

COMPANY PRESENTATION

Q3 2023

AGENDA

HIGHLIGHTS

FINANCIALS

OUTLOOK



HIGHLIGHTS Q3 2023

CONTINUING ON GROWTH TRACK

- Significant **increase in revenue and earnings**
- Sales development in both segments supported by demand of **digitization/high power electronics**
- **Further diversification** of order book
- Investments in **infrastructure, workforce, capacity and innovation** to support sustainable future growth

KEY FIGURES FOR 9M 2023

WELL ON TRACK TO MEET UPPER END OF OUR FULL-YEAR GUIDANCE

Sales

EUR 191.2 m

↗ 46%

EBITDA

EUR 29.1 m

↗ 76%

Order Intake

EUR 177.6 m

↘ 7%

Order Backlog

EUR 297.3 m

↘ 13.6%

- Financial momentum continued in 9M 2023: Sales are up 46% y/y, supported by strong performance in both segments
- EBITDA +76.3% y/y driven by scale effects
- Well balanced order profile with increasing demand from SiC solutions and growing demand outside Asia



UPDATE ON ESG

NEXT STEP TOWARDS OUR GOAL OF BEING NET CARBON NEUTRAL BY 2024

- Around 80% of our electricity sourcing has been changed to **certified green energy**
- By this measure, we will reduce of CO₂ emissions from electricity consumption by around **1,200 t this year and around 2,400 t from 2024 onwards**



Net carbon neutral
by 2024 (Scope 1+2)

AGENDA

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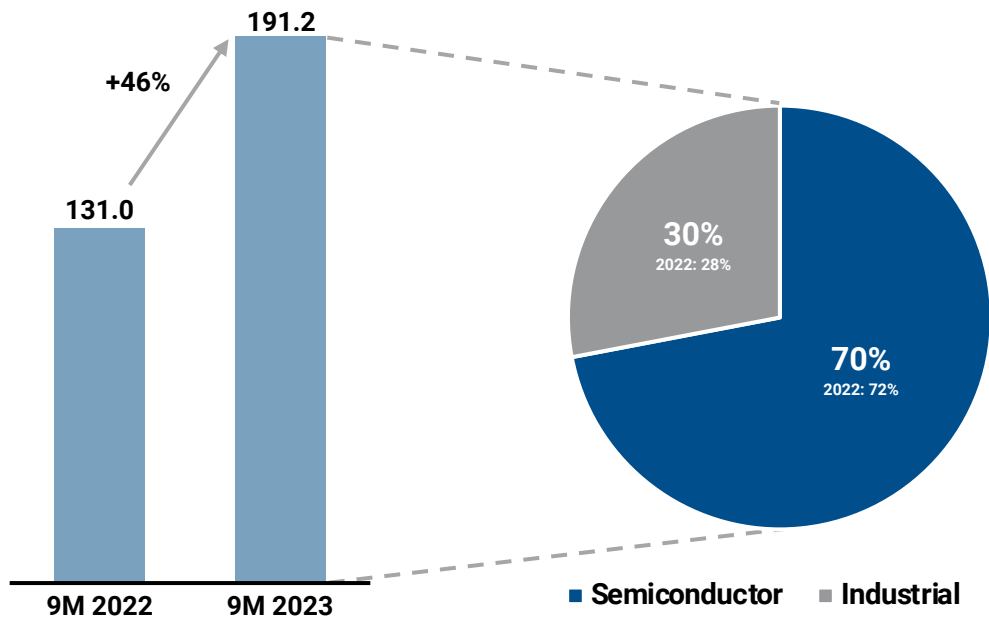
OUTLOOK

GROUP SALES

CONTINUOUS STRONG GROWTH IN BOTH SEGMENTS

Year to Year
[EURm]

Segment Split
[EURm]



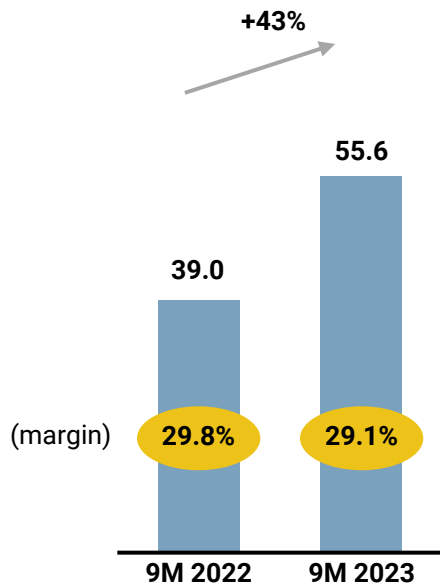
- **Strong growth continued** in 9M, with sales increasing by **46% y/y**
- Regional Revenue Split: **Asia 42%, Germany 26%, Europe (ex-Germany) 22%, America 9%**
- Sales in Semiconductor segment distributed **almost equally** between **Crystal Growing** and **Metrology**

GROUP PROFIT

EBITDA AND EBIT SIGNIFICANTLY OUTPACING SALES GROWTH

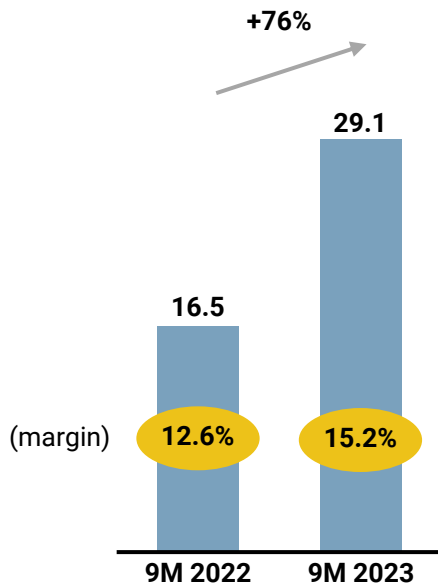
Gross Profit

[EURm]



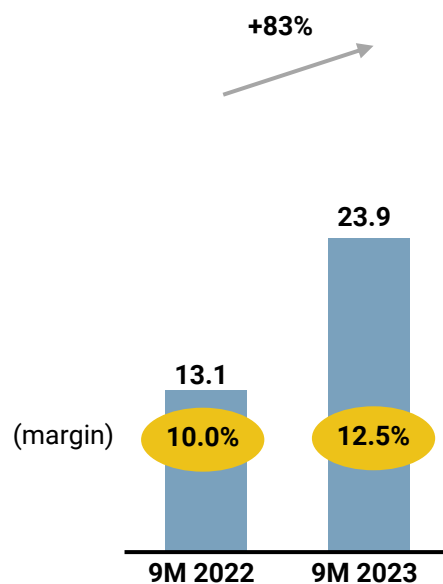
EBITDA

[EURm]



EBIT

[EURm]

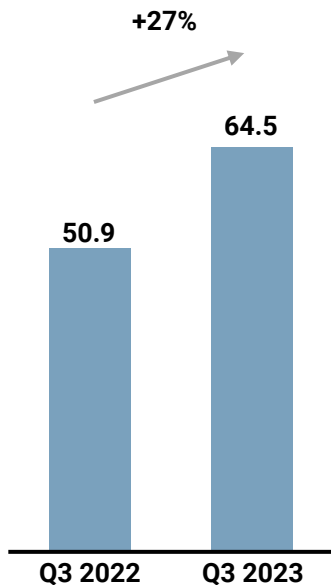


QUARTERLY DEVELOPMENT

MARGIN IMPROVEMENT VS. PREVIOUS YEAR AS WELL AS PREVIOUS QUARTER

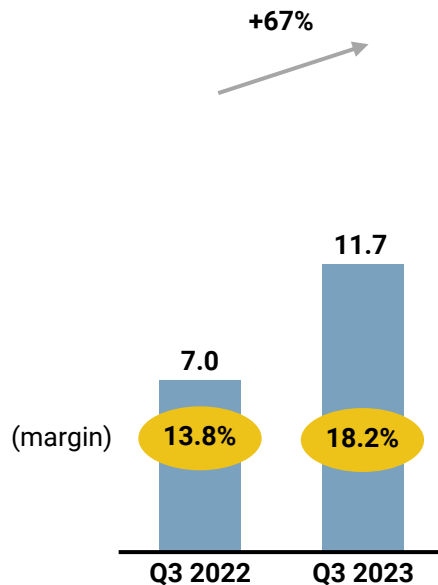
Sales

[EURm]



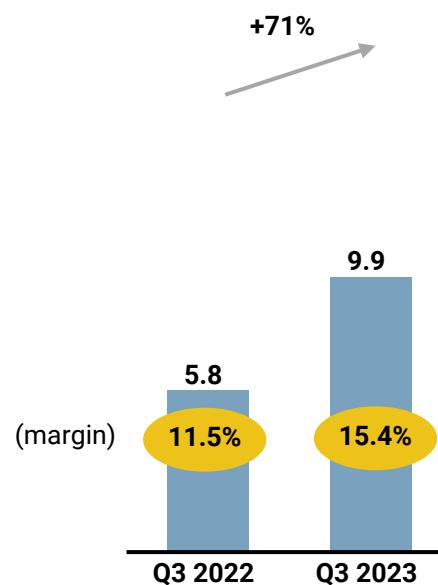
EBITDA

[EURm]



EBIT

[EURm]

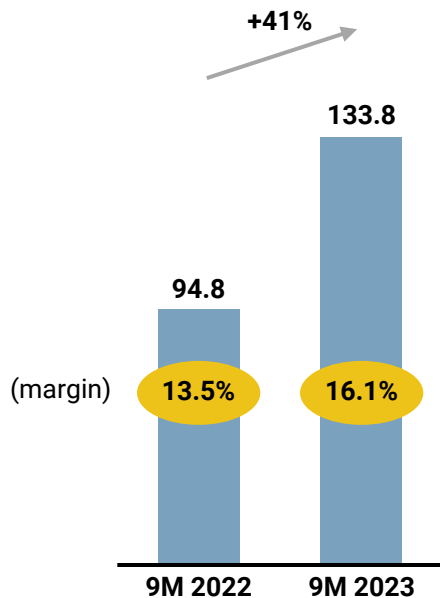


SEMICONDUCTOR

STRONG REVENUE GROWTH AND SUBSTANTIAL EBIT-MARGIN IMPROVEMENT

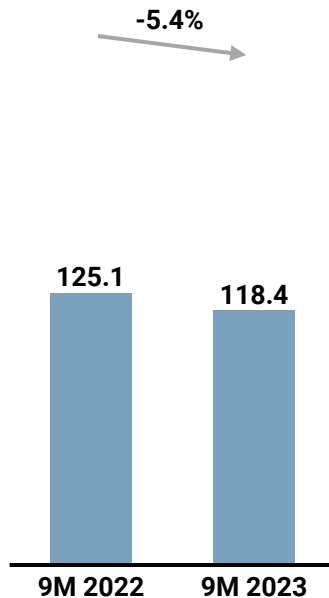
Sales and EBIT margin

[EURm]



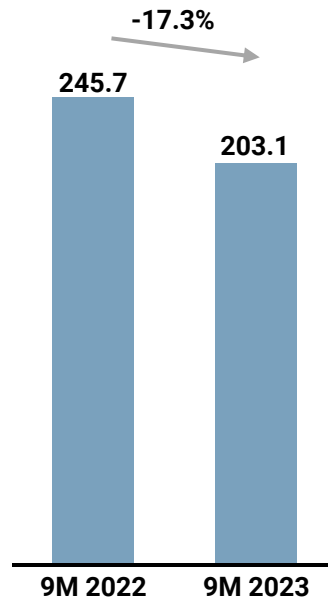
Order intake

[EURm]



Order backlog

[EURm]

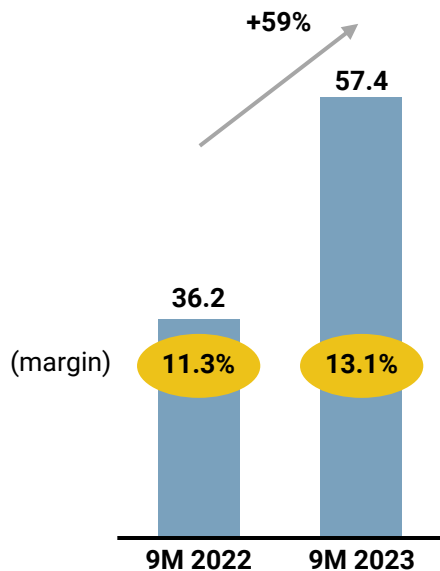


INDUSTRIAL

GROWING ABOVE AVERAGE, BENEFITING FROM DIGITIZATION

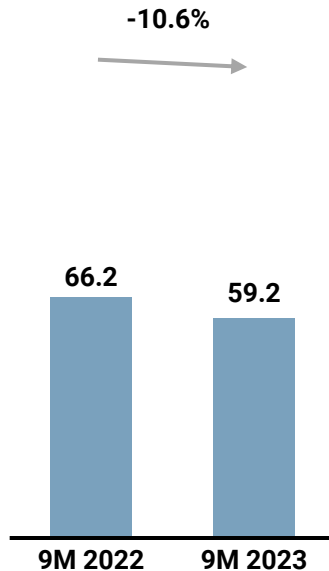
Sales and EBIT margin

[EURm]



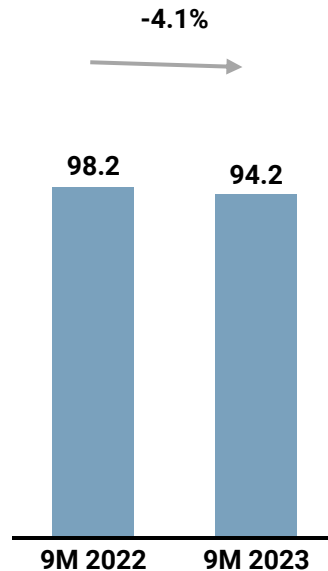
Order intake

[EURm]



Order backlog

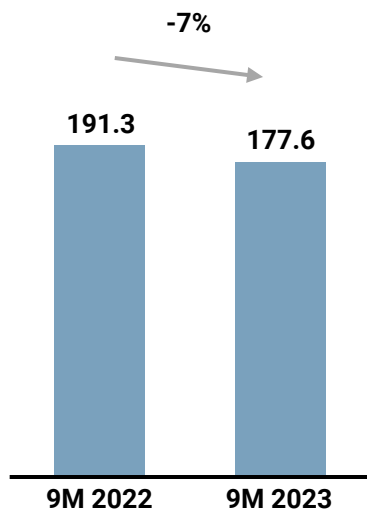
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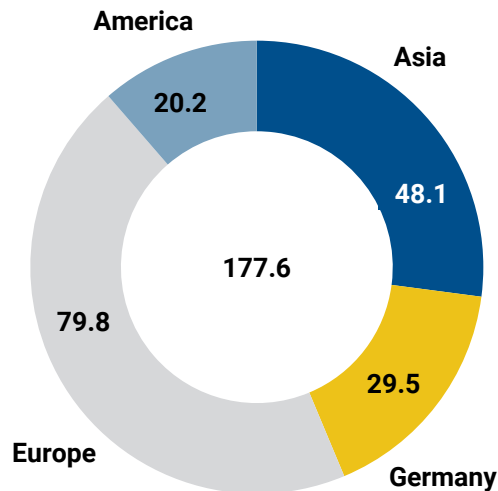
ORDER INTAKE

STRONG DEMAND FROM EUROPEAN MARKETS IN Q3

Year to Year
[EURm]



Region
[EURm]



- High order backlog with nearly EUR 300 m, providing **visibility until 2025**
- Well diversified order intake: **Asia 27%, Germany 17%, Europe (ex-Germany) 45%, America 11%**
- Book-to-bill ratio at 0.93x

AGENDA

HIGHLIGHTS

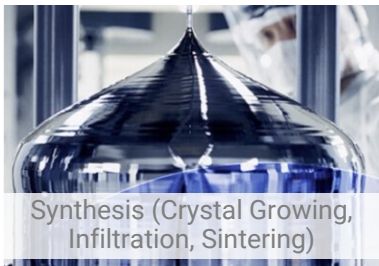
FINANCIALS

OUTLOOK

BROAD PORTFOLIO OF INNOVATIVE SOLUTIONS

ALLOWING FOR SYNERGIES ACROSS INDUSTRIES AND MARKETS

Material Solutions



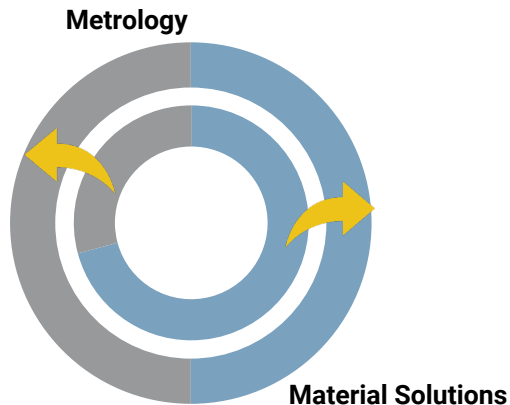
Metrology



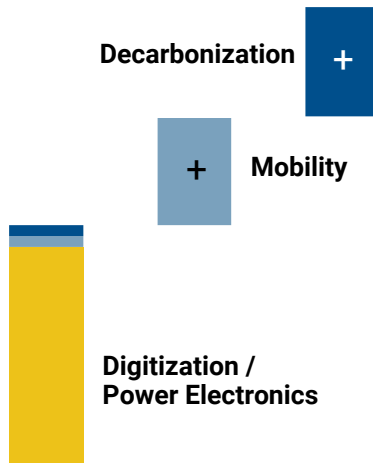
WHERE WE ARE GOING

GROWING INTO BALANCED REVENUE STREAMS

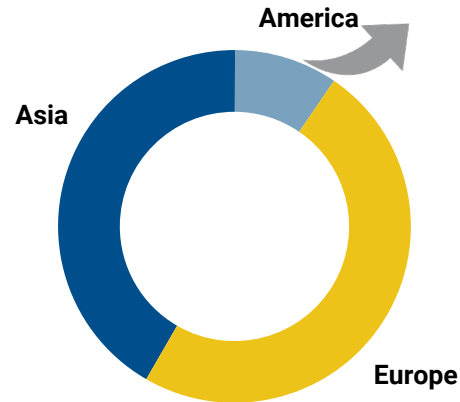
Technology Split



Growth Drivers



Regional Split



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

FINANCIAL GUIDANCE 2023

SALES AND EARNINGS EXPECTED AT THE UPPER END OF THE GUIDANCE RANGE

- Consolidated sales between EUR 240 and 260 million
- Operating result before taxes and depreciation and amortization (EBITDA) between EUR 36 and 40 million





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