



PVA TePla AG  
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## Press Release

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# PVA TePla: Sales Revenues and Earnings Targets for 2018 Exceeded, Order Backlog at Historic High

### Sales revenues and earnings growth

Consolidated sales revenues of the PVA Group climbed - as already reported - by around 13% to EUR 96.8 million. EBITDA increased to EUR 12.3 million – more than double the previous year's figure of EUR 5.5 million. EBIT tripled to EUR 9.7 million (previous year: EUR 3.0 million), representing an EBIT margin of 9.8% (previous year: 3.5%). Consolidated net profit for the year came to EUR 6.0 million (previous year: EUR 5.6 million after positive tax effects of EUR 3.3 million).

### High order backlog secures growth in subsequent years

In 2018, new orders from current operating business to the tune of EUR 135.0 million were placed, up significantly on the previous year's figure of EUR 93.9 million, adjusted for a major order (EUR 70 million) in the Semiconductor Systems division. The book-to-bill ratio of 1.4 (previous year: 1.9) reflects revenue potential from new business for subsequent periods.

The PVA Group's order backlog therefore rose to achieve a record high of EUR 171.5 million, up EUR 42.4 million on the already high previous year figure (EUR 129.1 million). New orders in the 2018 fiscal year relate exclusively to normal operating business and do not include any major orders.

### **Guidance considerably exceeded**

With revenue of EUR 96.8 million (forecast: EUR 94 million) and EBITDA of EUR 12.3 million (forecast: EUR 11 million), the Group considerably outperformed both the previous year figures and the 2018 guidance. The very good order backlog also secures the growth trajectory over the next years.

### **Very promising start to 2019**

The PVA Group moved into the new year in a very promising fashion. In the first quarter 2019, the Management Board expects order intake to exceed the already strong order intake of the previous year's quarter (EUR 39.0 million). Incoming orders in both divisions have developed in an extraordinarily pleasing fashion. The business figures of the first quarter of 2019 will be published on May 10.

### **Forecast for 2019: further sales revenue and earnings growth**

The Management Board of PVA TePla AG is forecasting consolidated revenue in the scale of EUR 125 million and EBITDA in the scale of EUR 15.0 million for the current fiscal year.

The annual report is now available to download on the company's website [www.pvatepla.com](http://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 29, 2019.

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