PRESS RELEASE

Pfeiffer Vacuum: H1 2018 Sales increase by 22.4% compared to the previous year

- Sales increase to EUR 338.2 million: +22.4%
- EBIT reaches EUR 47.8 million: +36.2%
- EBIT-margin: 14.1%, adjusted: 15.3%
- Order intake: EUR 174 million in Q2 2018

Asslar, August 2, 2018. Pfeiffer Vacuum, a leading global manufacturer of vacuum solutions, managed to increase sales by 22.4% to EUR 338.2 million compared to the previous year, a continuation of its encouraging start to the first half of the year. Of its total sales, EUR 33.4 million was generated by the companies acquired in 2017, which allowed for growth of 12.9% from stock units to be recorded. EBIT rose to EUR 47.8 million or by 36.2%. The EBIT-margin was 14.1%. Adjusted for PPA-effects, EBIT reached EUR 51.7 million at an adjusted EBIT-margin of 15.3%. The order intake in the second quarter, which was again positive at EUR 174.0 million, indicates the expected delays in orders from semiconductor customers. Accordingly subdued development has been confirmed for the second half of the year. The book-to-bill ratio as of June 30, 2018 amounted to 1.09.

Overview of key figures:

	H1 2018	**H1 2017***	**Change**
Sales	€ 338.2 million	€ 276.2 million	+22.4%
thereof from acquisitions	€ 33.4 million	€ 6.2 million	
EBIT	€ 47.8 million	€ 35.1 million	+36.2%
Adjusted EBIT	€ 51.7 million	€ 35.9 million	+43.8%
Net result	€ 34.4 million	€ 24.2 million	+41.9%
Earnings per share	€ 3.48	€ 2.46	+41.5%
Order intake	€ 368.0 million	€ 318.5 million	+15.5%
thereof from acquisitions	€ 37.9 million	€ 22.9 million	
Order backlog	€ 157.2 million	€ 114.6 million	+37.2%

	Q2 2018	Q2 2017*	Change
Sales	€ 167.8 million	€ 139.3 million	+20.5%
thereof from acquisitions	€ 17.3 million	€ 4.1 million	
EBIT	€ 20.3 million	€ 13.9 million	+45.8%
Adjusted EBIT	€ 22.3 million	€ 14.6 million	+52.9%
Net result	€ 14.6 million	€ 9.6 million	+52.9%
Earnings per share	€ 1.48	€ 0.79	+52.6%
Order intake	€ 174.0 million	€ 172.0 million	+1.2%
thereof from acquisitions	€ 20.9 million	€ 18.8 million	+13%

*H1 and Q2 2017 values adjusted in some cases according to effects from the purchase price allocation for the companies Nor-Cal, ATC and Dreebit, which was carried out retroactively

Nathalie Benedikt, CFO comments: "Pfeiffer Vacuum was able to increase sales and earnings in the second quarter. We are in line with the three-year investment program. In the first half of the year, investments amounting to approximately EUR 20 million were commissioned in machines, buildings and IT infrastructure. In the second quarter EUR 8.9 million has been capitalized."

Additional sales were gained across all business units in the first half of the year. Business in the coatings market developed exceptionally well with an increase of 62.1% to a volume of EUR 53.8 million. Announcements of cuts in public funds for solar energy feed in tariffs by the Chinese government do not have an impact on our business according to current estimates. In the semiconductor customer market, sales increased by 26.9% to a record volume of EUR 136.1 million. Analytics business increased by 21.1% to EUR 57.7 million compared to the same period in the previous year. Sales increased by 6.7% to EUR 29.5 million with research and development customers. At EUR 61.2 million, sales were stable in the heterogeneous business with industrial customers compared to the previous year.

According to product groups, turbopumps and backing pumps, with sales of EUR 94.4 million and EUR 80.6 million, achieved the highest organically generated growth compared to the previous year of 13.3% and 18.9%, respectively. Business in instruments and components recorded a significant volume in the first half of the year of EUR 100.1 million, rising by 52.6%. This figure includes acquisition-related growth of EUR 30.6 million. Systems showed an extremely pleasing performance with an increase of 57.0% compared to the previous year to a volume of EUR 8.5 million. Service achieved slightly improved sales compared to the previous year of EUR 54.7 million.

From a regional perspective, Asia continues to be the most important sales market for vacuum solutions, with a sales volume of EUR 133.1 million. This is followed by Europe with sales of EUR 120.0 million in the first half of the year and North and South America with EUR 85.1 million. In relative terms, especially taking into account the acquisition-related share of sales of EUR 26.4 million, North and South America showed the largest increase by far of 36.4% compared to the previous year.

In a quarter on quarter analysis gross margin was reduced by 4.3 percentage points to 33.5% in the second quarter, due to the product and customer mix and a lower amount of production days because of federal holidays and vacation days.

For Dr. Eric Taberlet, CEO of Pfeiffer Vacuum Technology AG, the figures confirm the expected developments. “The latest market data from the semiconductor industry and the delays in the capacity extensions of our customers relativize the record levels from the beginning of the year. Nevertheless, we are convinced that we will achieve our goals for the year as a whole. The increased momentum in implementing our strategy will allow us to expand our locations in Romania, North America and Vietnam in the second half of the year.”

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Short profile
Pfeiffer Vacuum (ticker symbol PFV, ISIN DE0006916604) is a leading global manufacturer of vacuum solutions. Among a full range of hybrid and magnetically levitated turbopumps, the portfolio comprises backing pumps, measurement and analysis devices, components and vacuum chambers and systems. Pfeiffer Vacuum has stood for innovative solutions and high-tech products in analytics, industry, research & development, coating and semiconductor markets since its invention of the turbopump in 1958. Founded in 1890, Pfeiffer Vacuum is active worldwide today. Pfeiffer Vacuum has eight manufacturing sites in Europe, Asia and North America. The company employs approx. 3,000 employees worldwide and has over 20 sales and service companies.

For more information, please go to: group.pfeiffer-vacuum.com

Consolidated Statements of Income (unaudited)
PFEIFFER VACUUM TECHNOLOGY AG

	Three months ended June 30,		Six months ended June 30,	
	2018	2017	**2018**	2017
		adjusted[1]		adjusted[1]
	in K€	in K€	in K€	in K€
Net sales	167,791	139,290	338,212	276,237
Cost of sales	-111,564	-90,726	-217,583	-175,180
Gross profit	**56,227**	48,564	**120,629**	101,057
Selling and marketing expenses	-17,816	-15,068	-35,350	-29,485
General and administrative expenses	-13,210	-13,255	-25,762	-24,008
Research and development expenses	-7,223	-6,829	-14,050	-13,401
Other operating income	3,419	4,264	5,402	6,222
Other operating expenses	-1,100	-3,752	-3,116	-5,336
Operating profit	**20,297**	13,924	**47,753**	35,049
Financial expenses	-153	-233	-346	-320
Financial income	73	46	135	78
Earnings before taxes	**20,217**	13,737	**47,542**	34,807
Income taxes	-5,600	-4,176	-13,169	-10,581
Net income	**14,617**	9,561	**34,373**	24,226
Earnings per share (in €):				
Basic	1.48	0.97	3.48	2.46
Diluted	1.48	0.97	3.48	2.46

[1] Due to the completion of the purchase price allocation for the Dreebit, ATC and Nor-Cal acquisitions in fiscal 2017 some of the amounts shown above were adjusted retroactively and thus differ from the amounts reported in the Half Year Financial Statements for the second quarter 2017.

PFEIFFER VACUUM

Consolidated Balance Sheets (unaudited)
PFEIFFER VACUUM TECHNOLOGY AG

	June 30, 2018	December 31, 2017
	in K€	in K€
Assets		
Intangible assets	109,565	110,814
Property, plant and equipment	112,207	106,949
Investment properties	436	448
Deferred tax assets	23,000	23,037
Other non-current assets	4,825	3,840
Total non-current assets	**250,033**	245,088
Inventories	125,735	113,384
Trade accounts receivable	88,152	80,061
Income tax receivables	2,879	3,159
Prepaid expenses	4,227	2,475
Other accounts receivable	12,652	11,792
Cash and cash equivalents	97,167	97,402
Total current assets	**330,812**	308,273
Total assets	**580,845**	553,361
Shareholders' equity and liabilities		
Share capital	25,261	25,261
Additional paid-in capital	96,245	96,245
Retained earnings	244,385	229,747
Other equity components	-27,717	-30,316
Equity of Pfeiffer Vacuum Technology AG shareholders	**338,174**	320,937
Financial liabilities	60,215	60,248
Provisions for pensions	51,248	50,034
Deferred tax liabilities	4,037	3,988
Total non-current liabilities	**115,500**	114,270
Trade accounts payable	41,519	40,814
Customer deposits	12,850	7,678
Other accounts payable	26,029	22,333
Provisions	39,349	39,894
Income tax liabilities	7,225	7,354
Financial liabilities	199	81
Total current liabilities	**127,171**	118,154
Total shareholders' equity and liabilities	**580,845**	553,361

Consolidated Statements of Cash Flows (unaudited)
PFEIFFER VACUUM TECHNOLOGY AG

	Six months ended June 30,	
	2018	2017
		adjusted[1]
	in K€	in K€
Cash flow from operating activities:		
Net income	34,373	24,226
Depreciation/amortization	10,256	9,599
Other non-cash income/expenses	1,022	518
Effects of changes of assets and liabilities:		
Inventories	-12,633	-10,628
Receivables and other assets	-10,864	-744
Provisions, including pensions, and income tax liabilities	380	-1,549
Payables, other liabilities	9,334	5,213
Net cash provided by operating activities	**31,868**	26,635
Cash flow from investing activities:		
Payments for acquisitions	-	-74,594
Capital expenditures	-12,529	-12,342
Proceeds from disposals of fixed assets	129	82
Net cash used in investing activities	**-12,400**	-86,854
Cash flow from financing activities:		
Proceeds from increase of financial liabilities	77	70,000
Dividend payment	-19,735	-35,524
Redemptions of financial liabilities	-	-15,661
Net cash provided by/used in financing activities	**-19,658**	18.815
Effects of foreign exchange rate changes on cash and cash equivalents	-45	314
Net change in cash and cash equivalents	**-235**	-41,091
Cash and cash equivalents at beginning of period	97,402	110,032
Cash and cash equivalents at end of period	**97,167**	68,941

[1] Due to the completion of the purchase price allocation for the Dreebit, ATC and Nor-Cal acquisitions in fiscal 2017 some of the amounts shown above were adjusted retroactively and thus differ from the amounts reported in the Half Year Financial Statements for the second quarter 2017.