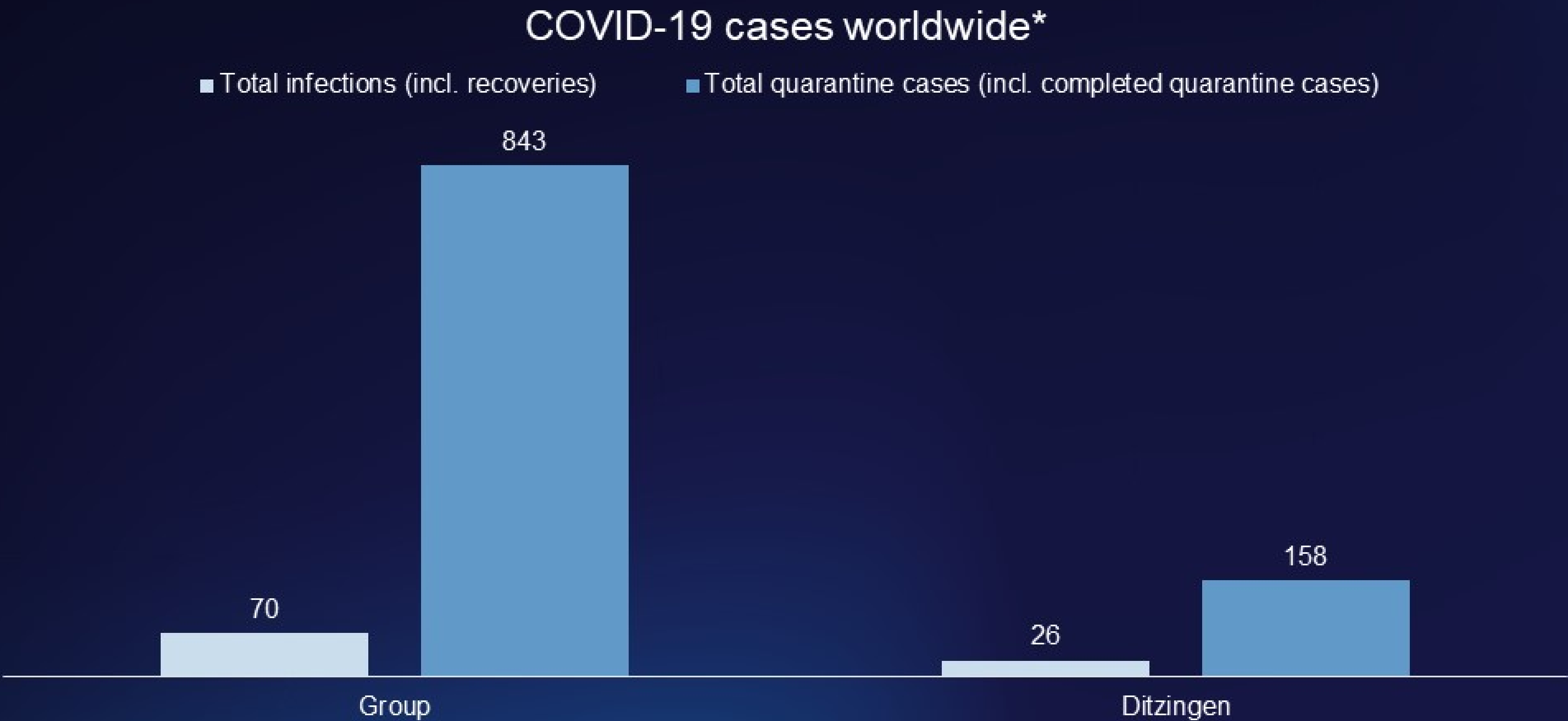






# Infection/quarantine cases (cumulative to 6/30/2020)

Infections across the Group at a low level



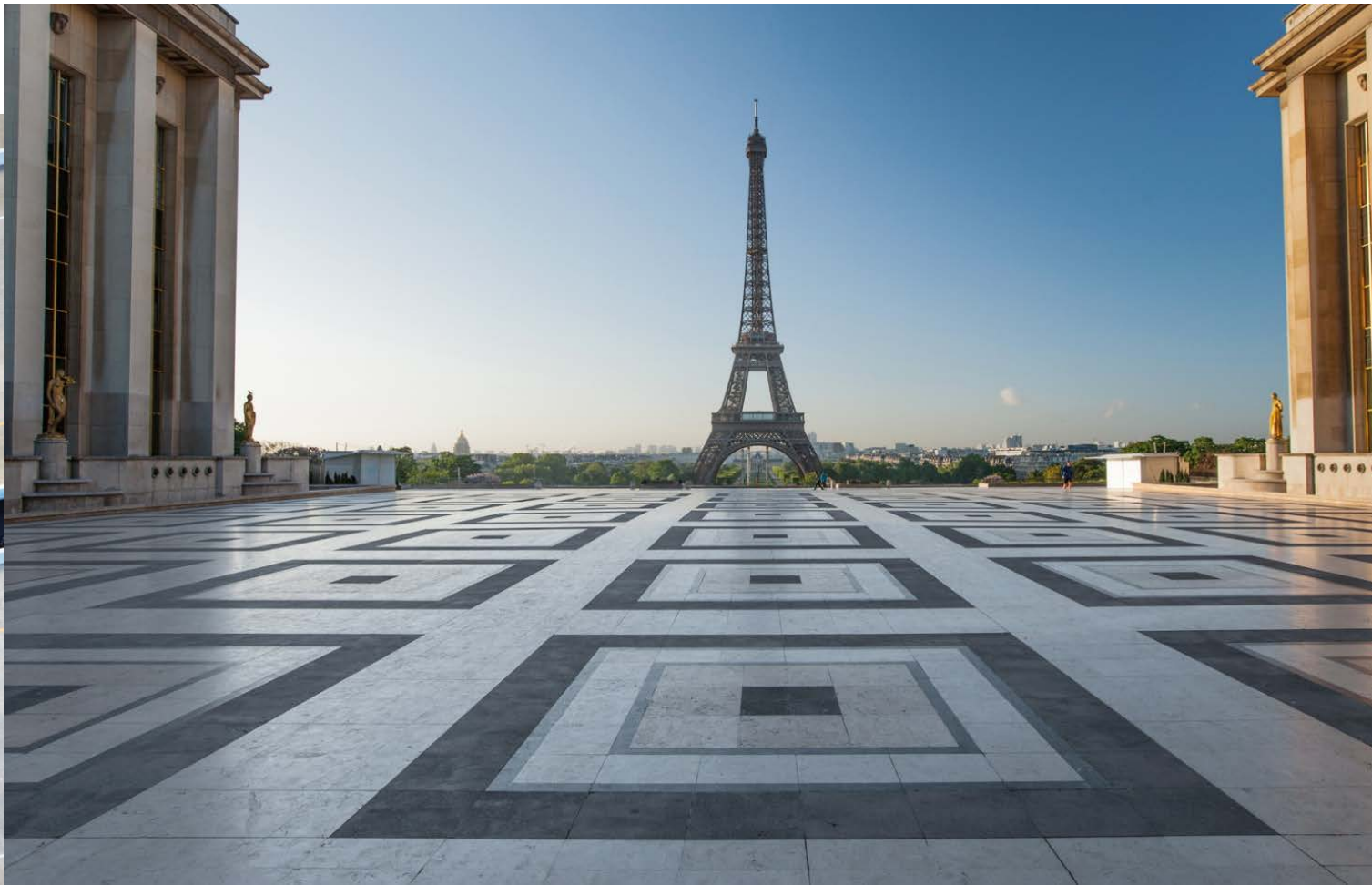
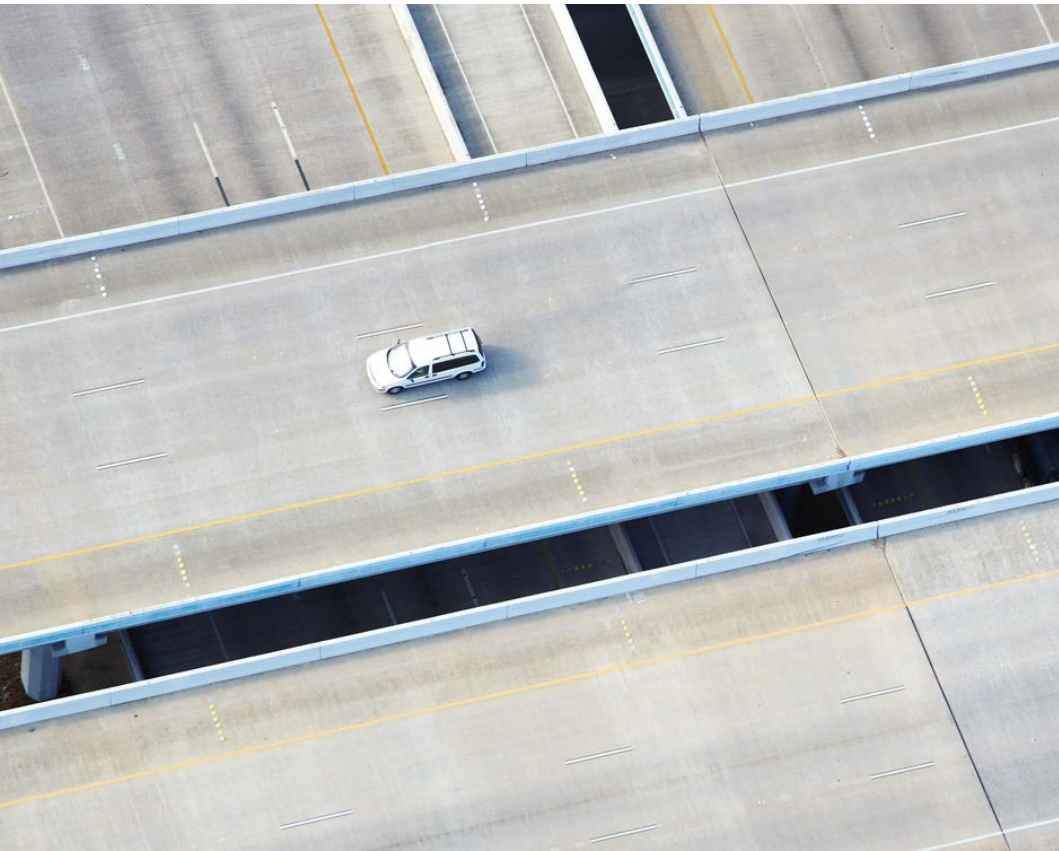
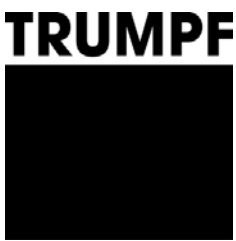
\*recorded globally since 3/27/020; only for Germany, Austria, and Switzerland prior to that date



SXF



# A WORLD IN TRANSITION





Fiscal year  
2019/20

in  
figures



# SALES REVENUES

in € million



-7,3%  
3,488

2019/2020 sales revenue

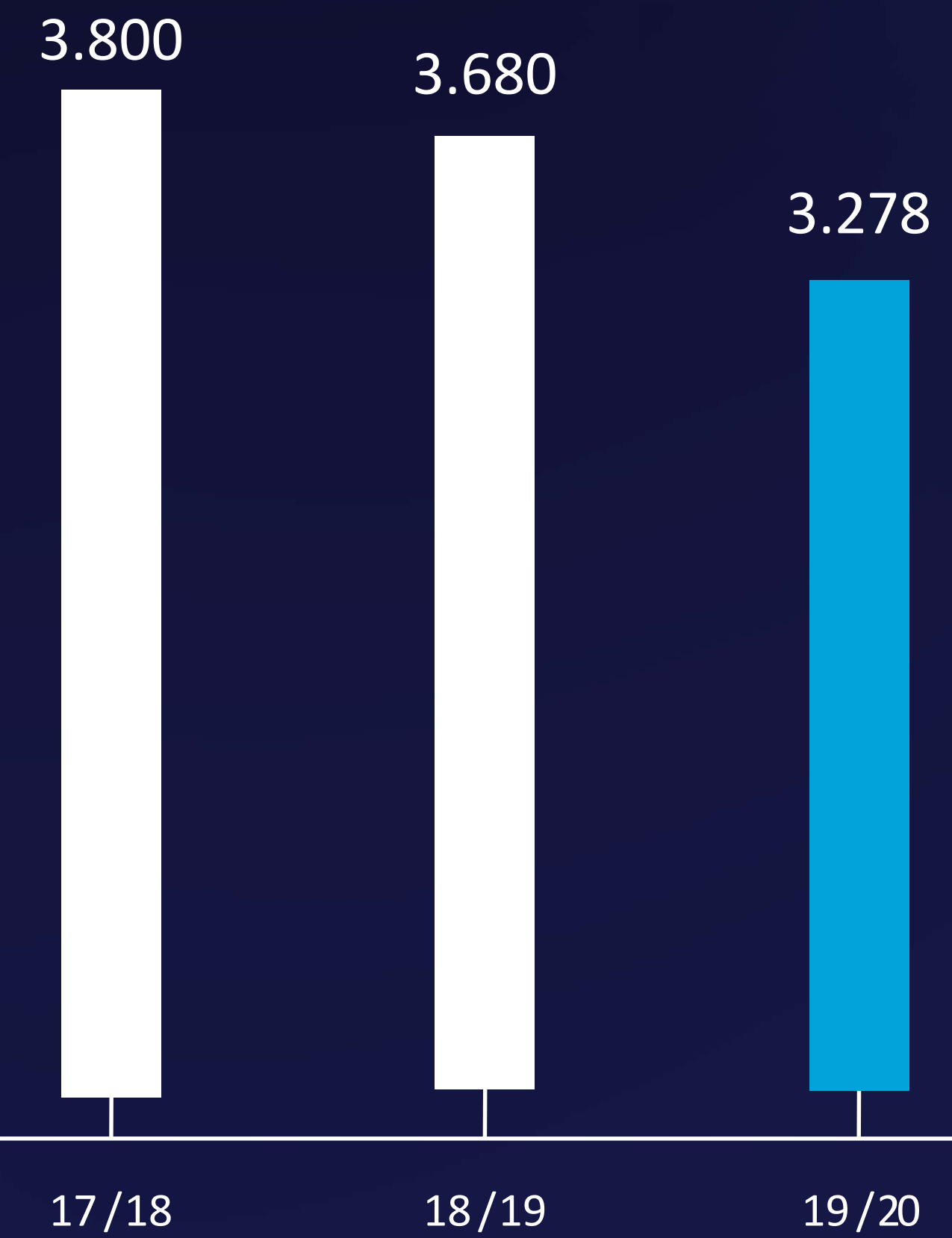




in € million



Dec 19/20 in new orders





# SALES REVENUES BY BUSINESS DIVISION

in € million



## MACHINE TOOLS

**-12.13%**

Decrease in sales revenue

2.390

2.122

18/19

19/20

## LASER TECHNOLOGY

**-13.19%**

Decrease in sales revenue

1.380

1.197

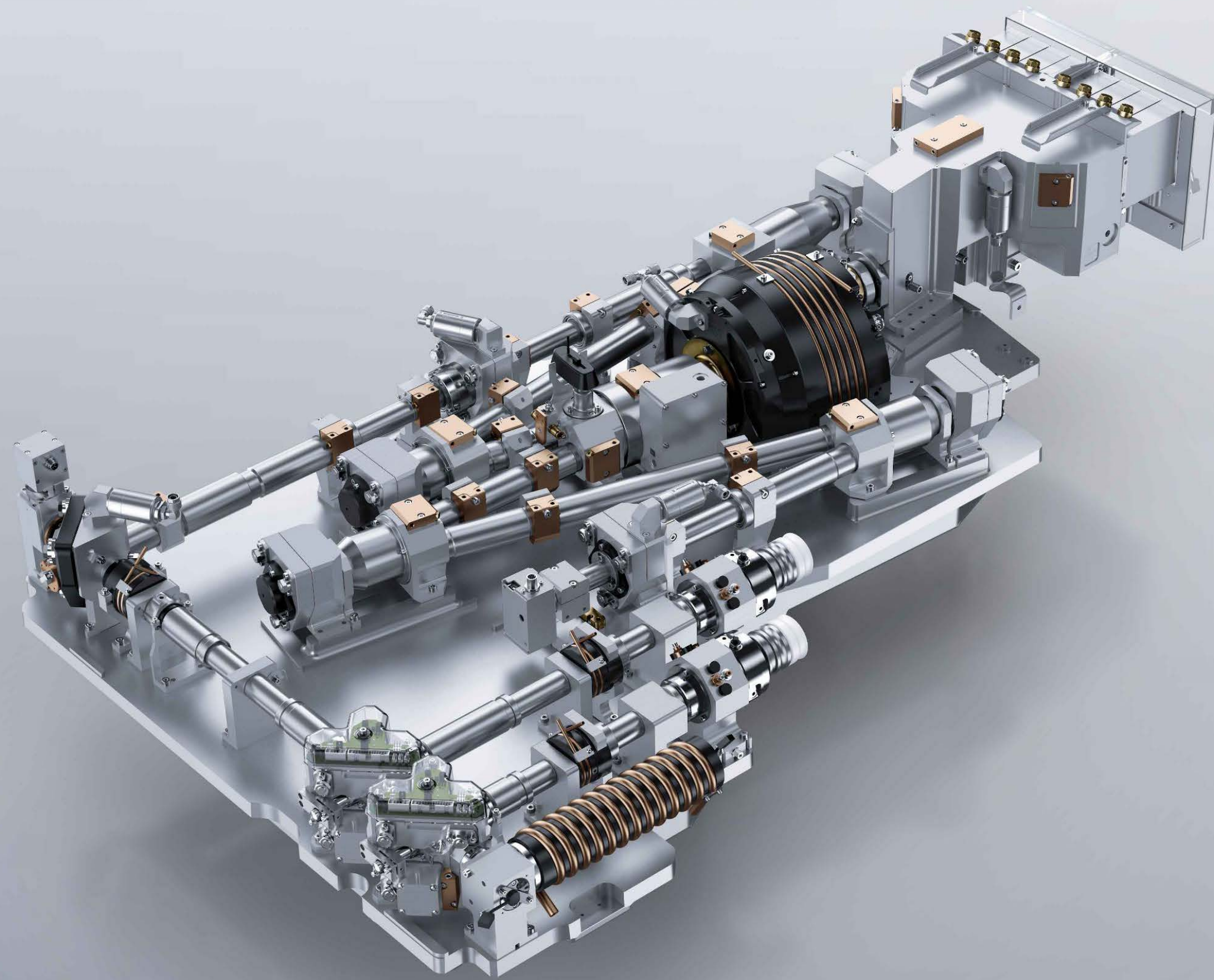
18/19

19 / 20

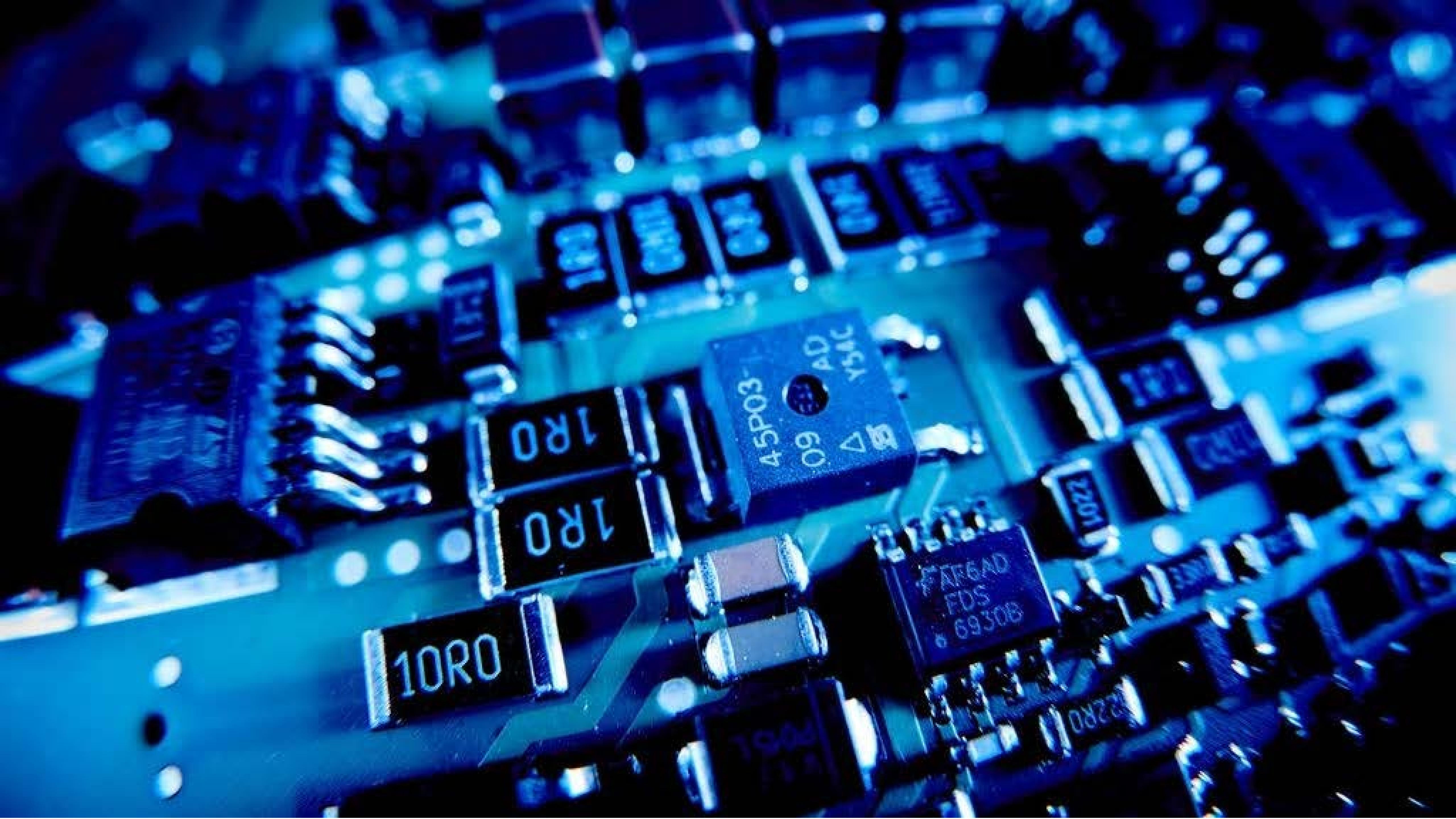




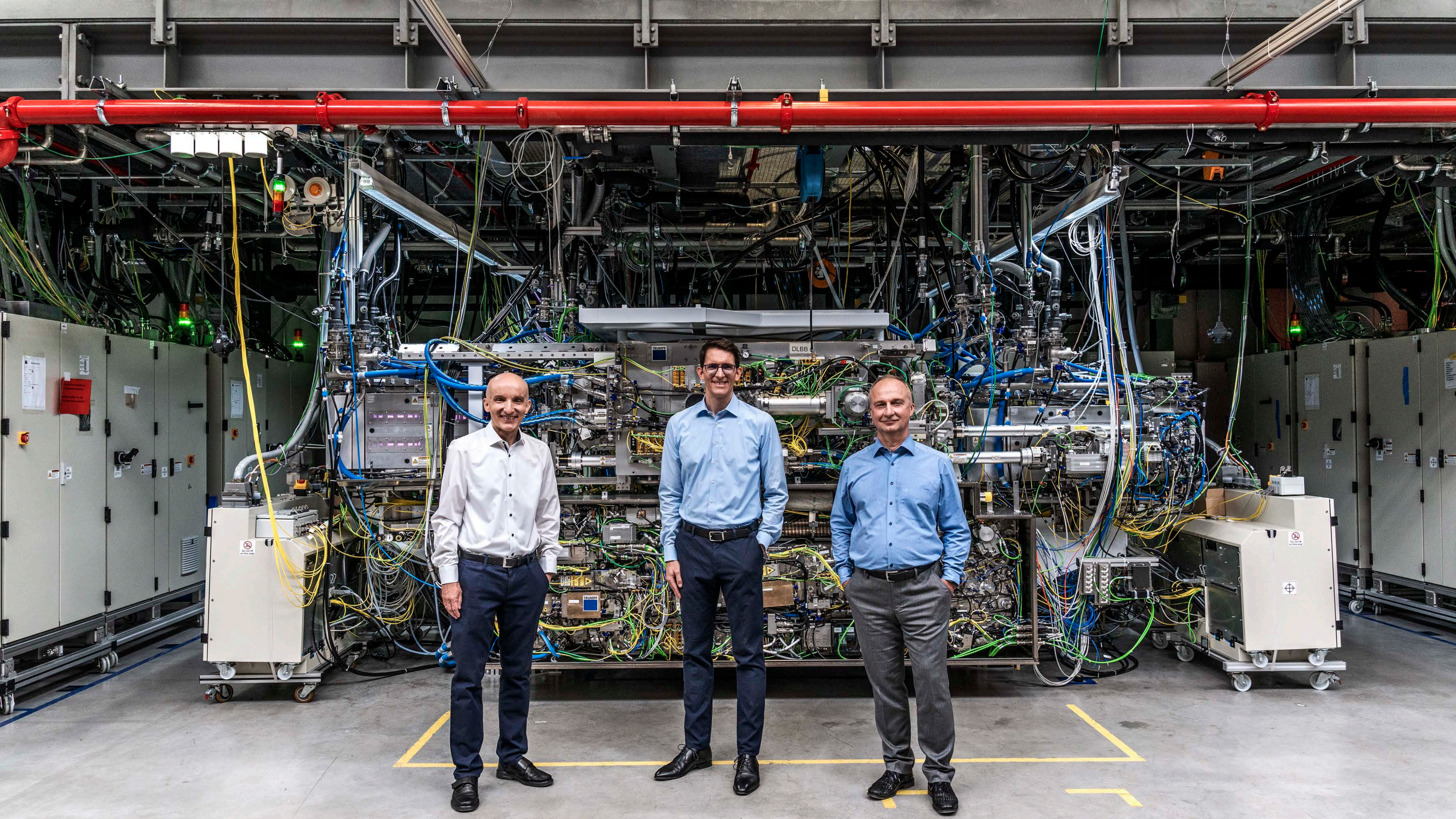








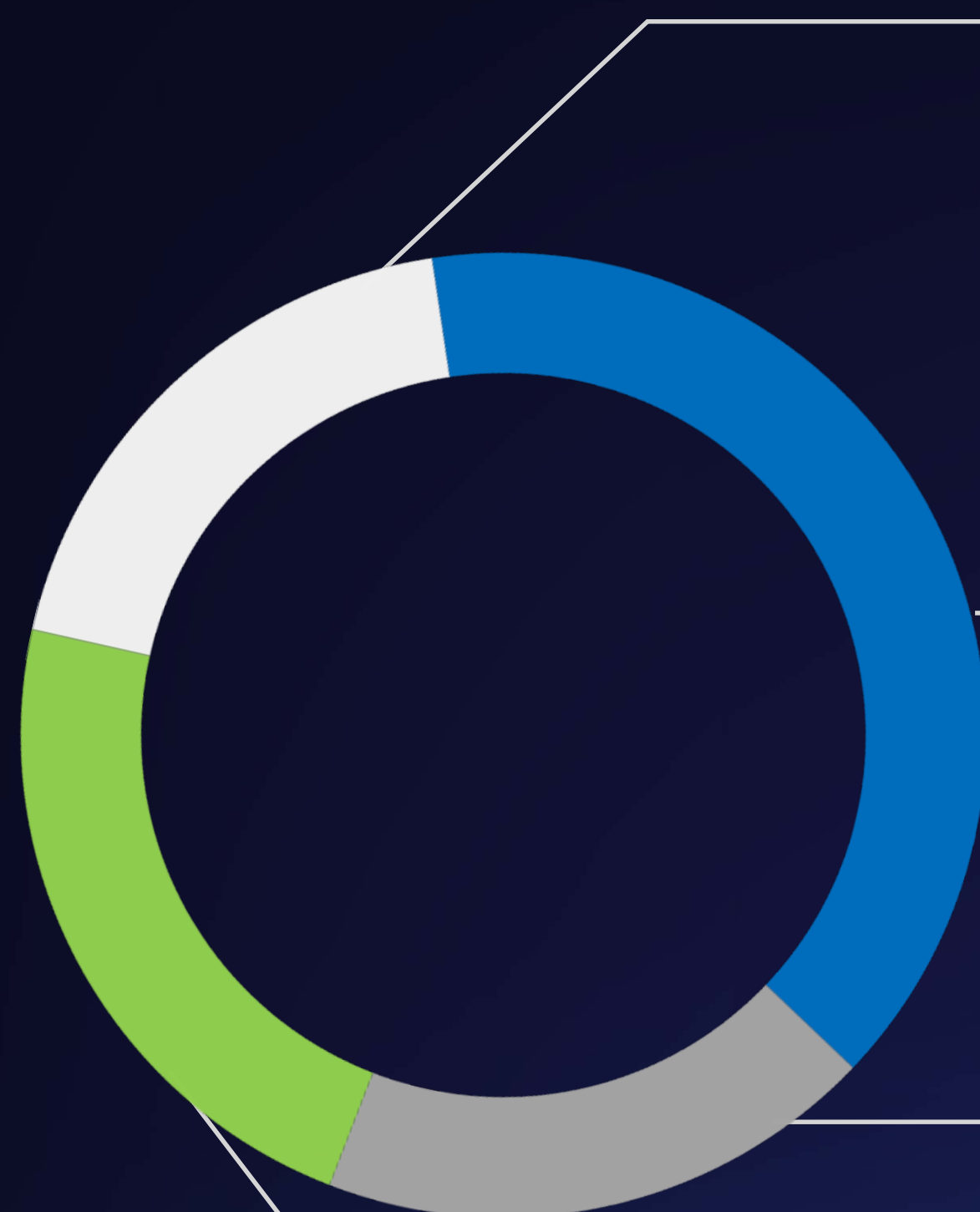






# SALES REVENUES BY REGION

in € million and percentage change year-on-year



€ 612  
Germany

-15,0%

€ 1.399  
Europe excluding  
Germany

- 5,9 %

€ 664  
America

-6,1 %

€ 798  
Asia

-6,4 %















# SHARE OF TOTAL SALES REVENUES BY REGION



as a percentage



Germany

17,5%

Europe excluding  
Germany

40,1%

America

19,0%

Asia

22,9 %



# EBIT

in € million



- 30.5%

Decrease in operating earnings  
before taxes

535

349

309

17/18

18/19

19/20



# EBIT MARGIN

as a percentage



Bitte 9,2 so groß wie jetzt 8,9. und 8,9 kleiner ...

9,2 %

---

EBIT margin 2018/19

8,9 %

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EBIT margin 2019/20



# RESEARCH AND DEVELOPMENT

in € million



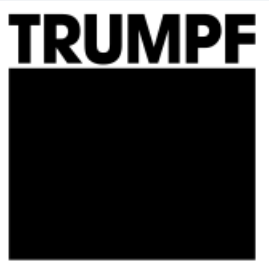
-43,57%

Decrease in R&D costs  
2019/20





EMPLOYEES



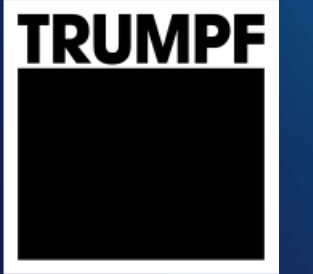
-1,14%  
14.325

Employee numbers





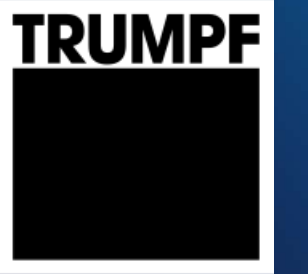
# EMPLOYEES





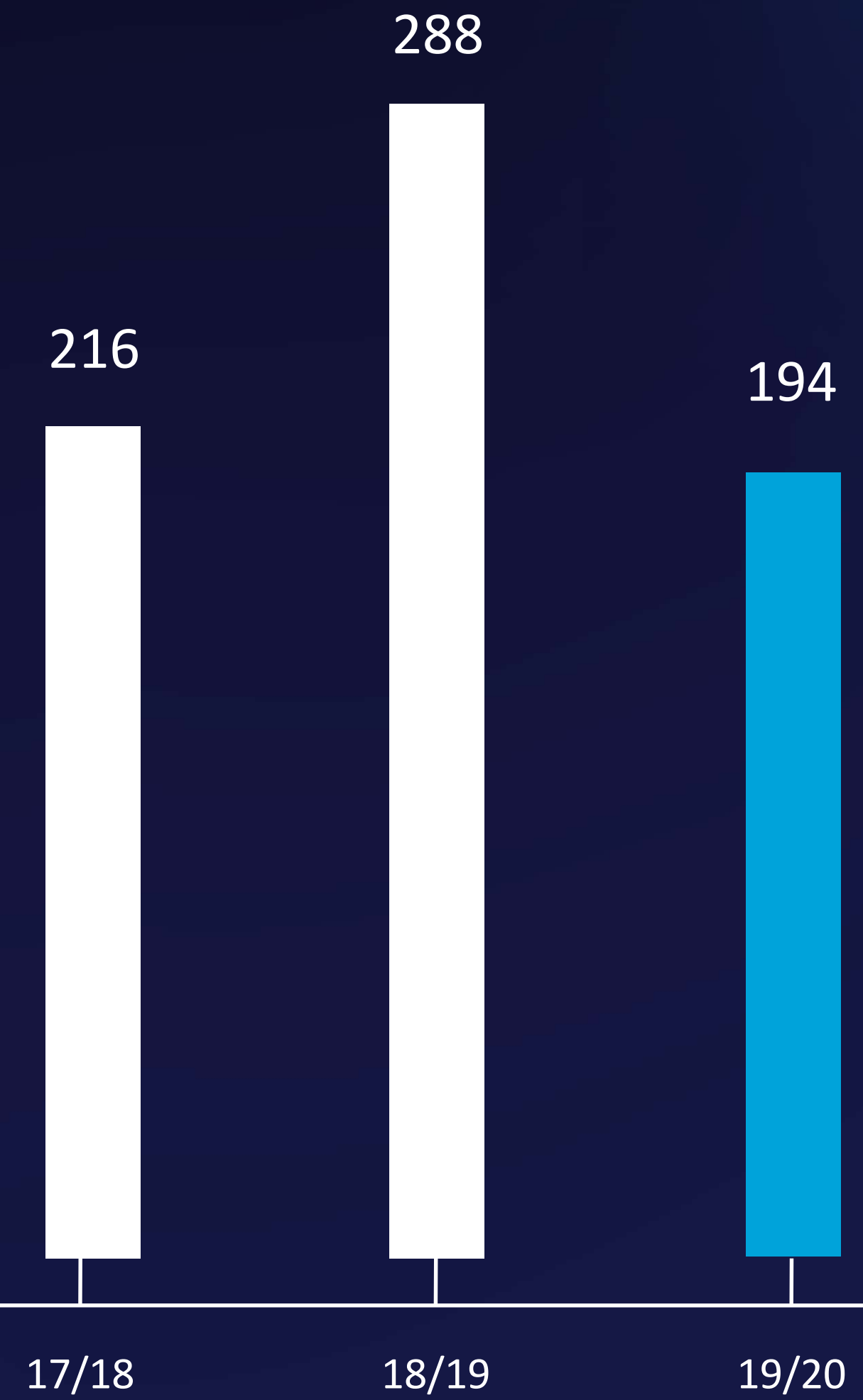
# INVESTMENTS

in € million



- 31,54%

Decrease in investments





INGENERIC



HBH



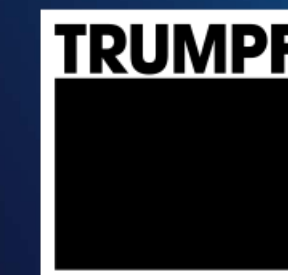
Microwave GmbH







## AT A GLANCE



ORDER INTAKE

3.278

€ million

↘ -10,9 %

SALES

3.488

€ million

↘ -7,8%

EBIT

309

€ million

↘ - 11,5 %

EBIT MARGIN

8,9 %



EMPLOYEES

14.325

↘ -1,1%

INVESTMENTS

194

€ million

↘ -32,6%

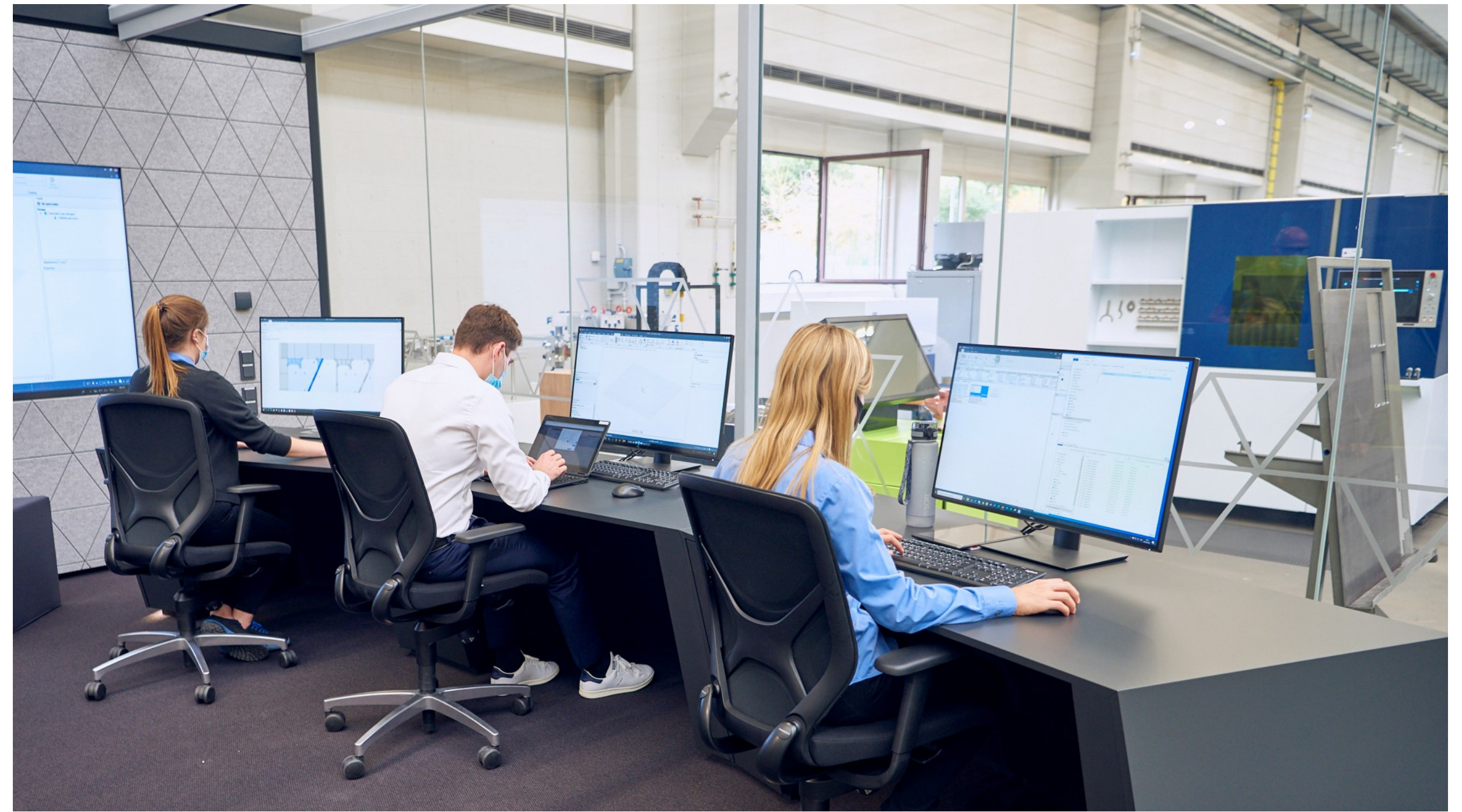
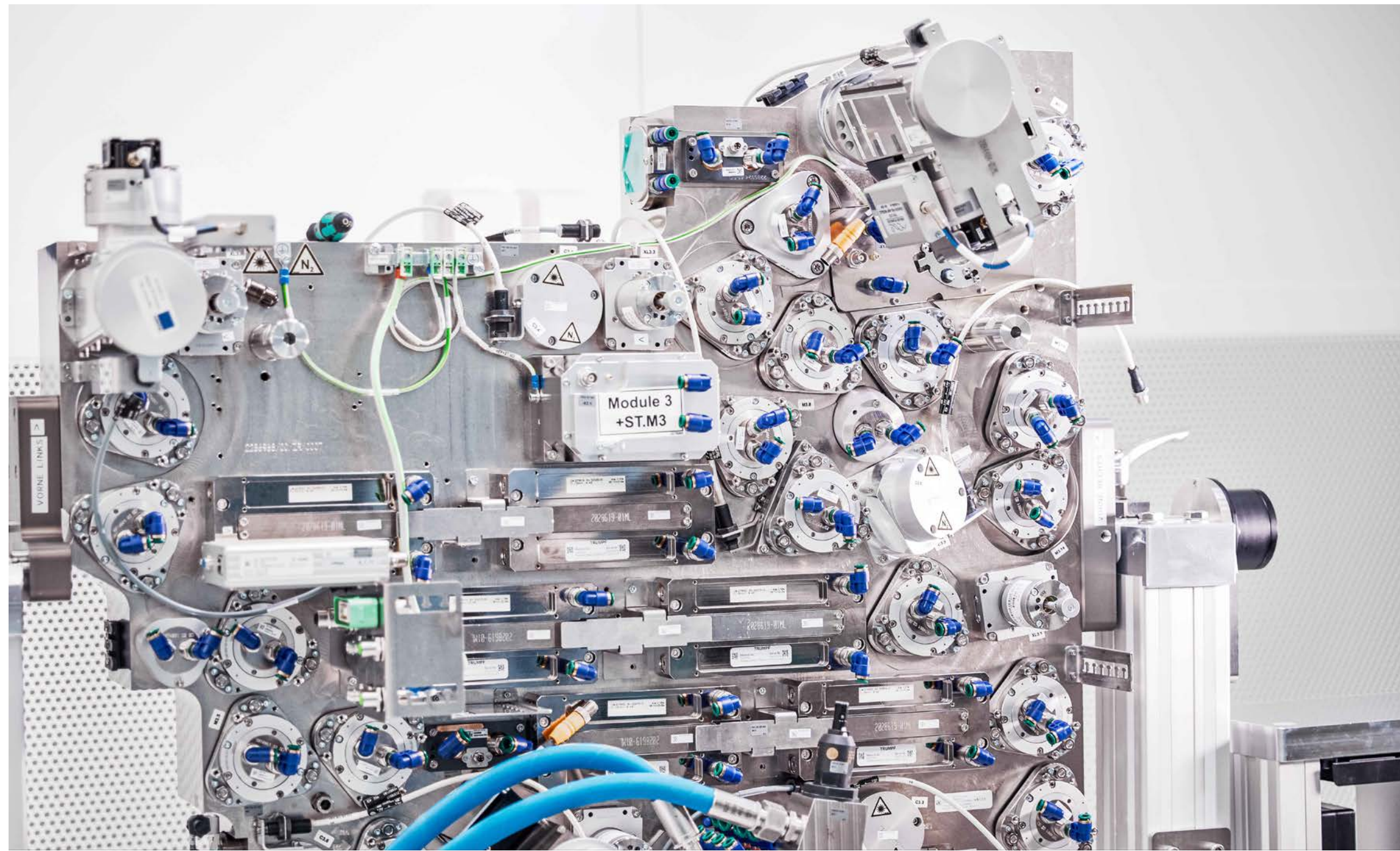




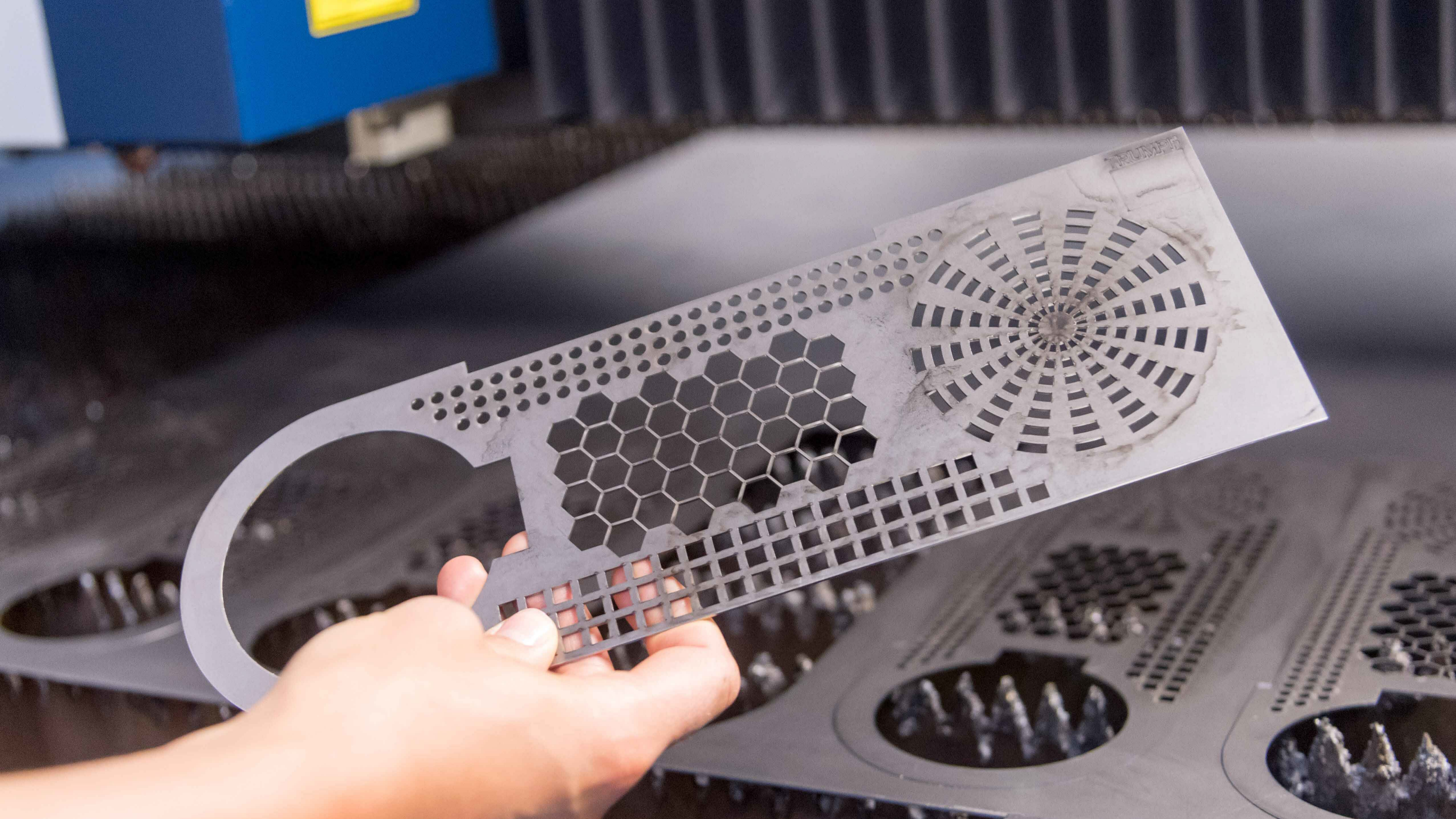
A W O R L D  
I N  
T R A N S I T I O N













# A WORLD IN TRANSITION

