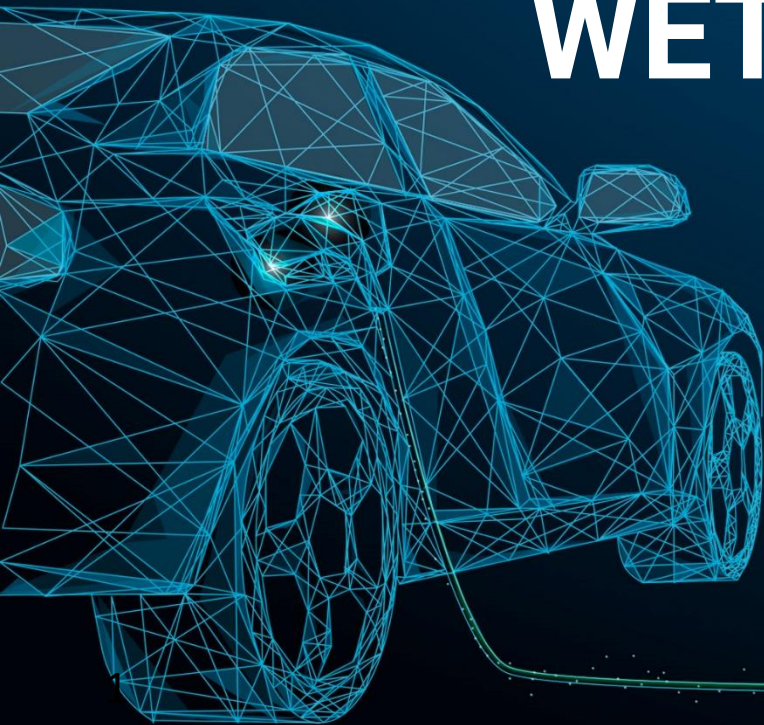
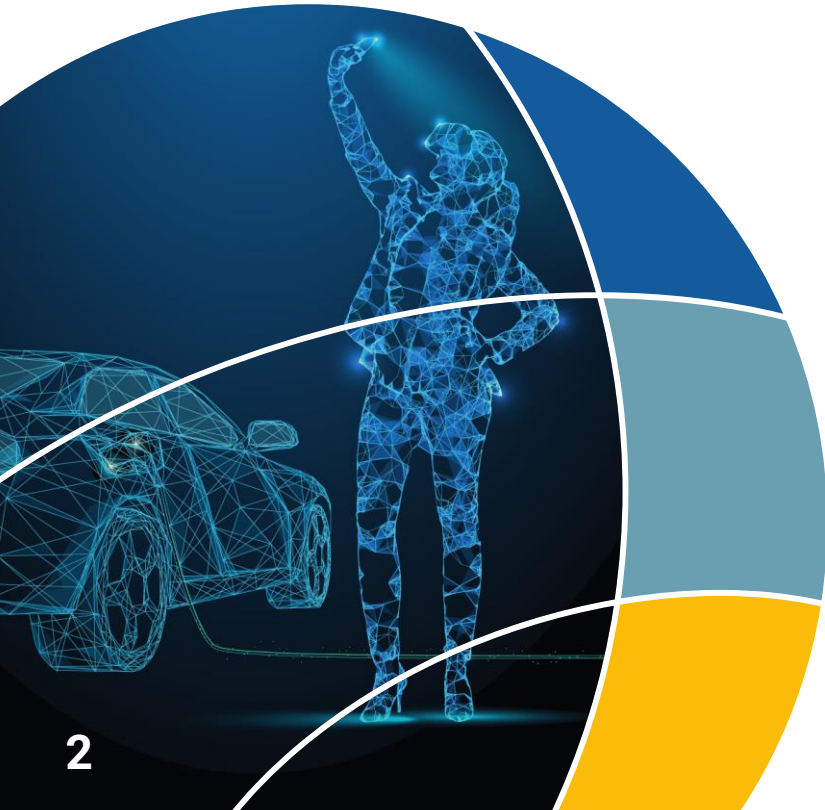


# WELCOME TO WETTENBERG!



# TODAY'S AGENDA



**10.30 | STRATEGY 2028**

**11.30 | COFFEE BREAK**

**11.45 | TECH & ESG TOUR, PART I**

**12.45 | LUNCH AT OUR CAFETERIA**

**13.30 | TECH & ESG TOUR, PART II**

**14.50 | COFFEE BREAK & TECH QUIZ**

**15.15 | ORGANIZATION & FINANCIALS**

**16.30 | END OF EVENT**

# TODAY'S SPEAKERS

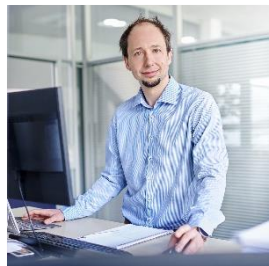
## MEET OUR TEAM OF EXPERTS



**JALIN KETTER**  
CEO



**PETER CZURRATIS**  
METROLOGY



**JAN PFEIFFER**  
TECHNOLOGY HUB



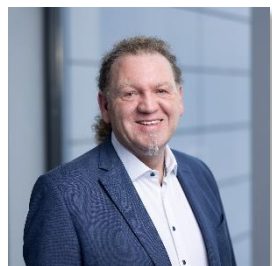
**UDO BROICH**  
MATERIAL SOLUTIONS



**MICHAEL SCHUBERT**  
ESG



**ELKE KLEEMANN**  
FINANCE



**MARKUS MAIER**  
LASER & VPD



**HARI POLU**  
ULTRASOUND



**DENNIS SEIBERT**  
CRYSTAL GROWING



**MARLENE DEITERSEN**  
ESG

# PVA TEPLA AT A GLANCE

## HIGH-TECH SOLUTIONS COMBINED WITH AN ASSET LIGHT MODEL



Experienced, **critical enabler for high-tech material science** solutions



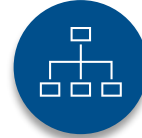
Product portfolio of state-of-the-art, **industry-leading technologies and solutions**



Strong **organic growth story**, which will be supplemented with **strategic M&A**



**Well-positioned in key markets** and regions that are the center of the economy of the future

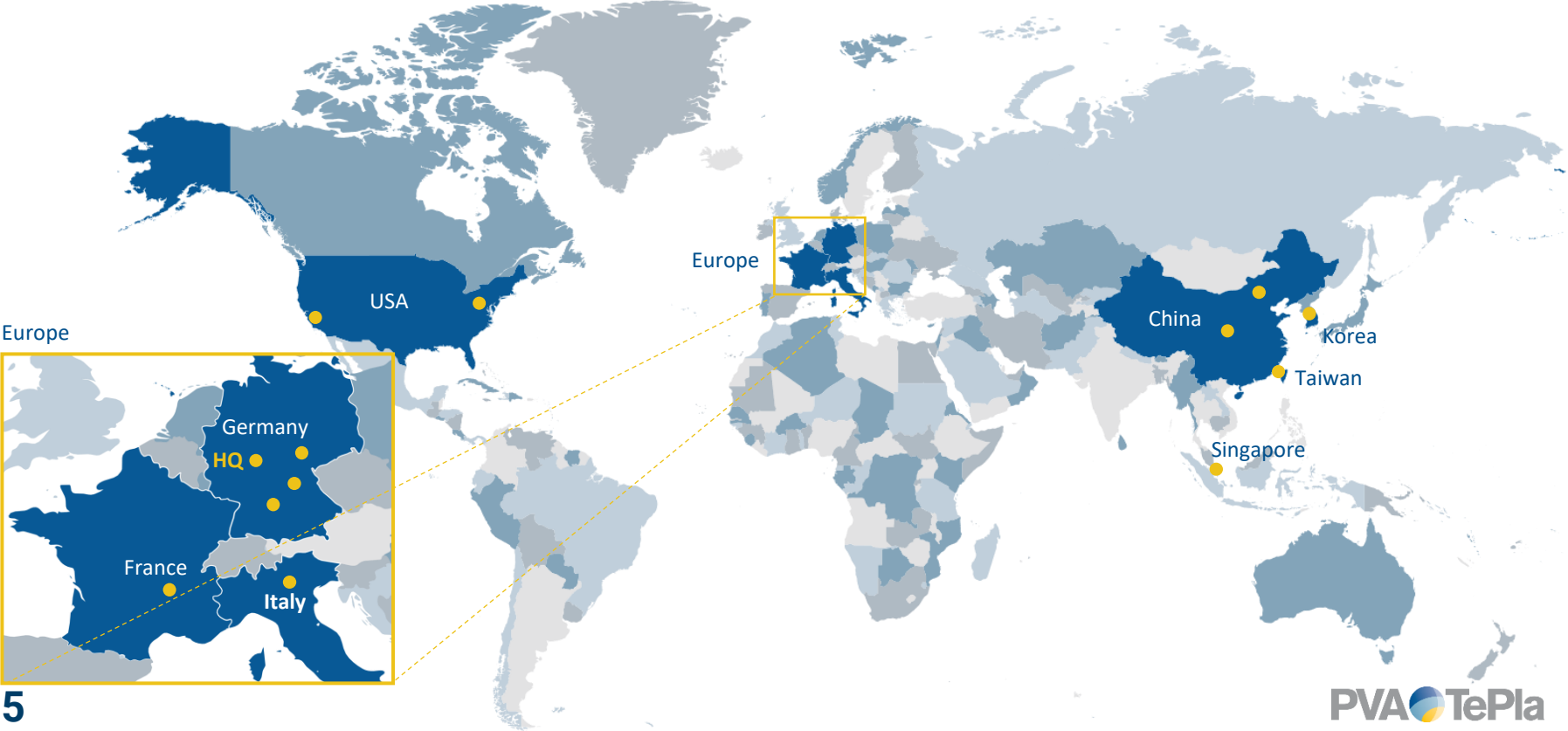


**Asset-light business model** that focuses on core capabilities and ensures **agility** and **cost efficiency**

**WE ARE DEEPLY EMBEDDED IN DIGITIZATION, MOBILITY, AND DECARBONIZATION**

# GLOBAL REACH WITH STRATEGIC PRESENCE

WORLDWIDE PRESENCE FACILITATES OUR GROWTH PLANS



# HOW WE HAVE EVOLVED

WITH ORGANIC AND M&A-BASED GROWTH, PVA TEPLA HAS BECOME ONE OF THE GLOBAL LEADING SYSTEM ENGINEERING COMPANIES

1991   
Foundation:  
Synthesis  
Joining  
Refining

1999   
Acquisition:  
Synthesis  
(Crystal Growing)

2000   
Market entry:  
USA

2002   
Acquisition:  
Metrology  
(Optical)

2005   
Market entry:  
China  
(Industrial)

2007-12   
Acquisitions:  
Metrology  
(Acoustic &  
Chemical)

2016   
Market entry:  
China  
(Semiconductor)

2022   
Market entry:  
Korea  
Acquisition:  
Coating & Infiltration  
Synthesis

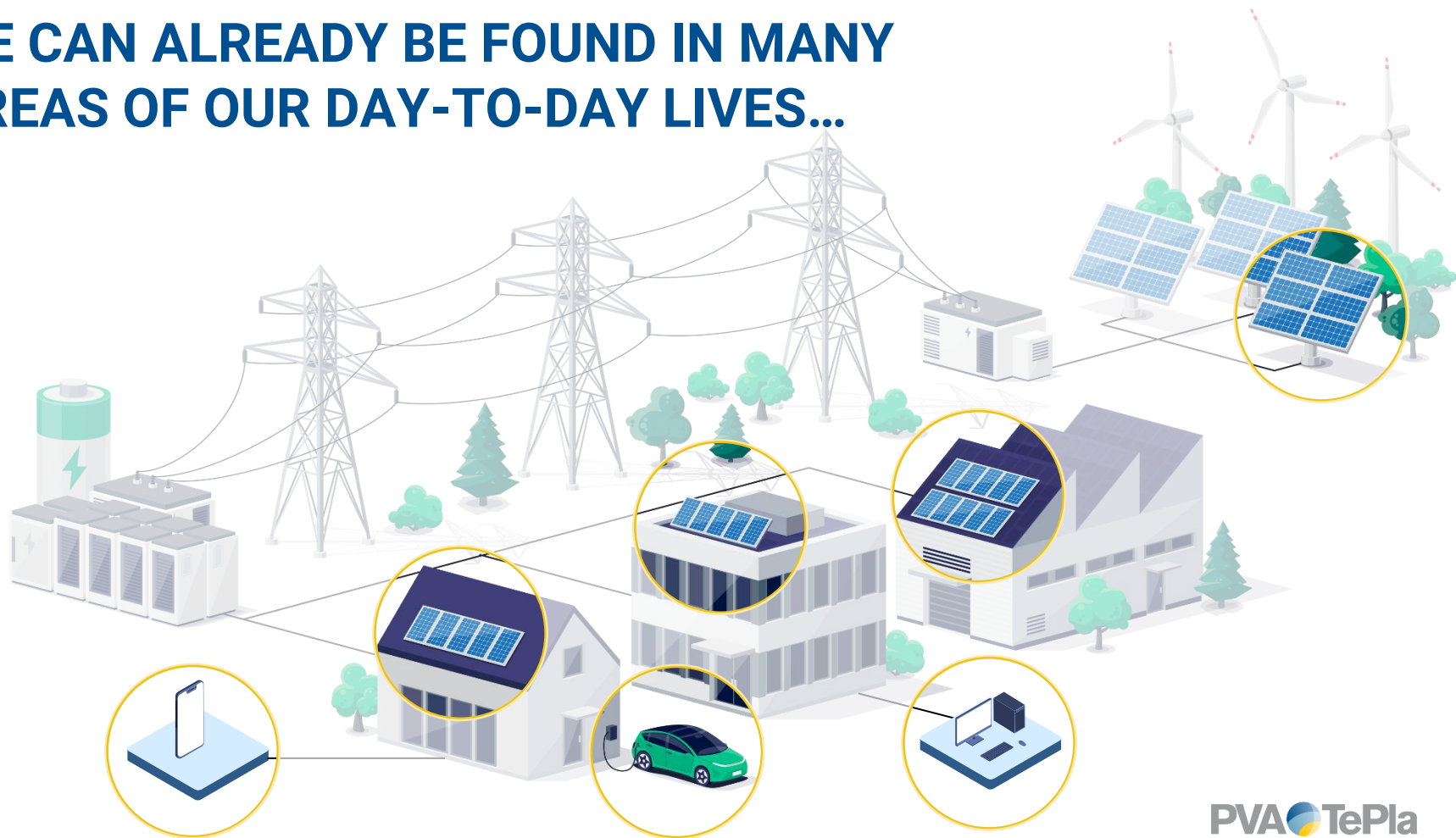
2024   
Foundation of  
Technology Hub  
as R&D Thinktank

**PVA  TePla**

**A TECHNOLOGY LEADER  
PRESENT IN  
EVERYDAY LIFE**



# WE CAN ALREADY BE FOUND IN MANY AREAS OF OUR DAY-TO-DAY LIVES...





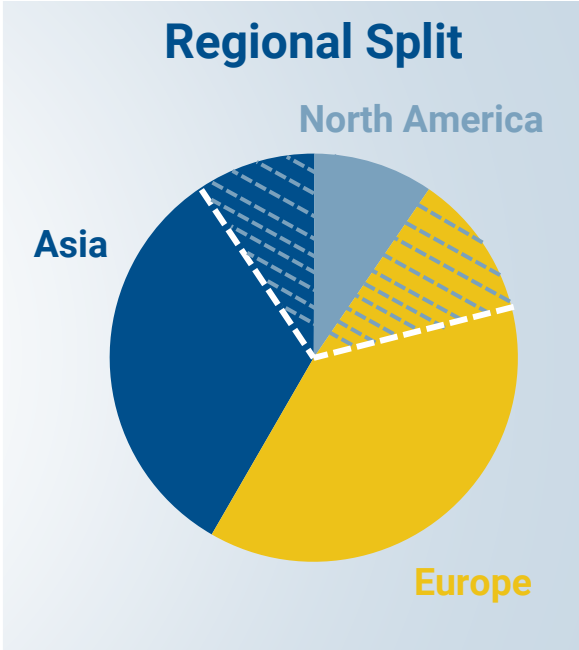
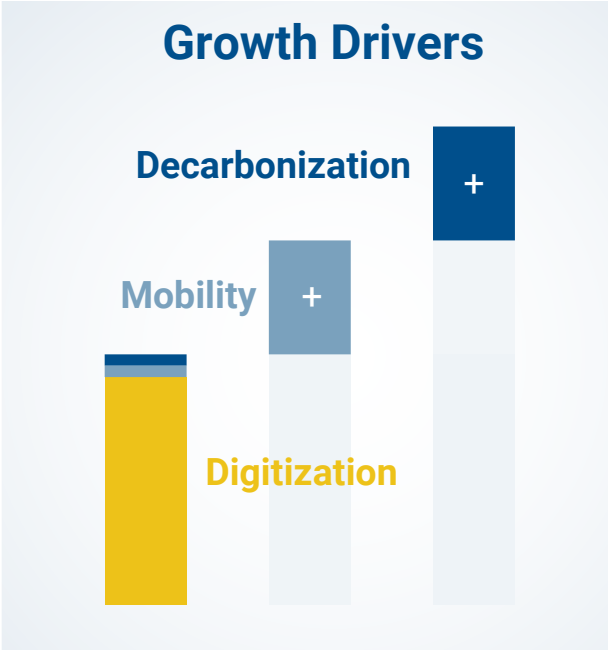
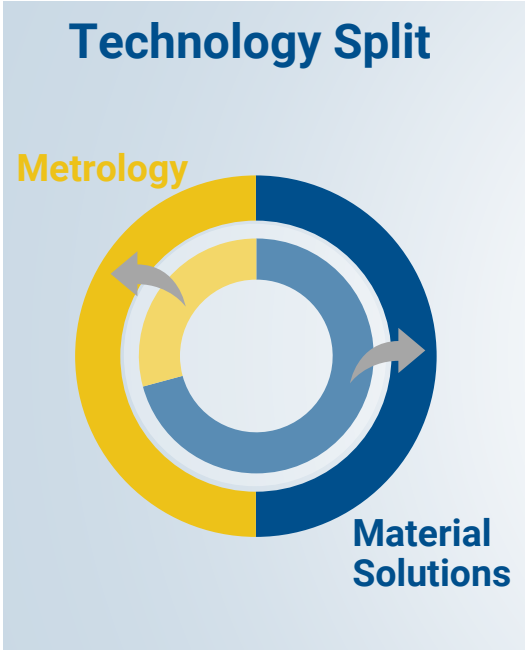
# ... AND ARE SUCCESSFULLY STEPPING INTO NEW SECTORS



# STRATEGY 2028

GROWING INTO BALANCED REVENUE STREAMS

**TARGET:**  
DOUBLING SALES TO  
€ 500 MILLION BY 2028



INVESTING IN INNOVATION AND STRATEGIC ORGANIZATIONAL DEVELOPMENT

# GROWTH STRATEGY

## OUR PILLARS OF STRATEGIC DEVELOPMENT



**PRODUCTS**



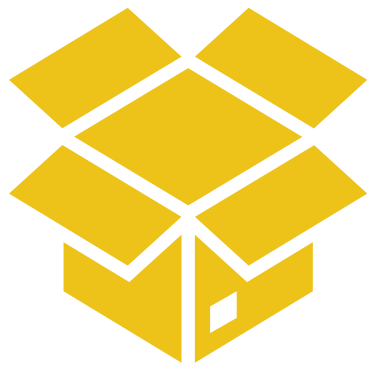
**MARKETS**



**REGIONS**



**INNOVATION**

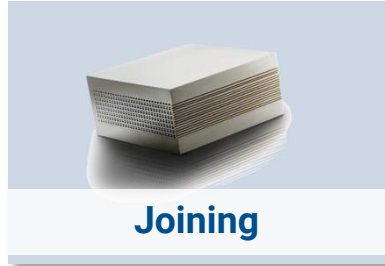


**PRODUCTS**

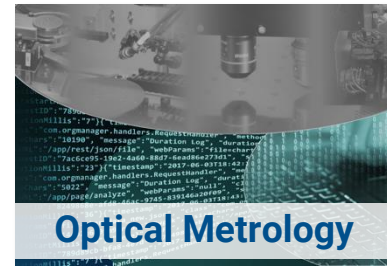
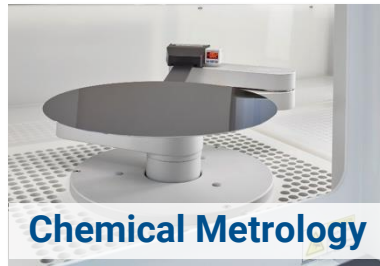
# OUR BROAD PORTFOLIO OF INNOVATIVE SOLUTIONS

LEVERAGING SYNERGIES ACROSS INDUSTRIES AND MARKETS

## MATERIAL SOLUTIONS



## METROLOGY





**MARKETS**

## DIGITIZATION



## MOBILITY



## DECARBONIZATION

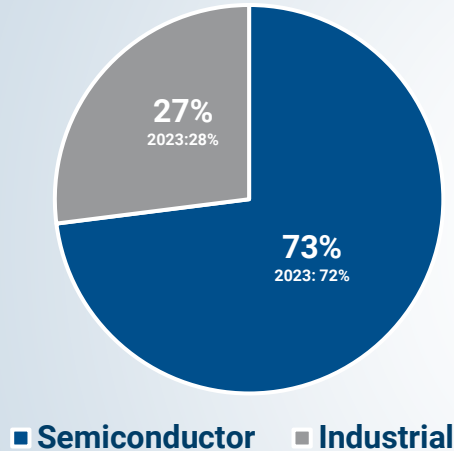


# REVENUE SEGMENT SPLIT

## STRONG GROWTH FROM MEGATRENDS

### PVA TePla Revenue Segment Split 2023

in %

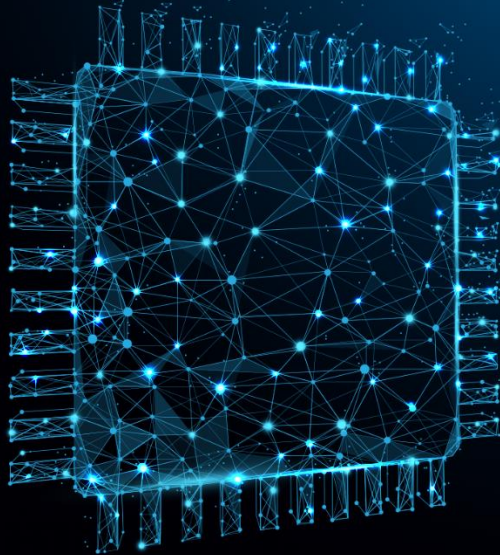


- ▶ Sales in the Semiconductor segment mainly driven by **Digitization**
- ▶ Sales in the Industrial segment are primarily driven by the megatrends **Mobility** and **Decarbonization**



# THE SEMICONDUCTOR MARKET

## HOW PVA TEPLA IS INVOLVED IN THE MANUFACTURING PROCESS



### MATERIAL SOLUTIONS

#### Synthesis:

- ▷ Si and SiC as base material for wafers and semiconductors

#### Joining:

- ▷ Diffusion bonding (functional components with complex structures)

#### Refining:

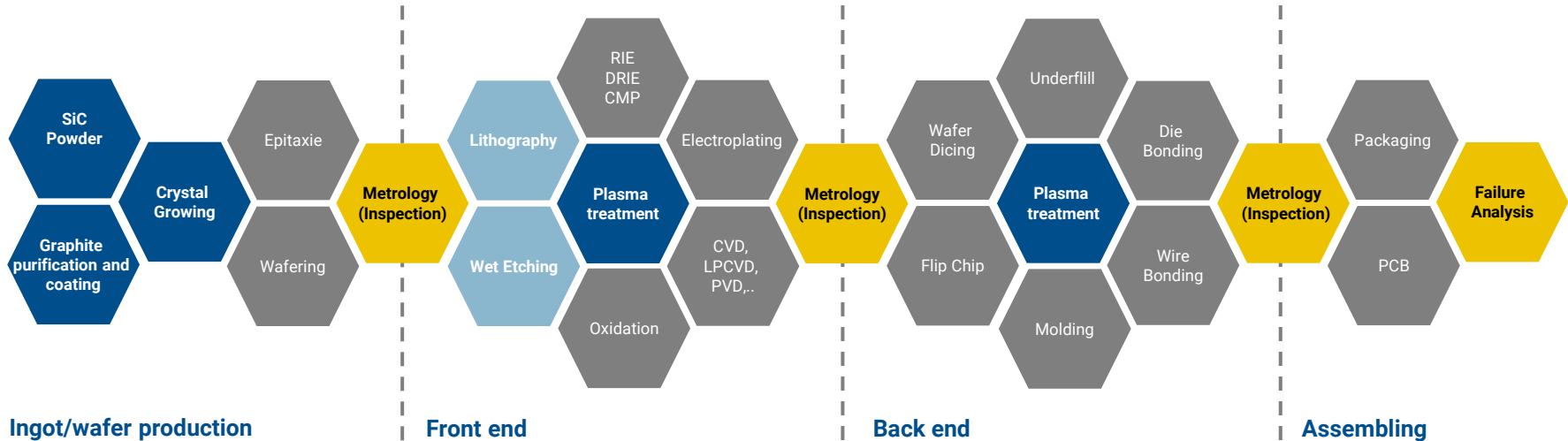
- ▷ Graphite purification (increasing life cycle of hot zones and wafer carriers)

### METROLOGY

- ▷ Acoustic
- ▷ Chemical
- ▷ Optical

# DEEPLY EMBEDDED AT KEY STAGES OF THE SEMICONDUCTOR VALUE CHAIN

PROVIDING LEADING SYSTEMS AND SOLUTIONS IN SYNTHESIS, JOINING, REFINING, SURFACE TREATMENT AND METROLOGY



■ Material Solutions: Synthesis, Surface Treatment, Refining

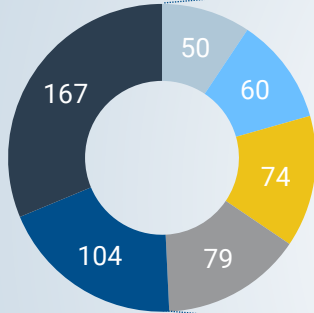
■ Metrology: Ultrasound, VPD, Laser, and Optical

■ Material Solutions: indirect involvement through Joining and Synthesis technologies

# A CLOSER LOOK: THE SEMICONDUCTOR MARKET

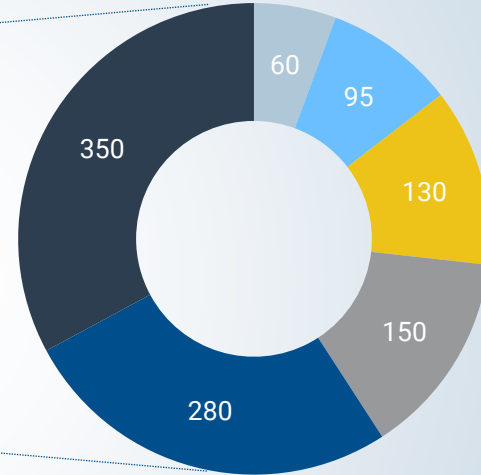
## SIGNIFICANT GROWTH IN RELEVANT HIGH-TECH SEGMENTS

Sector Split 2023  
\$ billion



Sector Split 2030  
\$ billion

- Wired communication
- Consumer electronics
- Industrial electronics
- Automotive electronics
- Wireless communication
- Computing and data storage



**TOTAL MARKET TO DOUBLE BY 2030**

# PVA TEPLA AND: MOBILITY

## PROVIDING KEY COMPONENTS FOR THE MOBILITY OF TODAY AND TOMORROW

### AUTOMOTIVE

#### MATERIAL SOLUTIONS

##### Synthesis:

- ▶ Si and SiC semiconductors (power modules, sensors)
- ▶ Powder synthesis (base material for batteries)

##### Joining:

- ▶ Diffusion bonding (heat exchanger for fuel cell technology)
- ▶ Brazing (bipolar plates for fuel cell technology)

#### METROLOGY

- ▶ Acoustic

### AEROSPACE

#### MATERIAL SOLUTIONS

##### Synthesis:

- ▶ CMC (Ceramic Matrix Composites) for turbine air foils in the aviation industry
- ▶ CMC for heat shields for re-entry vehicles in the aerospace industry

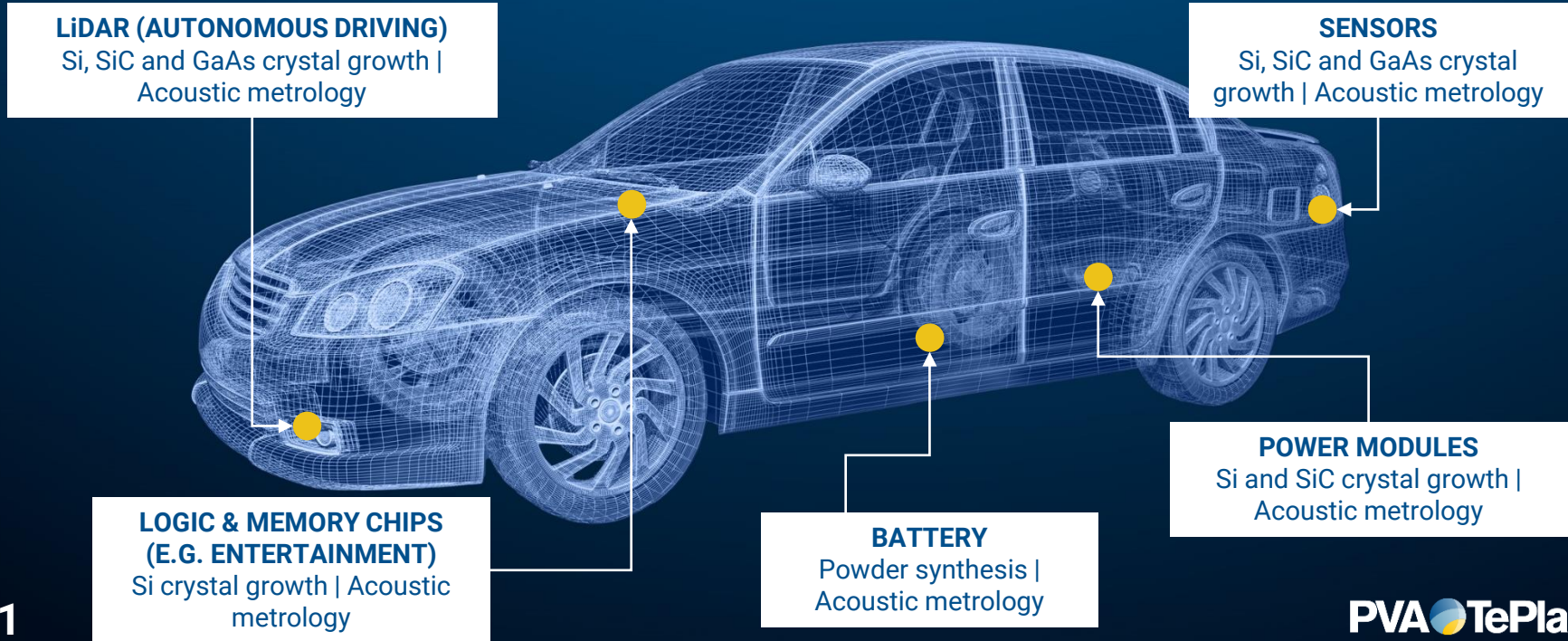
#### METROLOGY

- ▶ Acoustic

# E-MOBILITY

## PVA TECHNOLOGY IN KEY COMPONENTS FOR THE GROWING EV MARKET

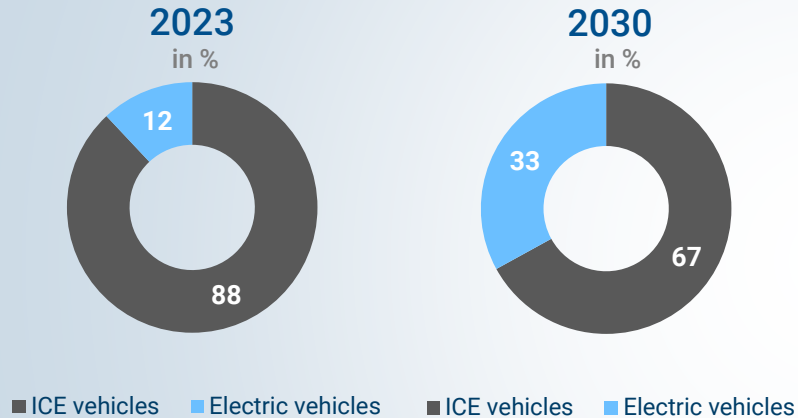
With over 3,000 chips, the average EV has 5-6x as many chips as cars with internal combustion engines (ICE)



# STRONG GROWTH OF ELECTRIC VEHICLES

## ADDITIONAL POTENTIALS FROM AUTONOMOUS DRIVING AND HYDROGEN VEHICLES

### Development of Electronic Vehicle Share

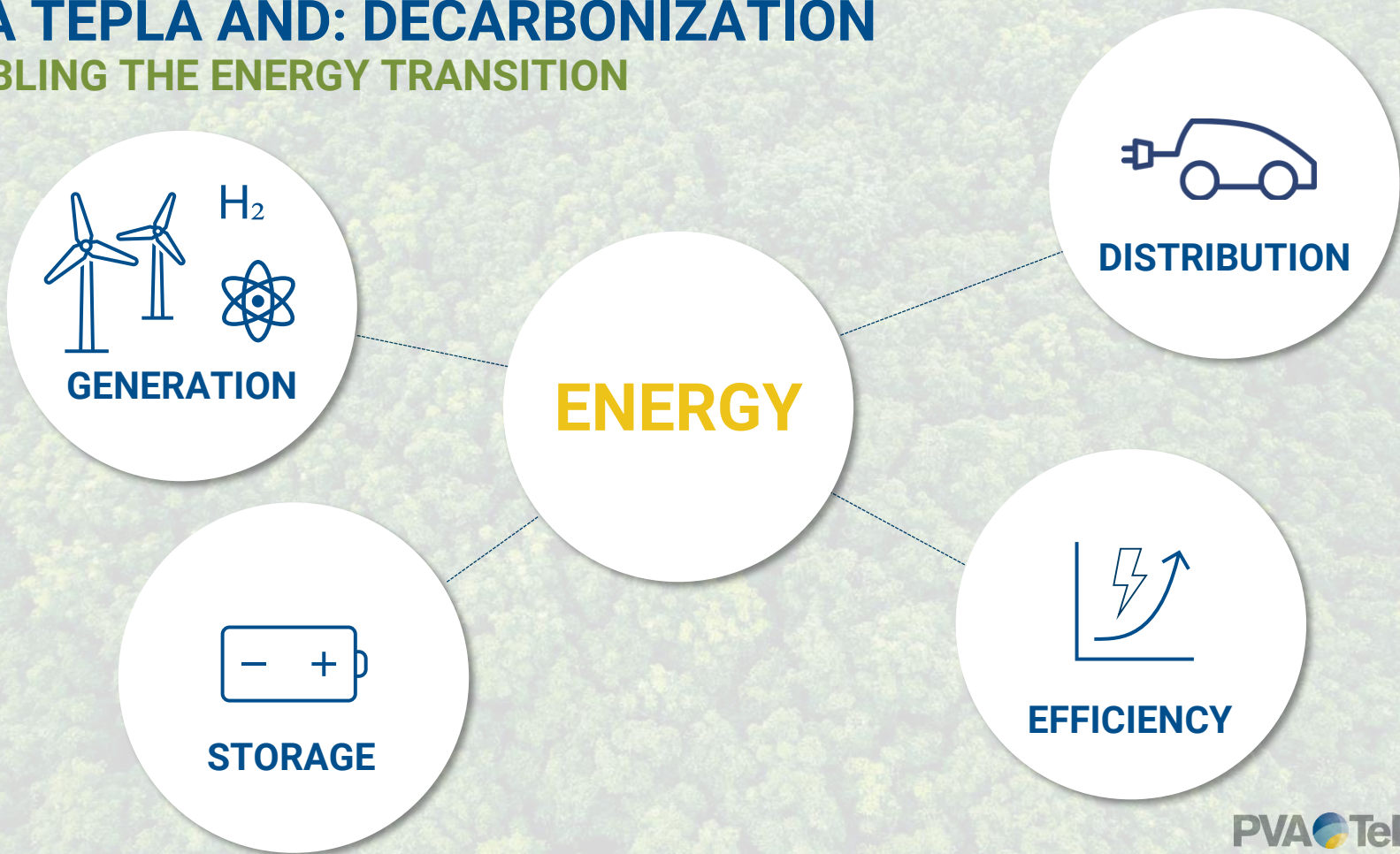


▶ Share of electronic vehicles to grow almost threefold by 2030 with a global market growth from **\$ 623 billion** in 2024, **\$ 907 billion** by 2028

▶ Hydrogen vehicle market: **\$ 3 billion** in 2022 to **\$ 33 billion** in 2032

# PVA TEPLA AND: DECARBONIZATION

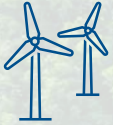
## ENABLING THE ENERGY TRANSITION



# PVA TEPLA AND: DECARBONIZATION

## GLOBAL INVESTMENTS ON THE RISE IN MULTIPLE SECTORS

We see a significant and steady **rise of global investments** in decarbonization projects – from energy generation to its distribution and storage. Examples include:



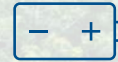
- ▶ Installed capacity for on- and offshore wind energy grows from 1,027 GW in 2023 to 2,034 GW in 2030
- ▶ Annual investment forecast of **\$ 240 billion** by 2030

H<sub>2</sub>

- ▶ Clean hydrogen market expected to reach 125-585 million tons per year by 2050
- ▶ Annual investment forecast of **\$ 150 billion** by 2025



- ▶ Nuclear energy capacity projected to increase by 24% by 2030 from 371 GW to 460 GW
- ▶ Annual investment forecast of over **\$ 100 billion** per year through mid-century



- ▶ Revenue along the battery value chain to grow from 85 billion in 2022 to over **\$ 400 billion** in 2030



- ▶ EV charging station market in Europe alone: CAGR (2025-2030): **29%**  
**\$ 3 billion** in 2030
- ▶ Transformers: \$ 40 billion in 2023 to **\$ 59 billion** in 2030
- ▶ Switchgears: \$ 33 billion in 2023 to **\$ 48 billion** in 2030



# ENERGY GENERATION

## POTENTIAL TECHNOLOGY APPLICATIONS IN ATTRACTIVE NEW MARKETS

### GENERATION



▾ Synthesis and metrology for SiC-based power modules

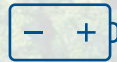
H<sub>2</sub>

▾ Joining of components for hydrogen hydrolysis



▾ Synthesis (coating of nuclear fuel materials)

### STORAGE



▾ Powder synthesis as basis for battery production and capacitors

▾ Joining of components for hydrogen liquification

### DISTRIBUTION



▾ Joining of vacuum interruptors for power switchgears

▾ Joining of heat exchangers for hydrogen fueling stations

▾ Synthesis and metrology for SiC-based power modules for fast-charging stations



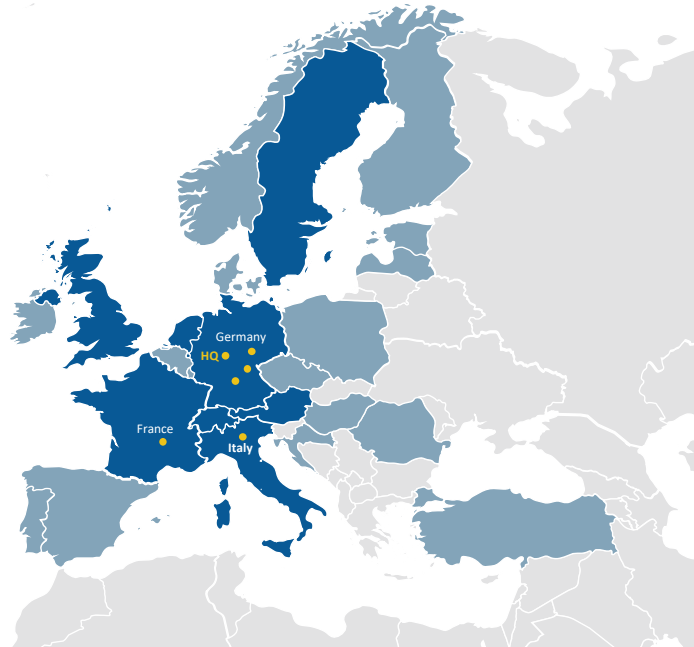
**REGIONS**

# FOCUS ON: EUROPE

## COMBINING HIGH-TECH PRODUCTION WITH CONTINUOUS INNOVATION

### STATUS QUO

- ▶ Europe houses most facilities for manufacturing high-tech materials and products
- ▶ The region is also the center of innovation: Products and solutions developed in Europe are shipped to the entire world



### FUTURE DEVELOPMENT

- ▶ Focus on strengthening our R&D capabilities, e.g. through the new Technology Hub
- ▶ Strengthen and expand existing partnerships with institutes and universities to attract new talents and develop new solutions for our customers

REGIONAL FOCUS: E-MOBILITY, DECARBONIZATION, AEROSPACE

# FOCUS ON: ASIA

## SOLIDIFYING OUR STRONG FOOTPRINT

### STATUS QUO

- ▶ Reactive, opportunist approach to new business
- ▶ Some markets have local sales and service teams that can work independently from Europe HQ



### FUTURE DEVELOPMENT

- ▶ Establish a systematic and structured approach to all regional markets by increasing local service and sales capacities
- ▶ Further strengthen our local sourcing infrastructure
- ▶ Establish a 24/7 service concept

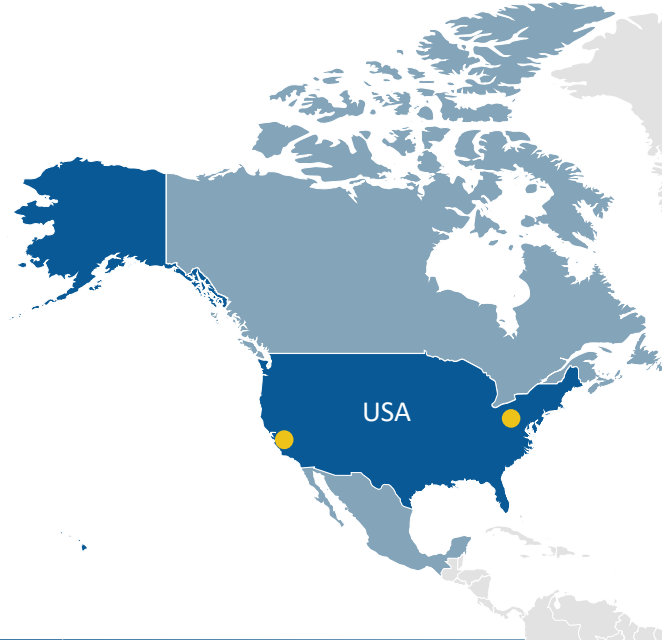
## REGIONAL FOCUS: DIGITIZATION

# FOCUS ON: NORTH AMERICA

## STRATEGICALLY UNLOCKING A NEW GROWTH MARKET

### STATUS QUO

- ▶ Reactive, opportunist approach to new business
- ▶ Minor production facilities for metrology and plasma technology
- ▶ Small sales and service team that needs support from Europe HQ on large projects



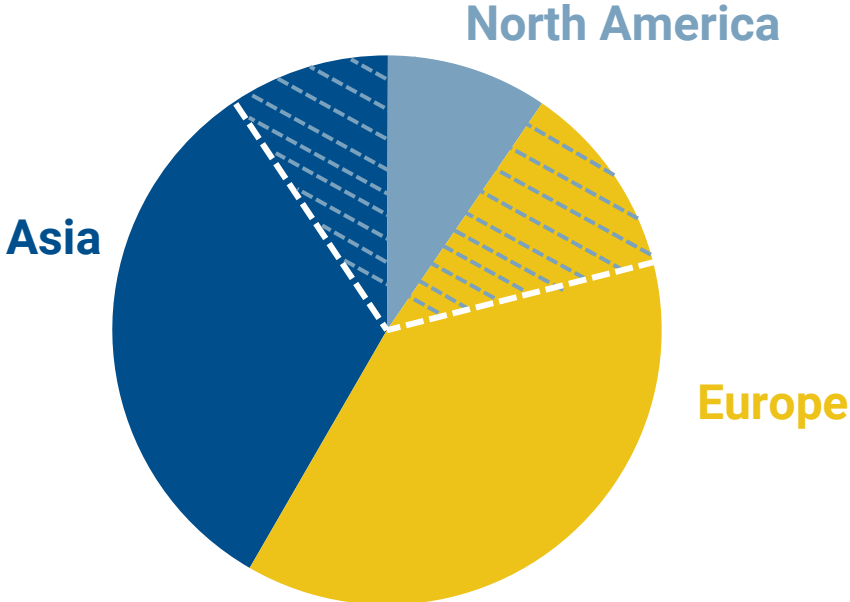
### FUTURE DEVELOPMENT

- ▶ Establish a systematic and structured market approach by identifying key customers and their needs, increase sales organization
- ▶ Build an R&D showroom and expand partnerships with local institutions and universities
- ▶ Establish a 24/7 service concept

REGIONAL FOCUS: DIGITIZATION, AEROSPACE

# REGIONS

GROWING INTO BALANCED REVENUE STREAMS



ESTABLISHING A NEW EQUILIBRIUM BETWEEN OUR KEY REGIONAL MARKETS



**INNOVATION**

# INNOVATION WILL CONTINUE TO BE A MAJOR DRIVER OF OUR BUSINESS



We continue to allocate substantial funds into R&D and improve innovation management to become

...

- ▶ faster
- ▶ more integrated
- ▶ more flexible
- ▶ more synergetic



# PVA TECHNOLOGY HUB

## TRANSFORMING CUTTING-EDGE RESEARCH INTO INDUSTRIAL APPLICATIONS

- ▶ Initiated in 2023 as a continuation of the company's **evolution from a pure systems supplier to a comprehensive solutions provider**
- ▶ **Strengthening R&D capacities** to be equipped for future materials
- ▶ Strong focus **on synergies** between different **product categories**
- ▶ Initial focus on **Silicon Carbide (SiC)**



# PVA TEPLA TECHNOLOGY HUB OUR NEW R&D CENTER



# TAKING ADVANTAGE OF FAST-GROWING NEW MARKETS

## WHY WE ACCELERATE OUR FOCUS ON R&D

Driving innovation is the key component of the future success of any industrial society and creates new opportunities for:

- ▶ Achieving climate neutrality
- ▶ The digital transition
- ▶ The circular economy
- ▶ Healthy food systems and sustainability
- ▶ The transition to renewable energy sources

# THE STORY SO FAR

## LEVERAGING OUR INNOVATION AND ENGINEERING TRACK RECORD

PVA TePla has always employed bright minds in its business units who conducted leading research to solve specific customer problems.

However, this also meant that R&D mostly used to be customer-oriented and decentralized, with independent research teams at various sites.



### IN SHORT:

So far, R&D at PVA TePla solved individual customer problems. Now we pursue a holistic approach.

# MISSION STATEMENT

THE WORLD'S ONLY INSTITUTION OF ITS KIND

The Technology Hub strategically builds an R&D pipeline by transforming cutting-edge research into industrial applications in the shortest time possible through the systematic integration of our technologies.

# CENTRALIZING OUR INNOVATION EXPERTISE

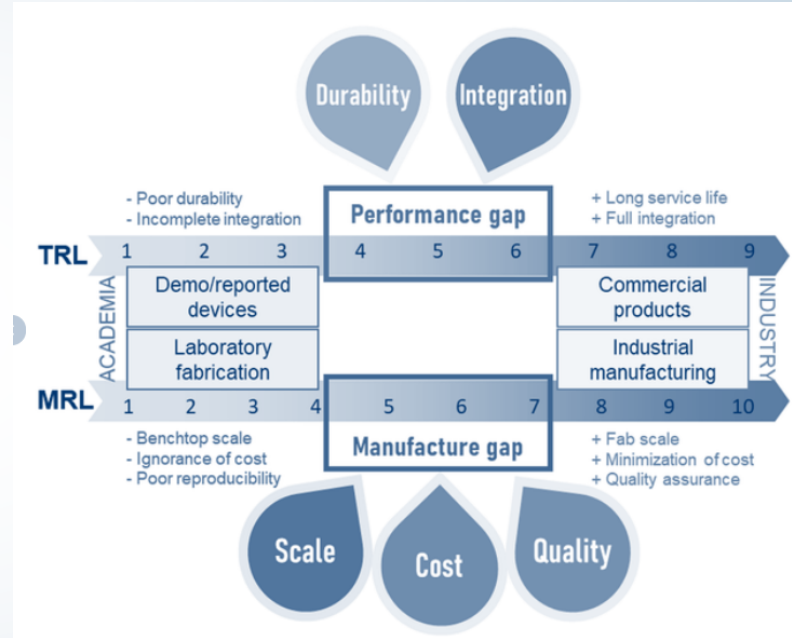
## THE BUSINESS CASE OF THE TECHNOLOGY HUB

### OUR NEW CENTER OF INNOVATION

- Founded in Q1 2024 to bridge the gap between fundamental research and industrial applications
- Bundles R&D capacities by leveraging synergies from PVA TePla's strong R&D ecosystem to create new products and production methods entirely owned by PVA TePla
- We profit from our experience with projects on the fringe of commercialization

### THE TECHNOLOGY HUB WILL ALLOW US TO:

- Significantly reduce time to market
- Lower market introduction risks
- Develop comprehensive technology setups



Source: Luo et al., 2020, DOI: 10.1002/adma.202001903

# ORGANIZATIONAL OVERVIEW

## STAFF, STRUCTURE, SOLUTIONS

### STAFF

- ▶ Led by Materials Engineer Dr.-Ing. Jan Pfeiffer, who has already established a well-run and profitable center for joining technologies at PVA TePla
- ▶ Interdisciplinary team of physicists, chemists, material scientists, data analysts, and material technologists
- ▶ Regular staff of 15 FTE, supported by experts across our business segments on individual projects

### STRUCTURE

- ▶ Working across business segments to methodically identify new materials and technology solutions
- ▶ R&D teams conduct the necessary research and map out the fastest path to commercialization
- ▶ Leveraging our strong network of national and international research partnerships (> 90 R&D partners with > 1,000 researchers)

### SOLUTIONS

- ▶ We develop solutions that help users maximize the potential of PVA TePla systems – from materials to handling and processes
- ▶ Our goal is to provide a comprehensive technology setup including process know-how for our customers
  - Example: Silicon Carbide
- ▶ What's next: future materials created with different methods

# OUR INTEGRATED APPROACH TO NEW TECHNOLOGIES

## PROVIDING COMPREHENSIVE TECHNOLOGY SETUPS

1

### TECHNOLOGY & MATERIAL SCIENCE

New industrial processes require extensive theoretical and experimental groundwork. Using both original research and input from our technology segments, we meticulously test new materials and technologies for their suitability on an industrial scale.

2

### PROCESS TECHNOLOGY & INDUSTRIALIZATION

In this stage between material science and application, we look for the optimal ways to rapidly transfer the research into industrial applications and plant engineering.

3

### PLANT ENGINEERING

Complex materials and processes require sophisticated and robust plant technology. We see increasing demand for comprehensive technology setups and technology partnerships.



# TECHNOLOGY HUB SERVICE PORTFOLIO

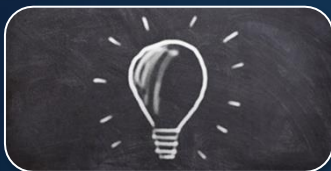
## PVA TEPLA AS TECHNOLOGY PARTNER

### R&D



Identification of suitable technologies & feasibility

### DESIGN



Materials & geometric design

### INDUSTRIALIZATION



Development and qualification of processes, implementation in plant technology

### PLANT ENGINEERING



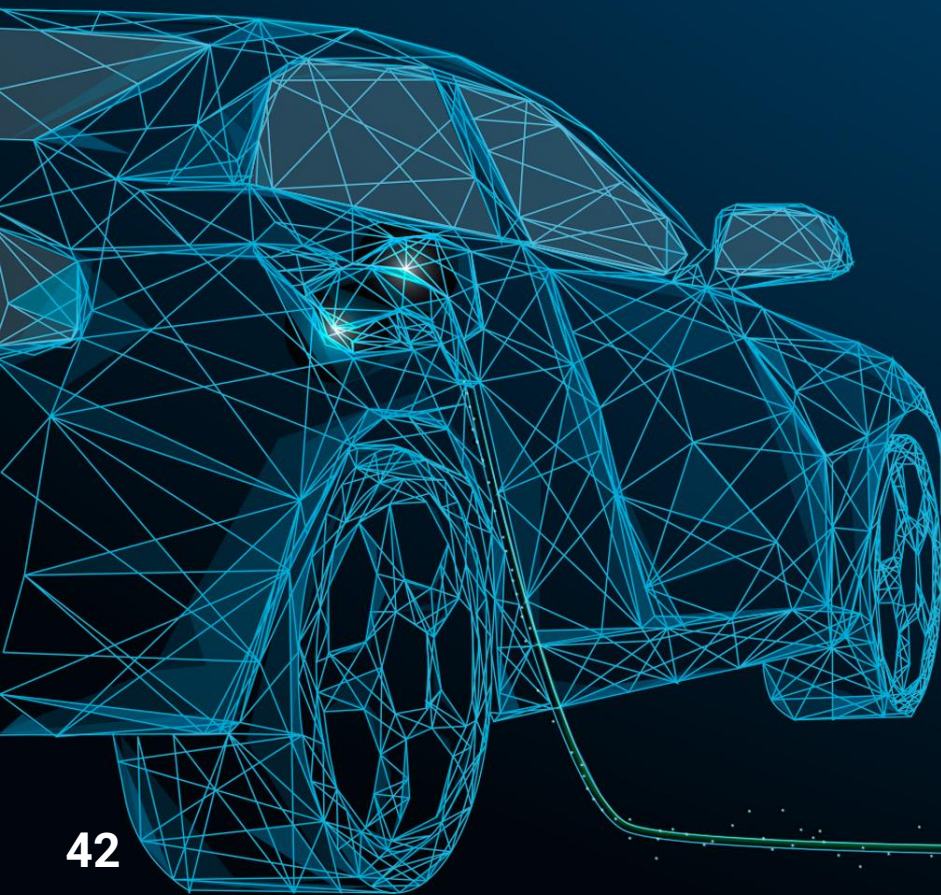
In-house capacity, process sampling and scaling scenarios

### PROCESS INTRODUCTION



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

OUR INTEGRATED APPROACH PROVIDES SOLUTIONS FOR ANY NEW MATERIALS



## DEVELOPMENT

The Technology Hub is working intensively on comprehensive technology solutions.

One of the early projects is Silicon Carbide. This material of the future offers numerous advantages in high-performance applications, such as those required for 5G networks or the digitization of industrial processes.

# FOCUS ON SILICON CARBIDE

## THE NEXT GENERATION MATERIAL

### BENEFITS OF SILICON CARBIDE

- ▶ Reduced power losses, thus saving energy
- ▶ Higher heat resistance
- ▶ Greater efficiency for all energy transfer applications

### RELEVANT PVA TECHNOLOGIES

 **Material Synthesis**

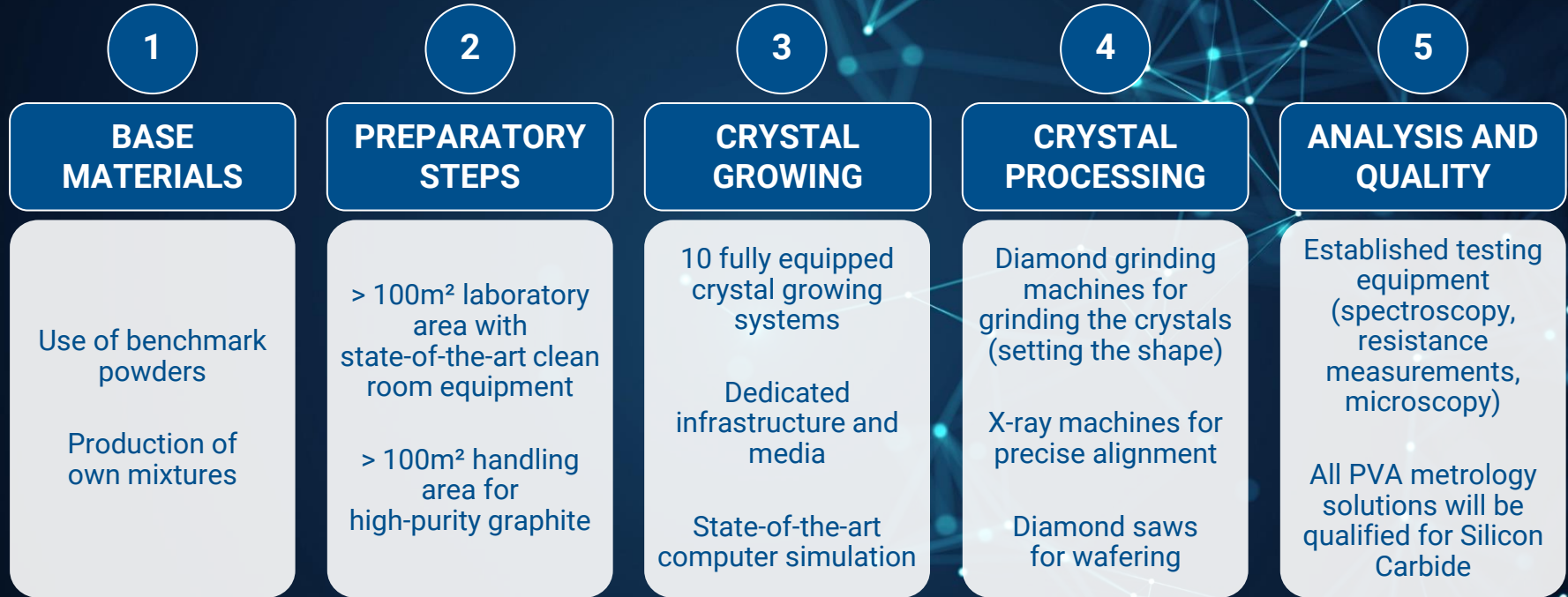
 **Metrology**

 **Refining**



# SILICON CARBIDE PRODUCTION PROCESS

## OUR CAPABILITIES AT THE TECHNOLOGY HUB



# DEEP DIVE: SILICON CARBIDE PRODUCTION PROCESS

## FROM POWDER TO WAFER



SiC powder

PVT Growth  
(physical vapor transport)



SiC Boule

Grinding



Puck

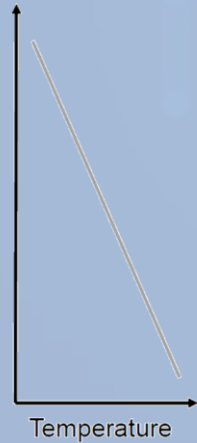
Wafering



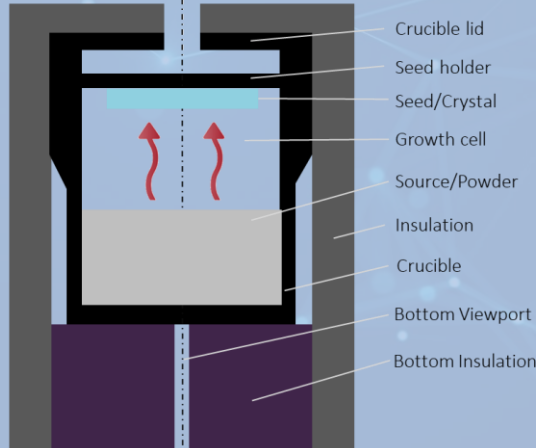
Wafer



PVA  
SiCma



Temperature



- Crucible lid
- Seed holder
- Seed/Crystal
- Growth cell
- Source/Powder
- Insulation
- Crucible
- Bottom Viewport
- Bottom Insulation

### Orientation Values:

Temperature: 1,800–2,600 °C

Pressure range: 1 mbar

Growth period: 6 to 20 days

Carrier gas: e.g. Ar

# PROJECT SILICON CARBIDE

## PROJECTED TIMETABLE

### Parallel developments:

- ▶ Powder synthesis
- ▶ Qualification of PVA metrology systems
- ▶ Improvement of crystal growing equipment
- ▶ Boule annealing

**Q2 2024**



Go-live of the lab factory  
with already developed 6"  
basic process

**Q4 2024**



Scalable 6" process

**2025**



30% reduced defect  
density (6")  
Start of 8" development

**2026**



50% reduced defect  
density (6")

**2026-28**



Continuous yield  
improvements in  
terms of quality  
and size

# LOOKING AHEAD

## THE TECHNOLOGY HUB IN 2028



### LAB SPACE & STAFF

We will house more than 500 m<sup>2</sup> of laboratory space in Wetztenberg and expect to double our staff to 30 FTE by 2026.



### NEW MATERIALS

We already added new projects beside Silicon Carbide and are currently in the phase of identifying the most promising materials in terms of commercialization.



### PARTNERS

We will expand our already extensive national and international research network of currently > 90 R&D partners from various industries, universities, and research centers.

# METROLOGY

INDUSTRY-LEADING  
SOLUTIONS FOR  
QUALITY ASSURANCE

PVA  TePla

48





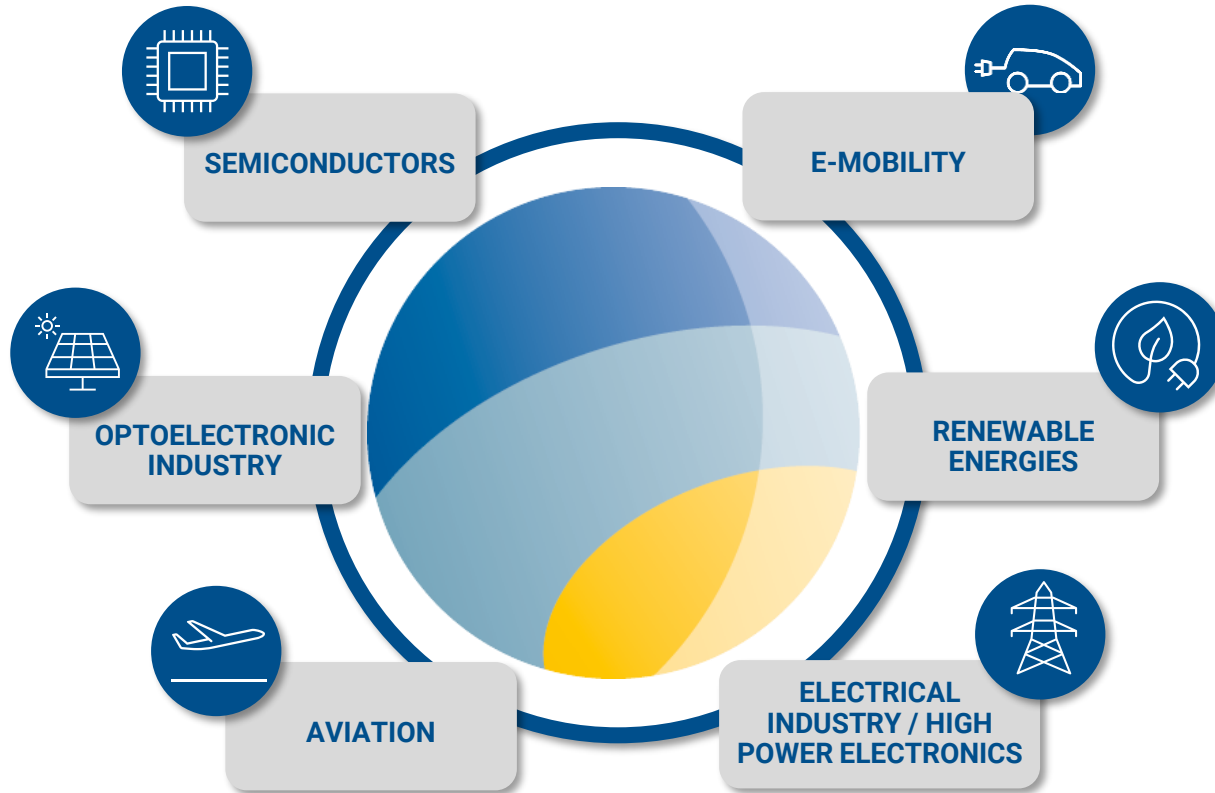
# MISSION STATEMENT

## INDUSTRY-LEADING METROLOGY SOLUTIONS

Increasingly complex production methods for high-tech applications require disproportionately more metrology. With our industry-leading systems, we enable our customers to perform on a reliably consistent high level of quality.

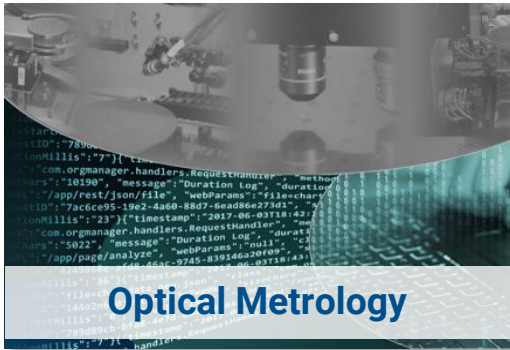
# THE MARKETS WE SERVE

WE HAVE SUCCESSFULLY DIVERSIFIED OUR CLIENT BASE



# PORTFOLIO OF INNOVATIVE SOLUTIONS

## METROLOGY SOLUTIONS FOR ALL ASPECTS OF MODERN INDUSTRY



# ACOUSTIC METROLOGY

ULTRASOUND – NON-DESTRUCTIVE METHOD  
TO DETECT CAVITIES, VOIDS, BUBBLES,  
INCLUSIONS AND DELAMINATIONS

## Major Drivers

- ▶ Growing market demand for high-performance components within areas like advanced packaging, hybrid bonding, and e-mobility
- ▶ Increasing requirements for non-destructive methods
- ▶ Focus on failure localization, especially in z dimension

## Our Values

- ▶ Own design & production of transducers give highest resolution
- ▶ High level of automization using artificial intelligence
- ▶ Higher throughput due to multi-channel solution & dual gantry



# CHEMICAL METROLOGY

## VAPOR PHASE DECOMPOSITION IS A HIGH-PRECISION METHOD TO IDENTIFY CONTAMINATIONS IN SEMI-WAFERS

### Major Drivers

- ▶ Growing market demand for high-performance Silicon wafers
- ▶ Higher requirements on contamination sensitivity
- ▶ Silicon Carbide and new wafer materials

### Our Values

- ▶ Best-in-class contamination sensitivity
- ▶ High-performance cleaning process leads to less wafer contamination and down time
- ▶ Excellence in liquid handling



# OPTICAL METROLOGY

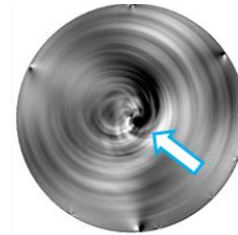
## LASER – PHOTO-ELASTIC CHARACTERISATION OF SEMICONDUCTOR WAFERS AND DEVICES

### Major Drivers

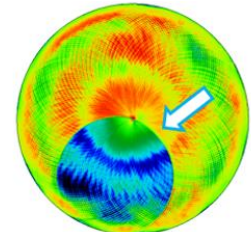
- ▶ Growing market demand for high-performance Silicon wafers
- ▶ Use of new materials within the semiconductor value chain

### Our Values

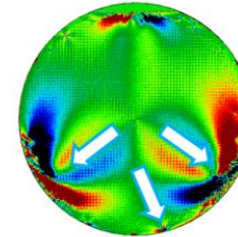
- ▶ High level of precision in wafer stress and defect detection
- ▶ High level of automatization using artificial intelligence



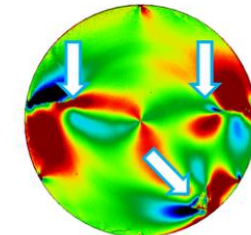
Pulling



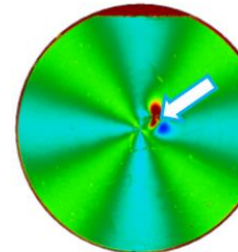
Grinding



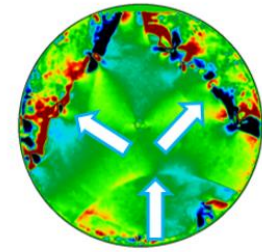
Device Epitaxy



HT-Handling



Cracks & Fracture



Si/Glass Bonding

# OUR COMPETITIVE EDGE

## HIGH-TECH SOLUTIONS THAT CREATE VALUE FOR OUR CUSTOMERS



### HIGH-TECH PRODUCTS

Our product portfolio comprises leading and critical metrology solutions for the semiconductor and other industrial manufacturing processes – with high resolution rates, speed, and accuracy.



### EXPERIENCE & KNOW-HOW

Our customers profit from our substantial, decades-long experience in the industries we serve and the technologies and services we offer.



### CREATING VALUE FOR OUR CUSTOMERS

We offer a high degree of automatization with the use of artificial intelligence, which speeds up production processes, improves quality, and thereby lowers production costs.

# MATERIAL SOLUTIONS

GENERATING AND  
PROCESSING HIGH-  
TECH MATERIALS

PVA  TePla





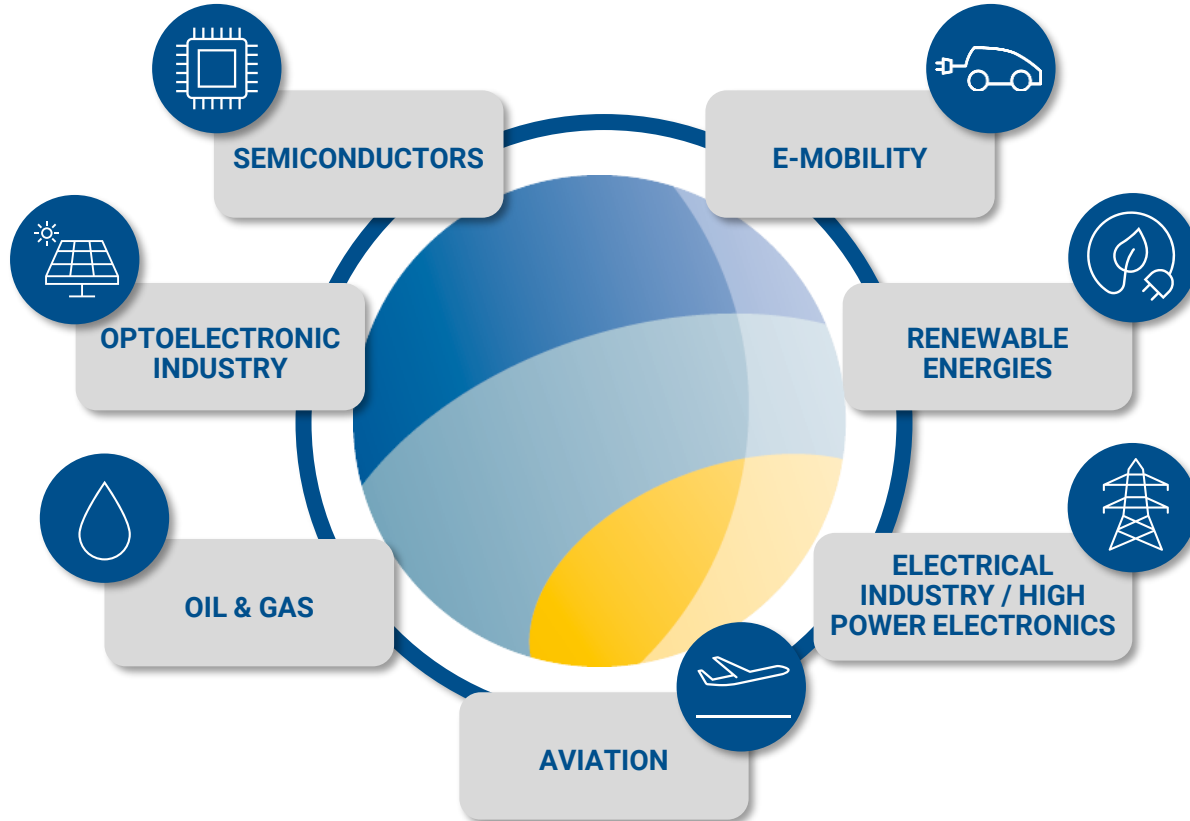
# MISSION STATEMENT

## WE ARE A CRITICAL MATERIAL SCIENCE FACILITATOR

We provide cutting-edge equipment and process technology for complex and highly sophisticated materials and materials combinations that shift the boundaries of technological capabilities.

# THE MARKETS WE SERVE

WE HAVE SUCCESSFULLY DIVERSIFIED OUR CLIENT BASE



# PRODUCT PORTFOLIO

## HIGH-TECH SYSTEMS PRODUCING THE TOOLS FOR TRANSFORMATION



- Crystal growing
- Chemical Vapor Deposition/Infiltration
- Sintering
- Powder synthesis



- Diffusion bonding
- Brazing



- Purification
- Heat treatment
- Degassing



- Passivation
- Activation
- Cleaning / stripping
- Plasma Nitriding

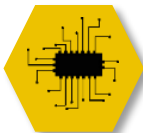
# JOINING

## SOLUTIONS FOR BONDING AND BRAZING

Leading edge systems for the creation of highly sophisticated joining bonds for highest demands

Diffusion bonding furnace with innovative multi-pillar pressing device and high-precision sensoric system for highest process control, optionally equipped with smart process software and process data base for repeatable highest joint quality

### Key products and applications



H<sub>2</sub> technology (liquefaction)  
Semiconductor industry  
Heating industry



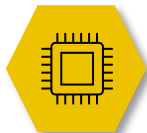
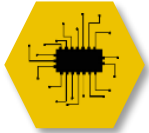
# REFINING

## SOLUTIONS FOR PURIFICATION

**Thermo-chemical reactor for the purification of graphites to achieve highest-quality semiconductor standards**

Ultra high-temperature furnace ( $> 2200^{\circ}\text{C}$ ) with halogen gas application including base process, that fulfills highest safety standards and most efficient processing

### Key products and applications



**Graphite for semiconductor applications  
(hot-zones, wafer carriers)**



# SYNTHESIS

## SOLUTIONS FOR HIGH-TEMPERATURE CERAMIC MATERIALS SYNTHESIS

**Chemical vapor deposition system for high corrosion and wear-resistant ceramic materials (CVD, CVI)**

Thermo-chemical reactor with precursor gas application, including base process as comprehensive technology setup for Carbide synthesis (e.g. SiC, TaC)

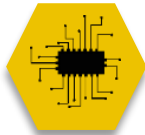
### Key products and applications



CMC turbine air foils for civil aviation, heat shields for re-entry vehicles in the aerospace industry



SiC and TaC coating of graphite components for semi applications



# SYNTHESIS

## SOLUTIONS FOR POWDER SYNTHESIS

**Fluidized bed reactors for industrial scale production of synthetic graphite powder**

Customized reactors with scalable working capacity for high-volume production that fulfill highest safety standards and process repeatability

### Key products and applications



**Anodes for battery and capacitor industry**



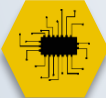
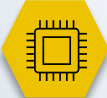







# DEEP DIVE CRYSTAL GROWING MORE THAN JUST SILICON

Providing highly reliable crystal growth systems for the creation of various kinds of crystal materials from Silicon to complex compound materials that enable the technologies of the future.



# DEEP DIVE CRYSTAL GROWING SYSTEMS

## OVERVIEW OF TECHNOLOGY PORTFOLIO

<p><b>TECHNOLOGY SOLUTIONS</b></p>	<p><b>Czochralski Pullers (CZ)</b></p>	<p><b>Floating Zone Systems (FZ)</b></p>	<p><b>Physical Vapor Transport Furnaces (PVT)</b></p>	<p><b>Vertical Gradient Freeze Systems (VGF)</b></p>
<p><b>PRODUCT MATERIALS</b></p>	<p>Semi-grade Silicon</p>	<p>High-Purity Silicon</p>	<p>Wide bandgap materials, e.g. Silicon Carbide</p>	<p>Indium Phosphite, Gallium Arsenide, Calcium Fluoride</p>
<p><b>APPLICATIONS</b></p>	<p>Semiconductors for:</p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>Logic</p> </div> <div style="text-align: center;">  <p>Memory</p> </div> <div style="text-align: center;">  <p>Artificial Intelligence</p> </div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>Power electronics</p> </div> <div style="text-align: center;">  <p>Radar applications</p> </div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>Renewable energies</p> </div> <div style="text-align: center;">  <p>E-Mobility</p> </div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>Data transfer / Communication</p> </div> <div style="text-align: center;">  <p>Optoelectronics</p> </div> </div>

# DEEP DIVE CRYSTAL GROWING SYSTEMS

## MEGATREND DIGITIZATION

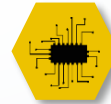


Artificial  
Intelligence

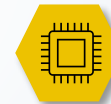
- Artificial intelligence as current major driver for further development and demand for Silicon wafers for logic and memory chips.
- High-end lithography tools requiring Calcium Fluoride to enable the production of high-end chips.
- Increasing demand for fast data transfer and communication is driving demand for Indium Phosphide as well as Gallium Arsenide wafers.



Czocharlski Crystal Puller



Logic



Memory

PVA TePla serves the rising demand for silicon wafers by providing high end Czocharlski crystal pullers to the industry



Vertical Gradient Freeze Furnace



Data Transfer /  
Communication



Lithography

Vertical Gradient Freeze Systems to grow Indium Phosphide, Gallium Arsenide and Calcium Fluoride

# DEEP DIVE CRYSTAL GROWING SYSTEMS

## MEGATRENDS MOBILITY AND DECARBONIZATION



Green Energy



E-Mobility

- ▶ For decarbonization and the connected field of e-mobility, two key factors are energy efficiency and fast-charging capabilities.
- ▶ These requirements are driving the demand for high band-gap materials such as Silicon Carbide.
- ▶ Inverters based on Silicon Carbide substrates reduce power dissipation and therefore support a more sustainable future by increasing the efficiency of electric cars, batteries, solar cells, and wind turbines – to name a few examples.



Physical Vapor Transport Furnace



Inverters

PVT systems to grow SiC substrates for SiC MOSFETs that enable new dimensions in efficiency as well as substrates for GaN devices



Floating Zone Crystal Puller



Power

Besides SiC, Silicon and especially Silicon from Floating Zone Process remain important, as this process enables high purity and resistivity for power electronics

# DEEP DIVE CRYSTAL GROWING SYSTEMS

## ADDITIONAL APPLICATIONS



### Medical & Health

- ▶ Apart from the megatrends digitization, mobility, and decarbonization, crystal growth is also highly relevant in other fields, for instance in the field of medical and health.
- ▶ Silicon chips are used in a lot of medical equipment, but certain applications require specialized materials.
- ▶ Optoelectrical characteristics are for instance important in detecting technology, but also in the field of room disinfection.



Vertical Gradient Freeze Furnace



### Tomography

State of the art computer tomography uses photon counting technology based on Cadmium Telluride grown with Vertical Gradient Freeze to create high resolution and colored scans.



Physical Vapor Transport Furnace



### Disinfection

Aluminum Nitride grown with Physical Vapor Transport can be used for room disinfection as it creates UVC light that does not harm human skin but can destroy viruses.

# DEEP DIVE CRYSTAL GROWING SYSTEMS

## NEXT GENERATION SUBSTRATES

- Based on their special characteristics, there are several materials that have the potential to become key materials for the semiconductors of the future.
- The key is the development of growth technologies that enable sufficient crystal quality and size at economically viable production costs.
- The Crystal Growth and Technology Hub teams of PVA TePla continuously follow the latest developments and are always looking for collaborations with corresponding research institutes.

We closely follow the trends to identify new applications for existing materials or new materials that are on the verge of industrialization.

Examples are shown below:

Wide bandgap materials	Bandgap [eV]
Si	1.12
4H-SiC	3.20
Gallium Nitride	3.40
$\beta$ -Ga203	4.90
Diamond	5.50
Aluminium Nitride	6.00
c-BN	6.40

# OUR COMPETITIVE EDGE

## HIGH-TECH PRODUCTS, EXPERIENCE, AND CUSTOMER CENTRICITY



### HIGH-TECH PRODUCTS

Our portfolio comprises leading technology solutions for every part of the modern industrial manufacturing process – from the production to the cleaning, purification, and coating of a host of different materials.



### EXPERIENCE & KNOW-HOW

Our customers profit from our substantial, decades-long experience in the industries we serve and the technologies and services we offer.



### CUSTOMER CENTRICITY

We offer both a high degree of automatization, which lowers production costs, but also design tailored solutions that fit the specific needs of our customers.



 Markets and R&D

 Environment

 Social

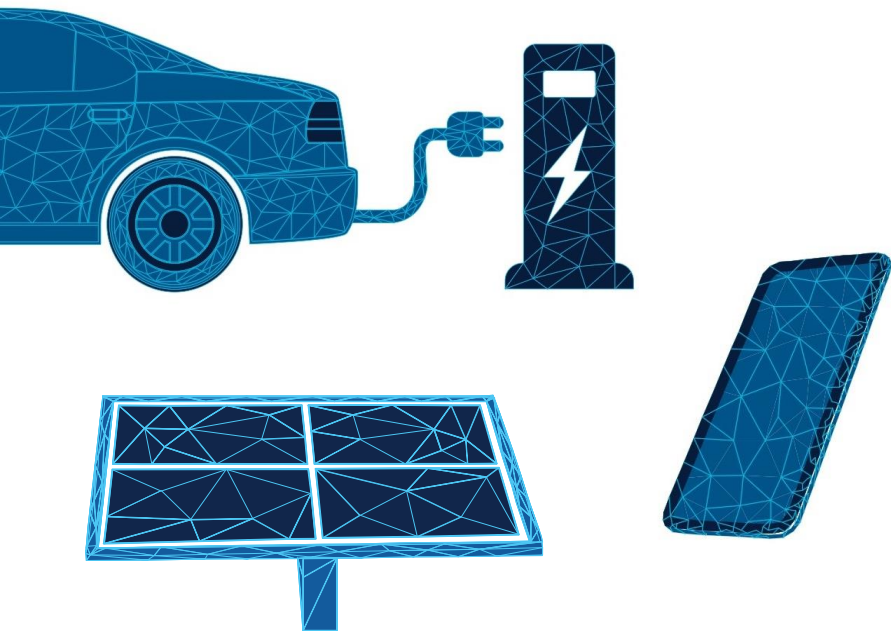
 Governance

# ESG

## OUR APPROACH TO SUSTAINABILITY



# AGENDA



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**MEET PVA TEPLA'S ESG TEAM  
AND ITS MISSION**

---

**FOCAL POINTS IN THE  
SUB-AREAS M,E,S AND G**





# MEET PVA TEPLA'S ESG TEAM

## WE BUILT UP A YOUNG AND STRONG TEAM



**MICHAEL  
SCHUBERT**

Head of  
Sustainability

01.01.2014



**MARLENE  
DEITERSEN**

Sustainability  
Manager

01.11.2023



**KIRA  
BUCH**

Junior Sustainability  
Manager

01.08.2023

Environment



**JOHANNA  
BUCHENAUER**

Junior Sustainability  
Manager

01.08.2023

Social



**TOBIAS  
REINECKE**

Junior Risk &  
Compliance Manager

15.10.2023

Governance



# OUR MISSION IN AN ESG CONTEXT

CLEAR FOCUS ON INNOVATION AND APPRECIATION



## Markets and R&D

We diversify into markets that make a difference towards a more sustainable world.



With **innovation!**  
Through **appreciation!**  
To **success!**



## Social

We foster an appreciative corporate culture that motivates our employees.

ADDITIONAL FOCUS ESTABLISHED WITH MARKETS AND R&D

# ESG STRATEGY CORNERSTONES

COMMITTED TO SUSTAINABILITY



Net carbon neutral  
by 2024 (Scope 1+2)



- Reduce greenhouse gas emissions and pollutants
- Focus on reducing, reusing, and recycling waste, supporting a circular economy



- Focus on markets and products for energy efficiency and better environmental performance
- Develop innovative solutions for future challenges



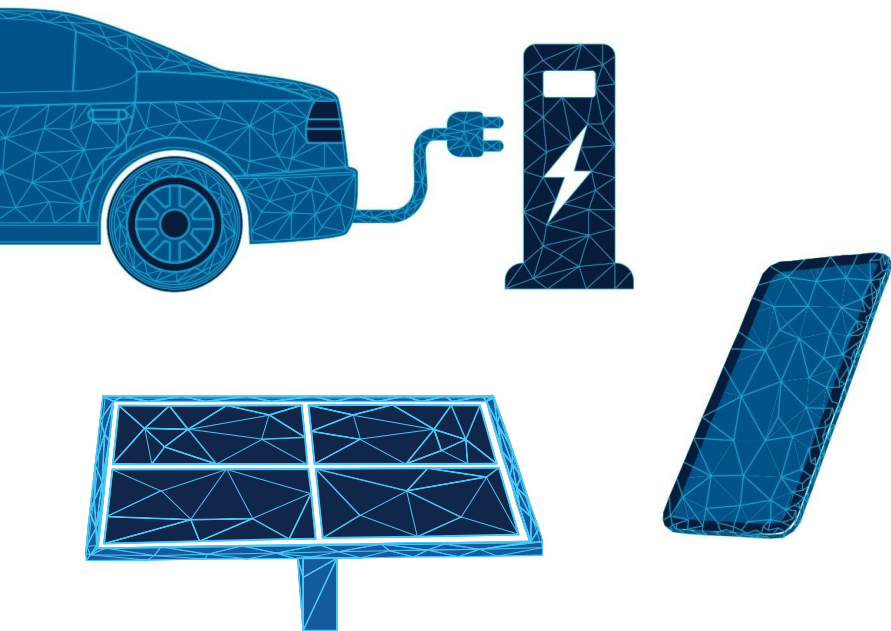
- Focus on employee satisfaction and positive work environment
- Promote workforce diversity



- Promote sustainability throughout value chain
- Suppliers to meet environmental and social standards



# AGENDA



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MEET PVA TEPLA'S ESG TEAM  
AND ITS MISSION

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FOCAL POINTS IN THE  
SUB-AREAS M,E,S AND G



# MARKETS, RESEARCH & DEVELOPMENT

CONTRIBUTING TO A MORE SUSTAINABLE WORLD THROUGH R&D



We respond to rapid technological progress and an ever-increasing number of applications that require **more and better semiconductors**

**DIGITIZATION**



We develop highly innovative solutions for the **generation, storage and conversion of green energy**

**DECARBONIZATION**



We enable **modern mobility solutions** to make the transportation of people and goods as efficient and sustainable as possible

**MOBILITY**



# MARKETS, RESEARCH & DEVELOPMENT

## EXAMPLES OF R&D PROJECTS



**Crystal growing systems** used in the development of **high-tech chips** for server solutions, the IoT and 5G

**DIGITIZATION**



**System for brazing** high-voltage switchgears in the **power distribution of wind farms**, replacing **SF6 gas** with climate-friendly vacuum technology

**DECARBONIZATION**



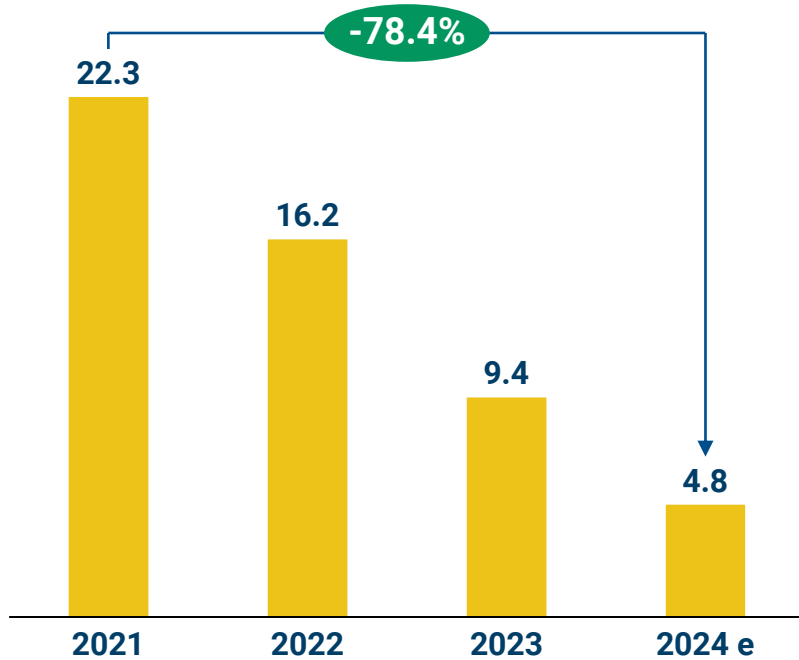
**Brazing technique** for ceramic substrates as circuit carriers for high-performance electronic components for **rapid charging electric vehicles**

**MOBILITY**



# ENVIRONMENT

## ON TRACK WITH OUR CARBON NEUTRALITY GOAL FOR SCOPE 1 AND 2

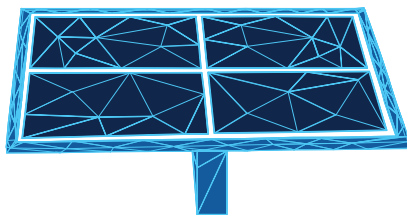


[tons CO<sub>2</sub> equivalent per EURm]

- ▶ Our sales increase ~20% (CAGR 21-24) from 155,7 EURm to expected 270 to 290 in 2024
- ▶ Despite this strong growth we reduce our Scope 1 and Scope 2 emissions since 2021 from 3,473 tons CO<sub>2</sub> equivalent to 2,479 tons in 2023 and expect further reduction to 1,300 tons in 2024.
- ▶ This leads to a reduction of ~40% CAGR in relation to sales
- ▶ **Strong reduction achieved by installing solar systems, recovering waste heat and using green electricity at the main production sites.**

# ENVIRONMENT

## EXPANSION OF PHOTOVOLTAIC SYSTEMS

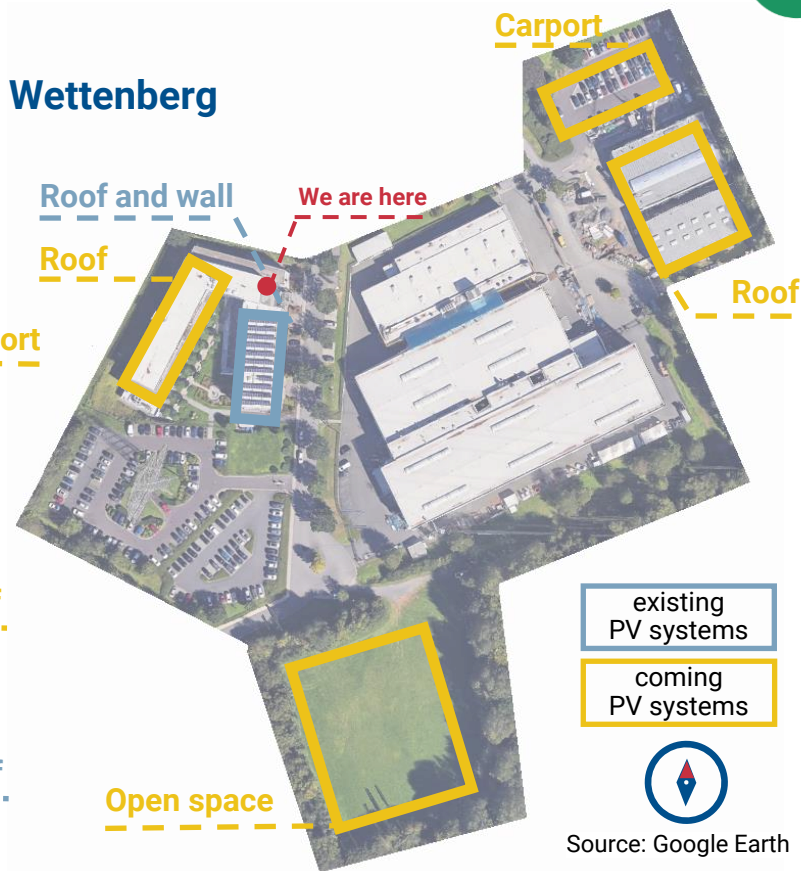


- Investment:  
**€ 1.7 million**
- New installed power:  
**~1.300 kWp**  
**~1.300 mWh pa**
- Share of solar power in total consumption:  
**~ 20%**
- CO<sub>2</sub> avoidance per year:  
**600 metric tons**

Jena



Wettenberg







# SOCIAL

WE AIM FOR APPRECIATION, EMPLOYEE SATISFACTION, AND DIVERSITY

## Diversity



Gender

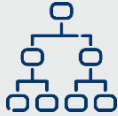


Cultural diversity



Demography

## KPI



Infiltration



Inclusion

## Appreciation

*Every employee contributes to the success of the company by creating a respectful and equal working environment.*

## Employee satisfaction



KPI development



Employee survey



Measures

# FINANCIAL PERFORMANCE AND ORGANIZATION

## Capital Markets Day 2024

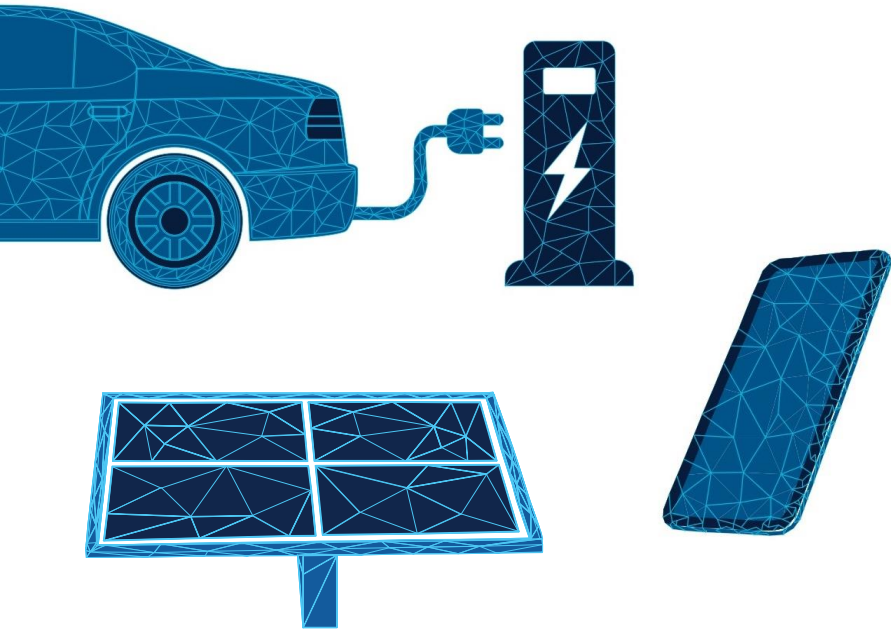


# MID-TERM GOAL: DOUBLING SALES BY 2028

STEERING THE WHOLE GROUP INTO SUSTAINABLE GROWTH



# AGENDA



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**FY 2023 AND Q1 2024  
HIGHLIGHTS**

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**BUILDING ON A STRONG  
TRACK RECORD**

---

**ORGANIZATION**

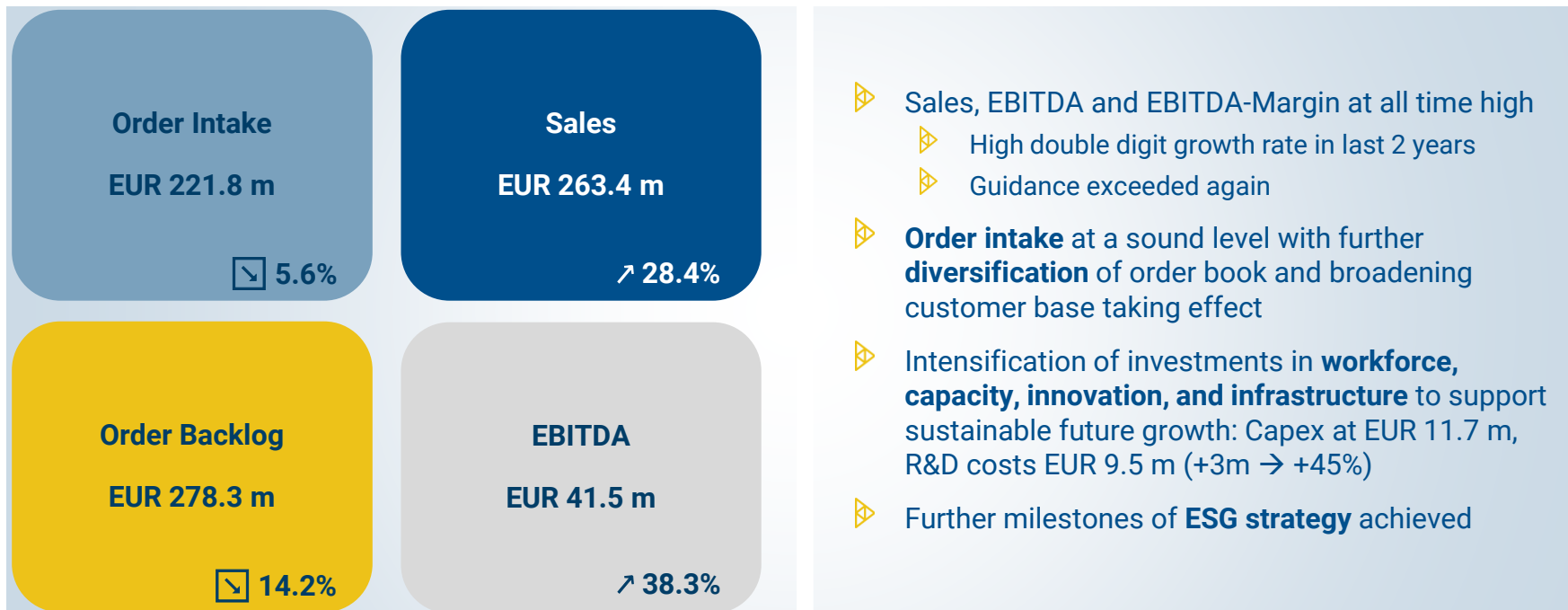
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**PERSPECTIVES**

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# VERY SUCCESSFUL YEAR 2023

## STRONG GROWTH





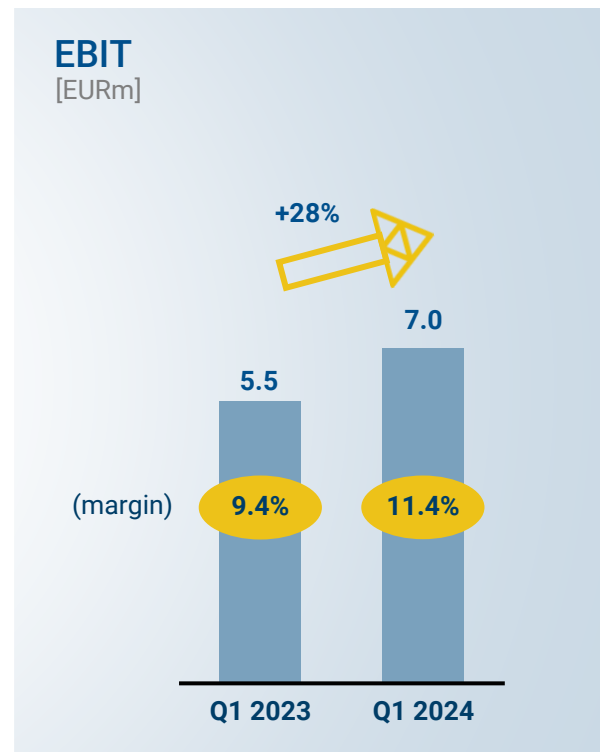
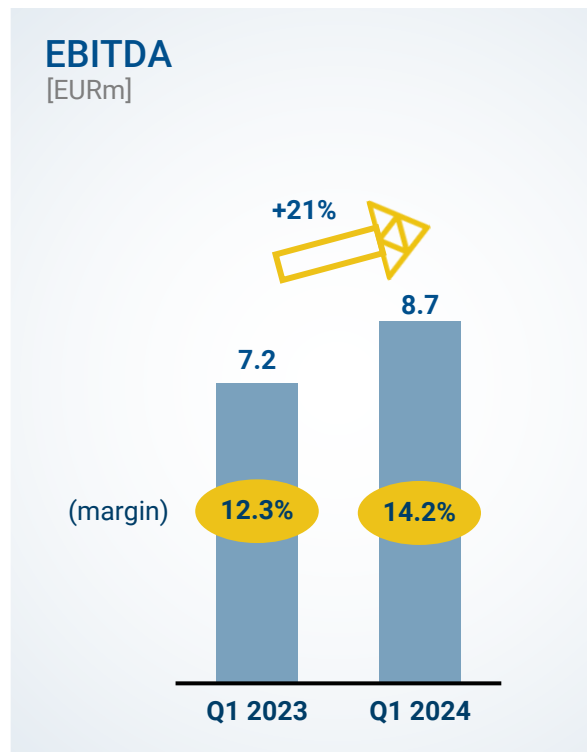
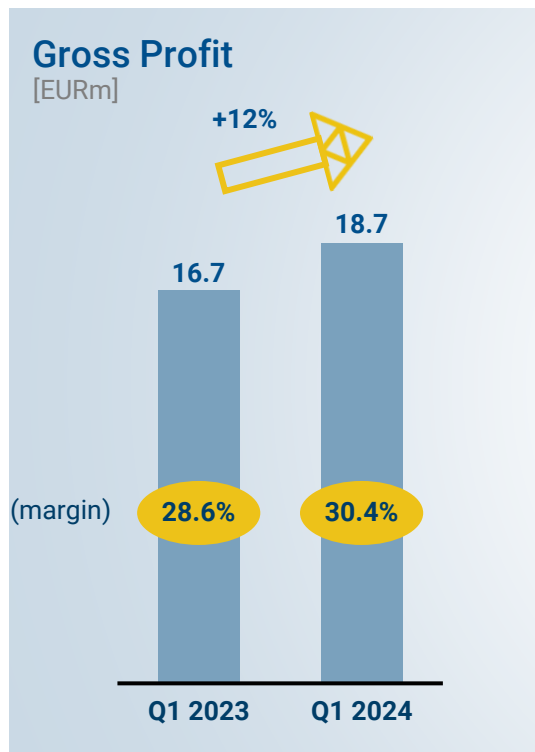
# HIGHLIGHTS Q1

## GOOD START INTO 2024

- ▶ **All in all on track towards guidance**
  - ▶ 5% growth in revenue
  - ▶ Margin improvement on track
- ▶ **Metrology business** with strong growth in Q1
- ▶ Higher investment level: **Capex at EUR 3.7 m** with focus on property and building
- ▶ Tech Hub **fully established**

# STARTING INTO 2024 WITH STRONG MOMENTUM

## KEY FIGURES Q1 2024

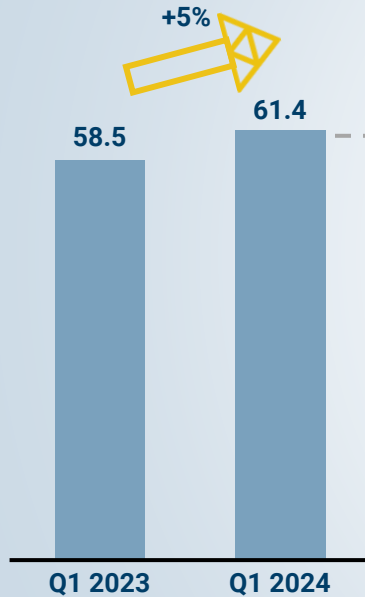


# GROUP SALES Q1 2024

START INTO THE FY IN LINE WITH EXPECTATIONS

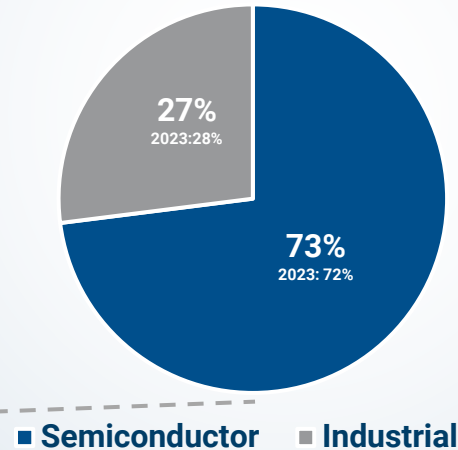
## Year on Year

[EURm]



## Segment Split

[EURm]



Increasing share of **metrology systems**



We become **less dependent** on specific sector cycles by **generating revenue from a variety of sectors**

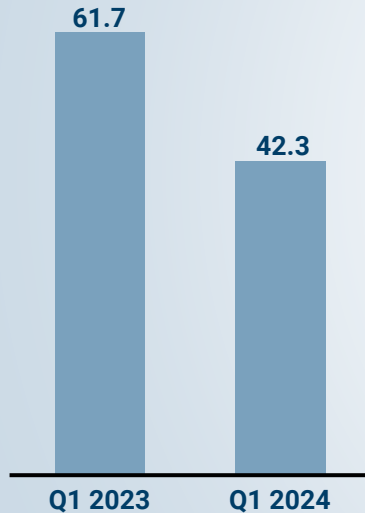


# ORDER INTAKE Q1 2024

REFLECTS TEMPORARY WEAKNESS OF THE SEMICONDUCTOR INDUSTRY

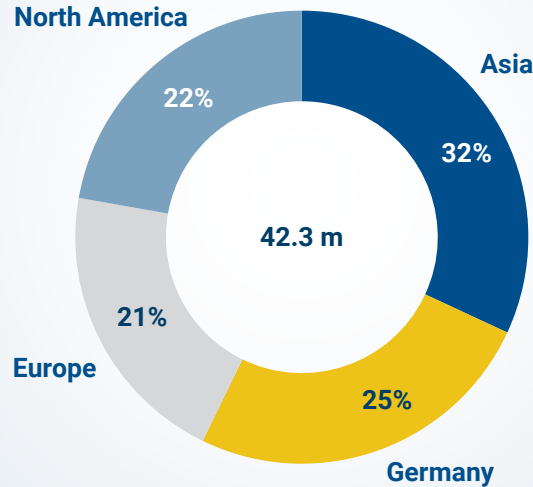
## Year on Year

[EURm]



## Region

[EURm]



**Order intake at EUR 42.3 m**, strong demand from decarbonization and mobility, semiconductor remains weak



Well diversified order book: **Asia 32%, Germany 25%, Europe (ex-Germany) 21%, North America 22%**



**Semiconductor** contributes **58%** of orders, **Industrial 42%**

# FINANCIAL GUIDANCE

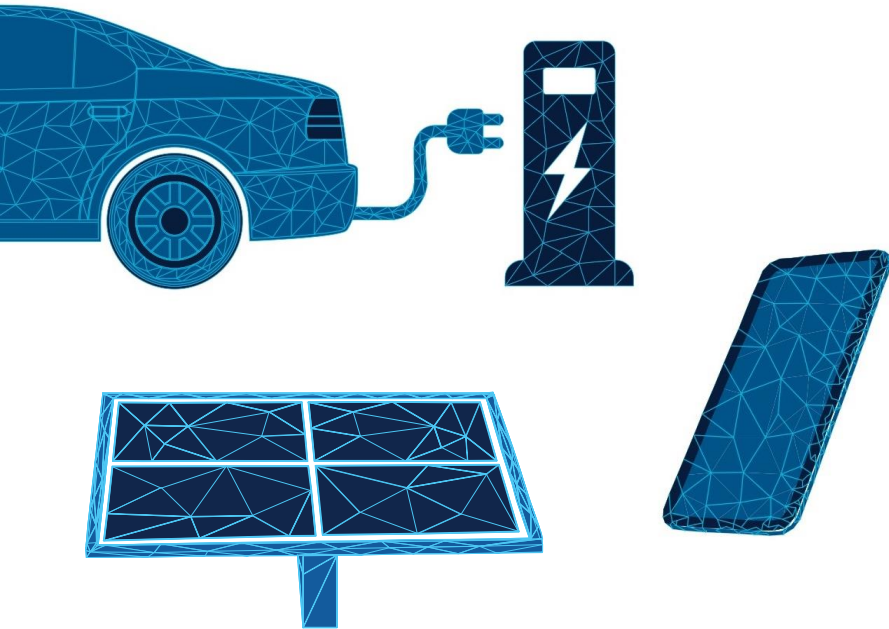
## SHORT-TERM GUIDANCE CONFIRMED

### 2024/2025

- ▶ FY2024 sales target between EUR 270 m and EUR 290 m with earnings before interest, tax, depreciation and amortisation (EBITDA) ranging from EUR 47 m to EUR 51 m
- ▶ 2025 is expected to continue to grow at a similar level



# AGENDA



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FY 2023 AND Q1 2024  
HIGHLIGHTS

---

**BUILDING ON A STRONG  
TRACK RECORD**

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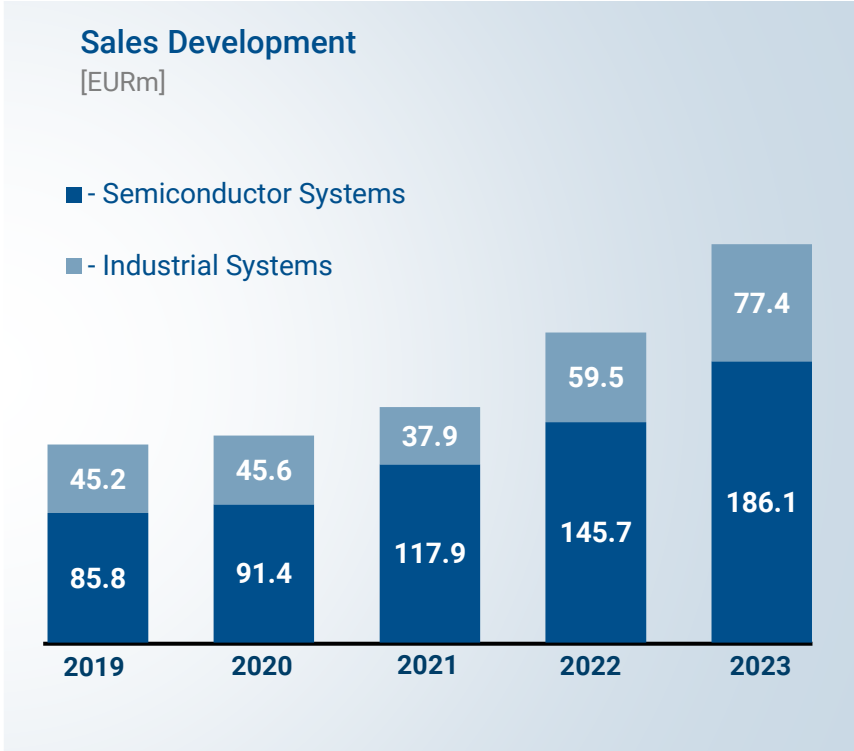
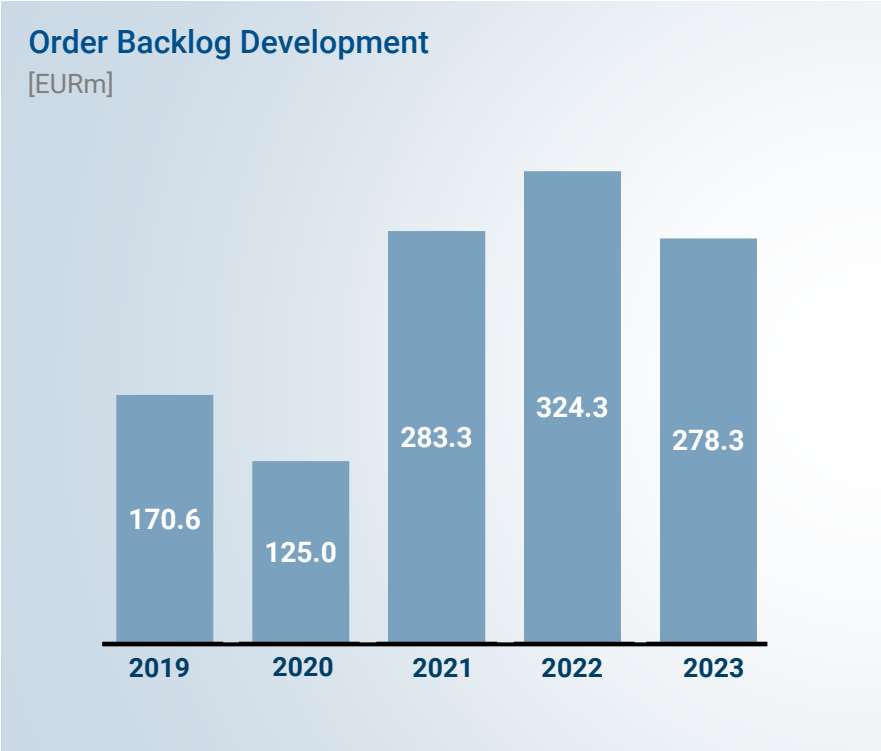
ORGANIZATION

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PERSPECTIVES

# PVA 5-YEAR PERFORMANCE

## SUSTAINABLE TRACK RECORD OF GROWTH

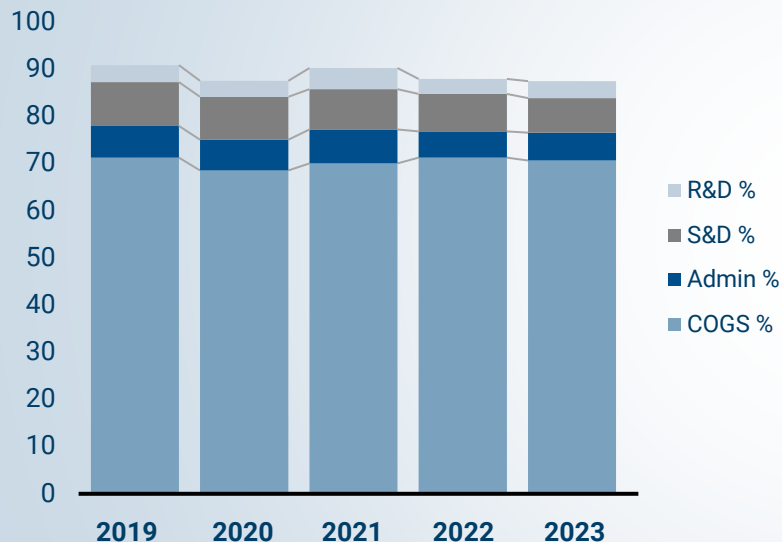


# PVA 5-YEAR PERFORMANCE

SOLID PROFITABILITY DRIVEN BY WELL-MANAGED COST BASE

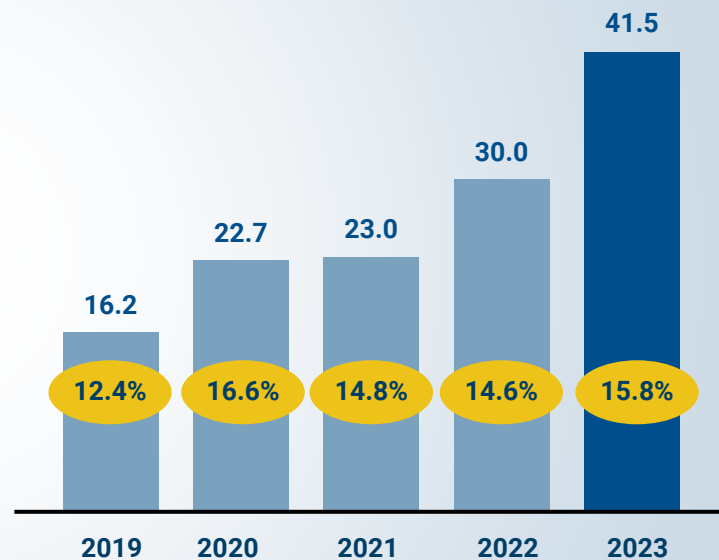
## Cost Ratios Development

[in % of Revenues]

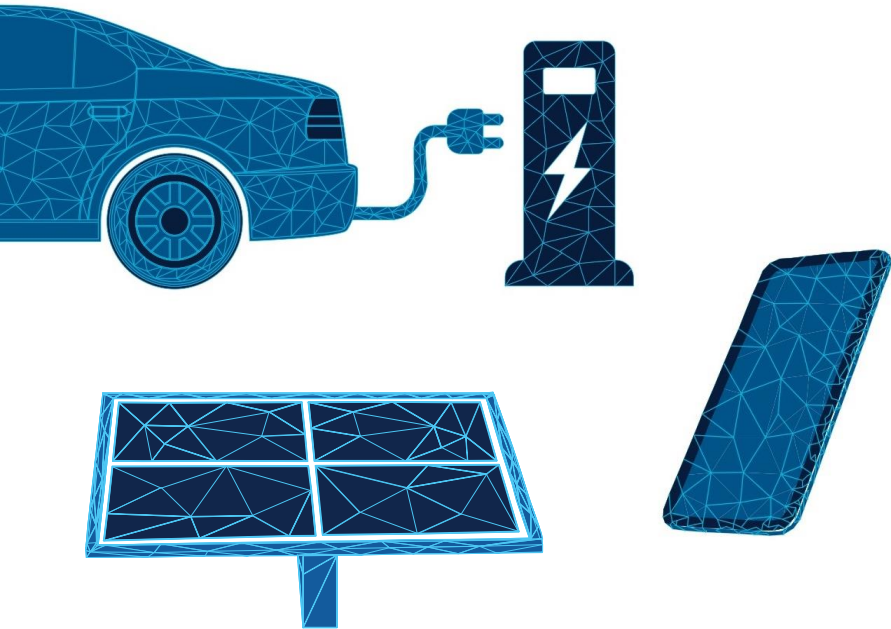


## EBITDA Development

[EURm]



# AGENDA



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FY 2023 AND Q1 2024  
HIGHLIGHTS

---

BUILDING ON A STRONG  
TRACK RECORD

---

**ORGANIZATION**

---

PERSPECTIVES

# OUR MISSION

PURSUING SUCCESS TOGETHER

With innovation!  
Through **appreciation!**  
To **success!**



GREAT SUCCESS IS BASED ON SKILLED AND MOTIVATED TEAMS ON ALL LEVELS

# ORGANIZATIONAL STRUCTURE

## WE ARE PREPARING FOR GROWTH

777

# of employees  
today

>1,000

# of employees  
2028

- ▶ Comprehensive people development program: “Together into the Future”
- ▶ Focus on internal qualification, training, and succession planning





# OUR RECRUITMENT APPROACH

## COLLABORATION WITH ACADEMIC INSTITUTIONS

- ▶ We will take a more international approach to recruitment
- ▶ Centralized international search programmes
- ▶ High management approach already in early stage
- ▶ Targeted approach of universities with relevant expertise
- ▶ University cooperations (from local to international)
- ▶ Training and education centre to be established



# PVA TEPLA'S MANAGEMENT BOARD

LEAN BOARD STRUCTURE – ALIGNED WITH STRATEGY

CEO



**JALIN KETTER**

CEO since 01/2024, CFO since 06/2020

Strategy, IR/PR, ESG, R&D, HR-  
Development

COO



**OLIVER HÖFER**

COO since 12/2013

Construction, Production,  
Procurement, Sales, HR-  
Administration

CFO



**CARL MARKUS GROß**

CFO as of 01/2025

Finance, Legal and IT

# HIGHLY TECHNOLOGY-DRIVEN SECOND TIER OF LEADERSHIP

SHAPING OUR FUTURE TECHNOLOGICAL PATH

MATERIAL SOLUTIONS



**DR. UDO BROICH**

Material Scientist

METROLOGY



**DR. PETER CZURRATIS**

Physicist

TECHNOLOGY HUB



**DR. JAN PFEIFFER**

Material Engineer

**INDIVIDUAL UNITS ARE IN CHARGE OF BUSINESS OPERATIONS  
(PRODUCTION, CONSTRUCTION, PROCUREMENT, PRODUCT MARKETING AND SALES)**

# PVA TEPLA'S SUPERVISORY BOARD

IN LINE WITH COMPETENCE PROFILE



**Alexander von Witzleben**  
Chairman



**Prof. Dr. Gernot Hebestreit**

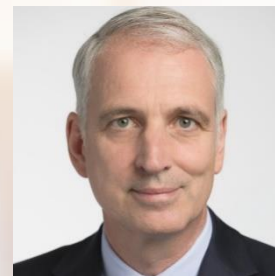


**Dr. Myriam Jahn**



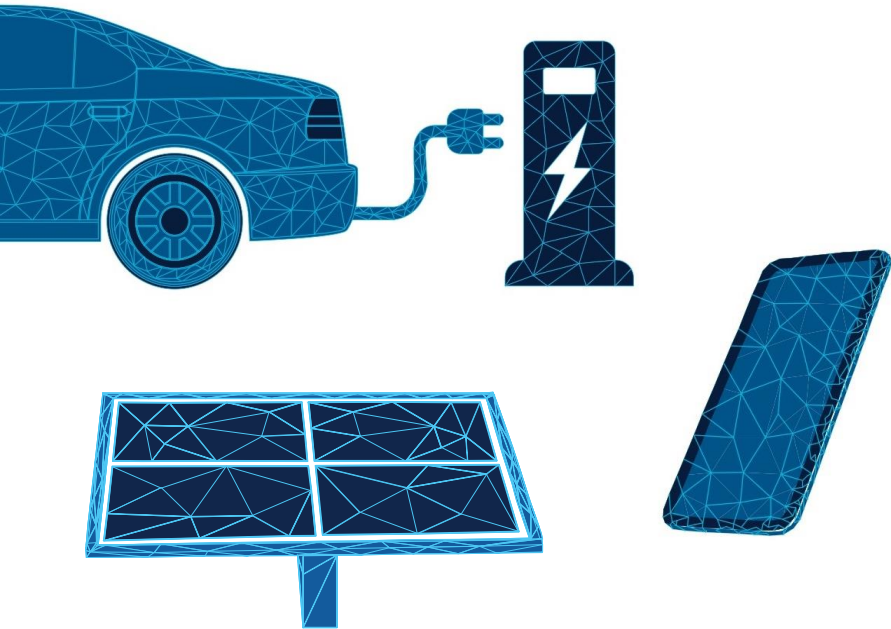
**Prof. Dr. Markus H. Thoma**  
(until 06/2024)

Proposed for election at  
the AGM on 26 June 2024:



**Christoph von Seidel**  
Auditor and tax consultant

# AGENDA



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FY 2023 AND Q1 2024  
HIGHLIGHTS

---

BUILDING ON A STRONG  
TRACK RECORD

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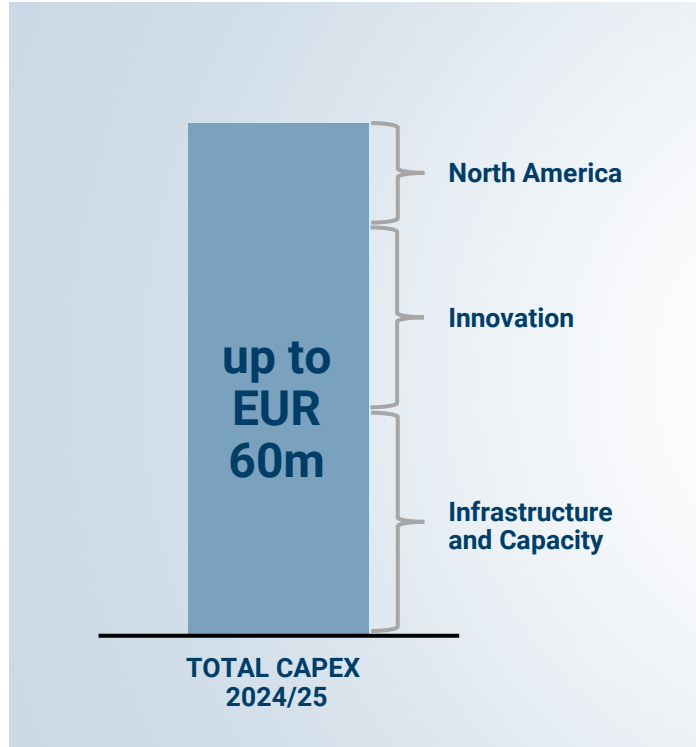
ORGANIZATION

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PERSPECTIVES

# INVESTMENTS: CAPEX PROJECTION

SUPPORTING FUTURE GROWTH WITH INVESTMENT PEAK IN 2024/2025



## KEY INVESTMENT AREAS:

### ▶ North America

- ▶ Showroom/Assembly capacities

### ▶ Innovation

- ▶ Technology Hub
- ▶ Training- & Education Centre

### ▶ Infrastructure and Capacity

- ▶ Production capacity
- ▶ Software & IT

# M&A HAS ALWAYS BEEN PART OF OUR GROWTH STRATEGY

## OVERVIEW

**PVA TePla**  
Scanning Acoustic Microscopy



- ▶ Acquired in 2007, with sales in the single-digit million range
- ▶ **Growth** since acquisition >1,000%

**PVA TePla**  
MPA Industrie



- ▶ Acquired in 2022
- ▶ Grown from **single-digit to double-digit** revenues in 2 years

# NEW FINANCING STRUCTURE DESIGNED FOR FURTHER GROWTH

- ▶ Financing in line with strategic focus
- ▶ Volume almost doubled
- ▶ Maturity of at least 5 years
- ▶ Reflecting:
  - ▶ Investment planning
  - ▶ Higher M&A line
  - ▶ Product mix/prepayment structure





# KEY TAKEAWAYS

- 
- Leveraging our technology portfolio to become the leading facilitator for material science solutions
  - Strong market potentials driven by the megatrends digitization, mobility, and decarbonization
  - Ambitious but realistic targets with a clear commitment to growth and profitability
  - Asset-light business model that allows us to be agile and cost-efficient
  - A technology-driven leadership team committed to achieving our goals

**Thank you for attending our  
Capital Markets Day**

**Have a safe journey!**

**IR Contact**

**Dr. Gert Fisahn**

Manager Investor Relations

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Mobile: +49 (151) 122 03311

E-Mail: [gert.fisahn@pvatepla.com](mailto:gert.fisahn@pvatepla.com)

# FINANCIAL CALENDAR

- ▶ 26 June 2024  
AGM, Gießen
- ▶ 14 August 2024  
Quarterly Report Q2
- ▶ 12 November 2024  
Quarterly Report Q3