



# FY 2022 PRESENTATION

23 March 2023

# AGENDA

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**BUSINESS HIGHLIGHTS**  
**FY 2022**

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FINANCIALS  
FY 2022

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OUTLOOK  
FY 2023



# HIGHLIGHTS 2022

## LOOKING BACK ON A SUCCESSFUL YEAR

- Significant **increase in revenue and earnings** despite one-off development costs in semiconductor
- **Exceeded own guidance** thanks to dynamic second half performance
- **Order book** increased to **EUR 324.3 m** from EUR 283.3m
- Full **acquisition of MPA Industrie** to strengthen our position in the aerospace and renewable energy market
- Focus on **sustainability and commitment** to using long-established technologies in support of ecological transformation
- Positive **outlook** for 2023 with expected sales of **EUR 240 to 260 m** and **EBITDA of EUR 36 to 40 m**

# ACQUISITION OF MPA INDUSTRIE

## IMPORTANT STRATEGIC COMPLEMENT

- Further expansion of process technology know-how of high-performance coatings
- The fast-growing markets include structural components for applications in the semiconductor industry, fibre-reinforced ceramics in the aerospace industry, and coatings for components used in renewable energies

**ECONOMIC RATIONALE:** PROFIT CONTRIBUTION SINCE DAY 1: EUR 6 MILLION  
SALES WITH VERY HIGH PROFITABILITY



# INNOVATION DRIVES FUTURE GROWTH

## NEXT GENERATION SILICON PULLER FOR FUTURE BUSINESS OPPORTUNITIES

- In 2022, the next generation prototype was completed within the framework of a publicly funded development project - 3 units have already been sold to a strategic customer
- The next generation Silicon Puller has a significantly higher degree of automation --> „humanless fab“
- At the same time, flexibility of applications has increased



# KEY FIGURES

## GROWTH MOMENTUM INTACT



- Strong order intake – book-to-bill ratio at 1.15x
- Adj. for the EUR 95 m bulk order in Q3 2021, order intake rose 8%
- Momentum further improved in Q4 2022: Sales +83.5% y/y, EBITDA +98.7% y/y

\* Adjusted for bulk order

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OUTLOOK  
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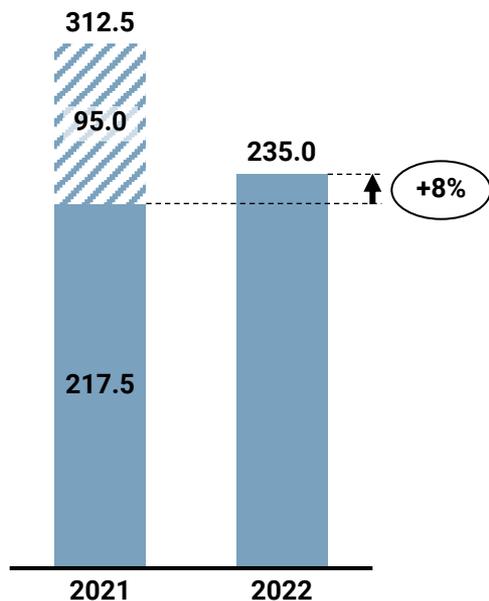
# ORDER INTAKE

## UNDERLYING GROWTH CONTINUED IN 2022

### Year to Year

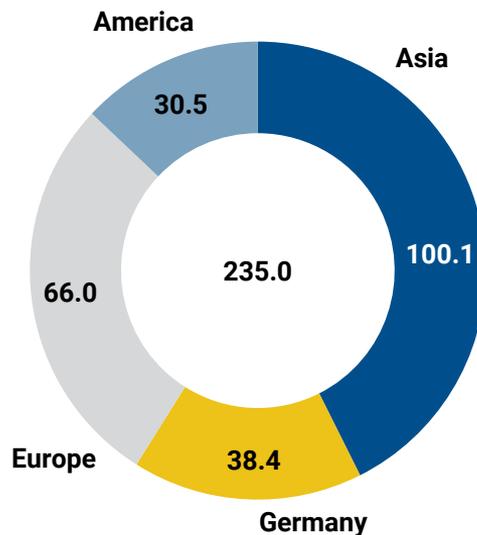
[EURm]

 bulk order



### Region

[EURm]



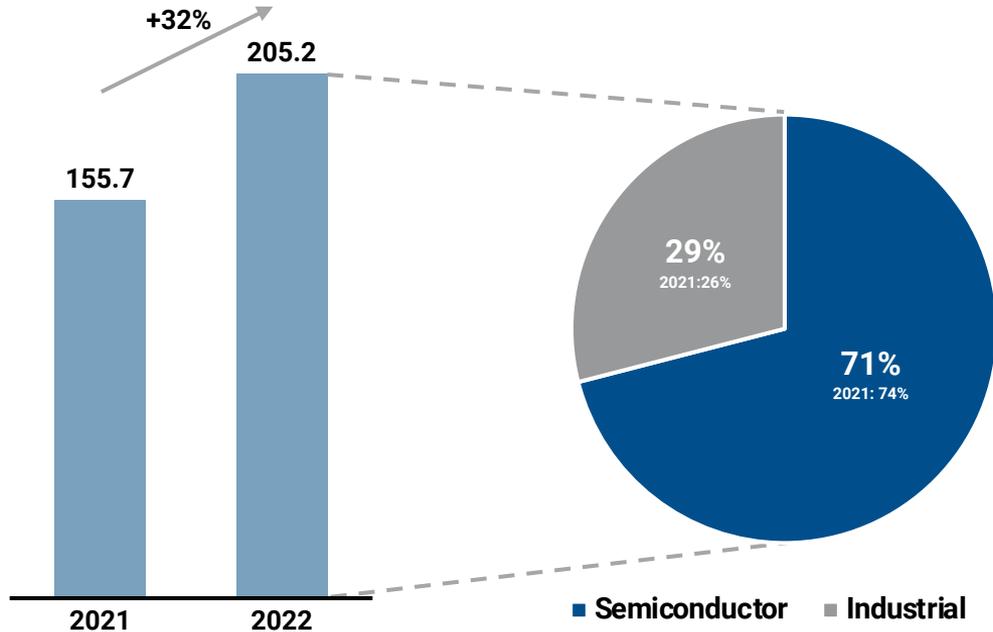
- Adjusting for the large-ticket effect of 2021, orders have **increased by 8% y/y**
- Well diversified order book: **Asia 43%, Germany 16%, Europe (ex-Germany) 28%, America 13%**
- **Semiconductor** contributes **65%** of orders, **Industrial 35%**

# GROUP SALES

## CONTINUOUS STRONG GROWTH IN BOTH SEGMENTS

Year to Year  
[EURm]

Segment Split  
[EURm]



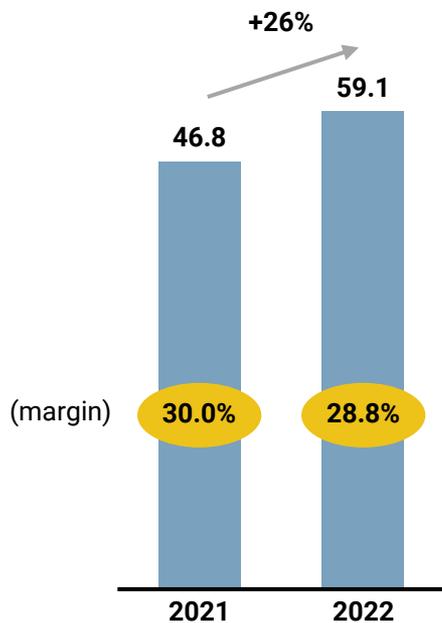
- On the back of a very strong Q4, **sales exceeded guidance** and increased by 32% y/y
- Both divisions benefit from **megatrends**, e.g. **digitization, e-mobility, renewable energies**
- Industrial benefits from high demand for infrastructure (hydrogen/LNG) projects

# GROUP PROFIT

SOARED ON ALL LEVELS

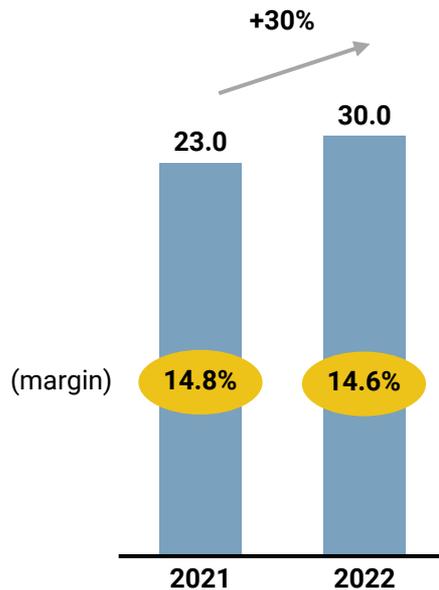
## Gross Profit

[EURm]



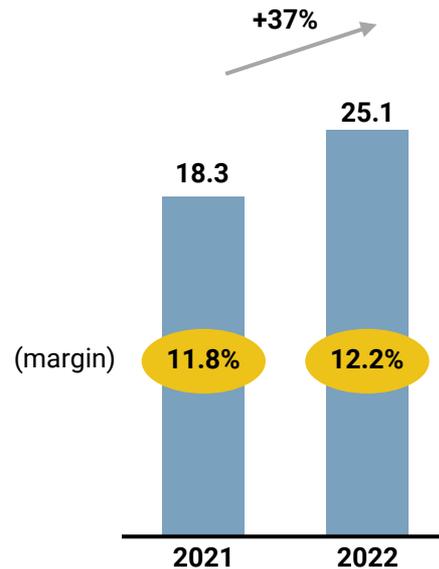
## EBITDA

[EURm]



## EBIT

[EURm]

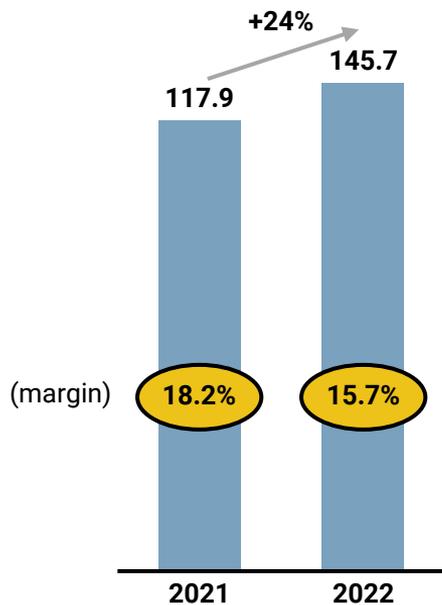


# SEMICONDUCTOR

## STRONG ORDER BACKLOG DRIVES SALES

### Sales and EBIT margin

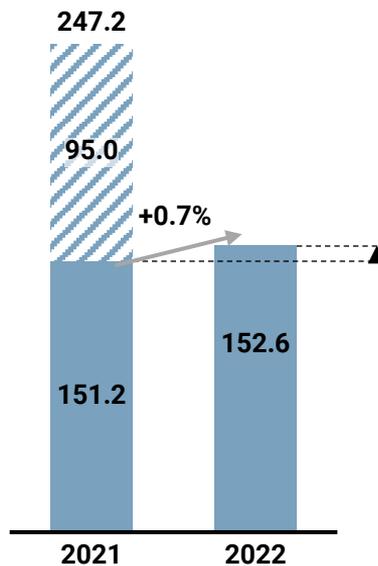
[EURm]



### Order intake

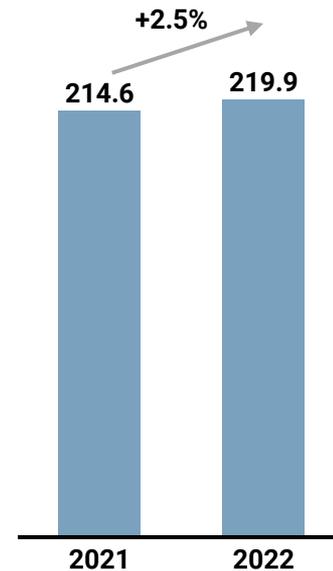
[EURm]

/// bulk order



### Order backlog

[EURm]

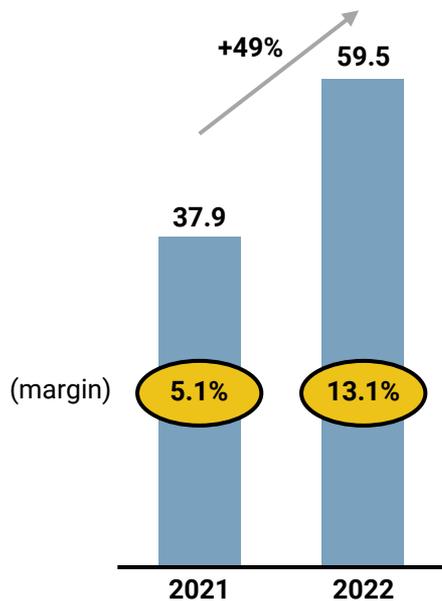


# INDUSTRIAL

## HIGH DEMAND FROM INFRASTRUCTURE (H/LNG)

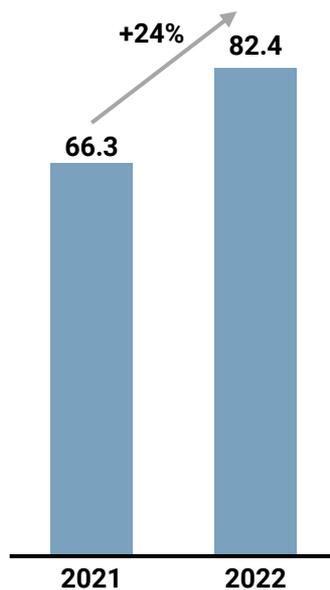
### Sales and EBIT margin

[EURm]



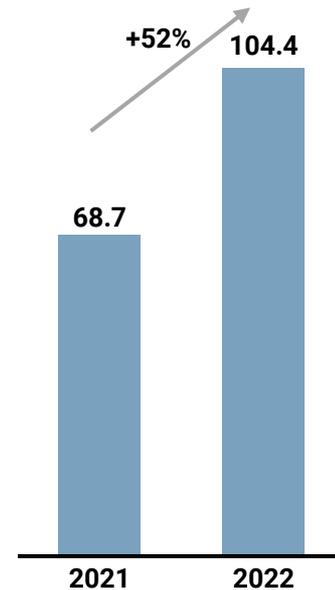
### Order intake

[EURm]



### Order backlog

[EURm]

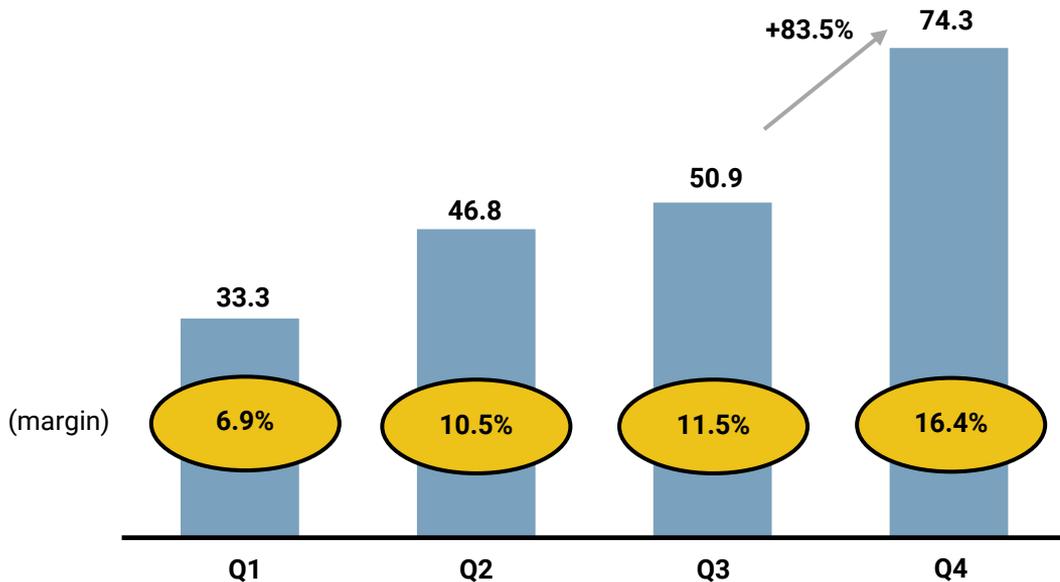


# QUARTERLY SALES AND EBIT-MARGIN DEVELOPMENT

## EXTRAORDINARY STRONG Q4

### Sales and EBIT margin

[EURm]



- Impressive Q4 2022 for PVA TePla Group with high order activity
- Exceeded initial expectations
- **EBIT margin** climbing up quarter on quarter 2022 supported by **economies of scale**

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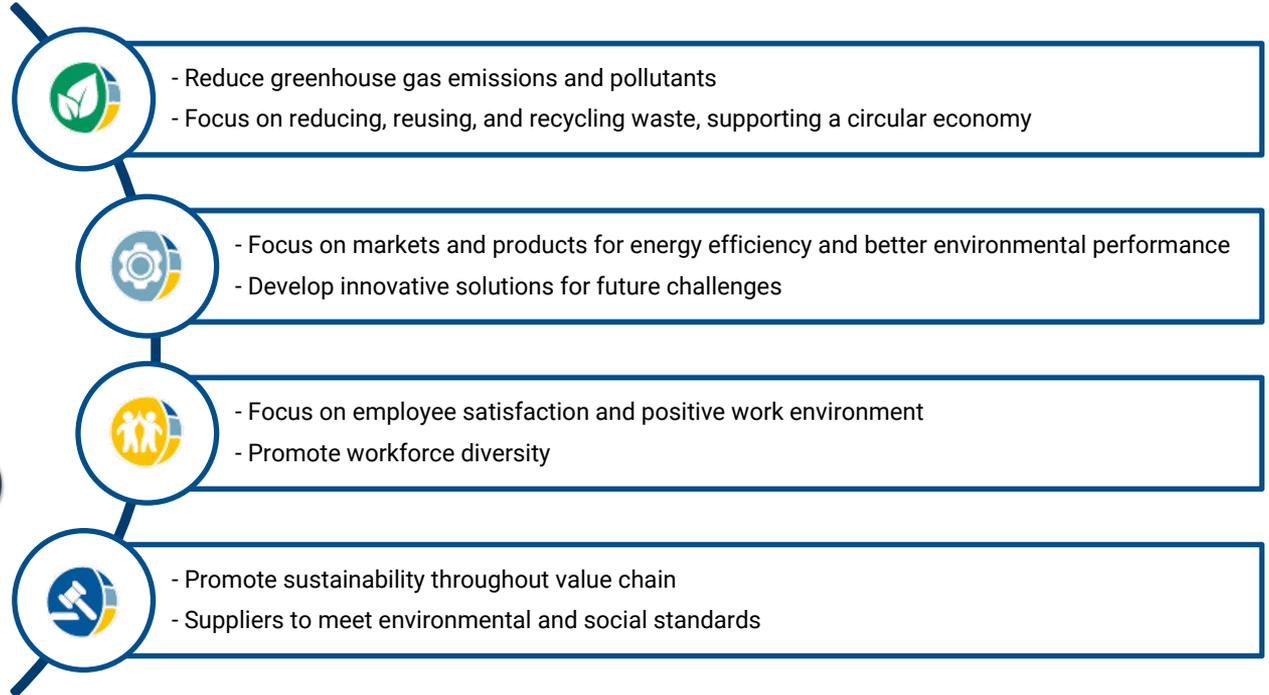
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**OUTLOOK**  
**FY 2023**

# COMMITTED TO SUSTAINABILITY



Net carbon neutral  
by 2024 (Scope 1+2)



# 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



TIME FOR YOUR  
QUESTIONS





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# INVESTMENT HIGHLIGHTS

- **Strong financial performance:** PVA TePla has consistently demonstrated strong financial performance, with a significant increase in revenue and EBITDA in the past fiscal year.
  - **Robust order backlog:** Our order backlog provides visibility into future revenue growth and stability.
  - **Diversified product portfolio:** Wide range of products and solutions in the fields of crystal growth, metrology, and vacuum technology, serving various industries.
  - **Competitive positioning:** Our advanced technologies and products have positioned the company competitively in its markets.
  - **Asset-light approach:** Managing high-volume orders without extra investments.
- **Strong customer relationships:** The company has established strong relationships with its customers, providing them with reliable and high-quality solutions.
  - **Growing market demand:** The global megatrends of digitization, renewable energy, and e-mobility are driving demand for our products and services.
  - **Investment in R&D:** Focus on innovation and cutting-edge technology to address customers' evolving needs.
  - **Focus on sustainability:** PVA TePla is committed to sustainability and offers eco-friendly solutions to its customers to improve their energy consumption and reduce their environmental footprint.

# KEY FIGURES

[EURm]	Q4 2021	Q4 2022	+/-	FY 2021	FY 2022	+/-
<b>Sales</b>	<b>40.5</b>	<b>74.3</b>	<b>+83.5%</b>	<b>155.7</b>	<b>205.2</b>	<b>+31.8%</b>
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
<b>EBITDA</b>	<b>6.8</b>	<b>13.5</b>	<b>+98.7%</b>	<b>23.0</b>	<b>30.0</b>	<b>+30.4%</b>
<i>margin</i>	<i>16.8%</i>	<i>18.2%</i>	<i>+1,4 pp</i>	<i>14.8%</i>	<i>14.6%</i>	<i>-0.2 pp</i>
<b>EBIT</b>	<b>5.6</b>	<b>12.0</b>	<b>+114.1%</b>	<b>18.3</b>	<b>25.1</b>	<b>+36.9%</b>
<i>margin</i>	<i>13.9%</i>	<i>16.2%</i>	<i>+2.3 pp</i>	<i>11.8%</i>	<i>12.2%</i>	<i>+0,4 pp</i>