



Michele Turrisi
TRUMPF SRL – Confindustria Emilia
22/11/2023

TRUMPF is...



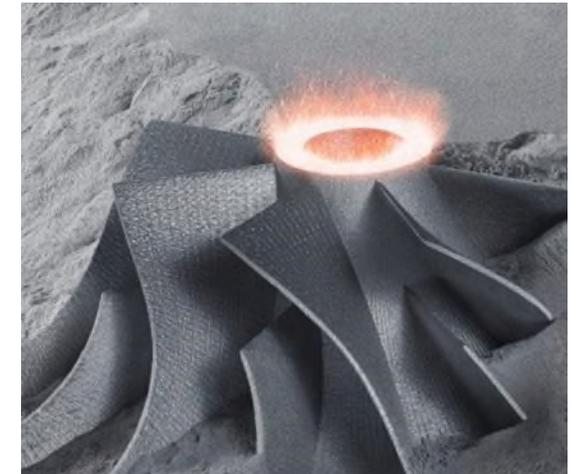
Family business



Technology leader



Close to the customer



Innovation guarantor

Independent family business

Our Managing Board



Dr. rer. nat. Hagen Zimer

Dr.-Eng. Stephan Mayer

Dr. rer. nat. Berthold Schmidt

Oliver Maassen

Dr. rer. pol. Lars Grünert

Dr. phil. Nicola Leibinger-Kammüller

Dr.-Eng. Mathias Kammüller

Chairman of the Supervisory Board:

Dr.-Eng. E. h. Peter Leibinger (not in this picture)

At a glance - Key corporate figures

Fiscal year 2022/23

Sales revenues (in bn. €)

5.4

+27 %

Order intake (in bn. €)

5.1

-8.8 %

Employees on June 30,
2023 (Quantity)

18,352

+10.9 %

Earnings before taxes and
interest (EBIT) (in m. €)

615

+31.4 %

EBIT margin

11.5 %

R+D costs (in m. €)

476

+6.3 %

R+D quota

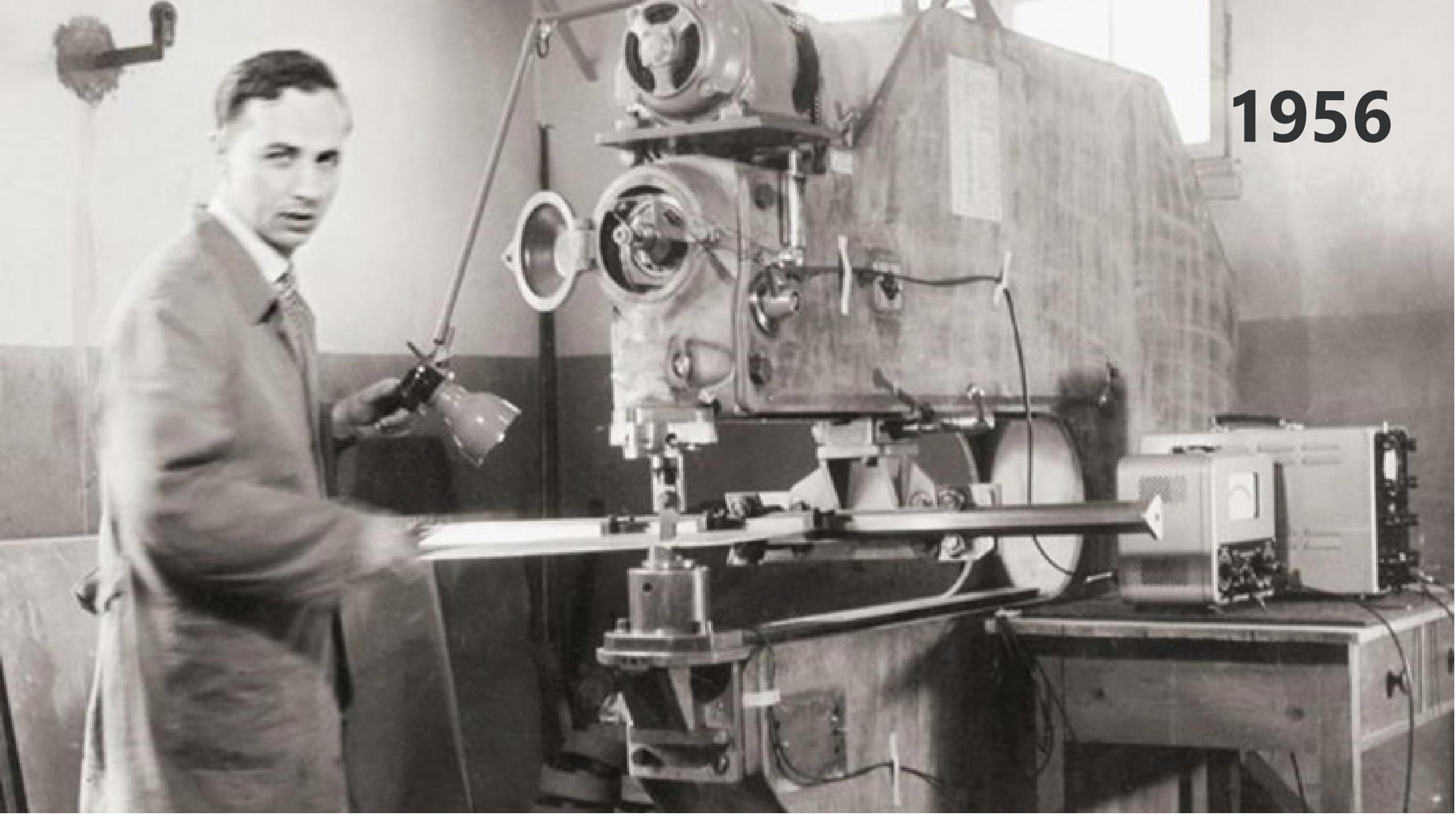
8.9 %

Investments (in m. €)

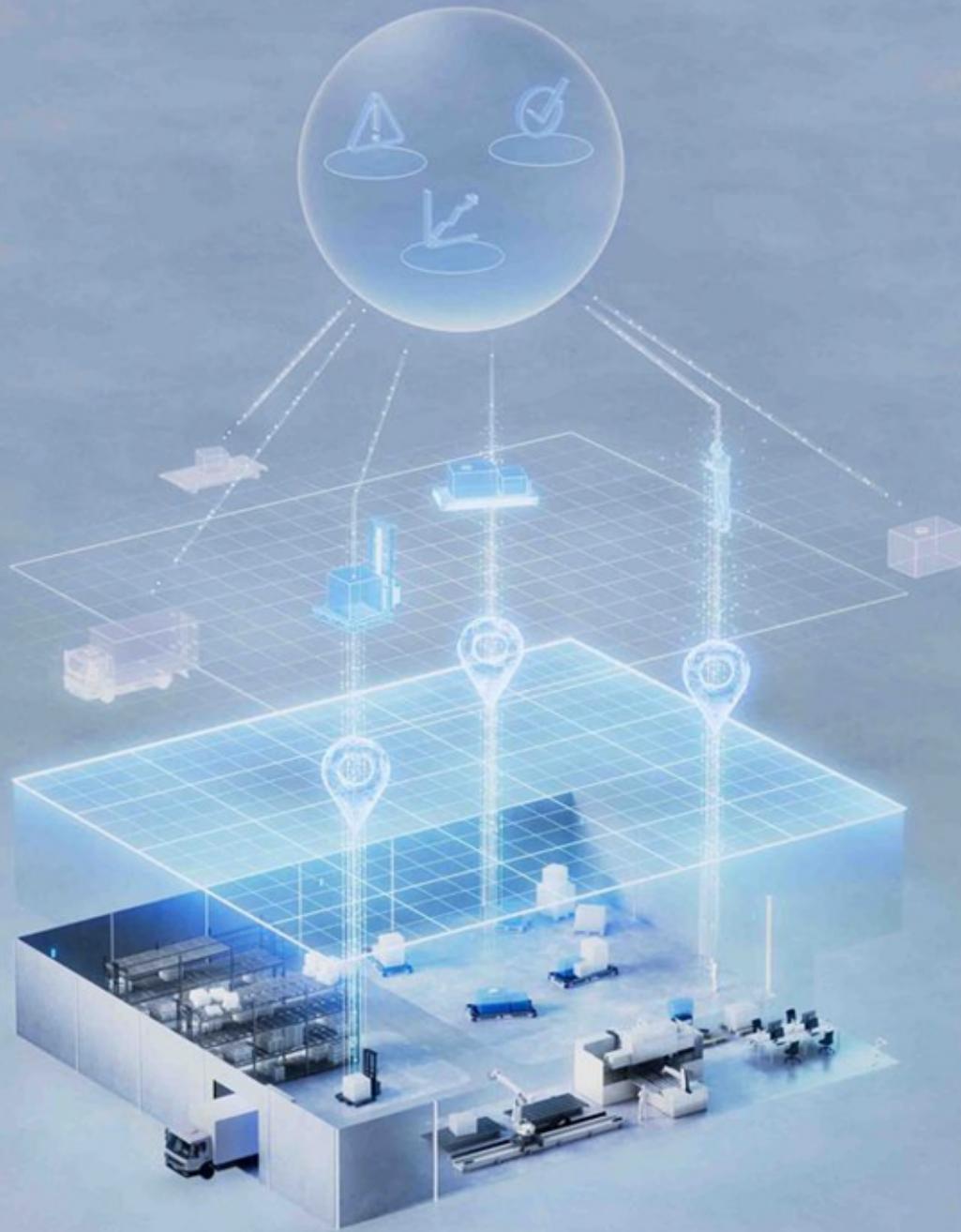
316

+44.7 %

1956



2023



Machine Tools business division

Machines for laser cutting



Machines for punching and punch laser processing



Machines for bending



Machines for laser welding



Machines for tube processing

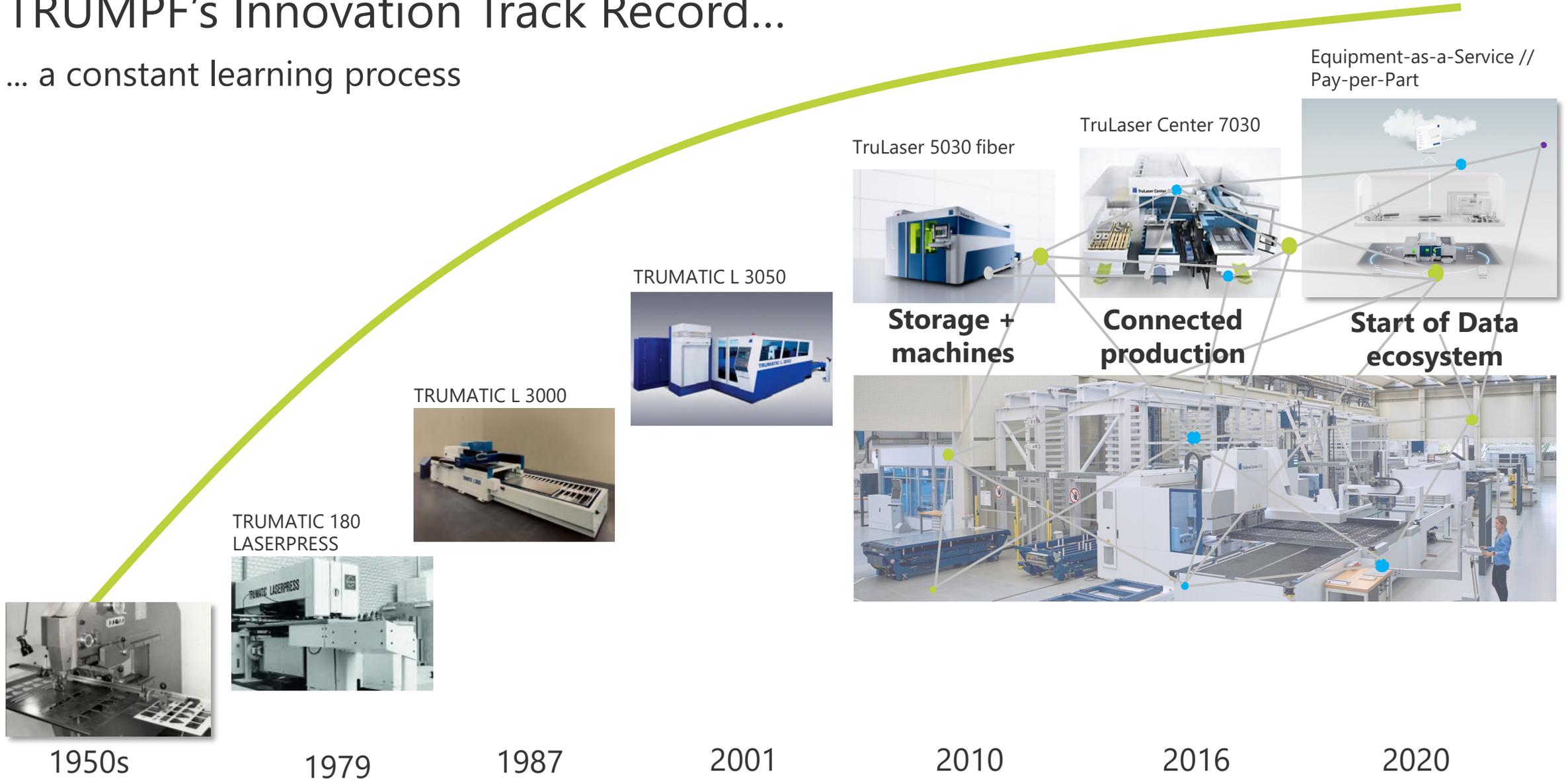


Solutions for a networked production



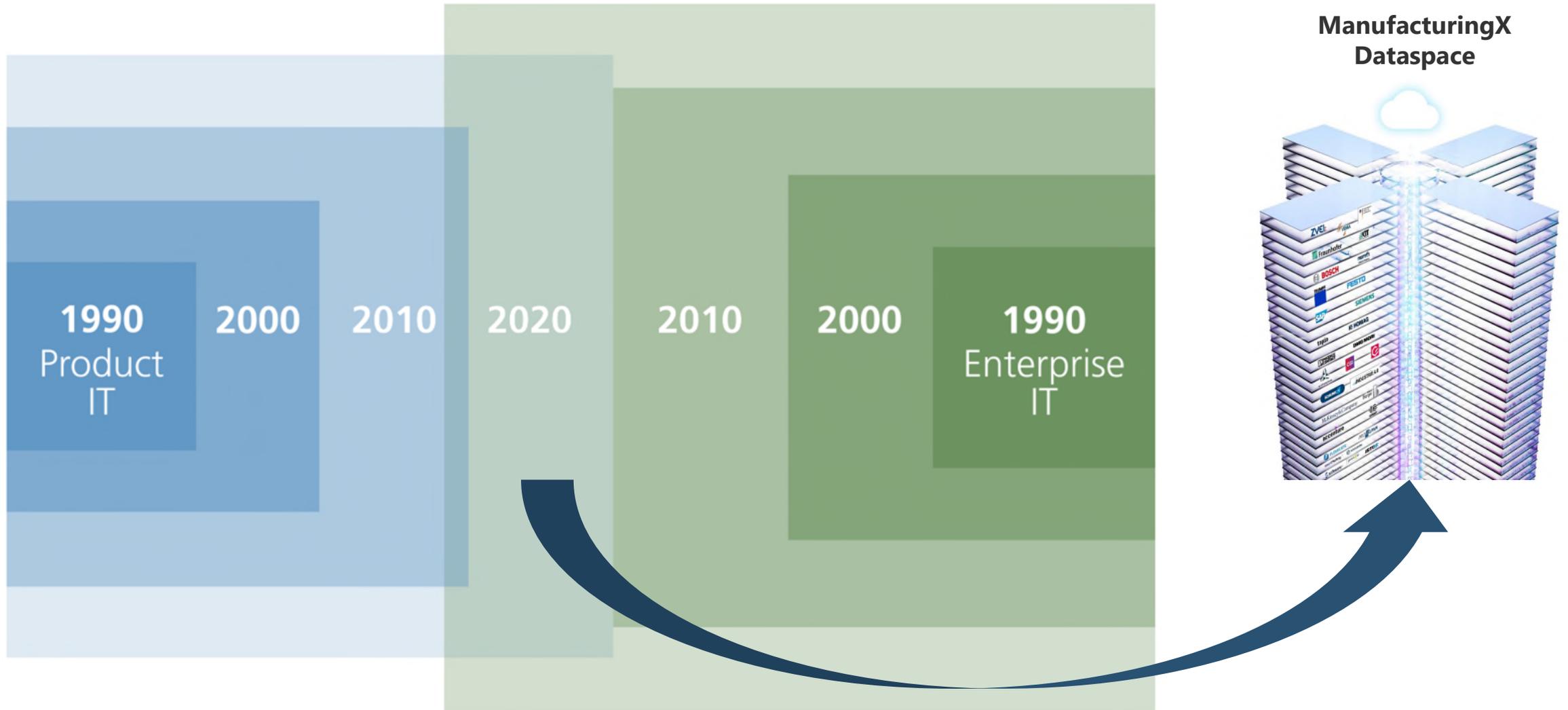
TRUMPF's Innovation Track Record...

... a constant learning process



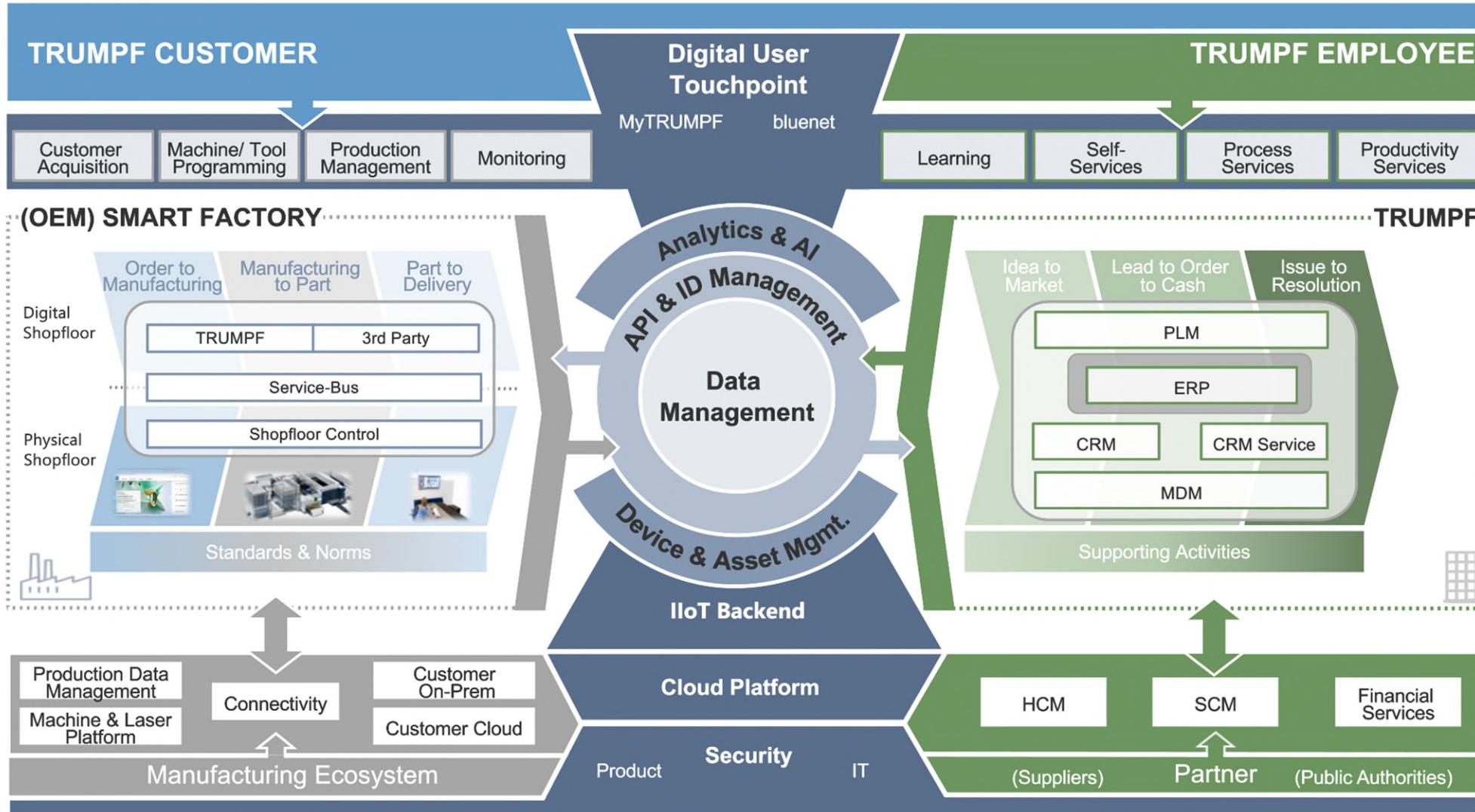


What we have learned...



So what do we need?

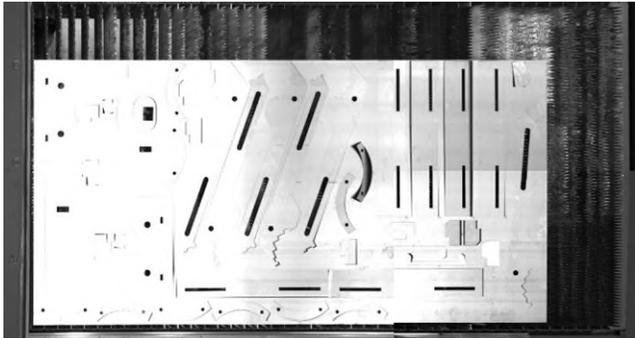
Overall interfaces and common standards!



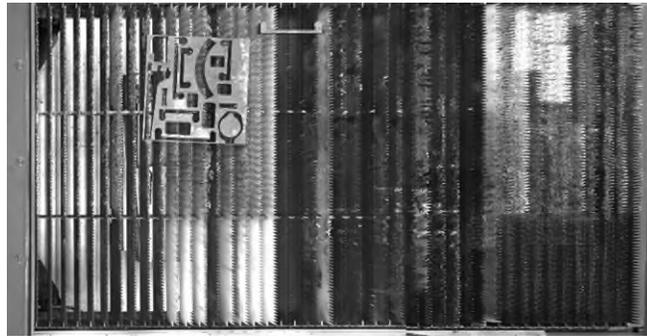
Why AI?

The Sorting Guide challenge

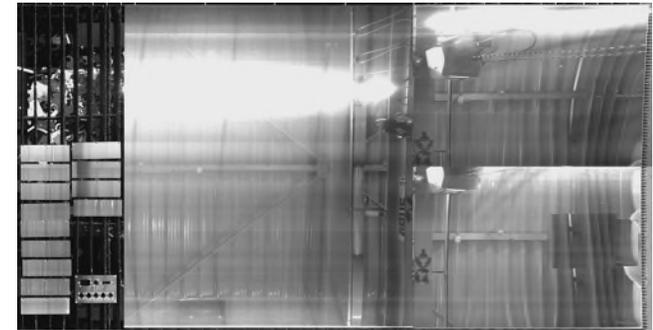
The Sorting Guide...



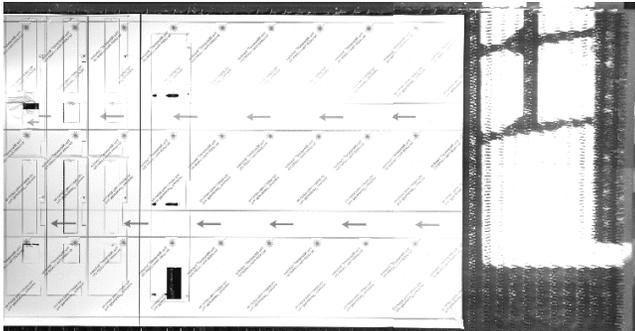
... has a workspace up to 4x2m



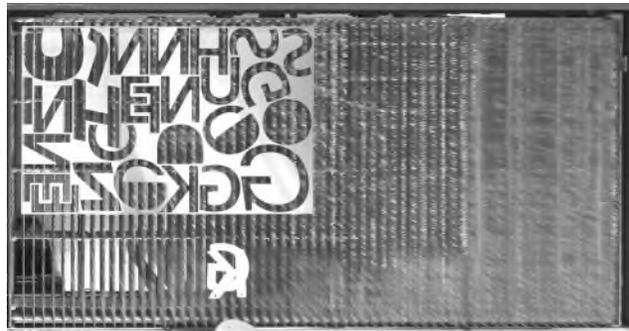
... has slag covered slats



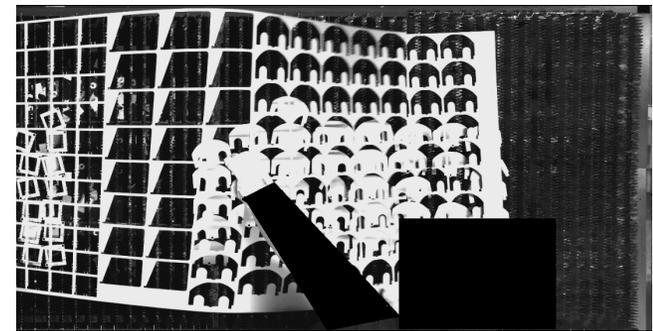
... works with different materials



... struggles with the sun



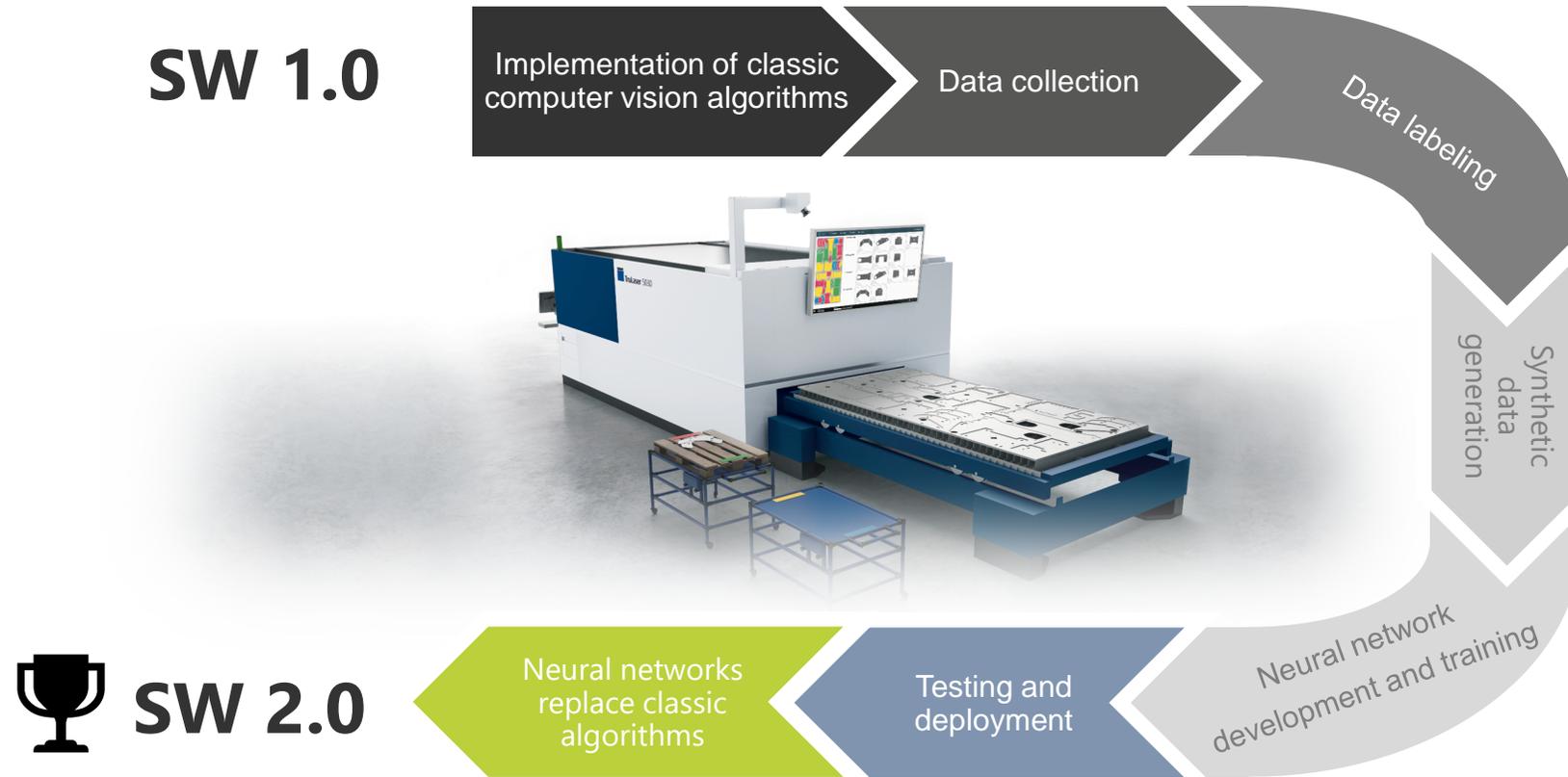
... sees different geometries all the time



... must handle human interactions

How we implemented AI

Software 2.0 is eating software 1.0



Pay-per-Part

How EaaS empowers your factory



Order Interface



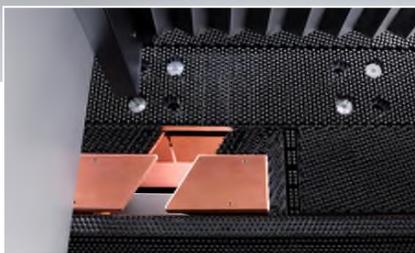


TruLaser Center 7030

Next level Laser cutting



Throughput
More parts per hour.



Part quality
No reworking.



Flexibility
More application diversity.

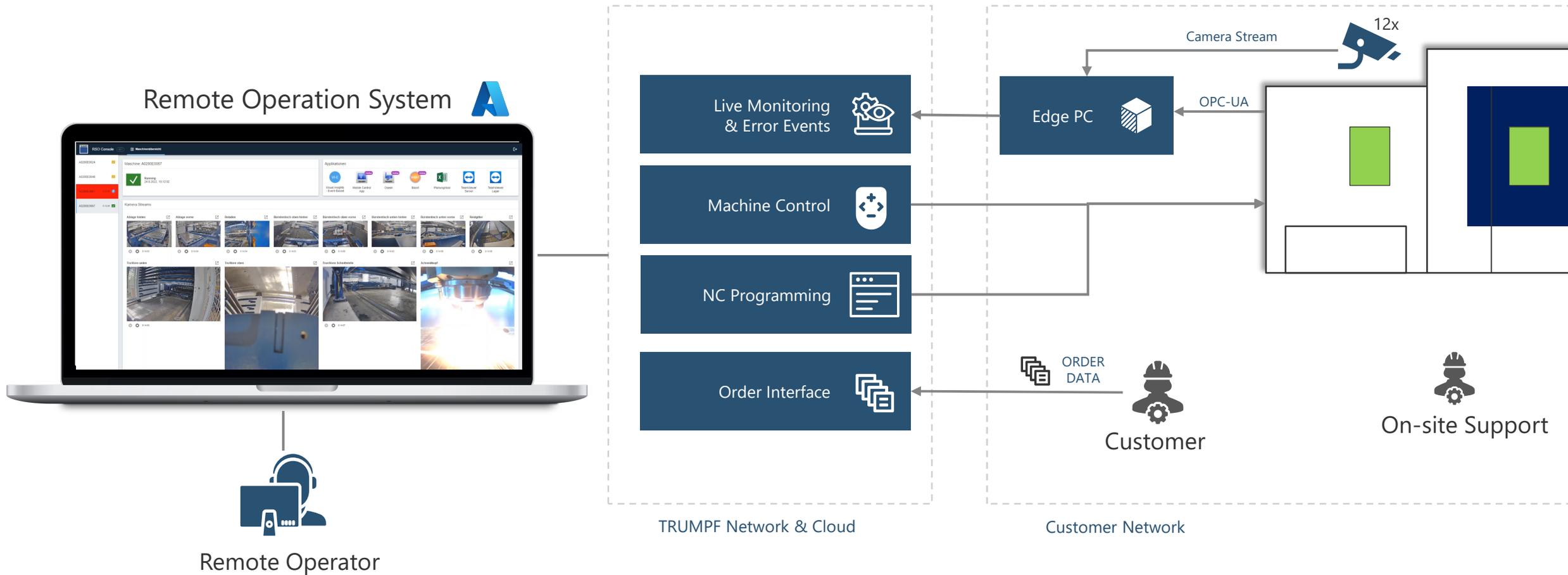


User-friendliness
Ease of programming/operation.

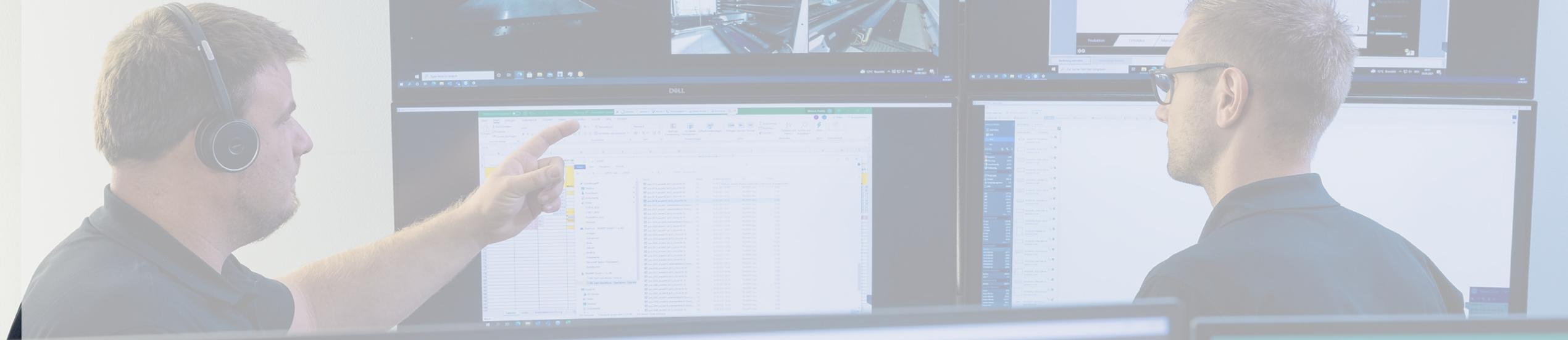


Efficiency
Less costs per part.

How Remote Operations empowers Pay-per-Part



Maximum performance and output The TRUMPF experts...



... program and control the manufacturing of the production cell



... make the TruLaser Center run with optimal settings



... control and troubleshoot the operations quickly and remotely



... support the operator in achieving optimized machine operation

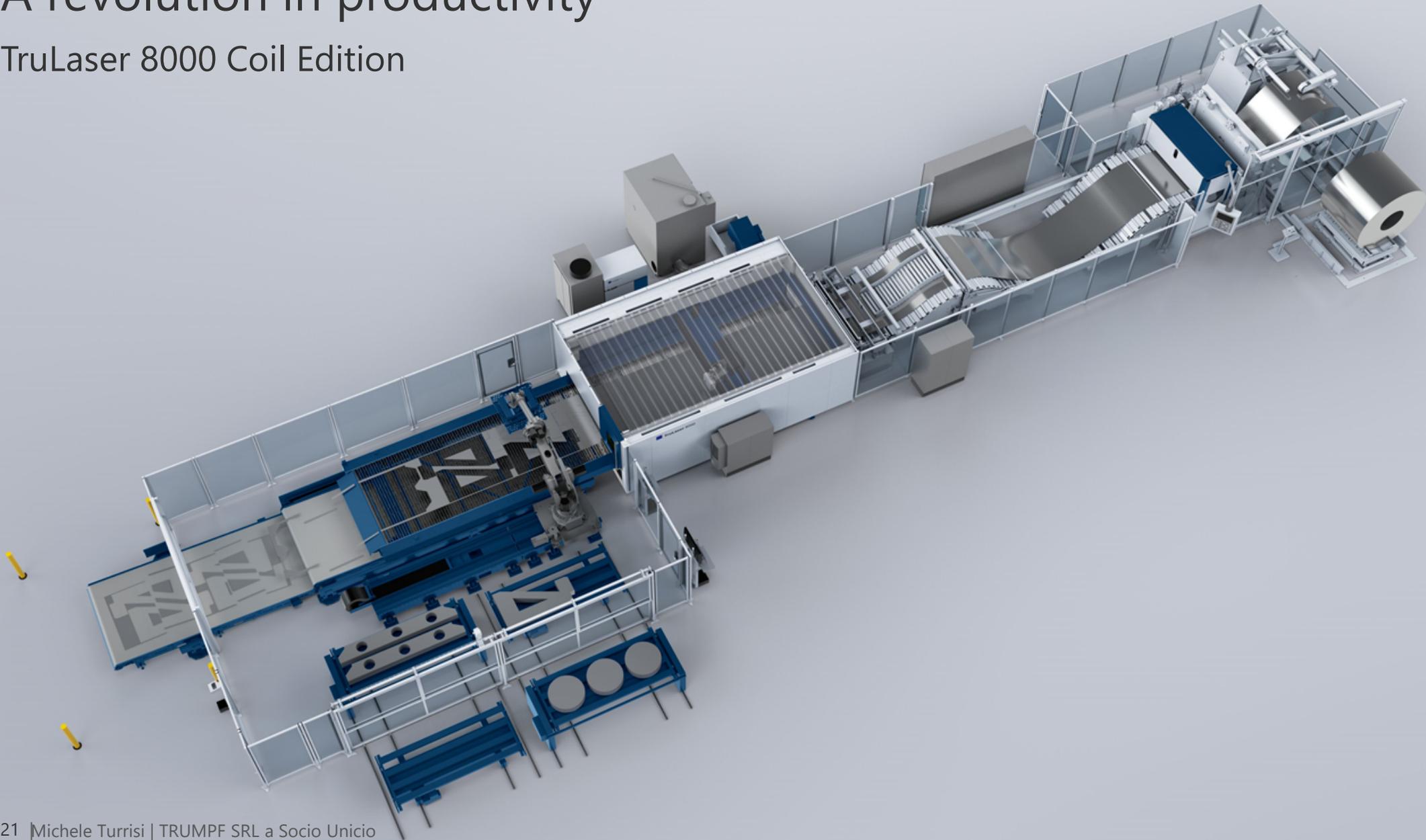


ScaleNC ♡ EaaS | TRUMPF MT in close contact to „Startups“



A revolution in productivity

TruLaser 8000 Coil Edition



TruArc Weld 1000

Easy to use and operate – Smart Seam Tracking



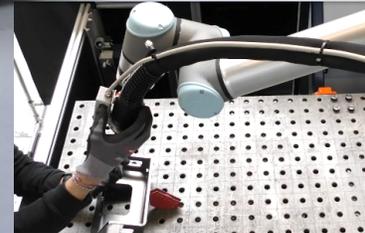
Productivity
More parts per hour



Welding quality
Consistently good



Flexibility
Be able to do more



User-friendliness
Operate simply



Safety
Produce safely

TruLaser Weld 5000

High productive laser welding – easy to use



Productivity
More parts per cycle.



Part quality
Fewer refinishing operations.



Flexibility
Be able to do more.



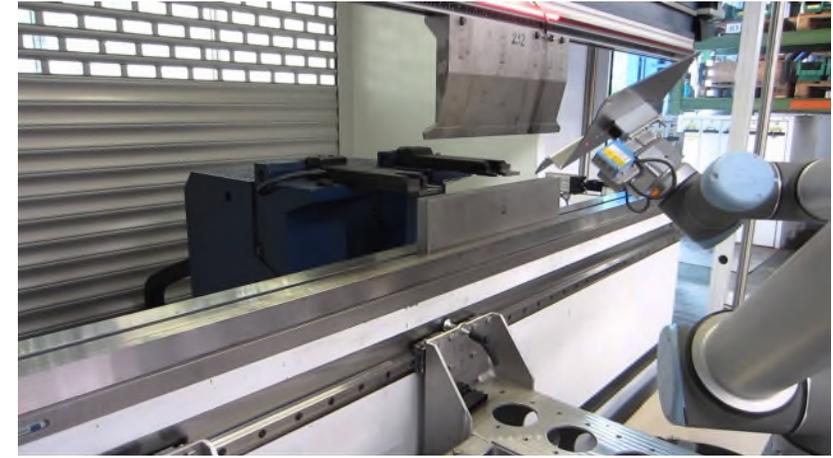
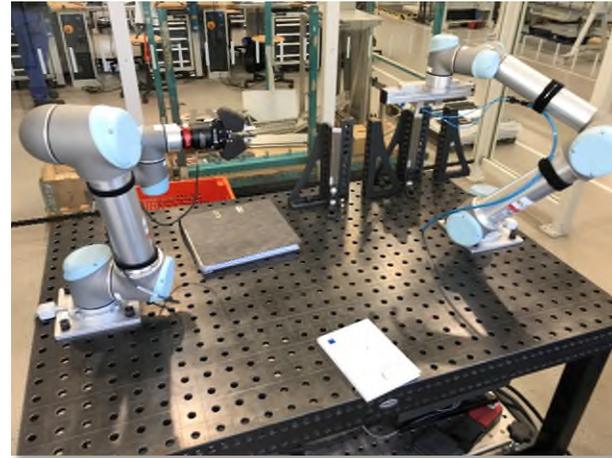
User-friendliness
Simply operate.



Safety
Produce safety.

TRUMPF customers

Market for easy plug&play retrofit



TRUMPF customers try to help themselves with very simple solutions.

Mobile Robot Cell

Manual bending machine simply automated



Specifications

Robot: KUKA Agilus 6-Achses

Gripper: Hybrid-Gripper with vacuum and clamping gripper

Mobility: Plug-In ~5 Minutes

Usability: Easy Mode with pre-defined geometries and customization using Teach-In.

Part Sizes: 300x400 mm

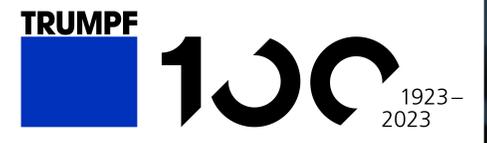
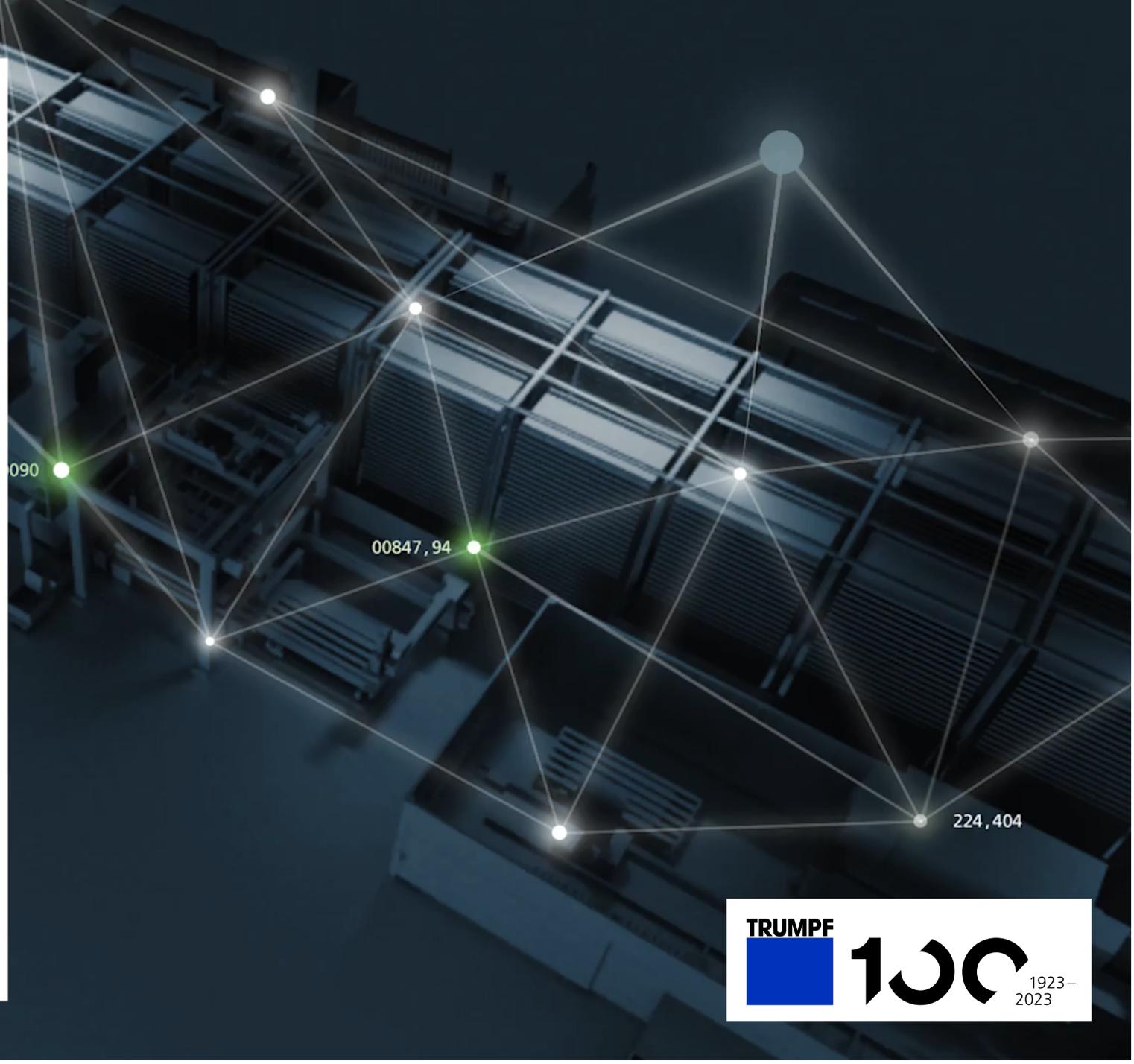
Part weight: max. 5 kg

Teach-Mode: Easy-Mode: up to two bends;
Expert-Mode: full capability.

Retrofit: Cell is retrofittable for existing machines with robot interface.

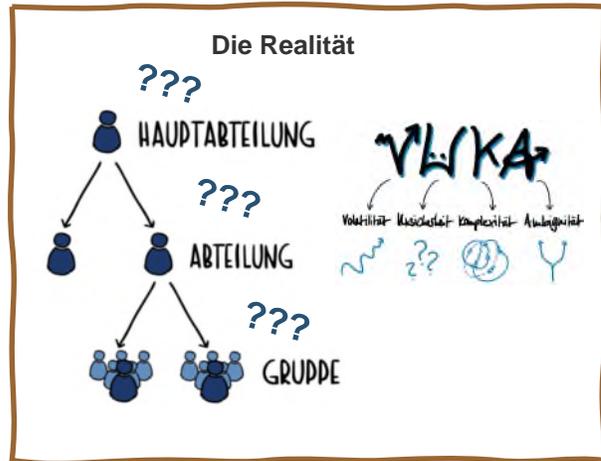


Your Smart Factory



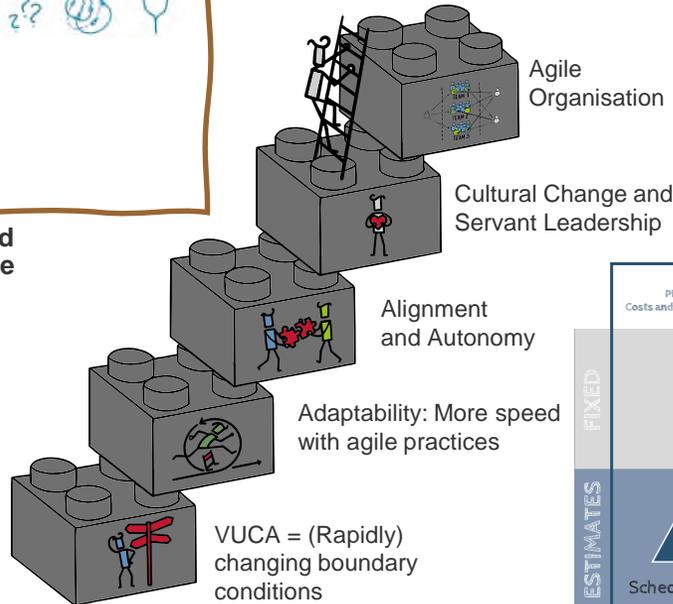
Enabling people to take on leadership

Our new Role and Collaboration model



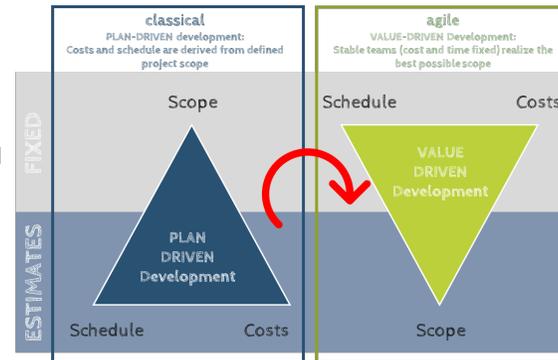
Lasting success is achieved by inspiring the right people to quickly create the right products/increments

This requires CHANGE

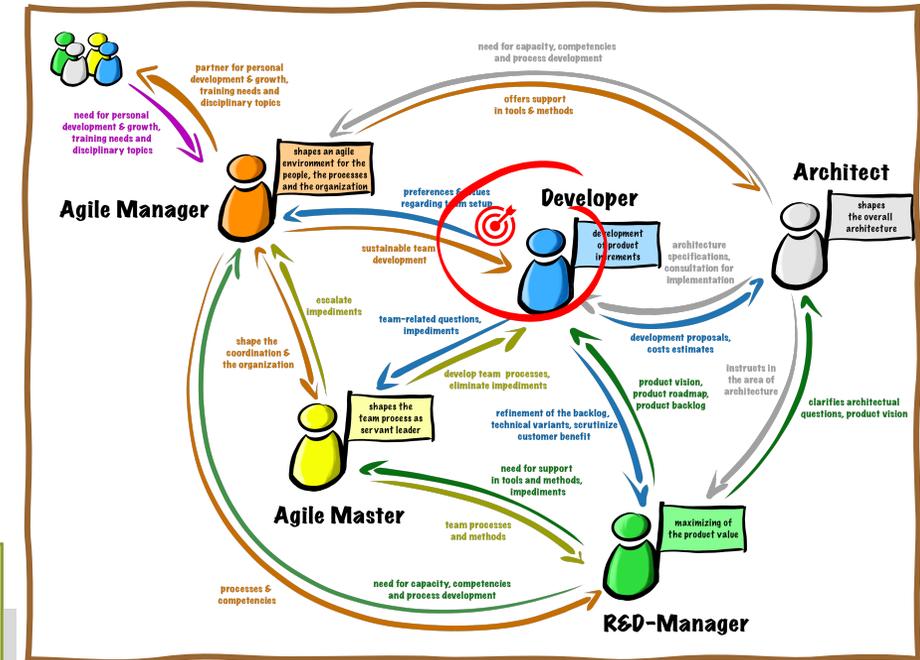


Our Developers / Development Teams

Focus instead of Overload



Value driven approach



New Role and Collaboration Model – A new understanding of Leadership emerges



Thank You.

Contact Person

Michele Turrisi

CEO

michele.turrisi@trumpf.com

www.trumpf.com