March 2023

PFEIFFER VACUUM TECHNOLOGY AG

Group Financial Results FY and 4th Qtr. 2022

Investor and Analyst Conference Call



01 **Company Update**

02 Financial Update

03 Outlook

Domination and Profit and Loss Transfer Agreement (DPLTA)



Simplify and accelerate decision-making processes

Higher flexibility and quicker response to our customer‘s needs

Strengthen the market position in a very challenging and competitve environment

Business Highlights



2022 record sales, order intake above EUR 1 billion, backlog up 59% y-o-y

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

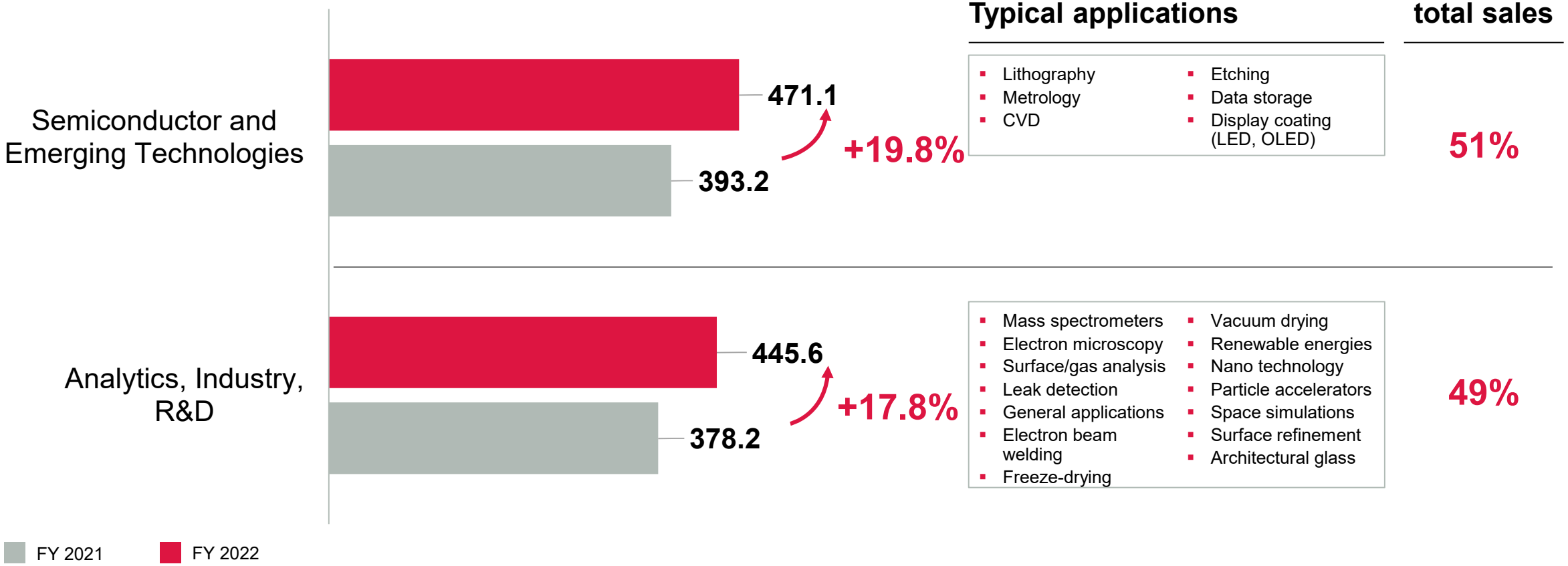
Record Sales and Order Intake in 2022

in € millions

12M / 2022	12M / 2021	Δ
916.7 Sales	771.4 Sales	18.8% Sales
1,103.2 Order intake	964.3 Order intake	14.4% Order intake
502.7 Backlog	316.2 Backlog	59.0% Backlog

Sales in All Market Segments Grew Year-over-Year

in € million



Sales Strong Across All Regions FY 2022

12 months 2022; in € million

Asia

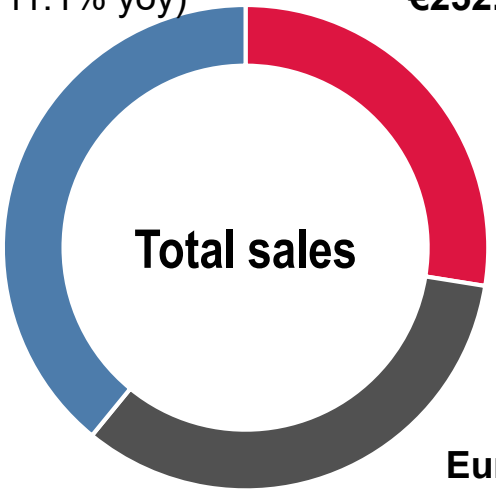
39%

€358.3 (+11.1% yoy)

Americas

28%

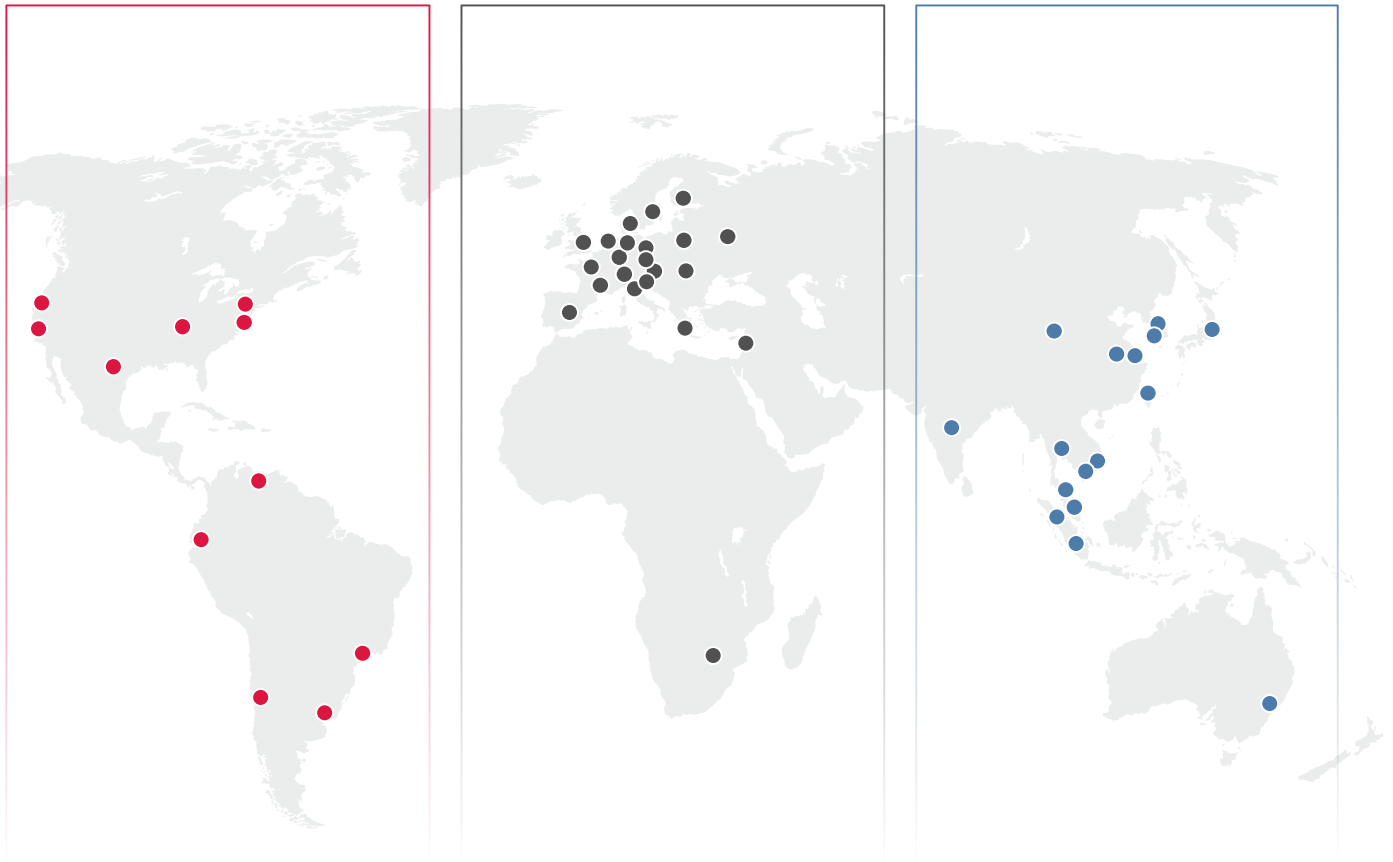
€252.3 (+29.1% yoy)[1]



Europe

33%

€305.9 (+20.7% yoy)



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

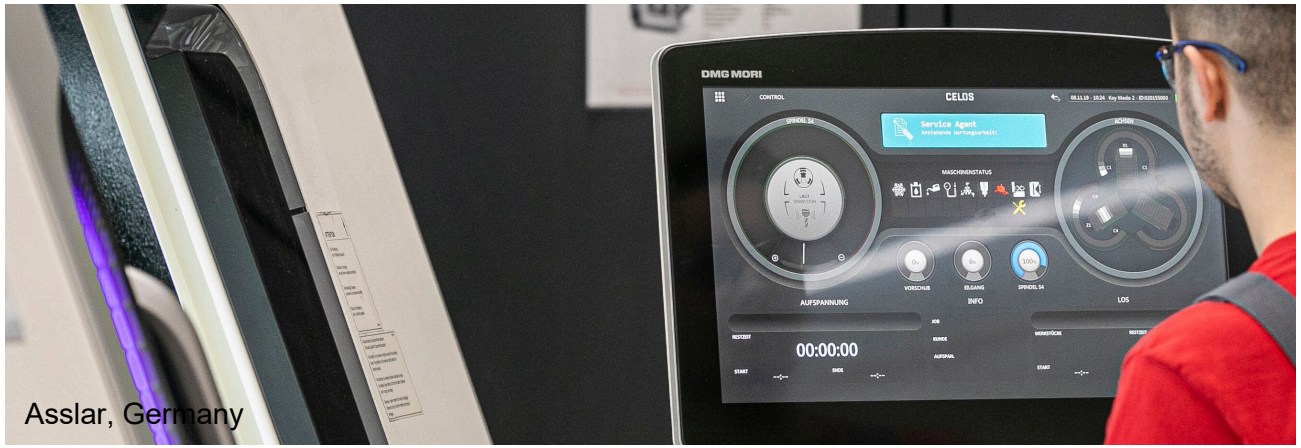
Significant EBIT improvement

in € millions except margin

12M / 2021	12M / 2020	Δ
119.4	93.1	28.2%
EBIT	EBIT	EBIT
13.0%	12.1%	0.9 pts.
EBIT margin	EBIT margin	EBIT margin

Investing in the Future Growth of Pfeiffer Vacuum


Annecy, France



Asslar, Germany

2022 capital investments of
EUR 80.8 million

2021 capital investments of **EUR 41.6 million**


Asan, Korea

Introducing New Products to Meet Current and Future Requirements





Market introduction new Rotary Vane Pump

SmartVane

Market introduction new Multi-Stage Roots Pump

ACP 90



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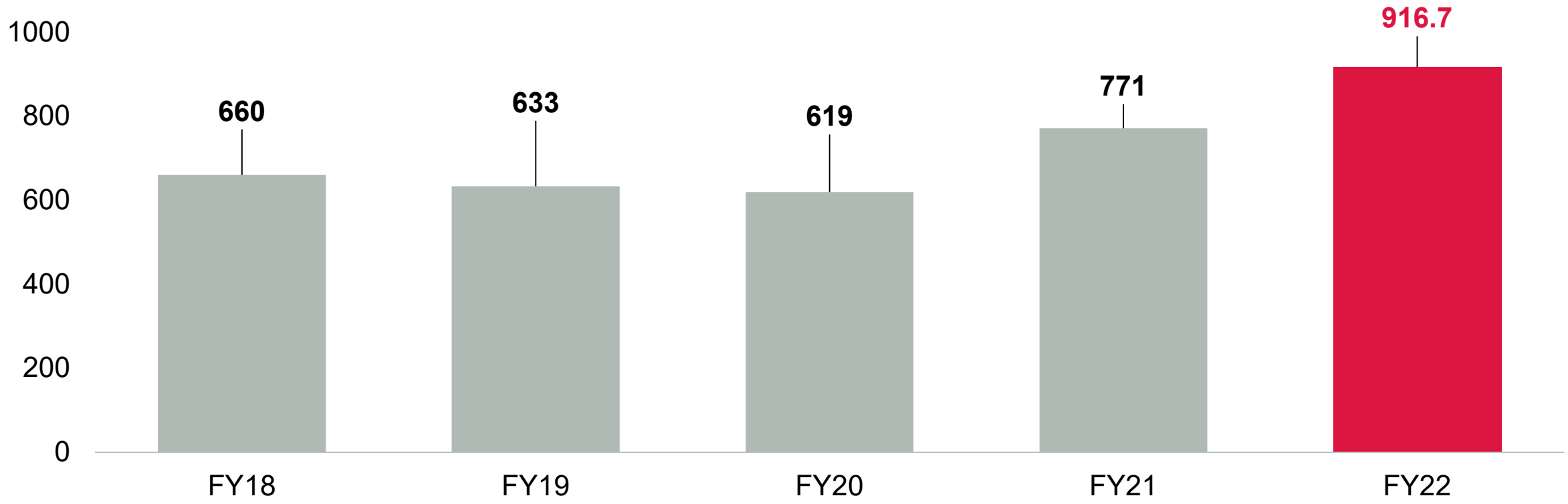
Annual Performance 2022 a New Record

in € millions



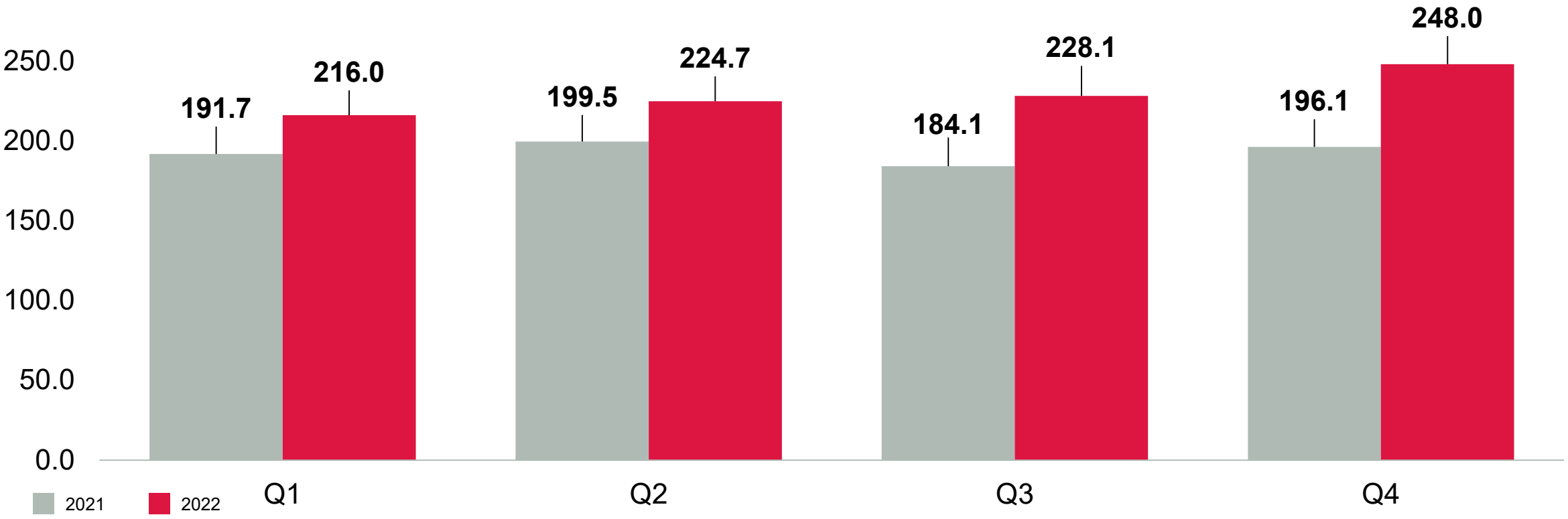
Strong Twelve Months Financial Results

in € million, except EPS

	12M / 2022		12M / 2021		Δ
		Margin		Margin	
Sales	916.7		771.4		18.8%
Gross profit	329.3	35.9%	280.4	36.4%	17.4%
Selling, Marketing, G&A	175.1	19.1%	140.8	18.3%	24.3%
EBIT	119.4	13.0%	93.1	12.1%	28.2%
Net income	86.4	9.4%	62.0	8.0%	39.3%
EPS	8.75		6.28		39.3%

Fourth Quarter 2022: Continued Strong Sales

in € million



Fourth Quarter 2022: Strong Financial Results

in € million, except EPS

	Q4 / 2022		Q4 / 2021		Δ
		Margin		Margin	
Sales	248.0		196.1		26.4%
Gross profit	85.6	34.5%	76.9	39.2%	11.4%
EBIT	25.4	10.2%	19.1	9.7%	32.9%
Net income	19.7	7.9%	9.9	5.0%	100.4%
EPS	2.00		1.00		100.0%

Balance Sheet and Cash Items: Strong Capital Position

in € million, except ratio

	Dec. 31, 2022	Dec. 31, 2021	Δ
Total assets	863.7	707.9	22.0%
Intangible assets	106.5	91.5	16.3%
Property, plant and equipment	226.7	176.0	28.8%
Inventories	249.0	162.2	53.5%
Equity ratio (in %)	61.5	64.9	-3.4 pts
Net working capital	291.0	211.8	37.4%
Financial liabilities	76.0	18.2	318.8%
Capital expenditure	80.8	41.6	94.3%
Cash and cash equivalents	67.8	99.4	-31.7%



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Order Intake and Backlog in Q4 2022

in € million, except ratio

	2021					2022				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Order intake	233.9	217.7	239.2	273.5	964.3	286.2	293.9	286.4	236.7	1,103.2
Book-to-bill ratio	1.22	1.09	1.30	1.39	1.25	1.33	1.31	1.25	0.95	1.20
Order backlog at end of period	165.5	183.7	238.8	316.2	316.2	386.4	455.7	514.0	502.7	502.7

Outlook Full Year 2023: Revenue Stabilization and Growing Investments

Sales

around same level as 2022
(FY 2022: EUR 917 million)



Investments

About EUR 100 million



Profitability

EBIT margin around 12 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.com
www.pfeiffer-vacuum.com

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