Company Presentation

PVA TePla

Agenda

1. PVA TePla at a glance
2. Business units
   - Semiconductor Systems
   - Industrial Systems
3. Annual figures
4. Quarterly figures
5. Outlook

1. PVA TePla at a glance

Technology Leadership:

Pooling Technologies, Capacities & Resources

The 4 Pillars of our Growth Story

1. Crystal growing: capacity expansion

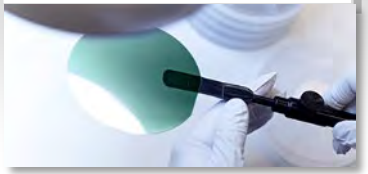
Make use of strong market development of silicon wafers and their manufacturers

Capitalize on strong position as a key supplier to the industry

2. Crystal growing: silicon carbide

Focused the major application: Electric driven vehicles and power electronics

SiC as breakthrough technology with exponential growth opportunities



3. Metrology: serve rising demand

Design rules drive the demand for additional metrology solutions

Metrology as an enabler to produce higher quality materials outside the semi space

4. Diffusion bonding & 3d printing:

Developing new markets for advanced materials

Leverage expertise of technologies to develop new markets and areas of application

PVA TePla

What we do in a nutshell

- PVA TePla is one of the world´s leading system engineering companies, particularly for the semiconductor industry
- We provide high tech solutions to enable innovative manufacturing processes
- We operate in two business segments:
  - Semiconductor Systems
  - Industrial Systems

1991 Vacuum Furnaces (MBO from Pfeiffer Vakuum)

1999 Acq. of Crystal Growing Technology (Leybold)

2002 Acq. Plasma Treatment & Laser Metrology (rev. IPO TePla)

2003 Foundation Application & Innovation Lab

2004 Strengthe-ning of Presence in China

2006 Acq. Plasma Nitriding (PlaTeG)

2007 Acq. Ultra-sound Metrology (Zeiss)

2012 Acq. Chemical Metrology

2013 Acq. Optical Measuring Heads

2018 Acq. Software Development & Optical Metrology

2019 Strengthe-ning in Key Components (Production of Vessels)

2020 Acq. OKOS Solutions

2022 Foundation of PVA TePla Korea

PVA TePla

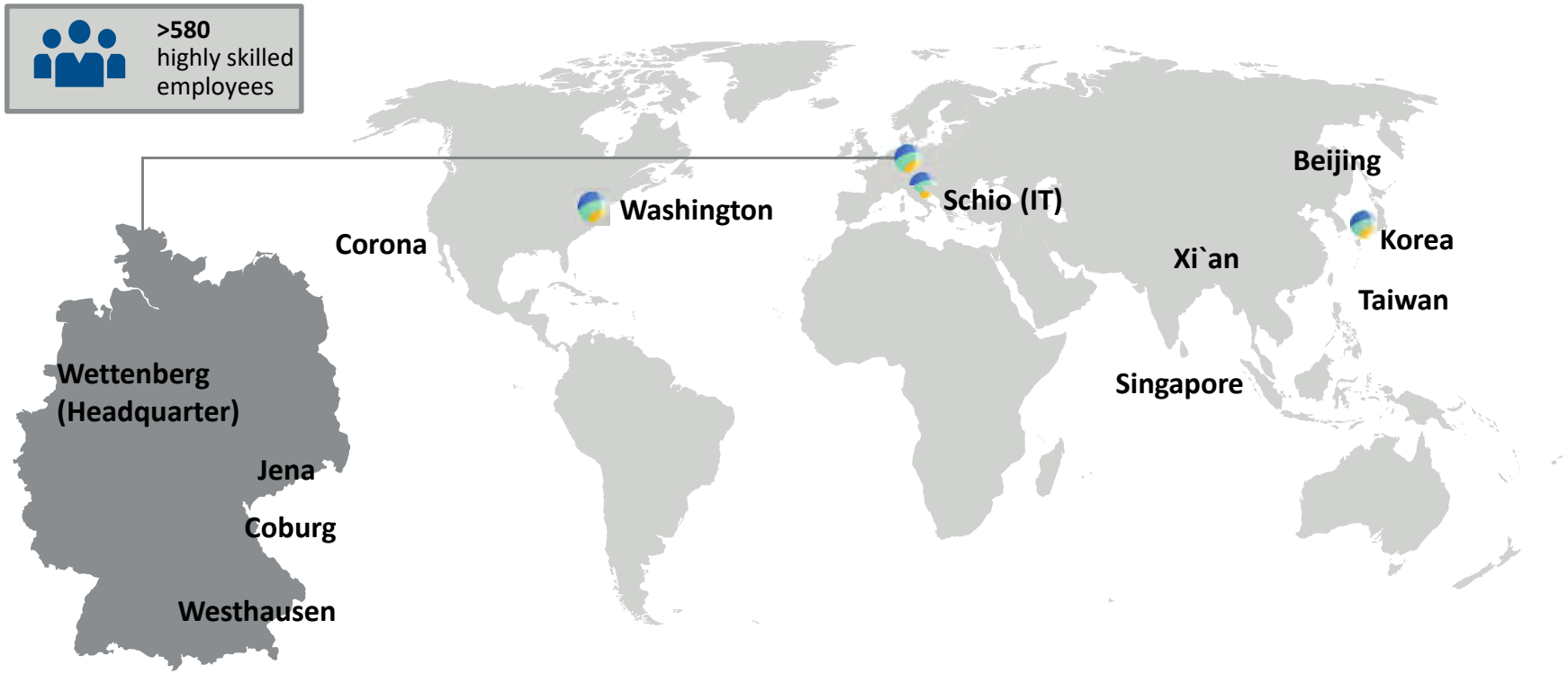
PVA TePla is one of the world´s leading system engineering companies

We provide high tech solutions to enable innovative materials and manufacturing processes

Our customers in the semiconductor, electrical & electronic, optical and hard metal industries profit from customized solutions from a single source

We support the megatrends Digitization, E-Mobility and Energy

International network of locations fosters resilience



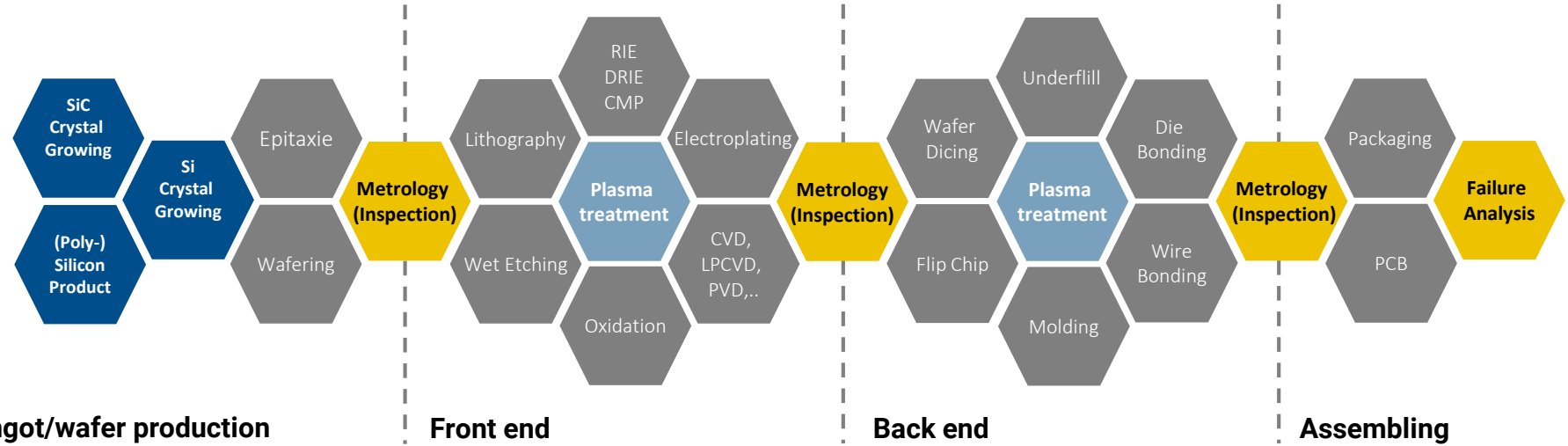
2. Semiconductor Systems

High growth potentials in a digitizing world

PVA TePla

Present at the key stages of the semiconductor value chain

provider of leading systems and solutions in Crystal Growing, Metrology and Plasma Treatment



PVA TePla's systems and solutions along the semiconductor value chain:

- Crystal Growing: Silicon (Cz & Fz), Silicon carbide, Germanium, among others
- Metrology: Ultrasound, VPD, laser and optical
- Plasma Treatment: Cleaning, activation, photoresist ashing and stress relief

Crystal Growing

PVA TePla offers the broadest know-how in this technology

Materials

Silicon

Silicon carbide

Germanium

Calcium fluoride

etc.

Major End User Markets

Digitization

Internet of Things

E-mobility

Autonomous driving

Optoelectronics

Renewable energies

Silicon carbide

deep knowledge of next generation material

Multiple areas of high-tech application

- E-mobility / railway
- Renewable energies
- Industrial

Benefits of the material

Reduced power losses & energy saving

Less heat & higher heat resistance

Smaller & higher efficiency

Metrology

PVA TePla offers the broadest range of inspection technologies

Technologies

Ultrasound inspection

Laser inspection

Chemical inspection

Optical inspection

Major End User Markets

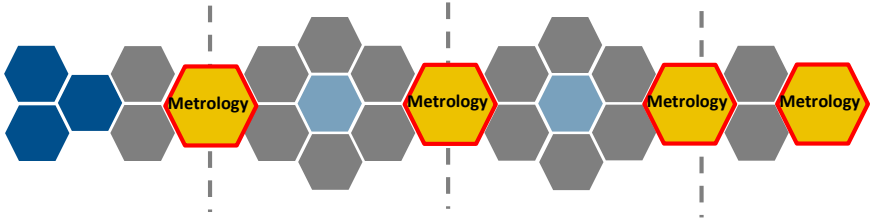
E-mobility

Autonomous driving

Optoelectronics

Digitization

Renewable energies



Ultrasound

strong market position in leading metrology technology

Technology

Highest resolution among competitors for quality inspection (non-destructive) through different layers of nearly every material

Multiple areas of applications in semi and industrial materials (such as wafers, chips, MEMS, showerheads, and bonded industrial materials)

First 8 fold auto wafer transducer installed at leading semi producer

Opportunities/Trends

Smaller design rules in semiconductor industry drive demand

Further development towards algorythm based learning, AI, deep learning

Further demand initiated by new materials (SiC)

EV manufacturing requires 100% testing of chip components

Sensors for autonomous driving

2. Industrial Systems

System & Application know-how upon customer request

PVA TePla

Sintering

PVA TePla is a global leader for pressure sintering systems

Applications

Pressure sintering

Brazing

High temperature systems

Major End User Markets

Tooling Industry

Aviation, Electrical Industry

Graphite Industry

Brazing

producer of world-class brazing systems

Applications

X-ray tubes

Vacuum interrupters

Heat exchangers

Diamond cutting tools

Turbine blades

Major Markets

Medical Industry

Electrical Industry

Measurement and sensor technology

Semiconductor Industry

Tooling Industry

Diffusion bonding

unique expertise of an innovative technology

Breaking into new applications

This technology also enables chemical/toxic-free, complex 3D-structures, adding excellent mechanical strength properties, for example:

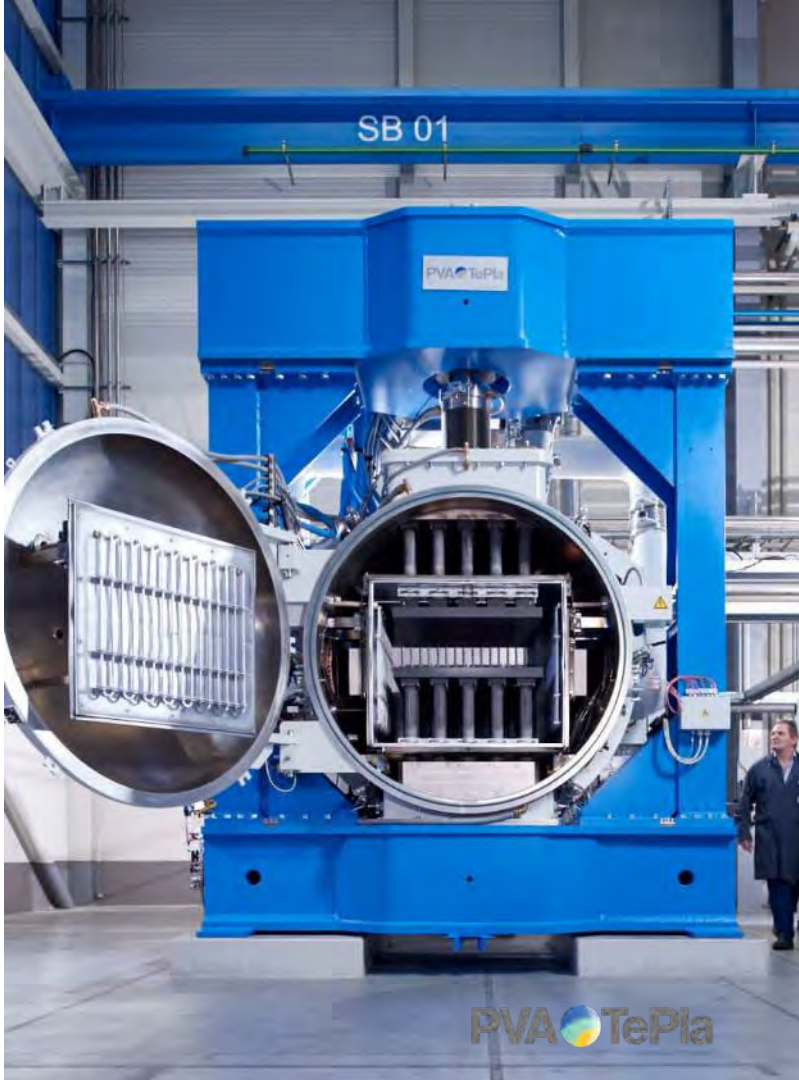
- Semiconductor equipment components
- Conformal cooling molds
- PCHE heat exchangers
- Aerospace components
- Hydrogen/Gas liquifaction

Market potential

Europe´s largest hot presses at PVA TePla´s service center are fully booked

By fare the most expensive system in PVA TePla´s portfolio

A couple of systems already sold into semi and hydrogen industry



3. Annual Figures

PVA TePla

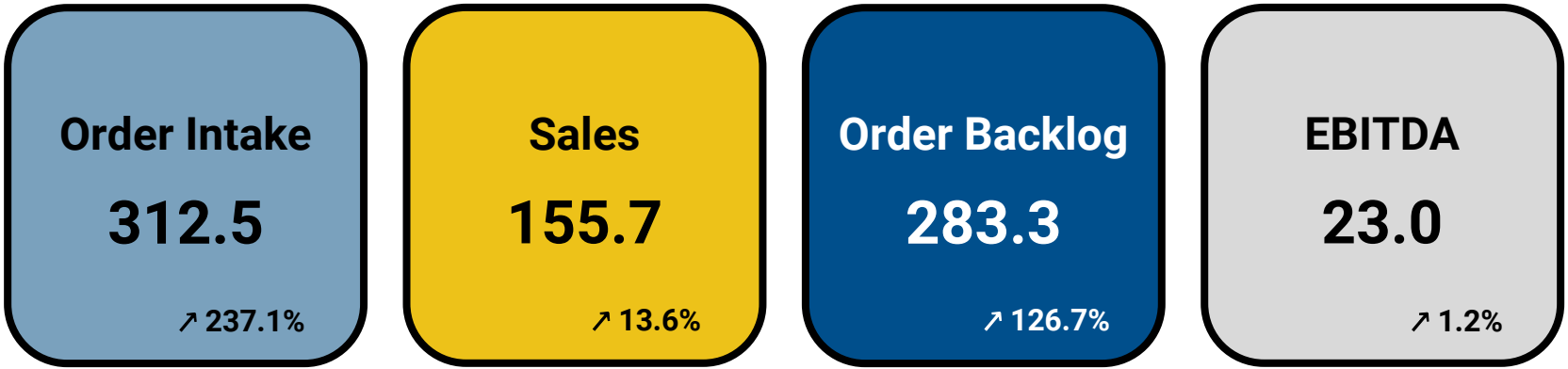
Highlights 2021

By far the highest order intake in the history of the PVA TePla-Group

- Group sales increased to EUR 155.7m despite challenges by the Covid pandemic
- Key figures above guidance
- Order intake more than tripled
- Order backlog up to record high
- Technology leadership positions further strengthened by significant R&D investments

Key Figures

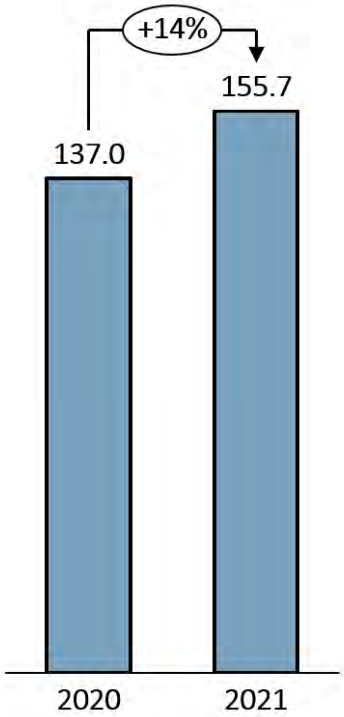
[EURm]



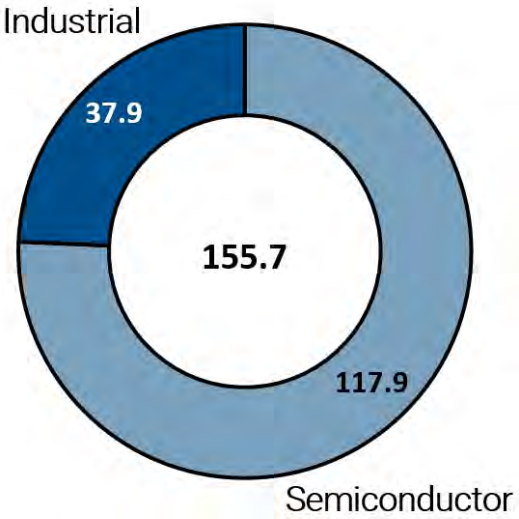
Double digit sales growth

[EURm]

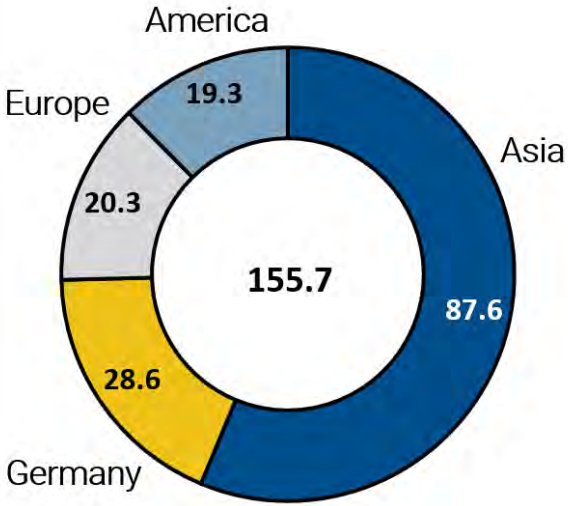
Year to Year



Division



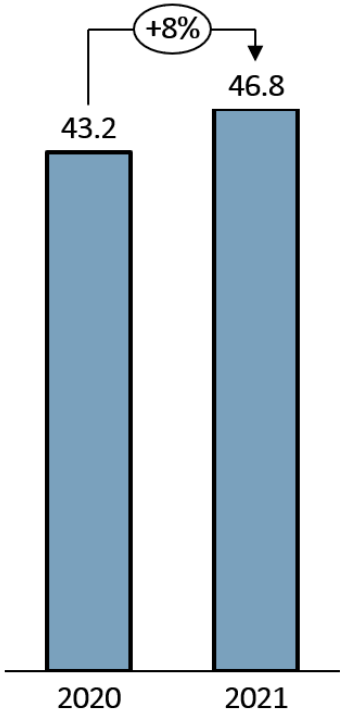
Region



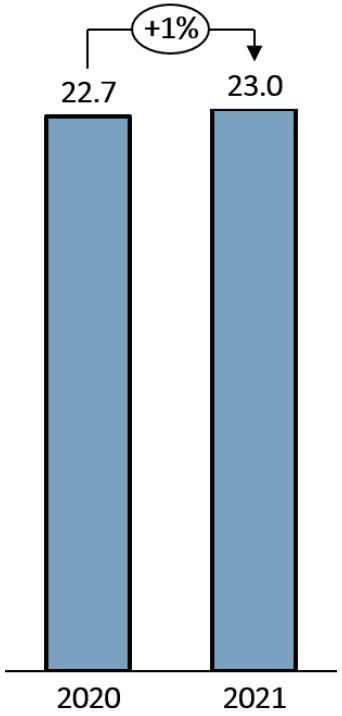
Stable profitability

[EURm]

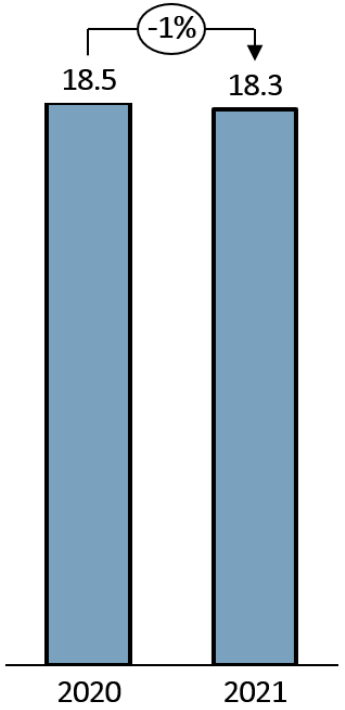
Gross Profit



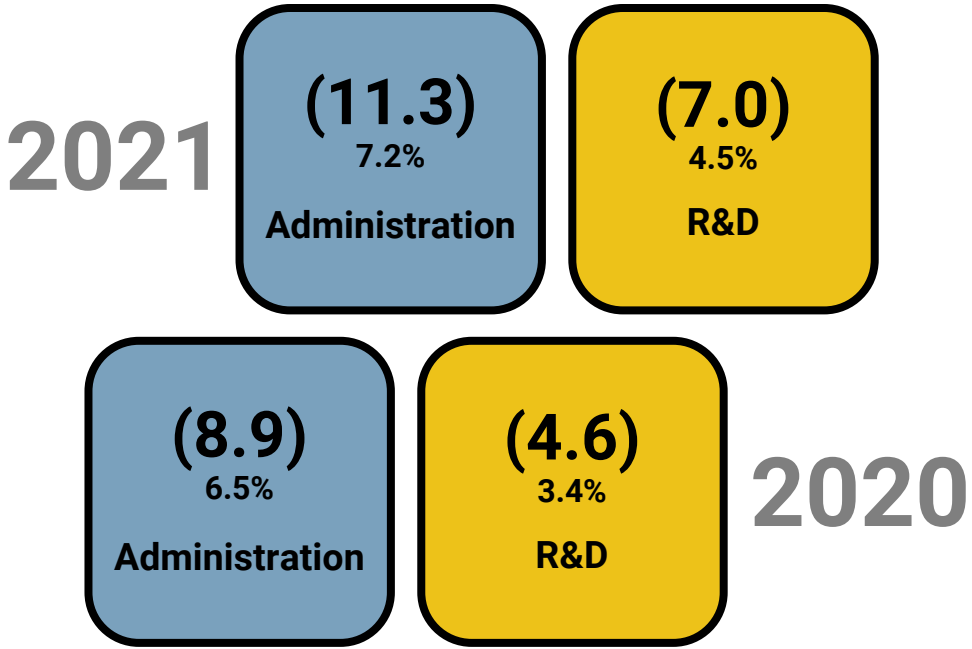
EBITDA



EBIT

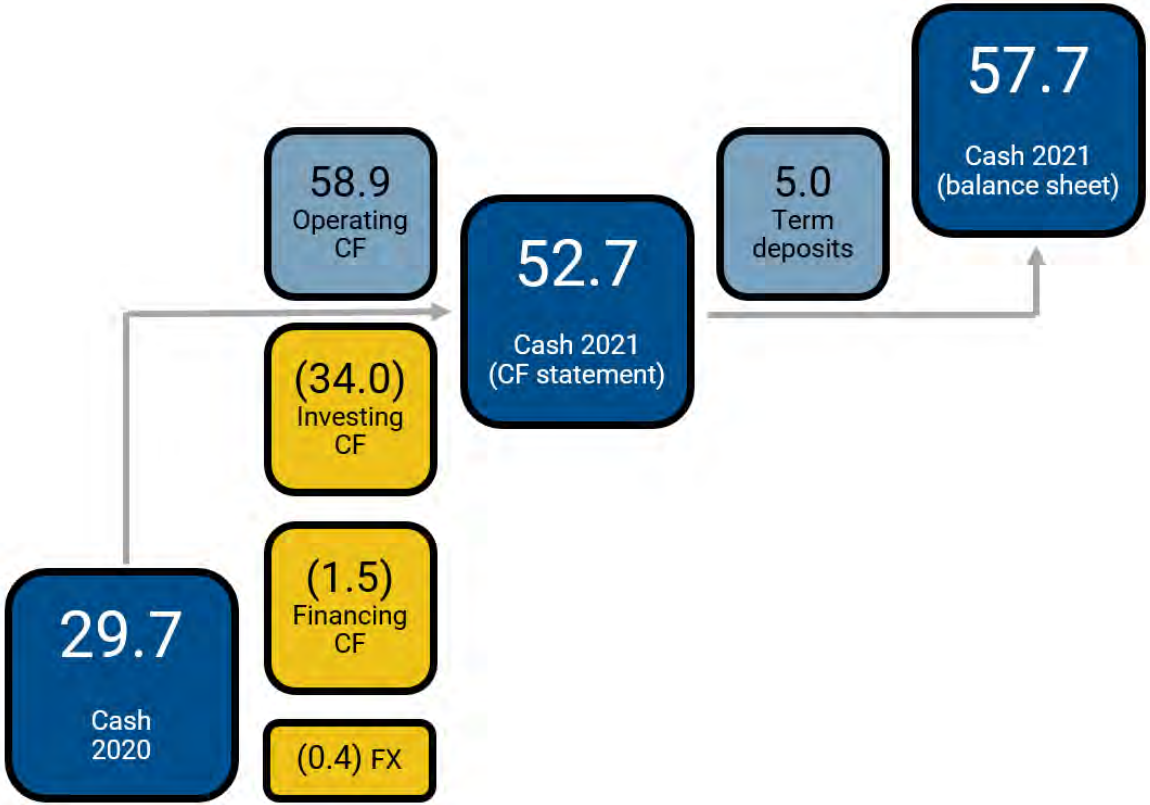


Investment in future technology
[EURm]

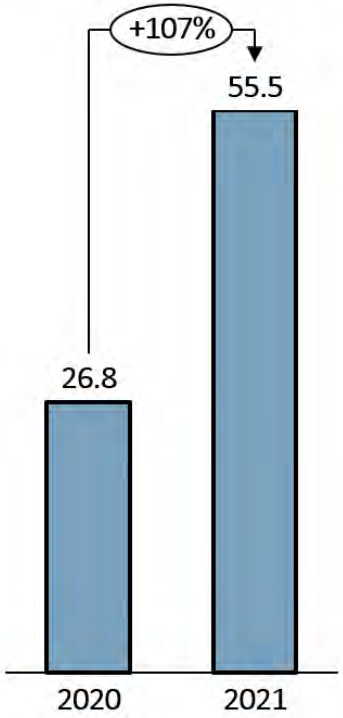


Well financed business model

[EURm]



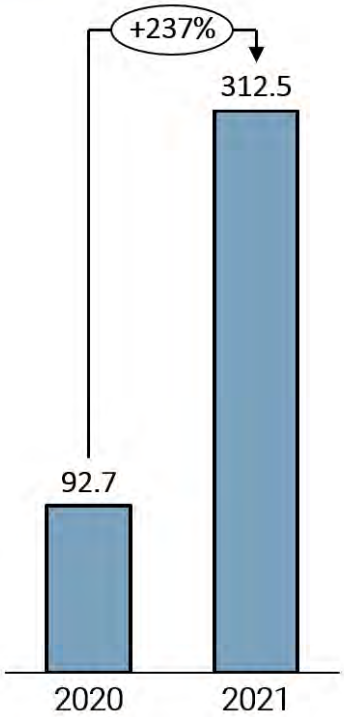
Net financial Position



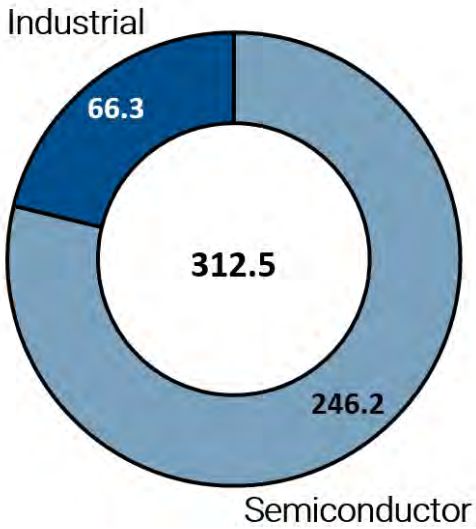
Order Intake – all time high

[EURm]

Year to Year



Division



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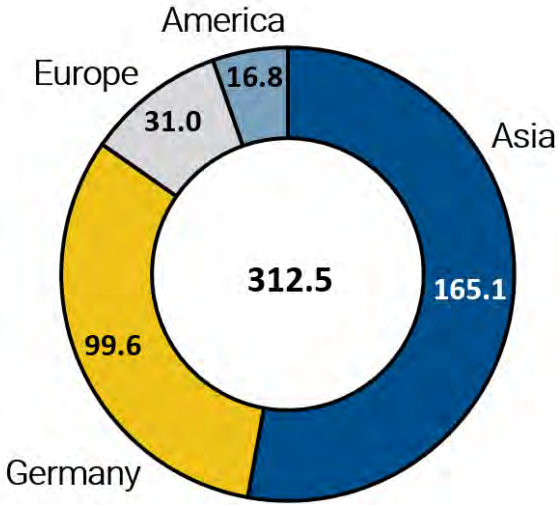

4. Quarterly Figures

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Highlights Q3/2022

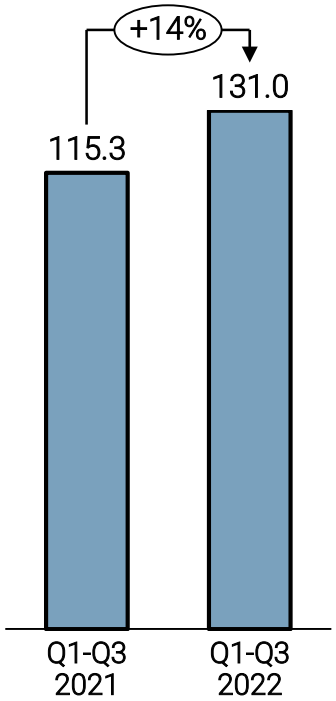
High Visibility of Future Growth

- Sales and EBITDA up – EBITDA margin well defended despite one-off development costs in semiconductor
- Order backlog corresponds to ~2x the 2022 sales guidance – high visibility until 2024
- 2022 guidance confirmed: sales EUR 170-180m, EBITDA 25-27m
- Midterm target 2024 of EUR 250m with 15% EBIT also confirmed

Sales – Growth from Industrial and Semiconductor

[EURm]

Year to Year



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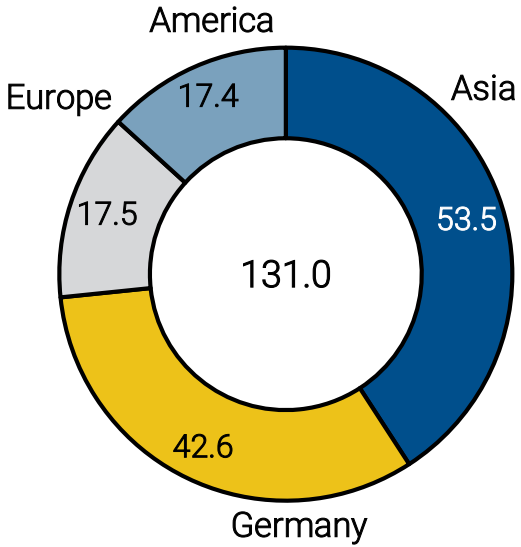
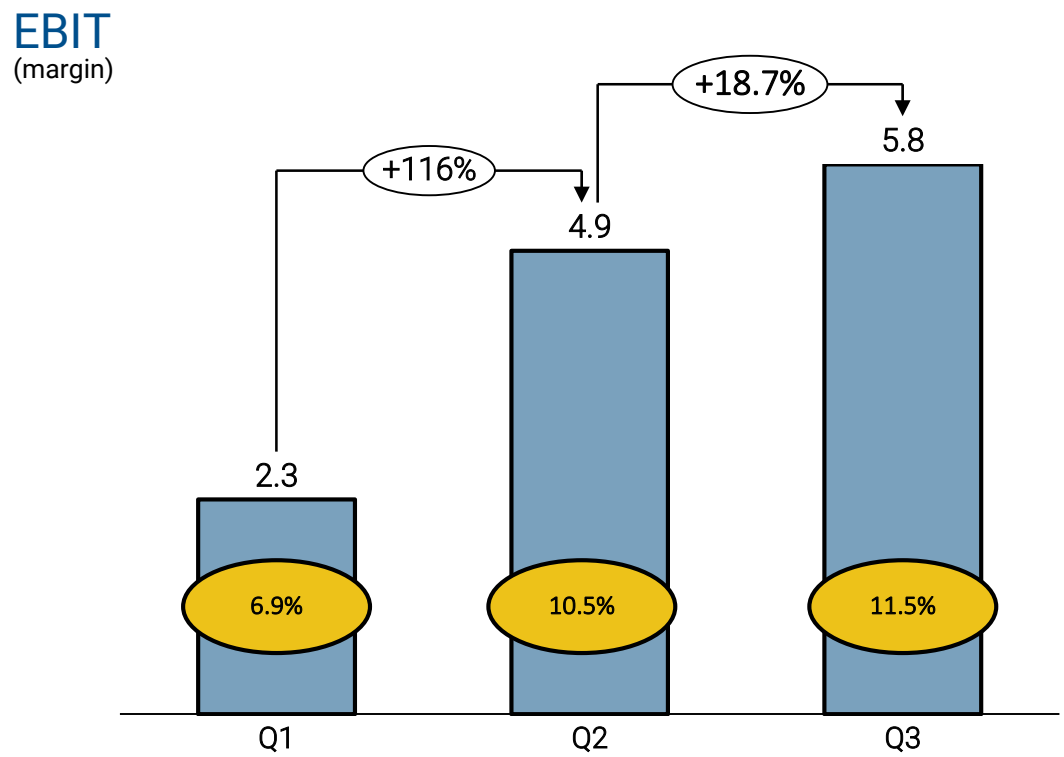


- ~75% of the 2022 sales guidance (mid-point) has been achieved in the first 9M
- Based on the strong Q3 momentum, with sales going up 15% y/y, the growth rate has increased to 14% for 9M 2022
- 25% of total sales has its origin in China
- Both divisions benefit from mega trends, e.g. digitisation, e-mobility, renewable energies
- Industrial benefits from high demand for infrastructure (hydrogen/LNG) projects

PVA TePla

Operating Profit – Continued Improvement in 9M 2022

[EURm]



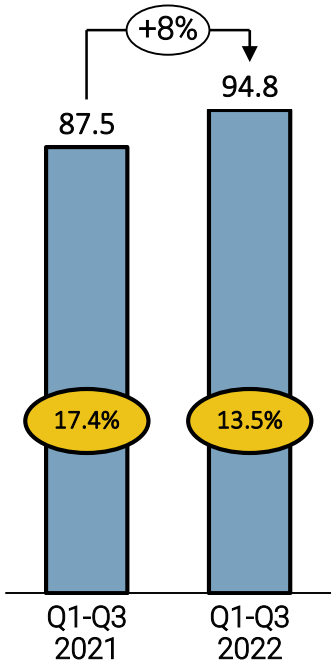
- EBIT improvement quarter by quarter on Group level in first nine month 2022
- EBIT margin climbing up quarter on quarter in the current year ytd supported by economies of scale and
- Positive development to be continued in Q4 2022

PVA TePla

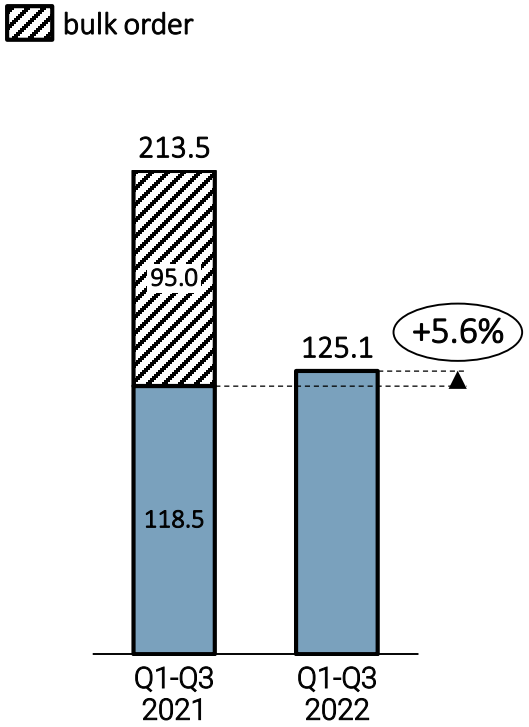
Semiconductor – Strong Order Backlog Drives Sales

[EURm]

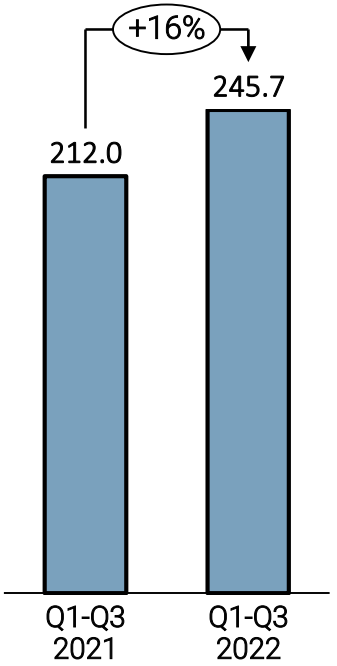
Sales and EBIT margin



Order intake



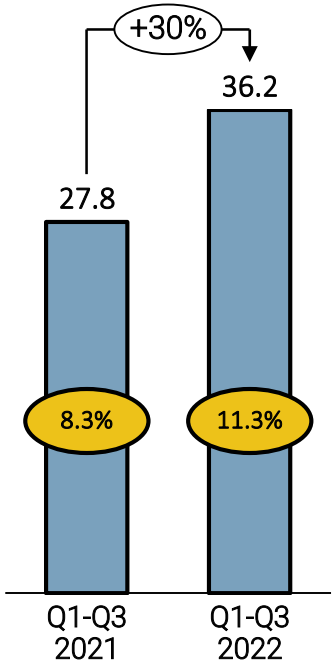
Order backlog



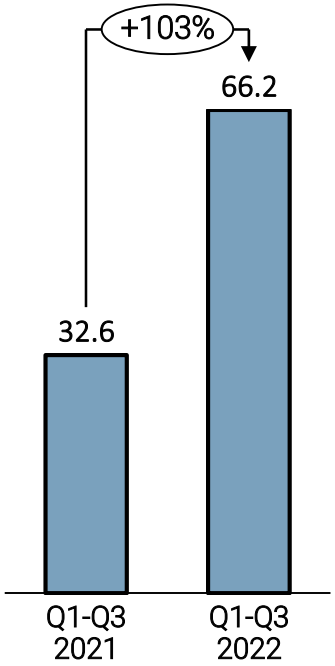
Industrial – High Demand from Infrastructure (H/LNG)

[EURm]

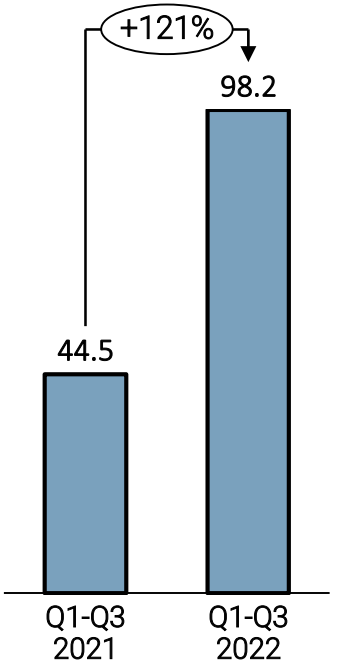
Sales and EBIT margin



Order intake



Order backlog

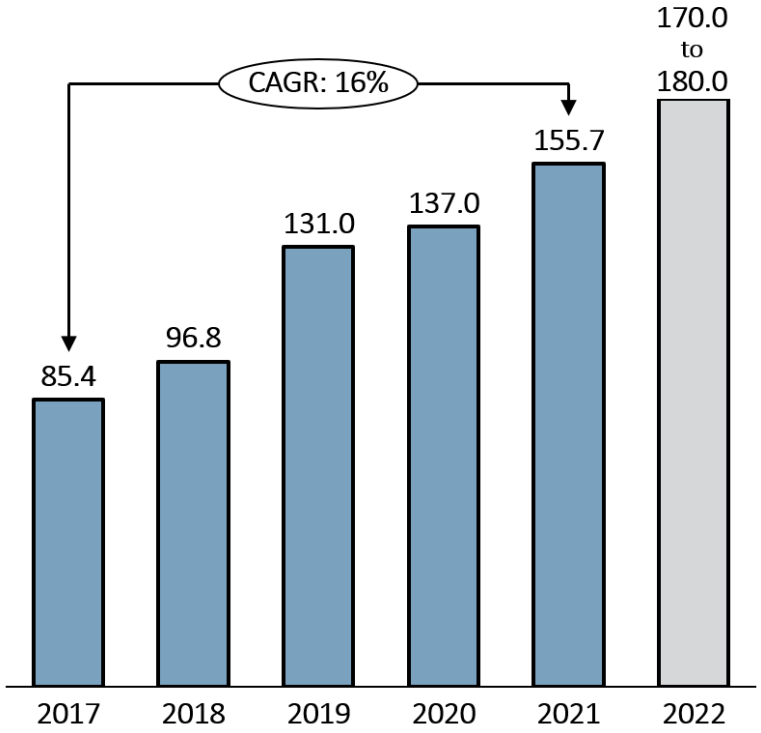


5. Outlook

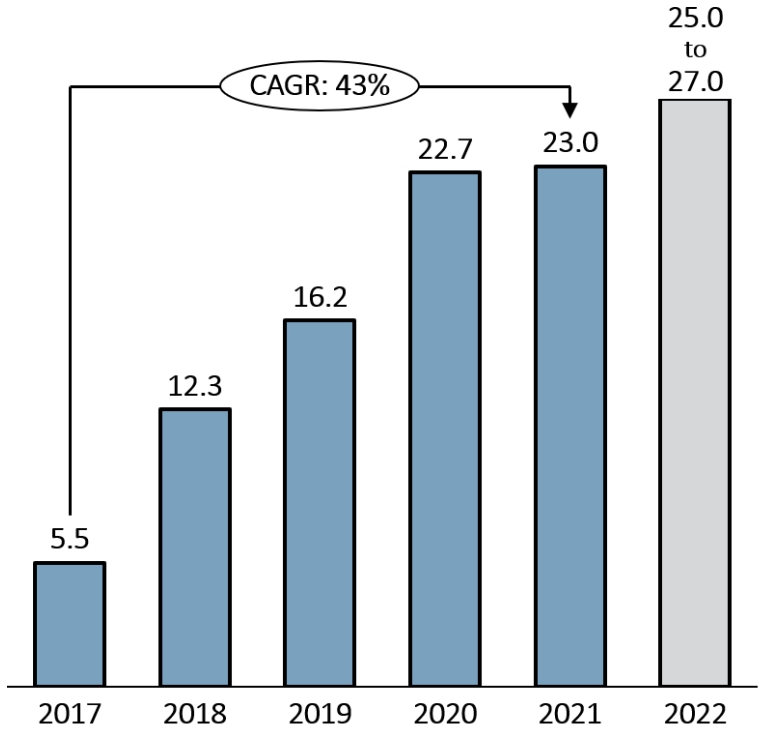
Continuous Growth Ahead

[EURm]

Sales & Guidance



EBITDA & Guidance



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