

## PRESS RELEASE

### Pfeiffer Vacuum announces results for the first half of 2013

- Sales and earnings development meet expectations
- Improvement foreseeable for second half-year
- Positive signals already noticeable in Asia

**Asslar, Germany, August 6, 2013.** At € 100.0 million, sales revenues for the second quarter of 2013 were exactly the same as for the first quarter. Compared to the same quarter of the previous year, this represents a decline of 9.4 percent. Year to date, sales revenues in the first six months are therefore 17.5 percent down on the previous year's level.

#### Key figures at a glance:

|                         | <b>H1/2013</b>  | <b>H1/2012*</b> | <b>Change</b> |
|-------------------------|-----------------|-----------------|---------------|
| Sales revenues          | € 200.0 million | € 242.3 million | - 17.5 %      |
| Operating profit (EBIT) | € 21.3 million  | € 36.5 million  | - 41.7 %      |
| Net income              | € 14.4 million  | € 24.3 million  | - 40.6 %      |
| Earnings per share      | € 1.46          | € 2.44          | - 40.2 %      |
| Order intake            | € 205.6 million | € 247.5 million | - 16.9 %      |
| Orders in hand          | € 77.4 million  | € 92.7 million  | - 16.5 %      |
|                         | <b>Q2/2013</b>  | <b>Q2/2012*</b> | <b>Change</b> |
| Sales revenues          | € 100.0 million | € 110.3 million | - 9.4 %       |
| Operating profit (EBIT) | € 10.2 million  | € 16.0 million  | - 37.2 %      |
| Net income              | € 6.9 million   | € 10.7 million  | - 35.4 %      |
| Earnings per share      | € 0.70          | € 1.07          | - 34.6 %      |

\* Values for 2012 have been adjusted in some cases due to the revised version of IAS 19.

“This development is in line with our expectations and the forecast given in the Annual Shareholders Meeting,” comments Manfred Bender, CEO of Pfeiffer Vacuum. Bender continues, “We assume that demand from the semiconductor industry will increase in the second half-year. First signs of this were already noticeable in Asia in the second quarter. If this happens, it means we will have come through the period of weakness, which we have been experiencing in the semiconductor industry since mid 2011, in good shape. We will have shown that we are profitable even during periods of lower sales.”

Orders received in the second quarter amounted to € 101.5 million and, as in the first quarter, exceeded sales revenues. The book-to-bill-ratio, which is the ratio of orders to sales, totaled 1.03 as at June 30, 2013.

The operating profit of € 21.3 million in the first six months of 2013 was well below the figure for the previous year (€ 36.5 million). This is solely due to the reduced sales volume and to currency effects. The operating profit in the second quarter alone (€ 10.2 million) was burdened with exchange losses of € 1.2 million. The net income in the first six months (€ 14.4 million) was € 9.9 million down on the previous year's level (€ 24.3 million) for the reasons stated.

A year-on-year comparison of the various market segments reveals that sales revenues of € 56.0 million in Industry applications (previous year: € 55.3 million), € 27.1 million in Research & Development (previous year: € 26.5 million), and € 24.9 million in the Coating segment (previous year: € 24.0 million) were slightly up on the previous year.

Sales revenues of € 38.0 million in the Analytical market (previous year: € 42.1 million) and € 53.9 million in the Semiconductor market (previous year: € 94.4 million) were below last year's levels.

Bender explains: "Pfeiffer Vacuum is on the right track. The only weakness currently is in the semiconductor market, and this is only temporary. Signs of recovery are already on the horizon. Sales revenues in the Semiconductor market in the second quarter of 2013 already topped the figure for the first quarter".

In Europe, sales revenues amounting to € 90.4 million in the first six months almost matched the previous year's level (€ 92.0 million). Due to the weak semiconductor industry, sales revenues in Asia at € 67.8 million for the first six months of 2013 were significantly down year-on-year (previous year: € 98.1 million). However, positive signals are already noticeable in this market. Sales in Asia of € 36.4 million in the second quarter were 15.9 percent up on the first quarter (€ 31.4 million). This positive trend is expected to continue. Sales revenues of € 41.5 million in the Americas in the first six months were below the previous year's strong result (€ 51.6 million).

The still ongoing weakness in the semiconductor industry impacted on sales in all product groups in the first six months of 2013. Bender explains: "We supply semiconductor manufacturers mainly with backing pumps and process pumps, but we also supply the equipment manufacturers with turbopumps. The development of this market is therefore of prime importance to us. Since we anticipate that demand will pick up in this market, our forecast for 2013 is still valid."

**Enclosures:**

Consolidated Statements of Income, Consolidated Balance  
Sheets, Consolidated Statements of Cash Flows

**Contact:**

**Pfeiffer Vacuum Technology AG**  
Investor Relations

T +49 6441 802 1346

F +49 6441 802 1365

[Investor.Relations@pfeiffer-vacuum.de](mailto:Investor.Relations@pfeiffer-vacuum.de)

**About Pfeiffer Vacuum**

Pfeiffer Vacuum (Stock Exchange Symbol PFV, ISIN DE0006916604) is one of the world's leading providers of vacuum solutions. In addition to a full range of hybrid and magnetically levitated turbopumps, the product portfolio comprises backing pumps, measurement and analysis devices, components as well as vacuum chambers and systems. Ever since the invention of the turbopump by Pfeiffer Vacuum, the company has stood for innovative solutions and high-tech products that are used in the Analytics, Industry, Research & Development, Coating and Semiconductor markets. Founded in 1890, Pfeiffer Vacuum is active throughout the world today. The company employs a workforce of some 2,200 people and has more than 20 subsidiaries. For more information, please visit [www.pfeiffer-vacuum.com](http://www.pfeiffer-vacuum.com)

**Consolidated Statements of Income (unaudited)**

|                                                   | Three months ended |                               | Six months ended |                               |
|---------------------------------------------------|--------------------|-------------------------------|------------------|-------------------------------|
|                                                   | June 30,           |                               | June 30,         |                               |
|                                                   | 2013               | 2012<br>adjusted <sup>1</sup> | 2013             | 2012<br>adjusted <sup>1</sup> |
|                                                   | in K€              | in K€                         | in K€            | in K€                         |
| Net sales                                         | 99,988             | 110,347                       | 199,953          | 242,302                       |
| Cost of sales                                     | -63,300            | -70,280                       | -127,655         | -155,220                      |
| <b>Gross profit</b>                               | <b>36,688</b>      | <b>40,067</b>                 | <b>72,298</b>    | <b>87,082</b>                 |
| Selling and marketing expenses                    | -13,022            | -12,393                       | -25,734          | -25,955                       |
| General and administrative expenses               | -7,655             | -8,240                        | -15,517          | -16,408                       |
| Research and development expenses                 | -5,598             | -5,573                        | -11,177          | -11,038                       |
| Other operating income                            | 709                | 2,563                         | 4,299            | 4,685                         |
| Other operating expenses                          | -935               | -196                          | -2,861           | -1,838                        |
| <b>Operating profit</b>                           | <b>10,187</b>      | <b>16,228</b>                 | <b>21,308</b>    | <b>36,528</b>                 |
| Financial expenses                                | -272               | -908                          | -564             | -1,591                        |
| Financial income                                  | 161                | 234                           | 320              | 444                           |
| <b>Earnings before taxes</b>                      | <b>10,076</b>      | <b>15,554</b>                 | <b>21,064</b>    | <b>35,381</b>                 |
| Income taxes                                      | -3,177             | -4,870                        | -6,635           | -11,099                       |
| <b>Net income</b>                                 | <b>6,899</b>       | <b>10,684</b>                 | <b>14,429</b>    | <b>24,282</b>                 |
| Thereof attributable to:                          |                    |                               |                  |                               |
| <b>Pfeiffer Vacuum Technology AG shareholders</b> | <b>6,899</b>       | <b>10,600</b>                 | <b>14,429</b>    | <b>24,110</b>                 |
| Non-controlling interests                         | -                  | 84                            | -                | 172                           |
| <b>Earnings per share (in €):</b>                 |                    |                               |                  |                               |
| Basic                                             | 0.70               | 1.07                          | 1.46             | 2.44                          |
| Diluted                                           | 0.70               | 1.07                          | 1.46             | 2.44                          |

<sup>1</sup> Due to the retroactive application of IAS 19 "Employee Benefits" some of the numbers shown were adjusted and thus differ from the amounts shown in the Half Year Financial Report for the first half year 2012 or the 2012 Annual Report, respectively.

### Consolidated Balance Sheets (unaudited)

|                                                             | June 30,<br>2013 | December 31,<br>2012           |
|-------------------------------------------------------------|------------------|--------------------------------|
|                                                             | in K€            | adjusted <sup>1</sup><br>in K€ |
| <b>Assets</b>                                               |                  |                                |
| Intangible assets                                           | 84,297           | 87,505                         |
| Property, plant and equipment                               | 89,384           | 93,465                         |
| Investment properties                                       | 556              | 568                            |
| Shares in associated companies                              | 1,600            | 1,600                          |
| Deferred tax assets                                         | 16,186           | 16,294                         |
| Other non-current assets                                    | 5,092            | 4,520                          |
| <b>Total non-current assets</b>                             | <b>197,115</b>   | <b>203,952</b>                 |
| Inventories                                                 | 73,788           | 76,194                         |
| Trade accounts receivable                                   | 56,479           | 55,262                         |
| Other accounts receivable                                   | 14,377           | 11,945                         |
| Prepaid expenses                                            | 1,780            | 1,987                          |
| Cash and cash equivalents                                   | 81,939           | 102,006                        |
| <b>Total current assets</b>                                 | <b>228,363</b>   | <b>247,394</b>                 |
| <b>Total assets</b>                                         | <b>425,478</b>   | <b>451,346</b>                 |
| <b>Shareholders' equity and liabilities</b>                 |                  |                                |
| <b>Equity</b>                                               |                  |                                |
| Share capital                                               | 25,261           | 25,261                         |
| Additional paid-in capital                                  | 96,245           | 96,245                         |
| Retained earnings                                           | 153,545          | 173,159                        |
| Other equity components                                     | -18,749          | -17,682                        |
| <b>Equity of Pfeiffer Vacuum Technology AG shareholders</b> | <b>256,302</b>   | <b>276,983</b>                 |
| Non-controlling interests                                   | -                | -                              |
| <b>Total equity</b>                                         | <b>256,302</b>   | <b>276,983</b>                 |
| Financial liabilities                                       | 50,322           | 50,385                         |
| Provisions for pensions                                     | 29,529           | 28,916                         |
| Deferred tax liabilities                                    | 13,171           | 13,659                         |
| <b>Total non-current liabilities</b>                        | <b>93,022</b>    | <b>92,960</b>                  |
| Trade accounts payable                                      | 23,393           | 24,928                         |
| Other accounts payable                                      | 19,175           | 20,049                         |
| Provisions                                                  | 25,843           | 26,136                         |
| Income tax liabilities                                      | 1,810            | 3,731                          |
| Customer deposits                                           | 4,525            | 4,803                          |
| Financial liabilities                                       | 1,408            | 1,756                          |
| <b>Total current liabilities</b>                            | <b>76,154</b>    | <b>81,403</b>                  |
| <b>Total shareholders' equity and liabilities</b>           | <b>425,478</b>   | <b>451,346</b>                 |

<sup>1</sup> Due to the retroactive application of IAS 19 "Employee Benefits" some of the numbers shown were adjusted and thus differ from the amounts shown in the Half Year Financial Report for the first half year 2012 or the 2012 Annual Report, respectively.

### Consolidated Statements of Cash Flows (unaudited)

|                                                                       | Six months ended June 30, |                       |
|-----------------------------------------------------------------------|---------------------------|-----------------------|
|                                                                       | 2013                      | 2012                  |
|                                                                       |                           | adjusted <sup>1</sup> |
|                                                                       | in K€                     | in K€                 |
| <b>Cash flow from operating activities:</b>                           |                           |                       |
| Net income                                                            | 14,429                    | 24,282                |
| Depreciation/amortization                                             | 10,128                    | 9,915                 |
| Other non-cash income/expenses                                        | 721                       | 3,192                 |
| Effects of changes of assets and liabilities:                         |                           |                       |
| Inventories                                                           | 994                       | -872                  |
| Receivables and other assets                                          | -5,396                    | -468                  |
| Provisions, including pensions, and income tax liabilities            | -1,351                    | -3,357                |
| Payables, other liabilities                                           | -2,488                    | 336                   |
| <b>Net cash provided by operating activities</b>                      | <b>17,037</b>             | <b>33,028</b>         |
| <b>Cash flow from investing activities:</b>                           |                           |                       |
| Capital expenditures                                                  | -3,537                    | -3,364                |
| Proceeds from disposals of fixed assets                               | 84                        | 160                   |
| <b>Net cash used in investing activities</b>                          | <b>-3,453</b>             | <b>-3,204</b>         |
| <b>Cash flow from financing activities:</b>                           |                           |                       |
| Dividend payment                                                      | -34,043                   | -31,083               |
| Redemptions of financial liabilities                                  | -328                      | -20,793               |
| <b>Net cash used in financing activities</b>                          | <b>-34,371</b>            | <b>-51,876</b>        |
| Effects of foreign exchange rate changes on cash and cash equivalents | 720                       | -20                   |
| <b>Net decrease in cash and cash equivalents</b>                      | <b>-20,067</b>            | <b>-22,072</b>        |
| Cash and cash equivalents at beginning of period                      | 102,006                   | 108,293               |
| <b>Cash and cash equivalents at end of period</b>                     | <b>81,939</b>             | <b>86,221</b>         |

<sup>1</sup> Due to the retroactive application of IAS 19 "Employee Benefits" some of the numbers shown were adjusted and thus differ from the amounts shown in the Half Year Financial Report for the first half year 2012 or the 2012 Annual Report, respectively.