PFEIFFER VACUUM

TRANS-FORMATION

FOR OUR CUSTOMERS

Pfeiffer Vacuum Technology AG

Group Financial Results

First Nine Months & 3rd Quarter 2021

Investor & Analyst Conference Call

Nov. 4, 2021



01 **Company update**

02 Financial update

03 Outlook

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Record first nine months and 3rd Quarter 2021 sales and order intake



- Unprecedented demand for our products
- Stable but stressed supply chain
- Teams across the organization responded to supply chain and production increase challenges

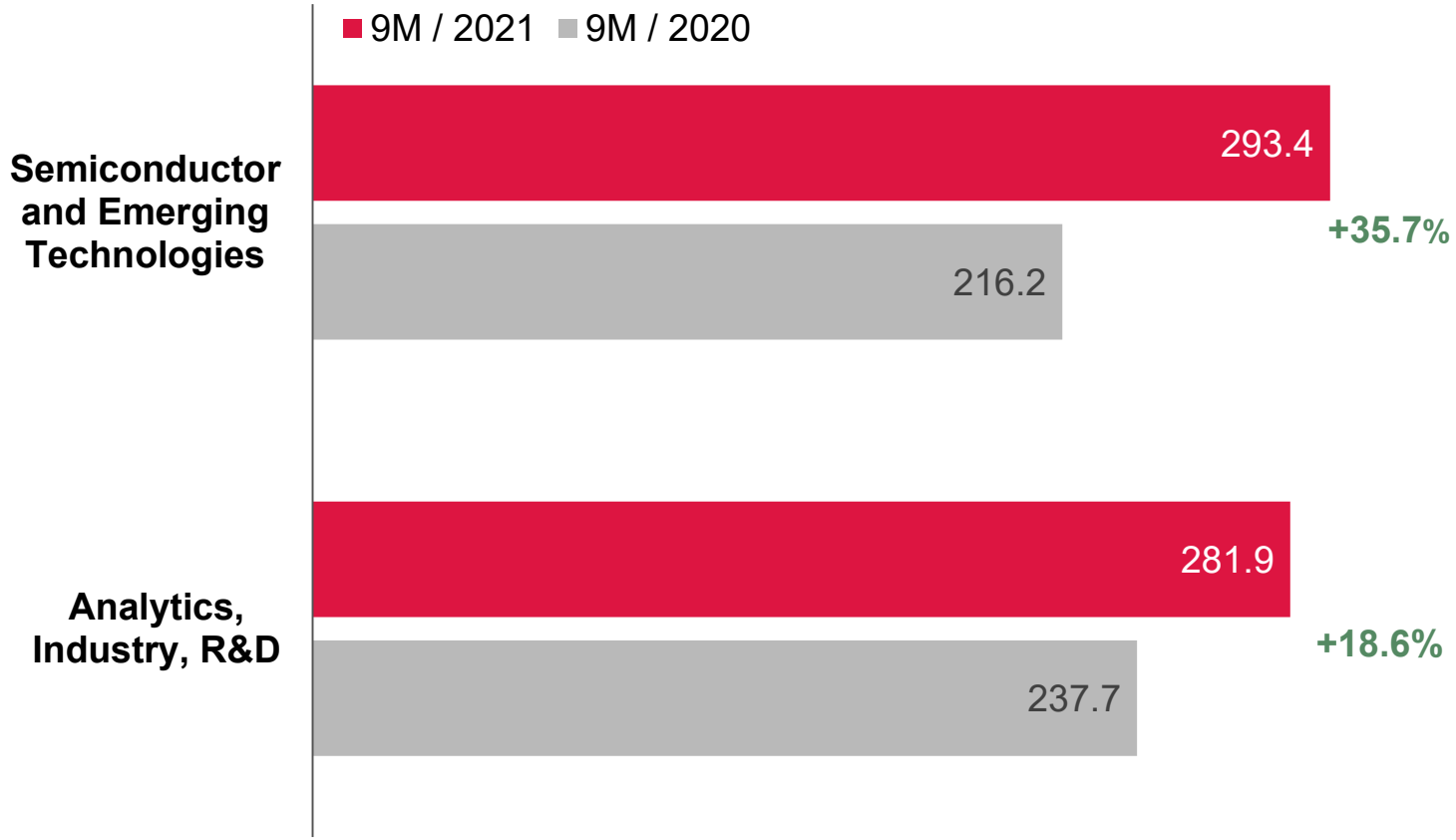
Strongest nine-months performance in Company‘s history

in € millions, except margin and ratio

	9 months / 2021	9 months / 2020	Δ
Sales	**575.3**	**453.9**	**26.7%**
EBIT margin	**12.9%**	**7.9%**	**5.0 ppts**
Order intake	**690.8**	**461.3**	**49.8%**
Book-to-bill ratio	**1.20**	**1.02**	
	Sept. 30 / 2021	Dec. 31 / 2020	Δ
Order backlog	**238.8**	**123.3**	**93.7%**

Sales in all market segments grew year-over-year

in € millions



Typical applications	in % of total sales
▪ Lithography ▪ Metrology ▪ CVD ▪ Etching ▪ Surface refinement ▪ Architectural glass ▪ Data storage ▪ Display coating (LED, OLED)	51%
▪ Mass spectrometers ▪ Electron microscopy ▪ Surface / gas analysis ▪ Leak detection ▪ General applications ▪ Electron beam welding ▪ Freeze-drying ▪ Vacuum drying ▪ Renewable energy ▪ Nano technology ▪ Particle accelerators ▪ Space simulations	49%

Sales by region - particularly strong in Asia

in € millions



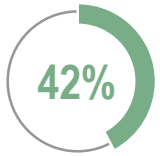
Americas

145.5 (20.5% yoy)*



Europe

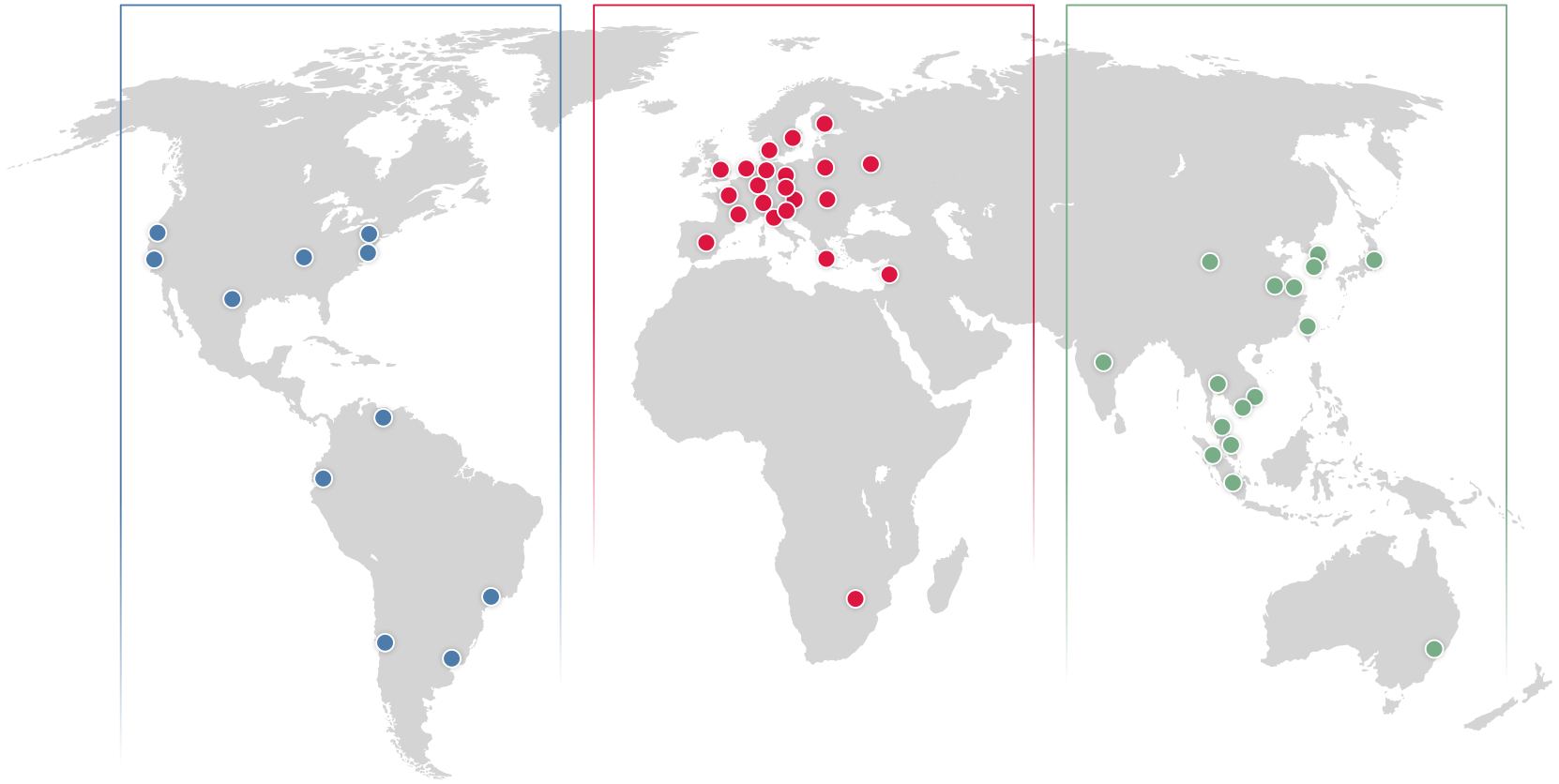
187.4 (15.4% yoy)



Asia

242.5 (+42.2% yoy)

in % of total sales



* Significant negative impact of foreign exchange rate of Euro to US-Dollar

Significant EBIT performance improvement

in € millions except margin

9M / 2021	9M / 2020	Δ
575.3	453.9	26.7%
Sales	Sales	Sales
74.0	35.7	107.3%
EBIT	EBIT	EBIT
12.9%	7.9%	5.0 ppts
Margin	Margin	Margin



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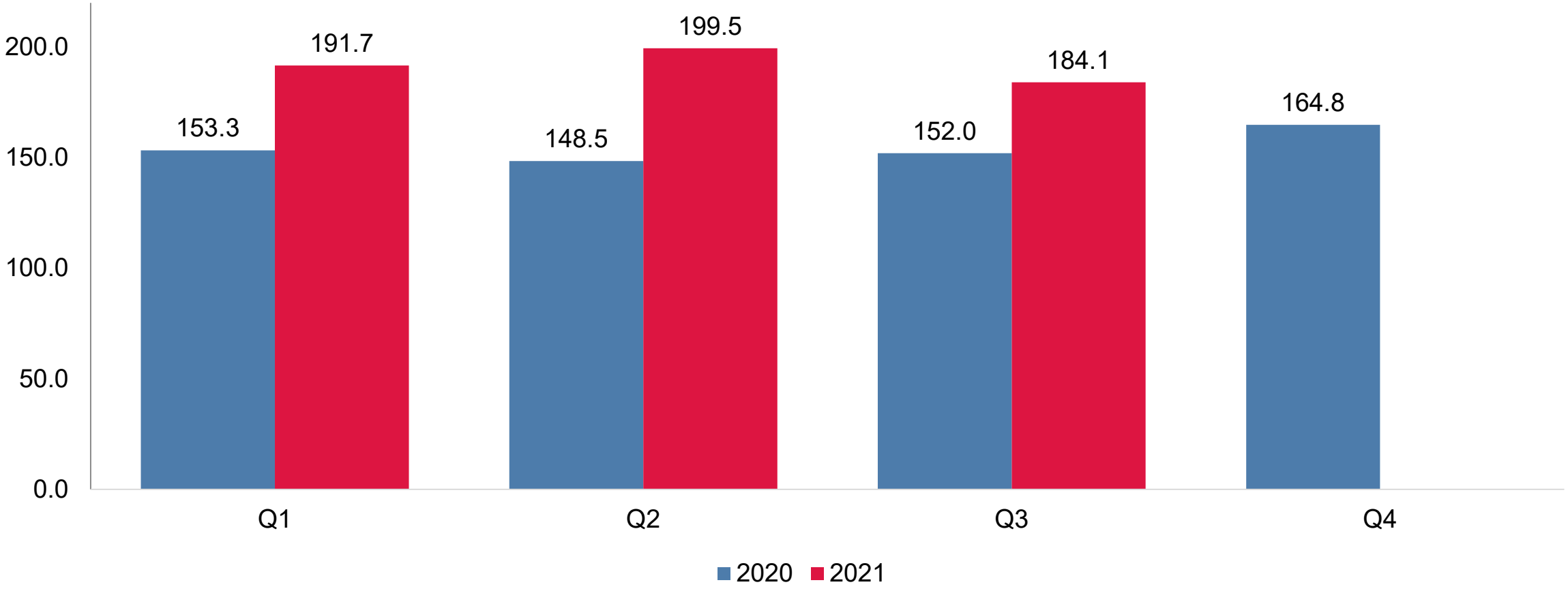
First nine months 2021 strong financial results

in € millions, except EPS

	9 months / 2021		9 months /2020		Δ
		margin		margin	
Sales	**575.3**		**453.9**		**26.7%**
Gross profit	**203.5**	**35.4%**	**158.0**	**34.8%**	**28.9%**
EBIT	**74.0**	**12.9%**	**35.7**	**7.9%**	**107.3%**
Net income	**52.1**	**9.1%**	**24.8**	**5.5%**	**110.1%**
EPS	**5.28**		**2.51**		**110.4%**

Third quarter 2021: Another strong sales quarter

In € millions



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Third quarter 2021 strong financial results

in € millions, except EPS

	Q3 / 2021		Q3 / 2020		Δ
		margin		margin	
Sales	**184.1**		**152.0**		**21.1%**
Gross profit	**67.4**	**36.6%**	**55.3**	**36.4%**	**21.7%**
EBIT	**25.9**	**14.0%**	**16.1**	**10.6%**	**60.2%**
Net income	**18.3**	**9.9%**	**11.3**	**7.4%**	**61.8%**
EPS	**1.85**		**1.14**		**62.3%**

Balance sheet items: Strong capital position

in € millions, except ratio

	Sept. 30, 2021	December 31, 2020	Δ
Total assets	**743.4**	**661.8**	**12.3%**
Intangibles	**105.3**	**100.7**	**4.5%**
Equity ratio (in %)	**59.3**	**59.2**	**0.1 ppts**
Net working capital	**199.0**	**166.2**	**19.8%**
Financial liabilities	**52.4**	**73.1**	**-28.4%**
Cash and cash equivalents	**134.3**	**122.9**	**9.3%**

Quarterly order intake and backlog at record levels in Q3 2021

in € millions, except ratio

	2020					2021		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Order intake	172.9	143.7	144.7	170.0	631.3	233.9	217.7	239.2
Book-to-bill ratio	1.13	0.97	0.95	1.03	1.02	1.22	1.09	1.30
Order backlog at end of period	130.3	125.4	118.2	123.3	123.3	165.5	183.7	238.8



01 Company update

02 Financial update

03 **Outlook**

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Outlook full year 2021: growth and improved profitability

In € millions

Sales:

between EUR 730 and EUR 750 million



Profitability:

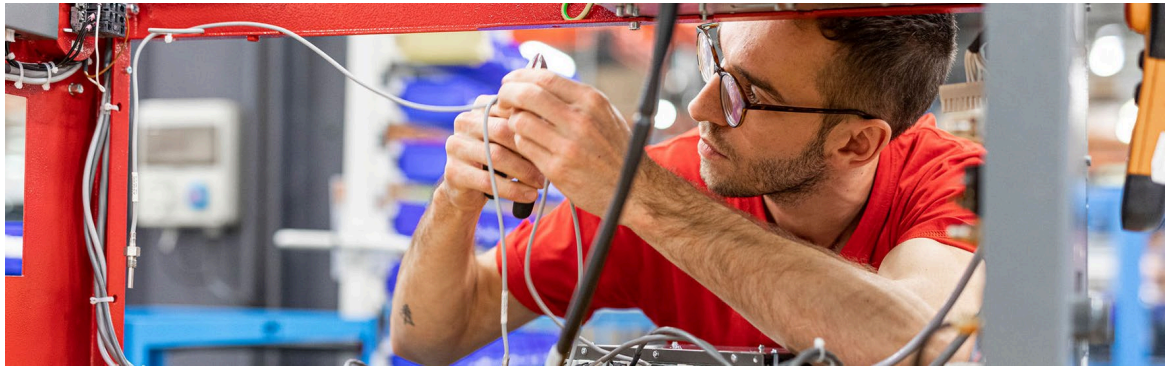
EBIT margin of 12 to 13 percent





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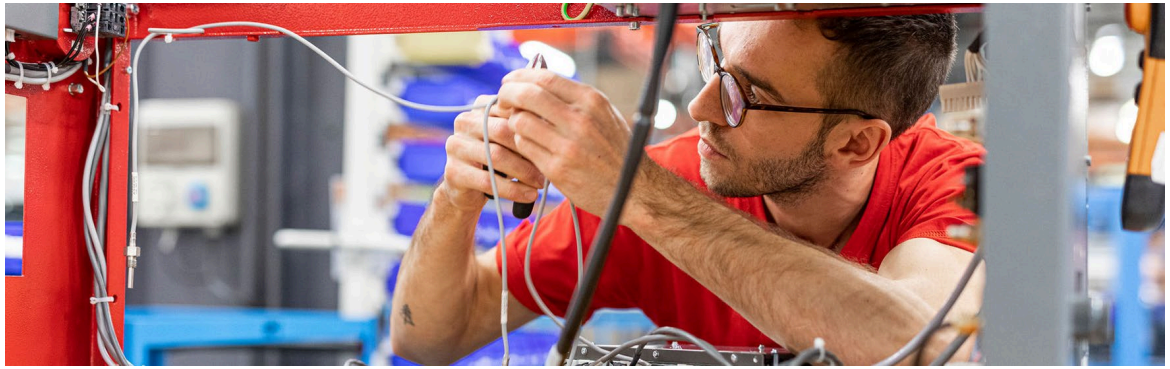
Questions and Answers





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Thank you and have a good day.







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