

PVA TePla: Strong result in a challenging environment

- **Consolidated sales revenues of EUR 103.3 million (previous year: EUR 132.6 million)**
- **Consolidated operating result (EBIT) of EUR 6.6 million (previous year: EUR 13.7 million)**
- **EBIT margin of 6.4% (previous year: 10.3%)**
- **Incoming orders of EUR 59.2 million (previous year: EUR 156.2 million)**
- **Proposed dividend: EUR 0.10 per share (previous year: EUR 0.15)**

(Wettenberg, March 27, 2013) – PVA TePla AG, Wettenberg, a producer of systems for manufacturing industrially used crystals for the semiconductor and solar industry as well as vacuum and high-temperature systems, today published its 2012 annual report. The forecast figures for sales revenues and the operating result were almost attained. Consolidated sales revenues amounted to EUR 103.3 million (previous year: EUR 132.6 million). Consolidated operating result (EBIT) stood at EUR 6.6 million (previous year: EUR 13.7 million). At EUR 59.2 million, incoming orders were down significantly on the same period of the previous year (EUR 156.2 million).

Consolidated annual sales revenues for 2012 totaled EUR 103.3 million, while operating result (EBIT) was also in line with expectations at EUR 6.6 million with an EBIT margin of 6.4%. In the year under review, the consolidated net profit for the year amounted to EUR 4.7 million. At EUR 59.2 million, incoming orders posted a weak development across all divisions in 2012 due to developments in the markets serviced by PVA TePla. In some of the relevant customer industries, such as hard metal production, silicon wafer production for the semiconductor industry and, in particular, the photovoltaics industry, significant overcapacity has built up in previous years. Combined with a disappointing economic performance, this has led to considerable investment restraint among our customers.

As at December 31, 2012, total assets stood at EUR 103.0 million, down substantially on the previous year's figure of EUR 129.1 million due to the lower business volume. As a result of the net profit for the year, equity increased from

Press Release



No. 02/13
March 27, 2013

EUR 60.3 million to EUR 61.7 million. The equity ratio rose significantly to 59.9% (previous year: 46.7%).

At EUR 4.4 million (previous year: EUR -8.1 million), a positive operating cash flow was generated in 2012, as expected. As at December 31, 2012, cash and cash equivalents amounted to EUR 10.0 million (previous year: EUR 14.6 million).

At its last meeting on March 22, 2013, the Supervisory Board of PVA TePla AG approved the Management Board's resolution to propose a dividend payment of EUR 0.10 per share from the net retained profits for fiscal 2012 at the Annual General Meeting to be held in Giessen on June 19, 2013.

Consolidated sales revenues of EUR 90 million to EUR 100 million – more likely at the lower end of this range – and a positive operating result are forecasted for fiscal 2013. This is supported by a further stimulation in incoming orders in the Industrial Systems division and series production business in the Semiconductor Systems division.

The annual report is now available to download on the company's website www.pvatepla.com.

A press conference and analysts' meeting to comment on the past fiscal year and the prospects for further development will be held in Frankfurt on March 28, 2013.

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