

PVA TePla AG: Business figures for first quarter of 2013

- **Consolidated sales revenues: EUR 14.6 million (previous year: EUR 31.0 million)**
- **EBIT: EUR -1.9 million (previous year: EUR 2.9 million)**
- **Consolidated net income: EUR -1.3 million (previous year: EUR 2.0 million)**
- **Incoming orders: EUR 17.2 million (previous year: EUR 18.9 million)**

(Wettenberg, May 8, 2013) – PVA TePla AG, a producer of industrial crystal-growing systems as well as plasma, vacuum and heat treatment systems, generated sales revenues of EUR 14.6 million in the first quarter of 2013 (previous year: EUR 31.0 million). Its EBIT amounted to EUR -1.9 million (previous year: EUR 2.9 million). As expected, the weak order situation in previous months and the low order backlog at the beginning of the fiscal year led to a decrease in sales revenues in the first quarter.

Sales revenues for the Industrial Systems division amounted to EUR 7.1 million (previous year: EUR 13.8 million). These sales revenues came mainly from processing orders for supplying vacuum systems for manufacturing hard metal and vacuum interrupters as well as graphite processing systems. The Semiconductor Systems division generated sales revenues of EUR 7.1 million (previous year: EUR 14.5 million). The decrease in sales revenues is due to the existing overcapacity among semiconductor manufacturers and the associated investment restraint. Sales revenues for the Solar Systems division totaled EUR 0.4 million (previous year: EUR 2.7 million). The solar market is characterized by high overcapacity along the entire value chain.

As forecast, EBIT and consolidated net income for the period were well below the previous year's figures at EUR -1.9 million (previous year: EUR 2.9 million) and EUR -1.3 million (previous year: EUR 2.0 million)

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respectively. The EBIT margin was -12.8% (previous year: 9.8%). The cost-reduction measures carried out at the Wetttemberg and Jena locations did not fully make up for the significantly reduced business volume.

At EUR 17.2 million, incoming orders for the PVA TePla Group showed a moderately positive development compared with the preceding quarters. The book-to-bill ratio changed to 1.2 (previous year: 0.6). In the first three months of 2013, at EUR 10.7 million, incoming orders of the Industrial Systems division were at a similar level to the same period of the previous year (EUR 12.7 million). Incoming orders in the Semiconductor Systems division increased slightly year-on-year to EUR 6.3 million (previous year: EUR 5.8 million). Orders for plasma systems accounted for most of the incoming orders in this division. Incoming orders for the Solar Systems division amounted to just EUR 0.2 million (previous year: EUR 0.3 million). Promising discussions continue to be held regarding major projects. These are focused on regions where local production capacities for the emerging photovoltaics market are to be established for strategic and economic reasons.

Cash flow from operating activities was negative in the first quarter of 2013 at EUR -1.7 million (previous year: EUR +3.9 million). Cash flow from investing activities amounted to EUR -0.2 million (previous year: EUR -0.4 million). The liquidity situation of the PVA TePla Group remains with a cash position of EUR 8.3 million positive.

PVA TePla is confirming its guidance for fiscal 2013 of anticipated consolidated sales revenues of EUR 90–100 million – more likely at the lower end of this range – and a positive operating result. This forecast assumes a significant recovery in incoming orders in the next few weeks.

For further information, please contact:

Dr. Gert Fisahn
Investor Relations
PVA TePla AG
Phone: +49(0)641/68690-400
gert.fisahn@pvatepla.com
www.pvatepla.com