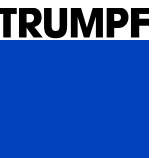




TRUMPF - Smart Factory Solutions





Decha Lertvilaisak

General Manager
TRUMPF Thailand & Philippines



TRUMPF Group as global family business

Family Business & Market / Technology Leader

Founded in 1923, in Ditzingen, Germany

Sales revenues ~4.3 bn EUR / ~4.9 bn USD

Employees 2025: ~19,000

R+D quota: ~10 %

3 business divisions: machine tools, laser technology, laser systems



Global partner (OI and #locations)

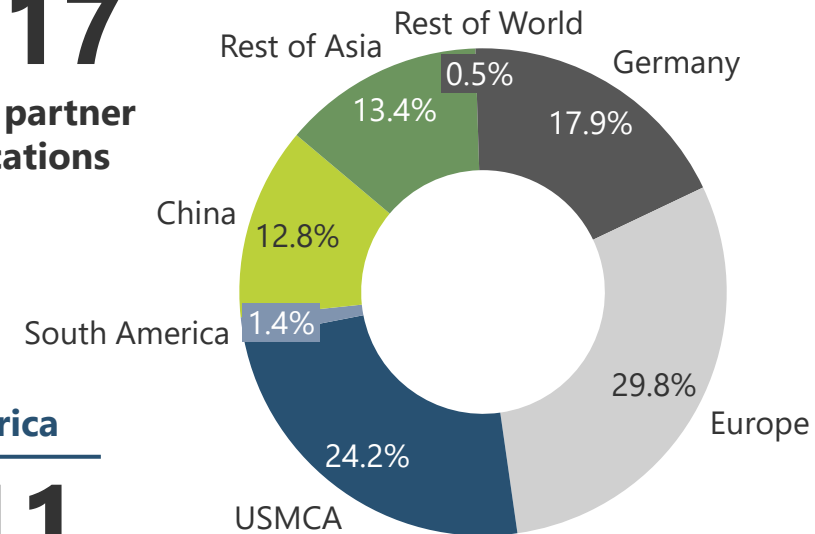
Asia / Pacific / Africa / Middle East

#17

+ 10 partner
locations

Germany

#14



America

#11

+ 5 partner
locations

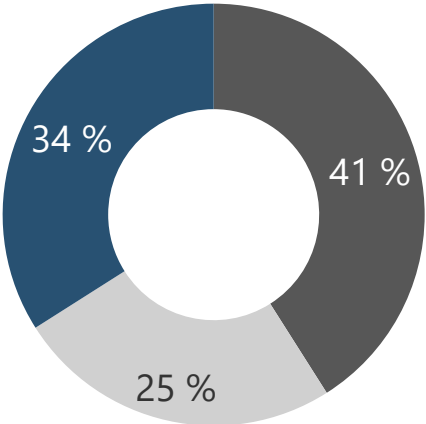
Europe

#29

+ 12 partner
locations

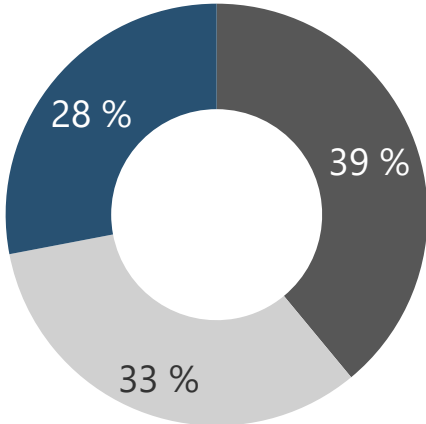
>23,000 customers worldwide trust in Machine Tool Business Division

Business model of our customers



- Product Shops
- Job Shops - components
- Job Shops - parts

Size of our customers



- 1-2 machines; < 20 employees
- 3-5 machines; 20-50 employees
- > 5 machines; > 50 employees

Industries of our customers



TRUMPF – The Go-to-Partner for a wide range of customer needs and to support costumers on every step of their journey

High-end standalone machines



3000er, 5000er and 7000 series of 2D laser, punching, combi, bending and 5-axis machines

Special products



Tube cutting, welding, heavy duty bending, panel bender

1000er series



1000er series of 2D laser, punching, punch/laser and bending

Smart Factory Solutions



Machine(s) + automation + digital ecosystem

Digital Ecosystem

Oseon | Condition Monitoring | Offline programming | Lantek | FluxCut

Core and overarching USP, enhancing other business models and ensuring highest OEE and optimizing manufacturing processes

TRUMPF as reliable partner for different industries, such as Semiconductor and Datacenter industry

Roof for cable entry or the attachment of air conditioning units

▶ *Multitude of different variants*

Mounting plates for more installation options

▶ *Widely varying component sizes*

Doors & Walls

Sophisticated hinge and closure technology

▶ *Integrated process steps (e.g., marking coin)*

Base & Bottom for more space utilization

▶ *High compatibility of cabinet and stand*



1

Technology:

TruPunch I Punching

Advantages:

Countless editing options whether cutting, bending, thread forming or countersinking – the TruPunch series offers this variety in just one processing station and thus makes production lean and clear



2

Technology:

TruBend I Bending

Advantages:

Extensive bending capabilities whether bending of housings, doors, covers, brackets or profiles, the TruBend series offers the right solution for all formed parts in the control cabinet.



3

Technology:

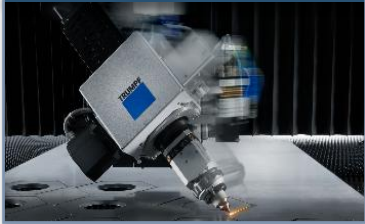
TruDisk green/TruFiber & PFO | Welding

Advantages:

Precision welding for **high-speed data transfer cables**. Benefit from low thermal stress, minimal impedance, resistance, and high mechanical stability. Maximize productivity with AI-driven vision systems and versatile IR & green laser technology.

Recent innovations, launched at EuroBLECH 2024 and INTECH 2025

TruLaser 3000 Bevel Cut Edition



Bevel cuts up to 50° with faster overall processing

TruLaser 1000 Lean Edition



Cost-effective laser cutting

Cutting Assistant



AI-based optimization of cutting parameters

Third pallet station



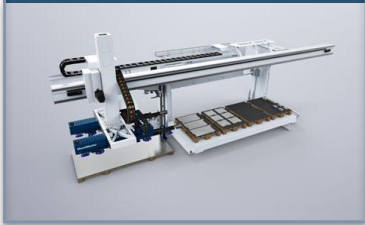
Flexible add-on option for TruLaser machines

SortMaster Station & SortMaster Vision



AI powered sorting without programming

New SheetMaster for TruMatic 5000



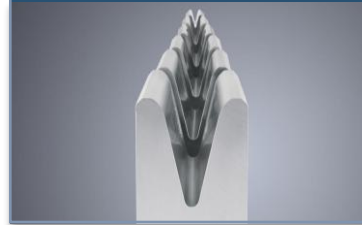
Fast loading, unloading and sorting in one system

Laser Handheld Welding



Partner solution for easy entry in laser welding

CDW Bending Tools



New tool geometry for a wider application range

Remote Operation Support



Remote troubleshooting of machine downtimes

Condition Monitoring



Monitoring and analysis of machine condition data

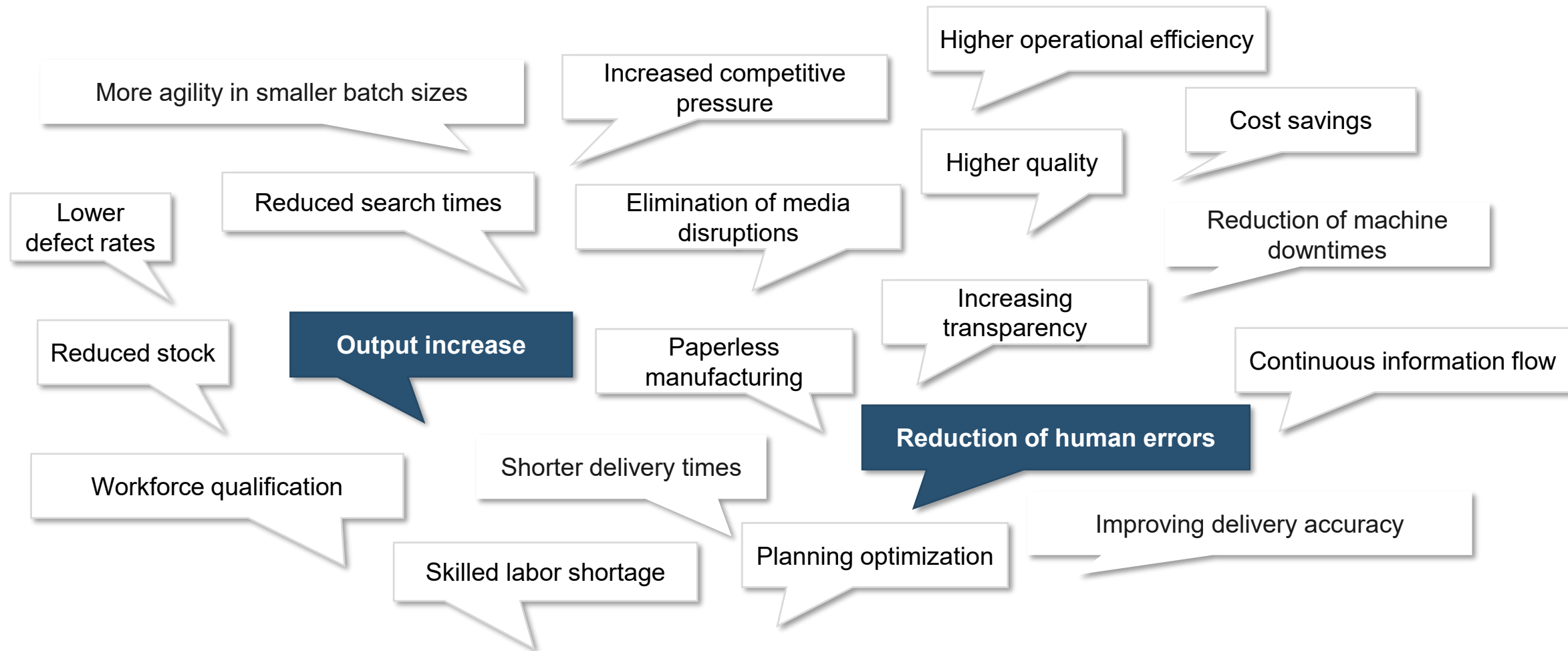
*by 09/2025

EuroBLECH 2024

INTECH 2025

Sheet metal processing is changing; complexity is on the rise!

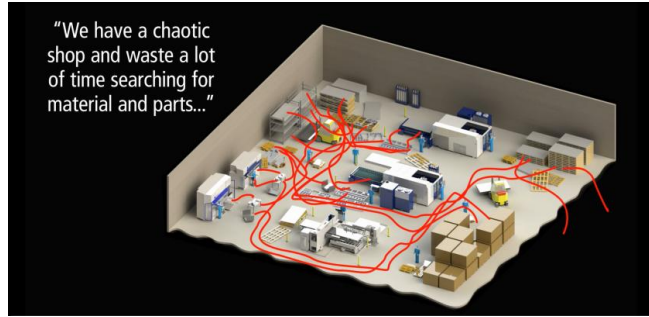
What does this mean for us?



Challenges in Sheet Metal Manufacturing

Six most common reasons for automation

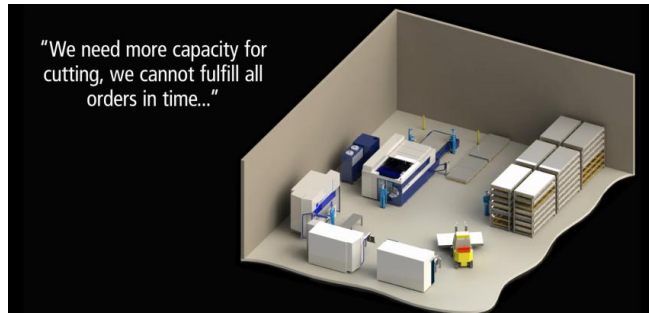
*Material
not in flow*



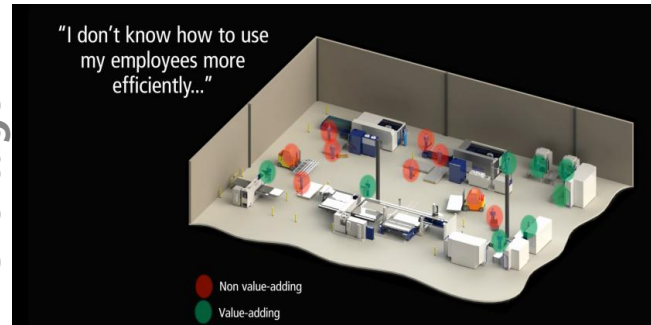
*No
information*



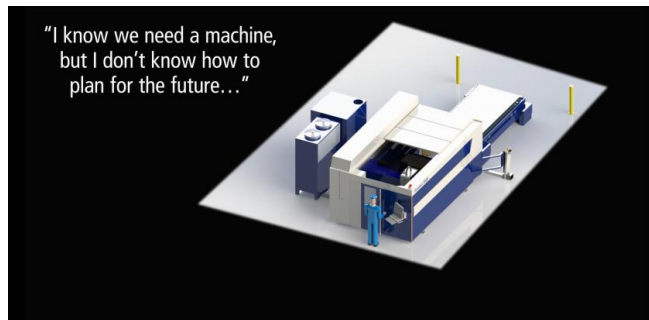
*Not enough
capacity*



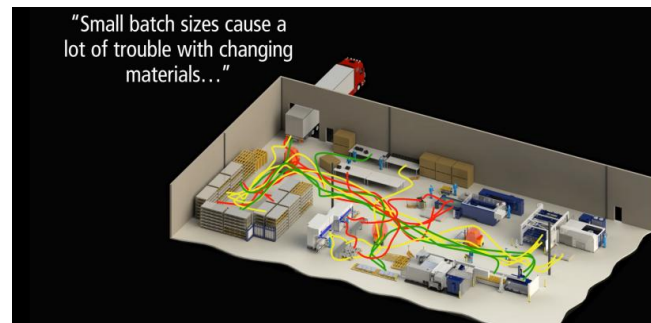
*Labor
shortage*



How to grow



Small batches

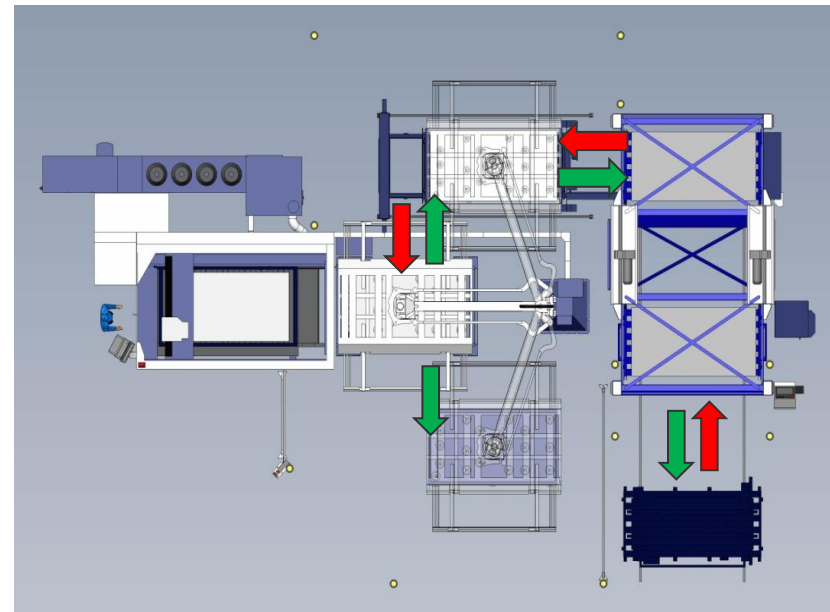
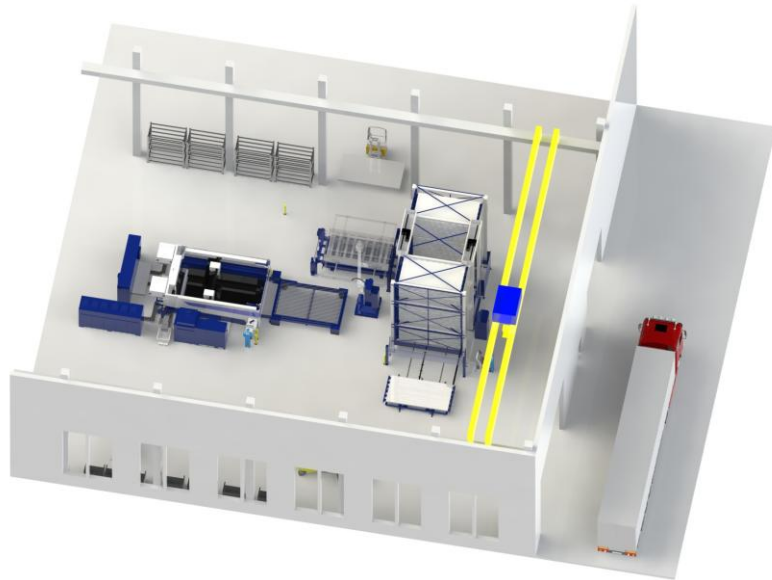
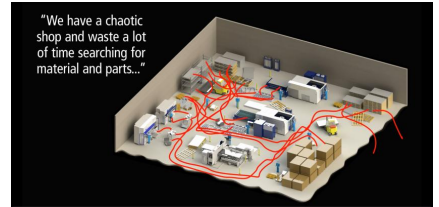


Challenges in Sheet Metal Manufacturing

Customer benefit of automation

■ „Material not in flow“

- Storages are an integral part of material flow optimized production



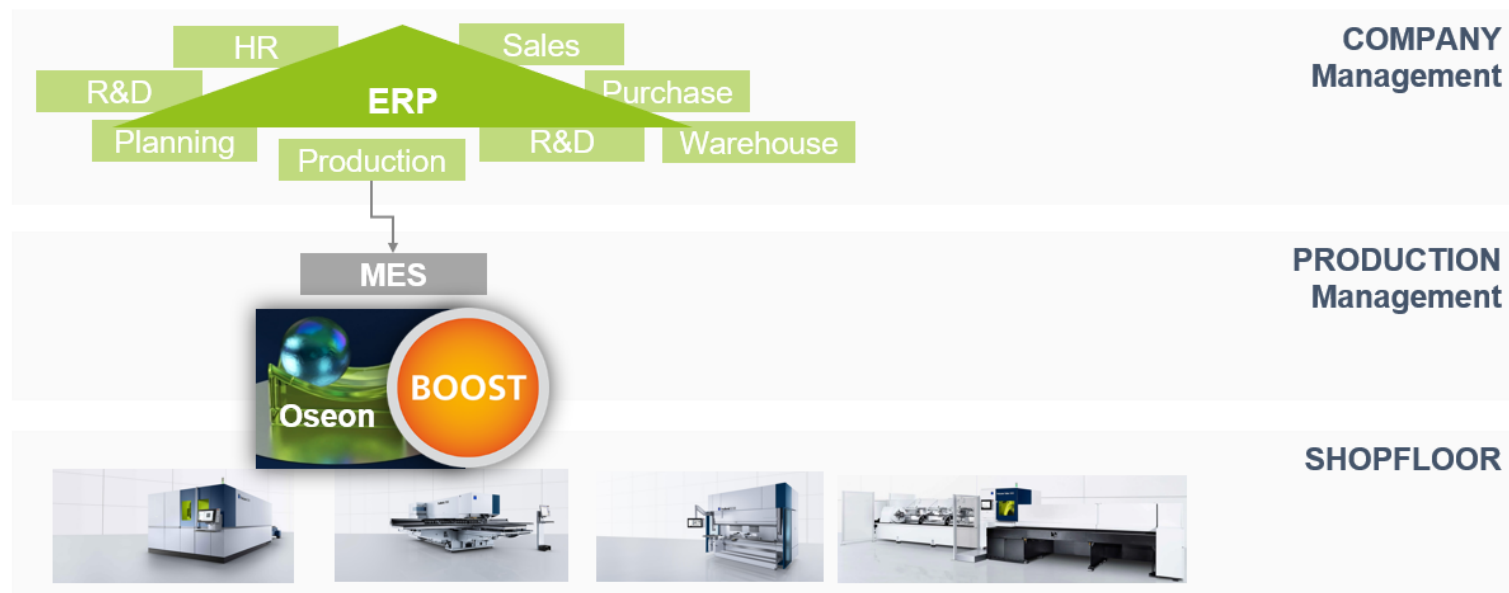
Challenges in Sheet Metal Manufacturing

Customer benefit of automation



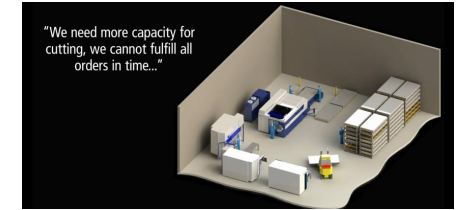
■ „No information“

- OSEON provides transparency on material usage
- OSEON provides a total overview over the sheet metal production and allows precise production planning



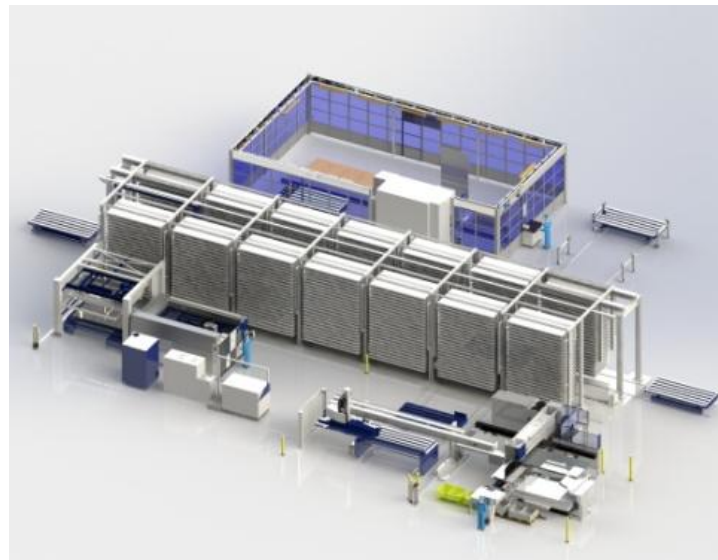
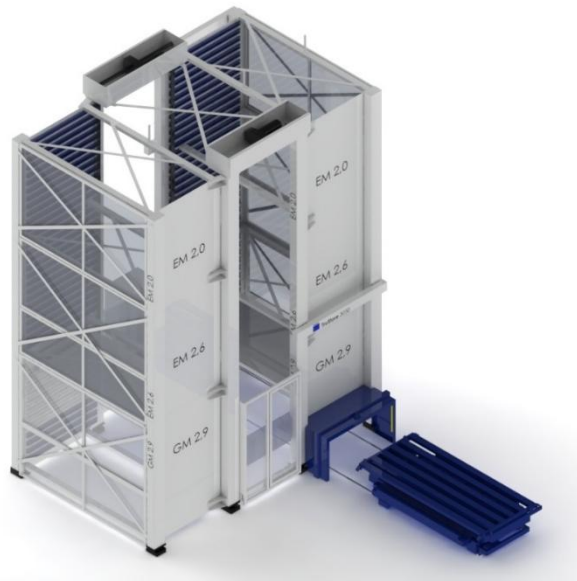
Challenges in Sheet Metal Manufacturing

Customer benefit of automation



■ „Not enough capacity?“

- Storages use the vertical space of your production floor, providing highly increased ratio of used production space to available storage shelves. In addition, the usage of the machines is increased due to less waiting time.

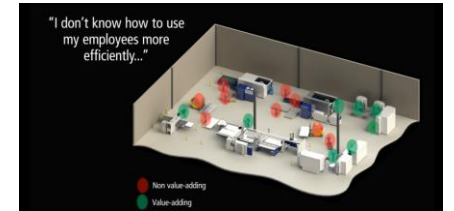
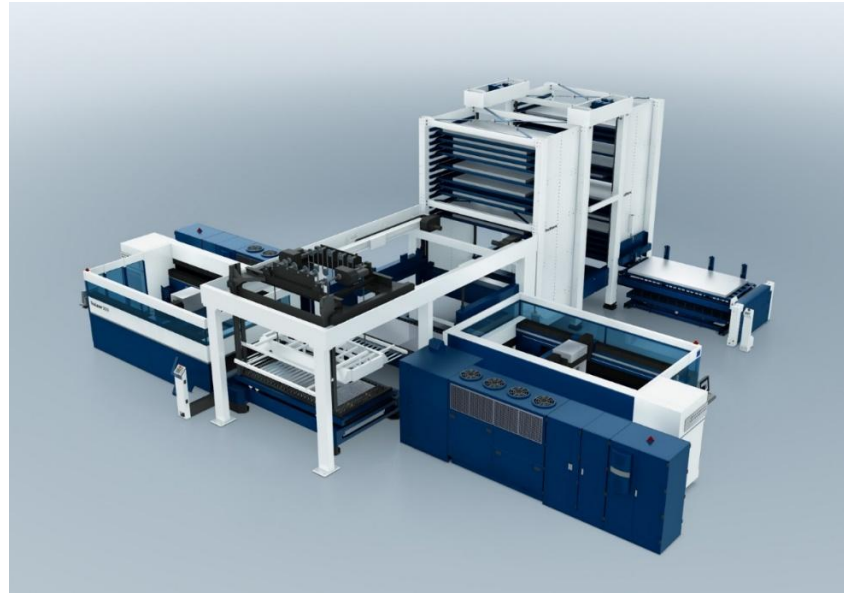


Challenges in Sheet Metal Manufacturing

Customer benefit of automation

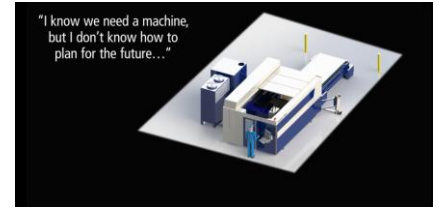
■ „Labor shortage“

- High degree of automation within integration of a storage in a production cell allows for unmanned shifts



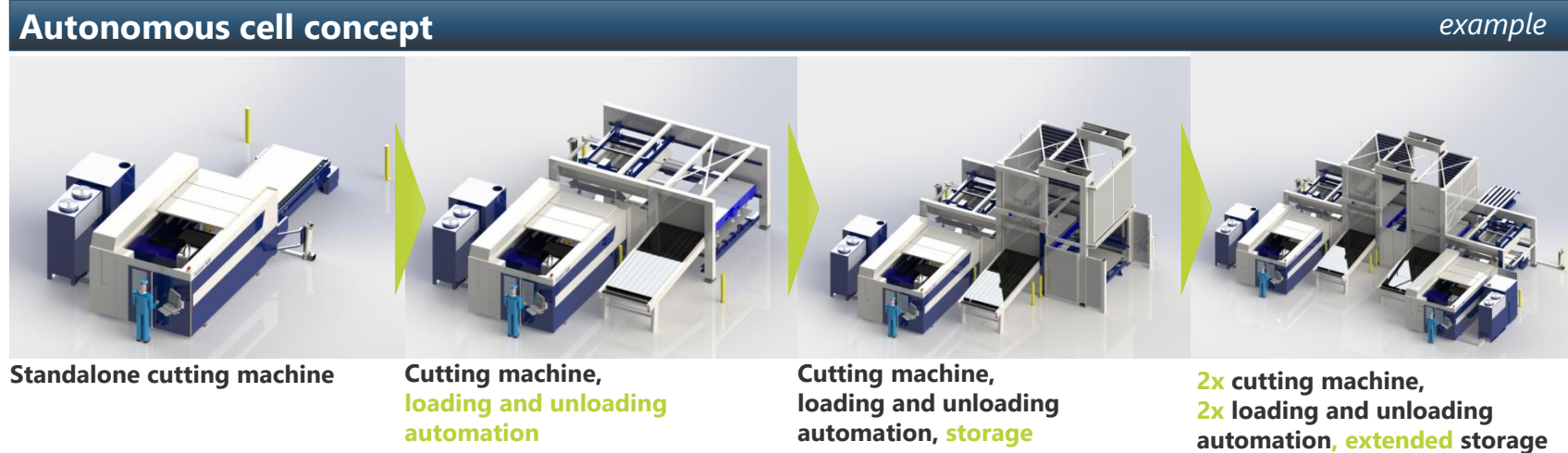
Challenges in Sheet Metal Manufacturing

Customer benefit of automation



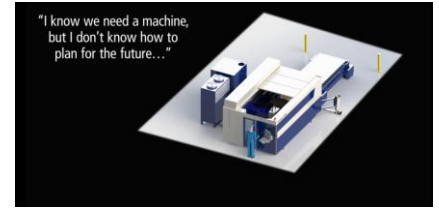
■ „How to grow?“

- TRUMPF Smart Factory Solutions are modular systems and can be adapted to future needs



Challenges in Sheet Metal Manufacturing

Customer benefit of automation

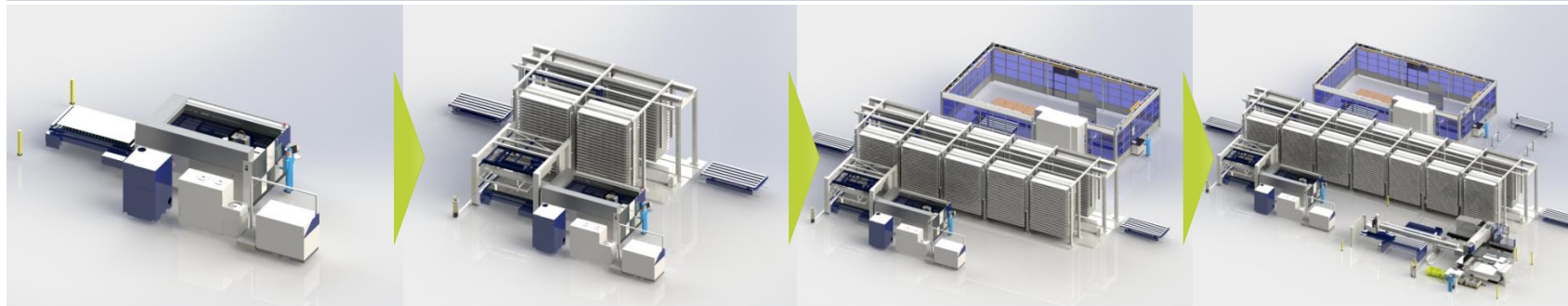


■ „How to grow?“

- TRUMPF Smart Factory Solutions are modular systems and can be adapted to future needs

Logistic center concept

example



Standalone cutting Machine

Cutting machine,
loading and unloading
automation

Cutting machine,
loading and unloading
automation, storage, automatic
bending cell

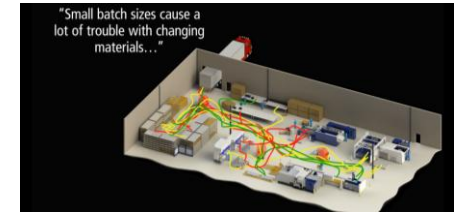
2x cutting machine,
2x loading and unloading
automation, extended storage,
automatic bending cell

Challenges in Sheet Metal Manufacturing

Customer benefit of automation

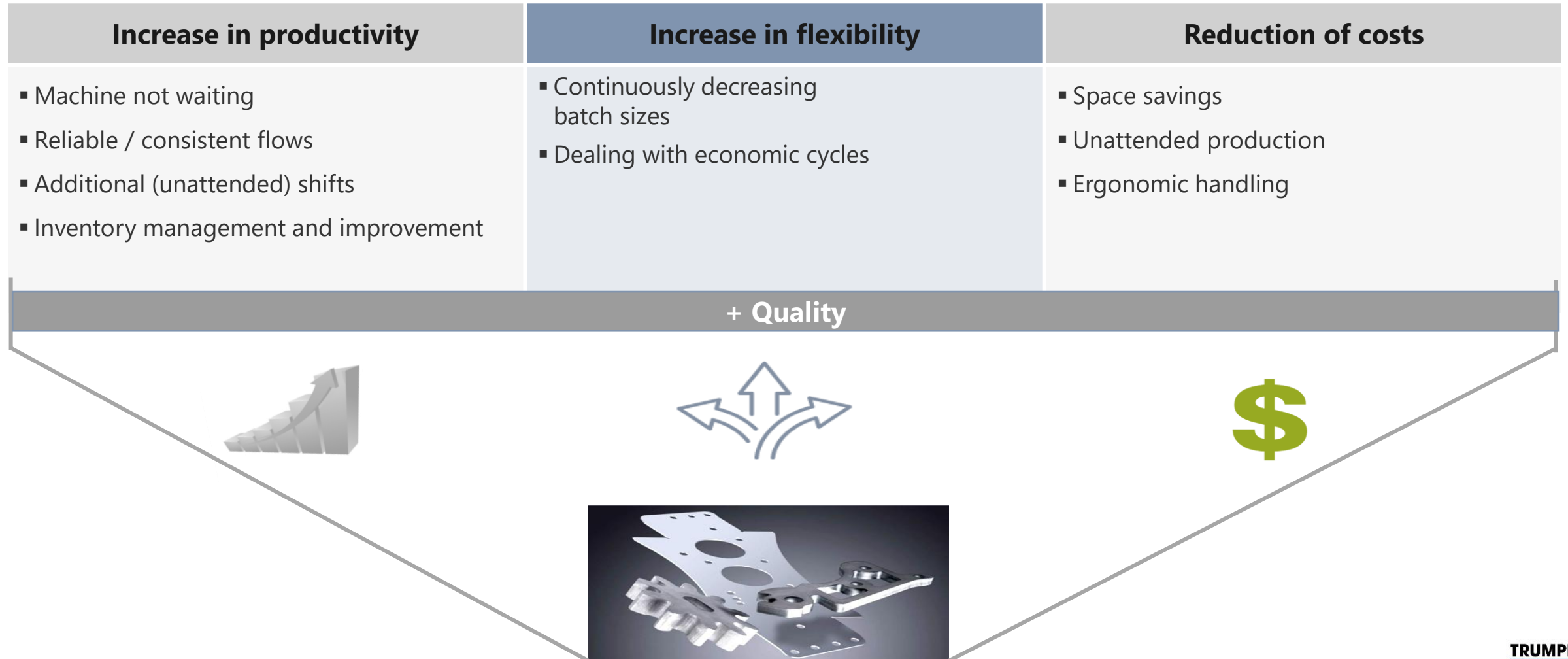
■ „Small batches“

- High degree of automation within integration of the storage in a production cell allows faster material changes and less manual processes, hence saving capacities



Challenges in Sheet Metal Manufacturing

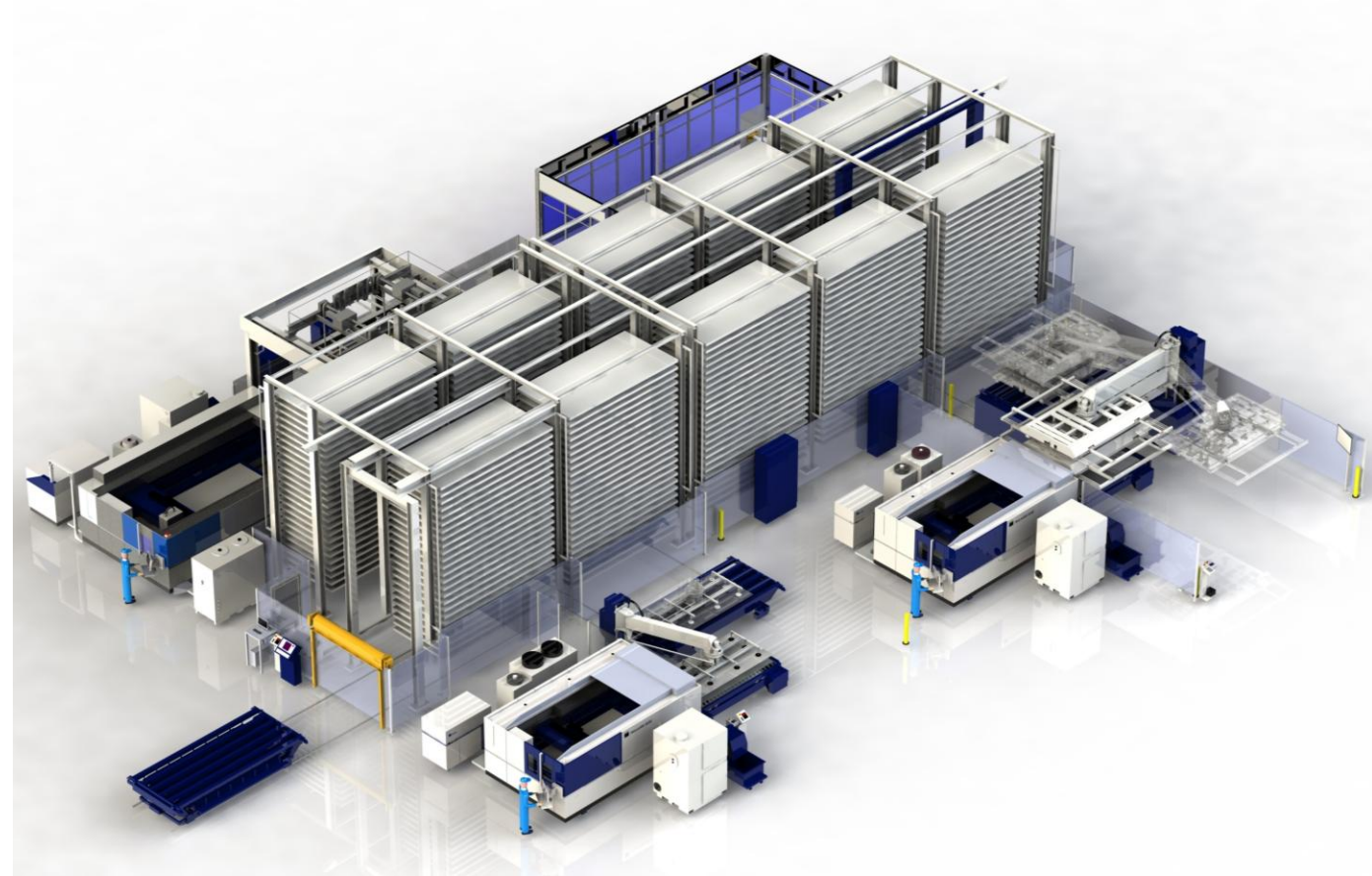
Customer benefit of automation



TRUMPF Smart Factory Solutions

Advantages of our production solutions

- “Customizing” on the basis of standard components
- Durable and in-field proven sheet metal production solutions
- Highest competencies combined under one roof for engineering of complete solutions
- Complete system solution and not a composition of mixed components
- Every system component available from one partner:
 - Machines
 - Software
 - Services
 - Financing



TRUMPF Smart Factory Solutions

TRUMPF has the largest automation and storage portfolio on the market



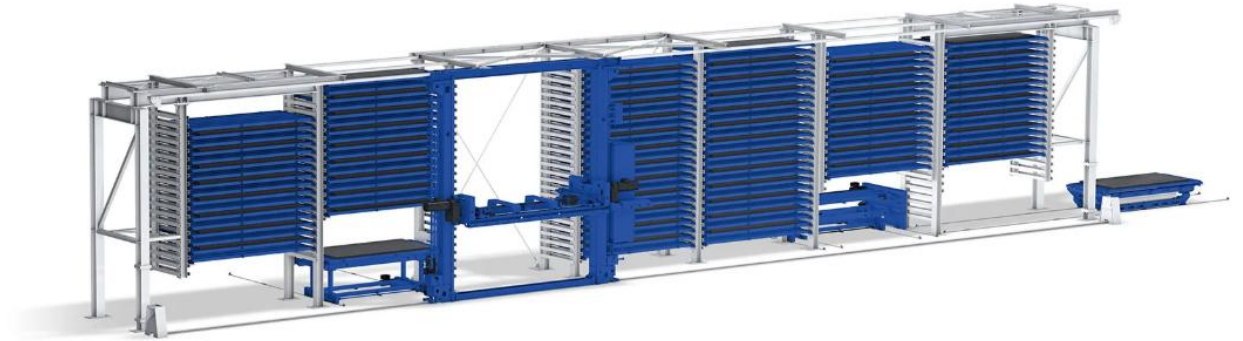
TRUMPF Smart Factory Solutions

Smart Factory Solutions sheet metal storage portfolio



Smart Factory Tower Storages

- TruStore (LF)
- STOPA Flex (MF, SF)



Smart Factory Large Storage Solutions

- STOPA Universal
- STOPA UL-F
- STOPA Compact I & II

STOPA UL-F Storage

UL-F customer case I

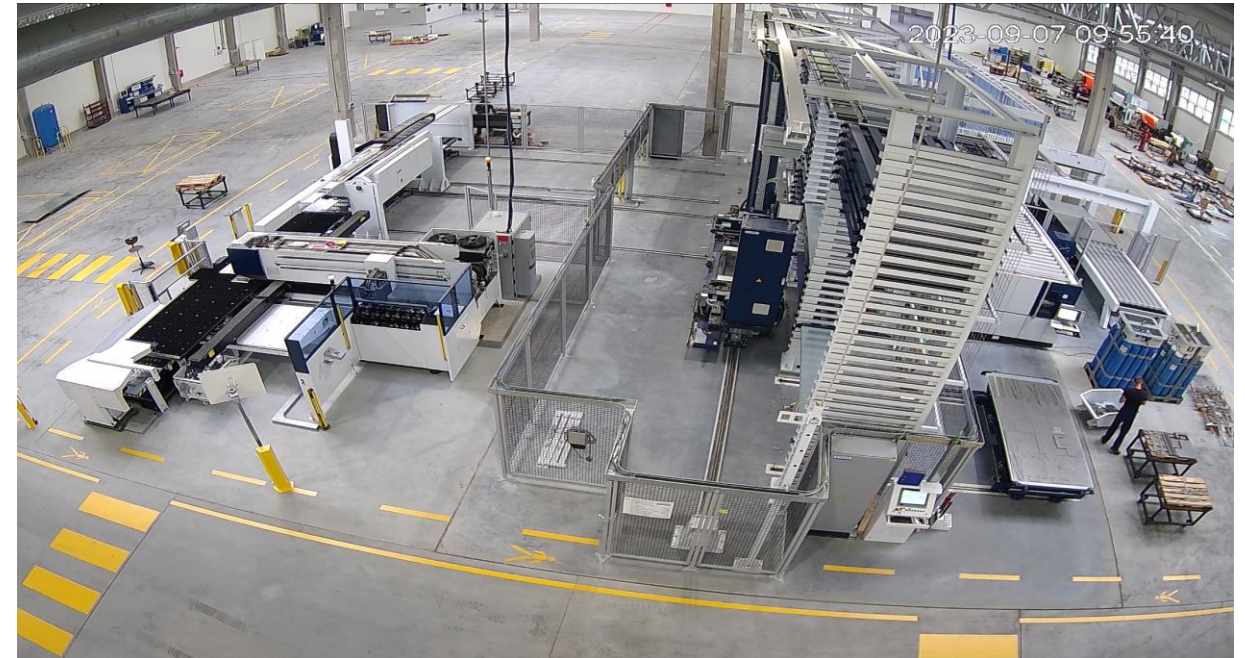
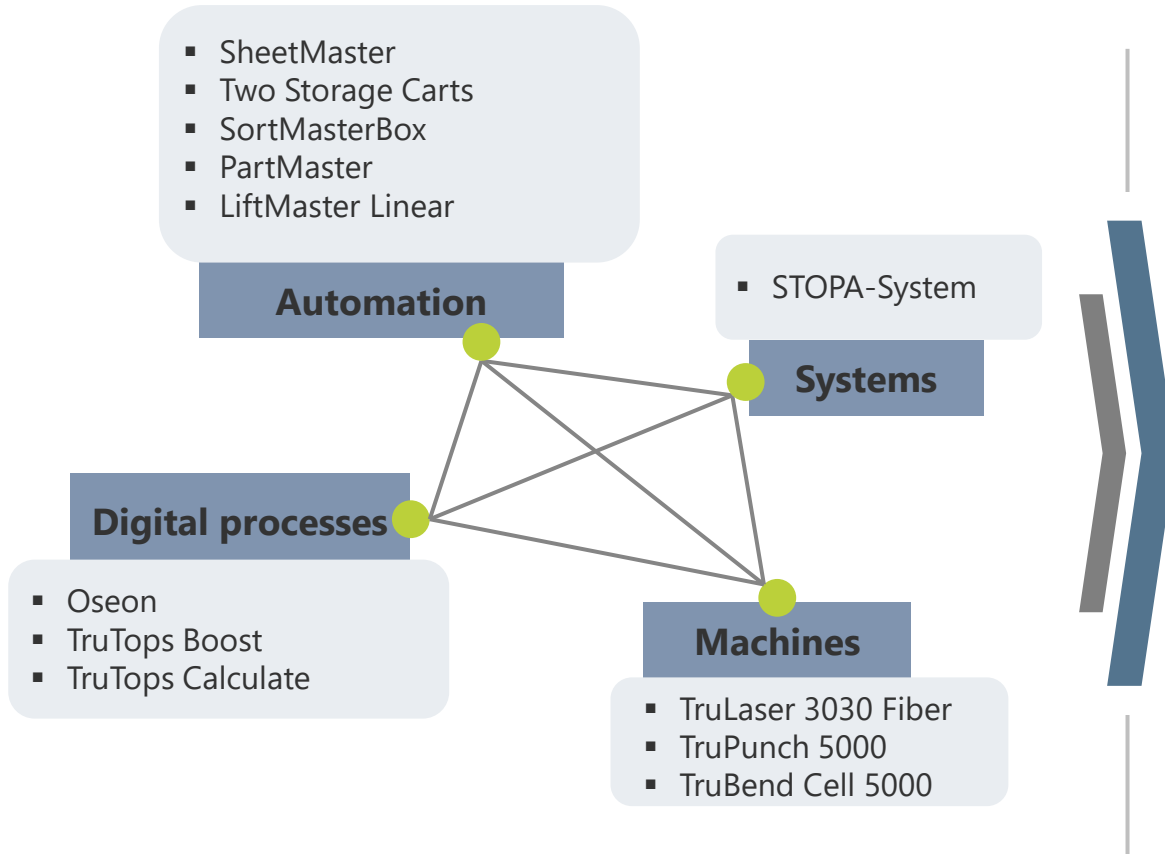


System

- TruLaser3060 Fiber with LoadMaster
- STOPA UL-F System, **XF** (4x2m) ,
 - Loading height 130mm (raw material)
 - System height: 7550mm
 - One row with 5 storage towers
 - Storage locations (gross): 100

TRUMPF Smart Factory Solutions

Customer Case II



TRUMPF Smart Factory Solutions

Customer Case

Automation



- AGV
- Integrated cutting and bending
- Automation for deburring

Systems



- Extension of the STOPA storage system

Digital processes



- Shopfloor Management
- Digital Production Planning

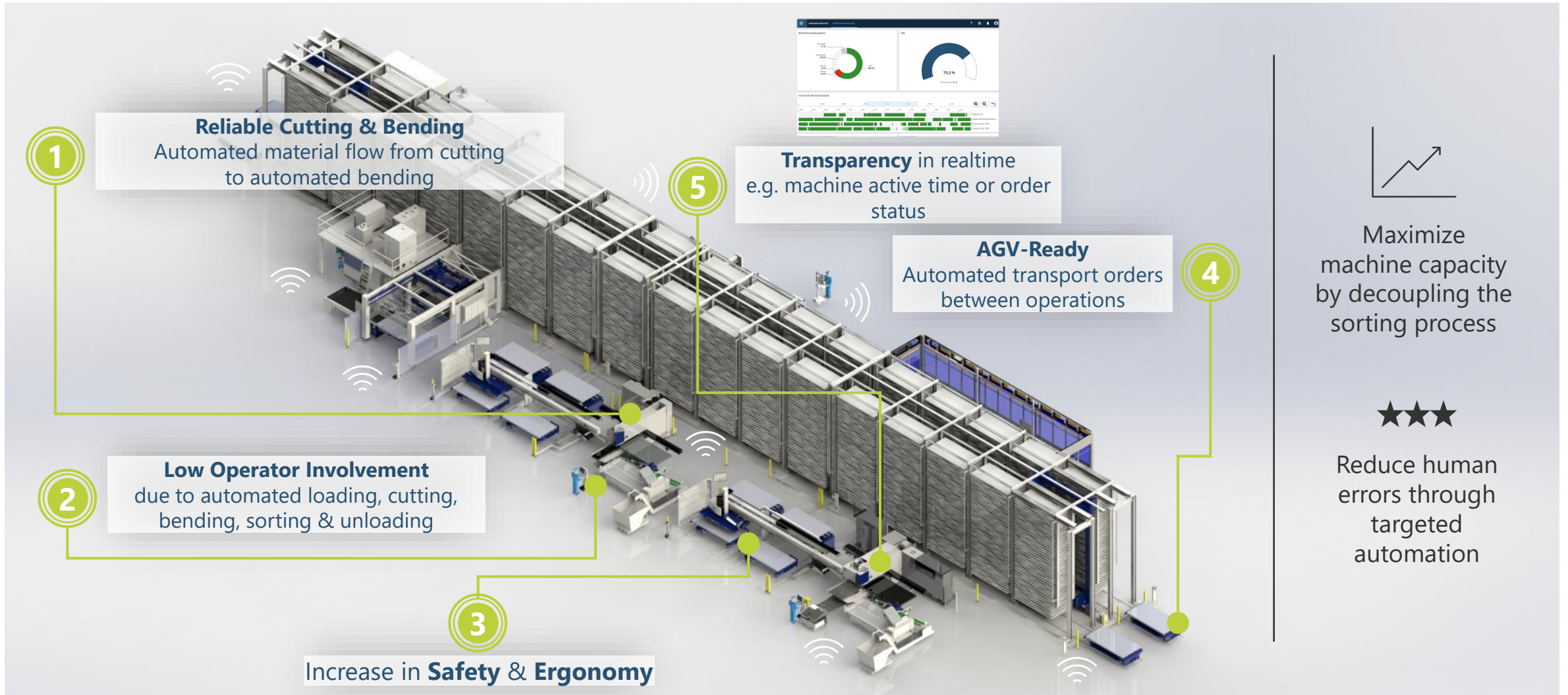
Machines



- Expansion of machine capacities

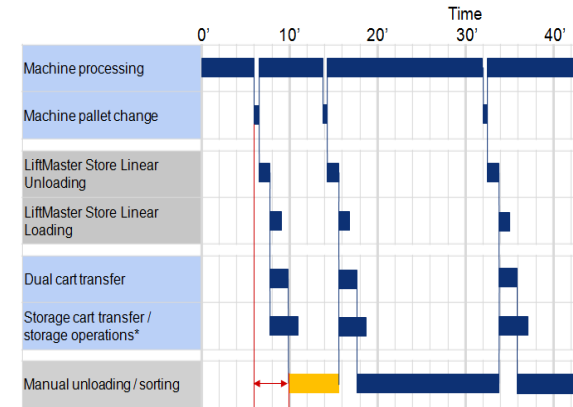
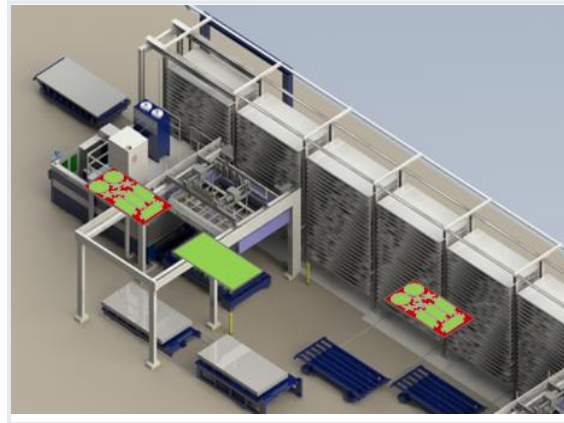
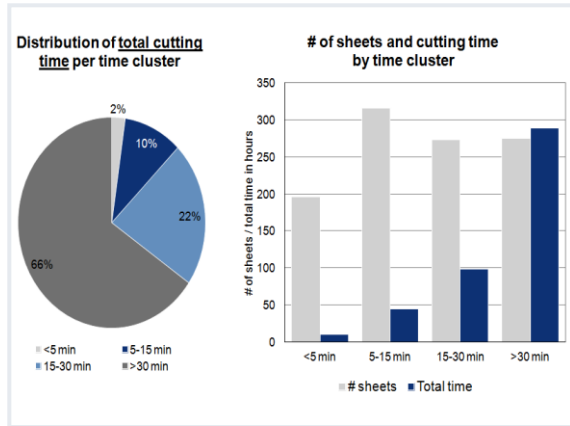
Smart Factory

Overview of main benefits



TRUMPF Smart Factory Solutions

Clear process - four steps to your successful manufacturing



1 analysis of current production, customer requirements

2 manufacturing concepts incl. material flow

3 analysis of target production, dimensioning

4 project planning, installation and training



SEA Customer Center (Bangkok)

Showroom Space:
700m²



Business division **Machine Tools**

Bending, Punching, Arc Weld, Laser Cutting, Tube Sample



Laser Technology Showcase

E-mobility, Additive Manufacturing, Laser marking, Micro-cutting



Software Technology

Showcase certain connectivity features, aligning with the industry 4.0 concept



TRUMPF



Thank You.

Contact Person

Name

Department | Abteilung

Phone number | Telefonnummer

E-mail address | E-Mail Adresse

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