

- Check against delivery -

Statement

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Good morning, ladies and gentlemen from Germany and abroad, whether you're here in the room or watching the livestream. I'd like to welcome you to our annual press conference!

Today I'll be presenting the figures for fiscal year 2025/26, which ended at TRUMPF on June 30, 2026. And I'll say right off the bat that it was a very satisfying year for us - especially after three challenging fiscal years marked by declining order intake.

The hard work we've done as a team – men and women alike – across all levels of the company, both in strategically focusing our portfolio and in implementing the necessary cost reductions, has been very successful.

In particular, the fact that order intake has risen again for the first time makes us optimistic not only right now but also for the current fiscal year, in which we expect further growth. Despite the caution exercised by the Managing Board as well as myself in the light of geopolitical uncertainties, we now anticipate an economic upturn for TRUMPF.

Because despite the difficult geopolitical conditions, TRUMPF has managed to grow in nearly all business segments. This included the machine tool business as well as electronics and EUV with our partner ASML, which picked up thanks to the significant increase in demand for semiconductors. This trend has persisted to date, with more than one quarter of the new fiscal year already elapsed.

I.

Looking at the figures, let's start with the TRUMPF Group's sales through June 30:

In the past fiscal year, sales remained at a similar level or were slightly higher than the previous year. TRUMPF reported global sales of 4.34 billion euros. In the previous fiscal year, sales were 4.33 billion euros. This represents a slight increase of 0.2 percent and thus a better-than-

expected sales trend. Our forecast had still anticipated a slight decline. However, the increase in order intake during the second half of the fiscal year had a positive impact on sales.

II.

This brings me to the second key metric: our company's order intake. In the 2025/26 fiscal year, after three fiscal years of declining order intake, TRUMPF recorded an increase in orders for the first time. While orders in the first half of the year remained at the weak level of the previous year, a significant upturn began in the second half. As a result, order intake rose by just under 7 percent to 4.5 billion euros.

III.

Following these figures on sales and order intake, I will now turn to the sales of our individual business divisions and business fields.

Sales for our largest business division, Machine Tools – for which Mr. Mayer is responsible as Chairman of the Machine Tools business division on the Managing Board – rose slightly by 0.9 percent to 2.38 billion euros. In our forecasts, however, we had still anticipated a slight, cyclical decline. The increased demand from our customers in connection with various sheet metal applications is reflected in this moderate increase.

For example, in addition to an increase in demand for sheet metal solutions for smart factories, we also saw a rise in orders for the construction and equipping of data centers in connection with the use of industrial AI. This also applied to our services – specifically, our offerings for the diagnostics, maintenance, and networking of manufacturing – where sales have risen significantly in recent years.

In the Laser Technology business division – represented here on the podium by Mr. Zimer as the business division's chairman on the

Managing Board - we recorded a decline in sales to 1.17 billion euros, a 6.3 percent decrease compared to the previous year.

We can discuss the reasons for this in more detail during the Q&A session, particularly the increased competition our lasers are facing in China. I would like to add, however, that despite a challenging competitive situation in China, demand has risen again overall – for example, in the field of battery cell manufacturing, where our lasers are used. This is also partly the case with German OEMs operating locally, which is why the swift processing of export licenses remains a “perennial issue” for us as we seek to continue securing market share in the field of electric mobility. New batteries with improved cell chemistry will undoubtedly drive up the share of battery-electric vehicles.

In the future, large-scale battery storage systems – such as those needed by customers for private use as well as in industrial applications, for example in data centers – will become an even more significant area of application for our lasers than they are today. Significant technological advances are being made in this area to stabilize the grid, in response to the growing share of electricity fed into it from increasingly volatile sources.

Sales in our EUV business field – that is, the high-power lasers for our customer ASML, for which Mr. Schmidt is responsible on the Managing Board - rose by 9.2 percent to 791 million euros. EUV thus exceeded our forecast for this fiscal year.

Sales also rose in the Electronics business field - for which Mr. Schmidt is also responsible – reaching 458 million euros. It should be noted that momentum in the electronics segment has grown noticeably in recent months, which is why we expect to see significant sales increases again in the current fiscal year, even compared to what was already a very strong previous fiscal year. The Electronics business field, based in Freiburg and Warsaw, is currently the fastest-growing business

segment at TRUMPF, with double-digit growth rates. And, as mentioned, we are optimistic that this trend will continue due to the high demand for semiconductors, in the production of which electronics - for example, in the form of our plasma generators – plays a significant role. Alongside lithography, the coating and etching of chips are crucial process steps in chip manufacturing, for which we supply manufacturing technologies to renowned customers such as Applied Materials.

IV.

Having covered the business divisions and business fields, let's now turn to sales by region. As is customary, we'll start with Germany, which saw a decline in sales in the past fiscal year. Sales in Germany fell by 6.4 percent to 655 million euros, down from 700 million euros in the previous year.

The reasons for this are diverse, but you are all generally familiar with them. As is widely discussed in the public domain, the location is facing considerable overall pressure due to its cost-related framework conditions. GDP has effectively not grown since 2019. This is causing uncertainty among customers regarding investments. The struggling automotive industry is undoubtedly another specific factor in the mechanical engineering sector, particularly in southwestern Germany.

Nevertheless, without wanting to spread optimism too quickly, we see new opportunities for TRUMPF – as a counterbalance to our current business - in the previously mentioned business areas such as data centers and others. We also believe we can see signs of a slow recovery in the German market, without overlooking the serious structural issues, which I will address once more at the end.

But let's first take a look abroad. Overall, sales rose in the European market outside of Germany. Sales trends varied across the major Western European countries. In Italy, we recorded significant growth of

12.6 percent, while in France – where we have just opened our new headquarters – growth was only slight at 1.6 percent.

In Eastern Europe, the picture was mixed. In addition to the electronics sector in Poland, the Czech Republic was a particular surprise with growth of over 30 percent. In the machine tool sector, the market in Poland proved more challenging for us.

We have not been active in Russia since the outbreak of the war in 2022, and have now successfully cleared the final hurdle - the protracted sale of our property.

On the American continent, we recorded a significant sales increase. Sales rose by 8.5 percent to 932 million euros. This growth is primarily attributable to the U.S., which, with 772 million euros – representing a 17 percent increase – was the TRUMPF Group's top-performing individual market worldwide this fiscal year.

In contrast, the other major individual markets in the Americas, such as Mexico, Canada, and Brazil, saw a decline in sales. We attribute this to the sharp increase in tariffs imposed by the U.S. government, which contributed to a significant drop in exports, and to the overall deterioration of trade balances on the American continent outside the U.S.

The Asian markets performed more weakly in the 2025/26 fiscal year. This was due in particular to a 7 percent decline in sales in China. Sales in Japan and South Korea also declined noticeably.

V.

As a result of the above, the Americas' share of the Group's total sales rose to 21.5 percent. The sales share for Europe excluding Germany rose slightly to 24.6 percent, while Germany's sales share fell to 15.1 percent, down from 16.2 percent in the previous year. Asia's sales

share saw the sharpest decline: from 22.5 percent to 20.2 percent. This, ladies and gentlemen, may seem to contradict the momentum in Asia, especially in recent times, as I just mentioned. However, excess capacity - particularly in China – which entered the European market in the form of exports, led to weaker sales of our own products during the reporting period ending June 30. At present, orders are picking up again for the reasons mentioned.

VI.

Following the regional overview, I will now, as usual, turn to the most important key figure: the TRUMPF Group's operating result before interest and taxes. And here, too, there is reason for optimism. Our EBIT, at 480 million euros, was significantly higher than in the previous year. In 2024/25, it amounted to just 59 million euros. And for the representatives of dpa, Reuters, and other agencies, I'd like to mention not only the EBIT but also the net income, so you don't have to search through the Group Management Report for long: The Group's net income, that is, earnings after taxes, amounted to 394 million euros. However, for many years now, we have traditionally used EBIT as a benchmark for comparison with other companies in our industry - just to clarify.

The increase in EBIT was driven in particular by the structural measures implemented as part of our strategic refocusing. These measures reduced the cost base in the past fiscal year and contributed significantly to the increase in earnings. We were able to achieve additional gains from the continuation of our "Koyer" earnings improvement program.

Consequently, the EBIT margin recorded strong growth to 11.1 percent. In the previous year, it had been just 1.4 percent. In terms of earnings, TRUMPF has returned for the first time to where it was in the post-COVID year 2022/23: in the double-digit range. For our executives, this means that we will pay a corresponding bonus and offer profit-sharing

to employees covered by collective bargaining agreements at the headquarters. Mr. Maassen, as the TRUMPF Executive Vice President of Human Resources responsible for this area, will be able to provide further details during the Q&A session.

VII.

This brings me to our investments and the trend in headcount. I'll start with research and development expenses:

At 492 million euros, expenses were slightly below the previous year's figure of 519 million euros. The ratio of R&D spending to sales decreased from 12 to 11.3 percent, but remains at a high level. The number of employees in research and development also remained high at 2,914. The majority of our research and development activities remain based in Germany, where our teams continue to generate innovative ideas despite the structural challenges facing the location.

The global number of TRUMPF employees declined slightly in the past fiscal year. The decrease in headcount is primarily attributable to the group-wide job reduction program implemented in the previous year.

The effects of the structural measures we implemented at the end of the previous fiscal year only became apparent in the employee figures this fiscal year. As of June 30, 2026, the company still employed 17,583 people worldwide.

In Germany, the number of employees fell by 7.1 percent to 8,675. Of these, 5,350 were based at the headquarters in Ditzingen, Gerlingen, Hettingen, and Höfingen. Outside Germany, the number of employees decreased by 0.6 percent to 8,908. To my knowledge, this was the first time we employed more people abroad than in Germany.

During the reporting year, 616 young people completed a training course or a co-op work-study program. This resulted in a training ratio

of 3.5 percent. And there's an encouraging trend: the number has risen in the current fiscal year. TRUMPF is once again training more people than needed. This year, 140 new apprentices and college students enrolled in work-study programs began their training at TRUMPF at eight different locations. This, too, reflects our overall improved economic outlook.

VIII.

Let's now turn to capital expenditure, which fell to 112 million euros amid economic challenges. Of this amount, 109 million euros were allocated to property, plant, and equipment, and 3 million euros to intangible assets.

More than half of our investments were made in Germany, and approximately 30 percent of them in the rest of Europe.

Regarding portfolio measures, the following should be noted. As part of our strategic focus on TRUMPF's core business, we divested the Additive Manufacturing business unit. We also divested the Photonic Components business.

TRUMPF also sold its remaining minority stake in One Click Metal GmbH to its co-shareholder INDEX-Werke.

On the other hand, TRUMPF increased its stake in STOPA Anlagenbau GmbH to 74.9 percent. By acquiring a majority stake, TRUMPF aims to expand the existing strategic partnership for smart factory solutions.

Q.ant GmbH completed a Series A financing round with external investors. As a result, TRUMPF's stake decreased to 21 percent. However, TRUMPF remains the company's largest single shareholder. The financing is intended to accelerate the market launch of photonic processors for AI and high-performance computers.

IX.

So much, ladies and gentlemen, for the key financial figures of the fiscal year, which you can see at a glance in the background.

Politicians and labor unions alike – particularly in the context of the current collective bargaining round – may now be tempted to conclude that Germany's business environment is, all things considered, far better than its reputation suggests. Perhaps companies simply need to make a greater effort instead of constantly complaining and calling for an "autumn of reforms." After all, complaining has long been the businessman's favorite refrain – and one that rising sales could readily silence.

To put it very clearly - and in agreement with leading associations such as the BDI or VDMA - this conclusion would be disastrous. For business conditions here remain extremely challenging in terms of high labor and energy costs, shorter working hours compared to other production sites worldwide, excessive taxes and bureaucracy, and more.

Above all, however, we find ourselves today in a fundamentally different situation than just a few years ago, particularly with regard to the dramatically increased competition from China and the trade policy burdens on the German export industry – for example, those imposed by the U.S. And also due to the ECB's now-high interest rates, which continue to make investments more expensive, as well as the exorbitant rise in energy costs. All of this, ladies and gentlemen, was fundamentally different just a few years ago. Not to mention all the other factors, such as the massive government investments in AI in China or the U.S. The political pressure to make the necessary changes was minimal back then - today, however, it is immense.

The fact that TRUMPF had a strong fiscal year is therefore not because of, but in spite of these political conditions, although we were able to fully leverage our advantages, such as international production sites in

the U.S. and Poland. It is also due to the fact that we play a decisive role in the global semiconductor manufacturing process.

Many small and medium-sized enterprises, including domestic mechanical engineering customers, that lack the necessary technologies and an international procurement and production network cannot leverage these competitive advantages in the same way we do. This is the crucial distinction we must convey to policymakers when considering how competitive our business location is for these companies as well. However, they are also essential to our own value chain, and they help shape the culture of our region and our workforces at our various locations – if I may put it that way in this context.

X.

With regard to its own business – which, as mentioned, is global and must not be confused with Germany as a business location – TRUMPF is generally optimistic about the current fiscal year 2026/27 and anticipates further growth. The global economic environment remains uncertain. Nevertheless, we expect the improved order situation to persist and to lead to another increase in order intake in the 2026/27 fiscal year.

All in all, following the very strong first few months since July 2026, we forecast double-digit growth in order intake. The expected growth in orders will also have a positive impact on sales in the coming fiscal year.

For our Machine Tools and Laser Technology business divisions, we anticipate moderate growth in order intake in the coming fiscal year.

Our forecasts are particularly optimistic for the major business fields EUV and Electronics. We view the development of the EUV business positively, and expect double-digit growth in both order intake and sales in the coming fiscal year. Following the strong growth in the past fiscal

year, we anticipate a further increase in order intake in the Electronics business segment – specifically, in the high double-digit range.

The Group's EBIT and EBIT margin will in all likelihood benefit from the expected sales growth. However, this trend is offset by the absence of one-time effects – including those resulting from structural and portfolio measures – as well as the completion of the “Koyer” earnings improvement program.

XI.

The above also serves to underscore our overall business opportunities. These include the automation of our customers' production in the U.S., where, as mentioned, there is significant demand for smart factory solutions, and in Europe. They also extend to industrial AI, humanoid robotics, semiconductors, and electronics. After all, the semiconductor industry will continue to require a great deal of new manufacturing technologies in the coming years.

For TRUMPF, this makes it all the more important that we continue to press ahead with consolidating and refining our portfolio and our processes. And in doing so, we consistently focus on those for whom we ultimately work every day: our customers and society.

Ultimately, this also applies to topics that have been heavily debated in the media in light of the ongoing attacks on Ukraine, such as drone defense and the protection of industrial facilities. My colleague Hagen Zimer will be happy to answer your questions in that regard. I'd like to begin by emphasizing that we at TRUMPF, as with all other topics, are committed to assessing a technology's industrial viability rather than fueling the sometimes exaggerated expectations of certain startups. Only then can genuine growth be achieved. We have made noteworthy progress along this path in recent months. Thank you for your attention!