## Half Year Financial Report Second Quarter 2011

## On the road to becoming the world leader in vacuum.

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## Half Year Financial Report / Second Quarter 2011

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| Key Figures |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and profit |  | Q2 2011 | Q2 2010 | Change | $\begin{array}{r} \text { Q1-Q2 } \\ 2011 \end{array}$ | $\begin{array}{r} \text { Q1-Q2 } \\ 2010 \end{array}$ | Change |
| Total Sales | K€ | 141,404 | 49,932 | 183.2 \% | 285,029 | 99,466 | 186.6 \% |
| Germany | K€ | 32,226 | . 15,496 | .... 108.0 \% | 62,091 | 31,225 | 98.9 \% |
| Other countries | K $€$ | 109,178 | 34,436 | 217.0 \% | 222,938 | 68,241 | 226.7 \% |
| Operating profit | K€ | 23,163 | 11,391 | 103.3 \% | 43,615 | 22,658 | 92.5 \% |
| Net income | K€ | 15,446 | 8,543 | 80.8 \% | 29,133 | 17,781 | 63.8 \% |
| Return on sales | \% | 10,9 | .17,1 | -6.2 Pp | 10,2 | 17,9 | -7.7 Pp |
| Operating cash flow | K€ | 9,491 | 6,734 | 40.9 \% | 7,655 | 16,476 | -53.5\% |
| Capital expenditures | K€ | 5,683 | 403 | .... 1.310 .2 \% | 11,450 | 624 | 1,734.9 \% |
| Earnings per share | $€$ | 1.54 | 1.00 | 54.0 \% | 2.93 | 2.07 | 41.5 \% |
| Workforce |  |  |  |  |  |  |  |
| Workforce (average) |  | 2,307 | 879 | ...... 162.5 \% | 2,280 | 877 | 160.0 \% |
| Germany |  | 784 | 703 | 11.5 \% | 778 | 701 | . 11.0 \% |
| Other countries |  | 1,523 | 176 | ...... 765.3 \% | 1,502 | . 176 | 753.4 \% |
| Sales per employee | K€ | 61 | 57 | .......... 7.0 \% | 125 | - | 10.6 \% |
|  |  |  | June 30, 2011 |  | December | 31,2010 | Change |
| Balance sheet |  |  |  |  |  |  |  |
| Total assets |  |  | K $€$ | 453,183 |  | 472,709 | -4.1\% |
| Cash and cash equivalents |  |  | K $€$ | 49,086 |  | 84,975 | -42.2 \% |
| Number of shares issued |  |  |  | 9,867,659 |  | 9,867,659 | 0.0\% |
| Shareholders' equity |  |  | K $€$ | 268,929 |  | 269,976 | -0.4\% |
| Equity ratio |  |  | \% | 59.3 |  | 57.1 | 2.2 Pp |

This half 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 $€$.

The half year financial report as of June 30, 2011, 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 the adixen business unit acquired by the end of 2010 is today active with 2,307 employees, 28 subsidiaries and multitude of agencies worldwide.

Pfeiffer Vacuum

| Headquarters | Asslar |
| :---: | :---: |
| Established | 1890 |
| Purpose of the Company | To develop, manufacture and market components and systems for vacuum generation, measurement and analysis |
| Manufacturing sites | Asslar, Germany; Göttingen, Germany; Annecy, France; Asan, Republic of Korea |
| Workforce (June 30, 2011) | 2,307 |
| Sales and service | 28 subsidiaries and a multitude of agencies worldwide |
| Export ratio | 78 \% |
| 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.com.

## 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 | PFV |
| :---: | :---: |
| ISIN | DE0006916604 |
| Bloomberg Symbol | PFV.GY |
| Reuters Symbol | PV.DE |
| Number of shares issued | 9,867,659 |
| Free-float as at June 30, 2011. | 100 \% |
| Market capitalization as at June 30, 2011 | € 853.3 million |

On January 3, 2011, Pfeiffer Vacuum shares opened at $€ 87,50$ at Deutsche Börse, while the closing price on June 30, 2011, was $€ 86,47$. This represents a small decrease by $1.2 \%$. On March 3, 2011, the high for the first quarter 2011 and at the same time the all-time high was reached with $€ 104.50$. The low was recorded at $€ 77.50$ on June 13, 2011. The TecDAX developed slightly more positive than the Pfeiffer Vacuum shares and increased by $4.0 \%$ in the first six months of 2011, starting at 860 points on January 3, 2011 and closing at 894 points on June 30, 2011.

By means of the dividend payout in Mai 2010, Pfeiffer Vacuum strengthened its position as a high dividend issuer in the TecDAX. At the Annual Shareholders' Meeting on May 26, 2011, a vast majority of shareholders followed the common proposal of Management and Supervisory Board and resolved a dividend of $€ 2.90$ for the fiscal year 2010 ( $€ 2.45$ per share for 2009). Thus, the payout ratio of around $75 \%$ of consolidated net income was kept constant, even after the acquisition of the adixen business. A total of $€ 28.6$ million was paid to the shareholders.

Unchanged compared to December 31, 2010, the free-float is $100 \%$. This free-float is also the basis for the calculation of market capitalization as at June 30, 2011.

## Interim Management Report

After the acquisition of Alcatel Lucent Group's vacuum unit adixen at year end 2010 had already significantly impacted the balance sheet structure as at December 31, 2010, this purchase now also affected the consolidated income statement. In there, all lines are considerably characterized by the consolidation of the adixen entities. At first, this can be noticed looking at sales which significantly increased by $€ 185.5$ million, or $186.6 \%$, from $€ 99.5$ million to $€ 285.0$ million. Compared to the first six months of 2010, gross profit ( $€ 96.5$ million, 2010: $€ 45.6$ million) and operating profit ( $€ 43.6$ million, after $€ 22.7$ million in 2010 ) also significantly increased. As expected, margins were down from the previous year's levels. The EBIT margin, the ratio between operating profit and sales, for example was $22.8 \%$ in the first half of 2010 and stood at $15.3 \%$ for the first six months of the current fiscal year. With regard to the second quarter of 2011 only, the EBIT margin was $16.4 \%$, after $14.2 \%$ were recorded for the preceding quarter. Caused by the partial funding of the adixen acquisition via bank loans, financial result was $€-1.1$ million, while the previous year saw an income of $€ 1.7$ million after disposals of investment securities. Mainly the tax rate differential between France and Germany caused the tax rate to stand at 31.5 \% (quarter and first half; 2010: $28.1 \%$ and $27.1 \%$, respectively). Totaling $€ 2.93$, earnings per share in the first two quarters of 2011 were significantly up by $€ 0.86$, or 41.5 \%, from the comparable prior year period ( $€ 2.07$ ).

## Overall Economic Environment and Industry Situation

Compared to 2010, the economic development in 2011 basically shows constant growth rates. Only for the Asian region, a slight decrease in economic development is forecasted. However, growth rates here remain higher than average, predominantly in China and India. The situation is different in Japan, where a decrease in economic performance of $0.6 \%$ is forecasted after the earthquake and tsunami disaster. Considering the relatively constant overall economic trend the vacuum industry developed also without noteworthy changes compared to prior year.

## 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 June 30, 2011 and 2010.

## Interim Management Report

## 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 months ended June, 30 |  | Six months ended June, 30 |  |
|  | 2011 | 2010 | 2011 | 2010 |
| Europe* | 41,482 | 9,498 | 84,613 | 20,991 |
| Germany | 38,397 | 25,050 | 75,288 | 51,709 |
| Asia | 37,639 | 1,858 | 74,403 | 3,326 |
| United States | 23,886 | 13,526 | 50,725 | 23,440 |
| Total | 141,404 | 49,932 | 285,029 | 99,466 |

[^0]As already mentioned, the first time consolidation of adixen in Pfeiffer Vacuum's Consolidated Financial Statements significantly impacted sales development. This becomes apparent in the Europe segment (excluding Germany) where sales of the strong French adixen company are included. Consequently, Europe with an increase by $€ 63.6$ million became the strongest segment ahead of Germany. Sales in the Germany segment increased by $€ 23.6$ million. This is caused also by the consolidation of the German adixen entity but is mainly due to the outstanding development of Pfeiffer Vacuum GmbH and Trinos Vakuum-Systeme GmbH, each with a significant sales increase. Caused by the strong presence of adixen in Asia, this segment now ranks directly behind Germany. Despite a sound development of the formerly existing Pfeiffer Vacuum sales companies here, the biggest part by far of the increase by $€ 71.1$ million is due to the first time consolidation of adixen entities. The still good development in the United States led to the Pfeiffer Vacuum and the adixen sales company contributing almost equally to total sales of $€ 50.7$ million.

The following graphic shows that sales by segment, where Germany used to be dominating is now well balanced. After a sales percentage of $3.3 \%$ in the first half year of 2010 , Asia with $26.1 \%$ of total sales considerably gained importance.

## Interim Management Report

Sales by Segment H1/2011 (H1/2010)


* 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.


Beginning in 2011, sales in Germany and the rest of Europe, which had been reported separately until then, are disclosed under the Europe region. Compared to the adjusted prior year figures, there is a significant improvement which is also attributable to the sound sales development in the former Pfeiffer Vacuum Group. As expected, Asia shows a significant sales increase, based predominantly on the strong presence of adixen in this region. The development of the Americas region only shows minor differences to the segment United States as the biggest portion of sales in this region is realized in the United States.

The following graphic shows the still high importance of the European market, where - following $58.2 \%$ in the previous year - $44.7 \%$ of total sales were recorded. Additionally, the grown importance of the Asia region as a consequence of the adixen acquisition becomes visible with a sales portion of $37.0 \%$ (2010: $17.1 \%$ ). Again, approximately one fifth of sales was recorded with customers in the Americas.

## Interim Management Report

## Sales by Region H1/2011 (H1/2010)



Sales by Product
Sales by Product (in $\mathrm{K} \epsilon$ )

|  | Three mo Jun |  | Six mon Jun |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | 2011 | 2010 |
| Backing pumps | 55,216 | 7,736 | 109,725 | 14,224 |
| Turbopumps | 37,611 | 20,265 | 77,149 | 40,358 |
| Components and instruments. | 29,779 | 14,812 | 58,756 | 30,605 |
| Service | 17,480 | 5,578 | 36,438 | 10,525 |
| Systems | 1,318 | 1,541 | 2,961 | 3,754 |
| Total | 141,404 | 49,932 | 285,029 | 99,466 |

adixen's strength in the product area is reflected in sales of backing pumps. Following $€ 14.2$ million in the first half year of 2010, backing pumps sales totaled $€ 109.7$ million in 2011. Turbopump sales, too, are impacted by the first time consolidation of adixen, even though the overall increase is also based on the sound development in former Pfeiffer Vacuum Group. The strong market position of adixen in leak detectors positively impacted the sales development in components and instruments. As a consequence of adixen's stronger presence in the semiconductor market, service at adixen is of higher relevance. Thus, sales increase in service is comparably high. Systems business for Pfeiffer Vacuum is of minor importance also in 2011.

Due to the adixen business activities backing pumps accounted for $38.5 \%$ of total sales and now rank first place. Turbopumps are still of above average high importance and now represent $27.1 \%$ of total sales, following $40.5 \%$ in the first six months of 2010. After that there are components and instruments (20.6 \%) and service (12.8 \%).

## Interim Management Report

Sales by Product H1/2011 (H1/2010)


Sales by Market

| Sales by Market (in K €) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, |  | Six months ended June 30, |  |
|  | 2011 | 2010 | 2011 | 2010 |
| Semiconductors | 46,558 | 5,566 | 100,385 | 9,989 |
| Industrial | 30,676 | 13,728 | 58,022 | 26,861 |
| Coating | 30,137 | 6,974 | 57,202 | 14,067 |
| Analytical industry | 22,453 | 14,891 | 43,194 | 28,720 |
| R \& D | 11,580 | 8,773 | 26,226 | 19,829 |
| Total | 141,404 | 49,932 | 285,029 | 99,466 |

From the table before the grown importance of semiconductor business becomes visible. With $€ 100.4$ million, more than one third of total sales were realized with customers attributable to this market segment. With $€ 58.0$ million, the market segment industrial, to which sales of former market segment chemical and process technology are allocated to beginning in 2011, virtually stood at the level of the coating segment ( $€ 57.2$ million). Sales to the analytical industry, a very important market segment for former Pfeiffer Vacuum, stood at $€ 43.2$ million, representing $15.1 \%$ of total sales. The increase compared to the prior year period virtually equally stemmed from both, the development at former Pfeiffer Vacuum Group and the initial consolidation of adixen in the Consolidated Financial Statements. After a very good development in 2009 and 2010, sales in the R \& D segment again were able to be improved. Additionally, the increase compared to the previous year is also due to the initial consolidation of adixen in the Consolidated Financial Statements.

## Interim Management Report

Sales by Market H1/2011 (H1/2010)


## Order Intake and Order Backlog

Following an order intake of $€ 103.2$ million in the first six months of 2010 , new orders in the first half of 2011 totaled $€ 293.2$ million. This significant increase by $€ 190.0$ million is mainly due to the consideration of the adixen order intake. But also new orders from the previous Pfeiffer Vacuum Group with an increase of almost $20 \%$ developed on a very positive note. Though, a satisfactory trend can be seen in all product groups and all regions, despite the development in the second quarter 2011 with $€ 141.5$ million being slightly behind the immediately preceding quarter ( $€ 151.7$ million). The book to bill ratio, the ratio between new orders and sales, was 1.03 on June 30, 2011 (June 30, 2010: 1.04).

Order backlog increased from € 45.0 million at the end of December 2010 (excluding the adixen order backlog) to $€ 99.4$ million as at June 30, 2011. This represents an increase by $€ 54.4$ million which is predominantly attributable to the adixen business but as well to an increasing order volume in former Pfeiffer Vacuum Group. Compared to March 31, 2011, order backlog is virtually flat.

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

In the first half 2011, cost of sales totaled $€ 188.5$ million and were thus significantly up from the number in the prior year period ( $€ 53.8$ million). The main reason for this development is the initial inclusion of adixen in the Consolidated Financial Statements. Gross profit at $€ 96.5$ million more than doubled compared to the first six months of 2010 ( $€ 45.6$ million). As expected gross margin decreased and stood at $33.9 \%$ in the first half year 2011 following $45.9 \%$ in 2010.

## Interim Management Report

## Selling and Marketing Expenses

Selling and marketing expenses totaled $€ 26.7$ million in the first half year of the current fiscal year. After $€ 12.8$ million in the first half year of 2010, this represents an increase by $€ 13.9$ million. Accounting for $9.4 \%$ of total sales, however, selling and marketing expenses relatively decreased (2010: $12.9 \%$ ).

## General and Administrative Expenses

General and administrative expenses increased from $€ 6.7$ million in the first six months of 2010 to $€ 17.2$ million in the current fiscal year. Relative to sales, general and administrative expenses were down from $6.8 \%$ to $6.0 \%$.

## Research and Development Expenses

With $€ 10.0$ million in the first half year of 2011, research and development expenses significantly increased from the prior year's level of $€ 3.7$ million. However, R\&D ratio of $3.5 \%$ was virtually flat (2010: $3.7 \%$ ).

We will maintain the expenses allocated for research and development at a high level and invest in order to be able to continue to sustain our position on the world market, to expand market shares and to open up new markets. All expenditures for research and development are expensed as they are incurred.

## Other operating income and expenses

The balance between other operating income and expenses was $€+1.0$ million in the first half year of 2011, following a net gain of $€ 0.3$ million in the year before. The amounts in 2011 included amongst others expense subsidies affecting net income of $€ 2.7$ million and net foreign exchange losses of $€ 2.2$ million. The balance in the prior year only included net foreign exchange gains. After a net currency loss of $€ 3.0$ million had been recorded in the first quarter, the second quarter 2011 accordingly saw a currency gain of $€ 0.8$ million.

## Operating Profit

Following $€ 22.7$ million in the first six months of 2010, operating profit in 2011 increased to $€ 43.6$ million. This represents a significant increase by $€ 20.9$ million, or $92.5 \%$. In contrast, the EBIT margin, the ratio between operating profit and sales, declined. Following $22.8 \%$ in the first half year of 2010 the current year ration stood at $15.3 \%$. The main reason for this development is the weaker profitability of the adixen business. In addition, there were profit burdens from exchange rate losses totaling $€ 2.2$ million. These losses were attributable predominantly to the U.S. dollar development. This currency is considered important in the semiconductor business also in Asia. In the second quarter of 2011 EBIT margin was $16.4 \%$ which is an increase compared to the first quarter of 2011 (14.2 \%).

## Interim Management Report

## Financial Result

Due to the partial external funding of the adixen acquisition and the bank loans assumed in this context, financial expenses significantly increased to $€ 1.3$ million in the first half of 2011. Considering financial income of $€ 0.2$ million for the first six months of 2011, financial results totaled $€-1.1$ million. In the prior year period a financial result in the amount of $€+1.7$ million was recorded, mainly due to gains on disposals of investment securities.

## Income Taxes

After 27.1 \% in 2010 the tax rate for the first six months of the current fiscal year was $31.5 \%$. This increase was due to the tax rate differential between France and Germany as well as to the virtually tax free gains from disposals of investment securities in the prior year.

## Net Income/Earnings per share

Totaling $€ 29.1$ million net income for the first half year of 2011 was significantly higher than the comparable prior year period number ( $€ 17.8$ million). Return on sales (after taxes) stood - after $17.9 \%$ in the first six months of 2010 - at $10.2 \%$. With $€ 2.93$ in the first two quarters of 2011, earnings per share, too, considerably increased by $41.5 \%$ compared to the prior year ( $€ 2.07$ ). With regard to the second quarter the prior year comparison even shows an increase by $54.0 \%$ in earnings per share ( $€ 1.54$ and $€ 1.00$, respectively).

## Financial Position

Compared to December 31, 2010, the balance sheet total decreased by $€ 19.5$ million, or $4.1 \%$, from $€ 472.7$ million to $€ 453.2$ million as at June $30,2011$. This development was predominantly attributable to the decrease by $€ 35.9$ million in cash and cash equivalents, caused mainly by the dividend payment to the Pfeiffer Vacuum Technology AG shareholders following this year's Annual Shareholders' Meeting ( $€ 28.6$ million). For further details with regard to the development of cash and cash equivalents please refer to the following section "Cash flow". Compared to December 31, 2010, inventories increased by $€ 5.0$ million to $€ 109.6$ million. In contrast, there was a slight decrease by $€ 1.0$ million compared to March 31, 2011. Intangible assets increased by $€ 5.4$ million to $€ 99.0$ million, mainly due to the final purchase price payment for the adixen business ( $€ 5.6$ million, please refer to Notes 3 and 4 in the Notes the Consolidated Interim Financial Statements) in the second quarter of 2011.

## Interim Management Report

Amounting to $€ 268.9$ million, total shareholders' equity as at June 30, 2011, was down $€ 1.1$ million from the level of December 31, 2010 ( $€ 270.0$ million). Main reasons for this were the net income of $€ 29.1$ million for the six months period of 2011 and the dividend payment of $€ 28.6$ million in May 2011. Following $57.1 \%$ at the end of 2010 , the equity ratio stood at $59.3 \%$. Further material items related to longterm financial liabilities ( $€ 76.7$ million), trade accounts payable ( $€ 45.2$ million) and provisions, which totaled $€ 29.3$ million. These positions counted for $16.9 \%, 10.0 \%$ and $6.5 \%$, respectively, of balance sheet total. (December 31, 2010: € 75.5 million, $€ 54.3$ million, and $€ 26.9$ million, or $16.0 \%, 11.5 \%$ and $5.7 \%$ of balance sheet total).

## Cash Flow

Particularly the increase in inventories with a simultaneous decrease in payables burdened the operating cash flow in the first half of 2011. Moreover, the increase in receivables and the decrease in provisions adversely impacted operating cash flow. Nevertheless, net cash provided by operating activities totaled $€ 7.7$ million, driven by the increase of net income. After the operating cash flow in Q1 2011 had been $€-1.8$ million, net cash provided by operating activities of $€ 9.5$ million was recorded in the second quarter of 2011. In the first six months of 2010, net cash inflows totaling $€ 16.5$ million were recorded.

Net cash used in investing activities was $€ 16.1$ million in the first six months of 2011 and was predominantly characterized by capital expenditures totaling $€ 11.5$ million and the final purchase price payment for the adixen business of $€ 5.6$ million to Alcatel-Lucent group. In the first half year of 2010, the net cash used for the Trinos acquisition totaling $€ 9.9$ million and proceeds from disposals of investment securities of $€ 3.2$ million mainly determined the cash flow from investing activities. Total cash used was $€ 7.3$ million in 2010 in this regard.

Redemptions of financial liabilities assumed in connection with the adixen acquisition led to net cash used in financing activities totaling € 1.6 million in the first two quarters of 2011. But the main determinant for cash flows from financing activities in 2011 was the dividend payment to the Pfeiffer Vacuum Technology AG shareholders totaling $€ 28.6$ million. An aggregate amount of $€ 29.1$ million was used in financing activities in the current fiscal year. Cash outflows of $€ 28.8$ million in 2010 were characterized by the dividend payment ( $€ 20.9$ million) and the debt relief of Trinos ( $€ 7.9$ million).

Considering exchange rate impacts of $€ 1.7$ million, total cash outflow thus amounted to $€ 35.9$ million and resulted in a decrease in cash and cash equivalents by $42.2 \%$ to $€ 49.1$ million.

## Interim Management Report

## Workforce

As of June 30, 2011, the Group employed a workforce of 2,307 people, 784 of them in Germany and 1,523 in other countries.

| Workforce |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Germany |  | Other Countries June 30, |  | Total |  |
|  | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Manufacturing and Service | 459 | 411 | 974 | 45 | 1,433 | 456 |
| Research and Development | 77 | 75 | 95 | . - | 172 | 75 |
| Sales and Marketing | 177 | 149 | 307 | 105 | 484 | 254 |
| Administration | 71 | 68 | 147 | 26 | 218 | 94 |
| Total | 784 | 703 | 1,523 | 176 | 2,307 | 879 |

The significant increase by 1,428 employees in workforce is virtually only attributable to the initial consolidation of the adixen entities in the Consolidated Financial Statements. Compared to December 31, 2010 (2,237 employees), the number increased by 70 .

## Risk and Opportunities Report

During the first six months of the 2011 fiscal year, there were no changes in the risks and opportunities as described in our Annual Report for the year ended December 31, 2010. The Annual Report is available on our homepage at www.pfeiffer-vacuum.com.

## Mayor Events after the Balance Sheet Date

In July 2011 Pfeiffer Vacuum sold 100 \% of the shareholdings in the Japanese sales company adixen Japan Ltd. to its long-term distribution partner Hakuto Co., Ltd. This transaction is part of the process to streamline the presence of Pfeiffer Vacuum in Japan and to optimize its structure.

After the end of the first half year 2011, there has not been any significant change in the industry environment.

## Interim Management Report

## Outlook

Also after the first half year of 2011 the development of new orders and sales makes us look cautiously optimistic into the future - despite the slight decrease in market dynamics. This expected course had already been considered in the sales forecast of $€ 550$ million for the complete year 2011 provided at the beginning of May of current fiscal year. Accordingly, we can now confirm this forecast, which had been rated conservative to some extend.

Also with regard to the development of profitability we are thoroughly within our expectations. The 2011 trend shows an increasing operating margin, which was, however, positively impacted by the foreign exchange results in the second quarter. Again it becomes obvious that operating profit (EBIT) is more impacted by foreign exchange rates than had been the case in the past. Nevertheless, we are able to also confirm the forecast for the EBIT margin of around 15 \%.

## Consolidated Interim Financial Statements

| Consolidated Statements of Income (in K €; unaudited) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, |  | Six months ended June 30, |  |
|  | 2011 | 2010 | 2011 | 2010 |
| Net sales | 141,404 | 49,932 | 285,029 | 99,466 |
| Cost of sales | -93,884 | -26,732 | -188,521 | -53,827 |
| Gross profit | 47,520 | 23,200 | 96,508 | .45,639 |
| Selling and marketing expenses | -13,768 | -6,535 | -26,690 | -12,802 |
| General and administrative expenses | -7,806 | -3,579 | -17,185 | -6,735 |
| Research and development expenses | -4,881 | -1,863 | -10,049 | -3,695 |
| Other operating income | 2,543 | 444 | 7,528 | 800 |
| Other operating expenses | -445 | -276 | -6,497 | -549 |
| Operating profit | 23,163 | . 11,391 | 43,615 | 22,658 |
| Financial expenses | -771 | -22 | -1,340 | -121 |
| Financial income | 157 | 513 | 255 | 1,855 |
| Earnings before taxes | 22,549 | 11,882 | 42,530 | 24,392 |
| Income taxes | -7,103 | -3,339 | -13,397 | -6,611 |
| Net income | 15,446 | 8,543 | 29,133 | .17,781 |
| Thereof attributable to: <br> Pfeiffer Vacuum Technology AG shareholders | 15,242 | 8477 | 28,871 |  |
| Non-controlling interests. | 204 | ..... 66 | 262 | .... 150 |
| Earnings per share (in $€$ ): |  |  |  |  |
| Basic | 1.54 | 1.00 | 2.93 | 2.07 |
| Diluted | 1.54 | ... .1 .00 | 2.93 | 2.07 |

See accompanying notes to the interim financial statements.

## Consolidated Interim Financial Statements

| Consolidated Statements of Comprehensive Income (in K ¢; unaudited) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, |  | Six months ended June 30, |  |
|  | 2011 | 2010 | 2011 | 2010 |
| Net income | 15,446 | 8,543 | 29,133 | .17,781 |
| Other comprehensive income |  |  |  |  |
| Currency changes | -363 | 1,648 | -1,708 | 3,394 |
| Results from cash flow hedges | -1,229 | -416 | 224 | -620 |
| Revaluation of available-for-sale securities |  | -179 | - | -125 |
| Income tax relating to other comprehensive income | 338 | 119 | -80 | 172 |
| Other comprehensive income, net of tax | -1,254 | 1,172 | -1,564 | 2,821 |
| Total comprehensive income | 14,192 | 9,715 | 27,569 | 20,602 |
| Thereof attributable to: <br> Pfeiffer Vacuum Technology AG |  |  |  |  |
| shareholders ....................... | 13,978 | 9,639 | 27,373 | 20,387 |
| Non-controlling interests | 214 | 76 | 196 | 215 |

See accompanying notes to the interim financial statements.

## Consolidated Interim Financial Statements

| Consolidated Balance Sheets (in K $\ddagger$; unaudited) |  |  |
| :---: | :---: | :---: |
|  | June 30, $2011$ | December 31, 2010 |
| Assets |  |  |
| Intangible assets | 98,955 | 93,565 |
| Property, plant, and equipment | 83,218 | 80,582 |
| Investment properties | 604 | 616 |
| Shares in associated companies | 2,150 | 2,150 |
| Prepaid pension cost | 490 | 554 |
| Deferred tax assets | 5,739 | 5,850 |
| Other non-current assets | 3,693 | 3,146 |
| Total non-current assets | 194,849 | 186,463 |
| Inventories | 109,557 | 104,511 |
| Trade accounts receivable | 87,758 | 85,551 |
| Other accounts receivable | 10,292 | 9,581 |
| Prepaid expenses | 1,641 | 1,628 |
| Cash and cash equivalents | 49,086 | 84,975 |
| Total current assets | 258,334 | 286,246 |
| Total assets | 453,183 | 472,709 |
| Shareholders' equity and liabilities Equity |  |  |
| Share capital | 25,261 | 25,261 |
| Additional paid-in capital | 98,862 | 98,862 |
| Retained earnings | 145,907 | 145,652 |
| Other equity components | -3,658 | -2,160 |
| Equity of Pfeiffer Vacuum Technology AG shareholders | 266,372 | 267,615 |
| Non-controlling interests | 2,557 | 2,361 |
| Total equity | 268,929 | 269,976 |
| Financial liabilities | 76,696 | 75,487 |
| Provisions for pensions | 6,899 | 6,298 |
| Deferred tax liabilities | 1,015 | 1,001 |
| Total non-current liabilities | 84,610 | 82,786 |
| Trade accounts payable | 45,217 | 54,262 |
| Other accounts payable | 14,634 | 19,120 |
| Provisions | 29,260 | 26,885 |
| Income tax liabilities | 4,770 | 11,868 |
| Customer deposits | 4,492 | 4,642 |
| Financial liabilities | 1,271 | 3,170 |
| Total current liabilities | 99,644 | 119,947 |
| Total shareholders' equity and liabilities | 453,183 | 472,709 |

See accompanying notes to the interim financial statements.

## Consolidated Interim Financial Statements

| Consolidated Statements of Shareholders' Equity (in K $\ddagger$; unaudited) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Equity of Pfeiffer Vacuum Technology AG Shareholders |  |  |  |  |  | Noncontrolling Interests | Total Equity |
|  | Share Capital | Additional Paid-in Capital | Retained Earnings |  | Treasury Shares | Total |  |  |
| Balance on January 1, 2010 | 22,965 | .... 13,305 | 128,368 | -3,057 | -23,808 | . 137,773 | 564 | 138,337 |
| Net income |  |  | . 17,631 |  |  | ....17,631 | 150 | 17,781 |
| Other comprehensive income |  |  |  | 2,756 |  | 2,756 | 65 | 2,821 |
| Total comprehensive income | - | - | 17,631 | 2,756 |  | 20,387 | 215 | 20,602 |
| Dividend payment |  |  | -20,860 |  |  | -20,860 |  | -20,860 |
| Balance on June 30, 2010 | 22,965 | 13,305 | 125,139 | -301 | -23,808 | 137,300 | 779 | 138,079 |
| Balance on January 1, 2011 | 25,261 | 98,862 | 145,652 | -2,160 | - | 267,615 | 2,361 | 269,976 |
| Net income | - | - | 28,871 | - | - | 28,871 | 262 | 29,133 |
| Other comprehensive income | - | - | - | -1,498 | - | -1,498 | -66 | -1,564 |
| Total comprehensive income | - | - | 28,871 | -1,498 | - | 27,373 | 196 | 27,569 |
| Dividend payment | - | - | -28,616 | - | - | -28,616 | - | -28,616 |
| Balance on June 30, 2011 | 25,261 | 98,862 | 145,907 | -3,658 | - | 266,372 | 2,557 | 268,929 |

See accompanying notes to the interim financial statements

## Consolidated Interim Financial Statements

| Consolidated Statements of Cash Flows (in K €; unaudited) |  |  |
| :---: | :---: | :---: |
|  | Six mon Jun 2011 | 2010 |
| Cash flow from operating activities: |  |  |
| Net income | 29,133 | 17,781 |
| Depreciation and amortization. | 5,948 | 2,095 |
| Loss/gain on disposal of assets | 96 | -1,408 |
| Other non-cash income and expenses | 1,741 | 409 |
| Effects of changes in assets and liabilities: |  |  |
| Inventories | -7,847 | -2,507 |
| Receivables and other assets | -5,538 | -1,232 |
| Provisions, including pension and income tax liabilities | -2,899 | 301 |
| Payables, other liabilities | -12,979 | 1,037 |
| Net cash provided by operating activities | 7,655 | 16,476 |
| Cash flow from investing activities: |  |  |
| Proceeds from disposals of fixed assets | 918 | 55 |
| Capital expenditures | -11,450 | -624 |
| Payments for acquisitions | -5,553 | -9,917 |
| Proceeds from disposals of investment securities | - | 3,165 |
| Net cash used in investing activities | -16,085 | -7,321 |
| Cash flow from financing activities: |  |  |
| Dividend payment | -28,616 | -20,860 |
| Proceeds from increase of financial liabilities | -1,624 | -7,909 |
| Redemptions of financial liabilities | 1,104 |  |
| Net cash used in financing activities | -29,136 | -28,769 |
| Effects of foreign exchange rate changes on cash and cash equivalents | 1,677 | 1,651 |
| Net decrease in cash and cash equivalents | -35,889 | -17,963 |
| Cash and cash equivalents at beginning of period | 84,975 | 61,983 |
| Cash and cash equivalents at end of period | 49,086 | 44,020 |

See accompanying notes to the interim financial statements.

## Notes to the Consolidated Interim Financial Statements (unaudited)

## 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 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 $(€)$. Unless otherwise indicated, the presentation is in thousands of euros ( $\mathrm{K} €$ ).

## 2. Accounting and Valuation Methods

In preparing this interim report as of June 30, 2011, 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, 2010 were used. Please refer to the detailed description of these methods in the Notes to the Consolidated Financial Statements 2010, which are available in the internet at www.pfeiffer-vacuum.com.

## Notes to the Consolidated Interim Financial Statements (unaudited)

## 3. Changes in the Consolidated Companies/Acquisitions

Unchanged compared to the previous year the consolidation of the adixen business in 2011 is still based on IFRS net book values. The purchase price allocation and thus the goodwill remain preliminary as at June 30, 2011.

Opposed to that the purchase price for the adixen business segment was finally determined in 2011. An according agreement with Alcatel-Lucent group led to a subsequent purchase price increase by $€ 5.6$ million and consequently to an increase in goodwill. The main reason for this increase was the actual amount of cash and cash equivalents assumed which was higher than estimated during the preliminary purchase price determination.

## 4. Intangible Assets

Intangible assets consist of the following:

## Intangible assets (in $K \varepsilon$ )

|  | June 30, 2011 | December 31, 2010 |
| :---: | :---: | :---: |
| Goodwill | 96,939 | ............91,386 |
| Software | 1,631 | 1,649 |
| Other intangible assets | 385 | 530 |
| Total intangible assets | 98,955 | 93,565 |

## 5. Property, Plant and Equipment

Property, plant and equipment comprise the following:
Property, Plant and Equipment (in K ध)

|  | June 30, 2011 | December 31, 2010 |
| :---: | :---: | :---: |
| Land and buildings | 37,772 | 36,724 |
| Technical equipment and machinery | 30,318 | 28,187 |
| Other equipment, factory and office equipment | 9,426 | 10,082 |
| Construction in progress | 5,702 | 5,589 |
| Total property, plant and equipment | 83,218 | 80,582 |

## Notes to the Consolidated Interim Financial Statements (unaudited)

## 6. Inventories

Inventories consist of the following:

| Inventories (in K $¢$ ) |  |  |
| :---: | :---: | :---: |
|  | June 30, 2011 | December 31, 2010 |
| Raw materials | 44,394 | 43,688 |
| Work in process | 20,950 | 12,713 |
| Finished products | 49,392 | 52,169 |
| Reserves | -5,179 | -4,059 |
| Total inventories | 109,557 | 104,511 |

## 7. Paid Dividends

At the Annual Shareholders' Meeting on May 26, 2011, the shareholders resolved a dividend of $€ 2.90$ per share for the year 2010. Thus, a total of $€ 28,616,211.10$ was paid to the shareholders.

## 8. Pension Benefits and Similar Obligations

Pension expense for all plans included the following components:

Pension Expense for All Plans (in $K \in)$

|  | Three months ended June 30, |  | Six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | 2011 | 2010 |
| Service cost | 453 | 346 | 910 | 688 |
| Interest cost | 706 | 665 | 1,415 | 1,326 |
| Expected return on plan assets | -408 | -455 | -819 | -905 |
| Amortization. | 29 | 10 | 58 | 20 |
| Total | 780 | 566 | 1,564 | 1,129 |

## Notes to the Consolidated Interim Financial Statements (unaudited)

## 9. Warranty

Warranty provisions developed as follows:

| Warranty provisions (in K $¢$ ) |  |  |
| :---: | :---: | :---: |
|  | 2011 | 2010 |
| Balance on January 1 | 13,515 | 3,125 |
| Currency changes | -228 | 80 |
| Additions from acquisitions | - | 101 |
| Additions | 4,002 | 174 |
| Utilization | -3,093 | -244 |
| Balance on June 30 | 14,196 | 3,236 |

## 10. Earnings per Share

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

## Earnings * per Share

| Net income (in $\mathrm{K} €$ ) | Three months ended June 30 |  | Six months ended June 30 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | 2011 | 2010 |
|  | 15,242 | 8,477 | 28,871 | .. 17,631 |
| Weighted average number of shares | 9,867,659 | 8,514,248 | 9,867,659 | 8,514,248 |
| Number of conversion rights | - | - | - |  |
| Adjusted weighted average number of shares. | 9,867,659 | 8,514,248 | 9,867,659 | 8,514,248 |
| Earnings per share in $€$ (basic/diluted) | 1.54 | ..... 1.00 | 2.93 | 2.07 |

[^1]
## Notes to the Consolidated Interim Financial Statements (unaudited)

## 11. Segment Information

Segment Reporting as at June 30, 2011 (in K )

|  | Europe (excluding Germany) | Germany | Asia | USA | Others/ <br> Eliminations | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | ....172,339 | 116,016 | 91,499 | 51,224 | ..-146,049 | 285,029 |
| Third party | 84,613 | 75,288 | 74,403 | 50,725 |  | 285,029 |
| Intercompany | 87,726 | 40,728 | 17,096 | 499 | -146,049 |  |
| Operating profit | .13,177 | 27,570 | 1,441 | 2,361 | -934 | 43,615 |
| Financial income |  |  | ....... - | ....... - | -1,085 | -1,085 |
| Income before income taxes | 13,177 | 27,570 | 1,441 | 2,361 | -2,019 | 42,530 |
| Segment assets | 122,319 | 114,723 | 94,488 | 33,156 | 88,497 | 453,183 |
| Thereof: Assets according to IFRS 8.33 (b)* | 29,467 | 52,115 | 15,576 | 815 | 88,497 | 186,470 |
| Segment liabilities | 66,958 | 89,528 | 22,860 | 4,908 | .......... | 184,254 |
| Capital expenditures: |  |  |  |  |  |  |
| Property, plant and equipment** | 5,410 | -.... 1,900 | 3,643 | 302 | - | .11,255 |
| Intangible assets | 155 | 40 | ......... - | ..... - | ................- | 195 |
| Depreciation ** | 2,628 | .....1,977 | -... 892 | .. 117 | ................- | 5,614 |
| Amortization | 165 | . 102 | 5 | ... 62 | - | 334 |

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


## Segment Reporting as at June 30, 2010 (in G )

|  | Europe (excluding Germany) | Germany | Asia | USA | Others/ <br> Eliminations | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 21,026 | 85,555 | 4,068 | 23,446 | -34,629 | 99,466 |
| Third party | 20,991 | 51,709 | 3,326 | 23,440 |  | 99,466 |
| Intercompany | 35 | 33,846 | 742 | 6 | -34,629 |  |
| Operating profit | 1,067 | 18,730 | 903 | 1,680 | 278 | 22,658 |
| Financial income | ....... - | - | -.... | ....... - | 1,734 | 1,734 |
| Income before income taxes | . 1,067 | . 18,730 | 903 | 1,680 | 2,012 | 24,392 |
| Segment assets | 17,354 | 117,349 | 5,012 | 23,665 | ........ | 163,380 |
| Thereof: Assets according to IFRS 8.33 (b)* | 550 | 50,936 | 948 | 282 | - | 52,716 |
| Segment liabilities | 4,076 | . 18,024 | 623 | 2,578 | ...- | 25,301 |
| Capital expenditures: |  |  |  |  |  |  |
| Property, plant and equipment** | 100 | 286 | 44 | .. 12 | - | 442 |
| Intangible assets | . 14 | 121 | - | 47 | ...- | 182 |
| Depreciation ** | . 101 | ...1,805 | 34 | 28 | ... | ...1,968 |
| Amortization | .. 3 | - 91 | . - | 33 | ......- | .. 127 |

[^2]
## Notes to the Consolidated Interim Financial Statements (unaudited)

## 12. 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 $31.5 \%$ for both, the first six months of 2011 and the second quarter, respectively. (2010: $27.1 \%$ for the first six months and $28.1 \%$ for the second quarter).

## 13. Independent Auditor

At the Annual Shareholders' Meeting on May 26, 2011, 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 2011 fiscal year.

## 14. 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 half year of 2011.

Asslar, August 1, 2011

## Pfeiffer Vacuum Technology AG

Management Board


Manfred Bender


Dr. Matthias Wiemer

## Certification of the Legal Representatives

We hereby certify that, to the best of our knowledge and in keeping with the principles of due group interim reporting, the consolidated interim financial statements provide a true and fair view of the Group's net worth, financial position and results of operations, that the consolidated interim management report presents the course of business, including the results of operations and the group's position, such as to provide a true and fair view and that the major opportunities and risks relating to the anticipated development of the group in the remaining financial year are described.

Asslar, August 1, 2011

## Pfeiffer Vacuum Technology AG

Management Board


Manfred Bender


Dr. Matthias Wiemer

## Additional Information

## Financial Calendar 2011

- $\quad 3^{\text {rd }}$ Quarter 2011 (9-Months) Results Thursday, November 3, 2011


## Contact

## Investor Relations

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www.pfeiffer-vacuum.com


[^0]:    * Excluding Germany

[^1]:    * Attributable to Pfeiffer Vacuum Technology AG shareholders

[^2]:    * Non-current assets other than financial instruments deferred tax assets and prepaid pension cost.
    ** Including investment properties

