

PRESS RELEASE

Pfeiffer Vacuum announces results for the first quarter of 2013

- Revenues correspond to market development
- Decline in revenues offset improvements in profitability
- Order intake indicates an upturn

Asslar, May 7, 2013. Revenues of € 100.0 million were achieved by Pfeiffer Vacuum in the first quarter of 2013.

Key figures at a glance:

	Q1/2013	Q1/2012*	Change
Sales Revenues	€ 100.0 million	€ 132.0 million	- 24.2 %
Operating profit (EBIT)	€ 11.1 million	€ 20.3 million	- 45.2 %
Net income	€ 7.5 million	€ 13.6 million	- 44.6 %
Earnings per share	€ 0.76	€ 1.37	- 44.5 %
Order intake	€ 104.1 million	€ 136.8 million	- 23.9 %
Orders in hand	€ 75.9 million	€ 92.4 million	- 17.9 %

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

“Considering that we started the year 2013 with an order intake of € 97 million in the fourth quarter of 2012, we can be reasonably satisfied with a revenue level that is greater than this”, comments Manfred Bender, Chairman of the Management Board of Pfeiffer Vacuum. “We have always said that the first half of 2013 will be affected by a difficult market environment. This also counters our efforts to improve profitability. With regard to order intake, however, an upturn is already apparent”.

The situation of customers in Europe has improved to a certain extent. Sales revenues there fell by just 5.1 percent to € 46.9 million (previous year: € 49.4 million). In contrast, sales revenues in Asia fell by 43.8 percent to € 31.4 million (previous year: € 55.8 million). In the

Americas revenues decreased by 18.8 percent to € 21.5 million (previous year: € 26.5 million).

Looking at revenues for different product categories, Pfeiffer Vacuum saw an improvement of 7.0 percent for services, which rose to € 20.7 million (previous year: € 19.3 million). Turbopumps showed a decrease in revenues of 11.3 percent, falling to € 31.8 million (previous year: € 35.8 million). Sales revenues for instruments and components fell by 29.7 percent to € 24.1 million (previous year: € 34.2 million). For backing pumps, sales revenues amounted to € 21.9 million, which corresponds to a decrease of 44.2 percent (previous year: € 39.2 million). With regard to systems, sales revenues halved to € 1.6 million (previous year: € 3.4 million).

A slight rise of 0.7 percent to € 12.8 million was achieved in sales revenues for Coatings (previous year: € 12.7 million). Sales revenues in the market segment Industry decreased by 2.2 percent to € 27.7 million in the first quarter of 2013 (previous year: € 28.3 million). Sales revenues in the semiconductor market fell by 50.9 percent to € 26.0 million (previous year: € 52.9 million). The Analytics market segment showed a decrease in revenues of 12.8 percent, falling to € 19.9 million (previous year: € 22.8 million). In Research and Development, sales revenues amounted to € 13.6 million, which represents a decrease of 10.7 percent (previous year: € 15.3 million).

New orders in the first quarter of 2013 at € 104.1 million were 23.9 percent below last year's level (previous year: € 136.8 million). Compared to the previous quarter, however, it is an improvement of 6.9 percent (Q4 2012: € 97.4 million), which indicates a positive trend. The book-to-bill ratio, the ratio of orders to sales revenue, as at March 31, 2013 was 1.04 (previous year: 1.04). Orders on hand at € 75.9 million showed a reduction of 17.9 percent compared to the previous comparable period (previous year: € 92.4 million). Here too there is an increase over the previous quarter of 5.7 percent (as at December 31, 2012: € 71.8 million).

Despite a decline in sales revenues of 24.2 percent, the gross profit margin remained exactly at the level of the previous year, namely 35.6 percent. Measures taken to improve efficiency are making an impact here. In absolute values, the gross profit fell by 24.3 percent to € 35.6 million (previous year: € 47.0 million). The operating profit of € 11.1 million remained 45.2 percent below that of the previous year (previous year: € 20.3 million). This resulted in an EBIT margin of 11.1 percent (previous year: 15.2 percent). Income after tax amounted to € 7.5 million, which is a decrease of 44.6 percent compared to the last year (previous year: € 13.6 million). Correspondingly, earnings per share amounted to € 0.76 (previous year: € 1.37).

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

Contact:
Pfeiffer Vacuum Technology AG

Investor Relations
Dr. Brigitte Loos
T +49 6441 802 1346
F +49 6441 802 1365
Brigitte.Loos@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 markets Analytics, Industry, Research & Development, Coating and Semiconductor. Founded in 1890, Pfeiffer Vacuum is active throughout the world today. The company employs a workforce of some 2,300 people and has more than 20 subsidiaries. For more information, please visit www.pfeiffer-vacuum.com

Consolidated Statements of Income (unaudited)

	Three months ended March 31,	
	2013	2012
		adjusted ¹
	in K€	in K€
Net sales	99,965	131,955
Cost of sales	-64,355	-84,940
Gross profit	35,610	47,015
Selling and marketing expenses	-12,712	-13,562
General and administrative expenses	-7,862	-8,168
Research and development expenses	-5,579	-5,465
Other operating income	3,590	2,122
Other operating expenses	-1,926	-1,642
Operating profit	11,121	20,300
Financial expenses	-292	-683
Financial income	159	210
Earnings before taxes	10,988	19,827
Income taxes	-3,458	-6,229
Net income	7,530	13,598
Thereof attributable to:		
Pfeiffer Vacuum Technology AG shareholders	7,530	13,510
Non-controlling interests	-	88
Earnings per share (in €):		
Basic	0.76	1.37
Diluted	0.76	1.37

¹ 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 Quarterly Financial Report for the first quarter 2012 or the 2012 Annual Report, respectively.

Consolidated Balance Sheets (unaudited)

	March 31, 2013	December 31, 2012
	in K€	in K€
Assets		
Intangible assets	85,884	87,505
Property, plant and equipment	90,992	93,465
Investment properties	562	568
Shares in associated companies	1,600	1,600
Deferred tax assets	16,368	16,294
Other non-current assets	5,355	4,520
Total non-current assets	200,761	203,952
Inventories	74,654	76,194
Trade accounts receivable	60,762	55,262
Other accounts receivable	14,315	11,945
Prepaid expenses	2,138	1,987
Cash and cash equivalents	105,974	102,006
Total current assets	257,843	247,394
Total assets	458,604	451,346
Shareholders' equity and liabilities		
Equity		
Share capital	25,261	25,261
Additional paid-in capital	96,245	96,245
Retained earnings	180,689	173,159
Other equity components	-17,155	-17,682
Equity of Pfeiffer Vacuum Technology AG shareholders	285,040	276,983
Non-controlling interests	-	-
Total equity	285,040	276,983
Financial liabilities	50,358	50,385
Provisions for pensions	29,787	28,916
Deferred tax liabilities	13,430	13,659
Total non-current liabilities	93,575	92,960
Trade accounts payable	21,553	24,928
Other accounts payable	20,642	20,049
Provisions	28,363	26,136
Income tax liabilities	3,317	3,731
Customer deposits	4,401	4,803
Financial liabilities	1,713	1,756
Total current liabilities	79,989	81,403
Total shareholders' equity and liabilities	458,604	451,346

¹ Due to the retroactive application of IAS 19 "Employee Benefits" some of the numbers shown were adjusted und thus differ from the amounts shown in the Quarterly Financial Report for the first quarter 2012 or the 2012 Annual Report, respectively.

Consolidated Statements of Cash Flows (unaudited)

	Three months ended March 31,	
	2013	2012
		adjusted ¹
	in K€	in K€
Cash flow from operating activities:		
Net income	7,530	13,598
Depreciation/amortization	5,111	4,930
Other non-cash income/expenses	918	617
Effects of changes of assets and liabilities:		
Inventories	1,117	1,553
Receivables and other assets	-8,887	-8,118
Provisions, including pensions, and income tax liabilities	2,602	3,564
Payables, other liabilities	-3,495	4,127
Net cash provided by operating activities	4,896	20,271
Cash flow from investing activities:		
Capital expenditures	-1,076	-1,458
Proceeds from disposals of fixed assets	12	133
Net cash used in investing activities	-1,064	-1,325
Cash flow from financing activities:		
Redemptions of financial liabilities	-67	-13,024
Net cash used in financing activities	-67	-13,024
Effects of foreign exchange rate changes on cash and cash equivalents	203	-252
Net increase in cash and cash equivalents	3,968	5,670
Cash and cash equivalents at beginning of period	102,006	108,293
Cash and cash equivalents at end of period	105,974	113,963

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