



COMPANY PRESENTATION

AGENDA

WHO WE ARE

WHERE WE ARE GOING

FINANCIAL HIGHLIGHTS H1 2023

PVA TEPLA AT A GLANCE

WE ENABLE INNOVATIVE MANUFACTURING PROCESSES BY HIGH-TECH SOLUTIONS

- Well positioned in the **semiconductor, electrical & electronic, optical industry**
- Founded in 1991 and headquartered in Germany
- Lean and modern production processes with **low vertical integration** allow for **scalability**
- More than **700 employees in 8 countries**



Sales 2022: EUR 205.2 m

EBITDA 2022: EUR 30.0 m

We are part of digitalization, energy transition and e-mobility

CREATING VALUE

INVESTMENT HIGHLIGHTS



1.

Growing market demand

2.

Competitive positioning

3.

Diversified and outstanding technology

4.

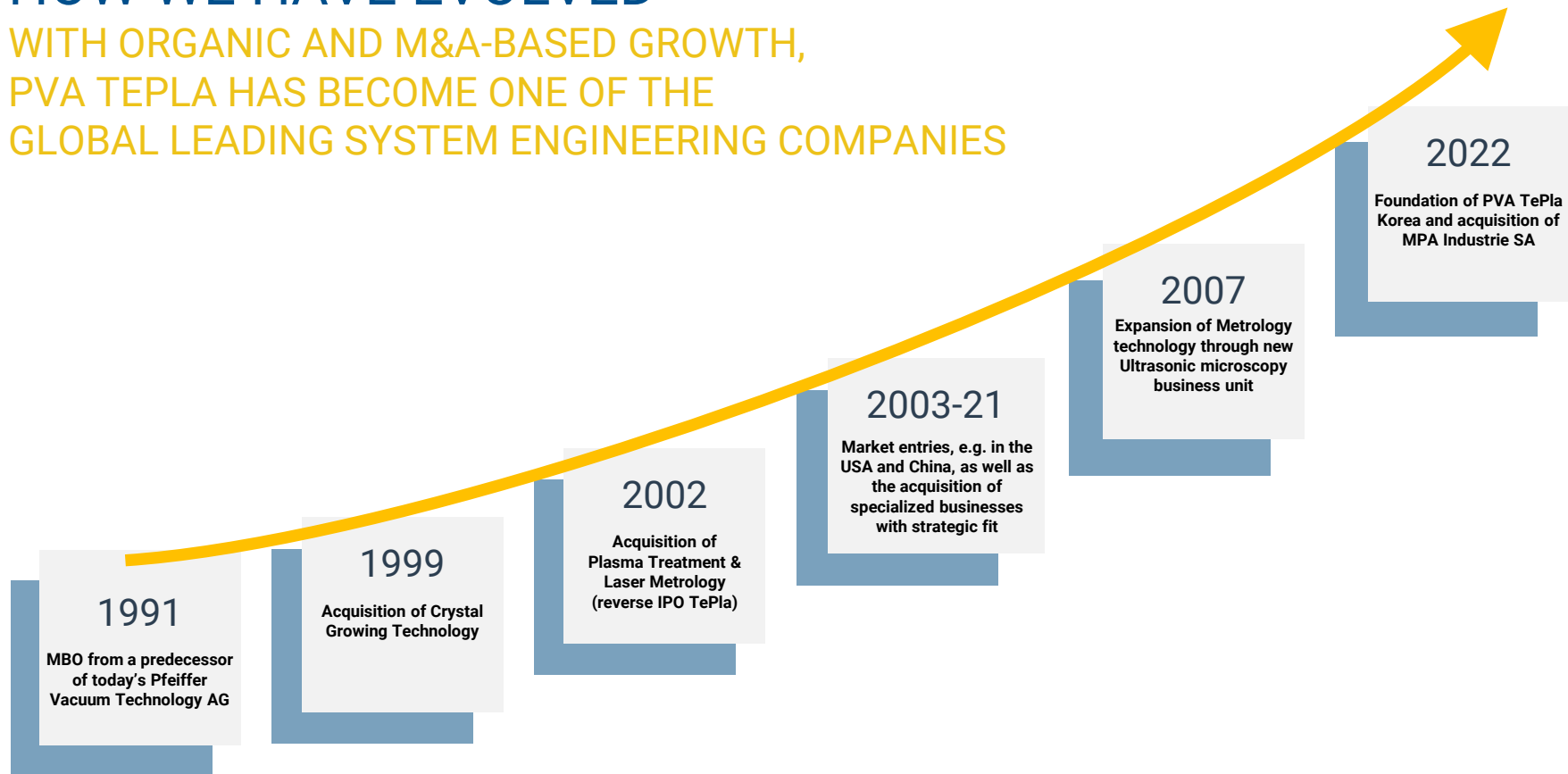
Asset light approach

5.

Strong financial performance

HOW WE HAVE EVOLVED

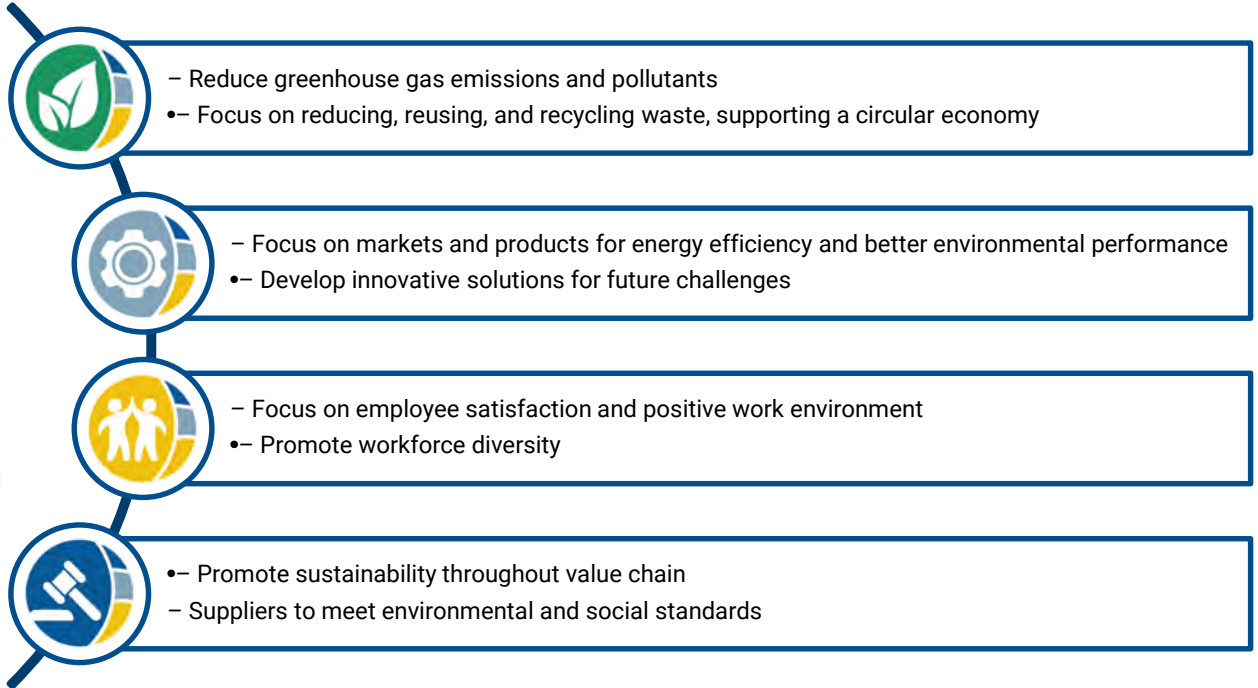
WITH ORGANIC AND M&A-BASED GROWTH,
PVA TEPLA HAS BECOME ONE OF THE
GLOBAL LEADING SYSTEM ENGINEERING COMPANIES



COMMITTED TO SUSTAINABILITY

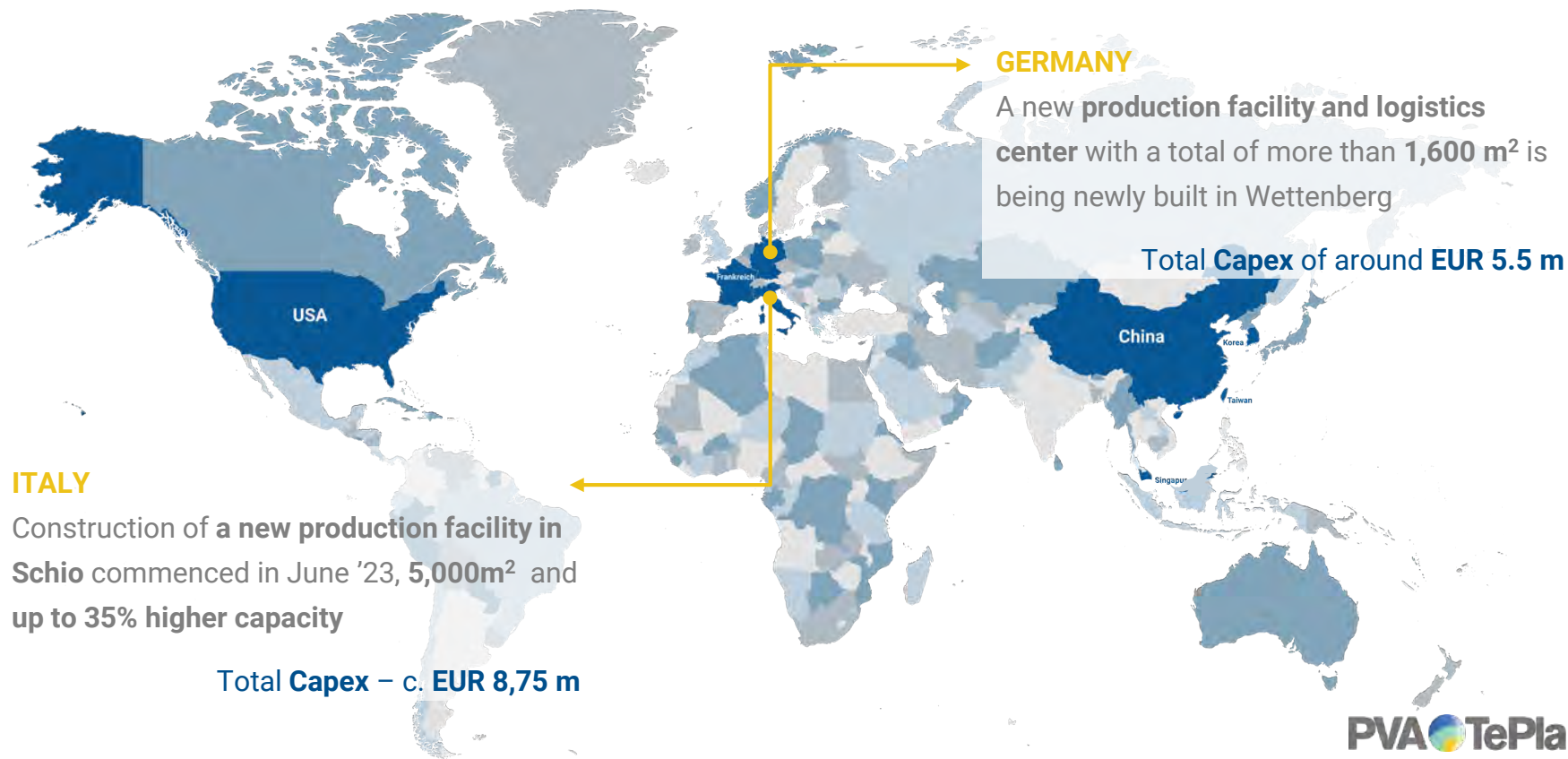


Net carbon neutral
by **2024** (Scope 1+2)



PVA TEPLA TODAY: GLOBAL REACH WITH STRONG PRESENCE

BUILDING UP CAPACITY FOR OUR AMBITIOUS GROWTH PLANS



BROAD PORTFOLIO OF INNOVATIVE SOLUTIONS

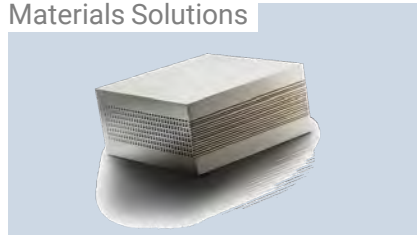
FOR OUR TWO BUSINESS SEGMENTS SEMICONDUCTOR AND INDUSTRIAL

Materials Solutions



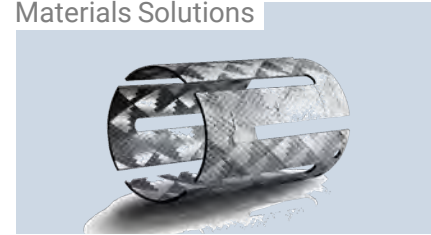
Synthesis (e.g. Crystal Growing, Sintering)

Materials Solutions



Joining (e.g. Bonding, Brazing)

Materials Solutions



Refining (Purification, Coating)

Metrology



Acoustic Methods

Metrology



Chemical Methods

Metrology



Optical Methods

MATERIALS SOLUTIONS

GENERATING AND PROCESSING HIGH-TECH MATERIALS

Major Markets

- E-mobility
- Renewable Energies
- Semiconductors
- Electrical Industry/High power electronics
- Aviation
- Medical
- Optoelectronic industry



METROLOGY SYSTEMS

INSPECTION TECHNOLOGIES FOR HIGHEST ACCURACY

Major Markets

- E-mobility
- Autonomous driving
- Semiconductors
- Optoelectronics
- Digitization
- Renewable energies

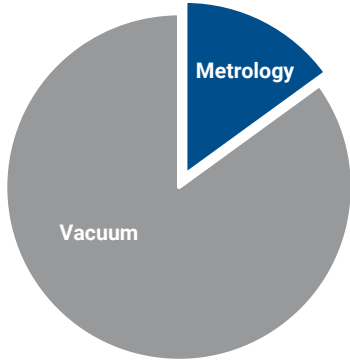


REVENUE SPLIT BY PRODUCT CATEGORIES

METROLOGY HAS PROVEN TO BE AN IMPORTANT GROWTH DRIVER

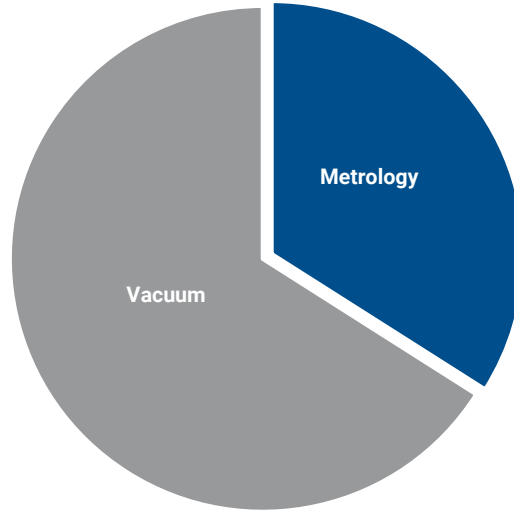
Total Sales 2015:

EUR 71.5 m



Total Sales 2022:

EUR 205.2 m



- Since 2015, sales of metrology products grew by more than **500%**, at a **CAGR of 31%**
- 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

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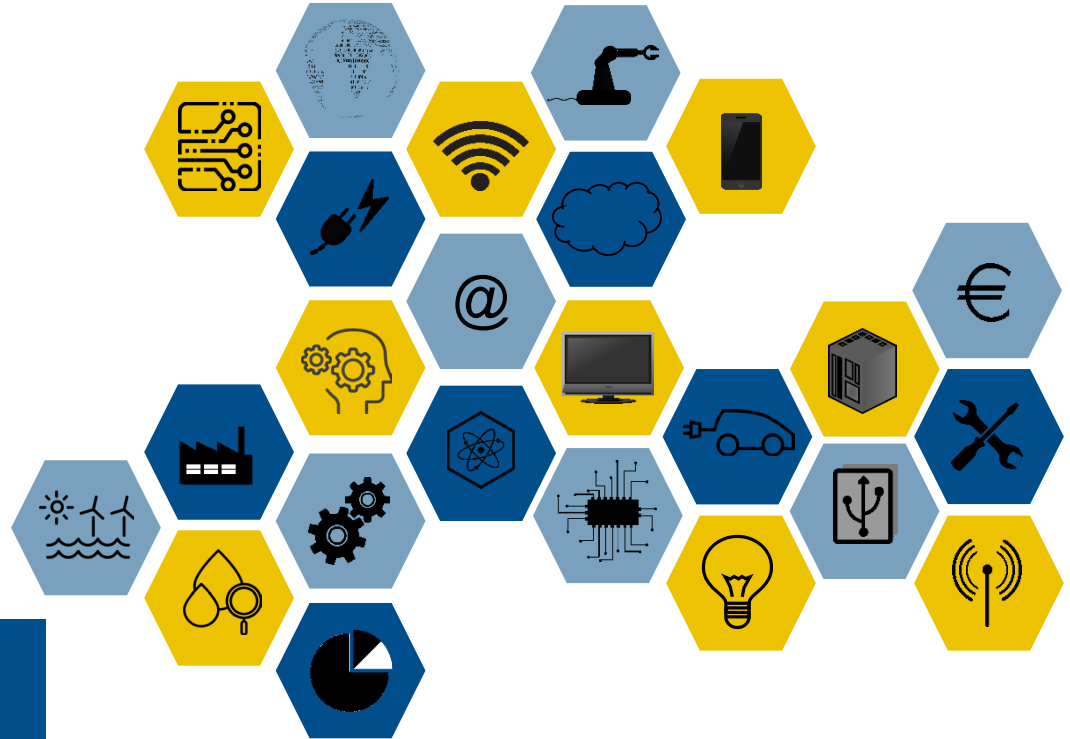
FINANCIAL HIGHLIGHTS H1 2023

POSITIONED FOR SUSTAINABLE AND PROFITABLE GROWTH

STRONG MEGATRENDS ARE SUPPORTING OUR BUSINESS

- Digitalization
- Energy Transition
- E-mobility

Accelerating the need for new and high-performance materials



INNOVATION DRIVES FUTURE GROWTH

EVOLVING AS A SOLUTION PROVIDER

Our key research areas:

- Process development
- Product automation
- Integration of AI solutions
- Productivity and efficiency gains

Efficiently addressing our customer's needs



EXAMPLE: SILICON CARBIDE

THE NEXT GENERATION MATERIAL

Benefits of the material

- Reduced power losses & energy saving
- Less heat & higher heat resistance
- Smaller & greater efficiency

Relevant PVA TePla-Technologies



Crystal Growing



Metrology



Cleaning



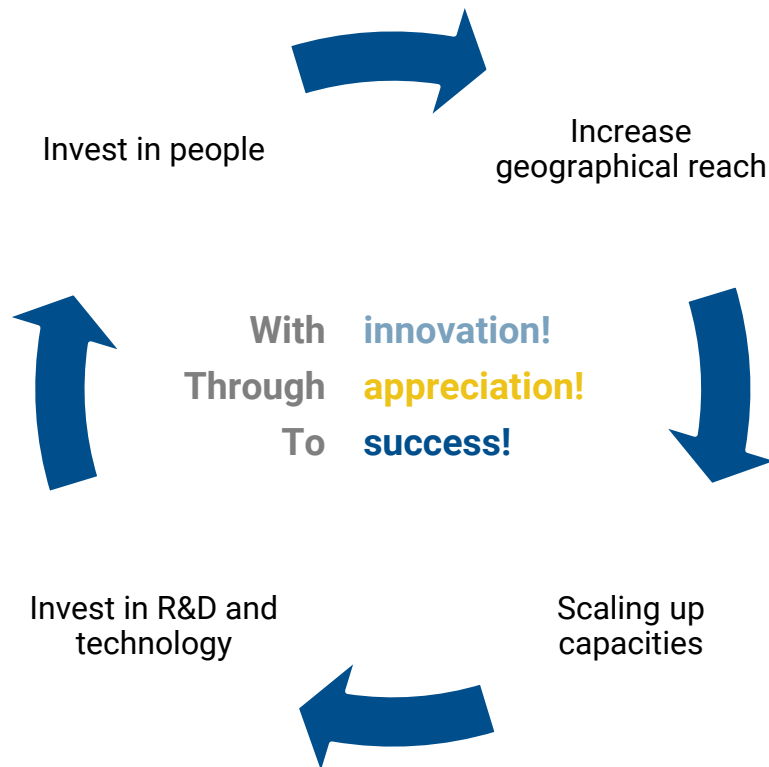
Coating





Leveraging our proven track record of organic growth and selective M&A

WE WILL PREPARE OUR ORGANIZATION FOR THE GROWING FUTURE MARKETS



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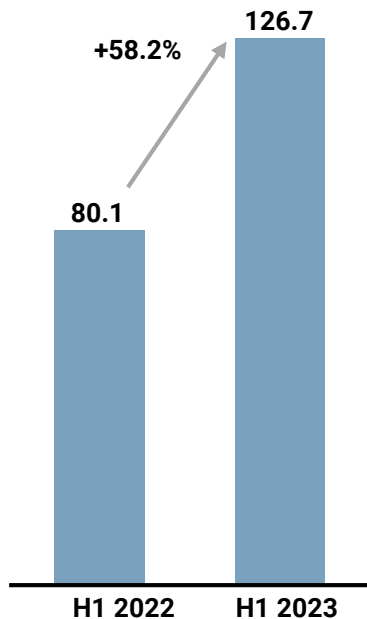
FINANCIAL HIGHLIGHTS H1 2023

KEY FINANCIALS

EBITDA SIGNIFICANTLY OUTPACING SALES GROWTH

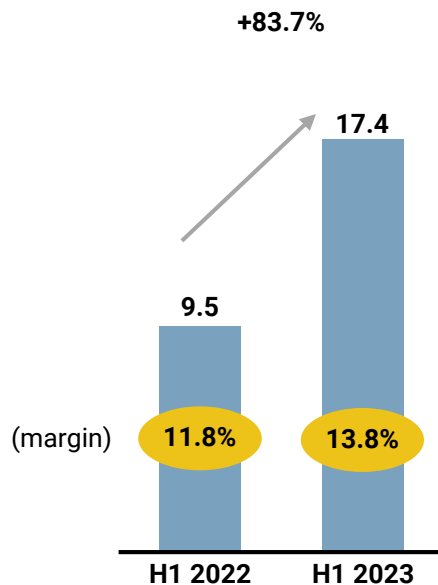
Revenue

[EURm]



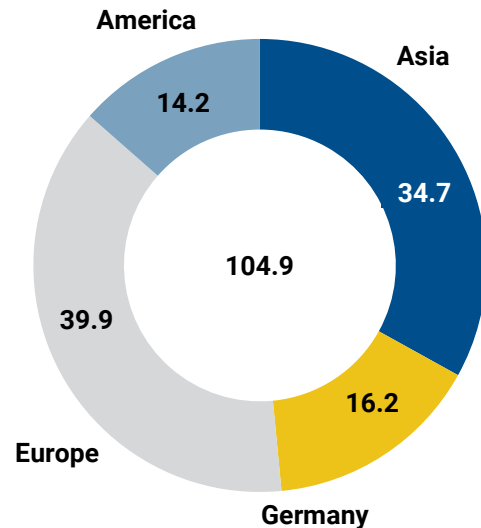
EBITDA

[EURm]



Order Intake

[EURm]



FINANCIAL GUIDANCE FOR

FULL YEAR 2023



DOUBLE-DIGIT GROWTH

Consolidated sales expected between EUR 240 and 260 million

CONTINUED PROFITABILITY

Operating result before taxes and depreciation and amortisation (EBITDA) between EUR 36 and 40 million



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KEY FIGURES

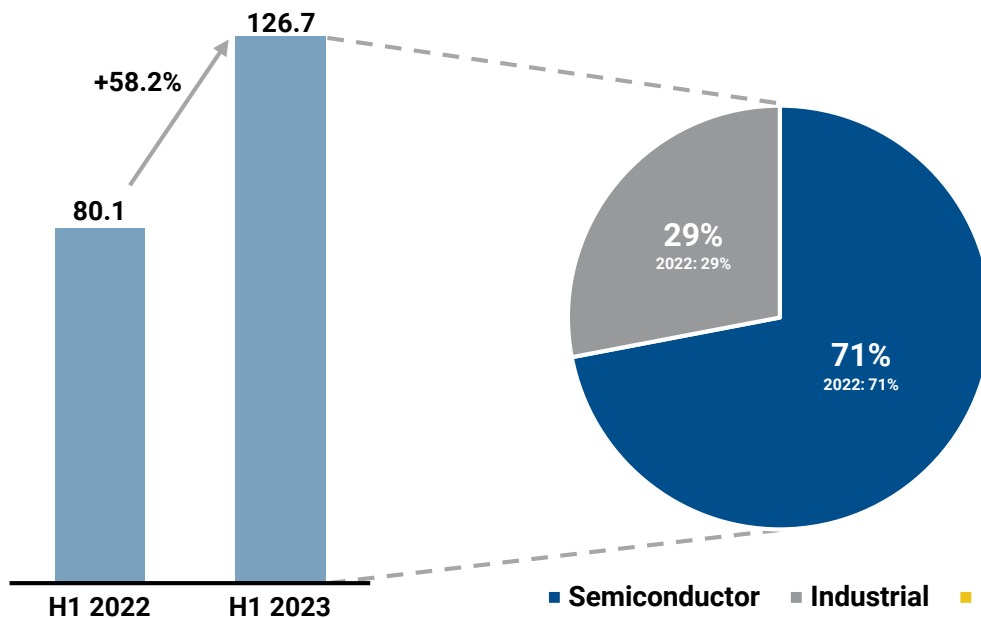
[EURm]	H1 2023	H1 2022	+/-
Sales	126.7	80.1	+58.2%
Gross profit margin	28.5%	30.1%	-1.6 pp
Sales expense ratio	-7.1%	-10.6%	+3.5 pp
Administrative costs ratio	-7.7%	-7.7%	+/-0.0 pp
EBITDA	17.4	9.5	+111.9%
<i>margin</i>	13.8%	11.8%	+2.0 pp
EBIT	14.0	7.2	+94.4%
<i>margin</i>	11.0%	9.0%	+2.0 pp

GROUP SALES

CONTINUOUS STRONG GROWTH IN BOTH SEGMENTS

Year to Year
[EURm]

Segment Split
[EURm]



- **Strong growth continued** in H1, with sales increasing by **58.2% y/y**
- Both divisions benefit from **megatrends**, e.g. **digitization, e-mobility, renewable energies**
- Industrial benefits from high demand for infrastructure (hydrogen/LNG) projects



HIGHLIGHTS H1 2023

CONTINUING ON GROWTH TRACK

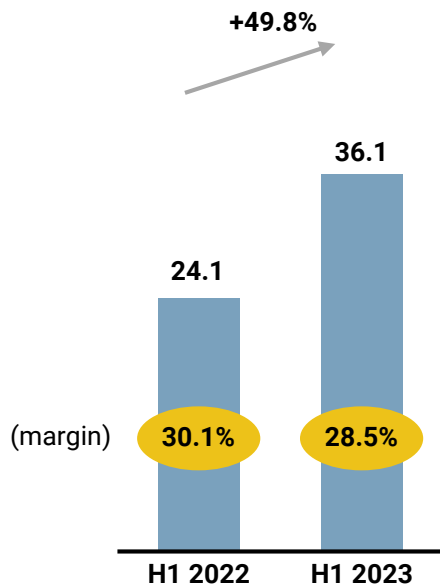
- Significant **increase in revenue and earnings**
- **Well balanced sales development** across all product categories and business fields
- **Order intake** on last year's high level and strong **order book**
- Preparing to exploit the potential in target markets even more by **investing in R&D for semiconductor inspection**, among other things

GROUP PROFIT

EBITDA AND EBIT SIGNIFICANTLY OUTPACING SALES GROWTH

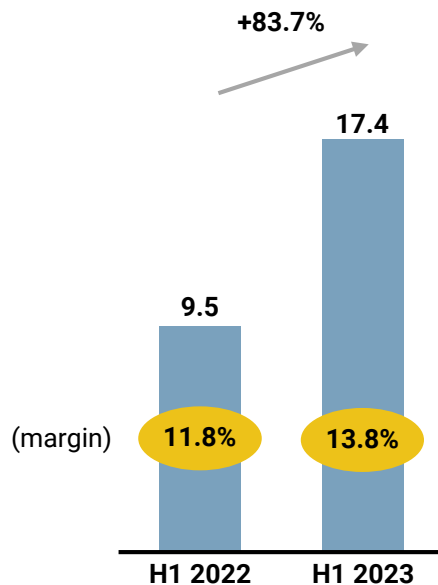
Gross Profit

[EURm]



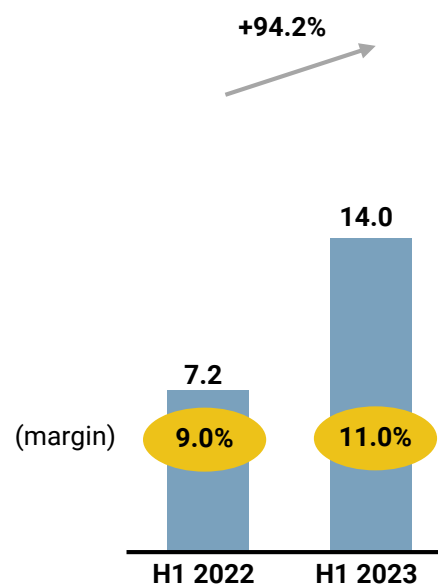
EBITDA

[EURm]



EBIT

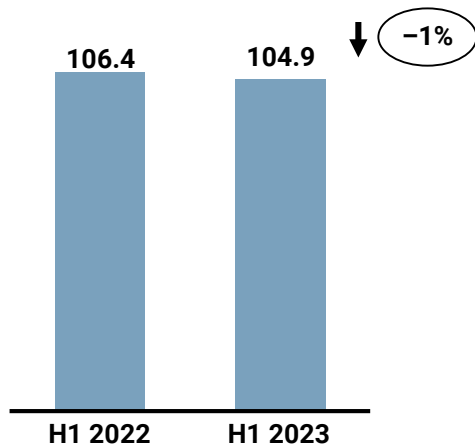
[EURm]



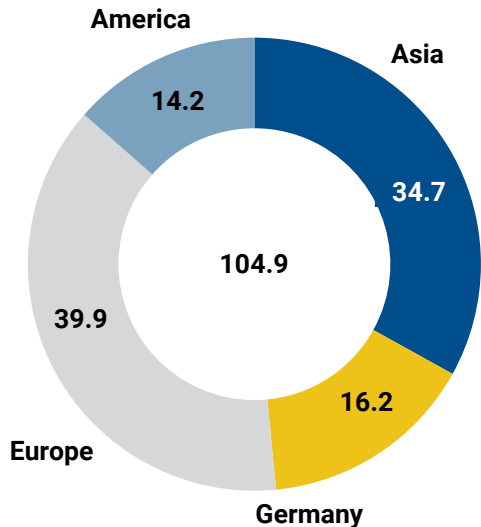
ORDER INTAKE

HEALTHY DISTRIBUTION ACROSS REGIONS AND PRODUCTS

Year to Year
[EURm]



Region
[EURm]



- Order intake on prior year level
- Well diversified order book:
Asia 33%, Germany 15%, Europe (ex-Germany) 38%, America 14%
- **Semiconductor** contributes **71.5%** of new orders, **Industrial 28.5%**

KEY FIGURES

[EURm]	Q4 2021	Q4 2022	+/-	FY 2021	FY 2022	+/-
Sales	40.8	68.2	+83.5%	155.7	205.2	+31.8%
Gross profit margin	28.7%	27.1%	-1.6 pp	30.0%	28.8%	-1.2 pp
Sales expense ratio	-4.9%	-4.3%	+0.6 pp	-8.5%	-7.9%	+0.6 pp
Administrative costs ratio	-5.8%	-3.0%	+2,8 pp	-7.2%	-5.6%	+1.6 pp
EBITDA	6.8	13.5	+98.7%	23.0	30.0	+30.4%
<i>margin</i>	16.8%	18.2%	+1,4 pp	14.8%	14.6%	-0.2 pp
EBIT	5.6	12.0	+114.1%	18.3	25.1	+36.9%
<i>margin</i>	13.9%	16.2%	+2.3 pp	11.8%	12.2%	+0,4 pp

SEMICONDUCTOR SEGMENT

LEADING PROVIDER OF HIGH-TECH SOLUTIONS IN MATERIALS PROCESSING

Semiconductor Systems (~ 70% of sales)

Leading provider of core technologies & systems for the global semiconductor industry

Sales 2022: EUR 145.8 m

EBIT 2022: EUR 22.9 m





INDUSTRIAL SEGMENT

LEADING PROVIDER OF HIGH-TECH
SOLUTIONS IN MATERIALS PROCESSING

Industrial systems (~ 30% of sales)

Key provider of high temperature & vacuum
systems in the world market

Sales 2022: EUR 59.5 m

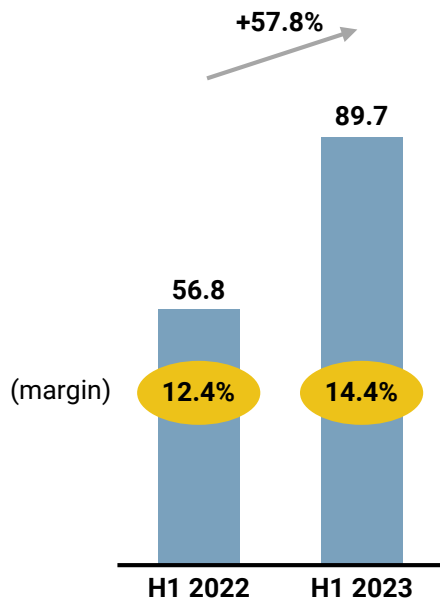
EBIT 2022: EUR 7.8 m

SEMICONDUCTOR

STRONG REVENUE GROWTH AND SUBSTANTIAL EBIT-MARGIN IMPROVEMENT

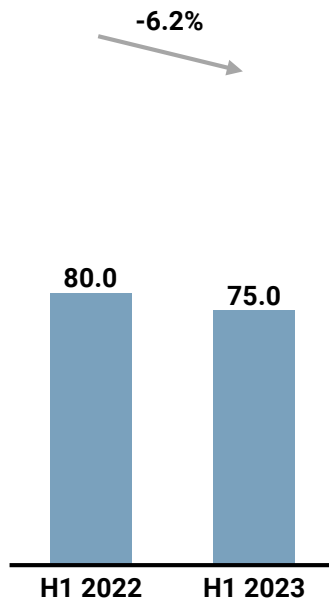
Sales and EBIT margin

[EURm]



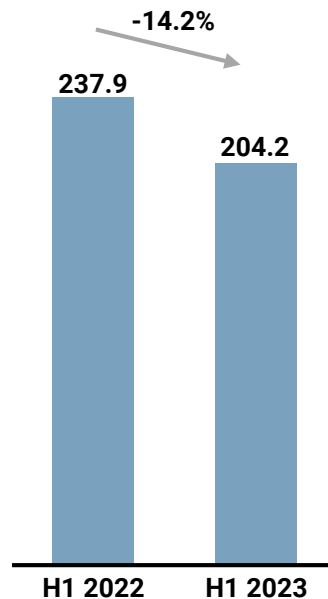
Order intake

[EURm]



Order backlog

[EURm]

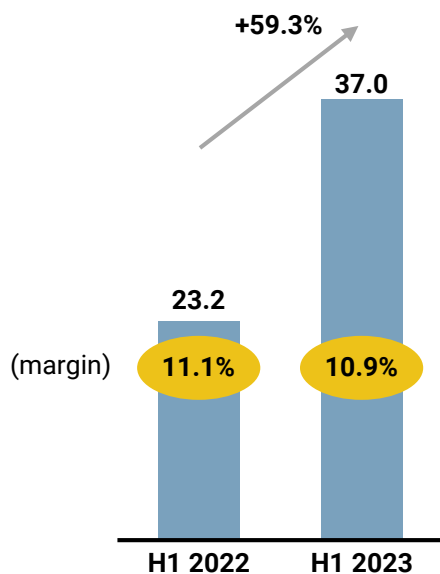


INDUSTRIAL

HIGH DEMAND FROM INFRASTRUCTURE (H/LNG)

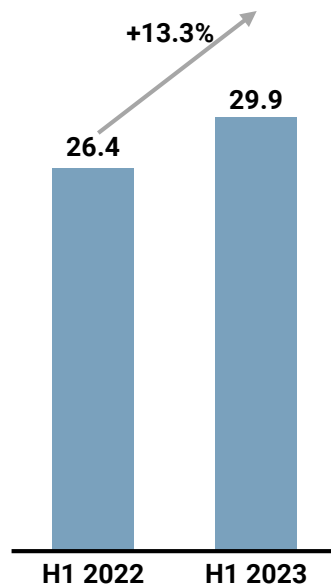
Sales and EBIT margin

[EURm]



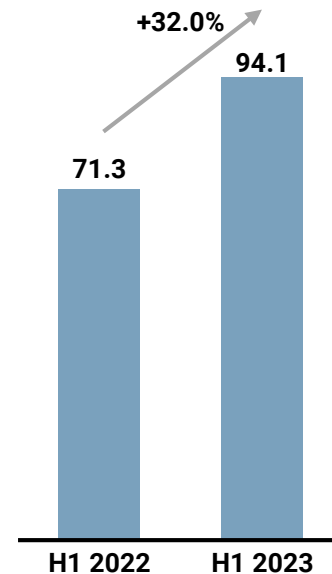
Order intake

[EURm]



Order backlog

[EURm]





H1-UPDATE ON ESG

INCREASING OUR ON-SITE ELECTRICITY GENERATION LEVEL

- Completed review of existing properties for PV suitability
- Potential to **increase in-house generation to 1.3 GWh – from 2% to 20% of consumption**
- Capex **EUR 1.7 m**
- Contracts awarded - Completion expected Q4 2023
- Reduction of CO₂ emissions by **600 t per year**



Net carbon neutral
by **2024** (Scope 1+2)