



Press Release

TRUMPF records most successful year in the company's history

Machine tool manufacturer issues financial statements for 2017/18 fiscal year: Sales rise by 14.6 percent to almost 3.6 billion euros // profits are up by 52.3 percent to 514 million euros // Group-wide workforce grows by 12.9 percent to 13,420

Ditzingen, October 18, 2018 – The TRUMPF Group was able to significantly increase sales, orders received, and profits in the 2017/18 fiscal year that ended June 30, 2018. **Sales** rose by 14.6 percent to 3.57 billion euros (fiscal year 2016/17: 3.11 billion euros) – the highest figure in company history since its foundation in 1923. **Orders received** increased 12.5 percent to 3.8 billion euros – from 3.4 billion euros in 2016/17. Operating **income before taxes** rose by 52.3 percent to 514 million euros (fiscal year 2016/17: 337 million euros). The **net operating margin** amounted to 14.4 percent compared to 10.8 percent one year earlier.

Driven by an ongoing strong global economy, TRUMPF was able to significantly exceed its projections in some areas, the company announced on Thursday. The company's largest business division, Machine Tools, increased its sales by 11.3 percent. The Laser Technology division achieved sales growth of 21.5 percent. EUV lithography for the exposure of microchips performed particularly well, increasing by 57.3 percent over the previous year to 250 million euros. TRUMPF's planning for the current 2018/19 fiscal year envisages further noticeable growth in EUV lithography. Even today, sales in this strategically important business segment exceed those of most of TRUMPF's foreign sales markets.

Once again, **Germany** was the largest **single market** for TRUMPF, with sales up by 15.6 percent to 719 million euros, followed by **China** (up by 13.0 percent on the previous year to 457 million euros), and the **United States** (up by 5.4 percent on the previous year to 444 million euros) in second and third place respectively. Year-on-year sales in Italy grew by 31.8 percent to 173 million euros, making the country the fourth-strongest single market for the first time. In addition to these



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markets, TRUMPF intends to intensify its business activities in countries such as Mexico and Canada as well as in the Asian countries Thailand, Malaysia, Indonesia, Singapore, and Vietnam in an effort to achieve average annual growth of 10 percent, the company announced.

In the current fiscal year, despite the general slowdown of the global economy, TRUMPF expects to generate business with a similar level of profitability.

The Group-wide **workforce** grew by 12.9 percent in the reporting period to 13,420 employees as of the June 30, 2018 balance sheet date and has since exceeded the 13,500 mark. In Germany, there were 6,778 employees, around 3,900 of whom were employed at the company headquarters in Ditzingen. This equates to an increase of 12.5 percent. Outside of Germany, the number of employees rose by 13.3 percent to 6,642. TRUMPF thus again employed more than half of its employees at its German sites in Baden-Württemberg, Saxony, North Rhine-Westphalia, and Berlin. During the year under review, 450 young people completed a **training course at TRUMPF** or a co-op work-study program. The training quota in the Group stood at 3.5 percent.

In the past fiscal year, TRUMPF invested in **emerging technologies** such as EUV lithography or metal 3D printing (additive manufacturing), as well as driving forward the AXOOM digital business platform. Expenditure on research and development rose by 5.9 percent to 337 million euros. The company's **R&D ratio** in relation to sales amounted to 9.5 percent. The number of employees worldwide working on new products for TRUMPF increased by 13.2 percent to 2,087.

The company's capital expenditure totaled 216 million euros in the 2017/18 reporting period. **Real estate and construction projects** accounted for 43 percent of the total sum invested, technical plant and machinery for 18 percent, and office and business equipment for 33 percent. More than half of this expenditure concerned construction projects in **Germany**, with around two thirds of this sum going toward the new headquarters building in **Ditzingen**, and the remaining one third to the expansion of the German manufacturing sites in Teningen and Schramberg.

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Investments in other European countries accounted for 13 percent of the Group's total capital expenditure, while 15 percent concerned the Americas. The smart factory demonstration center in Chicago is an outstanding example, representing an investment of 26 million euros. Another major investment project was the creation of the TRUMPF Group's largest-ever production site, operated by the Chinese joint venture JFY. The total cost of this investment was 14 million euros.

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



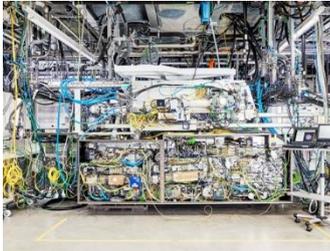
TRUMPF Group Management Board
(from left to right) Dr. rer. pol. Lars Grünert, Dr.-Ing. Christian Schmitz, Dr.-Ing. E. h. Peter Leibinger, Dr. phil. Nicola Leibinger-Kammüller, Dr.-Ing. Mathias Kammüller, Dr.-Ing. Heinz-Jürgen Prokop



TRUMPF additive manufacturing
Employees remove the cylinder with the component from the 3D printer for further processing.



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EUV lithography system during installation

When completed, the system will weigh around 17 metric tons and comprise more than 450,000 parts.



About TRUMPF

The high-technology company TRUMPF offers production solutions in the machine tool and laser sectors. It is driving digital connectivity in manufacturing industry through consulting, platform and software offers. TRUMPF is the world technological and market leader for machine tools used in flexible sheet metal processing, and also for industrial lasers.

In 2017/18, the TRUMPF Group – which has about 13,400 employees – achieved sales of 3.6 billion euros. With over 70 subsidiaries, it is represented in nearly all the countries of Europe, North and South America, and Asia. It has production facilities in Germany, France, Great Britain, Italy, Austria, Switzerland, Poland, the Czech Republic, the USA, Mexico, China and Japan.

For more information about TRUMPF go to www.trumpf.com

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