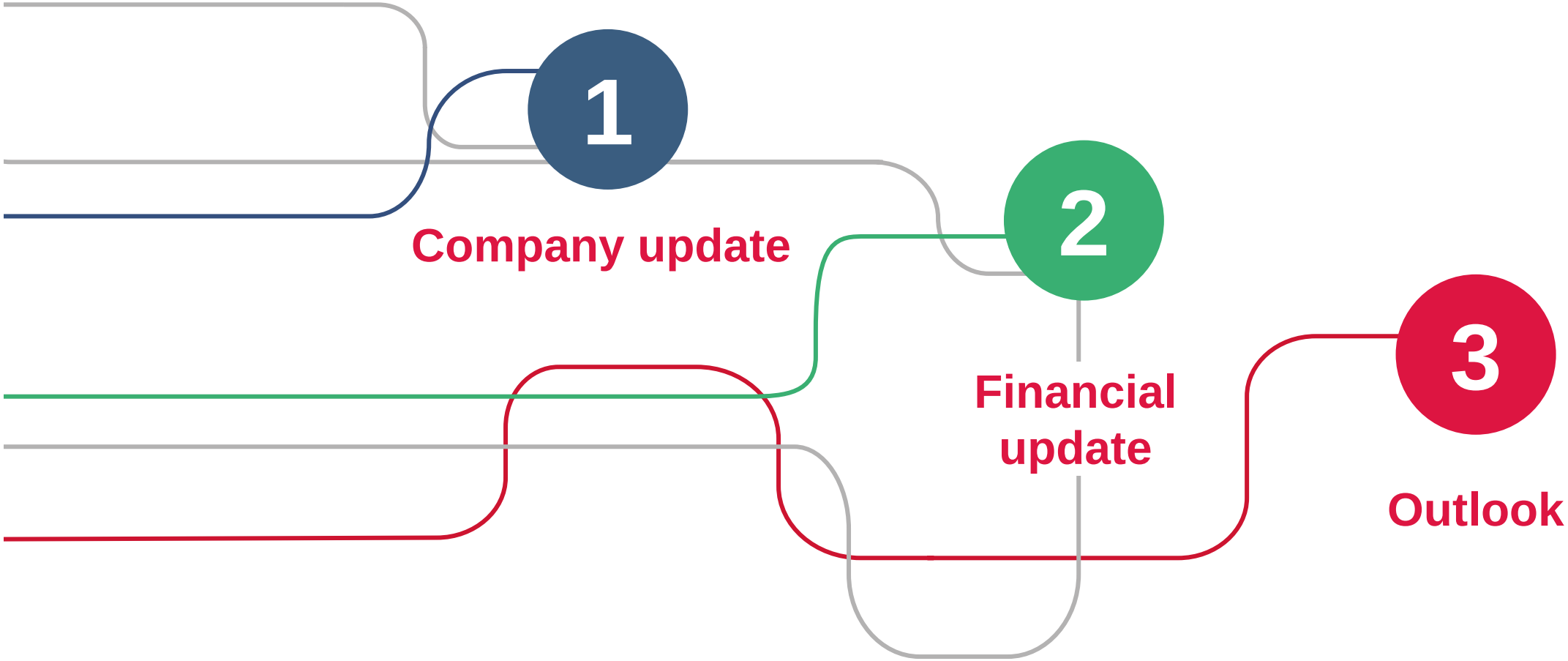
August 1, 2023

PFEIFFER VACUUM TECHNOLOGY AG

Group Financial Results 2nd Quarter 2023

Investor and Analyst Conference Call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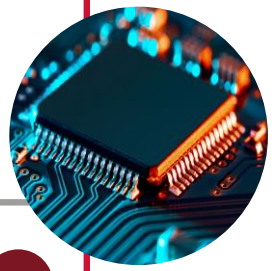

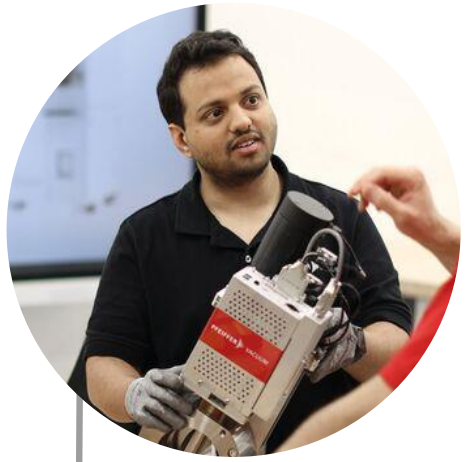

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Company update

PFEIFFER VACUUM

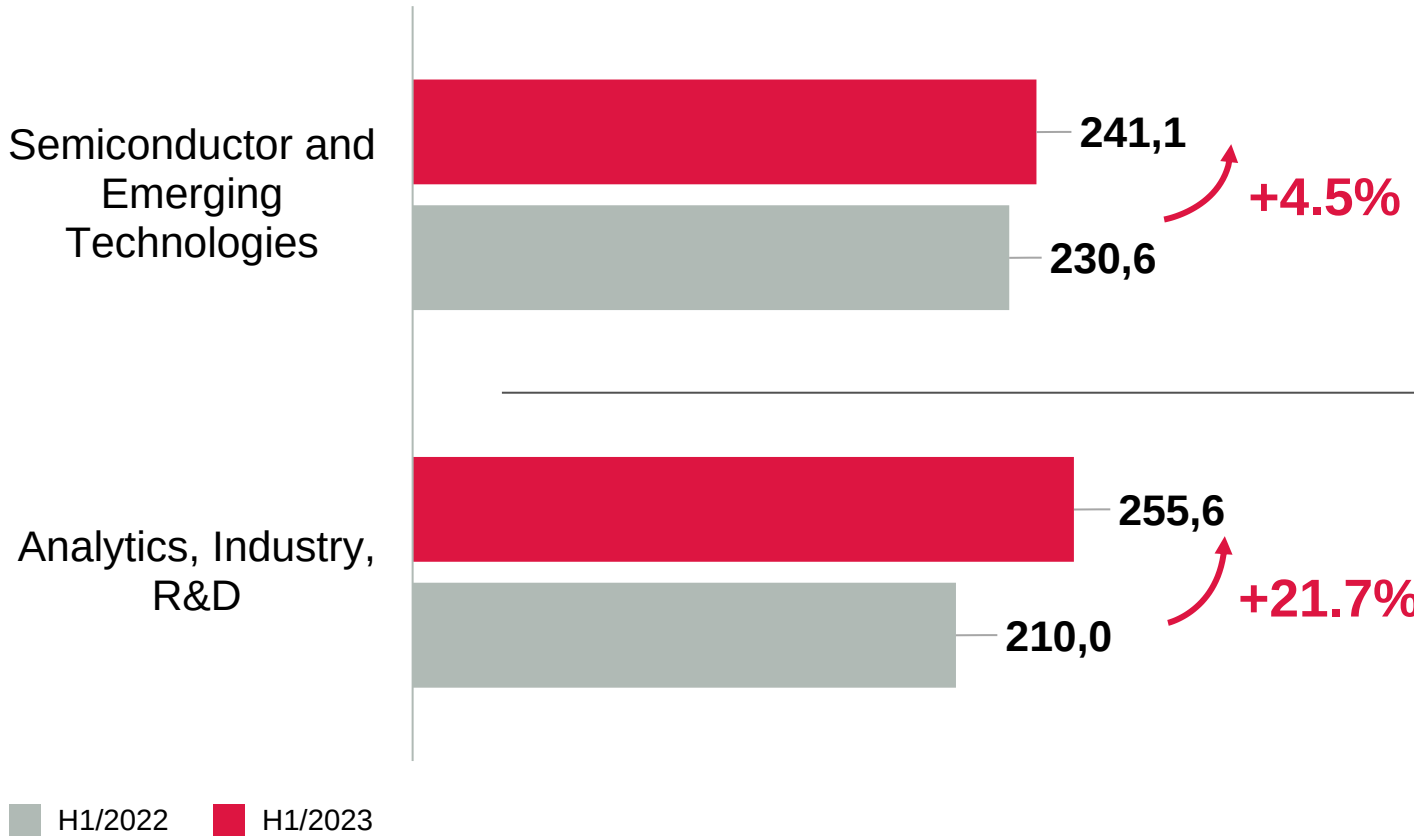
First Half 2023 Financial Results Summary

in € millions

6M / 2023	6M / 2022	Δ
496.7	440.6	12.7%
Sales	Sales	Sales
452.5	580.1	-22.0%
Order intake	Order intake	Order intake
458.3	455.7	0.6%
Backlog	Backlog	**Backlog**
56.3	60.1	-6.3%
EBIT	EBIT	**EBIT**

Sales in All Market Segments Grew Year-over-Year

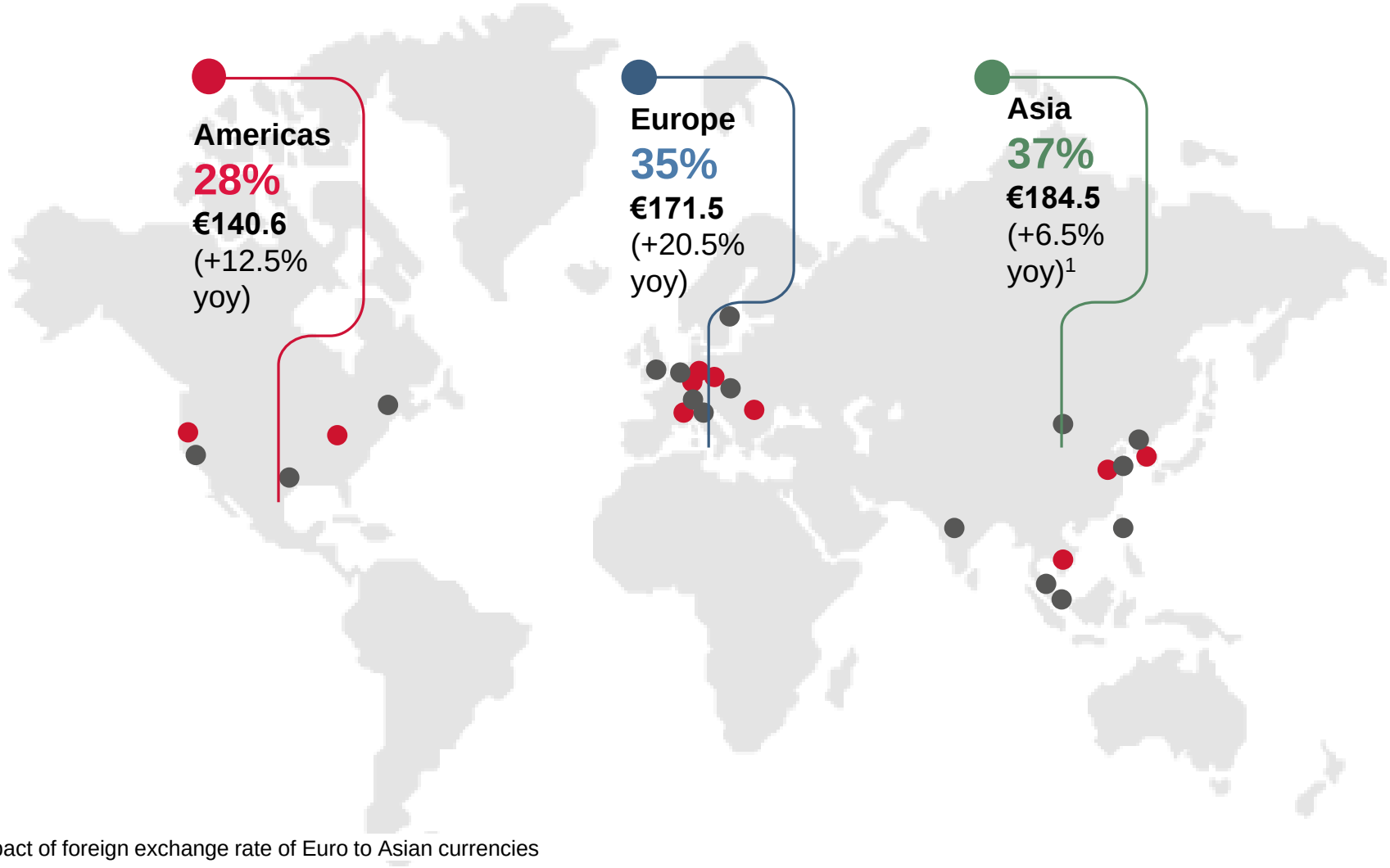
in € millions



Typical applications	In % of total sales
▪ Lithography ▪ Metrology ▪ CVD ▪ Etching ▪ Data storage ▪ Display coating (LED, OLED)	48%
▪ 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	52%

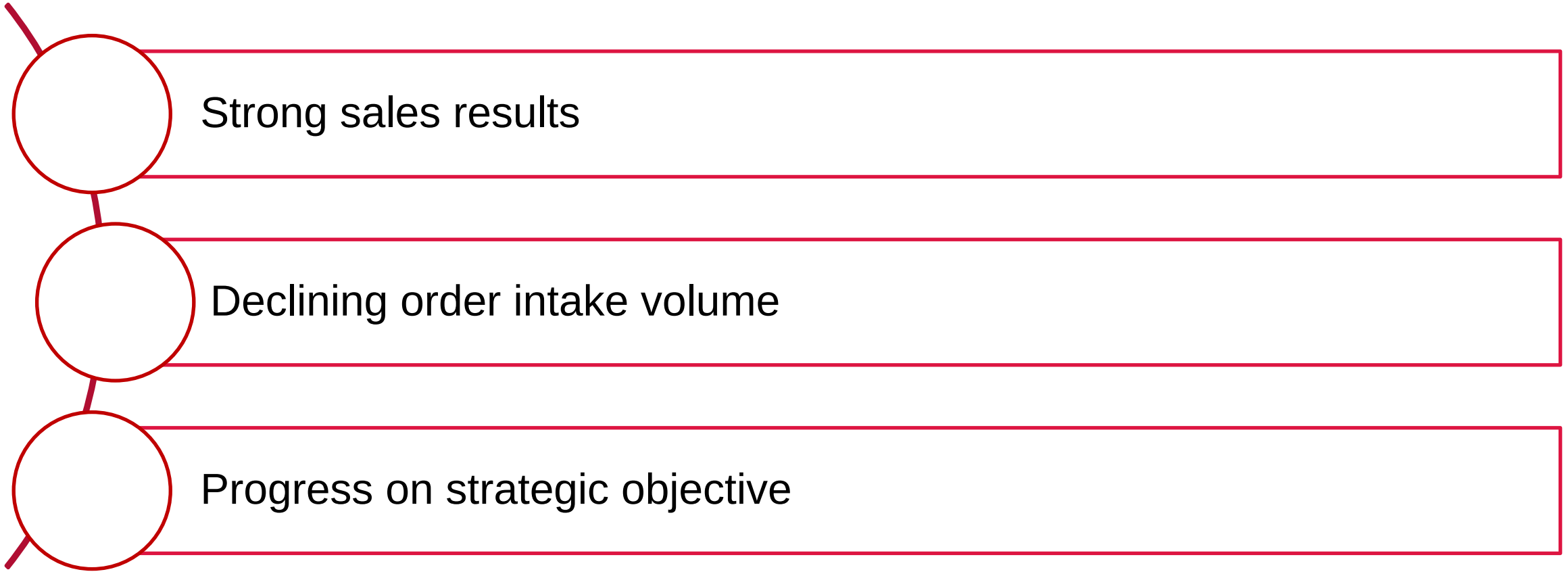
Sales Across All Regions

in € millions

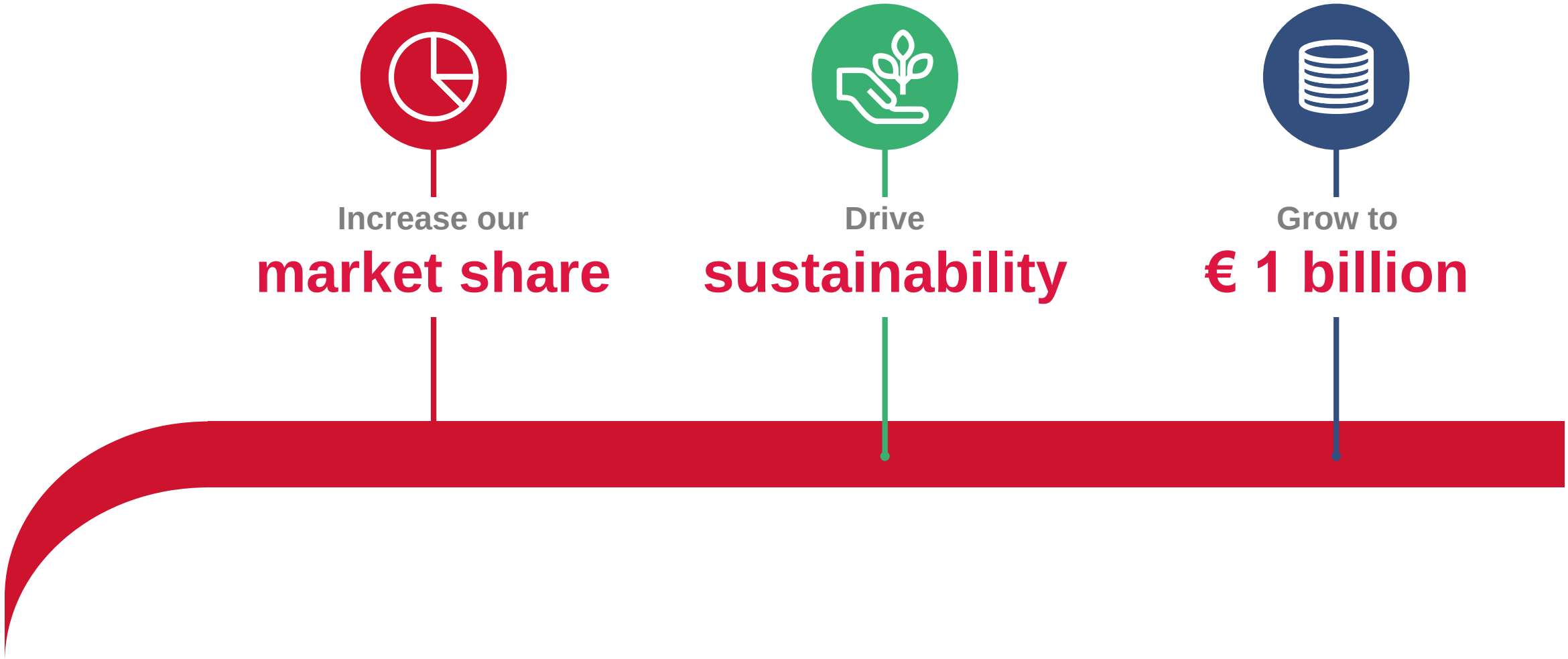


[1] Significant negative impact of foreign exchange rate of Euro to Asian currencies

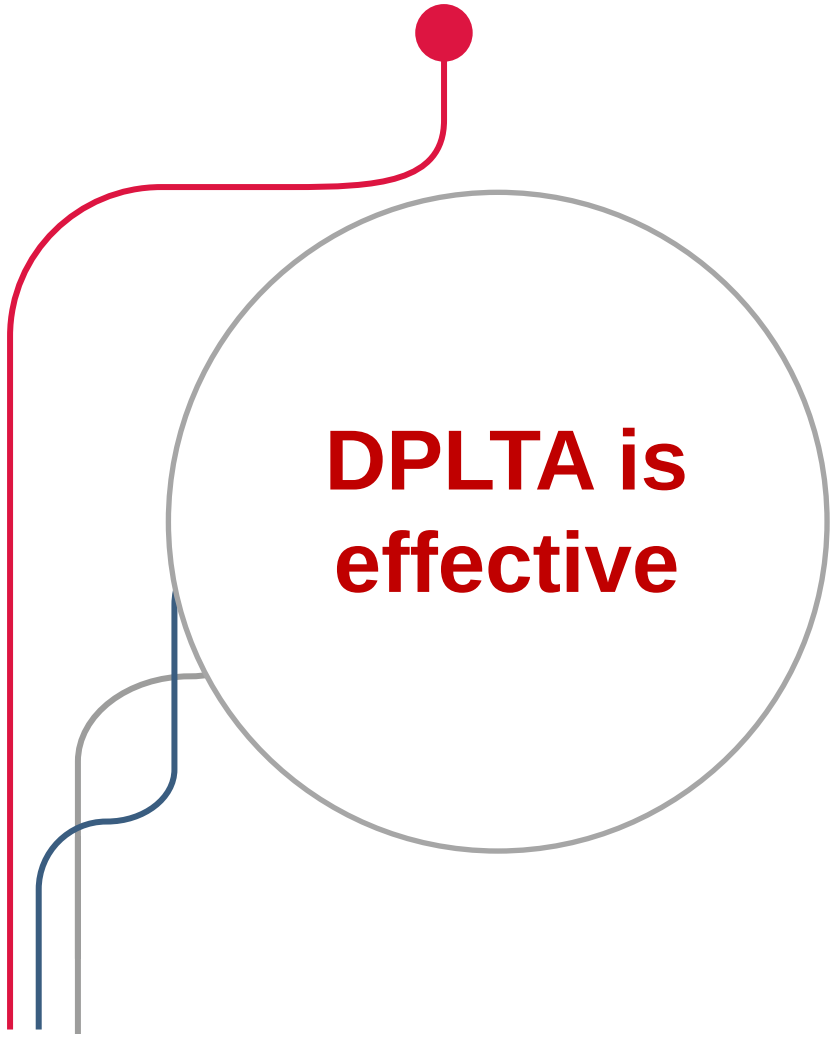
First Half 2023 Key Points



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



Domination and Profit and Loss Transfer Agreement (DPLTA) Update



- Effective as of **May 16th, 2023**
- Simplified and accelerated decision-making processes between Pfeiffer Vacuum and Busch

Business Update

- Slowing semiconductor market demand in first half of 2023
- More stable Analytics, Industry and R&D demand trends
- Continuing production capacity expansion
- Successful first full production plant Enterprise Resource and Planning (ERP) system implementation

Ecological and Social Responsibility Goals



Sustainability

Vision:

Our vision is to be the **most sustainable** and fastest growing **market player** in our industry to drive **technology** for a **sustainable future** and contribute to a **better world** for **coming generations**.



Pfeiffer Vacuum sustainability award







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Financial update

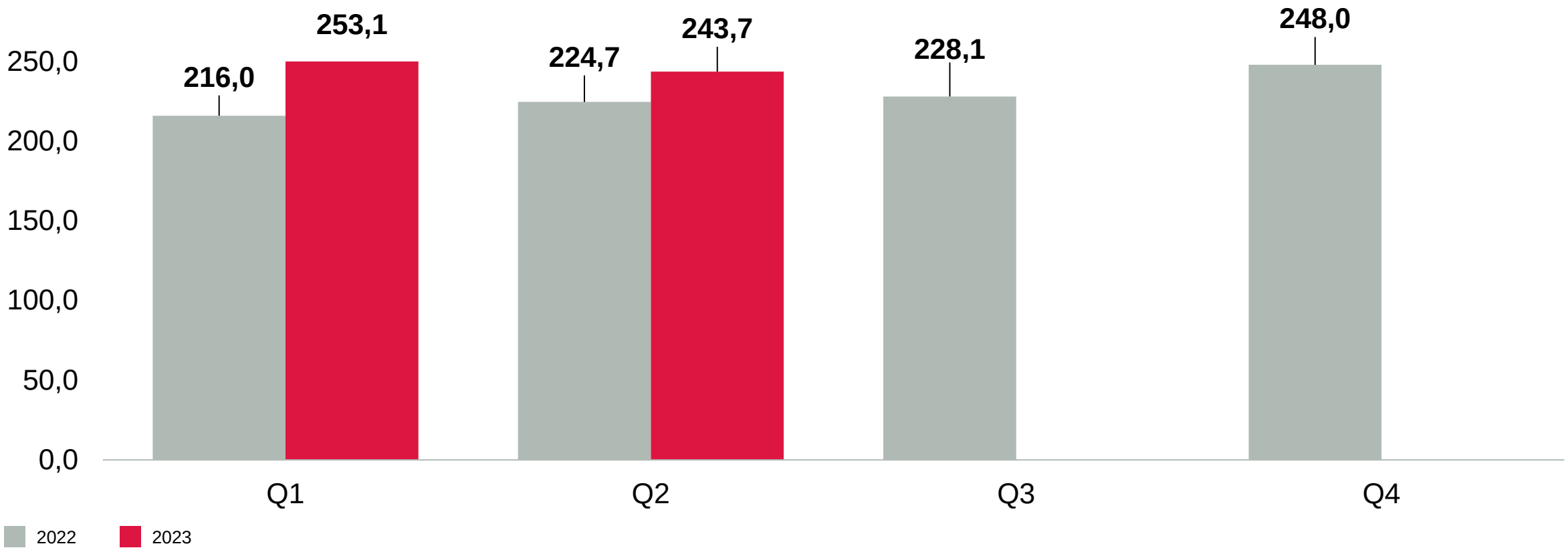
First Half 2023 Financial Results

in € millions, except EPS

	H1 / 2023		H1/ 2022		Δ
		Margin		Margin	
Sales	496.7		440.6		12.7%
Gross profit	184.7	37.1%	158.1	35.9%	16.8%
Other operating income/expense	-2.8		2.3		NM
EBIT	56.3	11.3%	60.1	13.6%	-6.2%
Net income	39.8	8.0%	42.6	9.7%	-6.4%
EPS	4.04		4.32		-6,5%

Strong Second Quarter 2023

in € millions



Second Quarter 2023 Financial Results

in € millions, except EPS

	Second quarter / 2023		Second quarter / 2022		Δ
		Margin		Margin	
Sales	243.7		224.7		8.5%
Gross profit	87.1	35.7%	79.3	35.3%	9,7%
EBIT	24.1	9.9%	28.7	12.8%	-16.2%
Net income	17.0	7.0%	20.4	9.1%	-16,5%
EPS	1.72		2.06		-16.5%

Balance sheet and cash flow items: Strong capital position

in € millions, except ratio

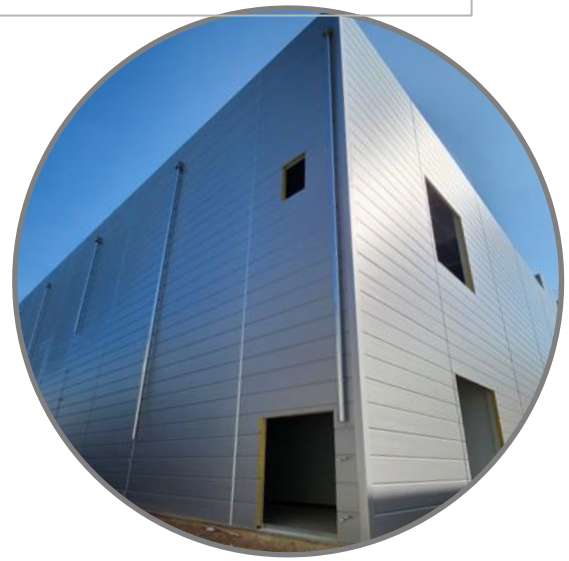
	June 30, 2023	Dec. 31, 2022	Δ
Total assets	914.2	863.7	5.8%
Inventories	244.0	249.0	-2.0%
Trade accounts receivable	170.9	153.2	11.6%
Cash and cash equivalents	76.6	67.8	12.9%
Equity ratio (in %)	61.4	61.5	-0.1 pts.
Net working capital	317.9	291.0	9.2%
Financial liabilities	113.5	76.0	49.3%
	June 30, 2023	**June 30, 2022**	
Net cash provided by operating activity	20.7	22.6	NM

Capital Investments

H1 2023 capital investments of **42 M €;**
including infrastructure investments in:

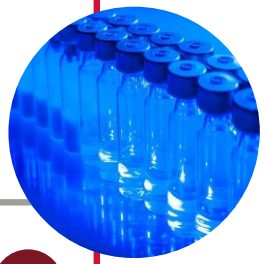


Asslar, Germany



Asan, Korea







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Pfeiffer Vacuum
Outlook

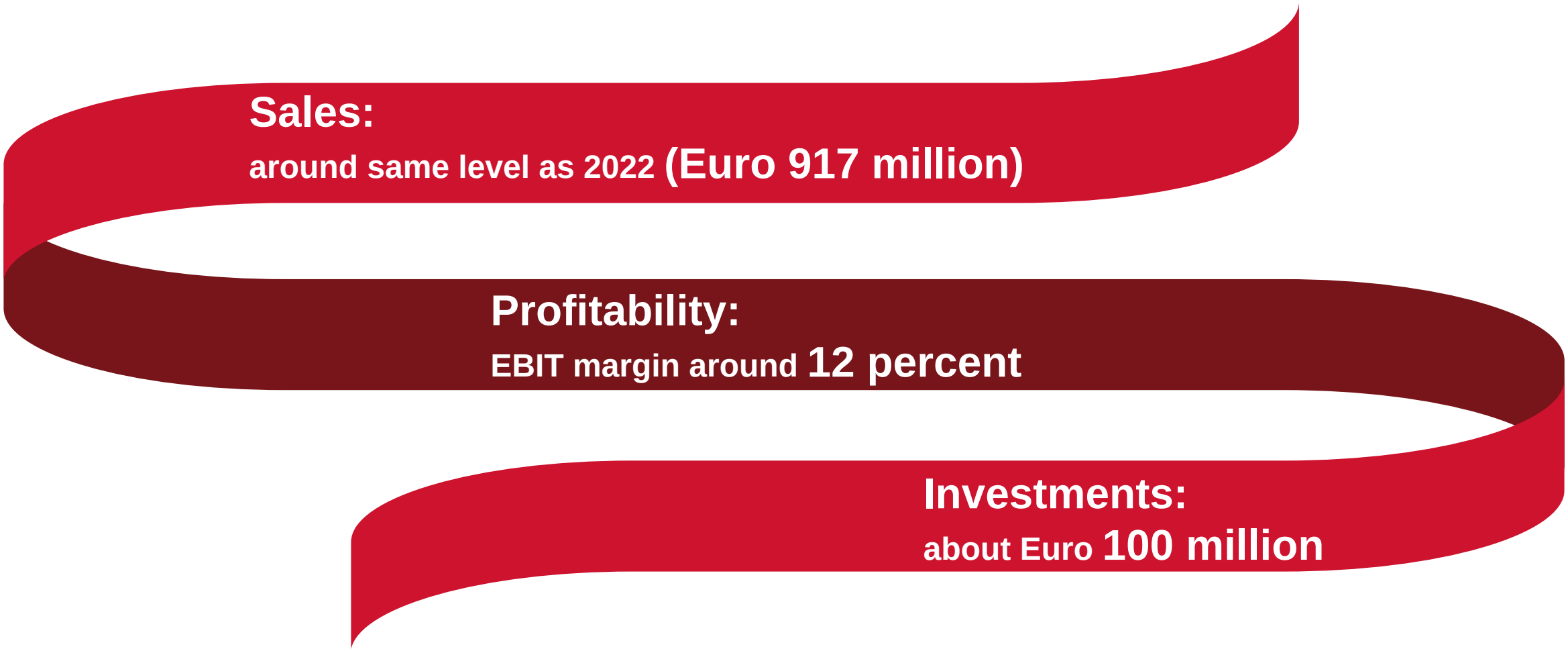
PFEIFFER VACUUM

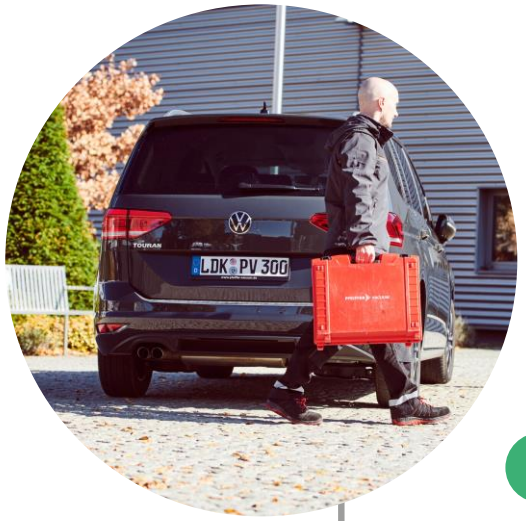
Quarterly order intake and backlog in Q2 2023

in € millions, except ratio

	2022					2023	
	Q1	Q2	Q3	Q4	FY	Q1	Q2
Order intake	286.2	293.9	286.4	236.7	1,103.2	238.7	213.8
Book-to-bill ratio	1.33	1.31	1.25	0.95	1.20	0.94	0.88
Order backlog at end of period	386.4	455.7	514.0	502.7	502.7	488.3	458.3

Outlook Full Year 2023: Revenue Stabilization and Growing Investments









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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