

# PFEIFFER VACUUM TECHNOLOGY AG

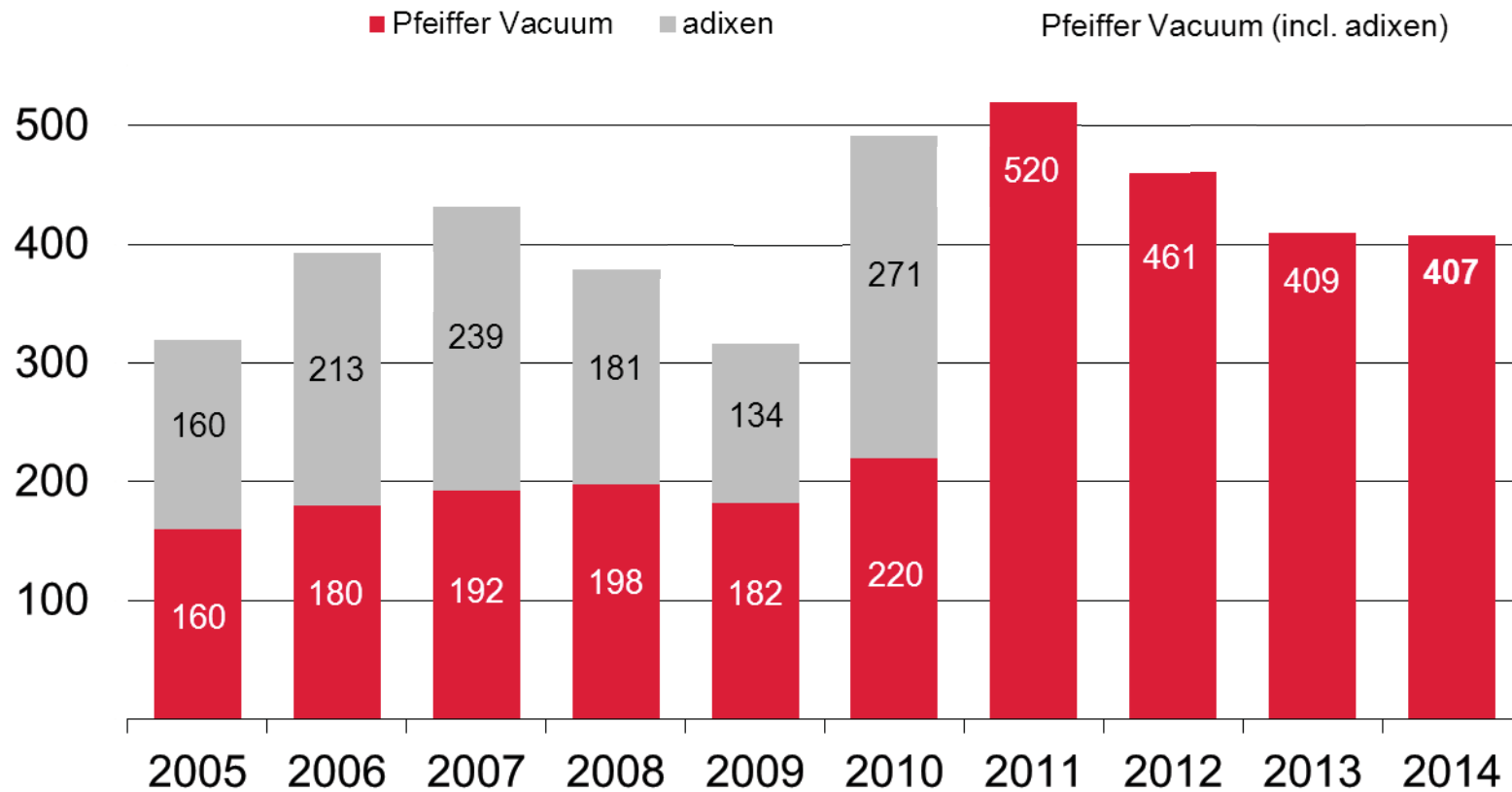
Financial Press Conference and  
Analyst Conference

Frankfurt, Germany – March 26, 2015



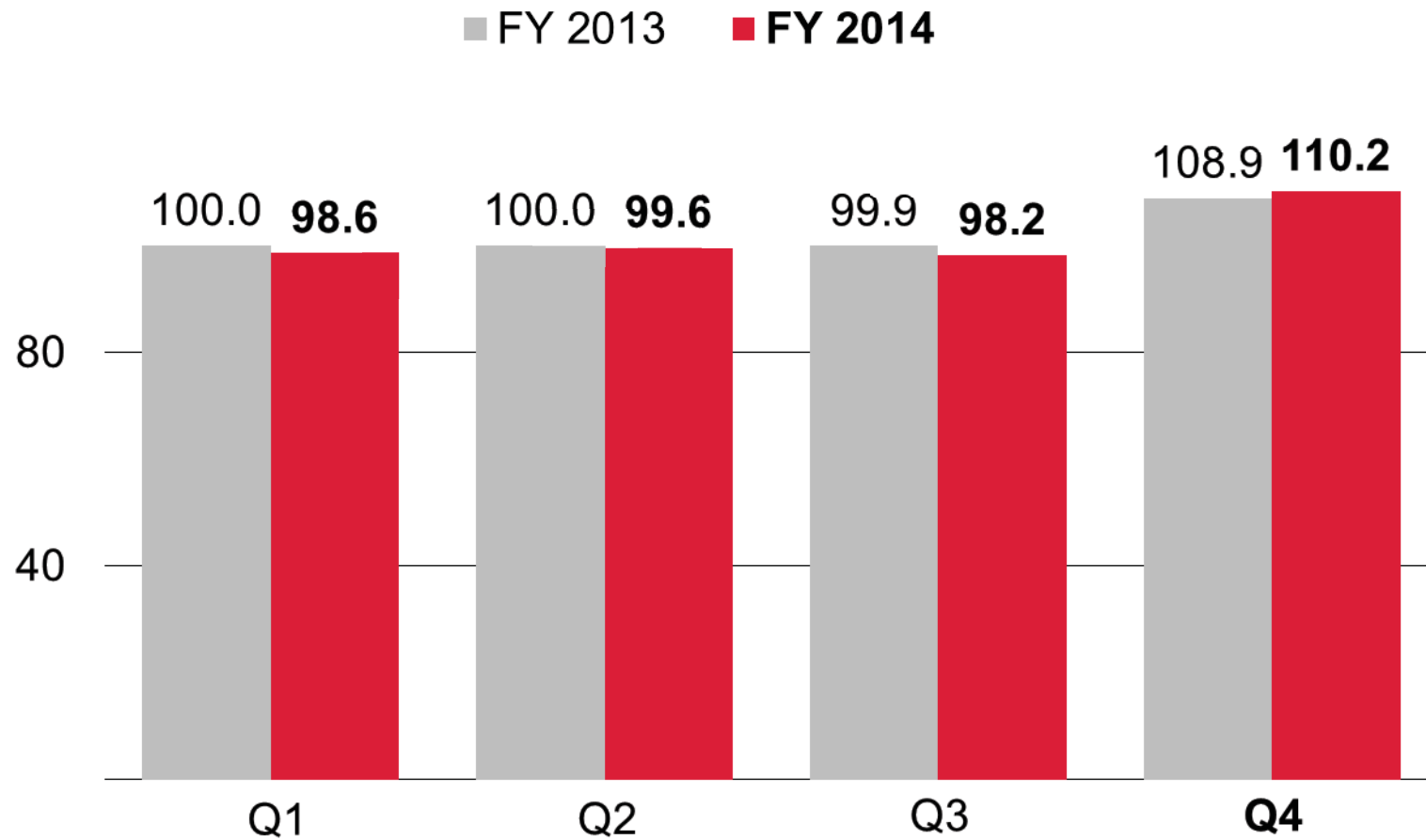
# Historical sales development

(in €millions)



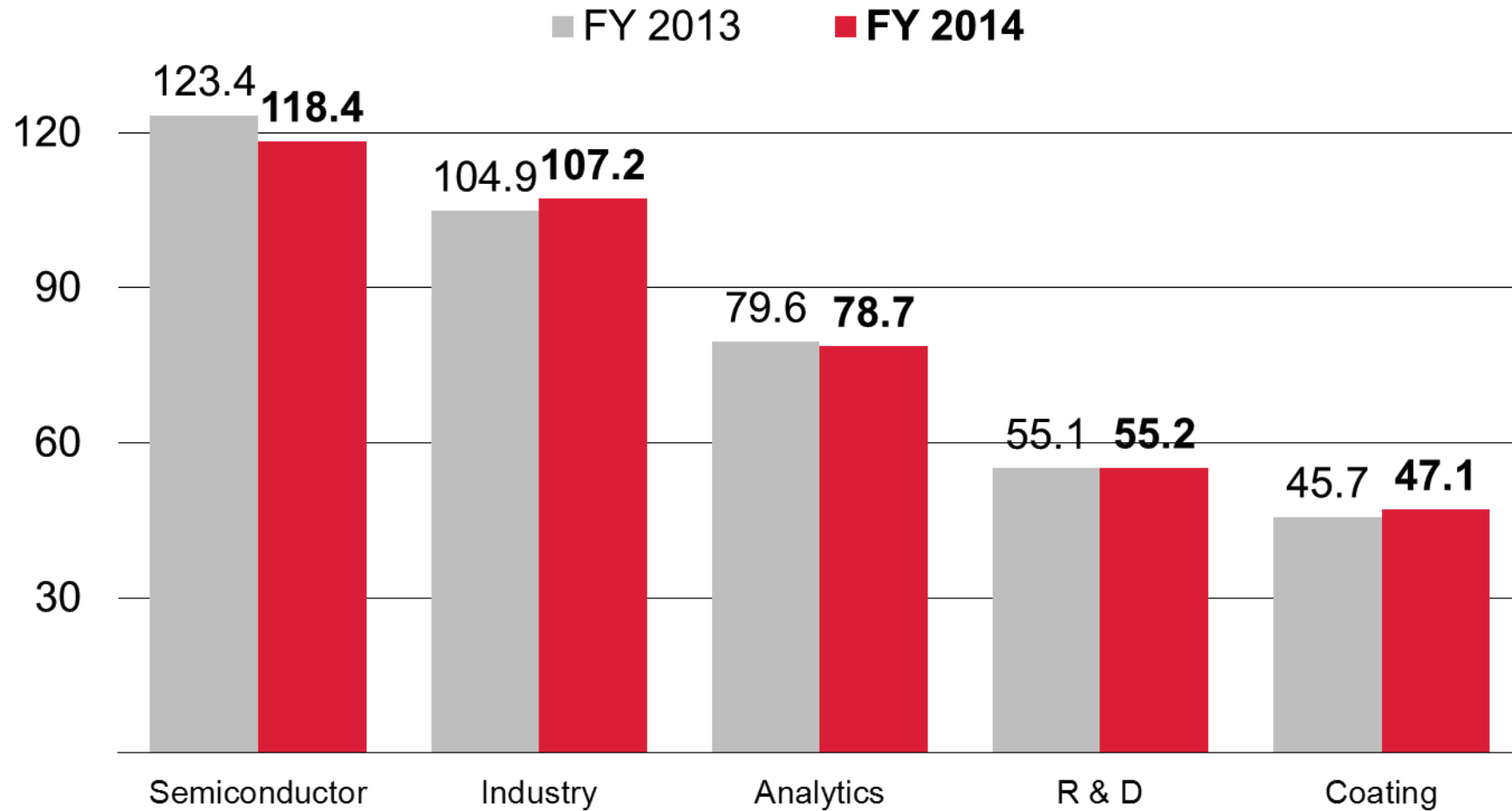
# Sales development by quarter

(in € millions)



## Market segments (1): Full-year sales

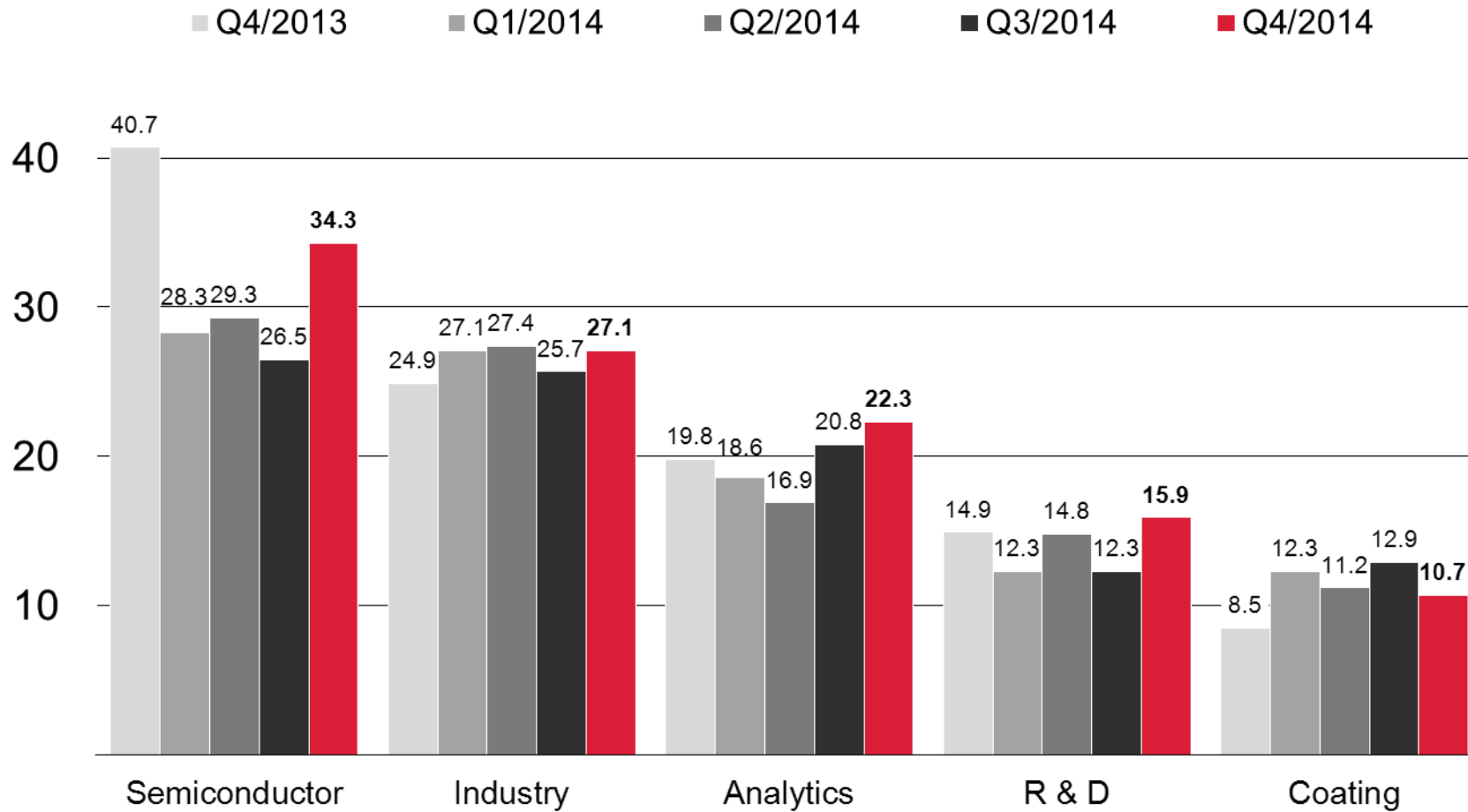
(in € millions)





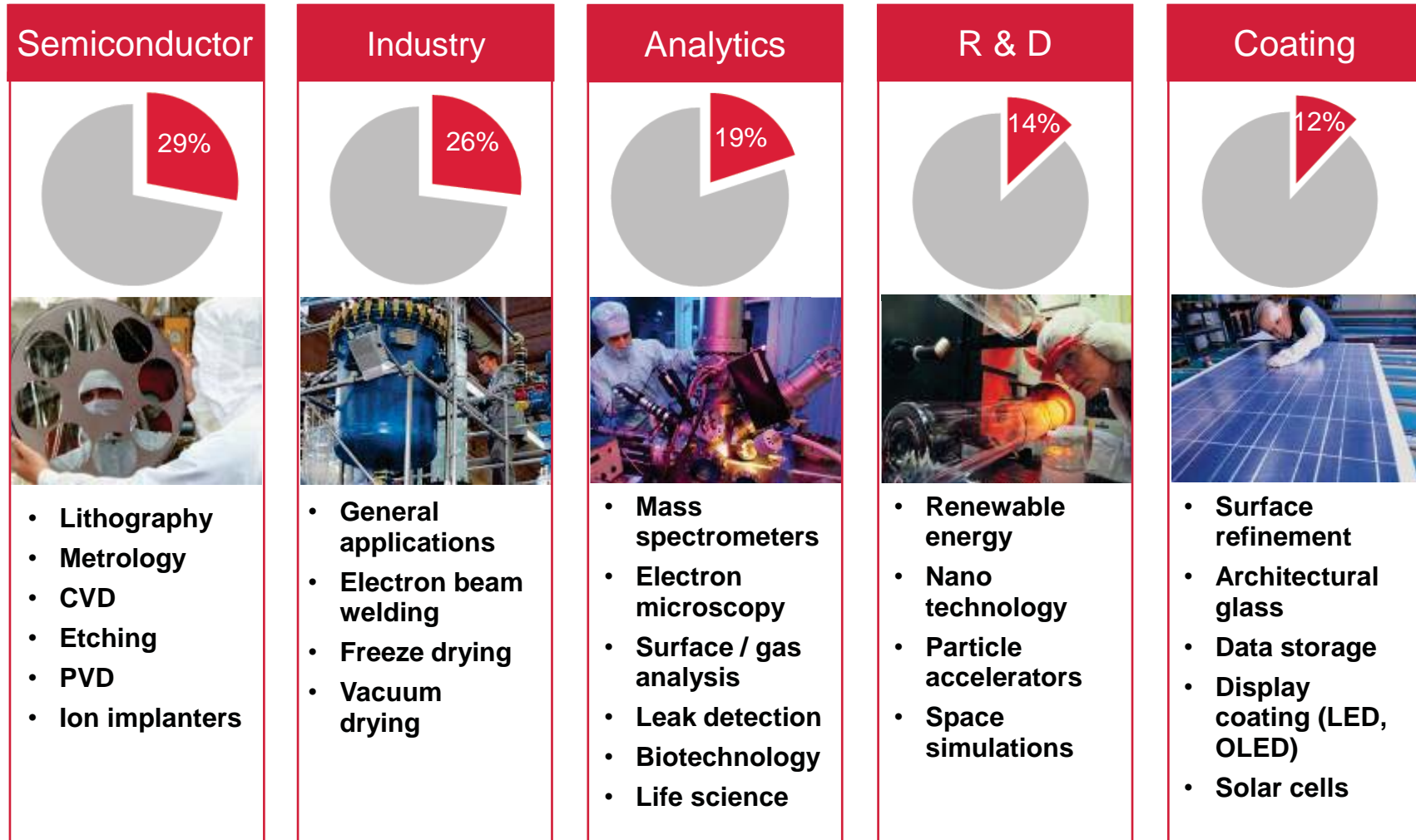
## Market segments (2): Sales by quarter

(in € millions)



## Market segments (3): Contributions to sales

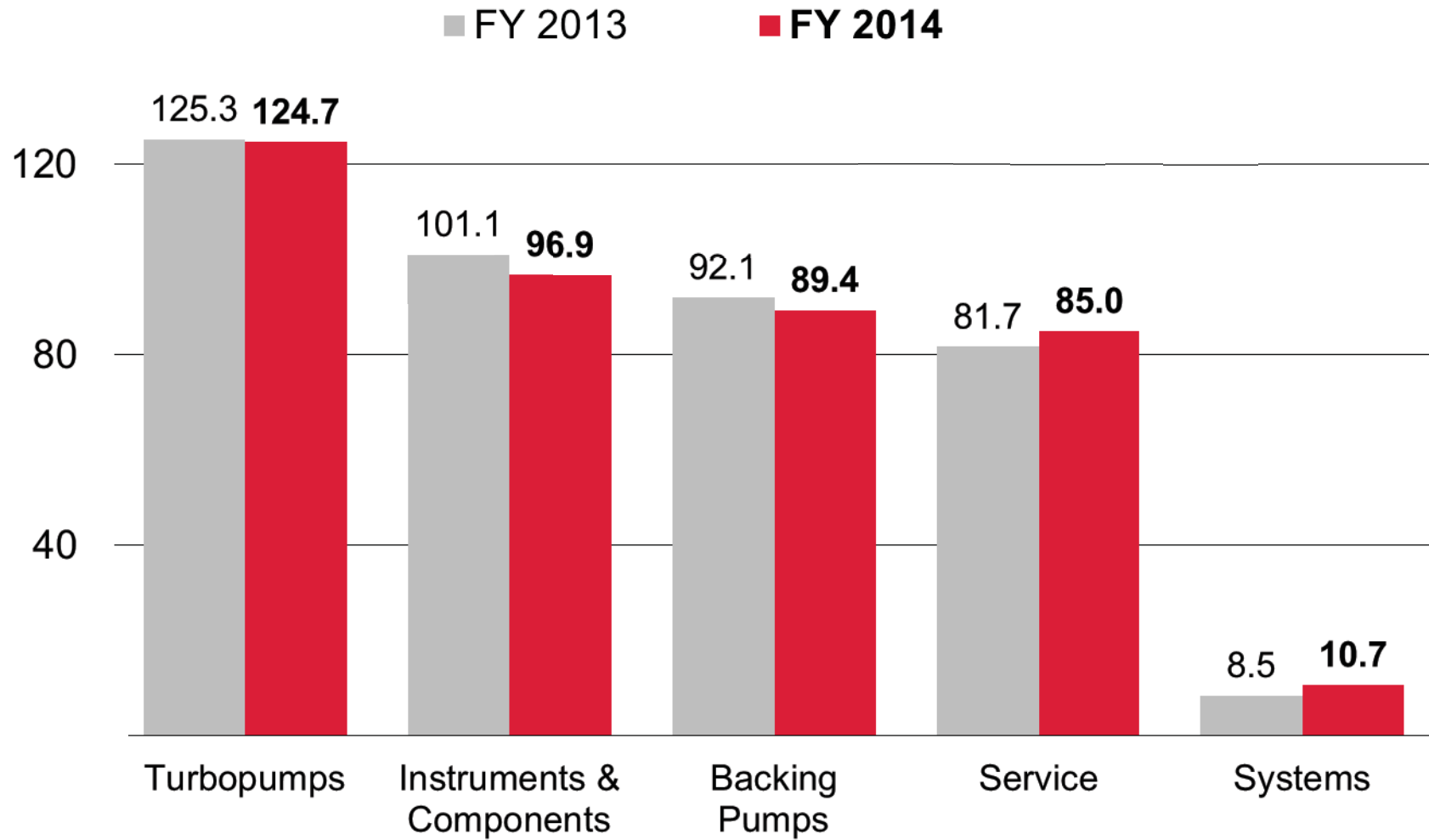
(FY 2014 total: €406.6m)





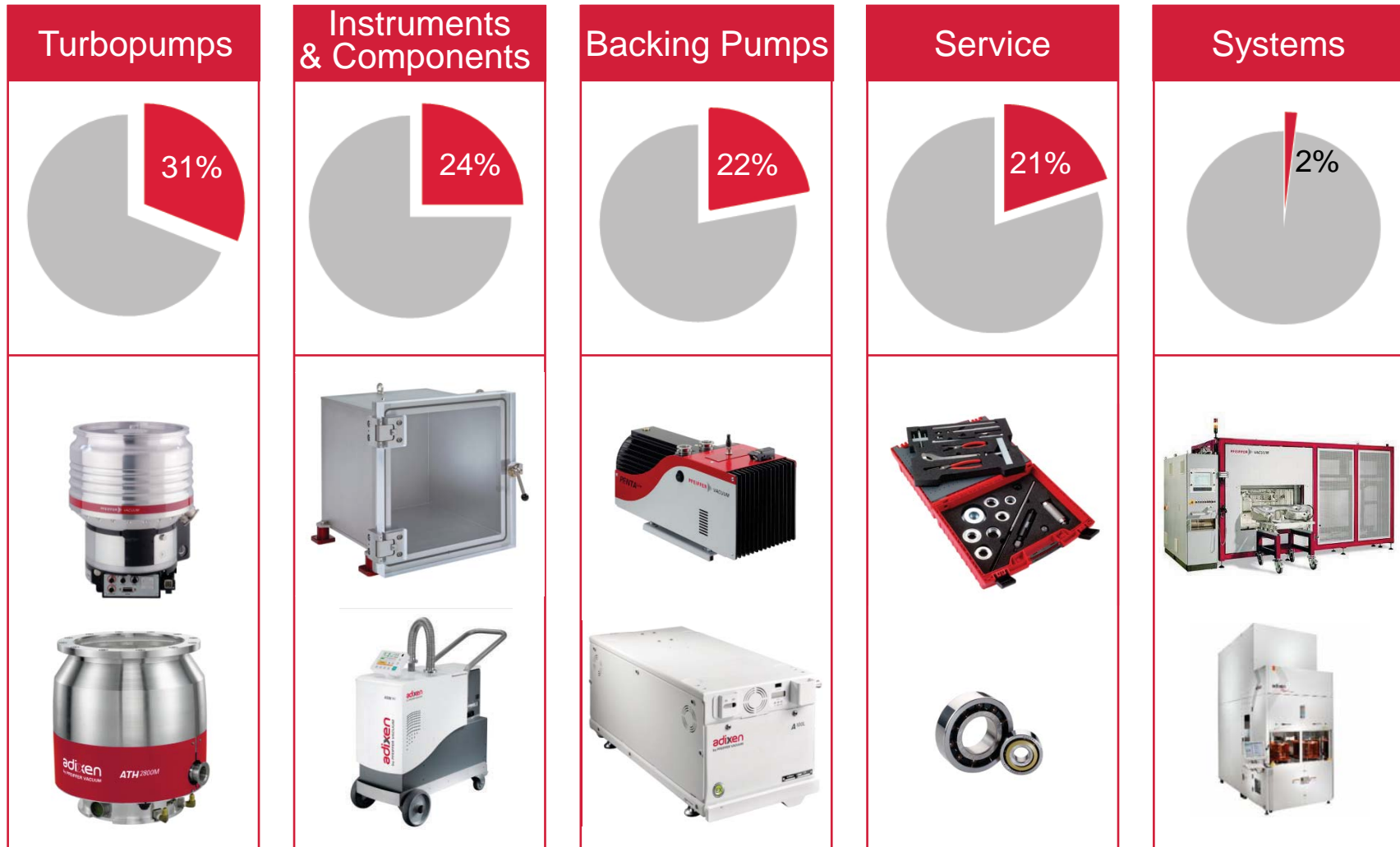
# Products (1): Full-year sales

(in € millions)



# Products (2): Contributions to sales

(FY 2014 total: €406.6m)

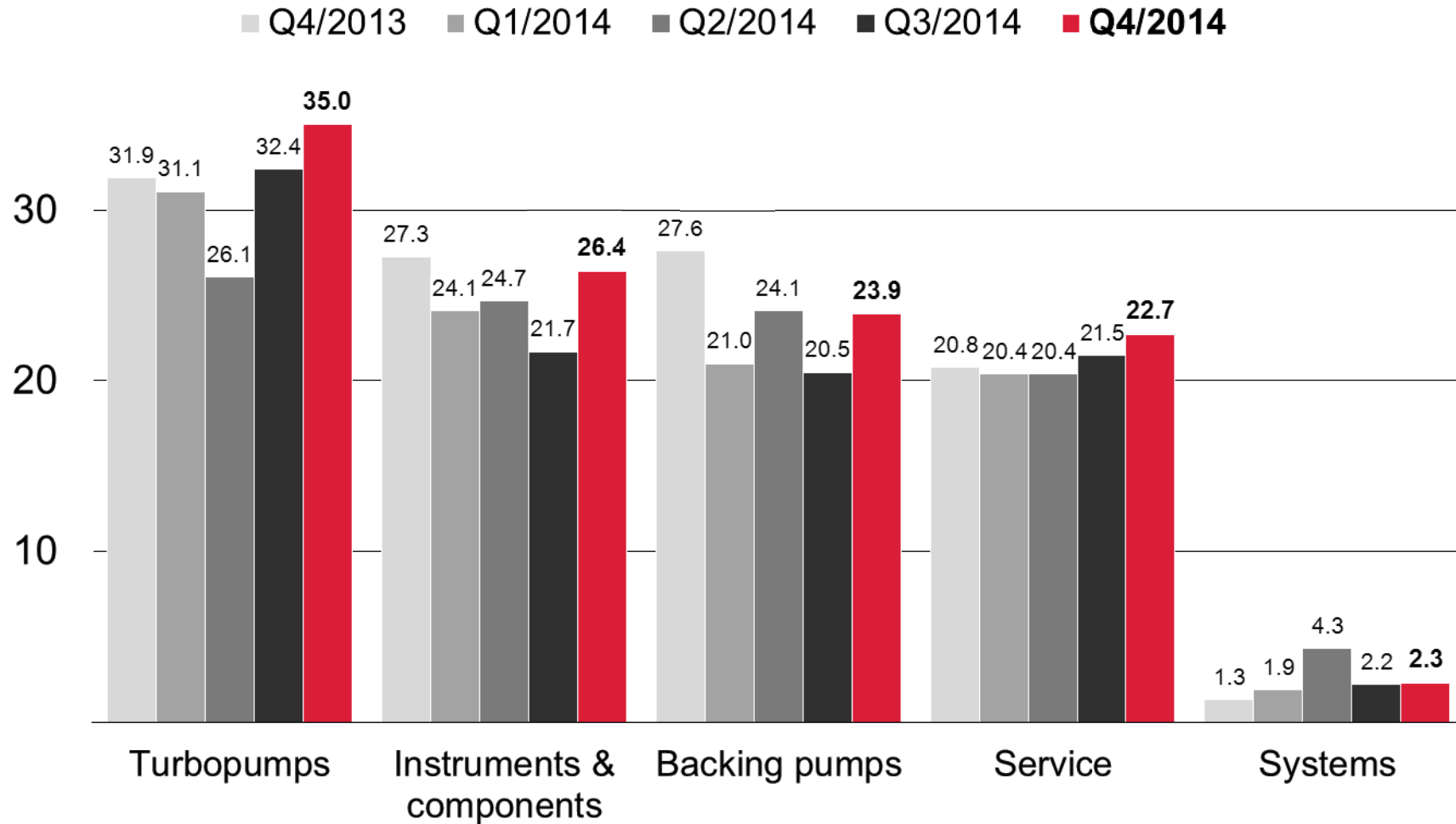






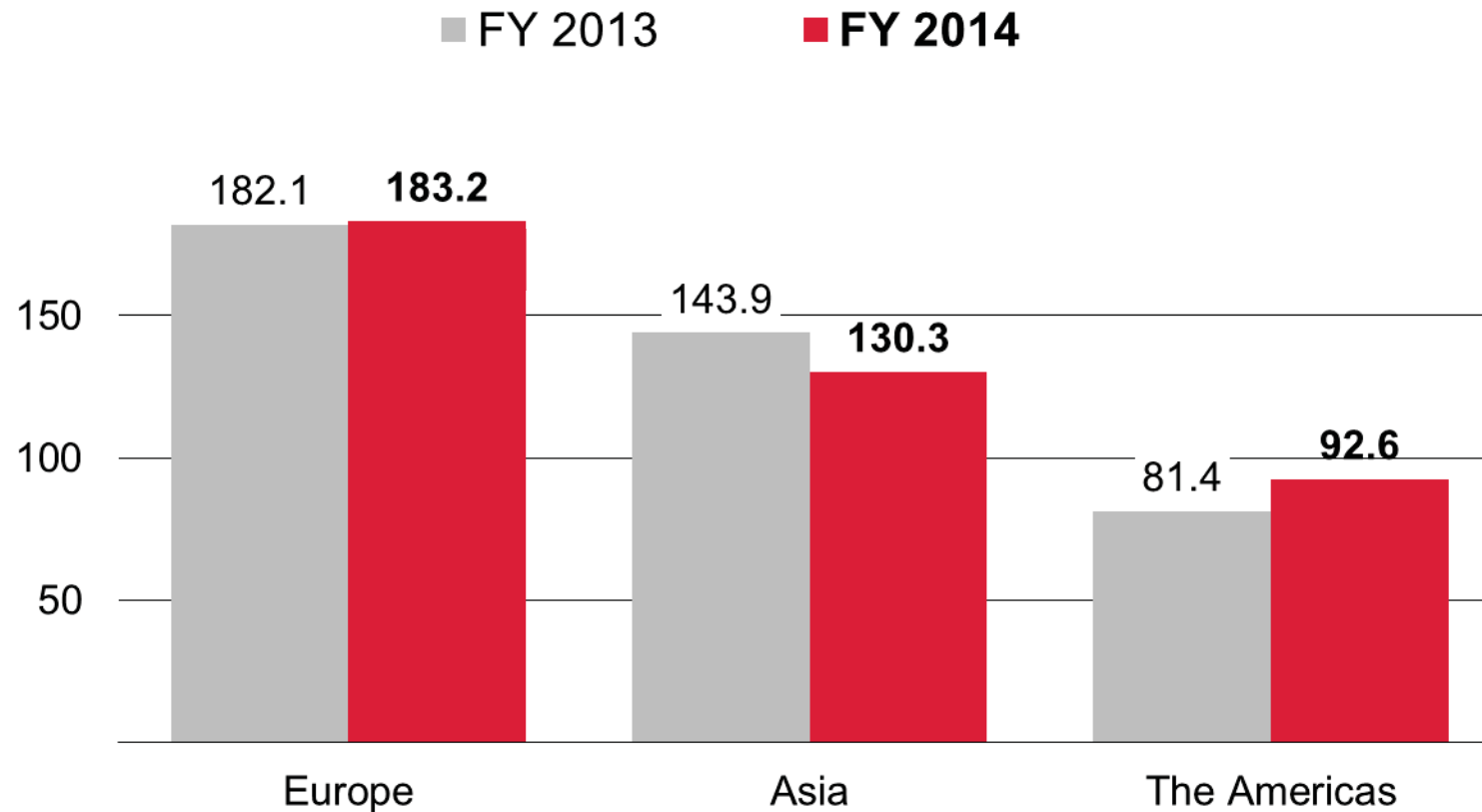
# Products (3): Sales by quarter

(in € millions)



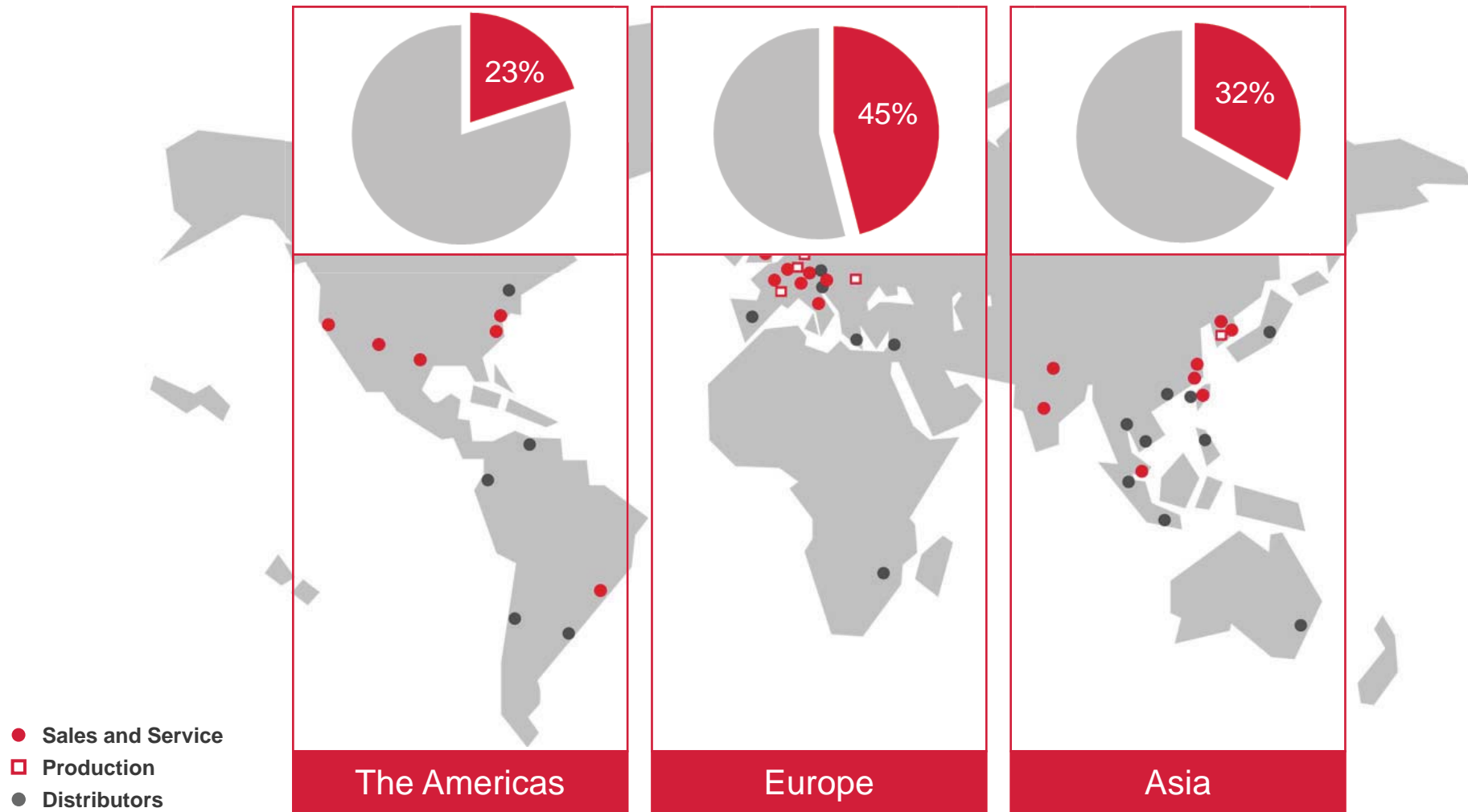
## Regions (1): Full-year sales

(in € millions)



## Regions (2): Contributions to sales

(FY 2014 total: €406.6m)





# 2014 Figures



## Key profitability figures – FY 2014

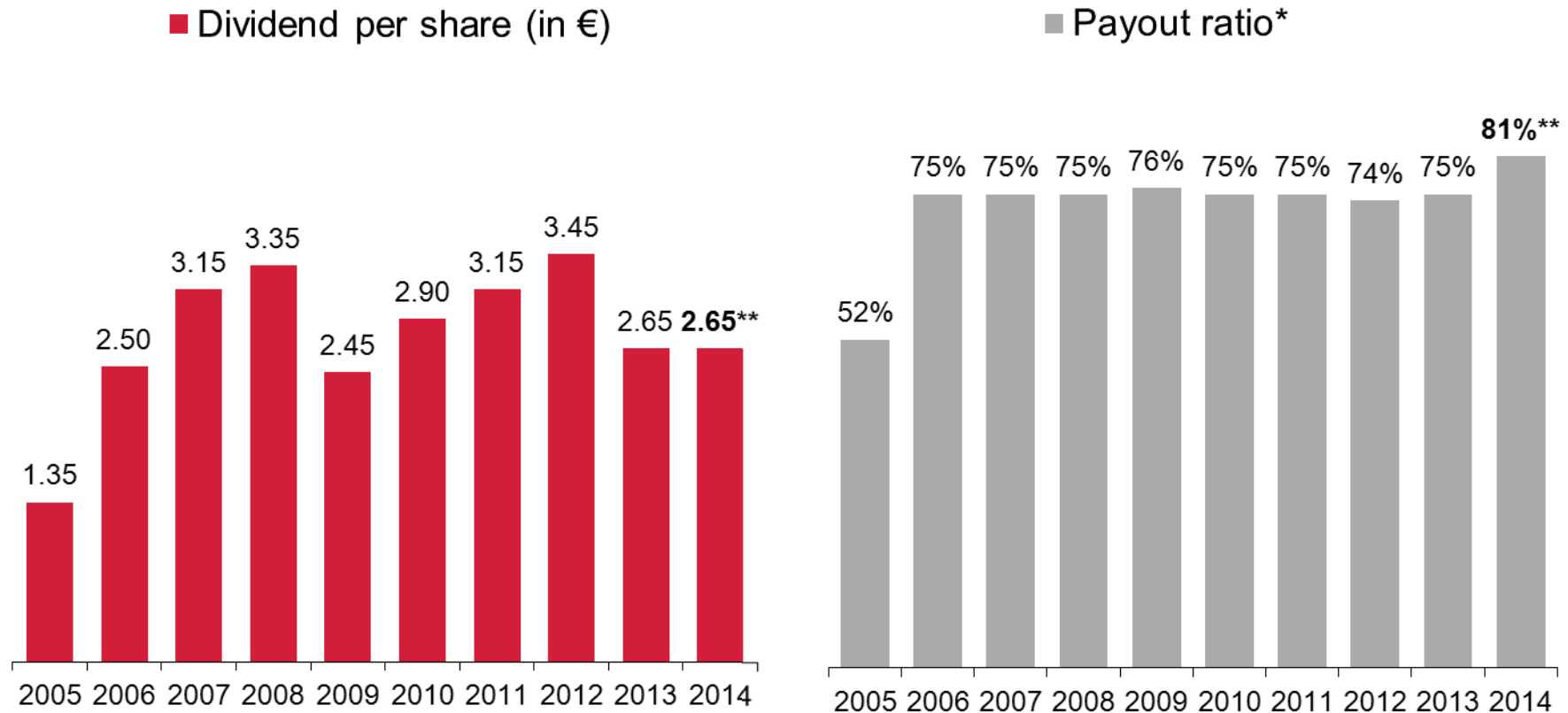
(in €millions)

	FY 2014		FY 2013		Δ
		margin		margin	
Sales	<b>406.6</b>		408.7		-0.5%
Gross profit	<b>143.4</b>	35.3%	149.4	36.5%	-4.0%
EBIT	<b>44.7</b>	11.0%	50.5	12.4%	-11.4%
EBT	<b>44.3</b>	10.9%	50.0	12.2%	-11.4%
Net income	<b>32.4</b>	8.0%	34.8	8.5%	-6.9%
EPS (in €)	<b>3.29</b>		3.53		-6.9%



# Dividend and payout

(\*\* Proposal for FY 2014 subject to approval at the AGM)



\*Paid out portion of net profit attributed to shareholders



## Balance sheet: Selected items

(in € millions)

	Dec. 31, 2014	Dec. 31, 2013
Balance sheet total	<b>429.1</b>	430.5
Intangibles	<b>77.9</b>	81.4
Equity ratio	<b>65.2%</b>	64.1%
Net working capital	<b>98.4</b>	100.7
Net cash position	<b>70.3</b>	53.6



# Order development by quarter

(in €millions)

	Q4/2013	Q1/2014	Q2/2014	Q3/2014	<b>Q4/2014</b>
Order intake	88.5	100.7	95.2	99.3	<b>109.7</b>
Book-to-bill ratio	0.81	1.02	0.96	1.01	<b>1.00</b>
Order backlog at end of period	61.1	63.1	58.8	59.8	<b>59.3</b>





# 2015 Outlook

## Outlook for FY 2015

*Based upon*

- order intake of around € 80 million in the first two months
- the knowledge of our customers' planned projects
- the continuing strong demand from the analytics industry

*we expect the following for the current fiscal year:*

- noticeably higher sales compared to FY 2014
- noticeably better EBIT and an improved EBIT margin versus the previous year.



# GAP 2017

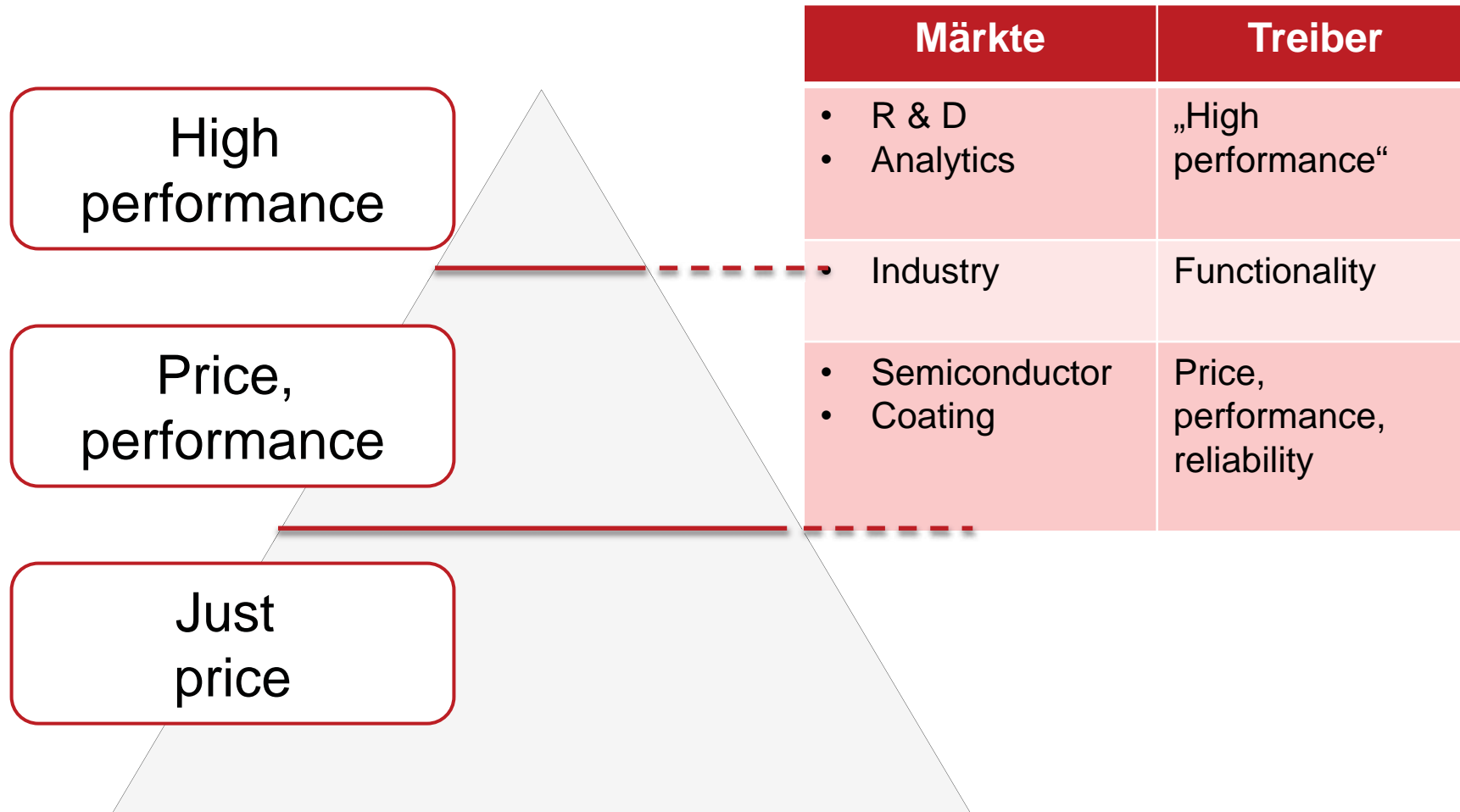
## The GAP 2017 program



- A program for securing growth and profitability
- By the end of 2017
- All business areas will make contributions
- A multitude (>100) of individual measures has been defined and will gradually be introduced and implemented

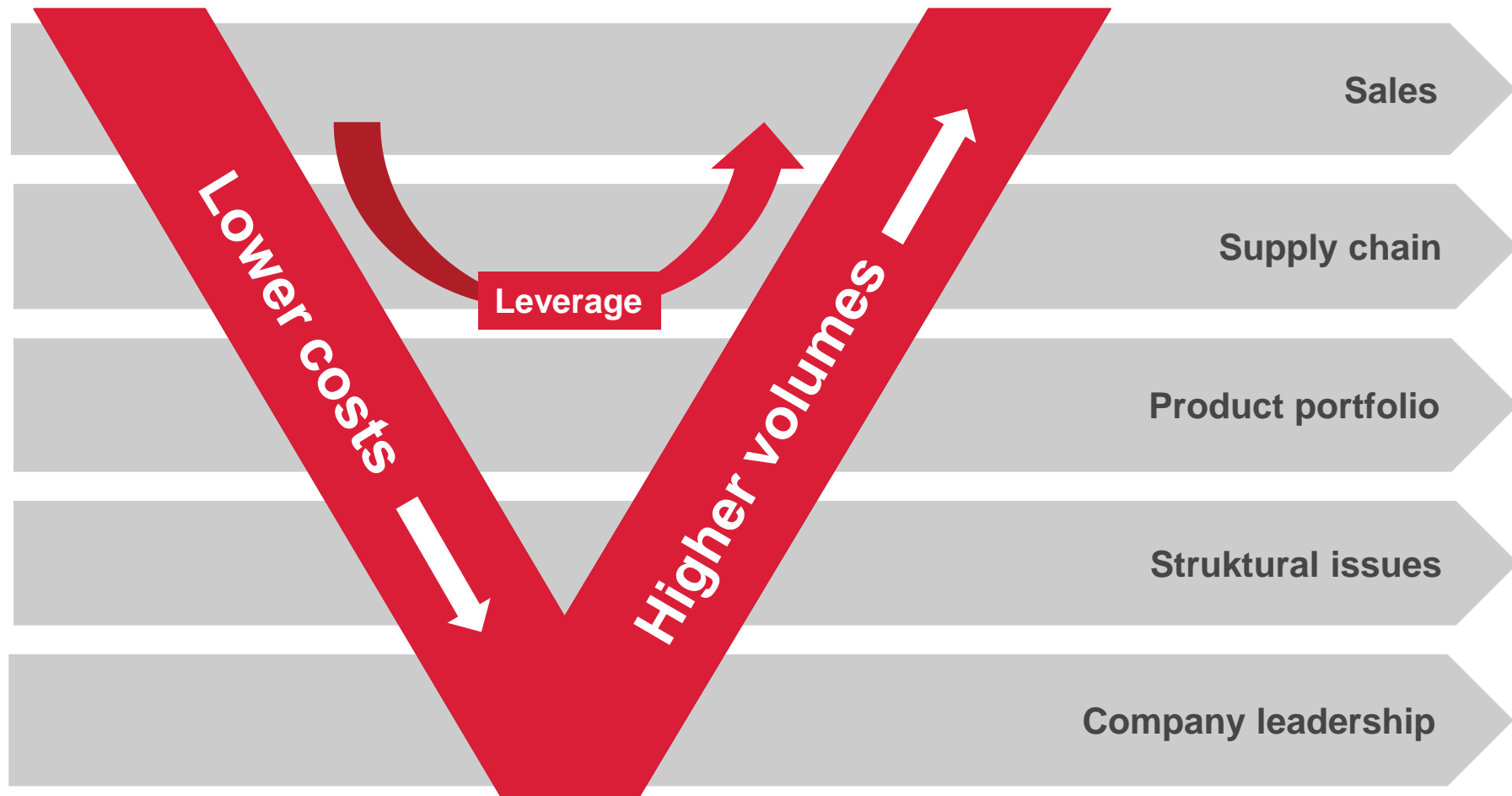


## A differentiated strategy for each market





# The “V-strategy”



# Product innovations 2015

2015

## Turbopumps & measurement devices



New small turbopumps for Analytics and R&D



New IKR and PKR gauges



New HiPace 2600 and HiPace 2800

## Rotary vane pumps & multi-stage roots pumps



New DC-powered rotary vane pumps



ACP - new generation



New UnoLine rotary vane pumps

## Permanent Magnet (PM) motor concept & leak detection systems



New motor concept: <2.3 kW and 3-10 kW



AMI 120 - Leak detector for pharmaceutical packaging



## Contact details & safe harbor statement

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