



**PVA**  **TePla**

**FY 2024  
PRESENTATION  
19 March 2025**

**PVA**  **TePla**

# AGENDA



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**BUSINESS HIGHLIGHTS**  
**FY 2024**

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**FINANCIALS**  
**FY 2024**

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**STRATEGY AND OUTLOOK**

# HIGHLIGHTS 2024

## DELIVERING ON OUR STRATEGY 2028

- ✔ **Strategy 2028 introduced**, targeting EUR 500 m in sales
- ✔ New management setup completed
- ✔ Newly established **Technology Hub** drives innovation in future areas like silicon carbide processing
- ✔ **Metrology: Further strengthened** with high-precision quality control solutions, winning new volume customer, and initiating further qualification processes
- ✔ **Material Solutions:** Intake of several pre-qualifying orders in the newly addressed energy storage sector
- ✔ **Capacity expansion** at Wattenberg and Marano Vicentino, Italy
- ✔ First participation at **SEMICON Japan**
- ✔ **First Capital Markets Day in May 2024** with focus on product portfolio

# SHARE BUYBACK

## FOR ACQUISITIONS AND INCENTIVE PLANS

### ‣ Objective:

- For acquisitions or investments to strengthen the company's competitive position
- Allocation to board members and executives as part of long-term compensation models

### ‣ Framework:

- Period: November 22, 2024, to December 31, 2025
- Maximum number of shares: Up to 2,174,998 shares (10% of share capital)
- Total purchase price: Up to EUR 30 m (excluding acquisition costs)

### ‣ Current status:

- Repurchase of 3.2% (as of February 28, 2025)
- Average purchase price of EUR 13.42





# ESG UPDATE

## DRIVING SUSTAINABILITY: STRONG PERFORMANCE AND STRATEGIC PROGRESS

### ENVIRONMENT

- **Net Zero achieved for Scope 1 & 2 in 2024**, with a **significant CO<sub>2</sub> reduction of 63.3%**
- **Energy Mix:** 85% of electricity from renewable sources

### SOCIAL

- **Increased focus on social sustainability**, improving employee satisfaction, diversity, and inclusion

### GOVERNANCE

- Governance further strengthened in 2024 through **increased compliance with the Corporate Governance Code**
- Progress towards **CSRD-compliant ESG reporting**, initial compilation of the relevant data

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# KEY FIGURES

## PROFITABILITY AND SALES IN LINE WITH GUIDANCE; INVESTMENTS ON TRACK

Sales

EUR 270.1 m

↗ 2.5%

EBITDA

EUR 47.8 m

↗ 15.7%

Order Backlog

EUR 155.6 m

↘ 44.3%

Order Intake

EUR 150.6 m

↘ 32.1%

- Key figures **met 2024 forecast**
- Solid sales growth** in spite of challenging market conditions
- EBITDA increased** to EUR 47.8 m from EUR 41.5 m, margin at 17.7%. – **gross margin rose to 32.6%**, up from 29.4%
- EUR 155.6 m order backlog, down 44.3% due to **accelerated order cycles and reduced lead times, but still solid visibility for 2025**, covering more than half of sales guidance
- Order intake declined 32% to EUR 150.6 m
- CapEx at EUR 25 m, +111% (2023: EUR 12 m)

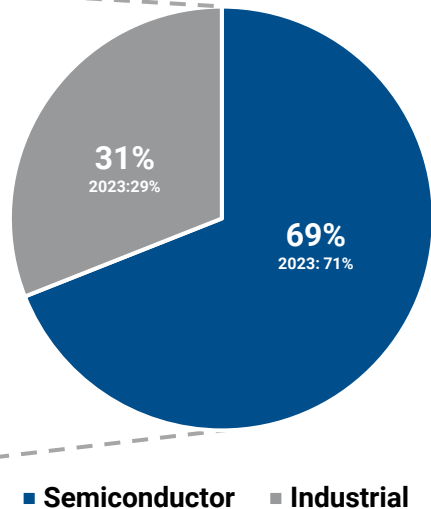
# GROUP SALES

## MODERATE GROWTH IN CHALLENGING ENVIRONMENT

Year to Year  
[EURm]



Segment Split  
[EURm]



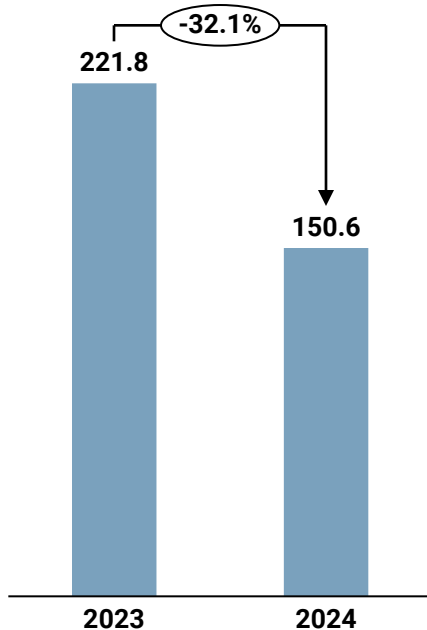
- ▶ Both divisions benefit from **megatrends**, e.g. **digitalization**, **decarbonization**, and **mobility**
- ▶ Regional sales split: **Asia 55%**, **Europe 31%**, **North America 14%**
- ▶ Semiconductor grew by **0.8%**, Industrial segment by **6.7% y/y**
- ▶ **Diversified portfolio**: Metrology continues to grow fast, reducing dependence on sector cycles



# ORDER INTAKE

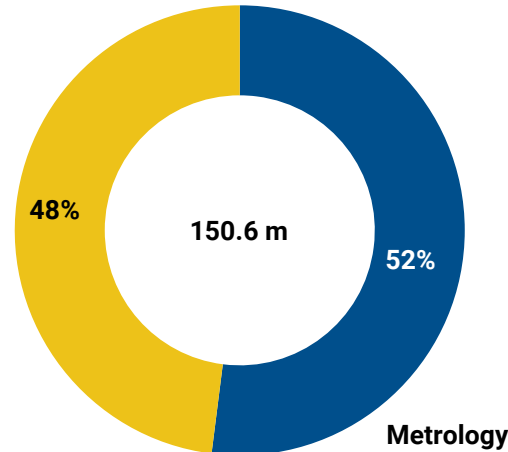
## SHIFT IN MIX WITH SHORTENED LEAD TIMES

Year to Year  
[EURm]



Product Groups  
[EURm]

Material Solutions



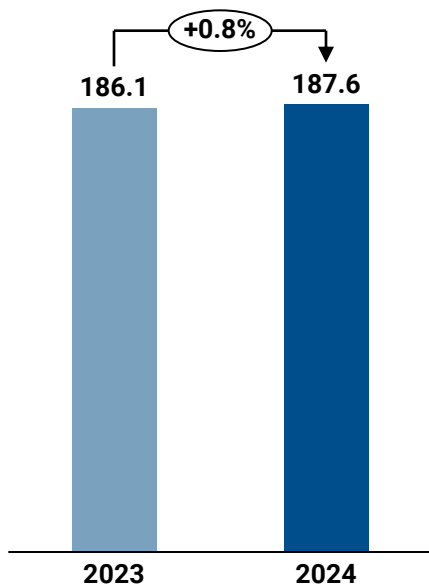
- ▶ **Regional Split:** Asia 40%, Europe 39%, North America 21%
- ▶ **Semiconductor** segment contributed **66%** of new orders, **Industrial 34%**
- ▶ **Balanced product mix:** 48% Material Solutions, 52% Metrology

# SEMICONDUCTOR

## STRONG METROLOGY GROWTH OFFSETS WEAKNESS IN MATERIAL SOLUTIONS

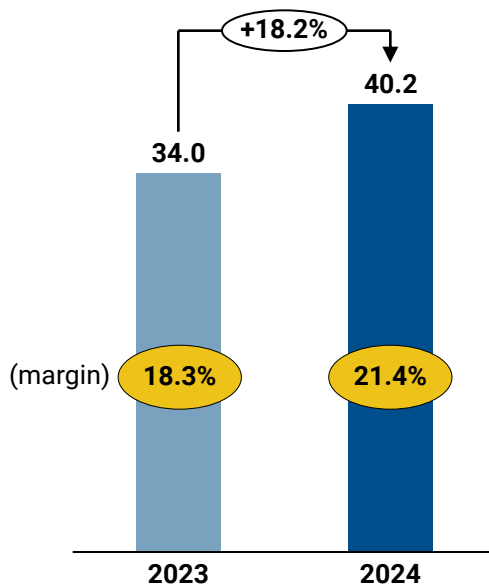
Sales

[EURm]



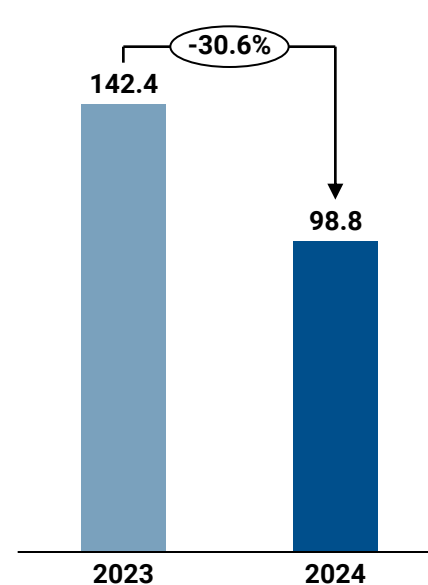
EBITDA

[EURm]



Order intake

[EURm]

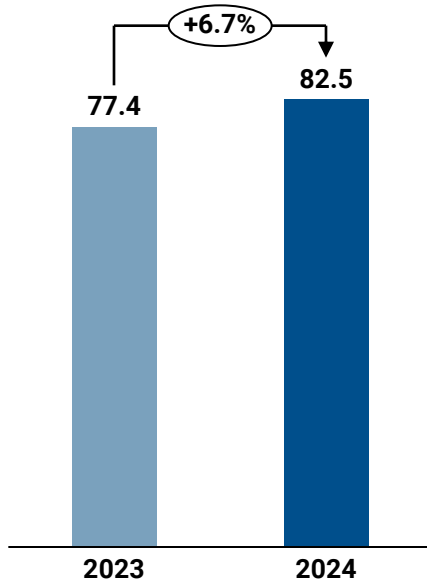


# INDUSTRIAL

## DEMAND FROM AEROSPACE, MEDICAL TECHNOLOGY, AND OPTICAL INDUSTRIES

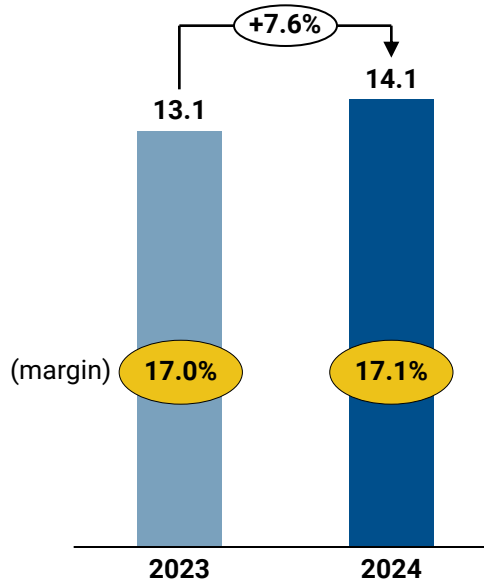
### Sales

[EURm]



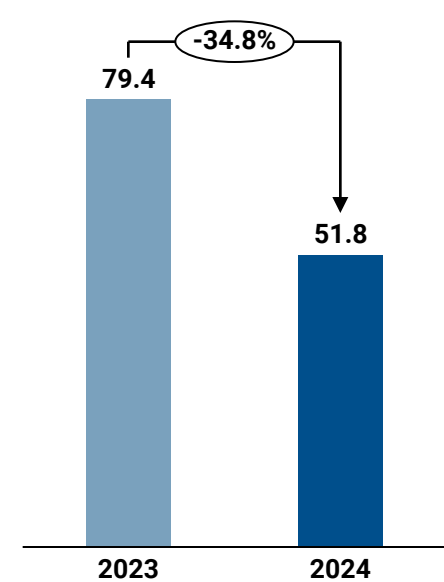
### EBITDA

[EURm]



### Order intake

[EURm]

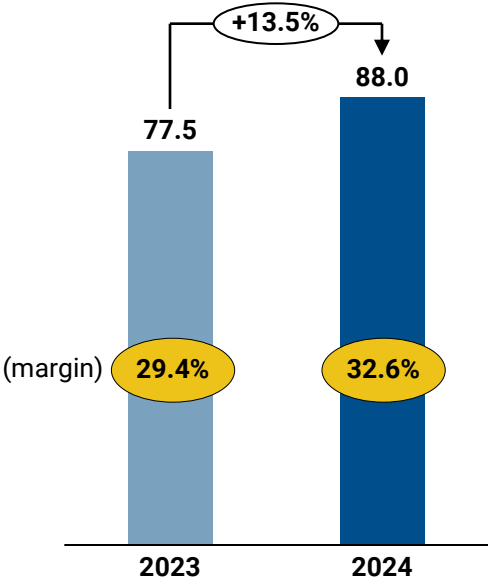


# GROUP PROFIT

## SOARED ON ALL LEVELS

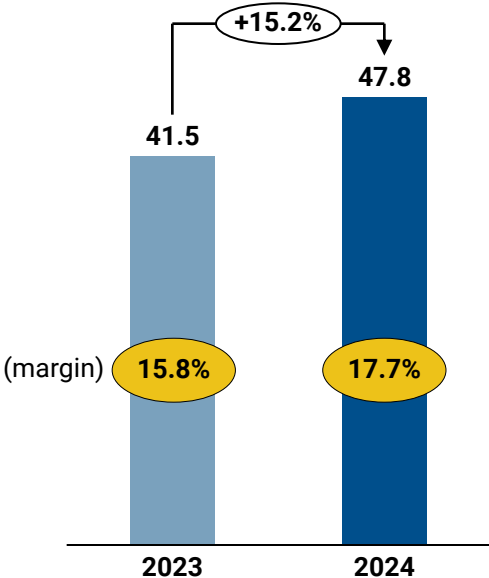
### Gross Profit

[EURm]



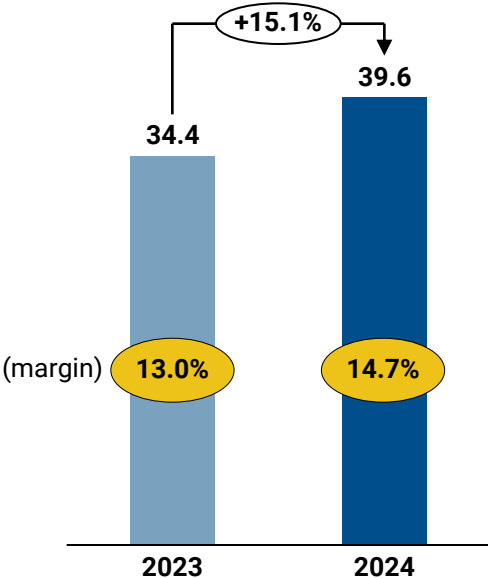
### EBITDA

[EURm]



### EBIT

[EURm]



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# DRIVING TRANSFORMATION

## UNLOCKING FUTURE GROWTH

### ▾ Sales & Service

- ▾ Actively addressing new markets
- ▾ Expanding sales and service teams in Asia and North America
- ▾ Enhancing service capacities, including 24/7 support where needed

### ▾ R&D

- ▾ Technology Hub as central platform for innovation and research on future materials
- ▾ Work on holistic solutions
- ▾ Accelerating technology development to market readiness

Strengthening organizational structure and processes especially in Sales & Service and R&D



# GEOGRAPHICAL APPROACH

## STRENGTHENING EXISTING AND ADDRESSING NEW MARKETS

North America



Expansion in the U.S.  
Addressing Mexico and Canada

Asia



Expansion in Taiwan and Korea  
Addressing Japan and India

# RECENT STRATEGIC INVESTMENTS

## STRENGTHENING OUR METROLOGY CAPABILITIES



## Scientific Visual

### Strategic Benefits

- ▶ Strengthening manufacturing capabilities for fully automated metrology systems
- ▶ Securing critical automation expertise
- ▶ Building on years of successful collaboration

### Strategic Benefits

- ▶ Strengthening quality control and defect detection for silicon carbide crystals
- ▶ Optimized inspection improves crystal quality and production output
- ▶ Enabling higher wafer yields and material quality

Strategic M&A targeting key product categories, in particular Metrology, surface treatment, and refining



# REALIGNMENT OF THE SUPERVISORY BOARD

## EXPANSION OF THE BOARD'S EXPERTISE IN KEY AREAS

Since the election of Dr Myriam Jahn in 2023, the Supervisory Board has been in a process of realignment, which will be successfully concluded with the AGM 2025.

Prof Dr Gernot Hebestreit to hand over to Christoph von Seidel until the AGM 2025.

### CURRENT SUPERVISORY BOARD



**Dr Myriam Jahn**  
Chairwoman of the Board



**Christoph von Seidel**  
Member of the Board  
and Chairman of the  
Audit Committee



**Prof Dr Gernot Hebestreit**  
Member of the Board  
(until 6/2025)

### NEW CANDIDATES



**Prof Dr Ingrid De Wolf**  
Fellow at IMEC and  
leading scientist in the  
field of metrology



**Rudolf Weichert**  
CFO  
INDUS Holding AG

# GUIDANCE 2025

## TRANSITIONING FOR GROWTH

### Operational focus areas 2025

- ▶ Expanding **high-in-demand metrology solutions** and developing SiC technologies to market readiness
- ▶ Building up **sales & service infrastructure in Asia and North America**
- ▶ Scaling production and optimizing processes

### Financial targets 2025

- ▶ Sales of EUR 260 to 280 m and EBITDA of EUR 34 to 39 m
- ▶ **Short-term cost increases** from strategic measures will impact EBITDA, while structural improvements will **strengthen gross margin**

### Mid-term

- ▶ Growth to **pick up in 2026**
- ▶ Mid-term target: **Sales of EUR 500 m by 2028**



# FINANCIAL CALENDAR

## FISCAL YEAR 2025

**May 15**

- ▶ Publication of Q1 Results

**June 24**

- ▶ Annual General Meeting

**August 13**

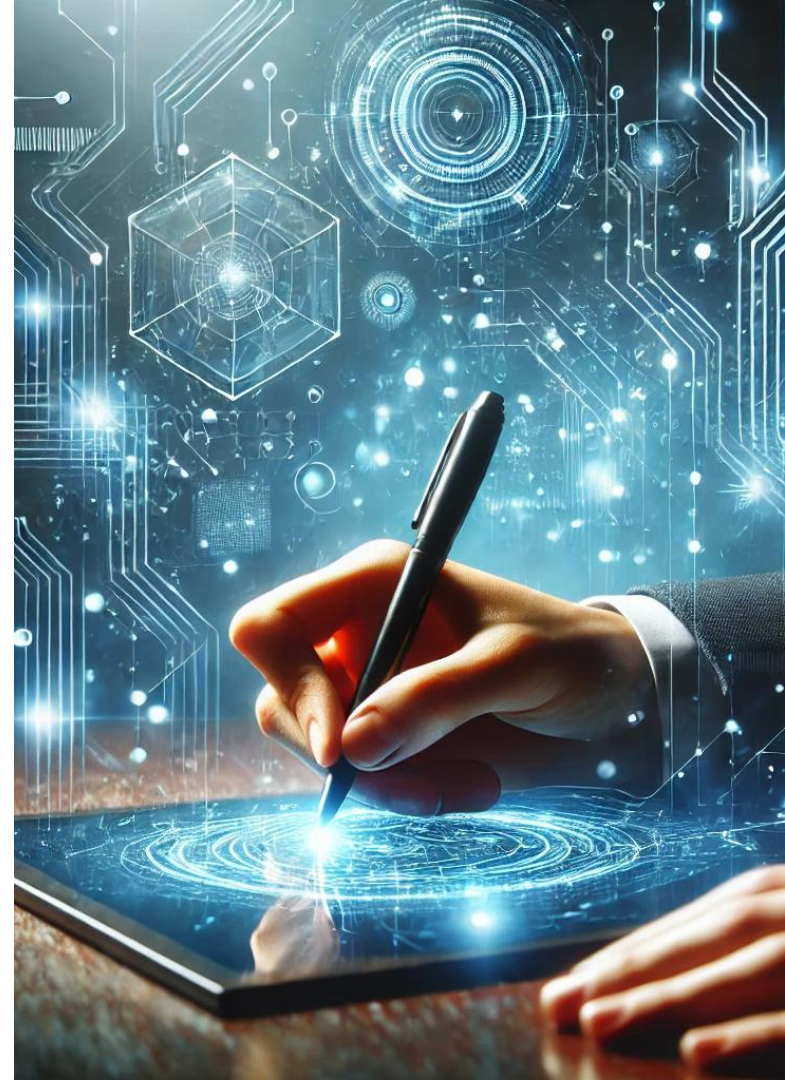
- ▶ Publication of H1 Results

**September**

- ▶ **Capital Markets Day**

**November 12**

- ▶ Publication of Q3 Results





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