

PFEIFFER VACUUM TECHNOLOGY AG

Group Financial Results FY and 4th Qtr. 2021

Investor and Analyst Conference Call

March 2022



01 **Company update**

02 Financial update

03 Outlook

Military assault on Ukraine



Deeply concerned about the aggression

Stopped all deliveries to Russia and Belarus

No significant impact on business

Supporting the Ukrainians and refugees as a company and through employee initiatives

Business highlights



2021 record sales, backlog, improved profitability

Investments to position Pfeiffer Vacuum for 2022 and beyond

Very good start into 2022

Medium- to long-term goals:

- Increase market share
- Drive sustainability
- Grow sales to €1 billion

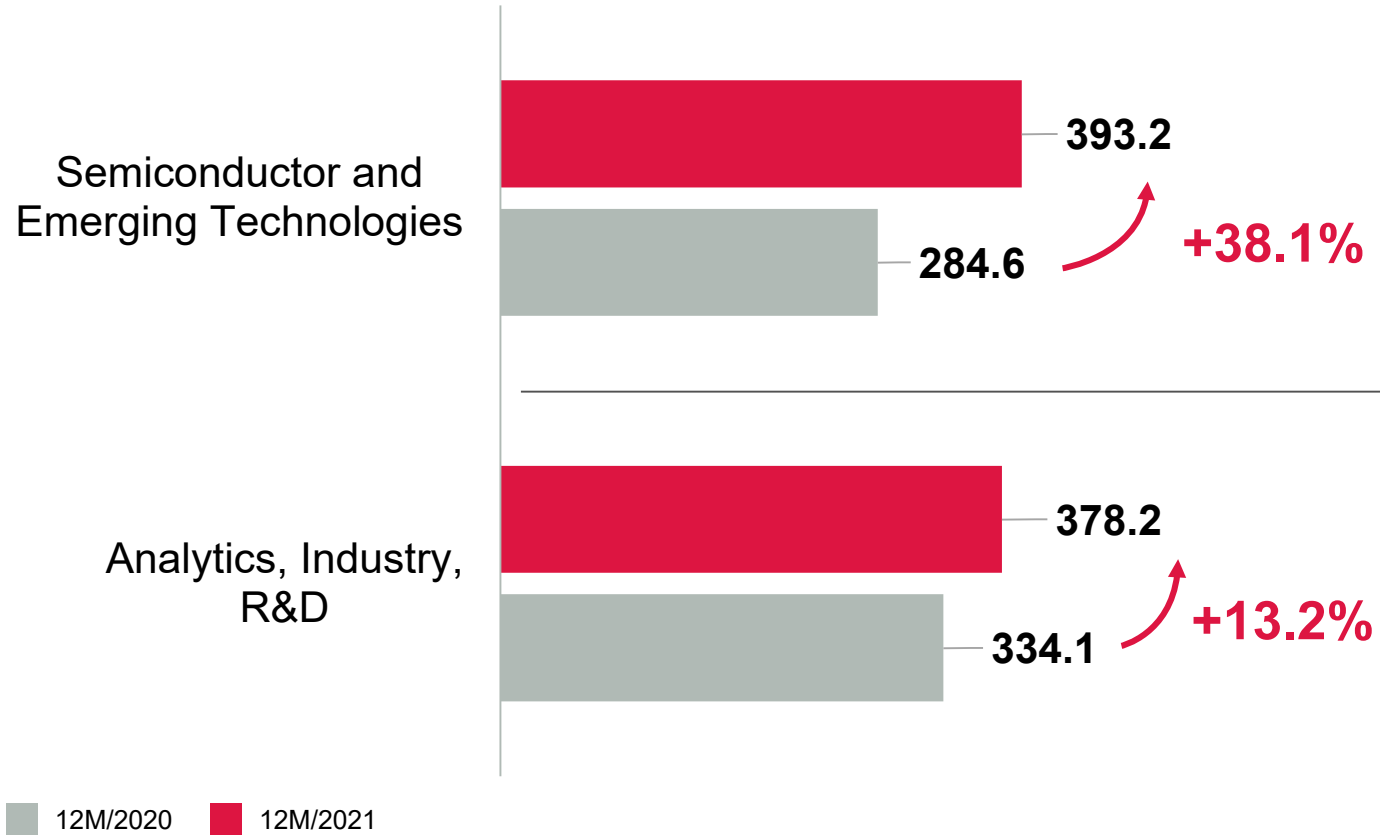
Record sales and order intake in 2021

in € millions except book-to-bill

12M / 2021	12M / 2020	Δ
771.4	618.7	24.7%
Sales	Sales	Sales
964.3	631.3	52.7%
Order intake	Order intake	Order intake
1.25	1.02	
Book-to-bill	Book-to-bill	

Sales in all market segments grew year-over-year

in € millions



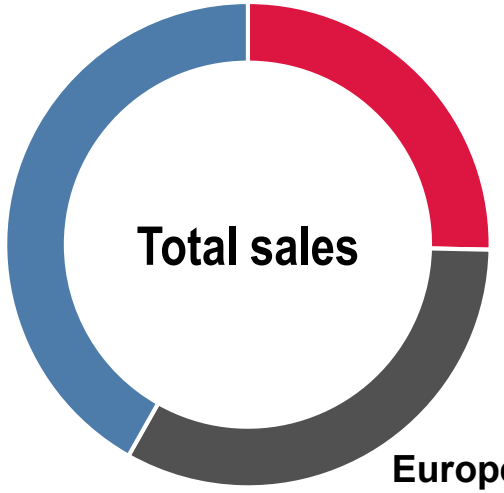
Typical applications	In % of total sales
▪ Lithography ▪ Metrology ▪ CVD ▪ Etching ▪ Data storage ▪ Display coating (LED, OLED)	51%
▪ Mass spectrometers ▪ Electron microscopy ▪ Surface/gas analysis ▪ Leak detection ▪ General applications ▪ Electron beam welding ▪ Freeze-drying ▪ Vacuum drying ▪ Renewable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

Sales by region – particularly strong in Asia

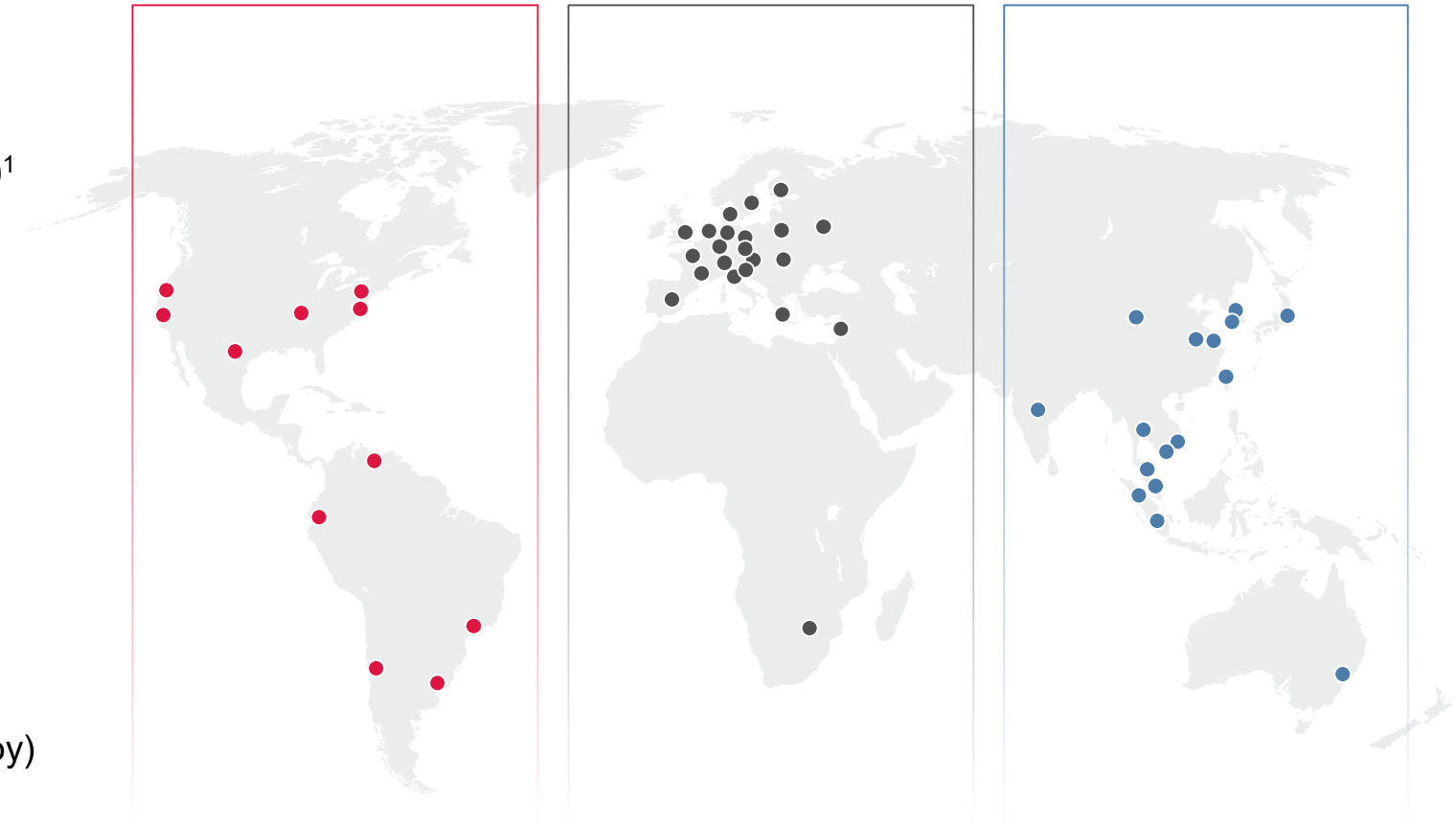
12 months 2021; in € millions

Asia
42%
322.5 (39.4% yoy)

Americas
25%
195.4 (22.1% yoy)[1]



Europe
33%
253.5 (11.5% yoy)



[1] Significant negative impact of foreign exchange rate of Euro to US Dollar

Significant EBIT improvement

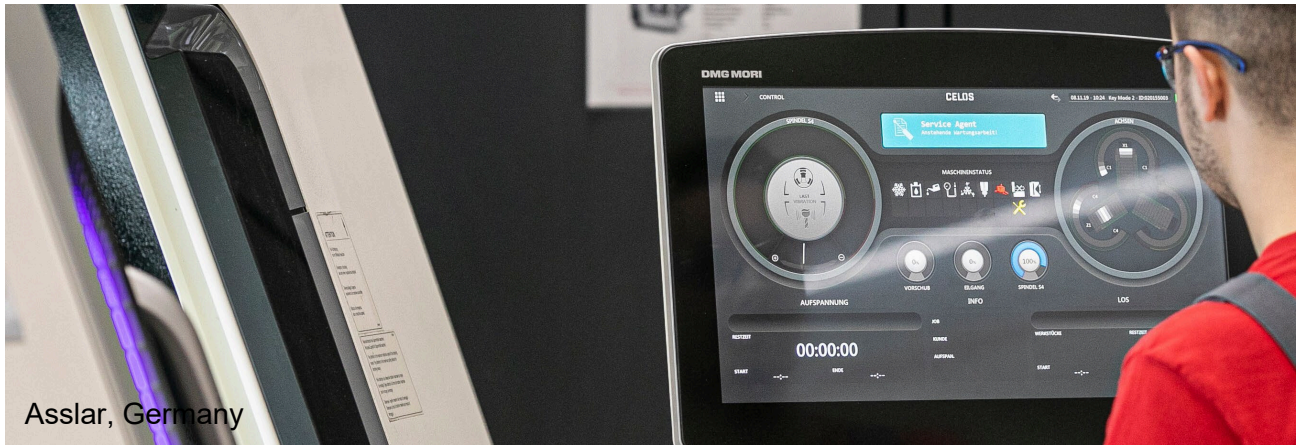
in € millions except margin

12M / 2021	12M / 2020	Δ
93.1	45.3	105.5%
EBIT[1]	EBIT[2]	EBIT
12.1%	7.3%	4.8
EBIT margin[1]	EBIT margin[2]	EBIT margin

1 Excluding €16.4 million non-cash impairment charge EBIT would have been €109.5 million and the EBIT margin 14.2%, a 5.5 point y-o-y increase excluding impairment charges in both years
2 Excluding €8.8 million non-cash impairment charge EBIT would have been €54.1 million and the EBIT margin 8.7%

Introducing new products and developing future vacuum technologies


Annecy, France



Asslar, Germany

2021 capital investments
of **€41.6 million,**
up **€11.2 million** from **2020**


Asan, Korea

Introducing new products and developing future vacuum technologies



Opening
Silicon Valley Innovation Center



Market introduction dry and explosion protected scroll pump
HiScroll ATEX



Market introduction laser-balanced turbopump
HiPace 80 neo

Pfeiffer Vacuum Strategy Update



Total estimated Pfeiffer Vacuum addressable market and market growth



2019 to 2026 growth

Market growth ranging from 4% to 8% annual growth rate

Total available market[1]

2019 about € 5.8 bn

[1] Source: ISVT; Pfeiffer Vacuum estimates as of Dec. 2020

Pfeiffer Vacuum Strategy Update



Mid- to long-term goals (3 – 10 years)



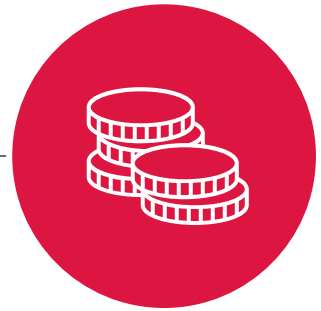
Increase our

market share



Drive

sustainability



Grow to

€ 1 billion



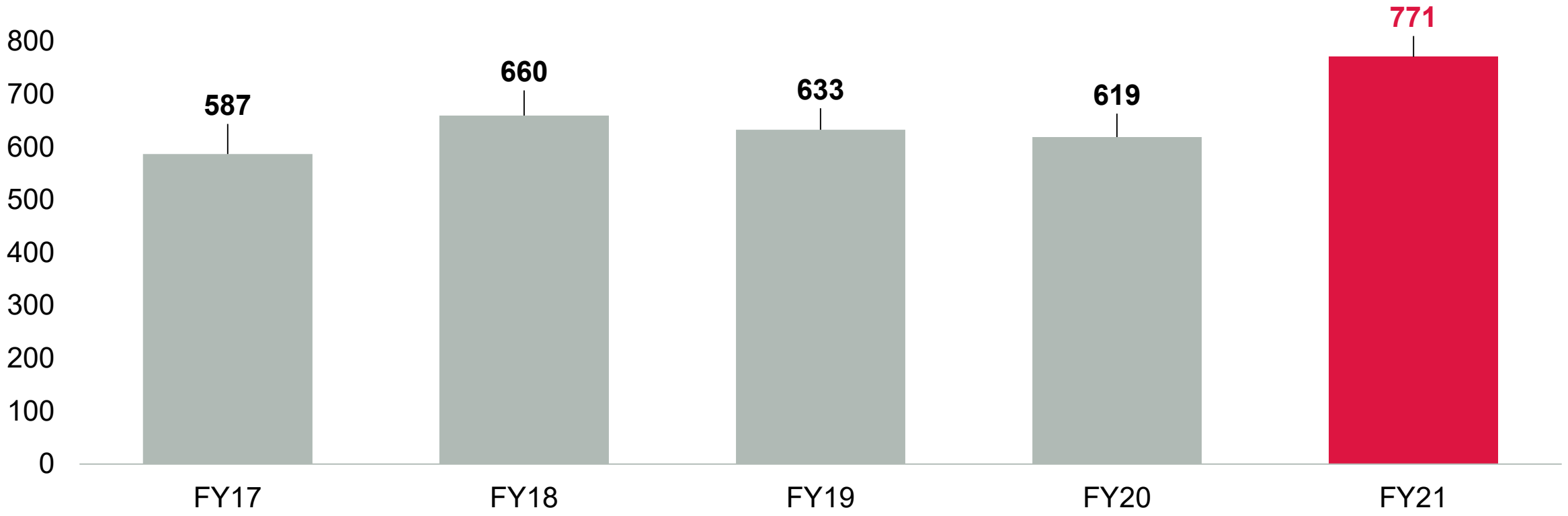
01 Company update

02 **Financial update**

03 Outlook

Annual performance 2021 a new record

in € millions



Strong twelve months financial results

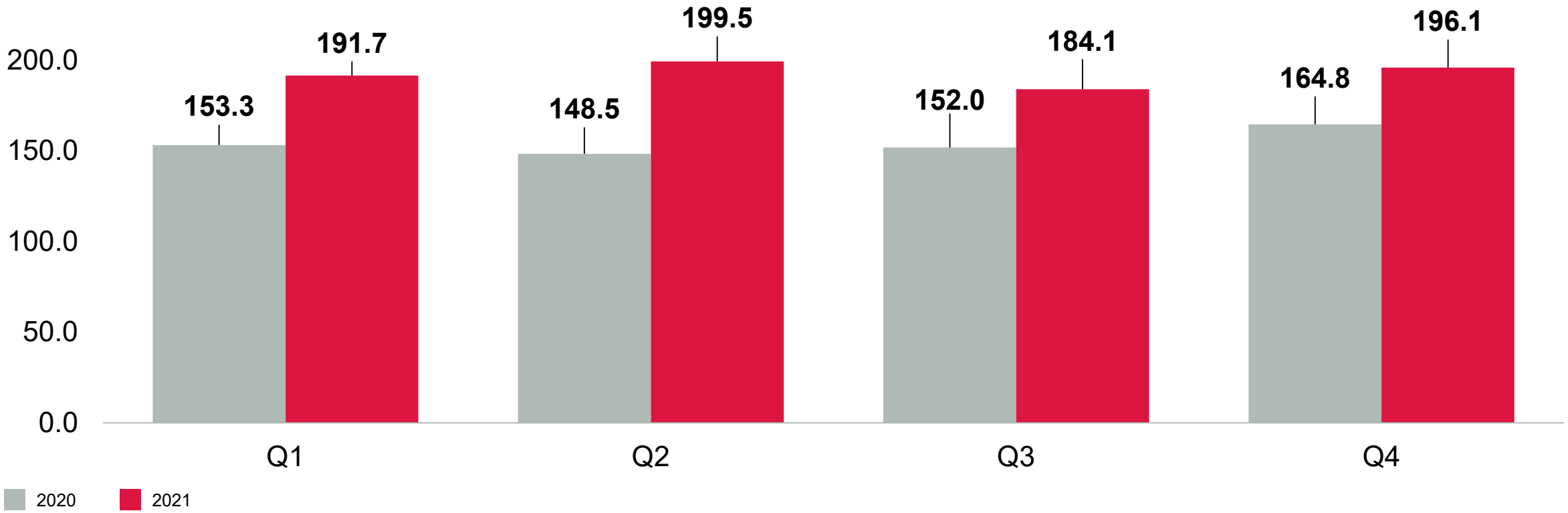
in € millions, except EPS

	Twelve months/2021[1]		Twelve months/2020[2]		Δ
		Margin		Margin	
Sales	771.4		618.7		24.7%
Gross profit	280.4	36.4%	217.0	35.1%	29.2%
EBIT	93.1	12.1%	45.3	7.3%	105.5%
Net income	62.0	8.0%	31.6	5.1%	96.2%
EPS	6.28		3.20		96.3%

1 Excluding €16.4 million non-cash impairment charge EBIT would have been €109.5 million and the EBIT margin 14.2%
2 Excluding €8.8 million non-cash impairment charge EBIT would have been €54.1 million and the EBIT margin 8.7%

Fourth quarter 2021: Another strong sales quarter

in € millions



Fourth quarter 2021 strong financial results

in € millions, except EPS

	Fourth quarter/2021[1]		Fourth quarter/2020[2]		Δ
		Margin		Margin	
Sales	196.1		164.8		19.0%
Gross profit	76.9	39.2%	59.0	35.8%	30.2%
EBIT	19.1	9.8%	9.6	5.8%	99.0%
Net income	9.9	5.0%	6.8	4.1%	45.3%
EPS	1.00		0.69		44.9%

1 Excluding €16.4 million non-cash impairment charge EBIT would have been €35.5million and the EBIT margin 18.1%
2 Excluding €8.4 million non-cash impairment charge EBIT would have been €18.0 million and the EBIT margin 10.9%

Balance sheet items: Strong capital position

in € millions, except ratio

	Dec. 31, 2021	Dec. 31, 2020	Δ
Total assets	707.9	661.8	7.0%
Intangible assets	91.5	100.7	-9.1%
Equity ratio (in %)	64.9	59.2	5.7 pts
Net working capital	211.8	166.2	27.4%
Financial liabilities	18.2	73.1	-75.2%
Cash and cash equivalents	99.4	122.9	-19.1%



01 Company update

02 Financial update

03 **Outlook**

Record level quarterly order intake and backlog in Q4 and FY 2021

in € millions, except ratio

	2020					2021				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Order intake	172.9	143.7	144.7	170.0	631.3	233.9	217.7	239.2	273.5	964.3
Book-to-bill ratio	1.13	0.97	0.95	1.03	1.02	1.22	1.09	1.30	1.39	1.25
Order backlog at end of period	130.3	125.4	118.2	123.3	123.3	165.5	183.7	238.8	316.2	316.2

Outlook full year 2022: growth and improved profitability

Dividend
€4.08 proposed[1]

Sales
up 5+ percent

Profitability
EBIT margin
around 14 percent







[1] Pending shareholder approval

Questions and Answers







Thank you and have a good day.









Pfeiffer Vacuum Technology AG

Heide Erickson, Head of Investor Relations

Berliner Strasse 43
35614 Asslar, Germany
T +49 6441 802-1360
F +49 6441 802-1202

Investor.relations@pfeiffer-vacuum.de
www.pfeiffer-vacuum.com

This presentation may include predictions, estimates or other information that might be considered forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially. You are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation. Please keep in mind that we are not obligating ourselves to revise or publicly release the results of any revision to these forward-looking statements in light of new information or future events

PFEIFFER VACUUM