



Press Release

TRUMPF Group sales revenues up 27 percent in anniversary year / Global profit increases by 31 percent / Record sales for North American business

High-tech company TRUMPF presents figures for the fiscal year 2022/23: Sales revenue increases by 27 percent to 5.4 billion euros (5.7 billion U.S. dollars). Number of employees increases by almost 2,000 to 18,400 worldwide. North American subsidiary reports record-breaking 1.05 billion U.S. dollars in revenue.

Ditzingen, Germany / Farmington, Conn., October 26, 2023 - At the close of the fiscal year 2022/23 on June 30, 2023, the TRUMPF Group recorded a significant **27 percent increase in sales to 5.4 billion euros/5.7 billion U.S. dollars** (fiscal year 2021/22: 4.2 billion euros/4.7 billion U.S. dollars), the highest sales revenues in the company's 100-year history to date. The **order intake** again exceeded the 5 billion mark, but at **5.1 billion euros/5.3 billion U.S. dollars** fell noticeably short of the previous record level (fiscal 2021/22: 5.6 billion euros/6.3 billion U.S. dollars). It therefore decreased by **8.8 percent**. At **615.4 million euros/644.6 million U.S. dollars**, the Group's **operating earnings before interest and taxes (EBIT)** grew positively by **31.4 percent** compared to the previous year (468.4 million euros/528.2 million U.S. dollars). As a result, TRUMPF achieved an **EBIT margin of 11.5 percent** (previous year: 11.1 percent) despite increased raw material, logistics and personnel costs.

Also, for the first time in company history, the North American subsidiary of the TRUMPF Group, TRUMPF Inc., generated more than 1 billion U.S. dollars in revenue, achieving a record-breaking 1.05 billion U.S. dollars in sales revenues (+33 percent) during the fiscal year ending June 30, 2023. New order intake remained above 1 billion U.S. dollars at 1.01 billion U.S. dollars, building on the record-high level reached in the previous fiscal year (-1.8 percent).



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TRUMPF's largest single markets

TRUMPF's strongest single market in terms of sales was the United States with 899 million euros/942 million U.S. dollars (previous year: 656 million euros/740 million U.S. dollars). Overall sales figures for **North America**, including Mexico (105 million euros/110 million U.S. dollars) and Canada (81 million euros/85 million U.S. dollars), totaled **1.068 billion euros/1.119 billion U.S. dollars**. In **Germany**, sales increased to **779 million euros/816 million U.S. dollars** (previous year: 589 million euros/664 million U.S. dollars).

Business divisions

Looking at the business fields worldwide, the largest share was accounted for by the **Machine Tools division** with **3.0 billion euros/3.1 billion U.S. dollars**, which increased by 32.8 percent compared to the previous year (previous year: 2.3 billion euros/2.6 billion U.S. dollars), followed by the **Laser Technology division** with **2.1 billion euros/2.2 billion U.S. dollars**, which increased by 28 percent (previous year: 1.6 billion euros/1.8 billion U.S. dollars).

The global **EUV business** again recorded strong growth in sales of 22.2 percent to **971 million euros/1.0 billion U.S. dollars** (previous year: 795 million euros/897 million U.S. dollars). TRUMPF's **Electronics division**, which is accounted for through Laser Technology, achieved record sales of **546 million euros/572 million U.S. dollars** (previous year: 344 million euros/388 million U.S. dollars). This constitutes an increase of 58 percent.

Employee numbers (until June 30, 2023)

During the reporting period, the **number of TRUMPF Group employees** increased by nearly 2,000, and with many new jobs created in particular in the growth fields of EUV and Electronics. As of the reporting date on June 30, 2023, the company employed **18,352 people globally** (previous year: 16,554).

In the United States, Canada and Mexico, the number of employees working for TRUMPF rose by 5 percent to 1,631 in FY 22/23 (previous year: 1,554).



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Throughout the world, TRUMPF is dedicated to developing the next generation of skilled workers. Globally, completed apprenticeships at the company rose to 3.5 percent of the total workforce (previous year: 3.3 percent). Following the European model, TRUMPF Inc. develops the future workforce through a U.S. apprenticeship program started in 2006. Last year, 16 (up 23 percent from the previous year's 13) apprentices graduated from the U.S. program, which blends 4,000 hours of traditional secondary education with hands-on technical training and mentoring.

Investments, acquisitions and expansions

TRUMPF is a research-intensive company. The number of **employees in company-wide research and development increased by 8.8 percent to 2,853** (previous year: 2,623). At **476 million euros/499 million U.S. dollars**, R&D expenditures were significantly higher than in the previous year (448 million euros/505 million U.S. dollars).

Over the past fiscal year, TRUMPF's investments around the world **in land, buildings, technical facilities, operating and office equipment** increased by 44.7 percent compared to the previous year (218 million euros/246 million U.S. dollars) to a record high of **316 million euros/331 million U.S. dollars**.

In February 2023, TRUMPF agreed on a strategic partnership with **STOPA**, a leading manufacturer of automated storage systems, and has acquired a 25.1 percent stake in the company. Among other things, STOPA supplies automated storage systems for TRUMPF's Smart Factory solutions, which enable customers to automate the loading and unloading of machines and to network them.

Nicola Leibinger-Kammüller, CEO of TRUMPF, said at the annual press conference in Ditzingen, Germany: "Our anniversary year was an extraordinarily successful one for TRUMPF. The growth in sales was due to the general upturn in demand for all TRUMPF products and in particular to the resolution of supply chain problems that led to delivery delays in the previous year. As a result, we had a high order backlog that we were able to work off. Since spring, however, we have felt a decline in demand in many markets. In view of the difficult overall economic development, I am therefore very cautious about the coming months."



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In North America, TRUMPF Inc. President & CEO Lutz Labisch added, “We are proud to have delivered more than a billion dollars in machines and services to our North American customers last year. Our market outlook for North America remains very positive and is supported by a robust economy, the ongoing trend of reshoring manufacturing to North America, and high investments into strategic technologies such as e-mobility and semiconductors. TRUMPF continues to invest significantly in North America, and we look forward to the expansion projects we have planned for next year. The most notable project is a new Smart Factory for high precision and flexible sheet metal fabrication, which expands our production facility in Farmington, Connecticut.”

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Dr. phil. Nicola Leibinger-Kammüller
CEO of TRUMPF



Annual Report 2022/23

“100” – title of the new TRUMPF annual report for 2022/23.



Lutz Labisch
TRUMPF Inc. President & CEO





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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 one of the technology and market leader in highly versatile machine tools for sheet metal processing and in the field of industrial lasers.

In 2022/23, the company employed some 18,400 people and generated sales of about 5.4 billion euros/5.7 billion U.S. dollars. With over 80 companies, 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.

Find out more about TRUMPF, please visit www.trumpf.com

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