

# Press Release

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## **PVA TePla AG starts year with first-quarter growth in order volume**

PVA TePla AG  
Investor Relations  
Peter Banholzer

### **Improved operating result and steady sales**

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**Asslar, 14 May 2004:** PVA TePla AG, which is listed in the Prime Standard segment of the German Stock Exchange, performed largely in line with expectations during the first quarter of 2004. Group revenues in the first three months reached € 8.3 million (Q1/2003: € 8.4 million).

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The Vacuum Systems division accounted for the largest proportion of sales, at € 4.7 million (Q1/2003: € 3.6 million), and sales growth in excess of 30 percent in a year-on-year comparison. The Plasma Systems division generated € 3.5 million in sales volume, compared to € 3.3 million in Q1/2003. Performance in the Crystal Growing Systems division was disappointing, with revenues falling to a mere € 0.1 million (Q1/2003: € 1.5 million).

Despite a fall in gross profit to € 1.6 million (Q1/2003: € 2.6 million), mainly caused by the Crystal Growing Systems division, the operating result improved as a result of cost reduction measures to € -1.5 million (Q1/2003: € -1.8 million). The net loss for the period was € 0.8 million (Q1/2003: € 0.7 million), whereby the somewhat lower net loss in the previous year was also attributable to extraordinary income (€ 0.4 million).

Incoming orders in the first quarter of 2004 totalled € 11.0 million (Q1/2003: € 11.3 million). At € 14.3 million, the order backlog at the end of the quarter was 30% up on the figure at the end of 2003 (€ 11.0 million).

In view of the order-book situation and the ongoing impacts of measures already implemented, the Management Board continues to expect a return to positive operating profits in the course of the 2004 business year.

“The first quarter produced an operating loss, as expected. From the second quarter onwards, we should be seeing positive figures for the operating profit. We will maintain our consolidation efforts, but without jeopardising our global business opportunities as a result”, commented Peter Abel, Group CEO.

### **About PVA TePla**

For decades already, PVA TePla AG has been an established supplier of plant and systems for eco-friendly production and processing of high-quality industrial materials. As a vacuum specialist for high-temperature and plasma treatment, the company is a leading player on the world market for hard-metal sintering plant, crystal growing facilities, plant for surface activation using plasma. With its systems and services, PVA TePla supports key processes in industrial companies, particularly in the metal, ceramics, plastics, semiconductor, hard metals and electrical/electronics industries, as well as in research and development institutes centred on materials technologies. The company also supplies innovative components and solutions for cleaning freshwater, wastewater and surfaces with UVC radiation. Shares in the company have been traded on the Frankfurt Stock Exchange since 21 June 1999, and have been listed in the Prime Standard segment since 1 January 2003 (ISIN DE0007461006, Reuters TPEG).

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