

# COMPANY PRESENTATION

9M 2024

PVA TePla





# HIGHLIGHTS Q3 2024

## ADVANCING OPERATION

- ▶ **Metrology demand** remains consistently strong
- ▶ **SiC development progress:** SiC powder of various grain sizes was produced with consistent quality and reproducibility at our Technology Hub
- ▶ **Strategic partnership with Scientific Visual:** Volume analysis for early detection of defects in SiC pucks, optimizing production processes, minimizing waste and saving energy

**DRIVING FORWARD STRATEGY 2028 WHILE INVESTING IN FUTURE TECHNOLOGIES TO SUSTAINABLY STRENGTHEN COMPETITIVENESS AND MARKET POSITION**



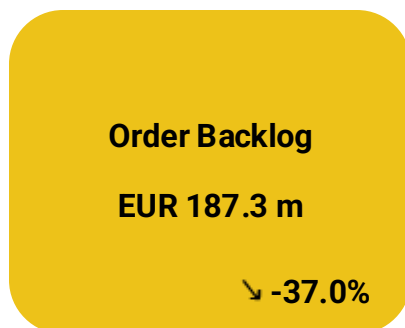
# EXPANSION IN ITALY

## BUILDING UP CAPACITY FOR OUR GROWTH

- ❖ PVA TePla strengthens its presence in **northern Italy** with a new, **state-of-the-art production site**
- ❖ In-house production of critical components within Material Solutions **reduces dependency on external suppliers** and improves supply chain resilience.
- ❖ Serves as a **metrology application and service center**, improving efficiency for Italian and southern French customers with a dedicated local team.
- ❖ The facility sets new standards with a 292 kWp photovoltaic system, two large heat pumps and advanced insulation - **achieving full energy autonomy**

# KEY FIGURES FOR 9M 2024

## PROFITABILITY UP, SALES IN LINE, AND INVESTMENTS ON TRACK

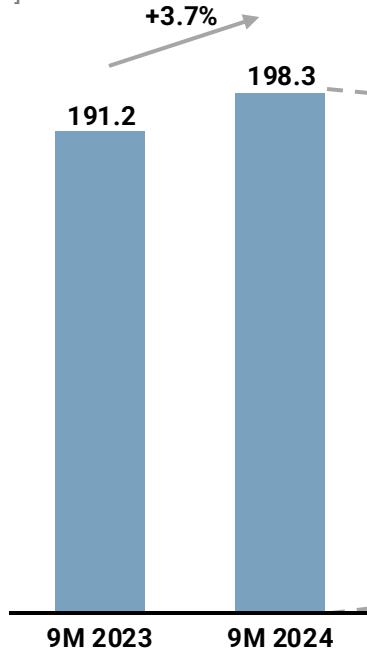


- ▶ **Sales in line with expectations** at 3.7% growth
- ▶ Profitability improved: **9M EBITDA margin at 16.3%**, up from 15.2% last year
- ▶ Order intake down 39.7%, metrology business is continuously growing and **first sights of improvement in wafer business for Q4 and beyond**
- ▶ **Capex of EUR 19.5 m (9M 2023: EUR 5.5 m):** On track with investments in infrastructure, workforce, capacity and innovation

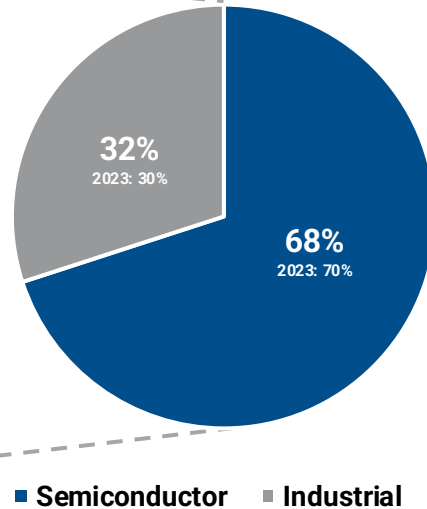
# GROUP SALES

## SOLID PERFORMANCE

Year to Year  
[EURm]



Segment Split  
[EURm]

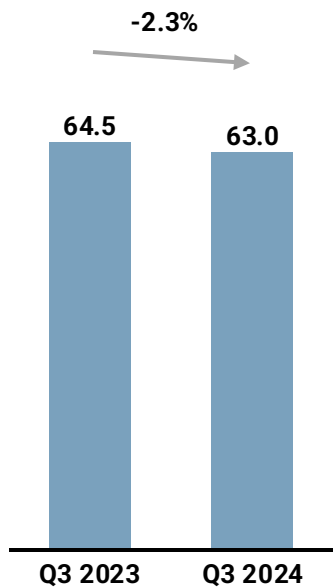


- ▶ Regional sales split: **Asia 56%**, **Germany 9%**, **Europe (ex-Germany) 23%**, **America 12%**
- ▶ Semiconductor grew by **1.5%**, Industrial segment by **9.0%** y/y
- ▶ **Metrology is continuously growing:** becoming less dependent on specific sector cycles

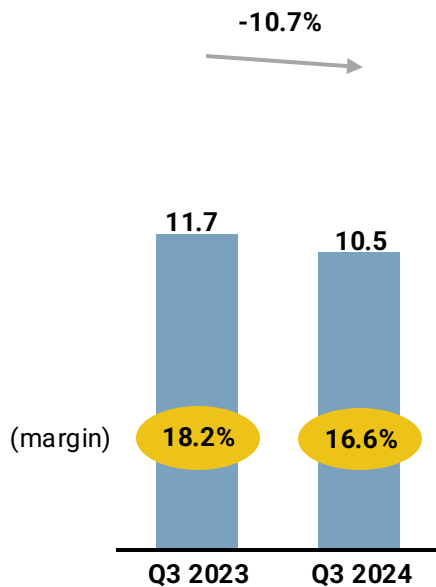
# QUARTERLY DEVELOPMENT

MARGINS REMAIN STRONG - DIP DUE TO INVESTMENTS IN STRATEGIC INITIATIVES

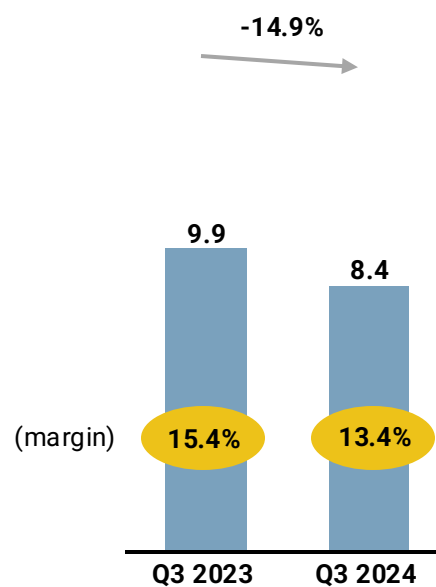
Sales  
[EURm]



EBITDA  
[EURm]



EBIT  
[EURm]



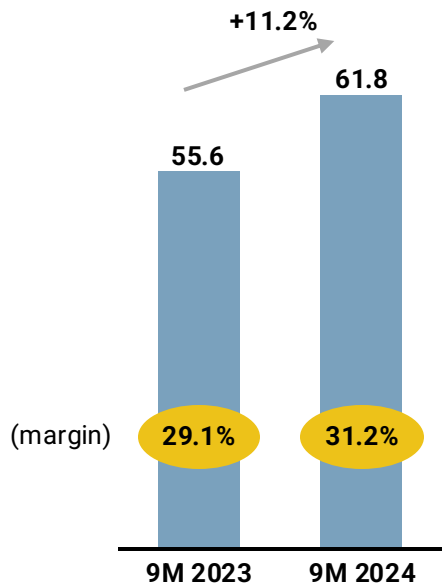


# GROUP PROFIT

## IMPROVEMENT IN QUALITY OF RESULTS AT ALL LEVELS

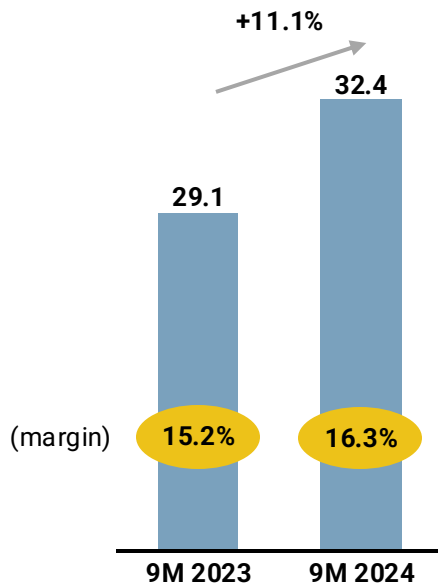
### Gross Profit

[EURm]



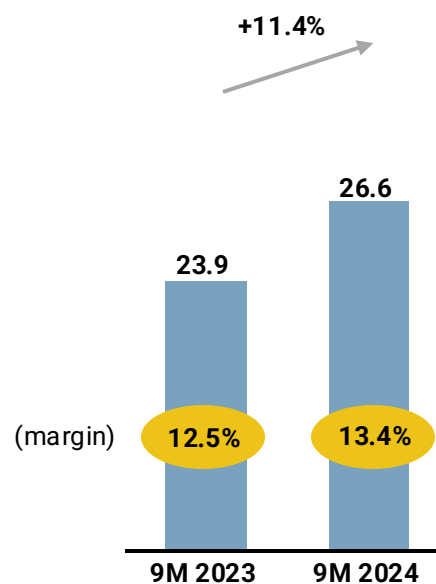
### EBITDA

[EURm]



### EBIT

[EURm]

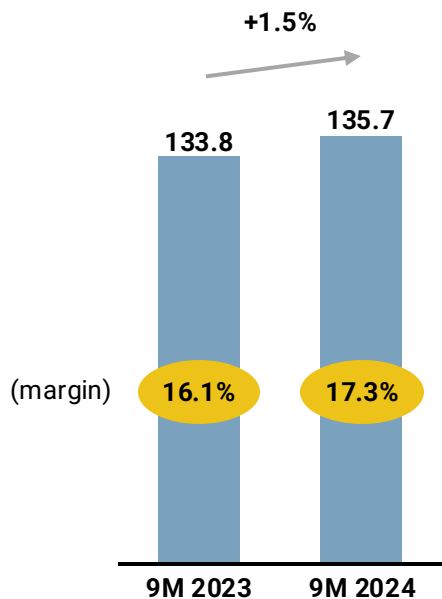


# SEMICONDUCTOR

## STABLE SALES GROWTH AND SIGNIFICANT EBIT INCREASE IN A TOUGH MARKET

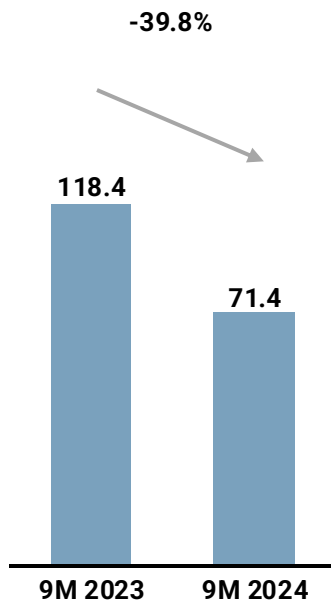
### Sales and EBIT margin

[EURm]



### Order intake

[EURm]



- ▶ **Sales increased slightly**, demonstrating stability despite challenging environment
- ▶ **EBIT margin improved to 17.3%**, reflecting product mix effects and cost control
- ▶ **Order intake down 39.8%**, due to general industry weakness
- ▶ **Order Backlog at 108.7 m**, -46.5% YoY

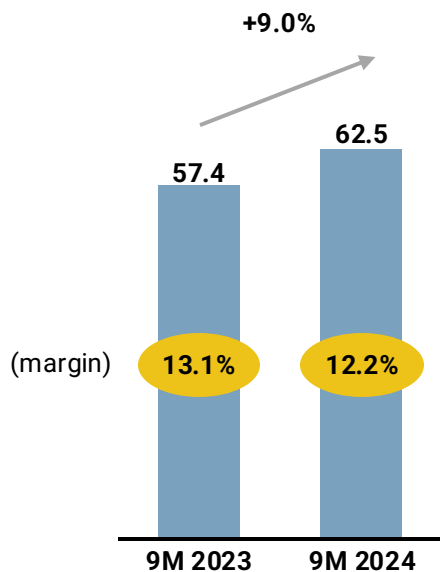


# INDUSTRIAL

## SALES GROWTH OUTPACING GROUP LEVEL - DECLINE IN ORDERS

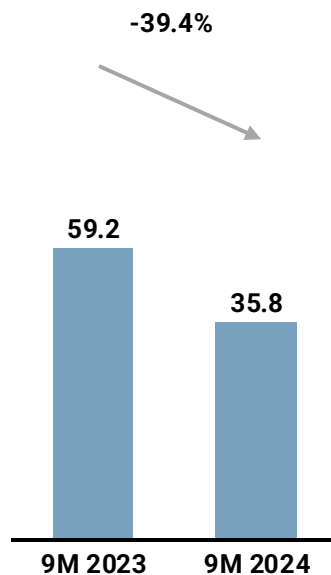
### Sales and EBIT margin

[EURm]



### Order intake

[EURm]



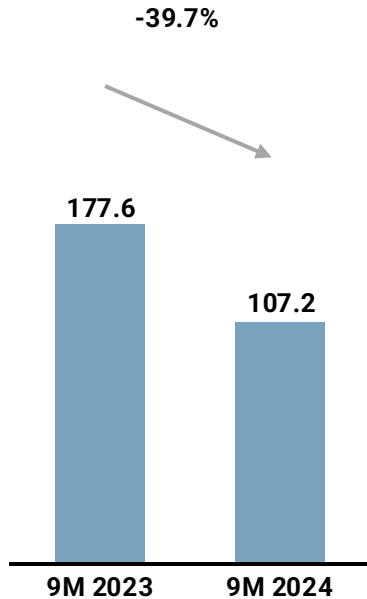
- ▶ Sales grew **above the Group average by 9.0%**
- ▶ **EBIT margin** remains **well above 10%**
- ▶ Order intake decreased by 39.4%, mainly due to **longer decision cycles in customer awards**
- ▶ Despite a decline, **order book remains at a solid level of EUR 78.6 m (-16.5% YoY)**, providing stability for future sales

# ORDER INTAKE

## GROWTH IN METROLOGY; MATERIAL SOLUTIONS SET FOR ACCELERATION

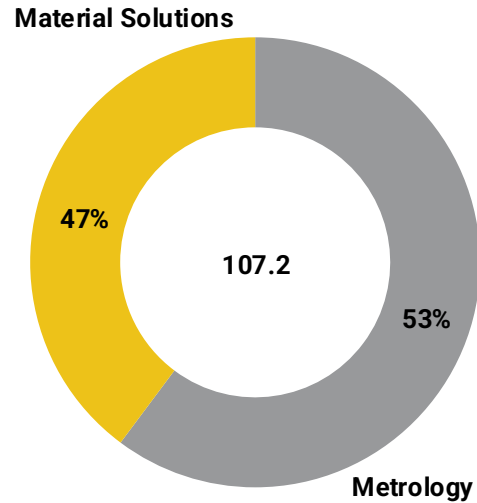
### Year to Year

[EURm]



### Product Line

[EURm / %]



- ▶ Recovery continues, but at a **slower pace than expected**
- ▶ **Semiconductor** contributes **67%** of new orders, **Industrial 33%**
- ▶ Well diversified order book: **Asia 42%**, **Germany 19%**, **Europe (ex-Germany) 16%**, **America 23%**

# TECHNOLOGY HUB

PVA  TePla



# TECHNOLOGY HUB SERVICE PORTFOLIO

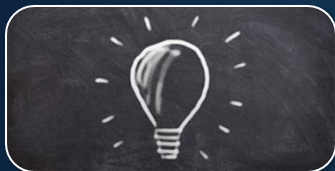
## PVA TEPLA AS TECHNOLOGY PARTNER

R&D



Identification of suitable technologies & feasibility

DESIGN



Materials & technical design

INDUSTRIALIZATION



Development and qualification of processes, implementation in plant technology

PLANT ENGINEERING



In-house capacity, process sampling and scaling scenarios

PROCESS INTRODUCTION

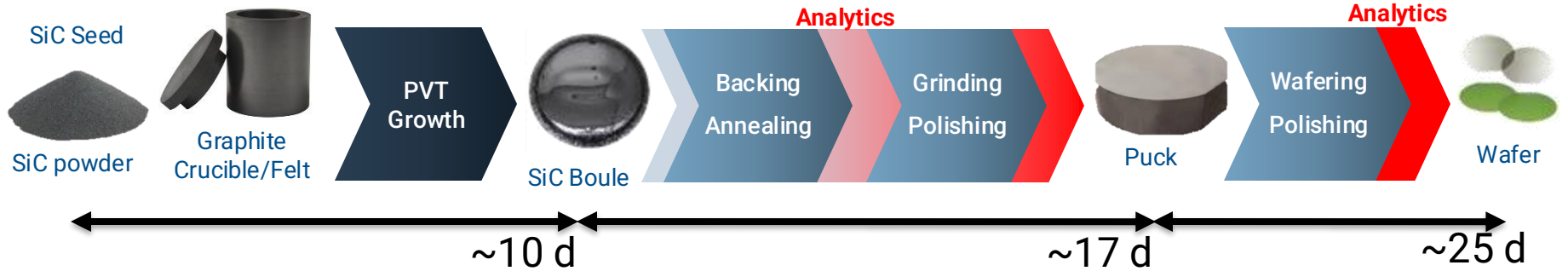


Implementation of established processes after the installation of the system technology on site

OUR INTEGRATED APPROACH PROVIDES SOLUTIONS FOR NEW MATERIALS

# SILICON CARBIDE PRODUCTION PROCESS

## FROM POWDER TO WAFER



MATERIALS

PREPARATION

SIMULATION

GROWTH  
PROCESS

PRELIMINARY INSPECTION

BOULE POSTPROCESSING

METROLOGY  
QUALITY CONTROL

LONG FEEDBACK TIME

# VOLUMETRIC INSPECTION

## FOR ACTIONABLE ANALYTICS





# INNOVATION THROUGH R&D

## STRATEGIC FOCUS ON SILICON CARBIDE

- ▶ R&D achievements in Q3 have **strengthened the company's capabilities in SiC** crystal manufacturing, a critical material for the semiconductor industry
- ▶ PVA TePla's Technology Hub now enables the production of **high-quality, consistent SiC powder in various grain sizes, ensuring reproducibility**
- ▶ Innovating at an early stage in the semiconductor value chain, directly impacting the **quality and yield of SiC crystals**
- ▶ Contributing to **improved wafer production processes**



# FULL-YEAR GUIDANCE

## CONFIRMED AND NARROWED

- ▶ Early signs point to gradual **Semiconductor recovery**
- ▶ FY2024 sales and EBITDA targets **narrowed to lower half of respective ranges** (EUR 270m and EUR 290m sales and EUR 47m to EUR 51m EBITDA)



TIME FOR YOUR  
QUESTIONS





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