

PFEIFFER VACUUM TECHNOLOGY AG

Group Financial Results First Half and 2nd Qtr. 2022

Investor and Analyst Conference Call

August 2, 2022



01 **Company Update**

02 Financial Update

03 Outlook

Benoît Guillaumin, Pfeiffer Vacuum Technology AG CFO



- CFO since July 1, 2022
- Member of Group Executive Committee since 2021
- Previous positions at Pfeiffer Vacuum since 2019
  - Chief Controlling Officer, Pfeiffer Vacuum Technology AG
  - Head of Global Controlling, Pfeiffer Vacuum Technology AG
  - Head of Controlling, Finance and Purchasing, Pfeiffer Vacuum SAS
- Multiple positions at NTN SNR Roulements (2007 to 2019) and at KPMG (2001 to 2006)
- Education
  - Master of Management, with a specialization in Accounting and Finance, from the Business School ESC Clermont-Ferrand

Link to CV Benoît Guillaumin, CFO Pfeiffer Vacuum Technology AG

Business Highlights



Very high demand levels

Successfully navigated supply chain challenges in increasingly unstable environment

New challenges related to inflation

Pursued strategic objectives:

- Moving even closer to our customers
- Market share gain
- EUR 1 billion in sales
- Driving sustainability

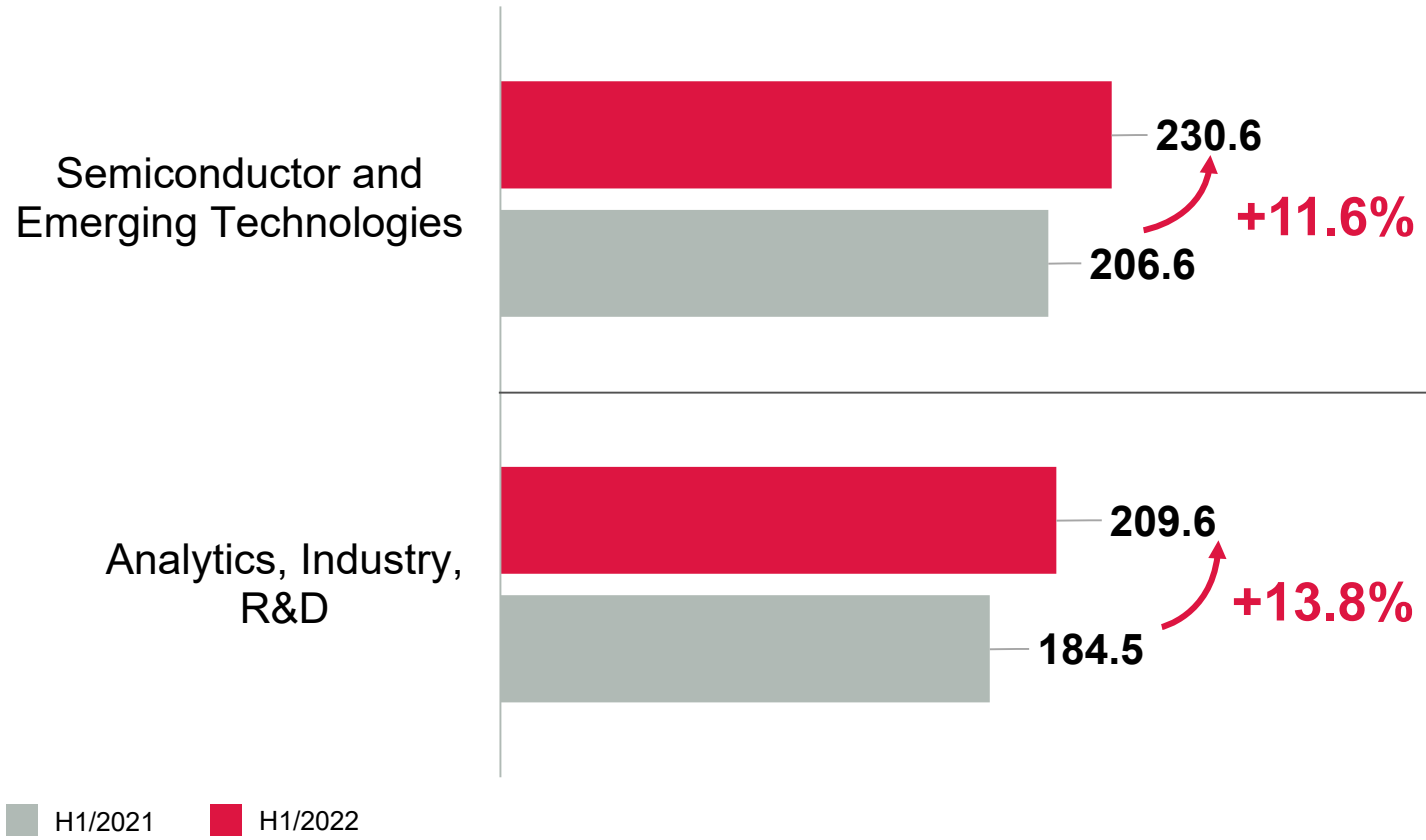
Record Sales, Order Intake, Backlog and improved EBIT Margin H1 2022

in € millions, except book-to-bill

	6M / 2022	6M / 2021	Δ
Sales	440.6	391.2	12.6%
Order intake	580.1	451.6	28.5%
Backlog	455.7	183.7	148.1%
EBIT margin	13.6	12.3	1.3 pts.

Sales in All Market Segments Grew Year-over-Year

in € millions



Typical applications

Semiconductor and Emerging Technologies

- Lithography
- Metrology
- CVD
- Etching
- Data storage
- Display coating (LED, OLED)

Analytics, Industry, R&D

- 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

In % of total sales

Semiconductor and Emerging Technologies: 52%

Analytics, Industry, R&D: 48%

Introduction New Multi-stage Roots Pump – ACP 90



- Mulit-stage Roots pump
  - Oil-and particle free applications
  - Resistant to applications with light corrosive gases
  - Large pumping of condensable gases
- Applications
  - Drying
  - Sterilization
  - Coating
- Increasinly in demand in broader industry

Sales Strong Across all Regions

in € millions

Asia

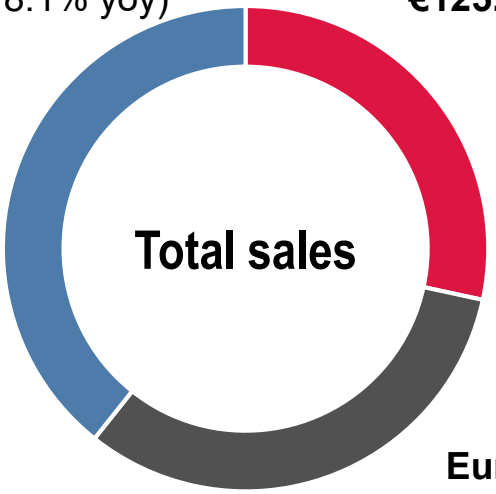
41%

€173.1 (+8.1% yoy)

Americas

26%

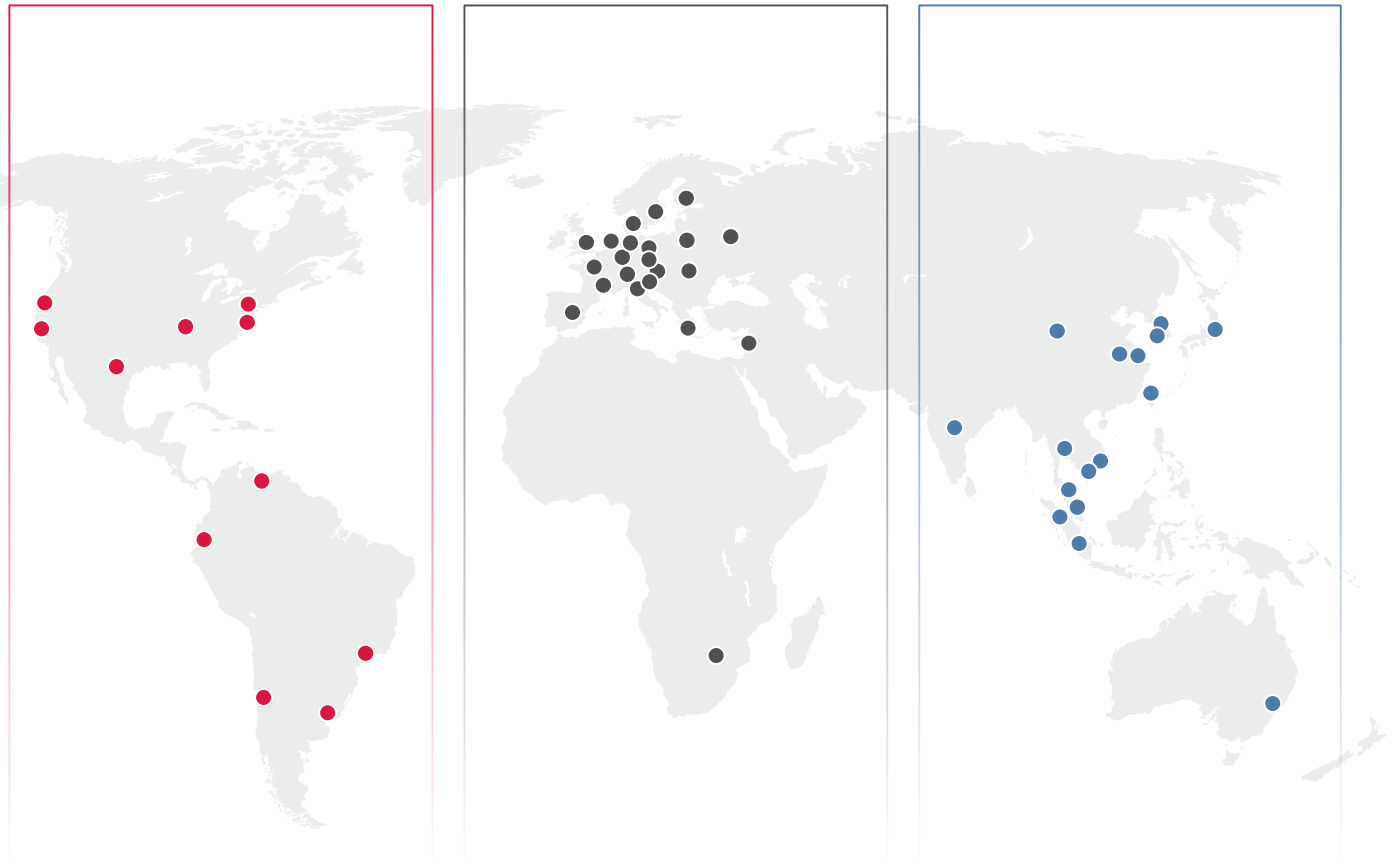
€125.0 (+21.2% yoy)[1]



Europe

33%

€142.3 (+11.5% yoy)



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

Expanding Production Capacity



- Additional land
- Facilty expansions
- Logistic centers



- Machining equipment
- Assembly equipment

- Capital investments of EUR 29.8 million year-to-date 2022
- Supply chain strains are primary factor limiting further increases in output
- New buildings, renovations and expansions consider energy efficiency and climate neutrality

EBIT Improvements in First Half 2022

in € millions

	6M / 2022	6M / 2021	Δ
Gross profit	158.1	136.2	16.1%
Gross profit margin	35.9	34.8	1.1 pts.
EBIT	60.1	48.1	24.9%
EBIT margin	13.6	12.3	1.3 pts.

PFEIFFER VACUUM



01 Company Update

02 **Financial Update**

03 Outlook

CFO Priorities



Benoît Guillaumin, CFO

- Position the finance organization to support the management team and the growth goals of Pfeiffer Vacuum
- Effectively track and manage cash flow and costs
- Work closely with business partners on realization of return-on-investment targets

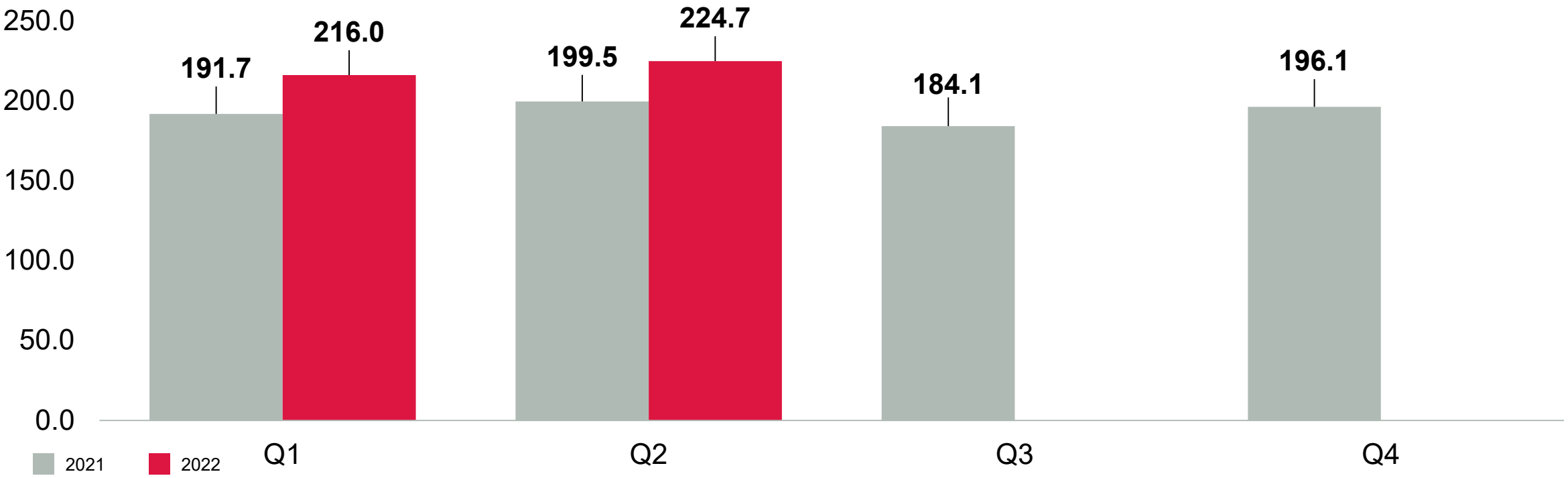
First Half 2022 Strong Financial Results

in € millions, except EPS

	First half / 2022		First half / 2021		Δ
		Margin		Margin	
Sales	440.6		391.2		12.6%
Gross profit	158.1	35.9%	136.2	34.8%	16.1%
EBIT	60.1	13.6%	48.1	12.3%	24.9%
Net income	42.6	9.7%	33.9	8.7%	25.7%
EPS	4.32		3.43		26.0%

Second Quarter 2022: Very Strong Start to 2022

in € millions



Second Quarter 2022 Strong Financial Results

in € millions, except EPS

	Q2 / 2022		Q2 / 2021		Δ
		Margin		Margin	
Sales	224.7		199.5		12.6%
Gross profit	79.3	35.3%	71.0	35.6%	11.7%
EBIT	28.7	12.8%	25.5	12.8%	12.7%
Net income	20.4	9.1%	17.9	9.0%	13.4%
EPS	2.06		1.82		13.2%

Balance Sheet and Cash Flow Items: Strong Capital Position

in € millions, except ratio

	June 30, 2022	Dec. 31, 2021	Δ
Total assets	763.4	707.9	7.8%
Inventories	204.9	162.2	26.4%
Trade accounts receivable	140.7	119.6	17.6%
Equity ratio (in %)	64.4	64.9	-0.5 pts
Net working capital	257.6	211.8	21.7%
Financial liabilities	42.8	18.2	135.9%
Cash and cash equivalents	74.0	99.4	-25.5%
	June 30, 2022	**June 30, 2021**	
Capital Expenditure	29.8	13.1	126.7%



01 Company Update

02 Financial Update

03 **Outlook**

Record Level Quarterly Order Intake and Backlog in Q2 2022

in € millions, except ratio

	2021					2022	
	Q1	Q2	Q3	Q4	FY	Q1	Q2
Order intake	233.9	217.7	239.2	273.5	964.3	286.2	293.9
Book-to-bill ratio	1.22	1.09	1.30	1.39	1.25	1.33	1.31
Order backlog at end of period	165.5	183.7	238.8	316.2	316.2	386.4	455.7

Outlook Full Year 2022: Growth and Improved Profitability

Sales

5 percent or more



Profitability

EBIT margin

around 14 percent





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