

PFEIFFER VACUUM TECHNOLOGY AG

Group Financial Results 9 Months & 3rd Qtr. 2022

Investor and Analyst Conference Call

Nov. 3, 2022



01 **Company Update**

02 Financial Update

03 Outlook

Business Highlights



Customer confidence in Pfeiffer Vacuum

Successfully navigated supply chain challenges in a difficult environment

Pursued strategic objectives:

- Market share gain
- EUR 1 billion in sales
- Driving sustainability

by moving even closer to our customers

Excellent Results for Nine Months 2022

in € million, except book-to-bill

9M / 2022	9M / 2021	Δ
668.7	575.3	16.2%
Sales	Sales	Sales
866.5	690.8	25.4%
Order intake	Order intake	Order intake
514.0	238.8	115.2%
Backlog (at end of Sept.)	Backlog (at end of Sept.)	Backlog
14.1	12.9	1.2 pts.
EBIT margin	EBIT margin	EBIT margin
52.4	22.6	131.9%
Capital expenditure	Capital expenditure	Capital expenditure

Sales Outlook Full Year 2022 Updated Due to Excellent Results

Sales

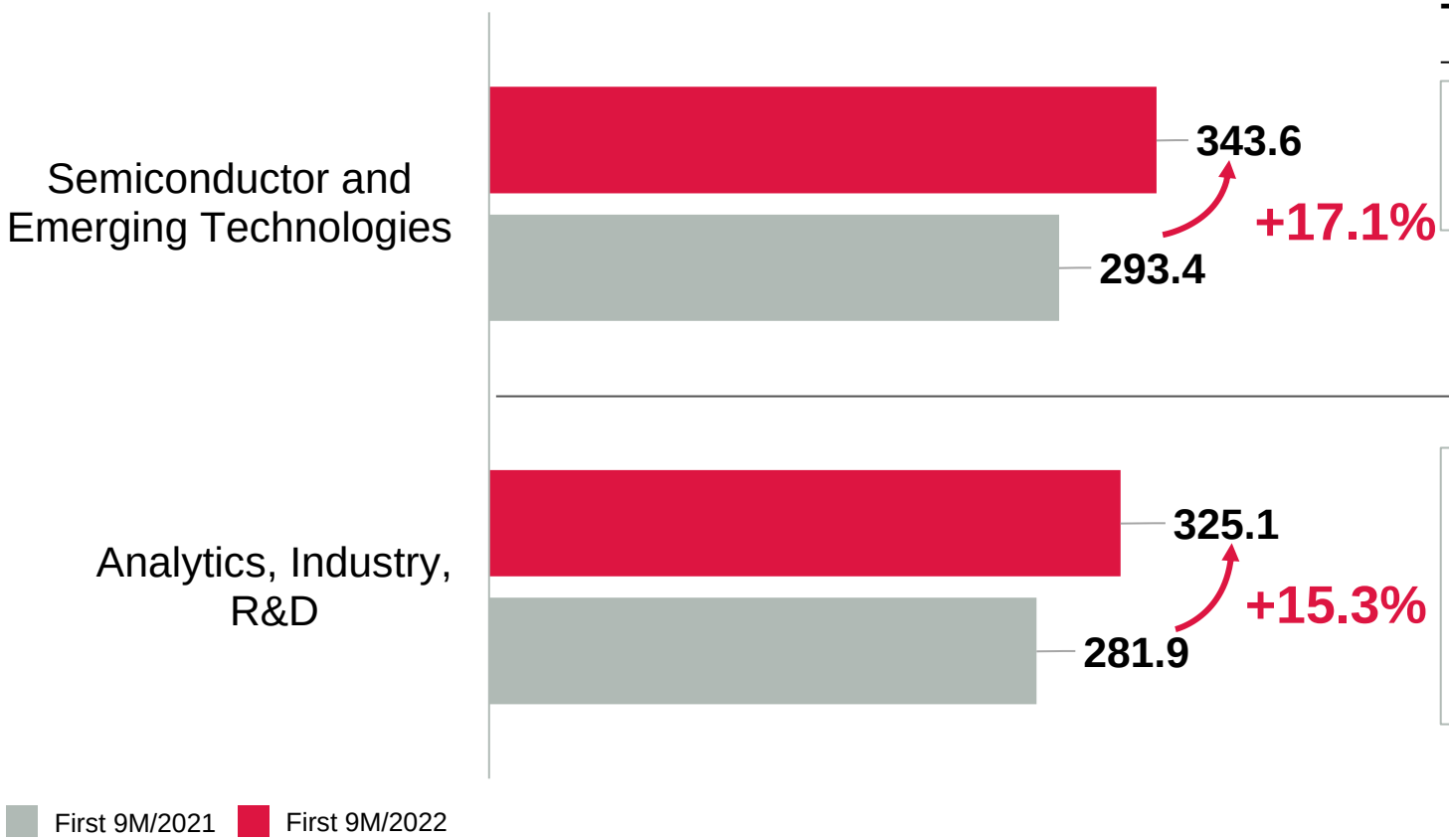
EUR 860 to 880 million

(approx. 11 to 14 percent year-over-year growth)



Sales in All Market Segments Grew Year-over-Year First Nine Months

in € million



Typical applications

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

In % of total sales

51%

- Mass spectrometers
- Electron microscopy
- Surface/gas analysis
- Leak detection
- General applications
- Electron beam welding
- Freeze-drying
- Vacuum drying
- Renewable energies
- Nano technology
- Particle accelerators
- Space simulations
- Surface refinement
- Architectural glass

49%

Sales Strong Across All Regions First Nine Months 2022

in € million

Asia

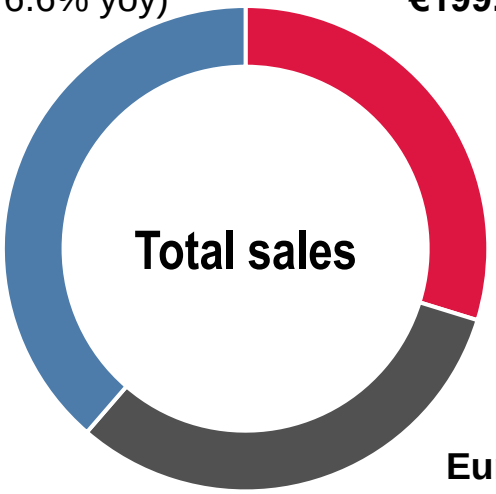
39%

€258.5 (+6.6% yoy)

Americas

30%

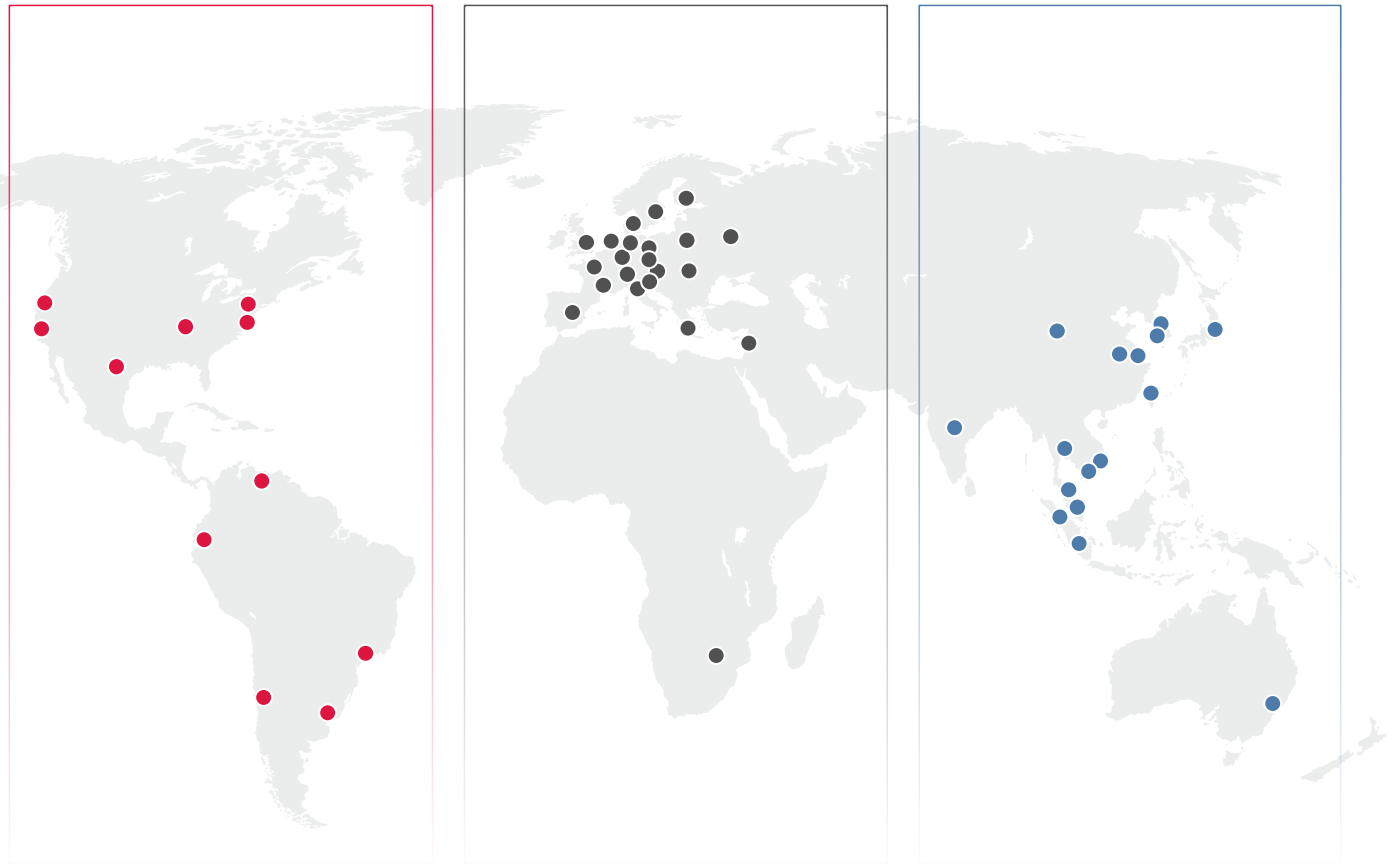
€199.0 (+36.8% yoy)[1]



Europe

31%

€211.2 (+12.8% yoy)



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

EBIT Improvements in Nine Months 2022

in € million

9M / 2022	9M / 2021	Δ
243.6	203.5	19.7%
Gross profit	Gross profit	Gross profit
36.4%	35.4%	1.0 pts.
Gross profit margin	Gross profit margin	Gross profit margin
94.0	74.0	27.0%
EBIT	EBIT	EBIT
14.1%	12.9%	1.2 pts.
EBIT margin	EBIT margin	EBIT margin

Investments to Drive Growth and Customer Experience and Requirements

- IT infrastructure



- Global production



- Sustainability





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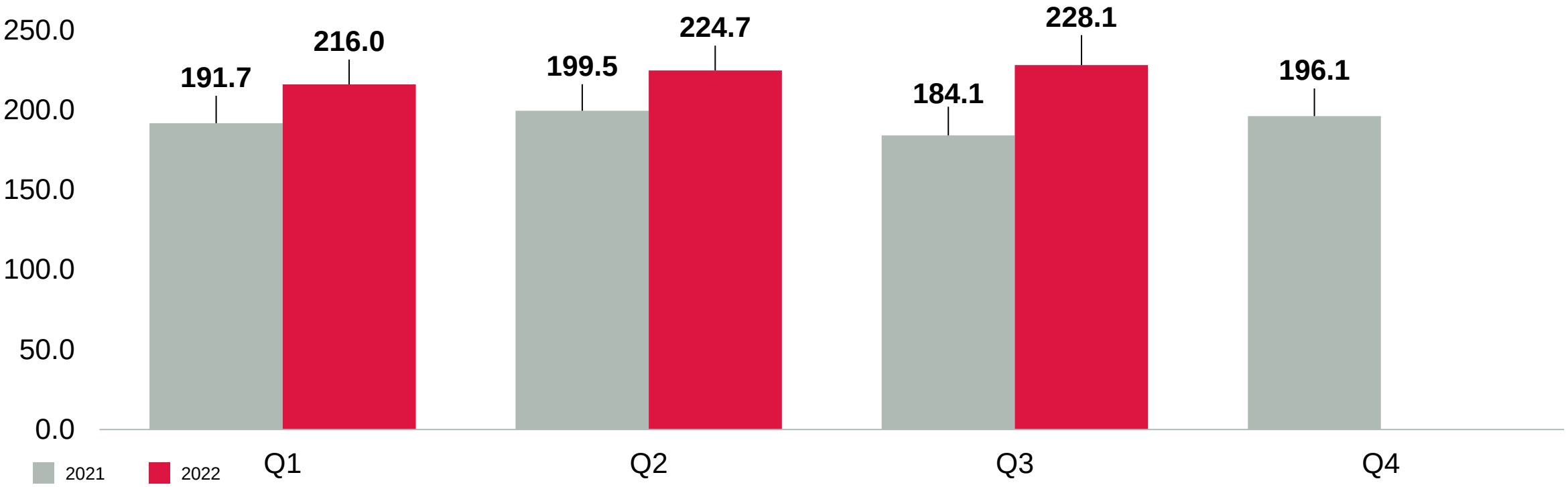
First Nine-Months 2022 Strong Financial Results

in € million, except EPS

	9M / 2022		9M / 2021		Δ
		Margin		Margin	
Sales	668.7		575.3		16.2%
Gross profit	243.6	36.4%	203.5	35.4%	19.7%
Selling, Marketing, G&A	125.3	18.7%	107.4	18.6%	16.7%
EBIT	94.0	14.1%	74.0	12.9%	27.0%
Net income	66.6	10.0%	52.1	9.1%	27.8%
EPS	6.75		5.28		27.8%

Third Quarter 2022: Continued Strong Sales

in € million



Third Quarter 2022: Strong Financial Results

in € million, except EPS

	Q3 / 2022		Q3 / 2021		Δ
		Margin		Margin	
Sales	228.1		184.1		23.9%
Gross profit	85.6	37.5%	67.4	36.6%	27.0%
EBIT	33.9	14.9%	25.9	14.2%	31.1%
Net income	24.0	10.5%	18.3	10.1%	31.6%
EPS	2.43		1.85		31.4%

Balance Sheet and Cash Items: Strong Capital Position

in € million, except ratio

	Sept. 30, 2022	Dec. 31, 2021	Δ
Total assets	825.6	707.9	16.6%
Inventories	242.3	162.2	49.4%
Trade accounts receivable	137.7	119.6	15.2%
Equity ratio (in %)	63.5	64.9	-1.4 pts
Net working capital	284.9	211.8	34.5%
Financial liabilities	57.6	18.2	217.4%
Cash and cash equivalents	71.4	99.4	-28.2%
	Sept. 30, 2022	**Sept. 30, 2021**	
Capital Expenditure	52.4	22.6	131.9%



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Record Level Quarterly Order Intake and Backlog in Q3 2022

in € million, except ratio

	2021					2022		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Order intake	233.9	217.7	239.2	273.5	964.3	286.2	293.9	286.0
Book-to-bill ratio	1.22	1.09	1.30	1.39	1.25	1.33	1.31	1.25
Order backlog at end of period	165.5	183.7	238.8	316.2	316.2	386.4	455.7	514.0

Outlook Full Year 2022: Growth and Improved Profitability

Sales

EUR 860 to 880 million

(approx. 11 to 14 percent year-over-year growth)

Profitability

EBIT margin around 14 percent







Questions and Answers







Thank you and have a good day.









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