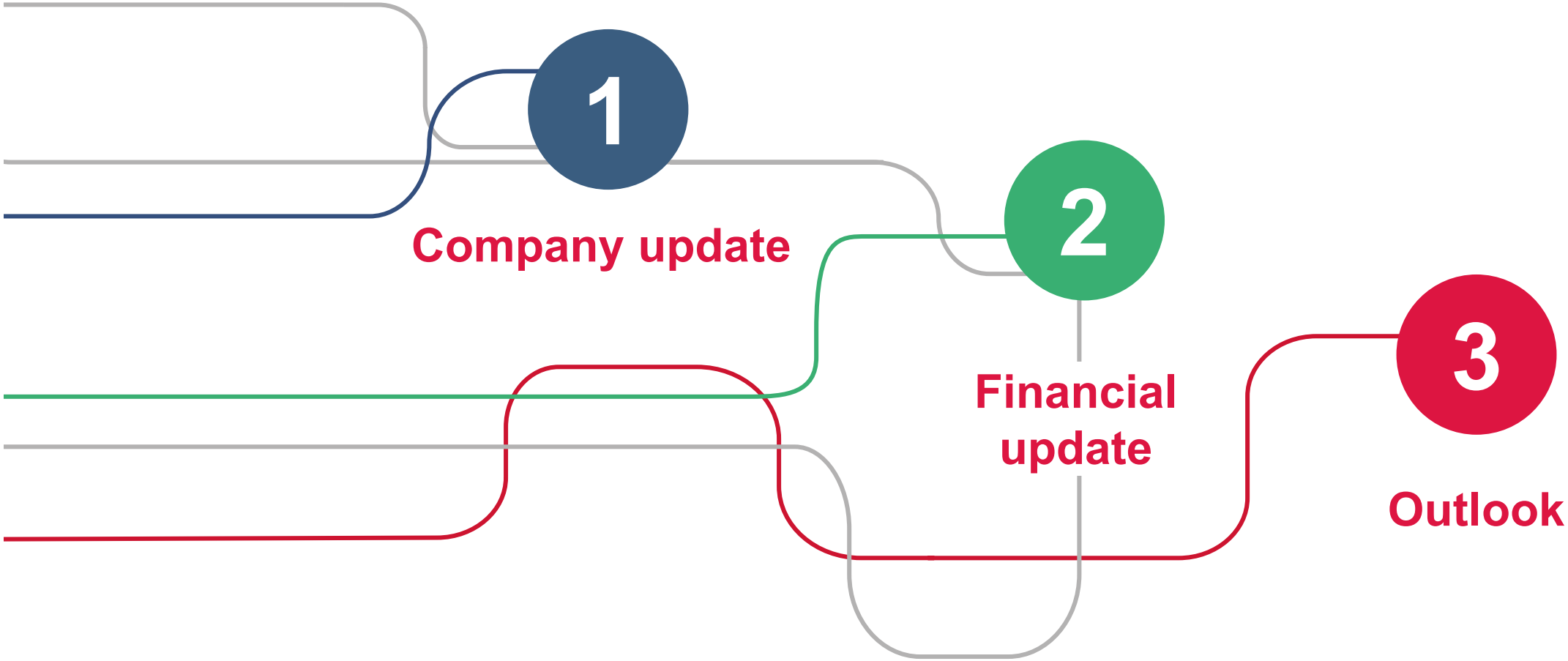
PFEIFFER VACUUM

May 11, 2023

PFEIFFER VACUUM TECHNOLOGY AG

Group Financial Results 1st Quarter 2023

Investor and Analyst Conference Call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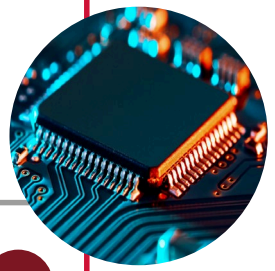

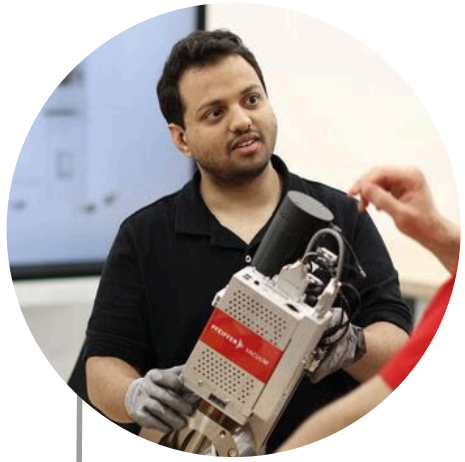

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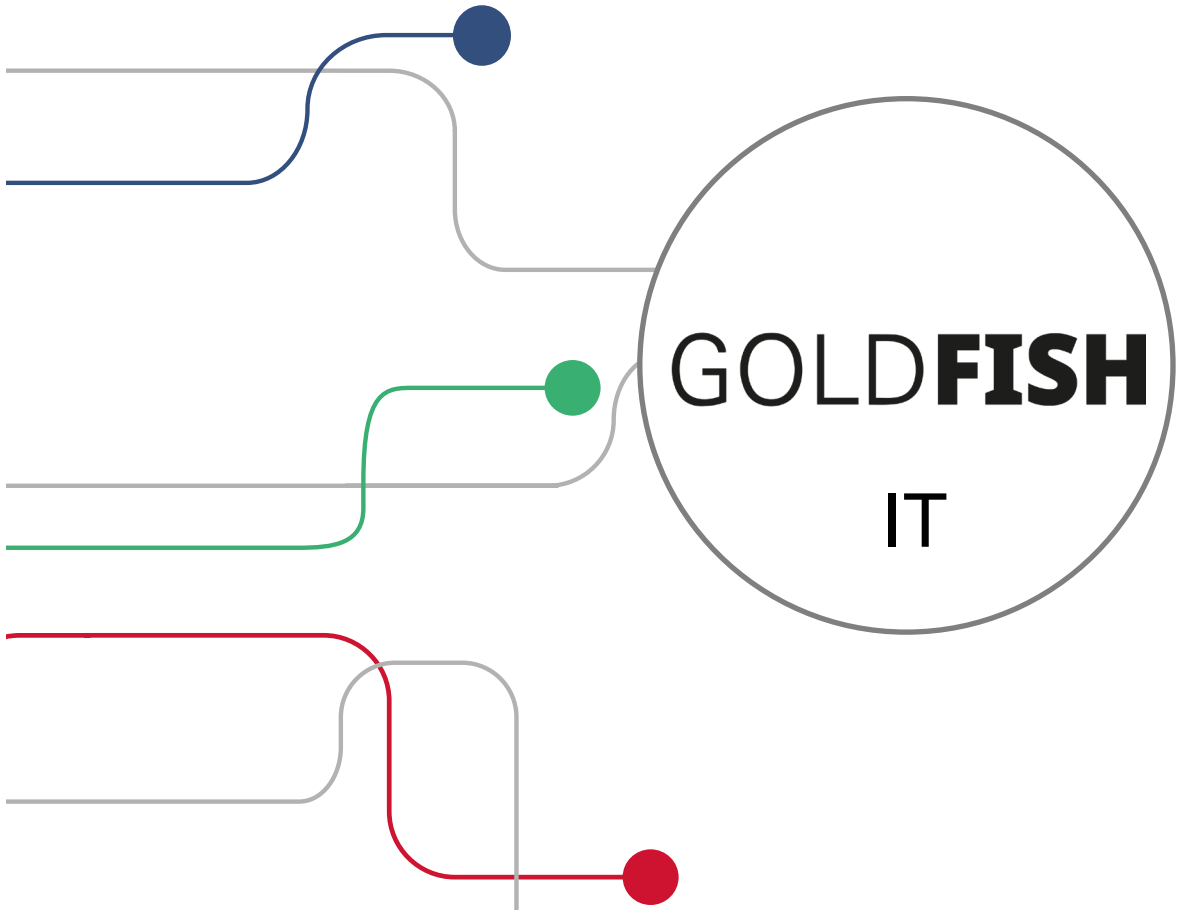
Company update

Sequential Demand Trends (Q4 2022 to Q1 2023)

in € millions, except book-to-bill

Q1 / 2023	Q4 / 2022	Δ
253.1 Sales	248.0 Sales	2.1% Sales
238.7 Order intake	236.7 Order intake	0.8% Order intake
488.3 Backlog	502.7 Backlog	-2.9% **Backlog**
0.94 Book-to-bill	0.95 Book-to-bill	

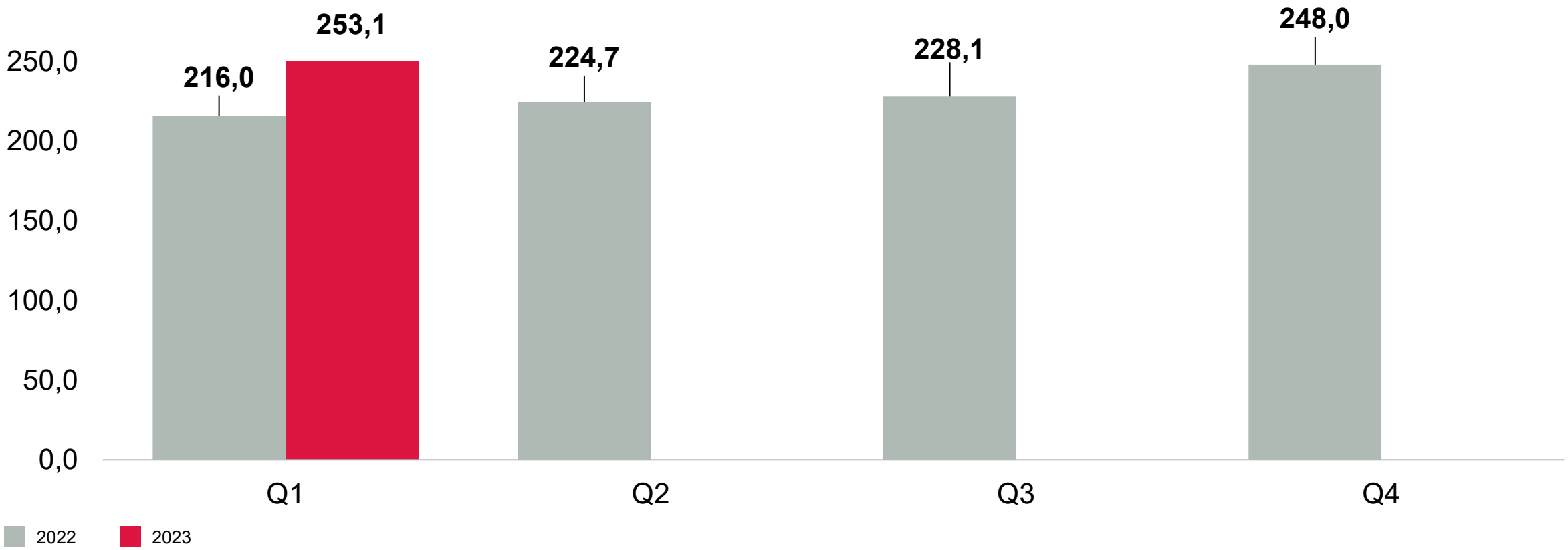
Goldfish IT: Combined IT Services from Busch SE and Pfeiffer Vacuum



- Acquisition of all shares Nov. 1, 2022
- Starting Nov. 1, 2022, all IT expenses from Busch SE and Pfeiffer Vacuum reflected in Pfeiffer Vacuum income statement:
  - Revenue increase due to charge-back to Busch SE
  - Higher general and administrative expenses due to IT costs

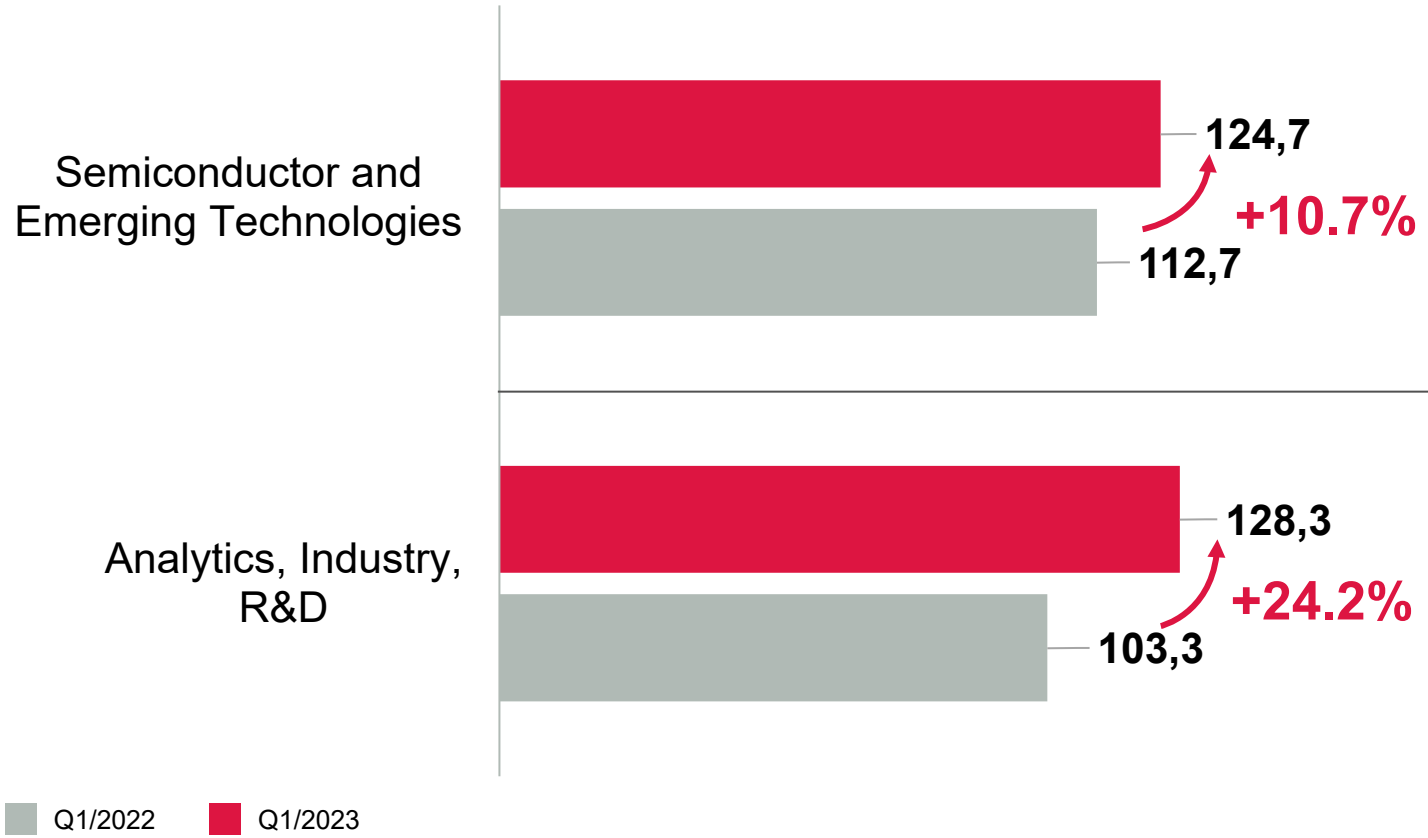
Strong First Quarter 2023

in € millions



Sales in All Market Segments Grew Year-over-Year

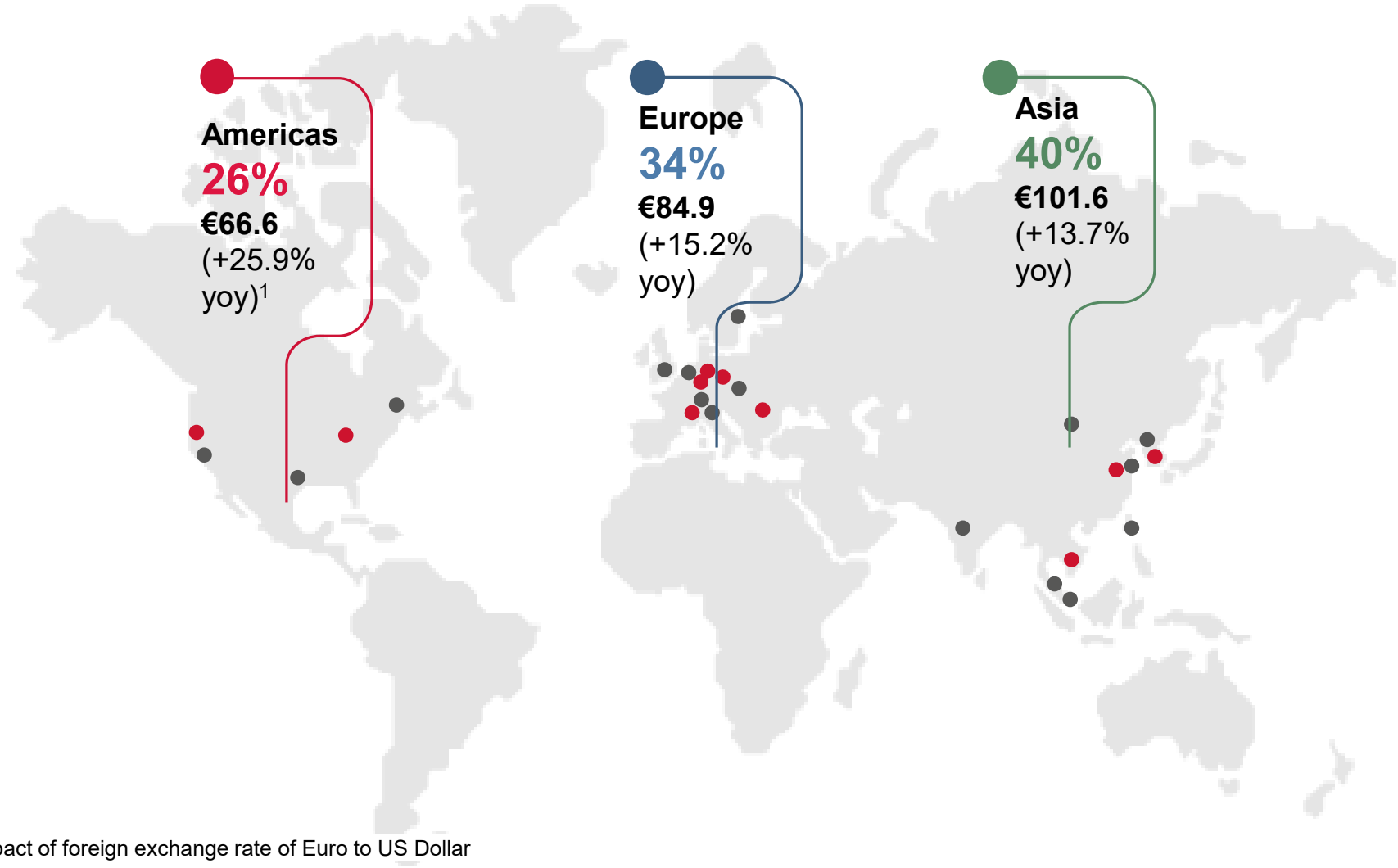
in € millions



Typical applications	In % of total sales
▪ Lithography ▪ Metrology ▪ CVD ▪ Etching ▪ Data storage ▪ Display coating (LED, OLED)	49%
▪ 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	51%

Sales Across All Regions

in € millions



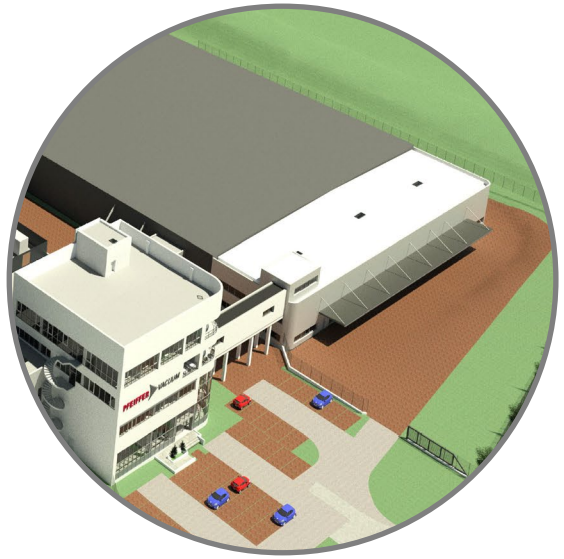
[1] Significant positive impact of foreign exchange rate of Euro to US Dollar

Financial Results

in € millions, except book-to-bill

Q1 / 2023	Q1 / 2022	Δ
253.1	216.0	17.2%
Sales	Sales	Sales
38.6%	36.5%	2.1pts.
Gross profit margin	Gross profit margin	Order intake
32.2	31.3	2.9%
EBIT	EBIT	**EBIT**
12.8%	14.5%	-1.7 pts.
EBIT margin	EBIT margin	EBIT margin

Capital Investments





Asslar, Germany

Asan, Korea

Q1 2023 capital investments:
21 Mio €







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Financial update

First Quarter 2023 Financial Results

in € millions, except EPS

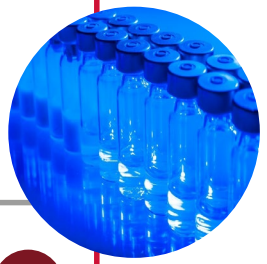
	First quarter / 2023		First quarter / 2022		Δ
		Margin		Margin	
Sales	253.1		216.0		17.2%
Gross profit	97.6	38.6%	78.7	36.5%	24.0%
EBIT	32.2	12.8%	31.3	14.5%	2.9%
Net income	22.8	9,0%	22.2	10.3%	2.8%
EPS	2.31		2.25		2.7%

Balance sheet and cash flow items: Strong capital position

in € millions, except ratio

	March 31, 2023	Dec. 31, 2022	Δ
Total assets	905.4	863.7	4.8%
Inventories	255.0	249.0	2.4%
Trade accounts receivable	166.1	153.2	8.5%
Cash and cash equivalents	71.3	67.8	5.0
Equity ratio (in %)	60.5	61.5	-1.0 pts.
Net working capital	331.0	291.0	13.8%
Financial liabilities	118.1	76.0	55.3%
	March 31, 2023	**March 31, 2022**	
Net cash provided by operating activity	-12.9	18.3	NM







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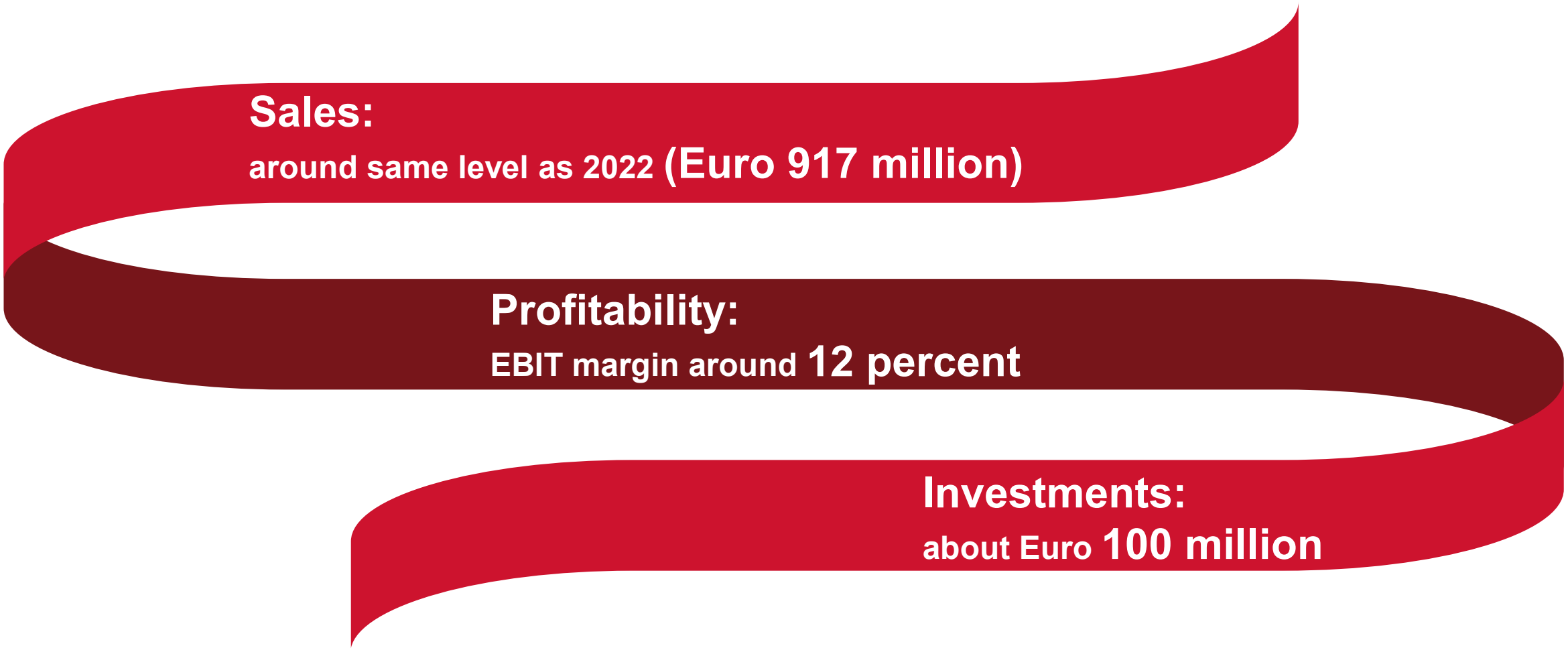
Pfeiffer Vacuum
Outlook

Quarterly order intake and backlog in Q1 2023

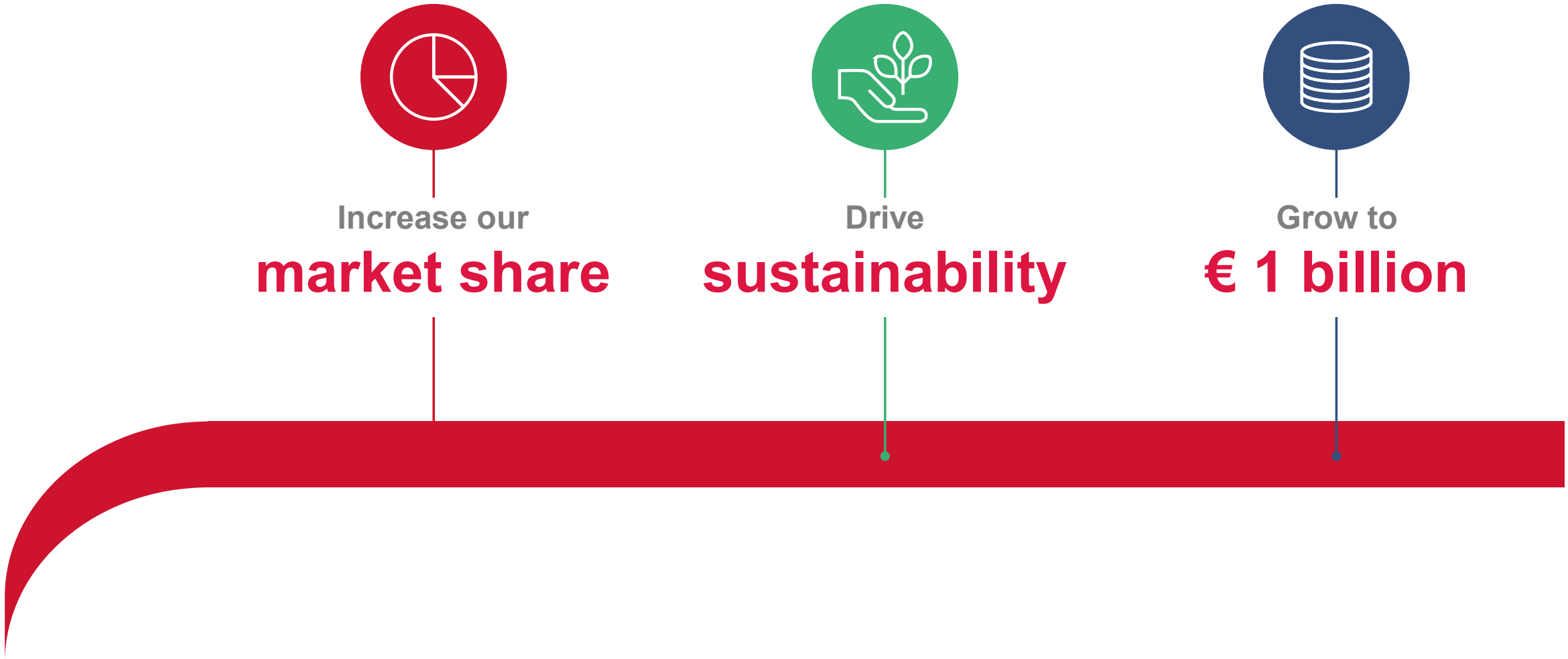
in € millions, except ratio

	2022					2023
	Q1	Q2	Q3	Q4	FY	Q1
Order intake	286.2	293.9	286.4	236.7	1,103.2	238.7
Book-to-bill ratio	1.33	1.31	1.25	0.95	1.20	0.94
Order backlog at end of period	386.4	455.7	514.0	502.7	502.7	488.3

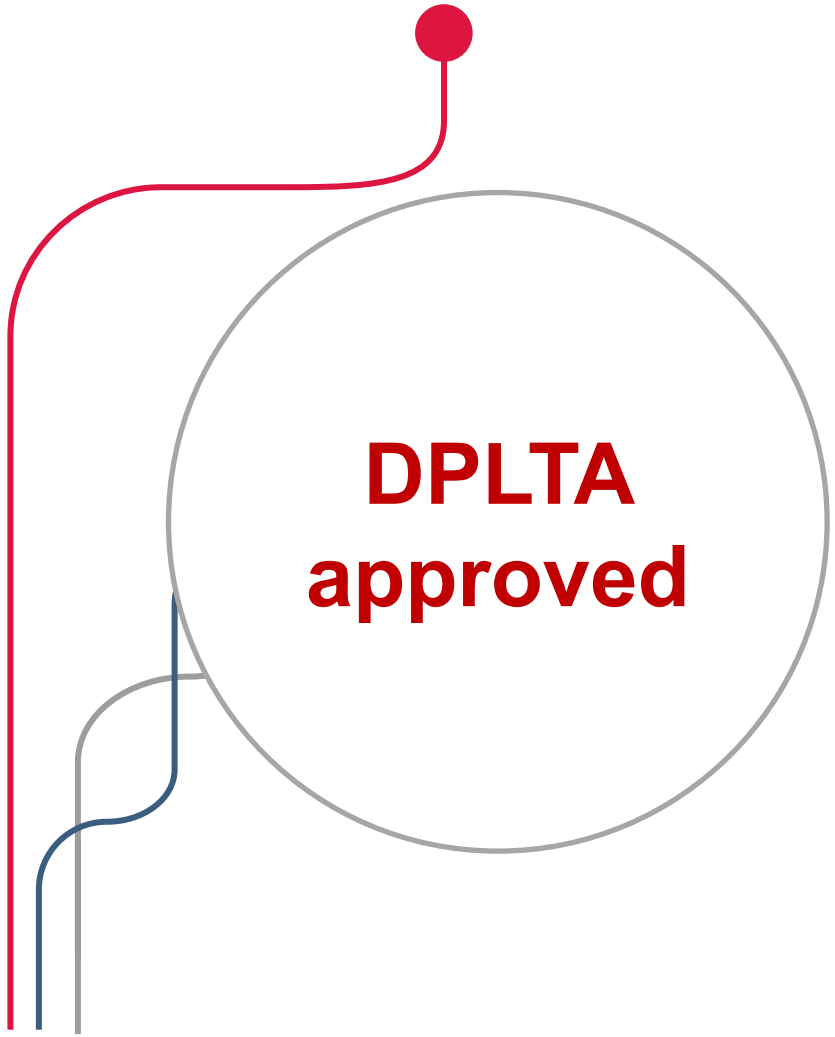
Outlook Full Year 2023: Revenue Stabilization and Growing Investments



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



Domination and Profit and Loss Transfer Agreement (DPLTA)



Approved with **86.58%**
of share capital present at the
Annual General Meeting







Questions and Answers



Thank you and have a good day.

PFEIFFER VACUUM



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

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