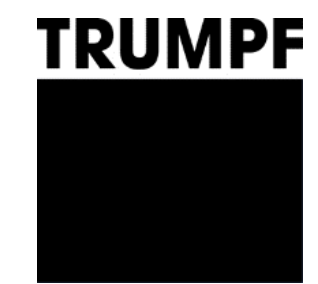
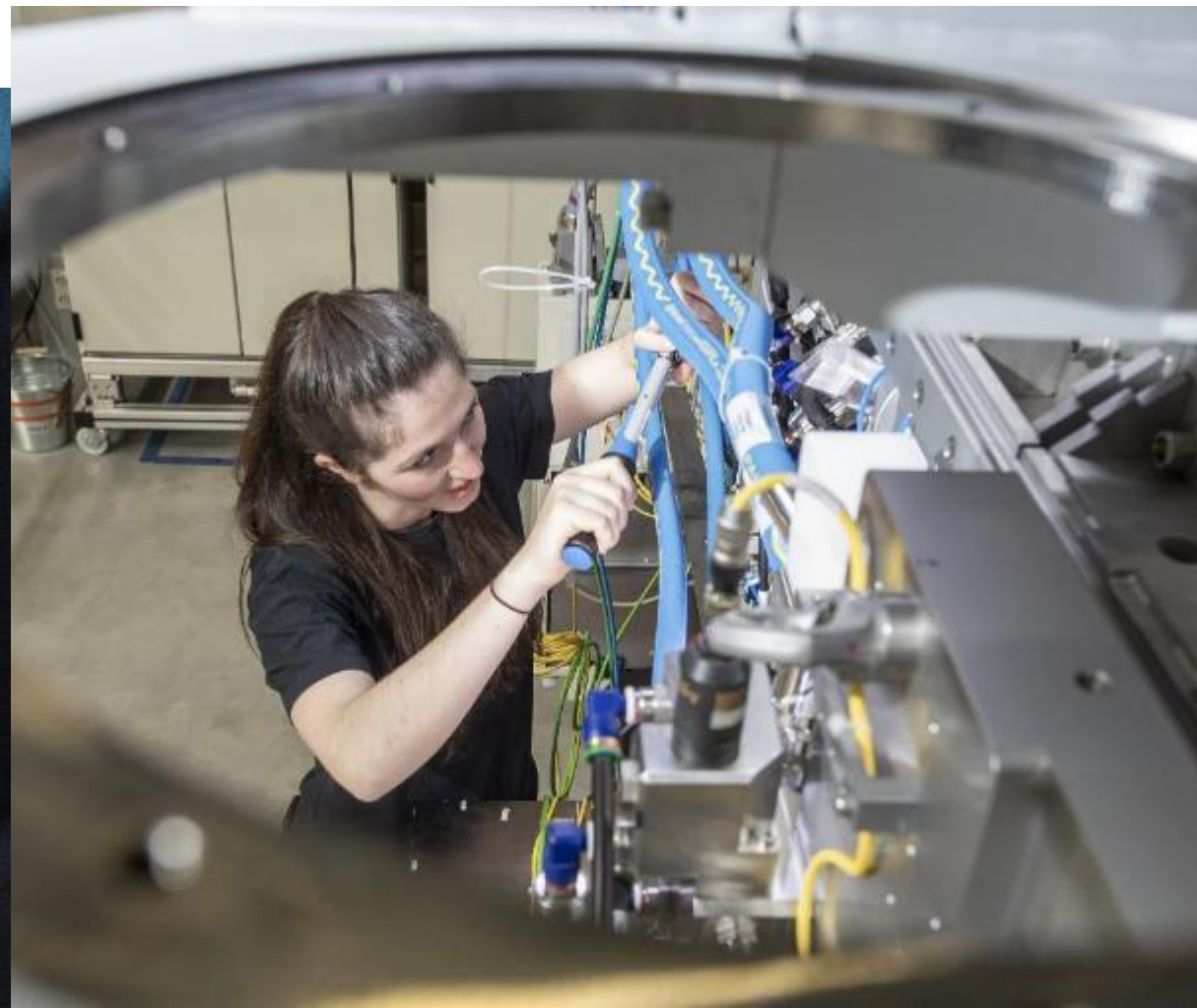


TRUMPF Press Conference 10/26/2021



In the field

Annual report 2020/21



On the following
pages, we get up
close and personal
with 14 people



who are in the
field every day
for TRUMPF and
our customers.





TRUMPF Annual Report 2020/21

In the field



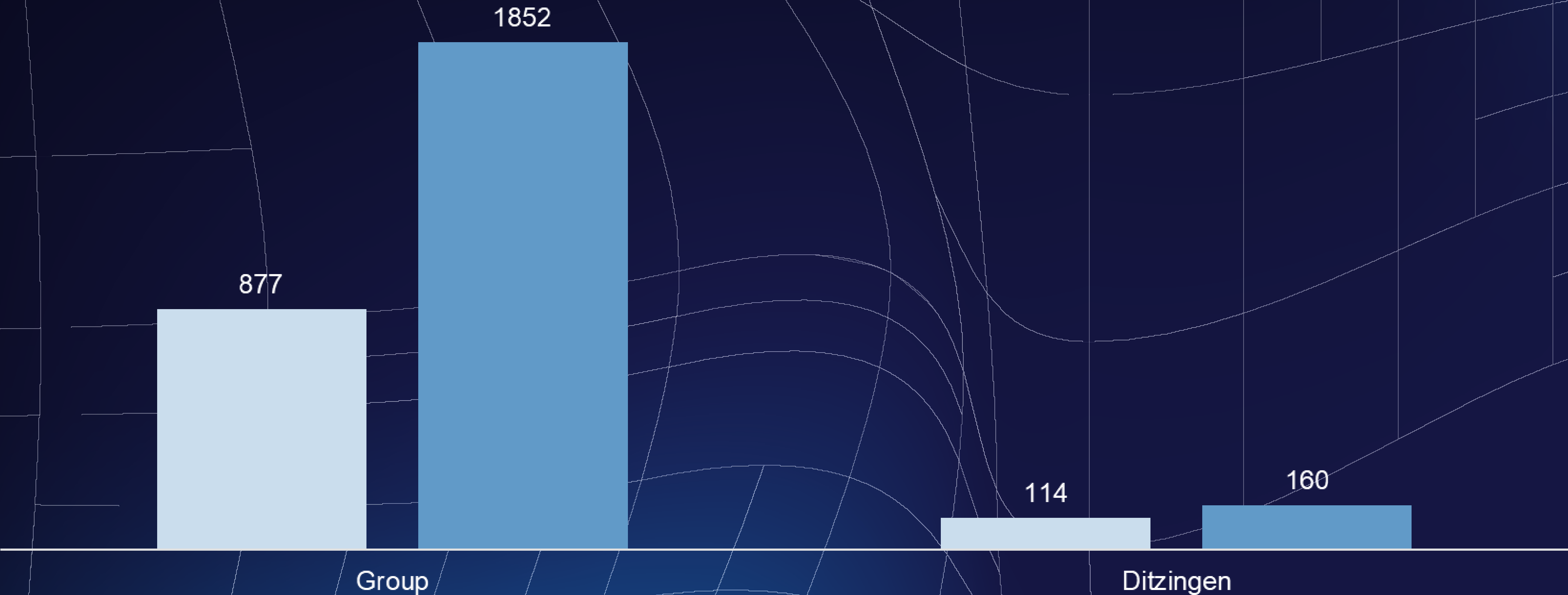
Annual Report 2020/21

Infection / quarantine cases (cumulated 6/30/2021)

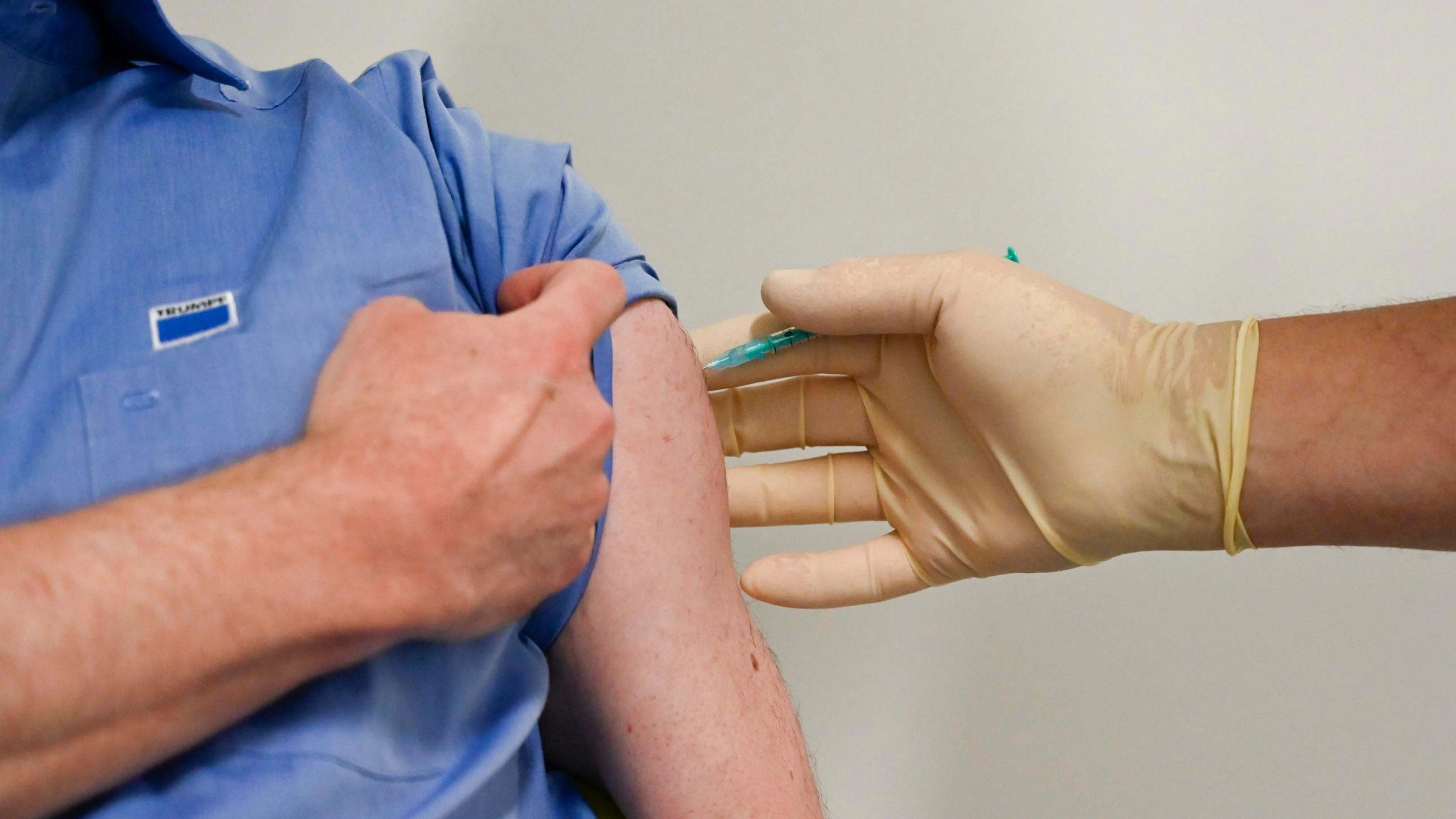


COVID-19 cases worldwide

■ Total infections (incl. recoveries) ■ Total quarantine cases (incl. terminated quarantine cases)





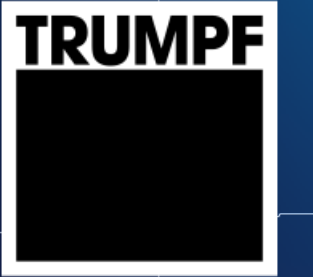


Fiscal year
2020/21

in
figures

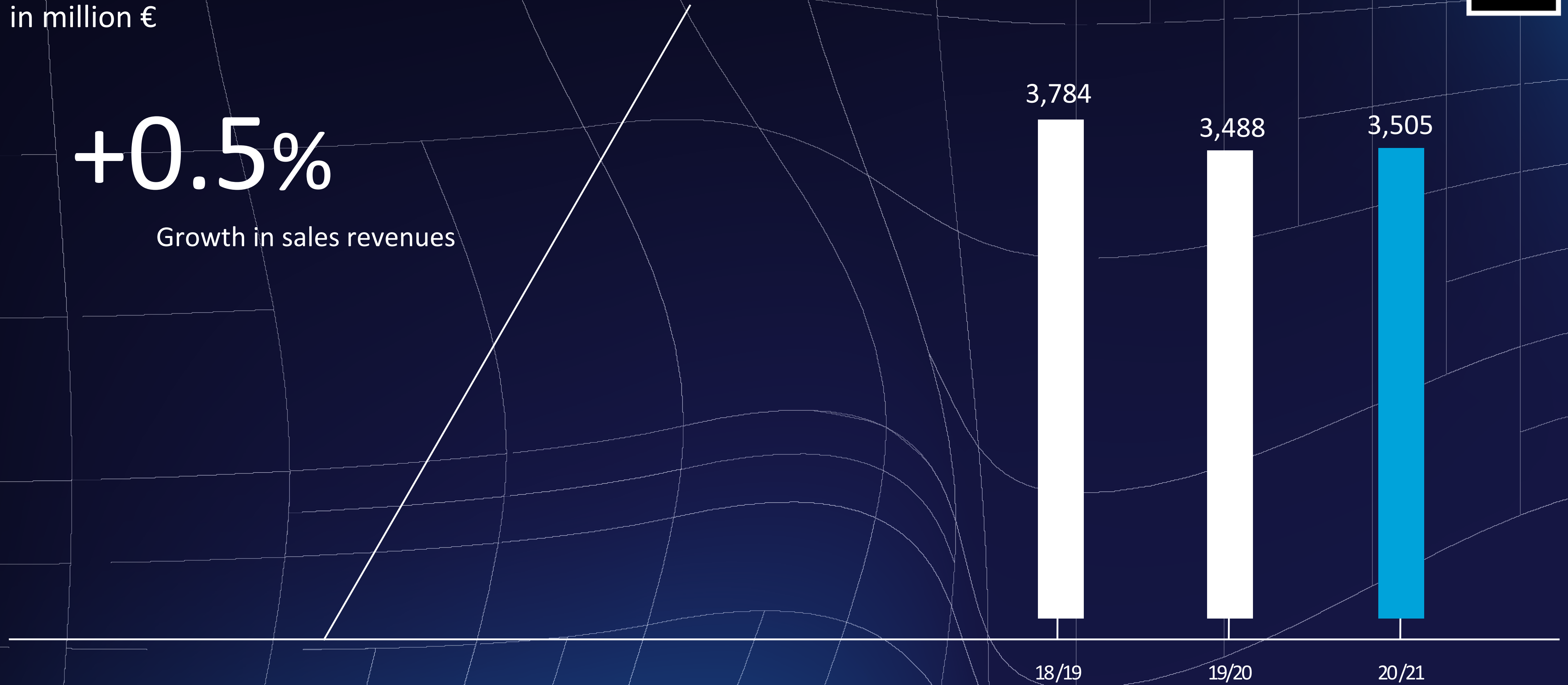
SALES REVENUES

in million €



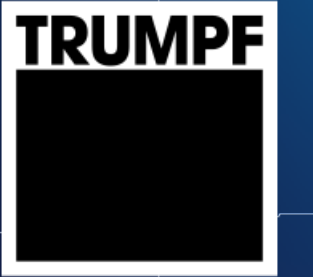
+0.5%

Growth in sales revenues



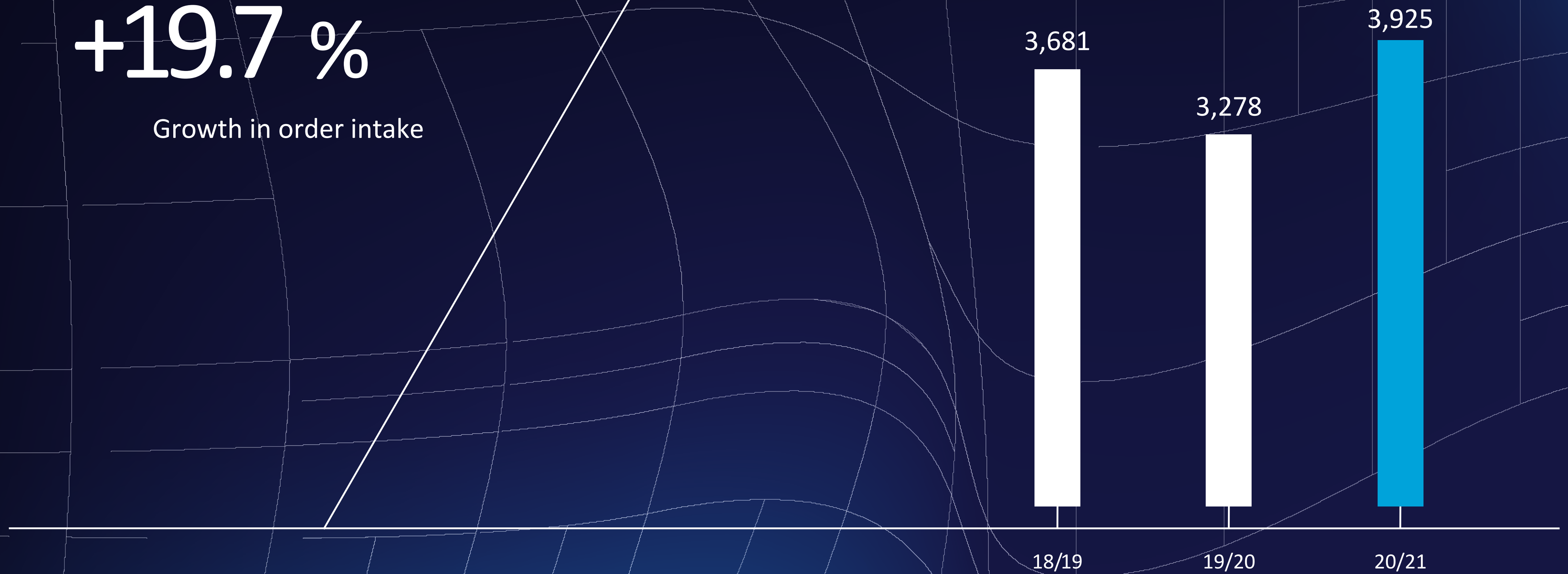
ORDER INTAKE

in million €



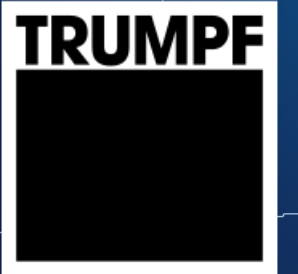
+19.7 %

Growth in order intake



SALES REVENUES BY BUSINESS DIVISION

in million €



MACHINE TOOLS

-3.9%

Decrease in sales revenues

2,122

2,039

19/20

20/21

LASER TECHNOLOGY

+10.4%

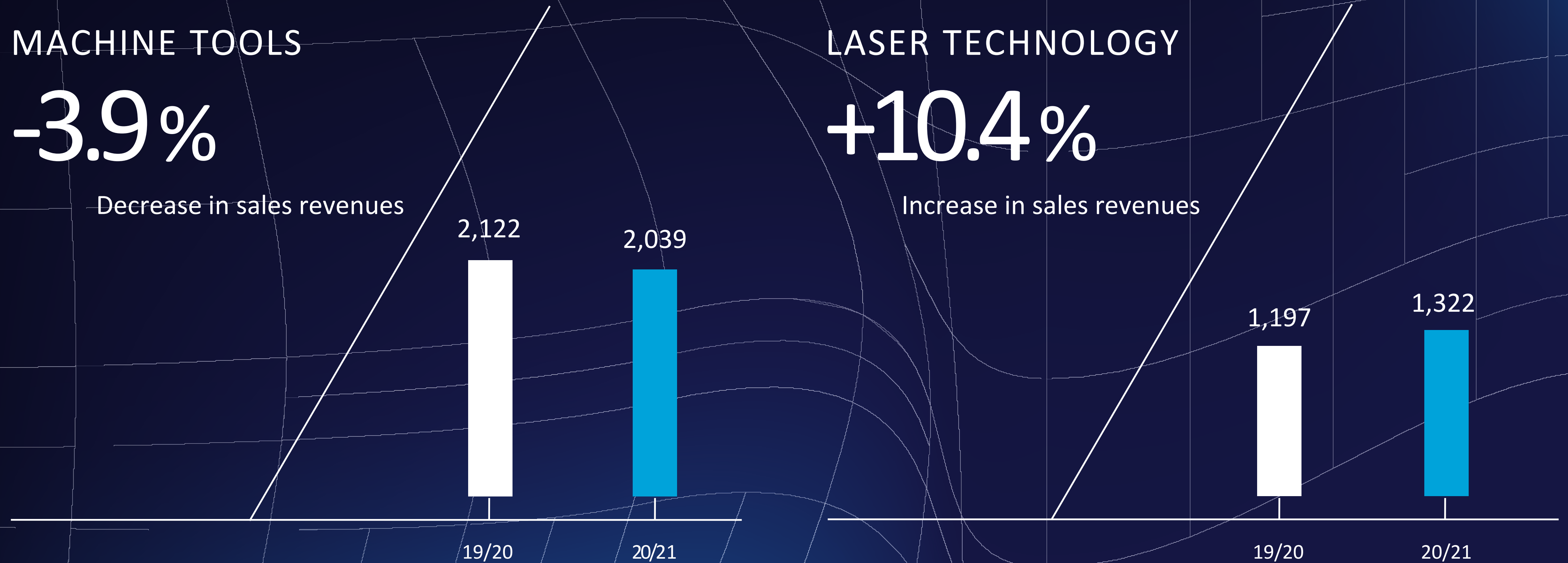
Increase in sales revenues

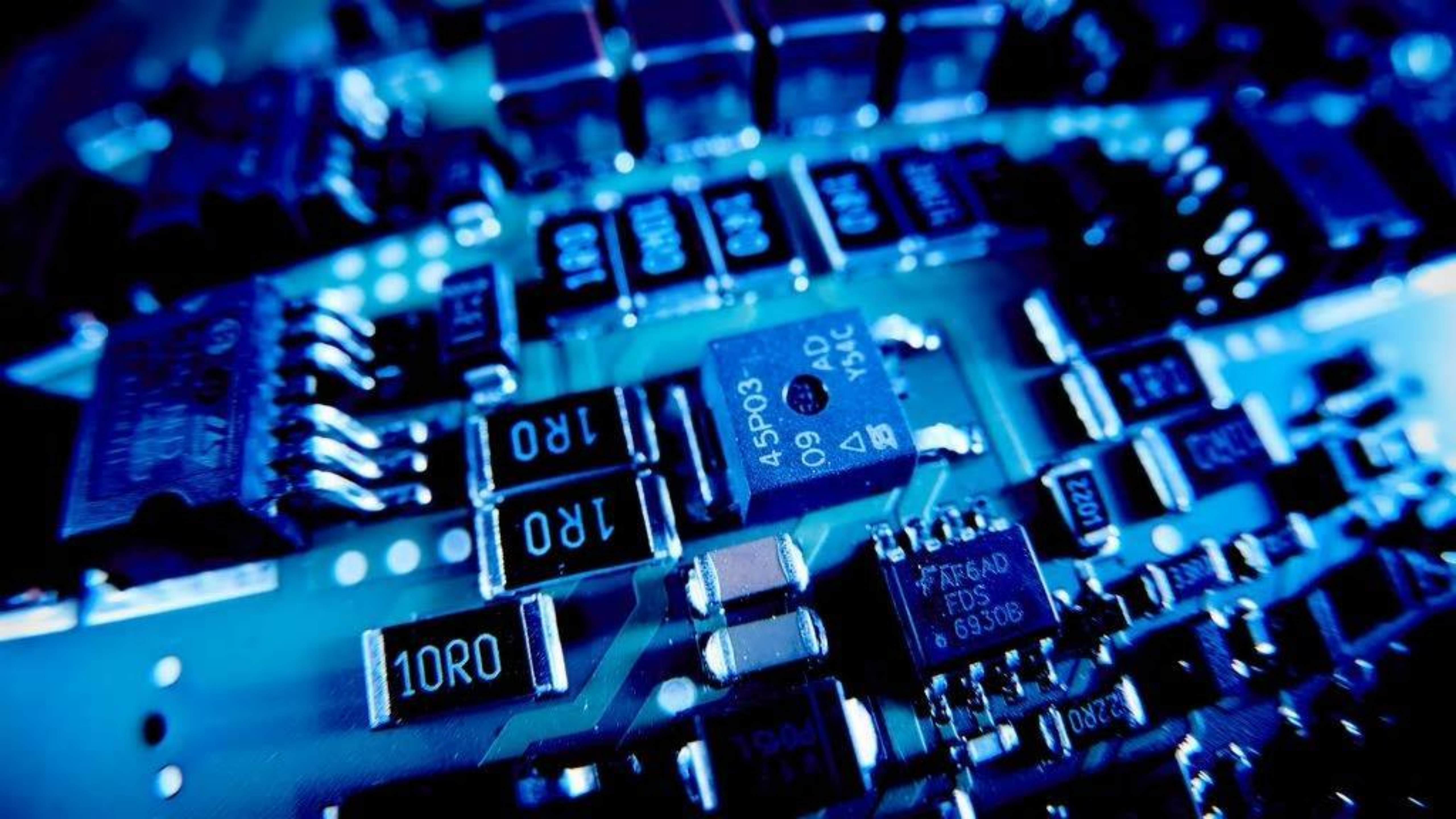
1,197

1,322

19/20

20/21

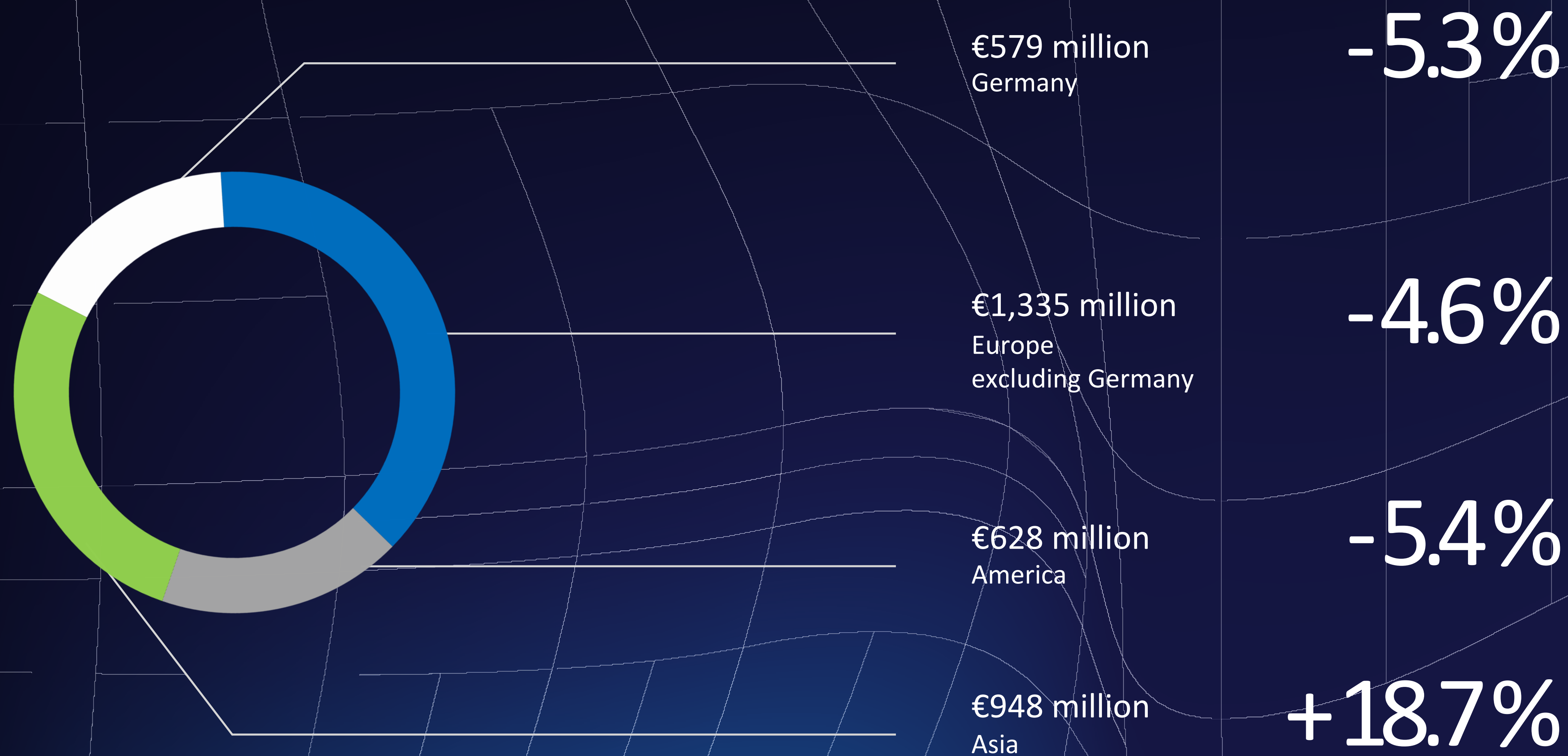
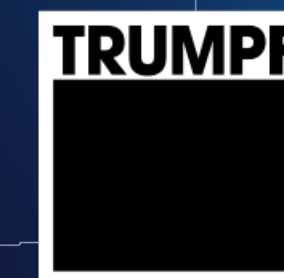






SALES REVENUES BY REGION

in million € and change from previous year in percent





— In field service since	2006
— Area covered	Germany
— Kilometers driven per year	approx. 40,000
— Customers visited per year	approx. 150



Uwe Bonk

Sales





									
	<table><tr><td>— In field service since</td><td>2012</td></tr><tr><td>— Area covered</td><td>USA</td></tr><tr><td>— Kilometers driven per year</td><td>approx. 5,000</td></tr><tr><td>— Customers visited per year</td><td>approx. 80</td></tr></table>	— In field service since	2012	— Area covered	USA	— Kilometers driven per year	approx. 5,000	— Customers visited per year	approx. 80
— In field service since	2012								
— Area covered	USA								
— Kilometers driven per year	approx. 5,000								
— Customers visited per year	approx. 80								

Orlando Walker

Service



- In field service since 1997
- Area covered Brazil
- Kilometers driven per year approx. 50,000
- Customers visited per year approx. 150



Priscila Melo

Service



— In field service since	2000
— Area covered	China
— Kilometers driven per year	approx. 50,000
— Customers visited per year	approx. 300

Jeff Li

Sales





— In field service since
2013

— Area covered
Kyūshū (Japan)

— Kilometers driven per year
approx. 50,000

— Customers visited per year
approx. 700

Takefumi Hori

Sales

	<div><div><div>— In field service since 2014</div><div>— Area covered South India</div><div>— Kilometers driven per year approx. 24,000</div><div>— Customers visited per year approx. 400</div></div></div>	
	<div>Deepak Kumar</div>	
	<div>Sales</div>	

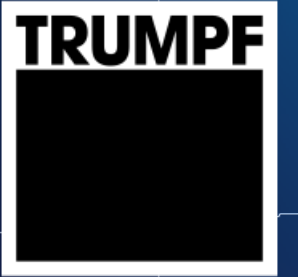


— In field service since	2011
— Area covered	South Korea
— Kilometers driven per year	approx. 3,000
— Customers visited per year	approx. 200



	Youngjo Choi	
	Sales	

SHARE OF SALES BY REGION OF TOTAL SALES



in percent



Germany

16.5%

Europe
excluding Germany

38.1%

America

17.9%

Asia

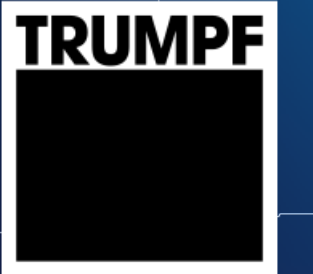
27.0 %

EBIT

in million €

+19.5%

Growth in Earnings Before
Interest and Taxes



349



18/19

309



19/20

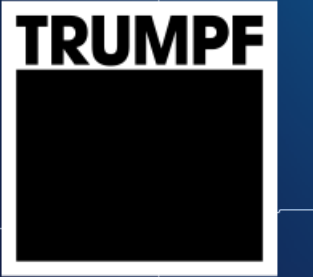
370



20/21

EBIT MARGIN

in percent



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

10.5%

EBIT margin 2020/21

8.9%

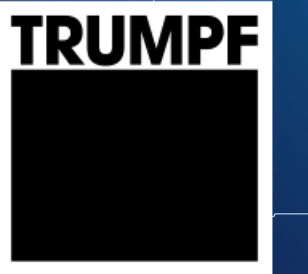
EBIT margin 2019/20

RESEARCH AND DEVELOPMENT

in million €

+1.4%

Growth in research and
development costs



396

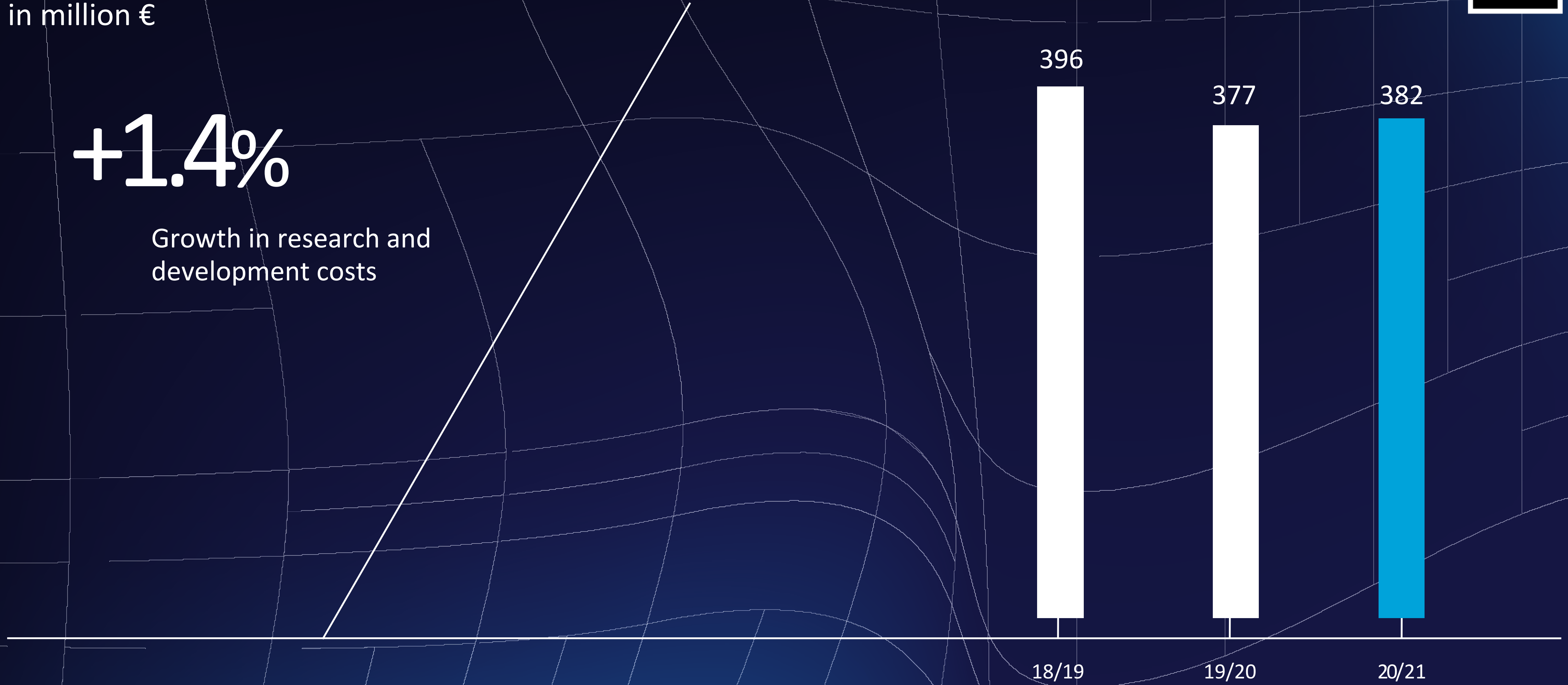
377

382

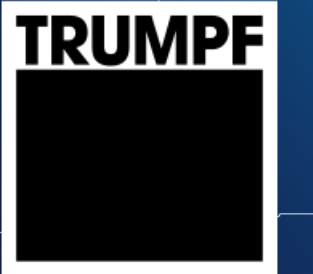
18/19

19/20

20/21



EMPLOYEES



+3.1%

Employee development

14,490

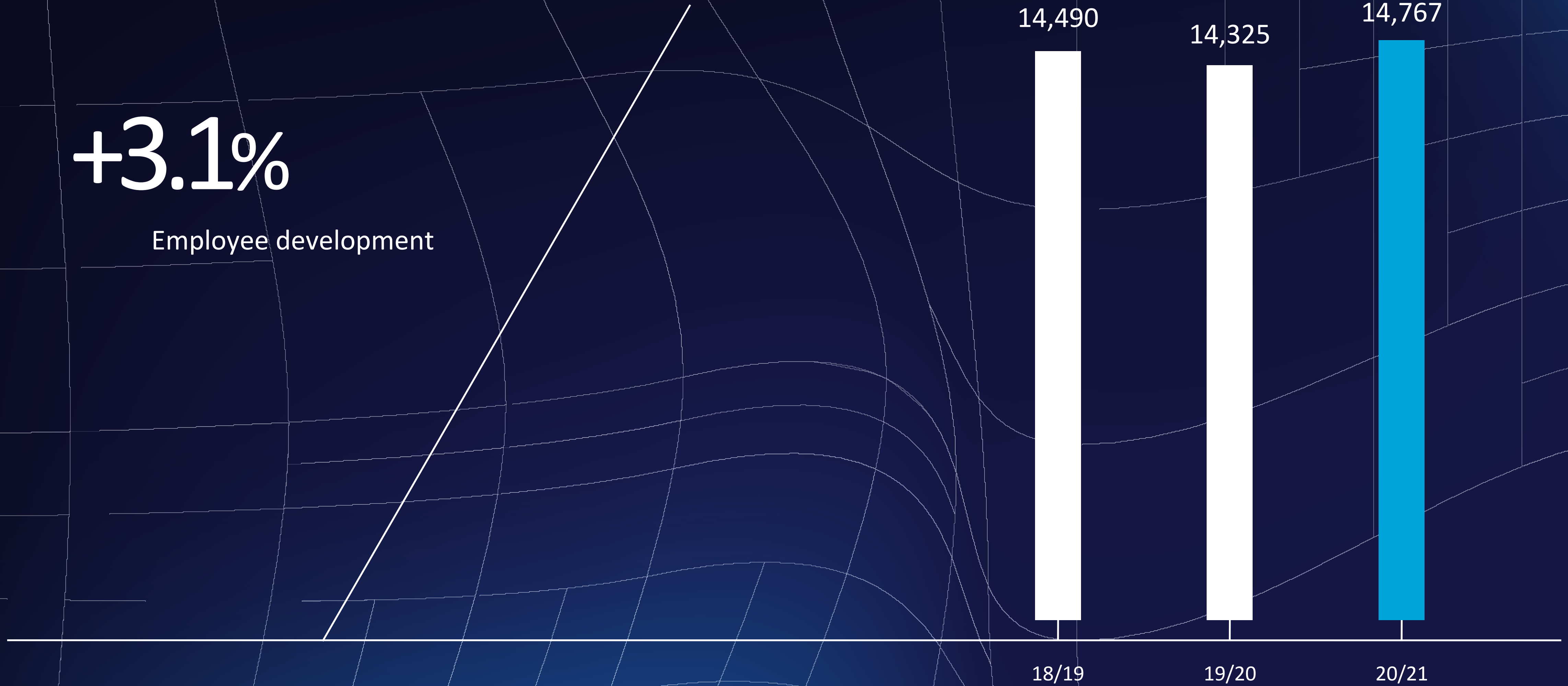
14,325

14,767

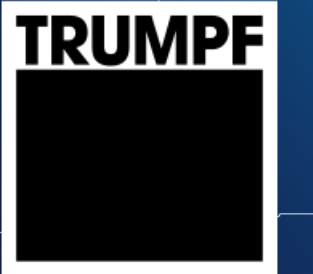
18/19

19/20

20/21



EMPLOYEES



+3.1%



Total
14,767

+2.2%



Germany
7,602

+4.0%



Outside Germany
7,165





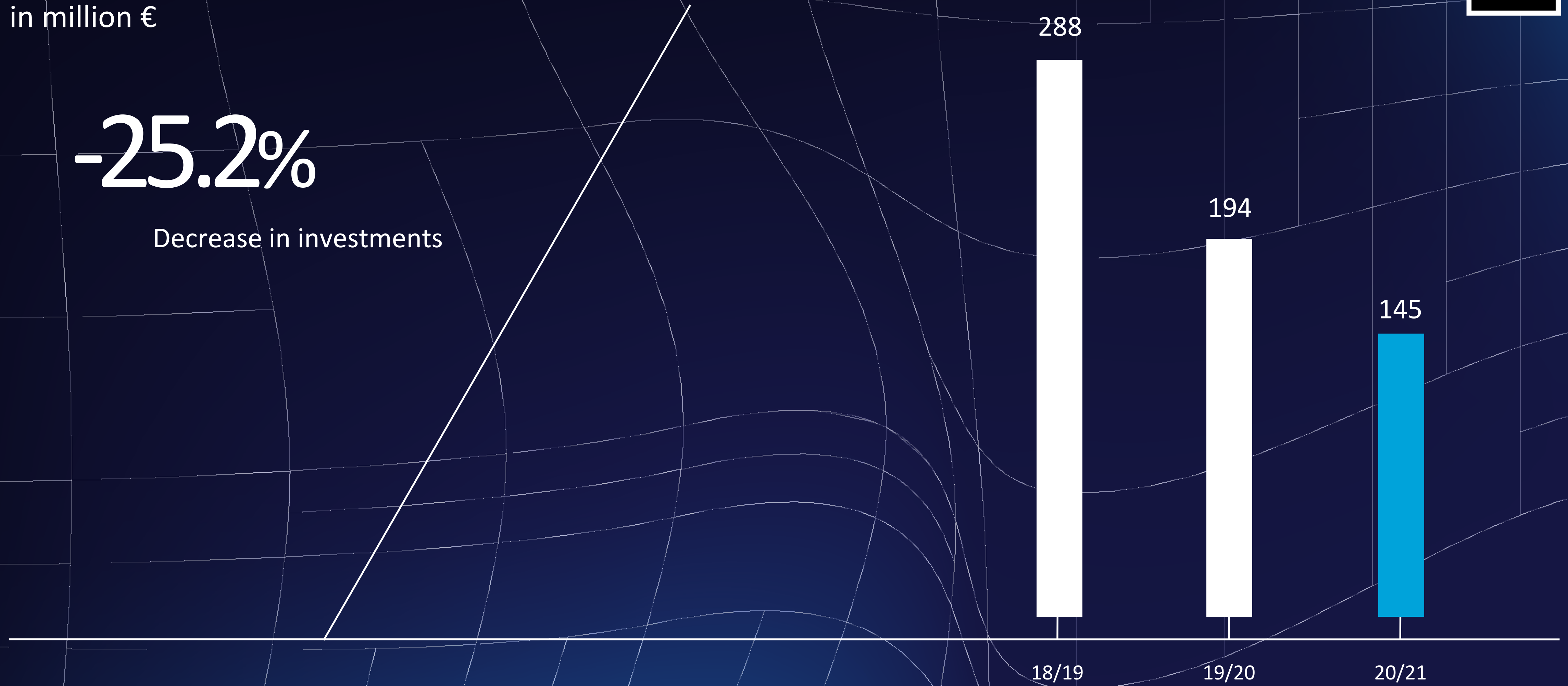
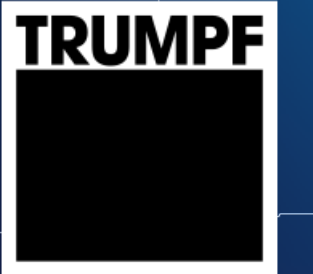
TRUMPF

INVESTMENTS

in million €

-25.2%

Decrease in investments



lantek

BeSpoon
Nomlox


life.augmented

 Q.ANT

TRUMPF

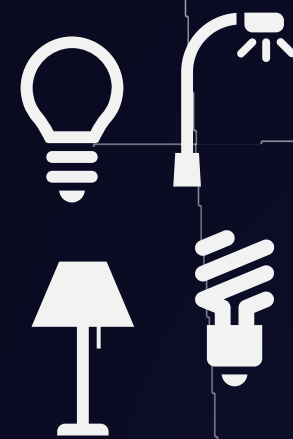
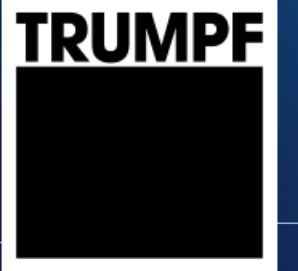




SCIENCE
BASED
TARGETS

TARGET UNTIL 2030

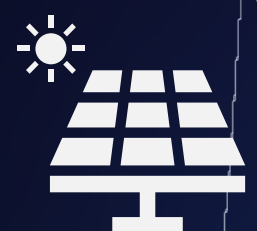
WE ARE REDUCING OUR EMISSIONS
AT THE SITES BY 46%



- **Efficiency measures** amounting to 3% per year (gas + oil) and 1.5% per year (electricity) (based on fiscal year 2018/19)



- **Absolute reduction of fleet emissions by 25%**
- For example, by electrifying the vehicle fleet by 50% (field service) or 80% (company car + pool vehicle)



- **Own generation** of renewable energy in the amount of **15 MWp** by 2027

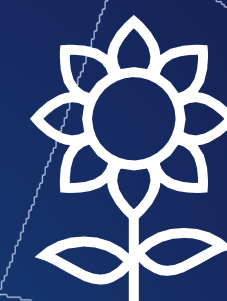


- **Purchase of 100% electricity from renewable sources** via high-quality green power certificates
Conclusion of direct power purchase agreements with e.g. wind farms: 40% by 2027



- **Compensation** of remaining emissions with high quality standards Examination of the development of own compensation projects, e.g. near the site

WE REDUCE OUR INDIRECT
EMISSIONS IN THE VALUE CHAIN
BY 14% BY 2030



- To this end, we are developing a "Climate strategy products" target by the end of fiscal 2021/22

AT A GLANCE

TRUMPF

ORDER INTAKE

3,925

million €

↗ +19.7%

SALES REVENUES

3,505

million €

↗ +0.5%

EBIT

370

million €

↗ +19.5 %

EBIT MARGIN

10.5%



EMPLOYEES

14,767

↗ +3.1%

INVESTMENTS

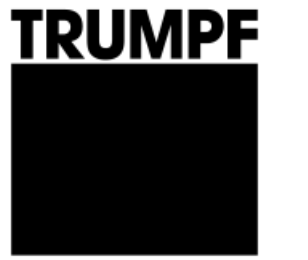
145

million €

↘ -25.2%



THE NEW ALLIANCE FOR JOBS 2025



In the field

TRUMPF

