

## Imprint

## **Editorial**

Press and Public Relations TRUMPF GmbH + Co. KG

## Concept and Design

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# Key Figures for fiscal year 2007/08

TRUMPF Group		2007/08	Change to 2006/07 in percent
Sales	in million € in million US\$	2,144.0 3,154.3	+ 10.6 + 10.6
Overseas Share	in percent	70,4	
Income before Taxes	in million € in million US\$	301.4 475.8	+ 13.3 + 13.3
Net Operating Margin before Taxes	in percent	14.1	
Equity Ratio	in percent	48.8	
Expenditure for Research and Development	in million € in million US\$	150.6 221.6	+ 11.2 + 11.2
Employees on June 30	number	7,955	+9.6

Closing spot rate of June 30, 2008: € 1.00 = US\$ 1.5790, yearly average exchange rate for 2007/08: € 1.00 = US\$ 1.4712

New ideas are what drives TRUMPF, a company which stands for innovation. Customers associate our name with unparalleled solutions to their requirements. Our ongoing motivation is a passion to achieve peak technical performance that generates added value in the marketplace.

Innovation is more than a mere word for us. In fact, it is part of our corporate strategy. We define innovation as the interaction between new products, services, production methods and business processes. We encourage and support the creative capability of our employees, and promote the synthesis of innovation and continuity.

At the core of our company is emphasis on long-term vision and stability. This approach allows us to remain true to who we are: a financially independent, solid family-owned company.

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## Machine Tools and Power Tools

## **MACHINE TOOLS**

Beginning with a customer's original idea to the creation of a formed sheet metal part, TRUMPF technology supports the entire process. With our machines, automation equipment, and software and services for punching, bending, laser cutting and laser welding – flat sheet metal is fabricated into complex shapes and high-quality products.

When it comes to machine tools for sheet metal processing TRUMPF is in a leading position worldwide:

- for laser processing
- for punching and forming
- for bending
- for automated production solutions
- in the field of software and services

## **POWER TOOLS**

Professionals from industries such as construction, ventilation and air-conditioning, and recycling and demolition rely on TRUMPF power tools to get the job done. Whenever quality is most important in cutting and joining sheet metal, our power tools offer innovative technology and solutions that enable you to achieve and excel in your work.

TRUMPF manufactures power tools for:

- Cutting
- Fastening
- Bevelling

www.trumpf.com

www.trumpf-powertools.com



Sales Machine Tools/Power Tools\* 1,874.8 million €



+10%

Changes in sales compared to the previous year



\* Consolidated within the business division

# Laser Technology and Electronics

## LASER TECHNOLOGY

Whether it's for cutting, welding, marking or surface processing, TRUMPF has the precise laser, the right system solution and the most accurate process technology for every industrial application – and in all ranges from macro, micro to nano. TRUMPF's expertise in applications and the company's commitment to innovation becomes your technical advantage.

TRUMPF is both the world market leader and the technological leader in lasers and laser systems:

- CO₂ lasers
- Solid-state lasers
- Laser marking systems
- Multi-axes laser systems

## **ELECTRONICS**

TRUMPF technology and proficiency in electronics flow into industrial production. We know that process power supplies are basic to every operation, and our radio and medium frequency generators supply electricity with defined levels of frequency and power for induction heating, plasma and laser excitation.

Power supplies for:

DC, radio and medium frequency generators

www.trumpf-laser.com

www.huettinger.com

Sales Laser Technology/Electronics\* 551.7 million €



+16%

Changes in sales compared to the previous year



\* Consolidated within the business division

# Medical Technology

When quality counts, hospitals rely on TRUMPF. We lighten the burden for doctors and nurses – with the patients' well-being in focus. TRUMPF products, such tables and lights for the hospital operating room, and equipment for other areas, such as intensive care units, are unparalleled when it comes to their advanced technology and simplified sophistication.

TRUMPF's system solutions for the well-being of the patient and the doctor:

- Operating tables
- Ceiling-mounted equipment management systems
- Surgical lights

www.trumpf-med.com

# +12 % Changes in sales compared to the previous year 126.2 million € \*Consolidated within the business division

# Business Development 2007/08

For the fourth year in a row, the TRUMPF Group achieved double-digit sales growth in fiscal year 2007/08. Sales rose by 11 percent to  $\in$  2.14 billion while orders received also rose by 5.6 percent to  $\in$  2.15 billion. Income before taxes reached  $\in$  301 million. The decisive factor for this positive overall development was the ever strong world economy throughout the fiscal year and the high demand for manufacturing and production equipment. The Group created new jobs to keep pace with company growth. Around 700 jobs were added worldwide. On the reporting date, the Group had a consolidated subsidiary workforce of 7,955. During the 2007/08 fiscal year, we worked intensely on improving both products and services. Expenditure for research and development increased by 11 percent to  $\in$  151 million. A  $\in$  139 million investment in fixed assets to future expand TRUMPF locations worldwide was high in 2007/08 again.

## TRUMPF worldwide

Its internationalization makes
TRUMPF a constant on all markets
around the world. 57 subsidiaries in
26 countries worldwide – thereof
21 production locations – are decisive
for the company's success.

## **Production Locations**

Germany: Ditzingen, Freiburg,
 Gerlingen, Hettingen, Neukirch,
 Puchheim, Saalfeld, Schramberg

Austria: Pasching

China: Taicang

Czech Republic: Liberec

France: Haguenau

■ Great Britain: Southampton

Japan: FukushimaMexico: ApodacaPoland: Zielonka

Switzerland: Baar, GrueschTaiwan: Tao-Yuan Shien

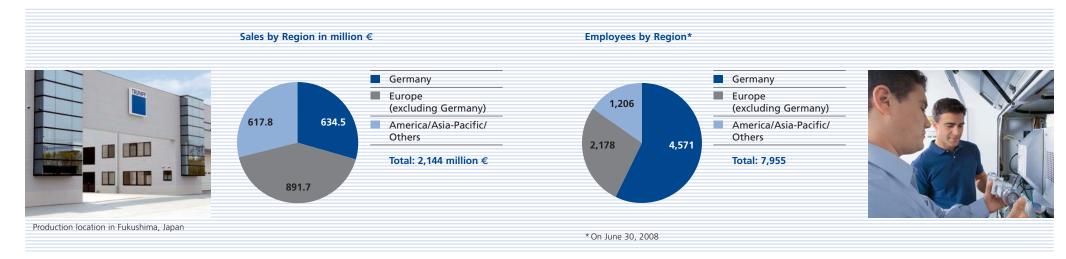
USA: Cranbury/NJ, Farmington/CT

# **Employees**

German showpiece company, innovative trendsetter, family business and global leader – there are many ways to describe us. For its staff TRUMPF is an employer offering secure and interesting jobs. They support the company's success with their excellent work and their loyalty.

The TRUMPF Group employed 7,955 people at the end of June 2008. Outside Germany, we employed 3,384 people, in Germany, 4,571 employees were working for TRUMPF. TRUMPF is committed to giving young people an excellent professional training. Worldwide, we are offering vocational training and study places for 371 skilled employees and graduates with engineering and business degrees.

www.karriere.trumpf.com



# Research and Development

For us, innovation is not an end in itself. Our innovation philosophy starts with the customer. We begin with their requirements and develop complete package solutions for them. This includes design or process consulting, as well as product innovation, application expertise and service support. Time and again, we develop unexpected products or implement technologies and processes which our customers did not use before.

We increased expenditures for research and development in fiscal year 2007/08 by 11 percent to  $\leqslant$  151 million. The R & D quota is at 7.0 percent.

# Research and Development in million € (columns) R+D Quota in % 8.0 % 7.7 % 7.3 % 7.0 % 7.0 % 151 98 107 98 107 03/04 04/05 05/06 06/07 07/08

# Company Management

## Management of the TRUMPF GmbH + Co. KG

- 1 Dr. phil. Nicola Leibinger-Kammüller President and Chairwoman of the Managing Board, responsible for strategic development, corporate communication, as well as real estate and facilities
- 2 Dipl.-Ing. Peter Leibinger Vice-Chairman of the Managing Board, Head of the Laser Technology and Electronics Division, responsible for group-wide research and development, as well as new business fields
- 3 Dr.-Ing. Mathias Kammüller
  Head of the Machine Tool and Power Tool
  Division, responsible for group-wide production
  and quality management, as well as machine
  tool sales

## 4 Dipl.-Ing. Friedrich Kilian

Responsible for central purchasing and research and development in the Machine Tool Business Field

## 5 Dr. rer. soc. Gerhard Rübling Labor Director, responsible for group-wide human resources and services in the Machine Tool Business Field

## 6 Dipl.-Ök. Harald Völker Head of the Medical Technology Division, responsible for finance, information technology, acquisition management, corporate legal and consulting activities

## **Chairman of the Supervisory Board**

## 7 Prof. Dr.-Ing. Berthold Leibinger















# Company Structure

Company	Business field	Location*	Management		
Holding Company of the TRUMPF Group					
TRUMPF GmbH + Co. KG		Ditzingen	Dr. Nicola Leibinger-Kammüller (Pres.), Peter Leibinger (Vice Pres.), Dr. Mathias Kammüller, Friedrich Kilian, Dr. Gerhard Rübling, Harald Völker		
Business fields					
Machine Tools	MT		Dr. Mathias Kammüller (Head), Friedrich Kilian, Dr. Gerhard Rübling		
Power Tools	PT		Dr. Mathias Kammüller (Head), Aldo Brändli		
Laser Technology	LT		Peter Leibinger (Head), Jens Bleher, Dr. Lars Grünert, Dr. Eckhard Meiners, Dr. Klaus Wallmeroth		
Electronics	E		Peter Leibinger (Head), Dr. Dieter Pauschinger		
Medical Technology	Med		Harald Völker (Head), Anton Egger, Dr. Kordt Griepenkerl, Peter Hopfe		
Germany					
TRUMPF Laser GmbH + Co. KG	LT	Schramberg	Dr. Lars Grünert, Dr. Klaus Wallmeroth		
TRUMPF Laser- und Systemtechnik GmbH	LT	Ditzingen	Peter Leibinger (Head), Jens Bleher		
TRUMPF Leasing + Service GmbH + Co. KG		Ditzingen	Hans-Joachim Dörr		
TRUMPF Medizin Systeme GmbH	Med	Saalfeld	Dr. Kordt Griepenkerl, Peter Hopfe		
TRUMPF Medizin Systeme GmbH + Co. KG	Med	Puchheim	Anton Egger, Peter Hopfe, Dr. Kordt Griepenkerl		
TRUMPF Sachsen GmbH	MT	Neukirch	Rainer Strehle		
TRUMPF Werkzeugmaschinen GmbH + Co. KG	MT, PT	Ditzingen, Gerlingen, Hettingen	Dr. Mathias Kammüller (Head), Friedrich Kilian, Dr. Gerhard Rübling		
TRUMPF Werkzeugmaschinen Deutschland Vertrieb + Service GmbH + Co. KG	MT	Ditzingen	Dr. Mathias Kammüller, Frank Schädler		

Company	Business field	Location*	Management	
HÜTTINGER Elektronik GmbH + Co. KG	Е	Freiburg	Dr. Dieter Pauschinger	
JT Optical Engine GmbH + Co. KG	LT	Jena	Dr. Malte Kumkar, Dr. Thomas Fehn	
Europe				
TRUMPF S.A.R.L.	MT, PT, LT	France, Paris	Ulrich Haas	
TRUMPF AMSA S.A.S.	Med	France, Clermont-Ferrand	Thierry Berger	
TRUMPF Machines S.A.R.L.	MT	France, Haguenau	Georges Reiss	
TRUMPF Limited	MT, PT, LT	Great Britain, Luton	Hartmut Pannen	
TRUMPF Medical Systems Limited	Med	Great Britain, Malmesbury	Werner Ullrich	
SPI Lasers UK Limited	LT	Great Britain, Southampton	Dr. David Parker, David Holloway	
TRUMPF-Homberger s.r.l.	MT, PT, LT	Italy, Milan	Marcella Montelatici, Paolo Musante	
TRUMPF Nederland B.V.	MT, LT	Netherlands, Hengelo	Ger van der Endt	
TRUMPF Maschinen Austria Ges. mbH & Co. KG	MT, PT, LT	Austria, Pasching	Dr. Alfred Hutterer, Armin Rau	
TRUMPF Medizin Systeme Österreich GmbH	Med	Austria, Pasching	Ulrich Mehrbrodt	
TRUMPF Polska Sp. z o.o. Sp. k.	MT, PT, LT	Poland, Warsaw	Andrzej Janiszewski	
HUETTINGER Electronic Sp. z o.o.	E	Poland, Zielonka	Rafal Bugyi	
TRUMPF OOO	MT, PT, LT	Russia, Moscow	Vasily Dianov	
TRUMPF Maskin AB	MT, PT, LT	Sweden, Alingsås	Hubert Wilbs	
TRUMPF Maschinen AG	MT, PT, LT	Switzerland, Baar	Hans Marfurt	
TRUMPF Grüsch AG	PT	Switzerland, Gruesch	Aldo Brändli	
TRUMPF Laser Marking Systems AG	LT	Switzerland, Gruesch	Dr. Eckhard Meiners	
TRUMPF Maschinen Grüsch AG	MT	Switzerland, Gruesch	Ewald Sprissler	
TRUMPF Slovakia, s.r.o.	MT, PT, LT	Slovakia, Košice	Norbert Kuchta	
TRUMPF Maquinaria S.A.	MT, PT, LT	Spain, Madrid	Aresh Amirkhosrovi	
TRUMPF Praha, spol. s.r.o.	MT, PT, LT	Czech Republic, Prague	Roman Haltuf	
TRUMPF Liberec, spol. s.r.o.	MT	Czech Republic, Liberec	Rainer Strehle, Radek Tybl	

<sup>\*</sup> Production locations are marked blue.

## Continuation Company Structure

MT, PT, LT	Brazil, São Paulo	Bruno Eifler
	Brazil, São Paulo	Bruno Eifler
MT, PT, LT		
	Canada, Mississauga, Ontario	James Rogowski
MT, PT, LT	Mexico, Apodaca	Jorge Areyzaga, Roberto Fierro
MT, PT, LT	USA, Farmington, CT	Rolf Biekert (Head), Douglas Devnew, Burke Doar, Kevin Domingue
Med	USA, Charleston, SC	Andrew Reding
LT	USA, Cranbury, NJ	Alexander Ebert, Friedhelm Dorsch
E	USA, Farmington, CT	Pawel Grabowski
LT	USA, Santa Clara, CA	Dr. David Parker, David Holloway
MT	China, Taicang	Gu Yonglin
Med	China, Taicang	Gu Yonglin
MT	China, Taicang	Peter Höcklin
MT	China, Dongguan	Li Xiangri
MT, LT	China, Hong Kong	Peter Höcklin
MT	India, Pune	Soumitra Joshi, Scott Simpson
MT	Indonesia, Bekasi	Tiwan Liutama, Uwe Vogel
MT, PT, LT	Japan, Yokohama	Harald Dickertmann
MT	Japan, Fukushima	Harald Dickertmann
E	Japan, Yokohama	Harald Dickertmann, Shusaku Shinkawa
MT, PT, LT	Malaysia, Kuala Lumpur	Uwe Vogel
MT, PT, LT	Singapore, Singapore	Uwe Vogel
MT, LT, E, Med	South Korea, Seoul	Friedrich Stockinger
MT, LT	Taiwan, Tao-Yuan Shien	Wolfgang Vranze
	MT, PT, LT  Med LT  E LT  MT  Med  MT  MT  MT, LT  MT  MT, LT  MT  MT, PT, LT  MT, PT, LT  MT, PT, LT  MT, LT, E, Med	MT, PT, LT  Mexico, Apodaca  MT, PT, LT  USA, Farmington, CT  Med  USA, Charleston, SC  USA, Cranbury, NJ  E USA, Farmington, CT  USA, Santa Clara, CA  MT  China, Taicang  MT  China, Taicang  MT  China, Dongguan  MT, LT  China, Hong Kong  MT  India, Pune  Indonesia, Bekasi  MT, PT, LT  Japan, Yokohama  MT, PT, LT  Malaysia, Kuala Lumpur  MT, PT, LT  Mided  MT, LT, E, Med  MT, LT  Taiwan,

<sup>\*</sup> Production locations are marked blue.

# Addresses of all TRUMPF locations can be found on www.trumpf.com at "TRUMPF in My Country".

# **Guiding Principles**

We are a family-owned company. The readiness to fully commit oneself to the company in bad as well as good times is something that applies in equal measure to everyone who works for it: managing partners, management, executives, and employees alike. This secures the company's success as well as the achievement of our economic and social objectives.

**Economic independence** is our overriding objective. We want to remain independent. Growth by our own efforts is decisive in this regard.

Entrepreneurial success is only possible if we convince our customers of what we can do. Our task is, therefore, to provide them with innovative technology of high quality. We make every effort to fulfill the ideas and wishes of our customers in the best possible way. Geographical proximity to them is therefore essential.

The sectors in which we are active are thematically interrelated. We thereby increase and intensify the know-how and skills of our Group members.

**Our company** is run by a powerful headquarters, which sets our strategic direction and establishes important standards. As part of this process, our subsidiaries take regional and cultural idiosyncrasies into consideration in their dealings with customers and employees.

**Our dealings** with our suppliers are marked by fairness, moderation, and trust. Here, the high expectations we place on ourselves where top performance is concerned also apply to our business partners.

## Corporate History

- 1923 Christian Trumpf acquires Julius Geiger GmbH, a machine shop in Stuttgart. At that time the company produced flexible shafts.
- 1934 The company manufactures the first motor-driven hand shears for cutting sheet metal. This results in an entire product range of electric shears.
- 1948 TRUMPF decides to manufacture stationary machines. 1950 TRUMPF has 145 employees and sales now exceed the one-million Deutschmark.
- 1958 TRUMPF manufactures a stationary copy and coordinate nibbling machine. This technological development solves the problem of manual metal guiding by the operator.
- 1961 Berthold Leibinger becomes head of construction at the company.
- 1963 TRUMPF founds its first foreign company in Zug, Switzerland, and so starts its internationalization.
- 1968 With the TRUMATIC 20, TRUMPF presents the first sheet metal fabrication machine with numerical contouring control system.
- 1978 Berthold Leibinger becomes managing partner of the company.
- 1979 The laser becomes important for TRUMPF. The company manufactures its first combination punch-laser machine, the TRUMATIC 180 L.
- 1985 TRUMPF decides to make its own CO<sub>2</sub> laser.
- 1992 TRUMPF's activities in the solid-state laser sector begin with the acquisition of the firm Haas Laser GmbH in Schramberg.
- 2000 TRUMPF has 4,803 employees worldwide and achieves sales of € 1 billion/US\$ 1.27 billion.
- 2005 Berthold Leibinger steps back as President of the company, Nicola Leibinger-Kammüller becomes new President. TRUMPF achieves sales of € 1.40 billion/US\$ 1.70 billion.

# Corporate Social Responsibility of TRUMPF

We are a family-owned company and Corporate Social Responsibility is part of our culture. We consider ourselves part of society and provide support for specific areas of focus related to our corporate objectives and culture. We support and co-design innovative approaches and projects to advance society with courage and the willingness to try something new.

We focus on issues involving the community and employees, education and research, as well as small to medium-sized firms and family-owned companies. We have already implemented this concept at Ditzingen, Germany. One example from 2008 is the LaserLab at a technology show in Stuttgart. Touching, discovering, experimenting: As a high-tech company, we view sparking ideas in young people – the junior researchers of tomorrow – to consider technology for future job choices an important mission.

Currently, we are in the process of applying the Corporate Social Responsibility strategy to the entire corporate Group, taking into account the specific cultural characteristics of the various locations. Sponsorship of the arts, commitment to employees and customer retention can be integrated and they mesh well. An excellent example is the cooperation of our Swiss subsidiary in Gruesch with the Graubuenden Chamber Philharmonic Orchestra. Part of that sponsorship involves an annual concert in an unusual environment – a factory.





## TRUMPF LaserLab

TRUMPF LaserLab: Children and teenagers were allowed to experiment to their heart's content and immerse themselves in the world of lasers. One highlight was the Laserkicker game. A ball – a laser beam – had to be "kicked" into the opponent's goal using adjustable mirrors.



### TRUMPF sponsoring the arts

With unbelievable precision, the Chamber Philharmonic Orchestra played the soundtrack of Charlie Chaplin's silent movie "The Kid."