

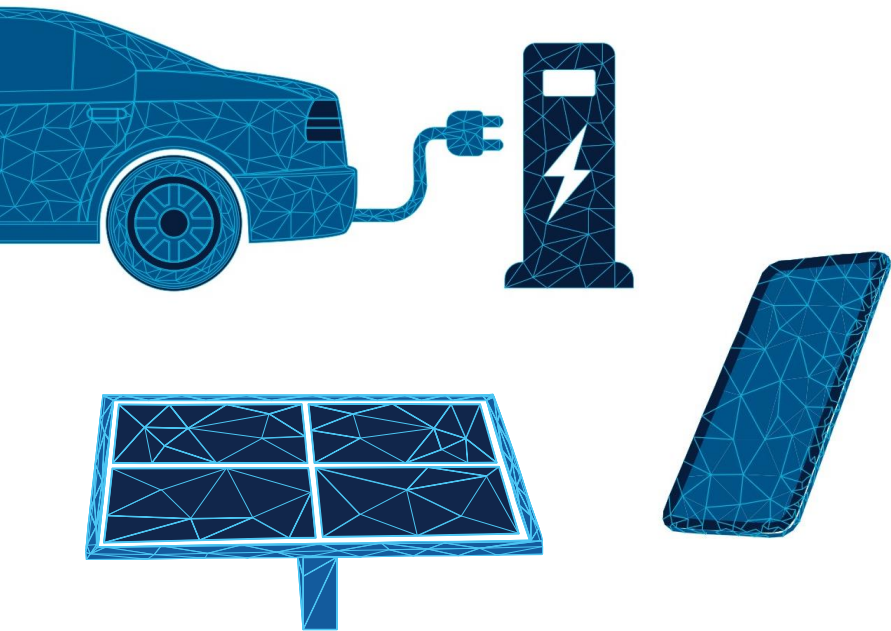
FY 2023 PRESENTATION

20 March 2024

PVA TePla



AGENDA



BUSINESS HIGHLIGHTS
FY 2023

FINANCIALS
FY 2023

STRATEGY AND OUTLOOK



HIGHLIGHTS 2023

LOOKING BACK ON A SUCCESSFUL YEAR

- Significant **increase in revenue and earnings**, ambitious **guidance repeatedly exceeded**
- **Order intake** remains at a very high level with further **diversification** of order book
- Customer base broadened: **addressing new growth markets** begins to take effect
- On track with investments in **infrastructure, workforce, capacity and innovation** to support sustainable future growth
- Further milestones of **ESG strategy** achieved

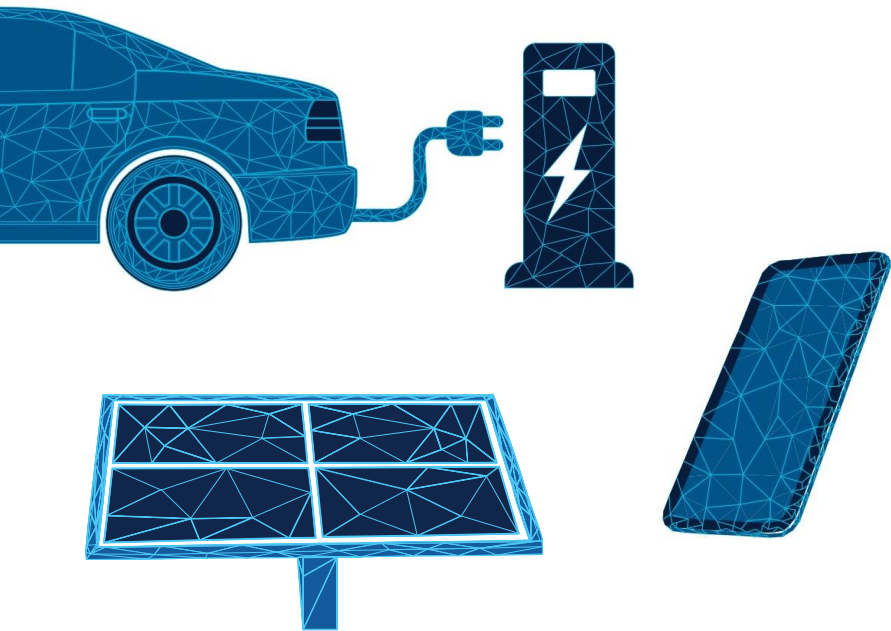


ESG UPDATE

PROGRESS TOWARDS CO₂ NEUTRALITY

- Construction work of **new facilities** in Wetttemberg, Germany, and Schio, Italy with special **focus on sustainability** nearly finished
- With the expansion of **own PV generation** and switch of our electricity procurement to **certified green energy**, we **reduced CO₂ emissions** (Scope 1 + 2, market based) **by 25.4%**
- New **heat recovery system** at our site in Jena, Germany, which will **save around 202,300 KWh** of gas per year, a 27% reduction

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KEY FIGURES

STRONG GROWTH AND SOLID ORDER SITUATION

Order Intake

EUR 221.8 m

↘ 5.6%

Sales

EUR 263.4 m

↗ 28.4%

Order Backlog

EUR 278.3 m

↘ 14.2%

EBITDA

EUR 41.5 m

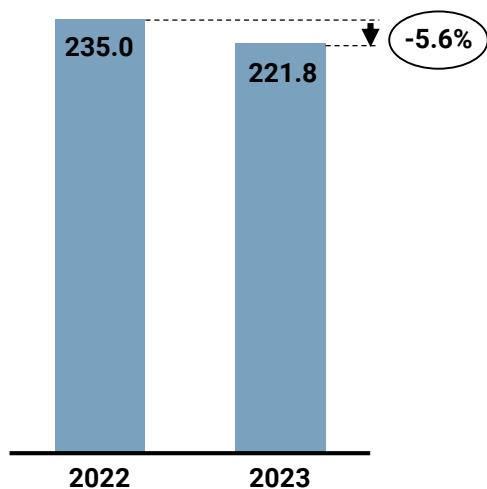
↗ 38.3%

- Both, sales and earnings above forecast
- Robust order situation
- Order backlog in the Industrial Systems segment with EUR 103.9 m (2022: EUR 104.4 m) virtually on previous year's level
- Book-to-bill ratio at 0.84
- CapEx at EUR 11.8m +68% (2022: EUR 7m)

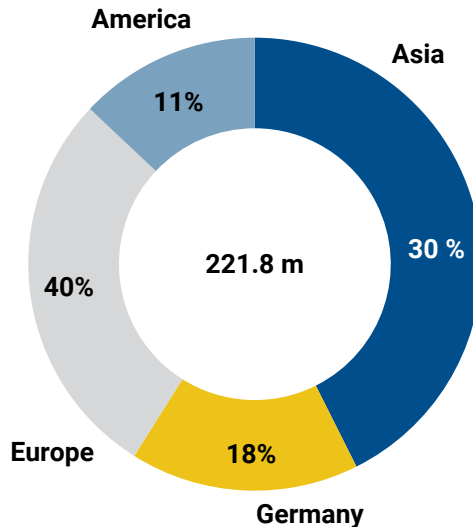
ORDER INTAKE

OVERALL ROBUST LEVEL, BUT SHIFT IN MIX WITH SHORTENED LEAD TIMES

Year to Year
[EURm]



Region
[EURm]



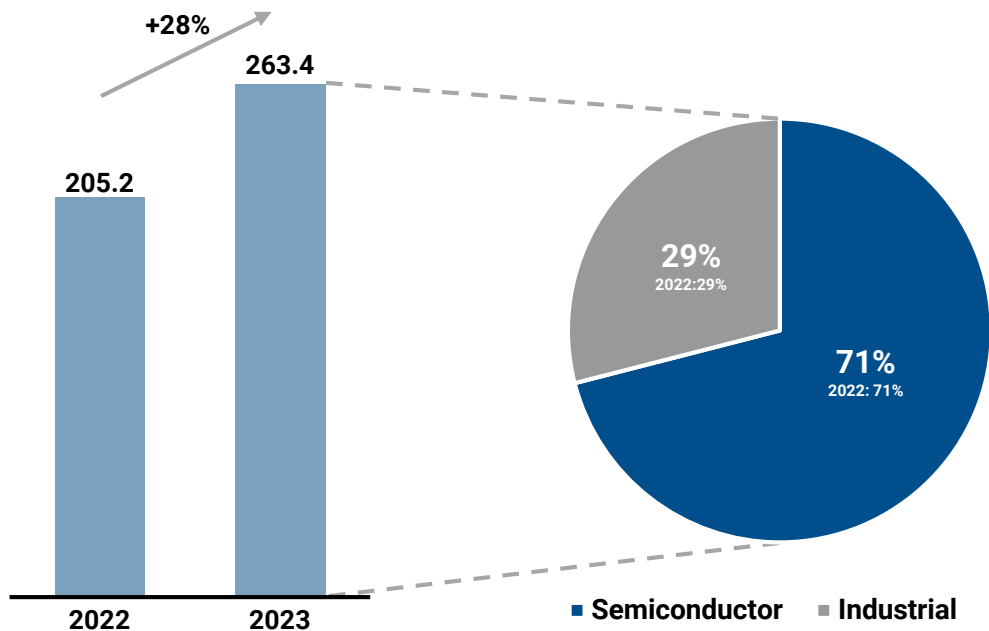
- **Order intake at EUR 221.8 m**, 5.6% below previous year's high level of EUR 235 m
- Well diversified order book: **Asia 30%, Germany 18%, Europe (ex-Germany) 40%, America 11%**
- **Semiconductor** contributes **64%** of orders, **Industrial 36%**

GROUP SALES

BOTH SEGMENTS PROVIDED CONTINUED STRONG GROWTH

Year to Year
[EURm]

Segment Split
[EURm]



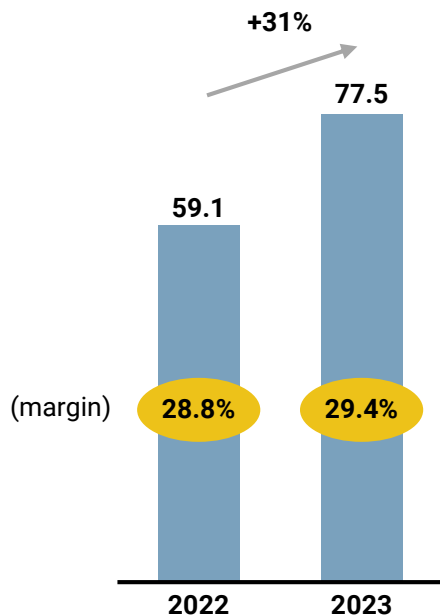
- Both divisions benefit from **megatrends**, e.g. **digitization**, **decarbonization** and **mobility**
- **Diversified portfolio** starts paying off: By generating sales from a variety of sectors, we are increasingly becoming **less dependent on specific sector cycles**.

GROUP PROFIT

SOARED ON ALL LEVELS

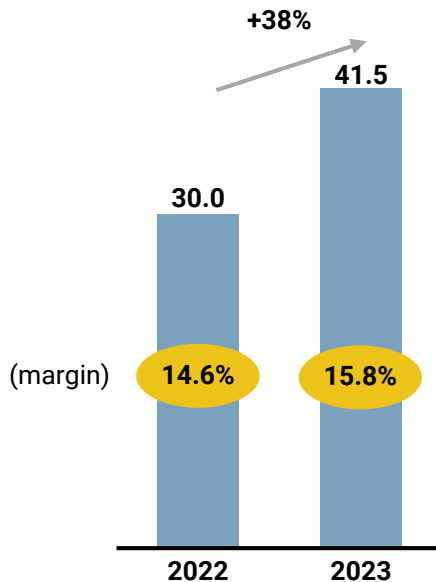
Gross Profit

[EURm]



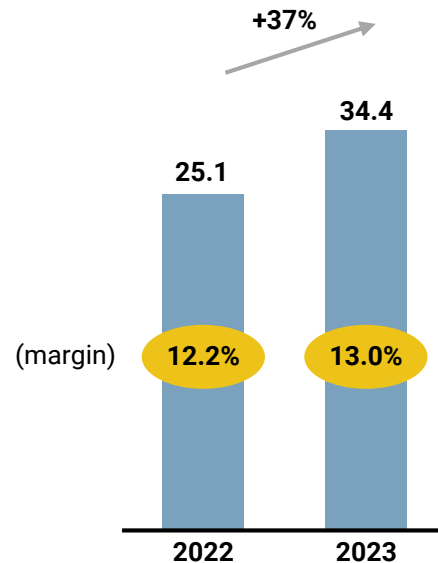
EBITDA

[EURm]



EBIT

[EURm]

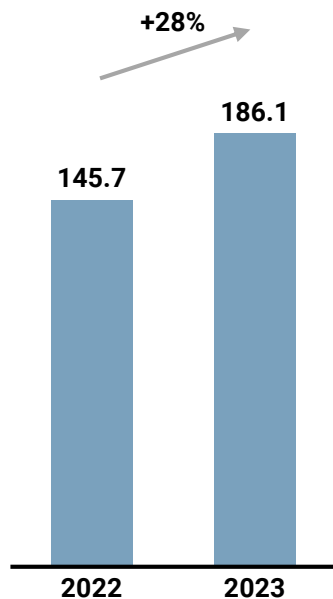


SEMICONDUCTOR

BALANCED SALES DISTRIBUTION

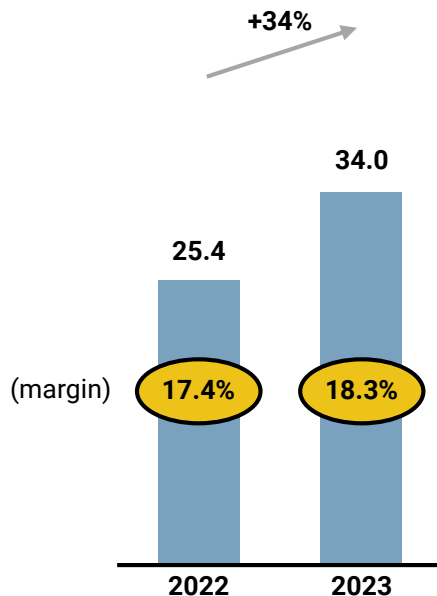
Sales

[EURm]



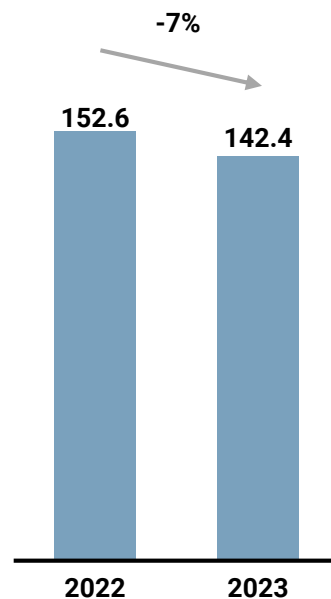
EBITDA and margin

[EURm]



Order intake

[EURm]

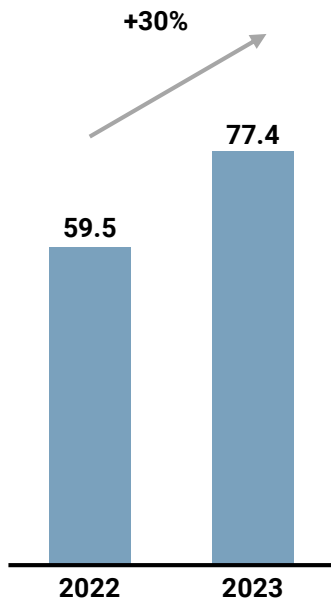


INDUSTRIAL

DEMAND FROM AEROSPACE, MEDICAL TECHNOLOGY AND OPTICAL INDUSTRIES

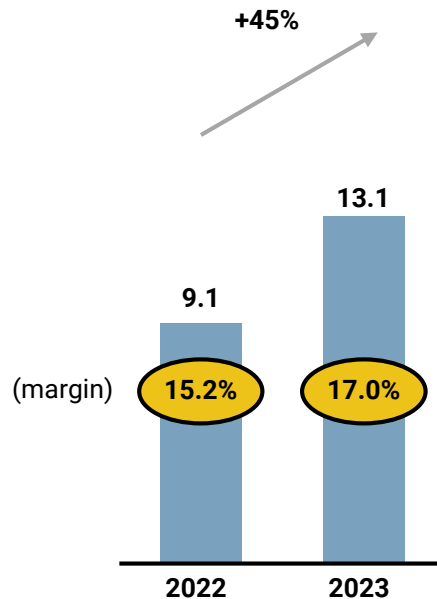
Sales

[EURm]



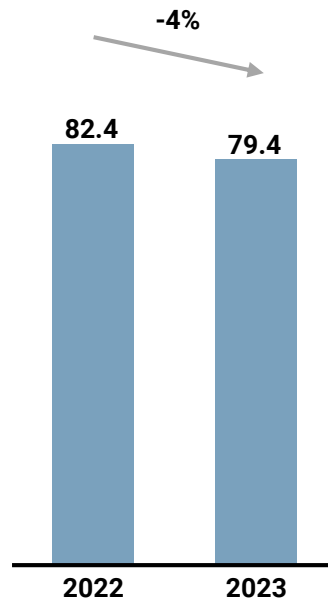
EBITDA and margin

[EURm]

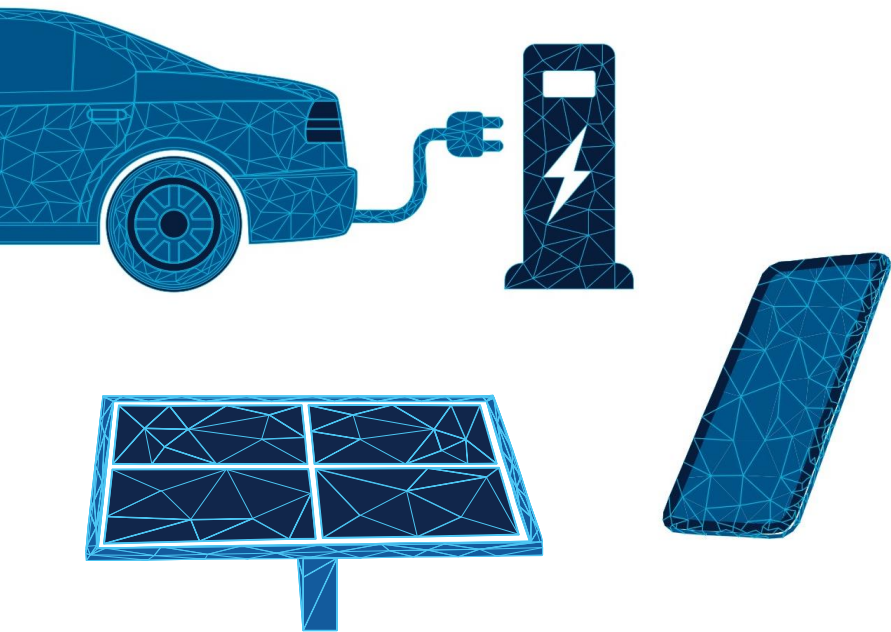


Order intake

[EURm]



AGENDA



BUSINESS HIGHLIGHTS
FY 2023

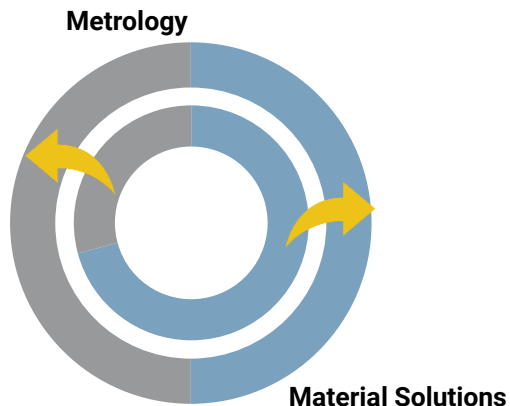
FINANCIALS
FY 2023

STRATEGY AND OUTLOOK

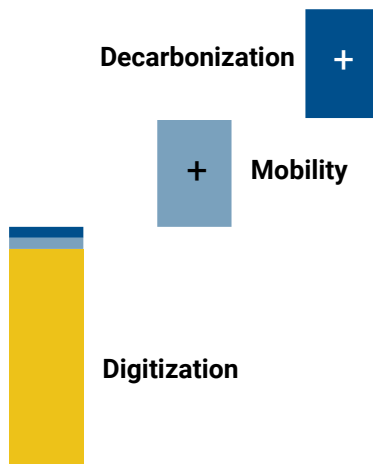
WHERE WE ARE GOING

GROWING INTO BALANCED REVENUE STREAMS

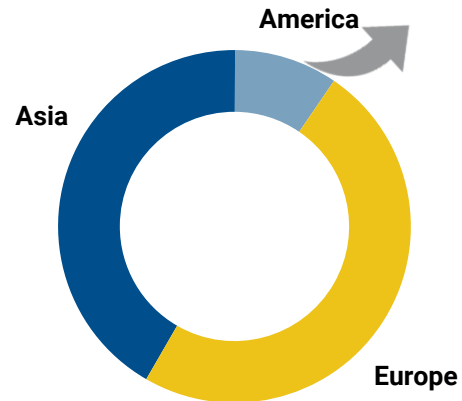
Technology Split



Growth Drivers



Regional Split

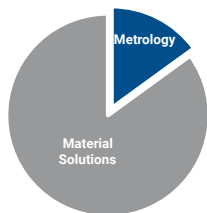


Growing business activity supported by investing in infrastructure, workforce, capacity and innovation

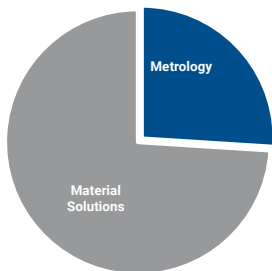
METROLOGY SYSTEMS

METROLOGY HAS PROVEN TO BE AN IMPORTANT GROWTH DRIVER

Revenue Split 2015



Revenue Split 2023

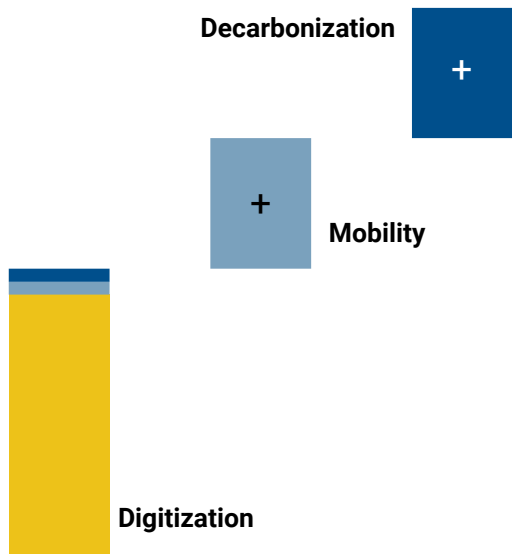


- Since 2015, metrology sales grew by more than **500%**, at a **CAGR of >25%**
- The **global industrial metrology market size** was valued at USD 9.7 bn in 2022 and **is projected to reach more than USD 20 bn by 2030**, according to “Verified Market Research”; North America is expected to be the fastest growing region
- **Key industries** for PVA TePla: **Semiconductor and E-Mobility**



WHERE WE ARE GOING

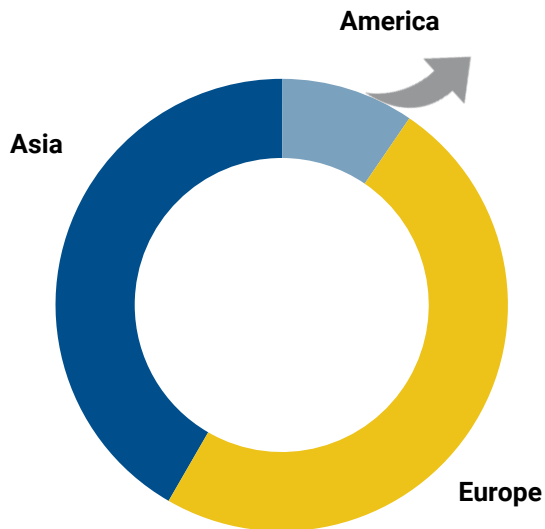
OUR GROWTH IS SUPPORTED BY STRONG MEGATRENDS



- We have identified numerous **growth opportunities** arising from sustainable megatrends, further expanding our position in mobility and decarbonization
- With our solutions in the areas of mobility and decarbonization, we are **addressing new customers and to a certain extent existing customers in Europe and Asia**

WHERE WE ARE GOING

BROADENING INTERNATIONAL CUSTOMER BASE WITH FOCUS ON NORTH AMERICA



- Over the past decades, we have developed a **strong customer base in Europe and Asia**
- Through **investments in our sales and service infrastructure**, we are aiming to further expand our footprint customer base in North America
- **Key markets: Aviation and Semiconductor**

PVA TECHNOLOGY HUB

UTILIZING THE SILICON CARBIDE POTENTIAL

Initiated in 2023, the **PVA Technology Hub** will soon be operational

- Continuation of the company's **evolution from a pure systems supplier to a solution provider**
- **Strengthening R&D capacities** to be equipped for future materials
- Strong focus **on synergies** between different **product categories**
- Initial focus on **Silicon Carbide (SiC)**



FINANCIAL GUIDANCE

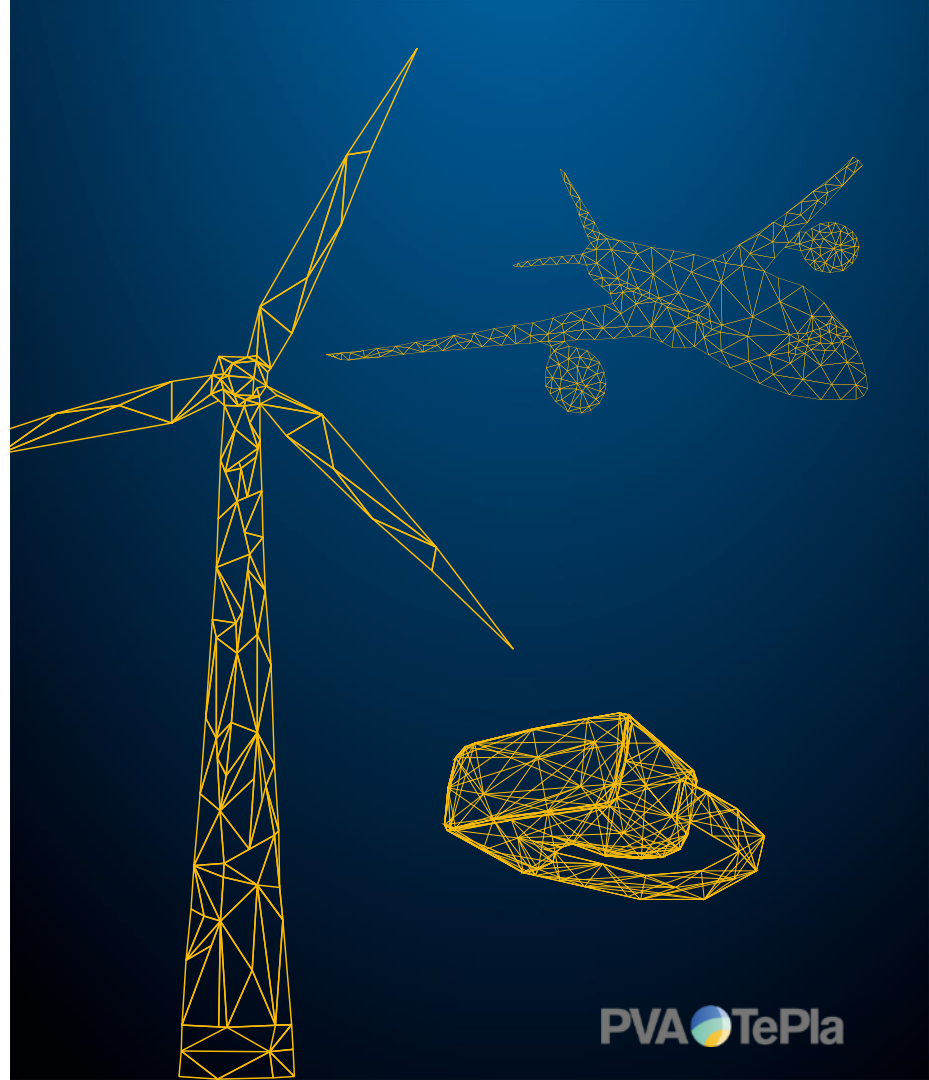
SHORT- AND MID-TERM

2024/2025

- FY2024 sales targeted to reach between EUR 270 m and EUR 290 m with earnings before interest, tax, depreciation and amortisation (EBITDA) ranging from EUR 47 m to EUR 51 m
- The following year, 2025, is expected to continue to grow at a similar level

UPDATED MID-TERM TARGET

- Doubling sales to around EUR 500 m by 2028



TIME FOR YOUR QUESTIONS



SAVE-THE-DATE:
CAPITAL MARKETS DAY
16 MAY 2024 IN WETTENBERG



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