

PFEIFFER VACUUM TECHNOLOGY AG

Group Financial Results 1st Qtr. 2022

Investor and Analyst Conference Call

March 2022



01 **Company update**

02 Financial update

03 Outlook

Business highlights



Unprecedented demand for our products

Successfully managed the severely strained supply chain

Build-out production capacity

Pursued strategic objectives:

- Increasing market share
- 1 billion Euros in sales
- Driving sustainability

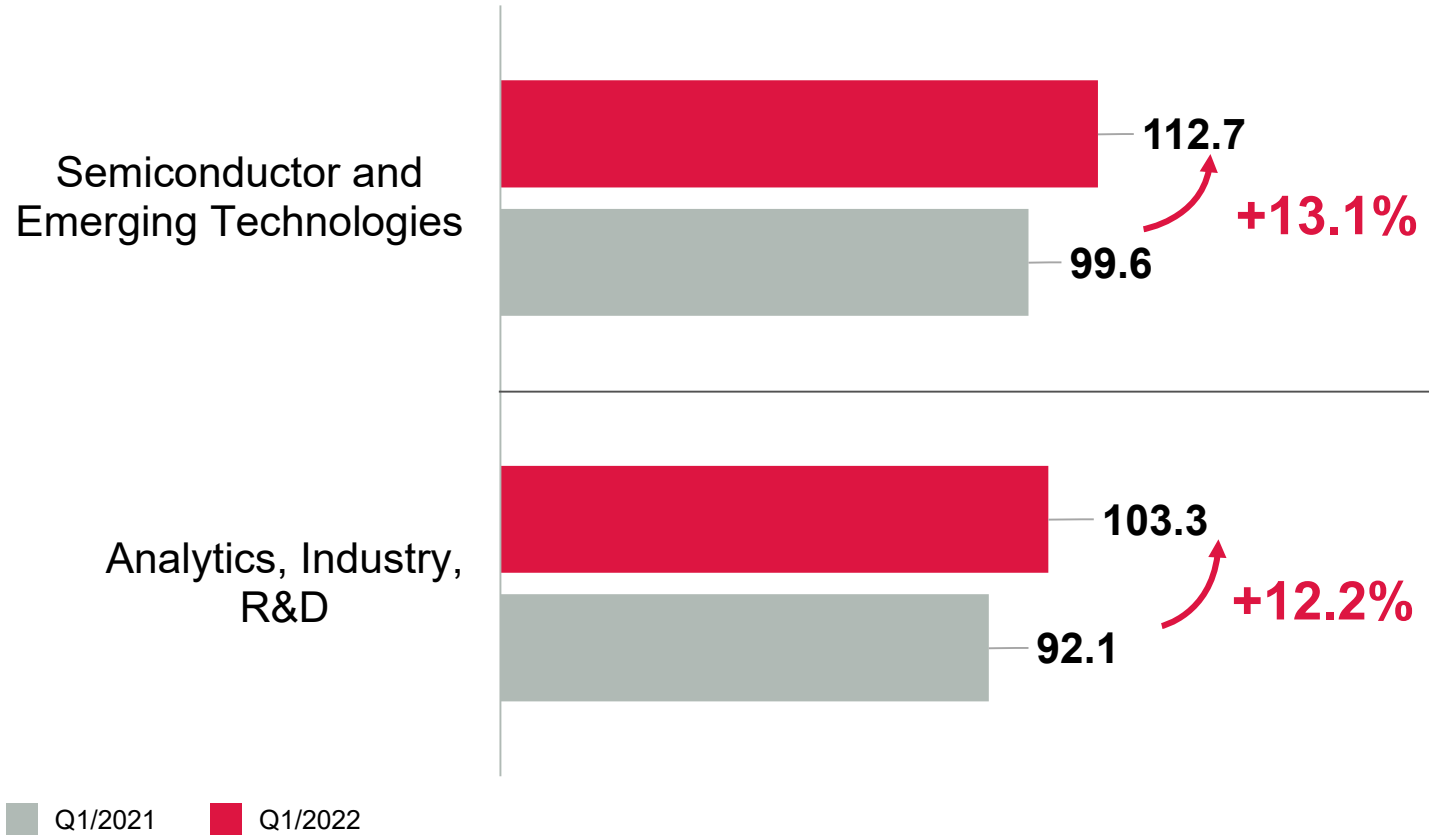
Record sales, order intake and backlog in Q1 2022

in € millions, except book-to-bill

Q1 / 2022	Q1 / 2021	Δ
216.0 Sales	191.7 Sales	12.7% Sales
286.2 Order intake	233.9 Order intake	22.4% Order intake
386.4 Backlog	165.5 Backlog	133.5% **Backlog**
1.33 Book-to-bill	1.22 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)	52%
▪ 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	48%

Sales strong across all regions

in € millions

Asia

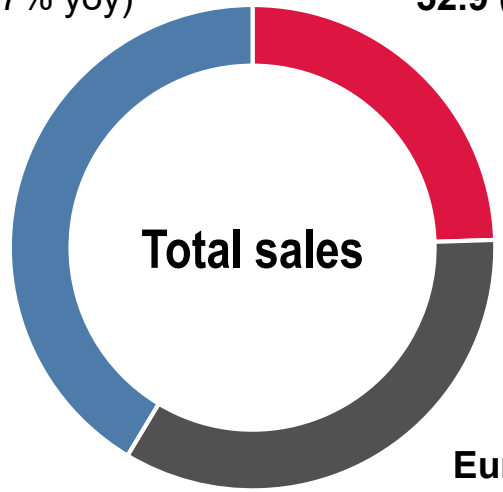
41%

89.4 (10.7% yoy)

Americas

25%

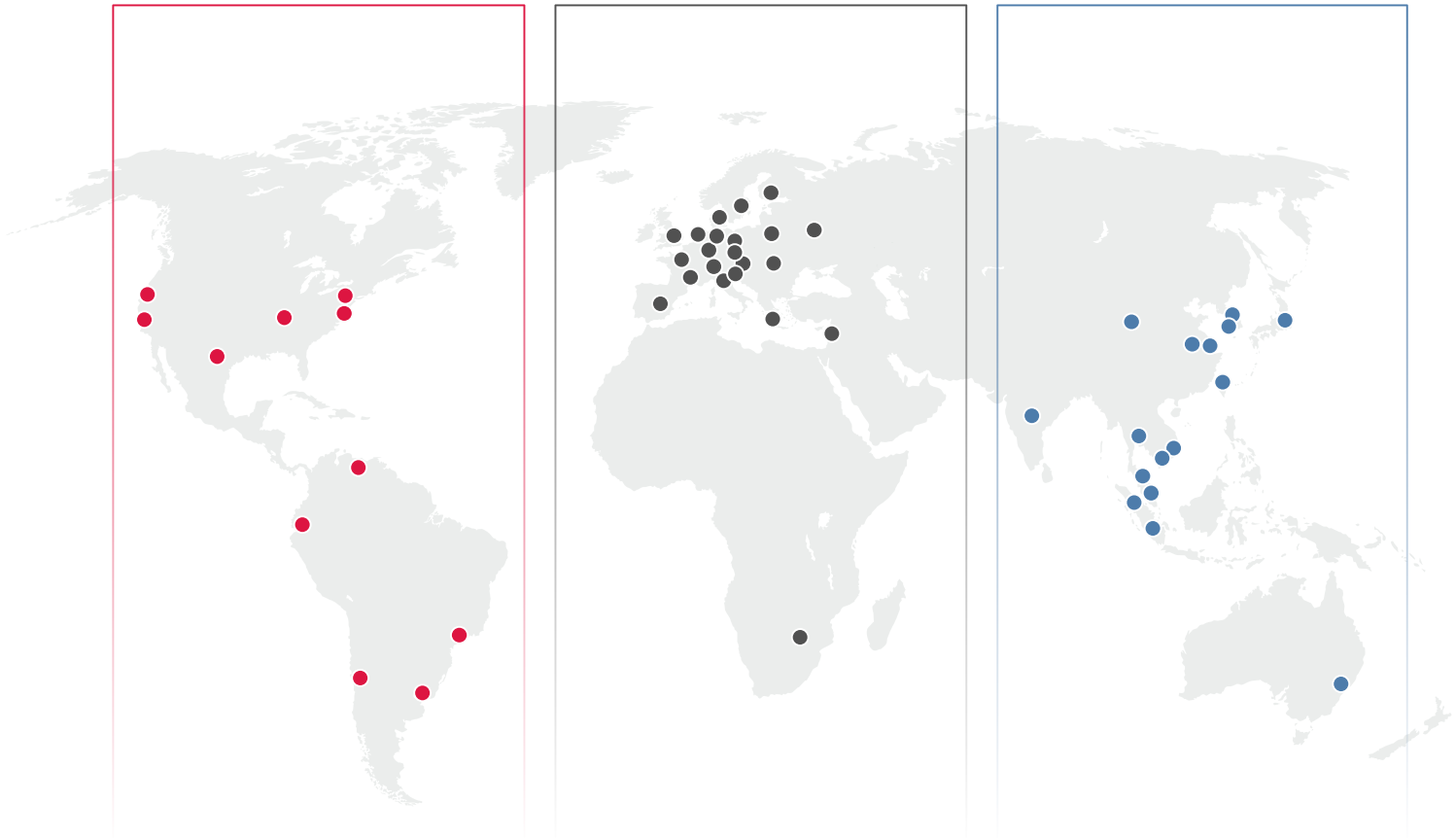
52.9 (19.9% yoy)[1]



Europe

34%

73.7 (10.4% yoy)



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

Significant EBIT improvement

in € millions except margin

Q1 / 2022	Q1 / 2021	Δ
31.3	22.6	38.6%
EBIT[1]	EBIT[2]	EBIT
14.5%	11.8%	2.7 pts.
EBIT margin[1]	EBIT margin[2]	EBIT margin



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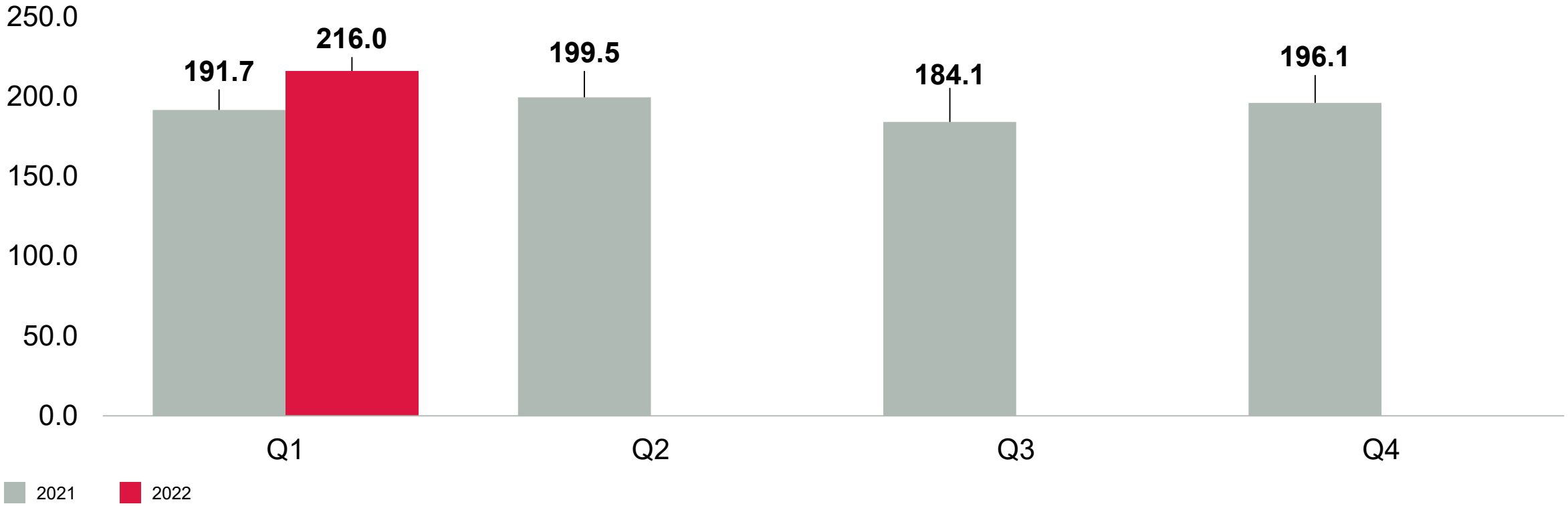
First quarter 2022: Very strong start to 2022

in € millions



First quarter 2022 strong financial results

in € millions, except EPS

	First quarter / 2022		First quarter / 2021		Δ
		Margin		Margin	
Sales	216.0		191.7		12.7%
Gross profit	78.7	36.5%	65.2	34.0%	20.8%
EBIT	31.3	14.5%	22.6	11.8%	38.6%
Net income	22.2	10.3%	15.9	8.3%	39.5%
EPS	2.25		1.61		39.8%

Balance sheet and cash flow items: Strong capital position

in € millions, except ratio

	March 31, 2022	Dec. 31, 2021	Δ
Total assets	744.6	707.9	5.2%
Intangible assets	93.4	91.5	2.0%
Equity ratio (in %)	65.1	64.9	0.2 pts
Net working capital	234.0	211.8	10.5%
Financial liabilities	17.5	18.2	-3.7%
Cash and cash equivalents	105.6	99.4	6.2%
	March 31, 2022	**March 31, 2021**	
Capital Expenditure	11.1	5.1	116.4%



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Record level quarterly order intake and backlog in Q1 2022

in € millions, except ratio

	2021					2022
	Q1	Q2	Q3	Q4	FY	Q1
Order intake	233.9	217.7	239.2	273.5	964.3	286.2
Book-to-bill ratio	1.22	1.09	1.30	1.39	1.25	1.33
Order backlog at end of period	165.5	183.7	238.8	316.2	316.2	386.4

Outlook full year 2022: growth and improved profitability

Sales

5 percent or more



Profitability

EBIT margin

around 14 percent





[1] Pending shareholder approval

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



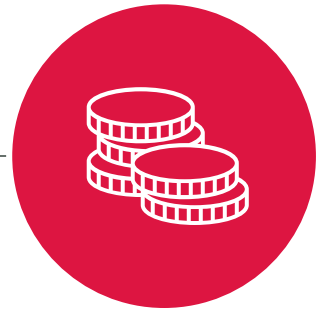
Increase our

market share



Drive

sustainability



Grow to

€ 1 billion

Questions and Answers







Thank you and have a good day.









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