

Press Release

Wettenberg, November 9, 2018

PVA TePla: Earnings surge in Q3 2018

- Gross profit: EUR 23.4 million (previous year: EUR 14.8 million), up 58%
- EBITDA: EUR 8.5 million (previous year: EUR 3.5 million), up 141%
- Incoming orders: EUR 101.9 million (previous year: EUR 67.8 million), up 66%
- Order backlog: EUR 165.4 million (previous year: EUR 54.9 million), up 301%
- Forecast for year confirmed

The PVA TePla Group, Wettenberg, a manufacturer of systems for the production of industrial crystals, vacuum and high-temperature systems, plasma systems and systems for non-destructive quality inspection, generated consolidated revenue of EUR 69.4 million (previous year: EUR 63.5 million) in the first nine months of 2018. Gross profit climbed from EUR 14.8 million to EUR 23.4 million and EBITDA from EUR 3.5 million to EUR 8.5 million.

Incoming orders and order backlog

Incoming orders were significantly higher than in the previous year in both divisions, and are characterized by high organic growth in all business units. The Semiconductor Systems division generated incoming orders of EUR 64.2 million, an increase of 74% on the previous year (EUR 36.8 million). Incoming orders in the Industrial Systems division amounted to EUR 37.7 million in the first three quarters of 2018, also up significantly on the previous year's level by 20% (EUR 31.1 million).

The order backlog tripled to EUR 165.4 million as of September 30, 2018 (previous year: EUR 54.9 million).

The high order backlog increases the PVA TePla Group's positive visibility until the end of 2020.

The book-to-bill ratio is 1.47 (previous year: 1.07), highlighting the positive growth prospects.

Liquidity

Cash flow from operating activities amounted to EUR -16.3 million in the first nine months of 2018 (Q3 2017: EUR 12.3 million). This includes deposits of EUR 6.0 million that no longer qualify as cash equivalents under IFRS. The net financial position (cash and cash equivalents less current and non-current financial liabilities) was EUR 8.6 million (December 31, 2017: EUR 29.1 million).

Outlook for fiscal 2018

The Management Board is confirming revenue in the scale of EUR 94 million for the current fiscal year with EBITDA in the scale of EUR 11.0 million.

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

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