Hi**PACE** 

PFEIFFER

D-35914 Asser Mod: HiPace 700 0: Uil DN 160 ISOK, 3P 3N 8B M.-No PM P03 933 at 40016 Ser.- No.: 14474888 High 150 Horizond



# PFEIFFER VACUUM TECHNOLOGY AG

Quarterly Financial Report Third Quarter 2010

# **Quarterly Financial Report / Third Quarter 2010**

# Contents

Key Figures	3
The Company	4
Share Performance	5
Interim Management Report	6
Consolidated Interim Financial Statements	17
Consolidated Statements of Income	17
Consolidated Statements of Comprehensive Income	18
Consolidated Balance Sheets	19
Consolidated Statements of Shareholders' Equity	20
Consolidated Statements of Cash Flows	21
Notes to the Consolidated Interim Financial Statements	22
Additional Information	29

Key Figures							
		Q3 2010	Q3 2009	Change	Q1-Q3	Q1-Q3	Change
Sales and profit					2010	2009	
Total Sales	K€	59,065	38,904	۶1.8 % ا	158,531	137,501	15.3 %
Germany	K€	19,908	10,978	8 81.3 %	51,133	54,623	-6.4 %
Other countries	K€	39,157	27,926	6	107,398	82,878	
Operating profit	K€	14,441	5,850	) 146.9 %	37,099	27,720	
Net income	K€	11,258	4,186	6   168.9 %	29,039	19,740	47.1 %
Return on sales	%	19.1	10.8	3+8.3 Pp	18.3	14.4	+3.9 Pp
Operating cash flow	K€	13,854	5,129	9 170.1 %	30,330	12,447	143.7 %
Capital expenditures	K€	1,171		4	1,795	3,472	-48.3 %
Earnings per share	€	1.32	0.49	9 169.4 %	3.39	2.31	
Workforce							
Workforce (average)		906	731		887		21.5 %
Germany		725		)	709	556	
Other countries		181			178		2.3 %
Sales per employee	K€	65		3 22.6 %	179	188	4.8 %
				Sept. 30, 2010	Decembe	r 31, 2009	Change
Balance sheet			_				
Total assets			K€	178,487		159,054	
Cash and cash equivalents			K€	57,425		61,983	-7.4 %
Number of shares issued				8,970,600		8,970,600	0.0 %
Shareholders' equity			K€	146,990		138,337	6.3 %
Equity ratio			%	82.4			4.6 Pp

This quarterly year financial report has been prepared in accordance with International Financial Reporting Standards (IFRS). Throughout this report, all percentages are calculated based on amounts in thousands  $\in$ .

The quarterly financial report as of September 30, 2010, is unaudited.

# **The Company**

Pfeiffer Vacuum – a name that stands for innovative solutions, high technology, dependable products and first-class service. For 120 years, we have been setting standards in vacuum technology with these attributes. One very special milestone was the invention of the turbopump at our Company more than 50 years ago. Thanks to our know-how, we continue to be the technology and world market leader in this field. To no small degree, this also manifests itself in our extremely high profitability.

Pfeiffer Vacuum is a provider of solutions for industrial applications and research projects requiring vacuum in the very low pressure range. In this connection, our vacuum solutions include all processes and steps that are needed to create perfect vacuum conditions, including advice, products, accessories, training and service. Our customers' requirements are typically highly complex. They relate to both the concrete vacuum need in question as well as to the specifics of the system, the materials and products being used or processed, as well as the process conditions. And quality always plays a key role in this connection: Products from Pfeiffer Vacuum are constantly being optimized through close collaboration with customers from a wide variety of industries, through ongoing development work and through the enormous enthusiasm and commitment of our people. These are virtues that we will continue to embrace!

Our customers come from environmental technologies, chemistry, semiconductor production, coating technologies, automotive industry and many other segments. The Company's main markets are located in Europe, the US and Asia. Established in 1890, Pfeiffer Vacuum including Trinos Vakuum-Systeme is today active with 906 employees, 14 subsidiaries and over 20 agencies worldwide.

Pfeiffer Vacuum	
Headquarters	Asslar
Established	
Purpose of the Company	To develop, manufacture and market components
	and systems for vacuum generation, measurement
	and analysis
Manufacturing sites	Asslar, Göttingen
Workforce (September 30, 2010)	
Sales and service	
Export ratio	
Quality management	Certified under ISO 9001:2008
Environmental management	Certified under ISO 14001:2004
Stock exchange listing	Deutsche Börse, Prime Standard/TecDAX
Accounting	IFRS

For more information please visit www.pfeiffer-vacuum.net.

## **Share Performance**

Pfeiffer Vacuum shares have been traded on the Deutsche Börse Stock Exchange in Frankfurt since April 15, 1998. Pfeiffer Vacuum satisfies the high transparency requirements of the Prime Standard and has been included without interruption in the TecDAX, the index of the 30 most important technology issues traded on the stock exchange in Frankfurt, since its inception.

Basic information about Pfeiffer Vacuum shares				
Deutsche Börse Symbol				
ISIN	DE0006916604			
Bloomberg Symbol	PFV.GY			
Reuters Symbol	PV.DE			
Number of shares issued	8,970,600 (including 456,352 treasury shares)			
Free-float as at September 30, 2010	94.91 %			
Market capitalization as at September 30, 20	10€ 590.9 million			

On January 4, 2010, Pfeiffer Vacuum shares opened at  $\in$  58.50 at Deutsche Börse, while the closing price on September 30, 2010, was  $\in$  69.40. This represents a significant increase by 18.6 %. In contrast, the TecDAX lost 6.4 % in 2010, starting at 834 points on January 4, 2010 and closing at 781 points on September 30, 2010. With  $\in$  71.70, the highest price for Pfeiffer Vacuum shares for the first nine months 2010 was reached on September 23, 2010. The low was recorded at  $\in$  52.52 on May 25, 2010.

By means of the dividend payout in Mai 2010, Pfeiffer Vacuum strengthened its position as the highest dividend issuer in the TecDAX. At the Annual Shareholders' Meeting on May 20, 2010, a vast majority of shareholders followed the common proposal of Management and Supervisory Board and resolved a dividend of  $\notin$  2.45 for the fiscal year 2009 ( $\notin$  3.35 per share for 2008). Thus, the payout ratio of around 75 % of consolidated net income was kept constant. A total of  $\notin$  20.9 million was paid to the shareholders.

Unchanged compared to December 31, 2009, the free-float is 94.91 % because treasury shares (5.09 %) have to be deducted. This free-float is also the basis for the calculation of market capitalization as at September 30, 2010.

Following an outstanding third quarter 2010 accumulated total sales of Pfeiffer Vacuum Group stood at  $\in$  158.5 million and thus  $\in$  21.0 million, or 15.3 %, above the 2009 values – despite sales in the first nine months of 2009 being significantly impacted by the sales contribution from a big order from the solar industry. This satisfactory sales development also led to profitability improving on both, an absolute and a relative basis. With an operating profit of  $\in$  37.1 million and an EBIT margin of 23.4 % the prior year results ( $\in$  27.7 million at an EBIT margin of 20.2 %) were significantly exceeded. Though, it has to be taken into account that margin was slightly diluted due to the first time inclusion of Trinos Vakuum-Systeme GmbH as of January 1, 2010. Considering financial results ( $\in$  28.8 million) and income taxes (tax rate at 27.2 %) this adds up to a net income of  $\in$  29.0 million (2009:  $\in$  19.7 million). After  $\in$  2.31 in the first three quarters of 2009, earnings per share stood at  $\in$  3.39 – an increase by excellent 46.8 % coming from an already above-average profitability level in 2009.

#### **Overall Economic Environment and Industry Situation**

The severe economic crisis in 2009 was overcome. Leading economic experts forecast the global economy to grow at 4.6 % and thus to return fast to the growth path. For virtually all industrialized nations positive growth rates of gross domestic product (GDP) are forecasted following a weak year 2009. In total, economic experts project a 2.4 % growth rate for industrialized countries, mainly fuelled by the development in the United States (2.7 %) and Japan (3.1 %). The expected GDP growth rate for Germany was significantly increased and now stands at 3.4 %. German economy thus became the motor for the European economic development, where a growth of 1.6 % is projected. But the main driver for the global economic development still is the Asian region (excluding Japan) with a growth rate of 9.0 %. Not surprisingly, the expected development in China with 10.2 % and in India with 8.6 % predominantly contributed to this.

The positive worldwide economic development also impacts the vacuum industry. Especially the semiconductor industry which stands at the beginning of a growth cycle contributes to this development, which is regionally reflected in a sales growth in Asia.

#### **Business**

Our business operations include the development, manufacture, sale and service of vacuum pumps, vacuum measurement, components and analysis equipment and instruments, as well as vacuum systems.

#### Sales

Presented below are net sales by segment, by region, by product and by market for the periods ended September 30, 2010 and 2009. It should be noted with respect to net sales by segment that the sales shown in this presentation were allocated on the basis of the location that invoiced the sales. The segment-based presentation thus shows net sales by subsidiaries. Net sales by region, on the other hand, include all

sales in a given region, regardless of which subsidiary within the Pfeiffer Vacuum Group actually invoiced the sales. Net sales by segment and by region thus differ from one another to a greater or lesser extent. Net sales in the Asian segment, for example, differ from those shown for the Asian region, as the Asian segment includes the sales of our Asian subsidiaries in India, Korea and China. The presentation for the Asian region, on the other hand, additionally includes sales generated directly with Asian customers by the German company, such as with customers in Japan, and Taiwan. Net sales in the U.S. region and the U.S. segment, on the other hand, are nearly identical, because virtually all sales in this region are handled by our American subsidiary.

#### Sales by Segment (Companies)

Pfeiffer Vacuum's subsidiaries in the individual countries are independent legal entities with their own management which distribute the products and provide services. Accordingly, we identify our operating segments geographically. Due to the similarity of their economic characteristics, including nature of products sold, type of customers, method of product distribution and economic environment, we aggregate our European subsidiaries outside Germany into one reportable segment, "Europe (excluding Germany)."

Sales by Segment (in K €)				
	Three mon Septem			ths ended nber, 30
	2010	2009	2010	2009
Germany	30,680		82,389	
United States	15,225		38,665	
Europe*	11,538		32,529	
Asia	1,622	1,795	4,948	
Total	59,065		158,531	137,501

\* Excluding Germany

After the sales in the first half year of 2010 were only slightly above the 2009 level, a significant sales increase can now be noticed coming from a very good third guarter. With € 158.5 million, sales considerably increased by € 21.0 million compared to €137.5 million in 2009. In the Germany segment sales in the prior year were characterized by the sales recognized in connection with a big order from the solar industry. Nevertheless, sales here increased by € 5.9 million due to the very sound development in our core business and the first time inclusion of Trinos. Sales of our US sales company developed on an even more positive note and increased from € 27.4 million to € 38.7 million (+€ 11.3 million, or 41.1 %). The main reason for this very satisfactory development was predominantly the recovery in the analytical and semiconductor business. But with € 1.4 million, also exchange rate impacts contributed to this increase. In Europe (excluding Germany) sales also increased (+€ 2.5 million) which was predominantly caused by the development in the third guarter. Sales of our subsidiaries in Korea, China and India, which we combine in the Asia segment, also increased by € 1.4 million, mainly due to the development in the Korean market.

In the Germany segment the share of total sales decreased from 55.7 % in the first nine months of 2009 to 52.0 % in 2010. Accounting for 24.4 % of total sales, the US segment now ranks second, followed by Europe (excluding Germany) and Asia.



\* excluding Germany

#### Sales by Region

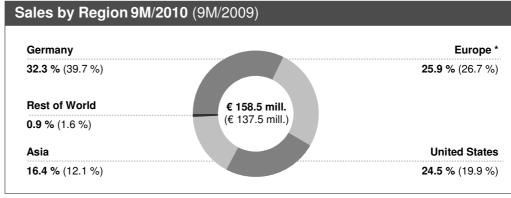
To provide additional information, we also present sales by region in the following table. It includes all sales in a given region, regardless of which company in the Pfeiffer Vacuum Group actually generated these sales.

Sales by Region (in K €)				-
	Three mon Septem			ths ended ber 30,
	2010	2009	2010	2009
Germany	19,908		51,133	
Europe*	14,326		40,959	
United States	15,252		38,904	
Asia	9,051	6,251	26,077	
Rest of world	528		1,458	
Total	59,065		158,531	137,501

\* Excluding Germany

The table above shows the decreasing development (-€ 3.5 million) in Germany with regard to the complete nine months figures. But, looking at Q3 2010, sales significantly increased by € 8.9 million to € 19.9 million. Though, it has to be taken into account that the development in 2009 was impacted by sales recognized in connection with a big order from the solar industry. On the other hand, sales from the first time inclusion of Trinos in 2010 partly compensated this decrease, as these sales were allocated predominantly to the Germany region. Development in Europe (excluding Germany) basically was satisfactory, with sales increasing by € 4.3 million to € 41.0 million. Sales in the US considerably increased by € 11.5 million, or 42.2 %. This was mainly caused by the positive development in the analytical and semiconductor business as well as by positive exchange rate impacts of € 1.4 million. In Asia, too, sales significantly increased by € 9.5 million to € 26.1 million. This is predominantly due to sales growth in Japan (+€ 3.3 million), Taiwan (+€ 1.5 million) and China (+€ 1.4 million). Overall exchange rate impacts totaled € 0.6 million.

Despite the sales decrease in Germany, with a portion of 32.3 % of total sales in the first nine months of 2010 this still is the most important region (2009: 39.7 %). Nevertheless, the gap to Europe (excluding Germany) and the United States, where sales accounted for 25.9 %, and 24.5 %, of total sales, became smaller.



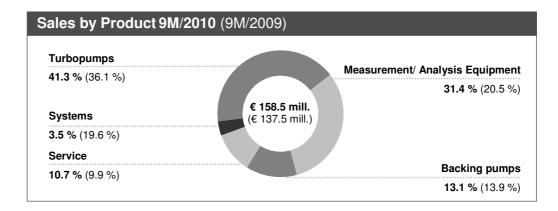
\* excluding Germany

#### Sales by Product

Sales by Product (in K €)				
	Three months ended Nine months ended September 30, September 30,			
	2010	2009	2010	2009
Turbopumps	25,084		65,442	
Measurement/Analysis equipment	19,138		49,743	
Backing pumps	6,643	6,678	20,867	
Service	6,444	4,472	16,969	
Systems	1,756		5,510	
Total	59,065		158,531	137,501

Caused mainly by the decrease in recognized sales from a big order from the solar industry, sales in the systems business significantly declined from  $\notin$  27.0 million to  $\notin$  5.5 million. However, this decrease by  $\notin$  21.5 million was more than offset by sales increases in all other product groups. The sales increase in measurement and analysis equipment (+ $\notin$  21.5 million, or 75.9 %), which was not only achieved due to the consideration of the Trinos sales allocated to this product group, has to be pointed out. The development in the turbopump product group is also enjoyable. Following  $\notin$  49.5 million in the previous year, the sales volume in the current fiscal year totaled  $\notin$  65.4 million. This represents an increase by  $\notin$  15.9 million, or 32.1 %. In service sales increases by  $\notin$  3.3 million, while sales with backing pumps increased by relatively low  $\notin$  1.8 million.

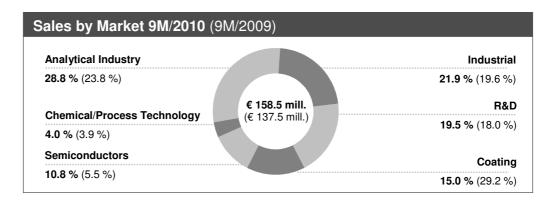
Due to the sales decrease in systems business also the portion of total sales decreased to 3.5 % (2009: 19.6 %). After the turbopumps with highest share in total sales (41.3 %) we now have measurement and analysis equipment at 31.4 %, followed by backing pumps (13.1 %) and service (10.7 %).



#### Sales by Market

Sales by Market (in K €)				
	Three mon Septem			ths ended nber 30,
	2010	2009	2010	2009
Analytical industry	16,875		45,595	
Industrial	11,822		34,649	
R & D	11,117		30,946	
Coating	9,782		23,849	40,088
Semiconductors	7,100		17,089	
Chemical and process technology	2,369		6,403	
Total	59,065		158,531	137,501

Compared to prior year sales by market saw the expected decrease in the coating market coming from the decline in sales recognized in connection with a big order from the solar industry. Following  $\in$  40.1 million in 2009, sales in the first nine months of 2010 totaled  $\notin$  23.8 million. This represents a decrease by  $\notin$  16.3 million, or 40.5 %. However, this trend mitigated due to sales increases in the third quarter 2010. On a cumulative basis as well as for the third quarter, all other market segments developed positively. With +€ 12.9 million in the first nine months of 2010 the analytical business recorded the highest absolute increase while the semiconductor industry with +125.2 % saw the highest increase in relative terms. But also market segments industrial and R & D continued to develop on a positive note (+€ 7.7 million, and +€ 6.2 million, respectively). In the R & D market segment this is noteworthy for two reasons. On the one hand, sales increases were recorded even in the difficult market environment of 2009. On the other hand, the momentum yet became bigger in the third quarter. These aspects verify the outstanding position Pfeiffer Vacuum possesses in this market segment.



#### Order Intake and Order Backlog

The development of new orders in 2010 continues to be very satisfactory. Following  $\notin$  117.3 million in the first nine months of 2009, new orders for the current financial year stand at  $\notin$  165.3 million. This represents an increase by  $\notin$  48.0 million, or 40.9 %. Adjusted for extraordinary effects from major orders, the third quarter 2010 was the best quarter in the Company's history and is the fifth quarter in row in which a sequential increase was achieved. The book-to-bill ratio, the quotient of new orders and sales, was 1.04 on September 30, 2010 (September 30, 2009: 0.85).

As at September 30, 2010, orders on hand totaled  $\in$  48.6 million. Coming from  $\in$  40.2 million as at December 31, 2009, over  $\in$  41.7 million as at March 31, 2010,  $\in$  45.5 million as at June 30, 2010, and the said  $\in$  48.6 million as at September 30, 2010, the order backlog continuously increased. Almost two thirds of the order backlog relate to our vacuum pumps. As at September 30, 2009, orders on hand totaled  $\in$  40.8 million. The acquisition of Trinos on January 1, 2010, has to be considered in the development of order backlog.

Contracts are only recorded as orders when they are based upon binding contracts. The value of orders on hand should not be used to predict future sales and order volumes.

#### **Cost of Sales and Gross Profit**

Totaling € 84.7 million in the first three quarters of 2010, cost of sales increased by € 6.0 million, or 7.7 %, compared to prior year figure (€ 78.7 million). But as sales grew even stronger than cost of sales, gross profit considerably improved and stood at € 73.8 million as per September 30, 2010 (2009: € 58.8 million). This represents a significant increase by € 15.0 million, or 25.5 % which predominantly stemmed from the third quarter with a gross profit of € 28.2 million, up € 12.3 million from the prior year quarter (€ 15.9 million). Gross margin, too, improved from 42.8 % in 2009 to 46.6 % in the first nine months of 2010. The main reasons for this development were economies of scale as a consequence of the significantly increased sales volume. The economies of scale were boosted by the extensive reorganization and modernization of the production facilities in 2009. Moreover, the expenses related to these measures only occurred in 2009 and thus positively impacted the earnings

development twice. The product mix, too, positively influenced the increase in margins.

#### **Selling and Marketing Expenses**

With  $\in$  19.4 million in the current fiscal year, selling and marketing expenses increased by  $\in$  2.2 million, or 13.0 %, compared to the prior year number of  $\in$  17.2 million. This increase was predominantly due to the selling expenses accounted for by Trinos which still have to be seen against the backdrop of integrating Trinos into the Pfeiffer Vacuum Group. Additionally, selling expenses increased due to intensified marketing activities and the higher sales volume. But, with 12.3 % of total sales, the relative portion of selling and marketing expenses slightly decreased (2009: 12.5 %).

#### **General and Administrative Expenses**

General and administrative expenses increased by  $\notin$  2.9 million from  $\notin$  8.0 million in the first three quarters 2009 to  $\notin$  10.9 million in 2010. Reasons for this development were, among others, the administrative expenses accounted for by Trinos and increased fees for memberships in industrial associations. Relative to sales, this ratio rose from 5.8 % to 6.9 %.

#### **Research and Development Expenses**

Totaling  $\in$  5.4 million in the first nine months of 2010, research and development expenses were on exactly the same level as in 2009. Due to the sales increase, the R&D ratio, the ratio between R&D expenses and sales, went down from 3.9 % in the first three quarters of 2009 to 3.4 % in 2010.

#### Other operating income and expenses

Following foreign exchange losses of  $\notin 0.5$  million in the first nine months of 2009,  $\notin 1.0$  million foreign exchange losses were recorded in the current fiscal year. The main reason for this was the development of the US dollar.

#### **Operating Profit**

Operating profit increased from  $\notin 27.7$  million in the first nine months of 2009 to  $\notin 37.1$  million in 2010. This represents an outstanding increase by  $\notin 9.4$  million, or 33.8 %. The EBIT margin, the ratio between operating profit and sales, also significantly increased. Following 20.2 % in the first three quarters of 2009, it now stands at 23.4 %. During the course of 2010, the margin situation steadily improved, too. The EBIT margin in Q3 2010 was 24.5 %, back again on an extremely profitable level – despite a slight margin dilution due to the inclusion of Trinos in the Consolidated Financial Statements.

#### **Financial Result**

Totaling  $\notin$  2.8 million, the financial result in the first three quarters of 2010 was significantly higher than the  $\notin$  0.5 million in the year before. The main reasons for this development were gains from disposals of investment securities amounting to  $\notin$  2.4 million which were realized particularly in the first and in the third quarter of 2010. In contrast, lower interest rates and a lower level of cash and cash equivalents during 2010 led to decreasing interest income.

#### **Income Taxes**

With 27.2 %, the tax rate for the first three quarters of 2010 was below the previous year's level (30.0 %). In the third quarter of 2010 the tax rate was at 27.3 % after 29.3 % in the prior year. This decrease was due to the virtually tax free gains from disposals of investment securities.

#### **Net Income**

With  $\notin$  29.0 million for the first nine months 2010 net income was considerably higher than the prior year's amount of  $\notin$  19.7 million. This represents a material increase by  $\notin$  9.3 million, or 47.1 %. The related net return on sales was 18.3 % (2009: 14.4 %). This improvement is also reflected in earnings per share. Following  $\notin$  2.31 in the previous year, outstanding  $\notin$  3.39 were recorded for the nine months of 2010 (+ $\notin$  1.08). In 2010, Pfeiffer Vacuum thus returned to its well known profitability and at the end of Q3 2010 already exceeded net income for full fiscal 2009 of  $\notin$  27.7 million by  $\notin$  1.3 million.

#### **Financial Position**

Compared to December 31, 2009, the balance sheet total increased by € 19.4 million, or 12.2 %, from € 159.1 million to € 178.5 million as at September 30, 2010. This development was, among others, attributable to the inclusion of Trinos in the Pfeiffer Vacuum Group. The inclusion impacted non-current assets, in particular property, plant and equipment as well as intangible assets (primarily goodwill). Please refer to Note 3 in the Notes to the Consolidated Interim Financial Statements for a detailed overview of assets and liabilities recognized in connection with the Trinos acquisition. Cash and cash equivalents decreased by € 4.6 million from € 62.0 million to € 57.4 million. This was mainly due to the payment of the purchase price to the former shareholders and the cash outflows in connection with the debt relief of Trinos as well as the dividend payment to the Pfeiffer Vacuum Technology AG shareholders amounting to € 20.9 million on the one hand and the operating cash flow of € 30.3 million on the other hand. Accounting for 32.2 % of total assets, this position still is very important for the asset side of the balance sheet (December 31, 2009: 39.0 %). Additionally, receivables and inventories increased which was mainly caused by the sound business development in current fiscal 2010.

Amounting to  $\notin$  147.0 million, total shareholders' equity as at September 30, 2010, increased by  $\notin$  8.7 million compared to the level of December 31, 2009 ( $\notin$  138.3 million). The dividend payment of  $\notin$  20.9 million in May 2010, the net income of  $\notin$  29.0 million as well as the slightly positive development of other equity components (+ $\notin$  0.4 million) were the reasons for this. With 82.4 % as at September 30, 2010, the equity ratio is far above average (December 31, 2009: 87.0 %). Further material changes on the liabilities' side related to the increase in current tax liabilities (+ $\notin$  4.3 million) and trade accounts payable (+ $\notin$  4.1 million).

#### **Cash Flow**

Pfeiffer Vacuum continues to generate the required cash from operating activities to fund its day-to-day business and investment projects.

Compared to the first nine months of 2009, the operating cash flow in the current fiscal year considerably increased. Following  $\in$  12.4 million in 2009, an operating cash flow of  $\in$  30.3 million was generated in the first three quarters of 2010. This represents an increase by  $\in$  17.9 million, or 143.7 %. Thus, net cash provided by operating activities as at September 30, 2010 was already higher as in the full 2009 fiscal year ( $\in$  23.4 million) which was mainly caused by the increase in net income. Furthermore, while the increase in inventories in 2010 led to a cash usage of  $\in$  4.9 million (2009:  $\in$  0.4 million), the prior year's operating cash flow was adversely affected by the significant decrease in liabilities and provisions ( $\in$  10.3 million in total compared to a cash inflow of  $\in$  4.7 million in 2010).

Net cash used in investing activities was  $\in 6.9$  million in the first nine months of 2010 and was predominantly characterized by the net cash used for the Trinos acquisition totaling  $\in 9.9$  million. Additionally,  $\in 2.5$  million were spent for the purchase of a minority participation and capital expenditures totaled  $\in 1.8$  million. In contrast, proceeds from disposals or redemptions of investment securities totaled  $\in 5.2$  million and  $\in 2.0$  million, respectively. The first three quarters of 2009 showed net cash used in investing activities totaling  $\in 0.4$  million, mainly stemming from capital expenditures of  $\in 3.5$  million and redemptions from investment securities on the amount of  $\in 3.0$ million.

At the Annual Shareholders' Meeting on May 20, 2010, a dividend for the year 2009 amounting to  $\notin$  2.45 per share was resolved. The amount paid to the shareholders totaled  $\notin$  20.9 million. Additionally, the debt relief of Trinos at the beginning of 2010 and current clearing of financial liabilities led to a cash outflow from financing activities of  $\notin$  8.0 million. Thus, net cash used in financing activities totaled  $\notin$  28.8 million in 2010. In 2009, the dividend payment in the amount of  $\notin$  28.5 million was the only determinant for the cash flow from financing activities.

Considering exchange rate impacts of  $\notin$  0.9 million, total cash outflow thus amounted to  $\notin$  4.6 million and resulted in a decrease in cash and cash equivalents from  $\notin$  62.0 million to  $\notin$  57.4 million.

#### Workforce

As of September 30, 2010, the company employed a workforce of 906 people, 725 of them in Germany and 181 in other countries.

Workforce						
Germany Other Countries Total September 30,						
	2010	2009	2010	2009	2010	2009
Manufacturing and Service	430		45		475	
Research and Development	78	75	-		78	75
Sales and Marketing	149		109		258	
Administration	68	61	27		95	
Total	725		181	171	906	

The significant increase by 175 employees, or 23.9 %, in workforce was mainly attributable to the first time inclusion of Trinos in the Consolidated Financial Statements. This company employed a workforce of 153 persons as at September 30, 2010.

### **Risk and Opportunities Report**

During the first nine months of the 2010 fiscal year, there were no changes in the risks and opportunities as described in our Annual Report for the year ended December 31, 2009. The Annual Report is available on our homepage at www.pfeiffer-vacuum.net.

#### Mayor Events after the Balance Sheet Date

After the end of the third quarter of 2010, there has not been any significant change in the industry environment or in the Company's position.

#### Outlook

The current development of new orders shows a very positive trend. Adjusted for special impacts of a big order, the third quarter 2010 saw the strongest order intake in the Company's history. Also, the beginning of fourth quarter is stable compared to third quarter 2010. This very satisfactory development is also reflected in the sales numbers. For the remaining fourth quarter of 2010 we anticipate a sales volume of  $\notin$  51.5 million, leading to a total sales volume of  $\notin$  210 million for full fiscal 2010. Accordingly, the previous sales forecast for 2010 with an expected sales volume on the 2008 level was significantly raised.

Based on economies of scale due to higher production efficiency, the positive sales development leads to an improved profitability. In this regard, too, we raise our forecast and now assume an EBIT margin of at least 23.0 % for fiscal 2010 (previously: at least 22.0 %). Pfeiffer Vacuum therefore returns to a level of highest profitability and leaves behind the crisis, which anyway impacted the year 2009 to only a comparably minor extend.

Consolidated Statements of Income (in K €; unaudited)					
	Three months ended September 30,			nths ended nber 30,	
	2010	2009	2010	2009	
Net sales	59,065		158,531		
Cost of sales	-30,911	-23,051	-84,738	-78,689	
Gross profit	28,154		73,793		
Selling and marketing expenses	-6,640	-5,538	-19,442	-17,203	
General and administrative expenses	-4,176	-2,567	-10,911	7,951	
Research and development expenses	-1,695	-1,746	-5,390	-5,410	
Other operating income	110		910		
Other operating expenses	-1,312	-282	-1,861	1,074	
Operating profit	14,441	5,850	37,099		
Financial expenses	-6		-127	-235	
Financial income	1,042		2,897		
Earnings before taxes	15,477		39,869		
Income taxes	-4,219	1,733	-10,830	-8,480	
Net income	11,258	4,186	29,039		
Thereof attributable to: Pfeiffer Vacuum Technology AG					
shareholders	11,200		28,831		
Minority interests	58		208		
Earnings per share (in €):					
Basic	1.32	0.49	3.39	2.31	
Diluted	1.32	0.49	3.39		

	Three mor	nths ended	Nine mor	ths ended
	September 30,		Septer	nber 30,
	2010	2009	2010	2009
Net income	11,258	4,186	29,039	
Other comprehensive income				
Currency changes	-1,847	-485	1,547	616
Results from cash flow hedges	612	-246	-8	
Revaluation of available-for-sale securities	-941		-1,066	1,513
Income tax relating to other comprehensive income	474	54	4	100
Other comprehensive income, net of tax	-171 <b>-2,347</b>		474	186 1,279
Total comprehensive income	8,911	4,659	29,513	
Thereof attributable to:				
Pfeiffer Vacuum Technology AG				
shareholders	8,882	4,588	29,269	
Minority interests	29	71	244	

	September 30,	December 31,
	2010	2009
Assets		
Intangible assets		
Property, plant, and equipment		
Investment properties		
Investment securities	489	
Shares in associated companies	2,500	
Prepaid pension cost		
Deferred tax assets	4,300	
Other non-current assets	2,116	
Total non-current assets	60,412	
Inventories	24,757	
Trade accounts receivable		
Receivables from construction contracts		
Other accounts receivable	2,844	
Prepaid expenses		
Investment securities		
Cash and cash equivalents	57,425	
Total current assets	118,075	114,79
Total assets	178,487	
Shareholders' equity and liabilities		
Equity Share capital		
Additional paid-in capital	,	13,30
Retained earnings		128,36
Other equity components		-3,05
Treasury shares		-23,80
Equity of Pfeiffer Vacuum Technology AG shareholders	- ,	137,77
Minority interests	,	
Total equity		138,33
Deferred tax liabilities		
Financial liabilities		
Provisions for pensions		1,47
Total non-current liabilities		1,82
Trade accounts payable		3,89
Liabilities from construction contracts		
Other accounts payable		1,41
Provisions		8,90
Income tax liabilities		1,51
Customer deposits	-,	2,98
Other current liabilities	,	2,00
Total current liabilities		18,89
Total current habilities	L1,0L0	

Consolidated Statements of Shareholders' Equity (in K €; unaudited)									
Equity of Pfeiffer Vacuum Technology AG Shareholders									
	Share Capital	Additional Paid-in Capital	Retained Earnings	Other Equity Compo- nents	Treasury Shares	Total	Minority Interests	Total Equity	
Balance on January 1, 2009		13,305	129,295	-4,467		137,290		137,812	
Net income		<del>-</del>				19,643		19,740	
Other comprehensive income				1,258		1,258		1,279	
Total comprehensive income	<b>-</b>	<b>-</b>		1,258	<b>-</b>	20,901	118	21,019	
Dividend payment			28,523			28,523		28,523	
Balance on Sept. 30, 2009	. 22,965	13,305	120,415	-3,209	23,808	. 129,668	640	130,308	
Balance on January 1, 2010	22,965	13,305	128,368	-3,057	-23,808	137,773	564	138,337	
Net income	-	-	28,831	-	-	28,831	208	29,039	
Other comprehensive income	-	-	-	438	-	438	36	474	
Total comprehensive income	-	-	28,831	438	-	29,269	244	29,513	
Dividend payment	-	-	-20,860	-	-	-20,860	-	-20,860	
Balance on Sept. 30, 2010	22,965	13,305	136,339	-2,619	-23,808	146,182	808	146,990	

See accompanying notes to the interim financial statements

20

Consolidated Statements of Cash Flows (in K €; unaudited)			
	Nine months ended		
	September		
	2010	2009	
Cash flow from operating activities: Net income	00,000	10 740	
Depreciation and amortization	,		
Gain on disposal of assets	,		
Other non-cash income and expenses	,	1,075	
Effects of changes in assets and liabilities:	045	1,075	
Inventories	-4,890	-365	
Receivables and other assets	,	-365	
Provisions, including pension and income tax liabilities		-3.301	
Payables, other liabilities	_,	-6,983	
Net cash provided by operating activities			
net cash provided by operating activities	30,330	12,447	
Cash flow from investing activities:			
Acquisitions	-,		
Purchase of associated companies	,		
Capital expenditures	,	-3,472	
Proceeds from disposals of investment securities	5,197		
Redemptions of investment securities	2,000	3,000	
Proceeds from disposals of fixed assets	92		
Net cash used in investing activities	-6,923	-399	
Cash flow from financing activities:			
Dividend payment	-20,860	-28,523	
Redemption of financial liabilities	,		
Net cash used in financing activities	,	-28,523	
<b>3</b>		20,020	
Effects of foreign exchange rate changes			
on cash and cash equivalents	860		
Net decrease in cash and cash equivalents	-4,558	-14,372	
Cash and cash equivalents at beginning of period	61,983		
Cash and cash equivalents at end of period	57,425		

#### 1. The Company and Basis of Presentation

The parent company within the Pfeiffer Vacuum Group ("the Company" or "Pfeiffer Vacuum") is Pfeiffer Vacuum Technology AG, domiciled at Berliner Strasse 43, 35614 Asslar, Germany. Pfeiffer Vacuum Technology AG is a stock corporation organized under German law and recorded in the Register of Companies at the Local Court of Wetzlar under Number HRB 44. The Company is listed on the Deutsche Börse Stock Exchange in Frankfurt am Main, Germany, where it is included in the TecDAX index.

Pfeiffer Vacuum is one of the leading full-line vacuum technology manufacturers, offering custom solutions for a wide range of needs in connection with the generation, control and measurement of vacuum. The products developed and manufactured at the Company's production facilities in Asslar and Göttingen, Germany, include turbopumps, a range of backing pumps, such as rotary vane, Roots and dry pumps, complete pumping stations, as well as custom vacuum systems, vacuum chambers and components.

Pfeiffer Vacuum markets and distributes its products through its own network of sales companies and independent marketing agents. Moreover, there are service support centers in all major industrial locations throughout the world. The Company's primary markets are located in Europe, the United States and Asia.

The Consolidated Financial Statements of Pfeiffer Vacuum Technology AG have been prepared in accordance with International Financial Reporting Standards (IFRS) and the interpretations of the International Financial Reporting Interpretations Committee (IFRIC) as applicable in the European Union (EU). This includes the International Accounting Standards (IAS), which continue to retain their validity, and the interpretations of the Standing Interpretations Committee (SIC).

Pfeiffer Vacuum prepares its Consolidated Interim Report ("Interim Report") in euros  $(\in)$ . Unless otherwise indicated, the presentation is in thousands of euros  $(K \in)$ .

#### 2. Accounting and Valuation Methods

In preparing this interim report as of September 30, 2010, IAS 34 "Interim Financial Reporting" was applied. In doing so, essentially the same accounting and valuation methods as in the Consolidated Financial Statements for the fiscal year ended December 31, 2009 were used. Please refer to the detailed description of these methods in the Notes to the Consolidated Financial Statements 2009, which are available in the internet at www.pfeiffer-vacuum.net.

According the IFRS requirements the consolidation of Trinos Vakuum-Systeme GmbH (Trinos, please also refer to the following Note 3) was affected by offsetting the carrying amount of the investment against the equity of this company. The equity of Trinos was determined as the balance of assets, liabilities and deferred taxes measured at fair value on the acquisition date. In identifying the assets, all intangible assets that meet the recognition requirements according to IAS 38 were recognized, even if they have previously not been recognized in Trinos' financial statements (for example brand value, customer base).

Pursuant to IFRS 3, goodwill resulting from business combinations is the excess of carrying amount of the investment over the acquired assets and liabilities measured at fair value. Goodwill is measured at cost at the acquisition date and is not amortized but is tested for impairment annually or whenever there are indications for impairment (impairment test). Any impairment losses are recorded in the income statement.

#### 3. Changes in the Consolidated Companies/Acquisitions

Effective January 1, 2010, Pfeiffer Vacuum Technology AG purchased all interests in Trinos Vakuum-Systeme GmbH, of Göttingen, Germany (Trinos). Trinos' product portfolio comprises high-quality vacuum components, chambers and systems, and thus complements the Pfeiffer Vacuum product portfolio. Additionally, these products can be sold well in the market via the worldwide Pfeiffer Vacuum sales network. The Company thus is even more able to offer its customers vacuum solutions tailored to their specific needs.

The fair value of identifiable assets and liabilities of Trinos on January 1, 2010 (acquisition date) comprises as follows:

### Fair Value of Identifiable Assets and Liabilities (in K €)

	Jan. 1, 2010
Assets	
Property, plant and equipment	6,001
Intangible assets	233
Receivables	1,974
Inventories	2,604
Cash and cash equivalents	83
Other assets	820
Total assets	11,715
Liabilities	000
Trade accounts payable	-360
Provisions	-297
Financial liabilities	-8,591
Deferred tax liabilities	-352
Other liabilities	-344
Total liabilities	-9,944
Identifiable net assets (at fair value)	1,771
Goodwill resulting from acquisition	8,229
Total Consideration (purchase price)	10,000

The purchase price consists exclusively of a cash component. Considering Trinos' acquired cash and cash equivalents ( $K \in 83$ ), the net cash used for this acquisition was  $K \in 9,917$ .

The gross amount of receivables equals the recognized fair value. Presumably the total amount will be collectible.

Trinos has three subsidiaries (Trinos Vacuum Projects, S.L., Valencia, Spain; Trinos Vacuum Inc., Palatine, USA; Trinos Solar GmbH, Göttingen), which are not included

in the Consolidated Financial Statements due to materiality reasons. Amounts were recorded at amortized cost or, in one case, at liquidation value.

The goodwill totaling  $\in$  8.2 million comprises synergies stemming from the expanded product portfolio and the possibility of distributing these products via Pfeiffer Vacuum's existing sales channels. The goodwill will not be deductible for tax purposes.

Sales and earnings contributions (after taxes) of Trinos since January 1, 2010 were  $\in 12.9$  million and  $\in 1.3$  million, respectively. Transaction costs incurred in 2010 totaled K  $\in 7$  (2009: K  $\in 43$ ). These costs relate to legal consulting and evaluation fees and were recorded as part of general and administrative expenses.

In addition thereto and in order to reflect the growing importance of regional markets, new sales subsidiaries were founded in Brazil and Russia during the third quarter of 2010. There was no impact on profitability, financial position or liquidity.

#### 4. Intangible Assets

Intangible assets consist of the following:

Intangible assets (in K €)		
	Sept. 30, 2010	December 31, 2009
Goodwill	8,442	
Software	749	
Other intangible assets	170	
Total intangible assets	9,361	

#### 5. Property, Plant and Equipment

Property, plant and equipment comprise the following:

Property, Plant and Equipment (in K €)								
	Sept. 30, 2010	December 31, 2009						
Land and buildings	24,854							
Technical equipment and machinery	9,815							
Other equipment, factory and office equipment	5,840							
Construction in progress	134							
Total property, plant and equipment	40,643							

#### 6. Investment Securities

Short-term securities shown as at December 31, 2009, were repaid as expected at the beginning of the third quarter. The portfolio of equity securities is categorized as available-for-sale. During the first nine months of 2010, the stock was mostly sold, realizing a gain of  $\notin$  2.4 million. The remaining stock as at September 30, 2010, was valued at fair value.

Results from revaluation of available for sale securities of  $\notin$  -1.1 million as shown in the Consolidated Statements of Comprehensive relate to revaluation gains of  $\notin$  0.1 million for the first three quarters of 2010 recorded directly in equity and amounts reclassified into the income statement of  $\notin$  -1.2 million.

#### 7. Inventories

Inventories consist of the following:

Inventories (in K €)		
	Sept. 30, 2010	December 31, 2009
Raw materials	8,789	
Work in process	6,499	
Finished products	13,673	
Reserves	-4,204	-3,798
Total inventories	24,757	

#### 8. Paid Dividends

At the Annual Shareholders' Meeting on May 20, 2010, the shareholders resolved a dividend of  $\notin$  2.45 per share for the year 2010. Thus, a total of  $\notin$  20,859,907.60 was paid to the shareholders.

#### 9. Pension Benefits and Similar Obligations

Pension expense for all plans included the following components:

Pension Expense for All Plans (in K €)								
	Three months Septembe 2010		Nine months ended September 30, 2010 2009					
Service cost	344	344	1,032	1,040				
Interest cost	663	652	1,989	1,963				
Expected return on plan assets	-453	-481	-1,358	1,447				
Amortization	10		30					
Total	564		1,693	1,556				

## 10. Warranty

Warranty provisions developed as follows:

Warranty provisions (in K €)		
	2010	2009
Balance on January 1	3,125	
Currency changes	40	-16
Additions from acquisitions	101	
Additions	236	
Utilization	-347	-331
Balance on September 30	3,155	

#### 11. Earnings per Share

The following table sets forth the computation of basic and diluted earnings per share:

Earnings * per Share				
		nths ended mber 30		iths ended mber 30
	2010	2009	2010	2009
Net income (in K €)	11,200	4,134	28,831	19,643
Weighted average number of shares Number of conversion rights	8,514,248	8,514,248	8,514,248 -	8,514,248
Adjusted weighted average number of shares	8,514,248	8,514,248	8,514,248	8,514,248
Earnings per share in € (basic/diluted)	1.32	0.49	3.39	2.31

\* Attributable to Pfeiffer Vacuum Technology AG shareholders

### 12. Segment Information

Segment Reporting as a	at Septem	ber 30, 201	<b>0</b> (in K €)			
		Europe (excluding			Others/	
	Germany	Germany)	USA	Asia	Eliminations	Total
Net sales	136,422			6,104	-55,277	
Third party	82,389	32,529				
Intercompany						
Operating profit						
Financial income						
Income before income taxes	30,885				2,936	
Segment assets						
Thereof: Assets according to						
IFRS 8.33 (b)*	50,267					
Segment liabilities			1,783			
Capital expenditures:						
Property, plant and						
equipment**	1,117					1,495
Intangible assets		14				
Depreciation **						
Amortization		4				

\* Non-current assets other than financial instruments deferred tax assets and prepaid pension cost.

\*\* Including investment properties

# Segment Reporting as at September 30, 2009 (in K €)

	Germany	Europe (excluding Germany)	USA	Asia	Others/ eliminations	Total
Net sales					-43,302	137,501
Third party	76,533				·····	137,501
Intercompany					-43,302	
Operating profit	24,585				77	27,720
Financial income						
Income before income taxes		1,954				
Segment assets				4,247		151,802
Thereof: Assets according to						
IFRS 8.33 (b)*			198	855		37,331
Segment liabilities						21,494
Capital expenditures:						
Property, plant and						
equipment **	2,951					
Intangible assets		1				
Depreciation **	2,642					
Amortization	106	6	17			129

\* Non-current assets other than financial instruments deferred tax assets and prepaid pension cost.

\*\* Including investment properties

#### 13. Income Tax Expense

Under German corporate tax law, taxes on income are composed of corporate taxes, trade taxes and an additional surtax.

The Company's effective tax rate was 27.2 % for the first nine months of 2010 and 30.0 % for the first nine months of 2009. The effective tax rate for the third quarter 2010 was 27.3 % (2009: 29.3 %).

#### 14. Independent Auditor

At the Annual Shareholders' Meeting on May 20, 2010, the Supervisory Board proposed and the Shareholders elected Ernst & Young GmbH, Wirtschaftsprüfungsgesellschaft, Eschborn, Germany, as the independent auditor of both the accounts of the Company and the consolidated accounts for the 2010 fiscal year.

#### 15. Major Related Party Transactions

Besides the transactions with the subsidiaries that are eliminated during the consolidation process and the regular compensation of Management and Supervisory Board members, no material transactions with related parties occurred in the first nine months year of 2010.

28

Asslar, November 2, 2010

# Pfeiffer Vacuum Technology AG

Management Board

Manfred Bender

Dr. Matthias Wiemer

# **Additional Information**

#### **Financial Calendar 2011**

- 2010 Annual Results Tuesday, March 22, 2011
- 1<sup>st</sup> Quarter 2011 Results
  Tuesday, May 3, 2011
- Annual Shareholders Meeting Thursday, May 26, 2011
- 2<sup>nd</sup> Quarter 2011 / 1<sup>st</sup> Half Year 2011 Results Tuesday, August 2, 2011
- 3<sup>rd</sup> Quarter 2011 / (9-Month 2011 Results) Thursday, November 3, 2011

#### Contact

#### **Investor Relations**

Dr. Brigitte Looß Berliner Straße 43 35614 Asslar Deutschland Phone: +49 (0) 6441 802-346 Fax.: +49 (0) 6441 802-365 mailto:Brigitte.Loos@pfeiffer-vacuum.de www.pfeiffer-vacuum.net

This version of the Quarterly Financial Report is a translation of the German version. Only the German version is binding.