



Earnings Release – Analyst/Media Conference Q4 2023

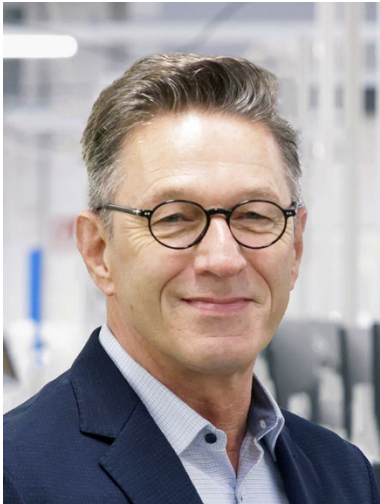
March 5, 2024

Agenda & Speakers



Oliver Wyrsh, President & CEO

- Key Messages & Figures Q4 2023 and FY 2023
- Target Market Business Review
- Expectations 2024



Matthias Tröndle, Vice President & CFO

- Financials Q4 2023 and FY 2023
- Guidance
- Dividend
- Corporate Calendar

INFICON was formed with three core instrumentation technologies. This strong foundation has been continuously growing with more capabilities and products

Intelligent Sensor Solutions



INFICON Inc.
Syracuse, NY, USA

Vacuum Control Products



INFICON AG
Balzers, Liechtenstein

Leak Detection Tools



INFICON GmbH
Cologne, Germany

IPO: 2000



1969 - 2019



Leveraging our strong instrumentation foundation, we have been adding for two decades Data Analytics/AI and Smart Manufacturing capabilities to our products

Smart Sensors

Integrated Process State Sensors and Gauges with Sophisticated Data Analytics/AI



FabGuard®

Yield Maximization & AI Based Equipment and Wafer Intelligence



FPS

Intelligent Operational Excellence & Factory Scheduling



2023 Results

Strong growth in all end markets and all regions in 2023. Book to bill nearly 1. Record profitability. Margin impacted by supply chain and broker costs, improvements in 23H2

SALES

- Sales increase of 16% YoY to 674 MUSD with growth across all regions and all end markets. Strong growth in GV and RAC&Auto of approx. 30% while Semi developed stable (+2%). S&E also showed strong growth (47%)
- Organic growth at 16% YoY
- Order intake solid and book-to-bill close to 1 in FY23

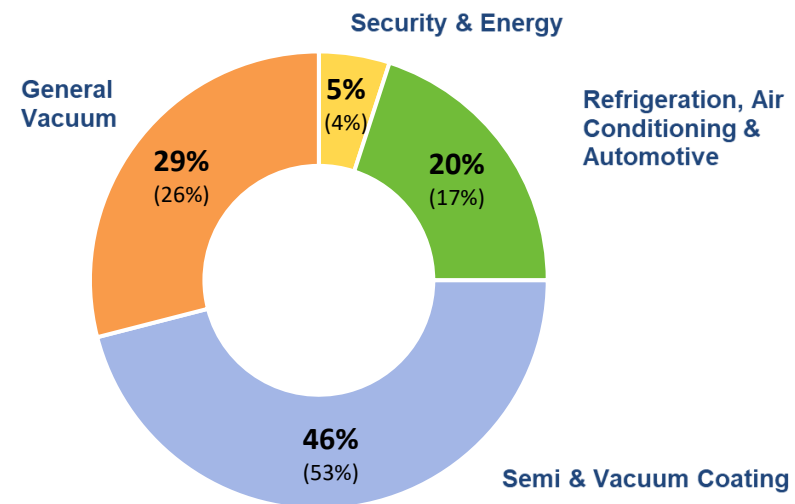
OPERATING RESULT

- Improved operating income of 135 MUSD or record high 20%, increase of 21% YoY
- Gross margin improved slightly by +0.1 %pts YoY, recovered starting 23Q2 (45.1%). Lower broker costs but still impacted by cost inflation and supply chain quality and availability
- Record high cash generation, operating cash flow of 118 MUSD (+72 MUSD)

ORGANIZATION

- Continued investments in R&D (7.2% of sales FY) and production capacity (CAPEX 25 MUSD)

Sales FY 2023
(FY 2022)



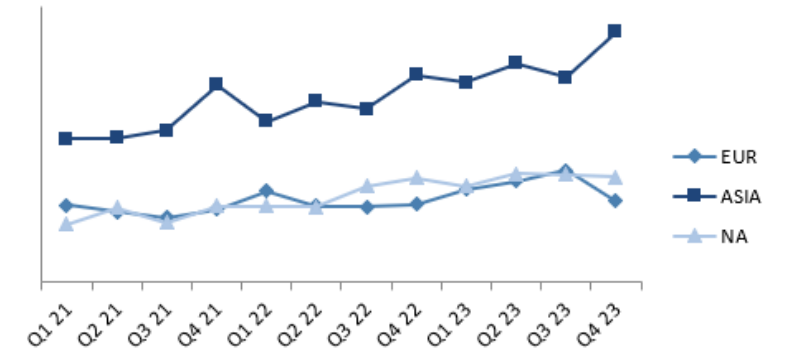
Worldwide Markets & Sales

Good growth in all regions year-on-year. Record quarter in Asia in Q4

Worldwide Net Sales in FY 2023 by Region



Quarterly Sales Trend by Region



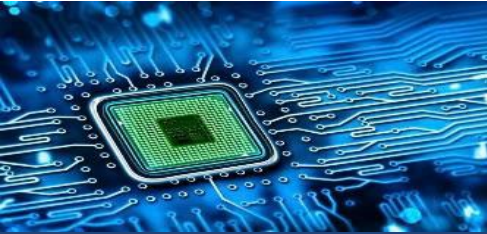
FY 2023 Sales and Growth by Region

Asia:	~	326	MUSD	+ 18%
Europe:	~	167	MUSD	+ 15%
North America:	~	177	MUSD	+ 14%
Total: (including ROW)	~	674	MUSD	+ 16% vs. FY 2022)

Growth Markets for INFICON Technologies

Providing leading edge measuring and analytics capabilities to growth market segments

Semiconductor industry



Leading Logic



Smart Manufacturing & Sustainable Sub Fab



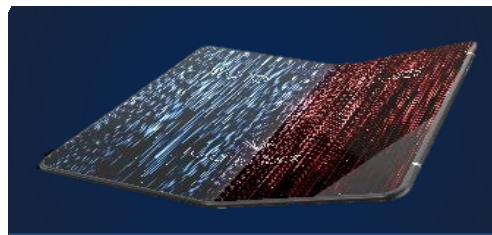
ICAPS*



Memory



Tool Makers



Display

Other high tech industries



Battery & Auto



Solar Energy



HVAC-R



Old & New Gases



Space & Robotics



Security & Environment



Lifescience



Big Science



Industrial Vacuum

Semiconductor & Vacuum Coating – Performance & Outlook

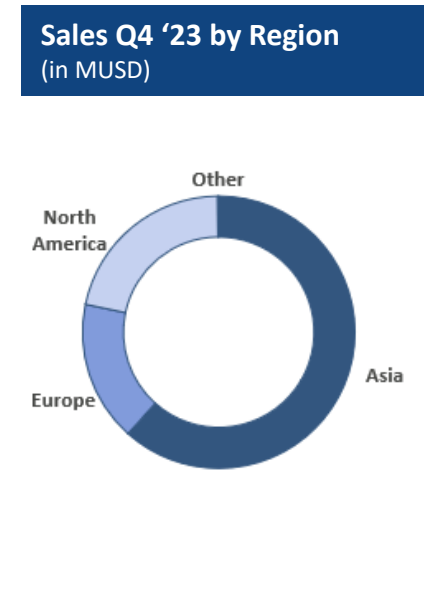
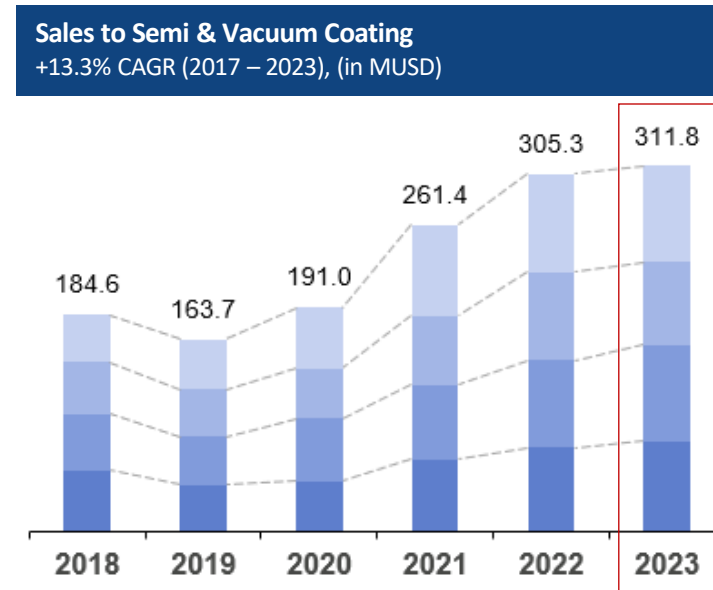
Stable Semiconductor sales in 2023. Good growth opportunities starting H2 2024

PERFORMANCE

- 2023 sales stable with +2% vs. 2022
- #1 position in process control, leak detection, smart manufacturing software and thin film monitoring
- #2 for pressure measurement. Closing up to #1

OUTLOOK

- Market expectations for 2024: **H1: Soft / H2: Growth**
Starting soft we see upwards potential in H2. Mid- and long-term very strong growth drivers for Semi
- Memory was the slowest of submarket in 2023 and now shows improvement. Most submarkets have moderately optimistic outlook for 2024 with mixed picture in H1 then positive in H2. For the strong mature edge in '23, now some slight slowdown visible for 2024
- Ongoing investments in leading edge nodes and advanced chip design. Increasing sensor and process monitoring usage in general. Semi initiatives globally ongoing
- Strong R&D pipeline at INFICON with new products, applications and solutions



Automotive & Refrigeration, Air Conditioning – Performance & Outlook

Strong position with strong growth in RAC & Automotive market with battery testing as largest opportunity, but also RAC with good growth

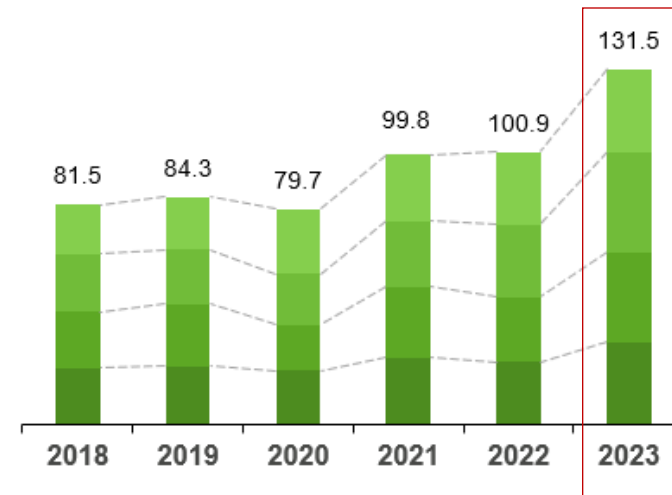
PERFORMANCE

- Strong growth across regions and product lines with +30%
- #1 position in RAC and Battery market

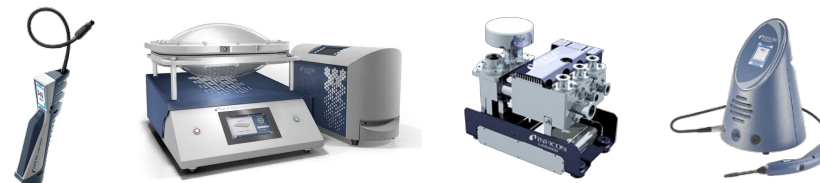
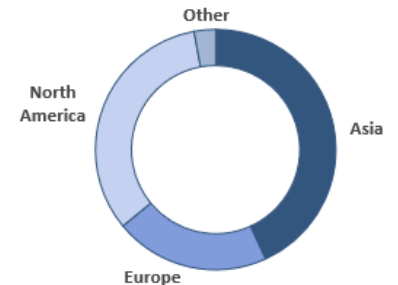
OUTLOOK

- Market Expectations 2024: **Flat/Growth**
Traditional auto slowing, but battery/EV continuously growing, but 2024 expected to be slower growth than 2023
- New mobility and battery storage growth opportunities driven by energy transition (Li-ion batteries, plus other types and fuel cells)
- Good growth with new distribution and product initiatives for hand-held after-sales service products
- Growth in the RAC market. Introduction of advanced, fully automated industry 4.0 solutions, incl. new intelligent software. Change of regulations and new refrigerants supports growth
- Strong R&D pipeline at INFICON with new products, applications and solutions

Sales to Automotive & Refrigeration, Air Con.
+11.5% CAGR (2017 – 2023) (in MUSD)



Sales Q4 '23 by Region
(in MUSD)



General Vacuum – Performance & Outlook

The broad industrial market is addressed through a multi-brand strategy and long-term channel partners. Growth '23 in all regions especially Asia and Americas

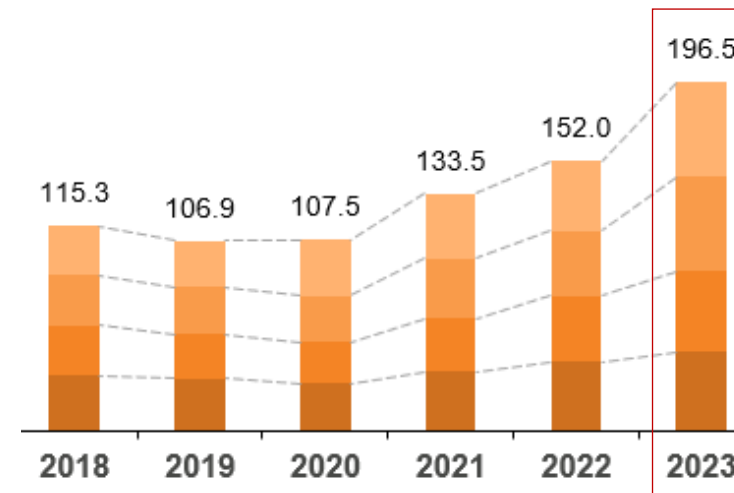
PERFORMANCE

- 2023 sales increase of +29% vs. 2022. Strong growth in Asia and Americas. Record quarter Q4
- Most competitive “full liner” in vacuum instrumentation
- Remain #1 position

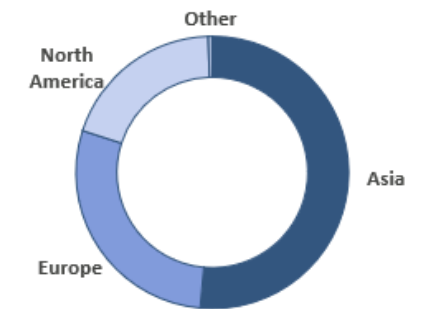
OUTLOOK

- Overall market expectations 2023: **Flat**
- After strong market growth in 2023, outlook for Asia and Americas lower. Slower market expected in China vacuum market after strong growth in 2023
- Expand market reach into industrial and analytical OEM markets
- Expand distribution networks (US and Asia)
- Multi-brand strategy

Sales to General Vacuum
+13.3% CAGR (2017 – 2023) (in MUSD)



Sales Q4 '23 by Region
(in MUSD)



Security & Energy – Performance & Outlook

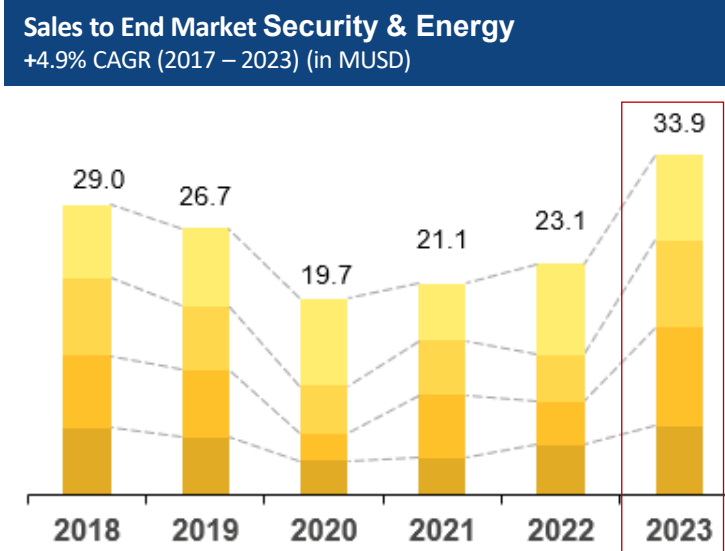
Strong growth in 2023. Security and energy have both growth potentials but often depend on specific government initiatives and policies with their own dynamic. This is a diversification factor versus the other markets

PERFORMANCE

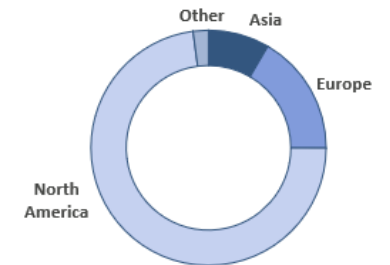
- 2023 sales increase of +47% vs. 2022 with strong driver from Americas. Continued strong order pipeline
- Typically, significant fluctuations over time due to large programs
- Remain #1 position
- Supply chain at times still instable and limiting sales

OUTLOOK

- Market expectations 2024: **Growth**
- New HAPSITE generation with new features and expanded capabilities addressing new additional applications
- US DoD programs awarded. Strong opportunity pipeline across NATO
- Cyclical: Still highly dependent on government spending
- Some Chinese competition for environmental applications



Sales Q4 '23 by Region
(in MUSD)



Sustainability Achievements in 2023

INFICON has a smart follower strategy with regards to sustainability. We made good progress recently, in particular around CO₂ emissions

100%

certified green electricity used in all major production sites (2022: 81%)

37%

lower greenhouse gas emissions to 513 tons (2022: reduction of 34%)

84%

of energy carrier is electricity

48%

increased recycling of waste to 205 metric tons

23%

energy reduction for natural gas and heating



Mobility initiatives: share-a-ride, bike shelter, e-charging stations



Plastic & packaging reduction: glass bottles, water dispenser, biodegradable pallet overwraps



Energy savings: innovative HVAC systems, optimizing of building and production infrastructure

5 Years in a row continuous reduction in energy consumption per net sales

Expectations 2024

Expect soft H1/24 and growth in H2/24. With a solid order situation and the growth in selected markets, we are mostly optimistic for 2024, despite the global uncertainties and risks



- Even with weakness and risks in the markets we are mostly optimistic given the improved supply chain, the solid order situation and the expected Semi upturn in H2
- We see positive momentum in certain markets: most Semi submarkets and selected other markets such as Battery and Security

**Guidance for
2024**

→ Sales 650 - 700 MUSD

→ Operating Income approx. 20%

Product Highlights 2023

In 2023, INFICON launched a series of new products and technologies, including various first-of-a-kind innovations as well as updated versions of existing products.



Trigon™ BCG552 — Next Generation Gauge in Precision, Reliability and Versatility



ELT Vmax
Leading Edge Battery Testing



EcoBoost
Smart Software for faster Leak Testing



IRG080
First of a Kind Scientific Reference Gauge



FabGuard® — Smart Facilities Monitor for Sustainable Manufacturing



FLUE-Mate™ — Combustion Gas Analyzer and Maintenance Tool



Quantus® HP100
High Pressure Self Plasma Gas Analyzer



Magnesium Sensitive Crystals
Leading Edge OLED Sensor

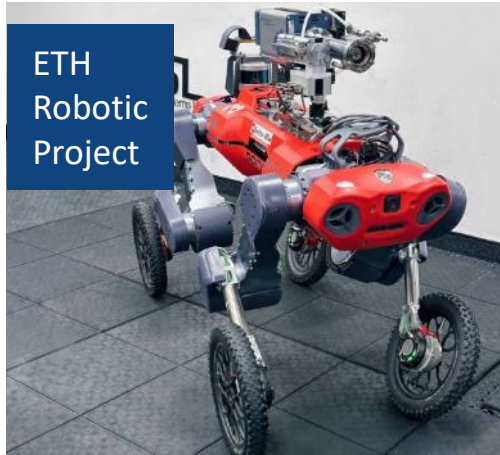
Recently at INFICON

Great moments that drive us forward...

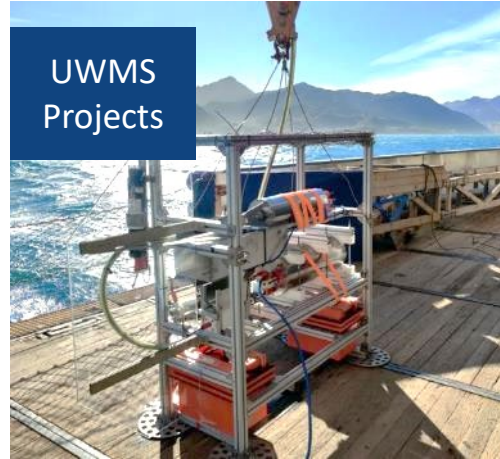
TSMC Recognition



ETH
Robotic
Project



UWMS
Projects



FabTime Acquisition



NASA Collaboration



Cologne Expansion



R&D 100 Award



Taiwan
Semiconductor
Innovation Center



China Opening



HSG Manufacturing Award



Connect with us! www.inficon.com/news



Agenda & Speakers



Oliver Wyrsh, President & CEO

- Key Messages & Figures Q4 2023 and FY 2023
- Target Market Business Review
- Expectations 2024



Matthias Tröndle, Vice President & CFO

- Financials Q4 2023 and FY 2023
- Guidance
- Dividend
- Corporate Calendar

Q4 2023 Highlights

Strong sales and record profitability, orders improved, growth in all regions, end-markets mixed (strong GV and RAC&Auto), solid cash generation

Book to Bill	Sales	Gross Margin %	Operating Income
< 1	174.5 MUSD +9.5% organic +8.3%	46.7% +0.5 %pts	38.2 MUSD +12.7% 21.9% of Sales
Equity Ratio	Cash Flow	Net cash	CAPEX
65.4% +0.84%	38.9 MUSD +24.6 MUSD	44.4 MUSD +41.9 MUSD	6.6 MUSD -0.8 MUSD

Except otherwise noted all comparisons vs. previous year Q4

FY 2023 Highlights

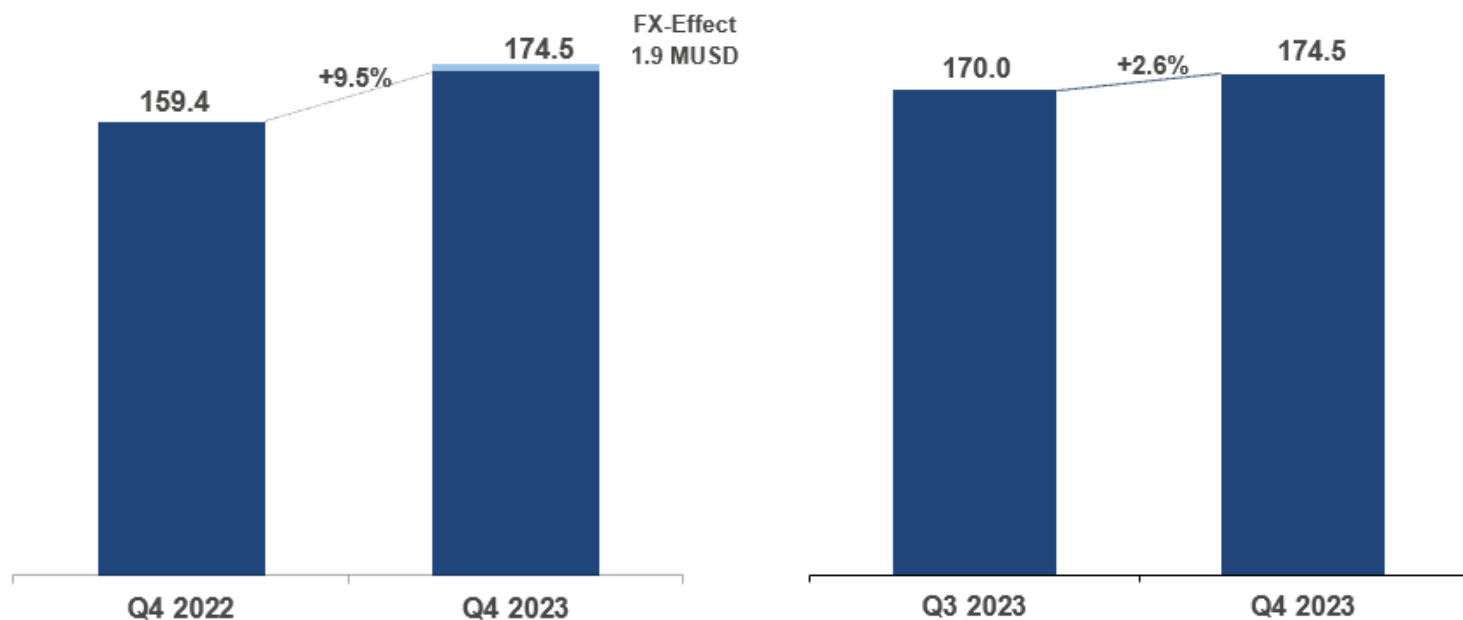
Record sales and profitability, Book-t-Bill close to 1, growth in all regions and all end-markets, strong cash generation. Continuous progress in environmental KPIs

Book to Bill	Sales	Gross Margin %	Operating Income	CAPEX
< 1	673.7 MUSD +15.9% organic +16.1%	46.0% +0.08 %pts	135.2 MUSD +21.1% 20.1% of Sales	25.2 MUSD -10.0 MUSD
Cash Flow	People	Energy	CO₂ emissions	
118.3 MUSD +72.7 MUSD	1'660 +91 +6%	100% certified green electricity FY22: 81%	513 tons -37%	

Except otherwise noted all comparisons vs. previous year

Sales

Year-over-year growth in all regions. Markets mixed, Semi stable



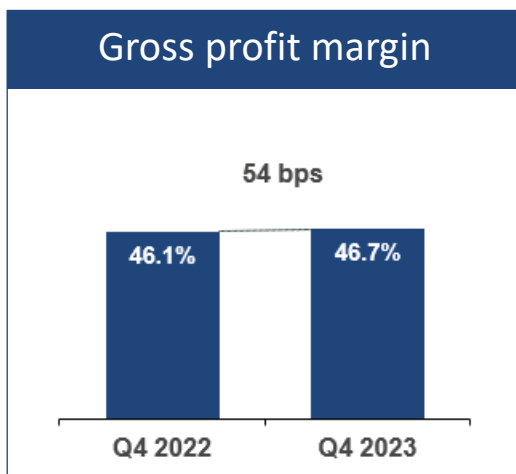
Q4 2023 Sales and Growth by Region

Asia:	~ 92	MUSD	+ 18%
Europe:	~ 37	MUSD	+ 3%
North America:	~ 44	MUSD	+ 1%
Rest of World:	~ 1	MUSD	
Total:	~ 174	MUSD	+ 9%

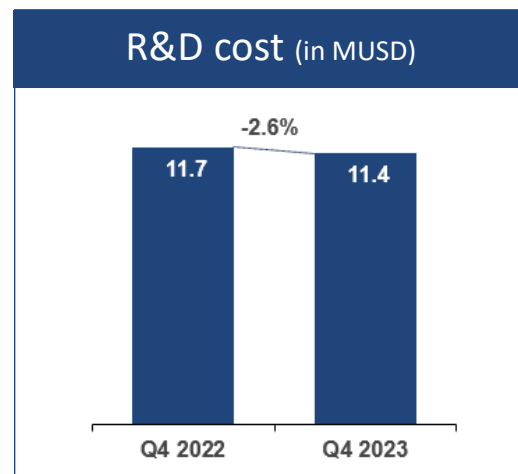
(vs. Q4 2022)

Gross Profit, Costs, and Operating Income Q4

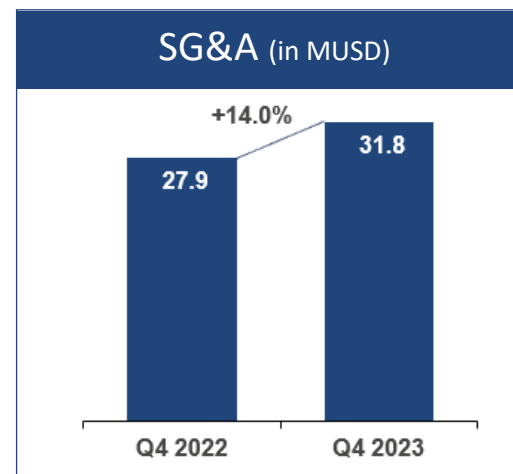
Profit Growth, Gross Margin slightly improved



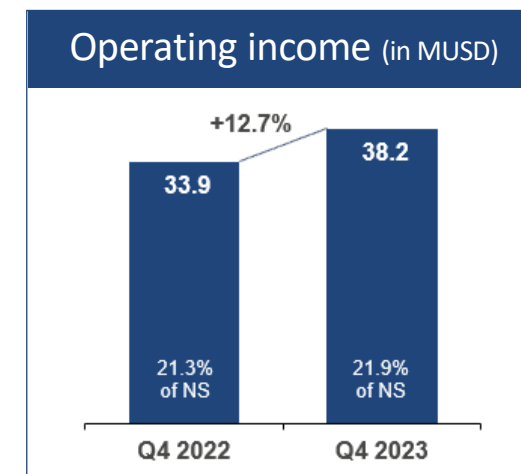
Improved margin. Plus 12% in absolute numbers and increased by 54 bps vs. Q4/22 and best GM% since Q1/22. Higher volume and lower broker costs partially offset by material prices and inventory costs as main driver



Slight decrease, some favorable one-offs. Development efforts continue for future product launches. Unfavorable FX impacts



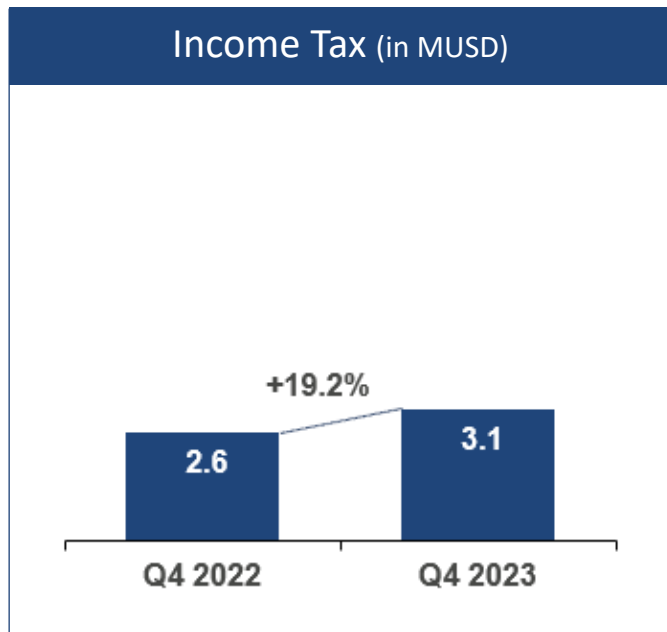
Additional headcounts and related personnel expense as main drivers for the cost increase. Including IT, Service, Digitalization and other initiatives. Unfavorable FX impacts



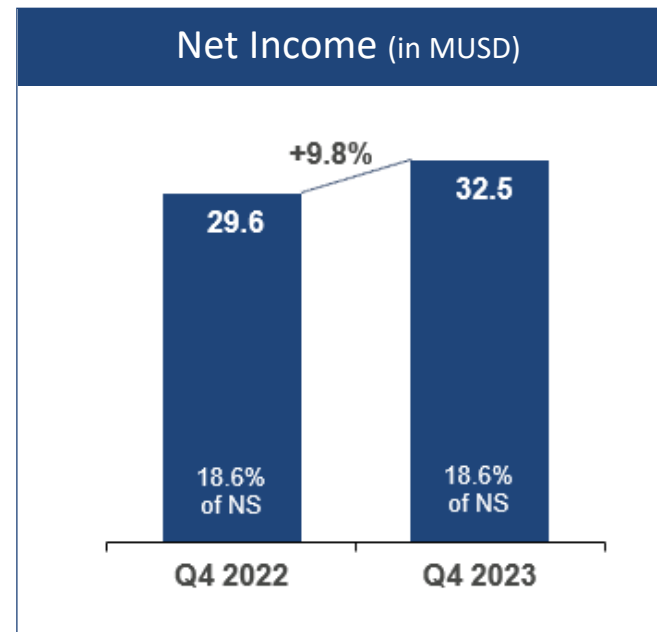
Improved by 12.7% due to higher sales volume in combination with improved Gross Profit Margin

Income Tax and Net Income Development

Net Profit Growth



Tax rate of 8.8% compared with 8.0% in Q4 last year.

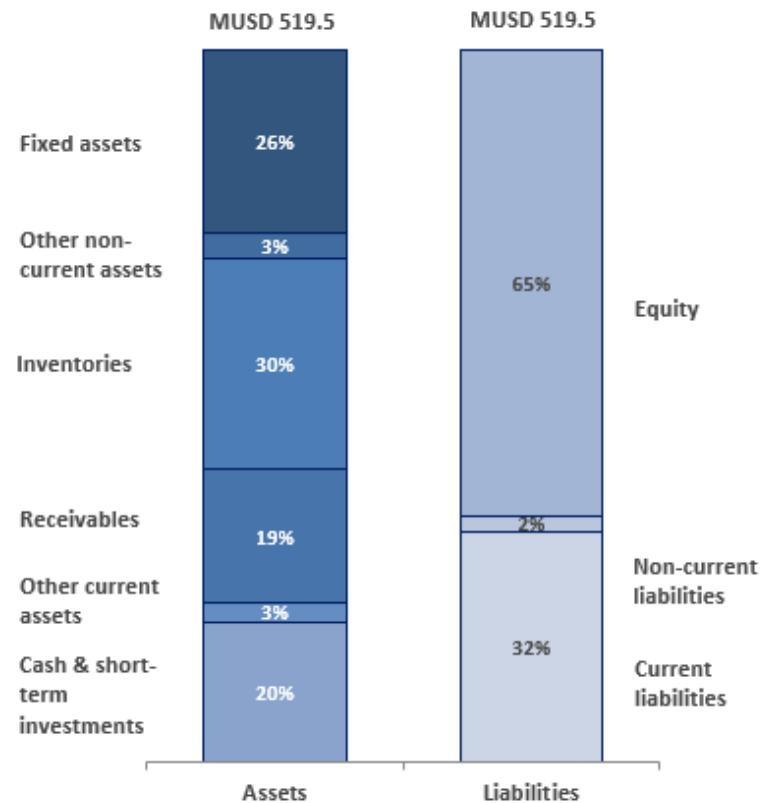


Increase driven by improved operating income at a slightly higher tax rate

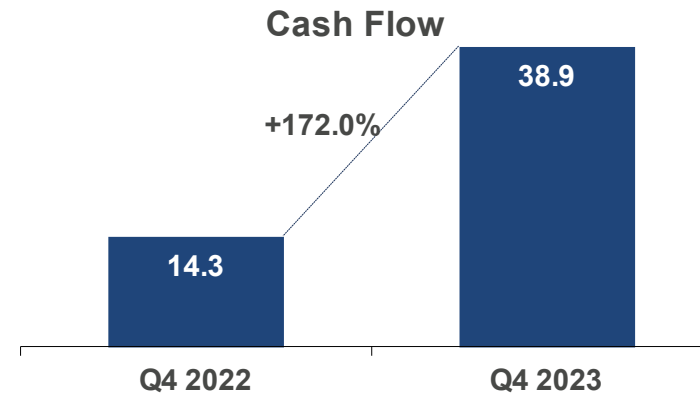
Balance Sheet Highlights

Solid balance sheet; working capital/inventory level slightly increased, strong improved cash flow and net cash

Balance Sheet Structure 2023



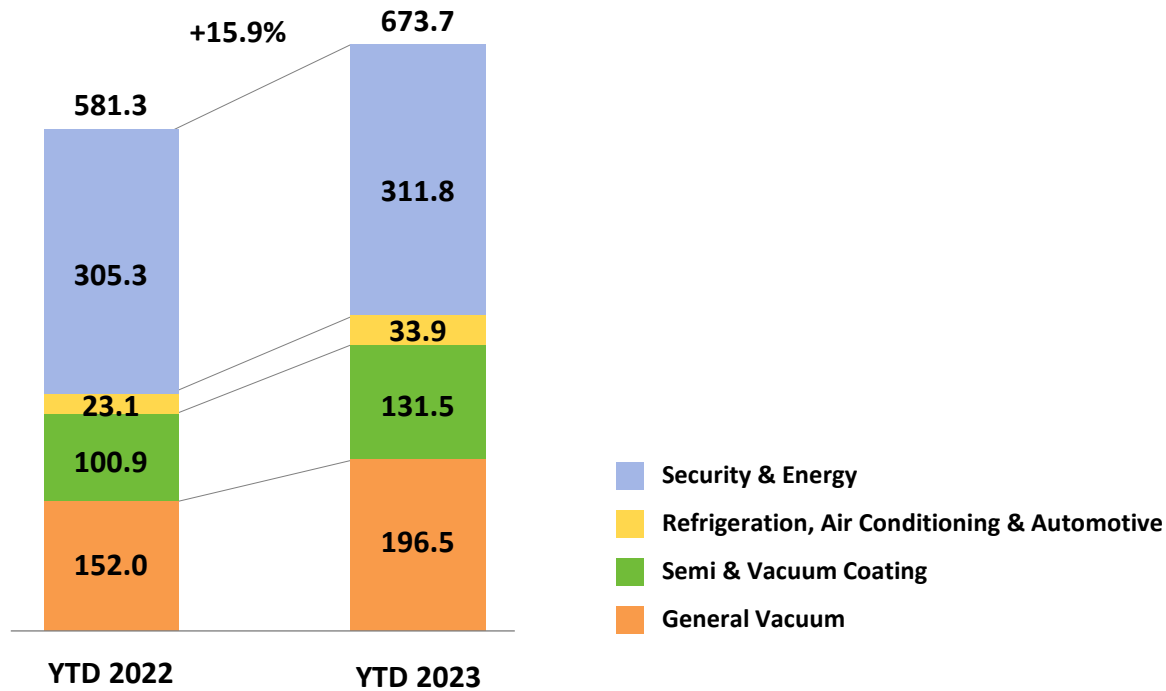
	Q4 23	Q4 22
Net Cash	44.4	2.5
DSO	51.6	53.1
Inventory Turns	2.4	2.8
Working Capital	225.2	208.5
Operating Cash Flow	38.9	14.3



FISCAL YEAR 2023 RESULTS

Full-Year Sales

Growth in all regions and markets



FY 2023 Sales and Growth by Region

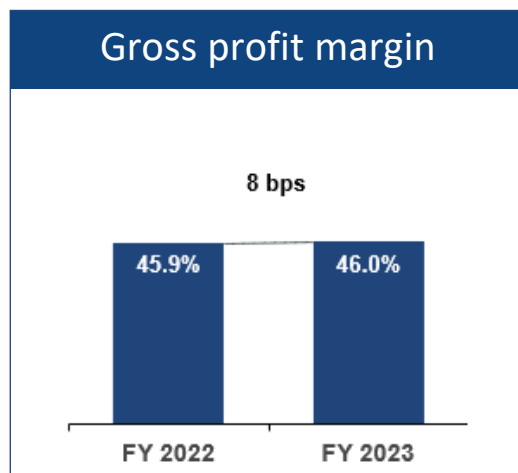
Asia:	~	326	MUSD	+ 18%
Europe:	~	167	MUSD	+ 15%
North America:	~	177	MUSD	+ 14%
Rest of World:	~	4	MUSD	
Total:		673.7	MUSD	+ 16%

(vs. FY 2022)

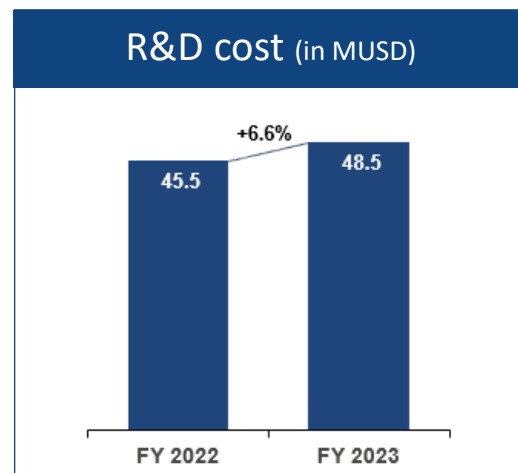
Gross Profit, Costs, and Operating Income YoY

Profit Growth, driven by volume and slightly improved margin.

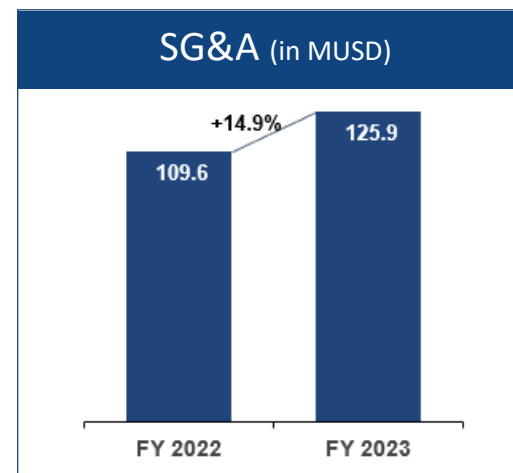
Margin impacted by supply chain and broker costs, improvements in H2/23



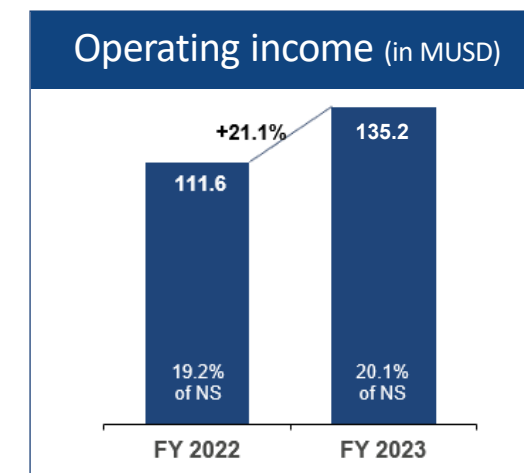
Improved margin. Plus 16% in absolute numbers and increased by 8 bps vs. previous year. Higher volume and lower broker costs mainly in H2 partially offset by material prices as main driver



Rise due to continuous development efforts for future product launches as well as higher personnel costs due to additional employees. Unfavorable FX impacts



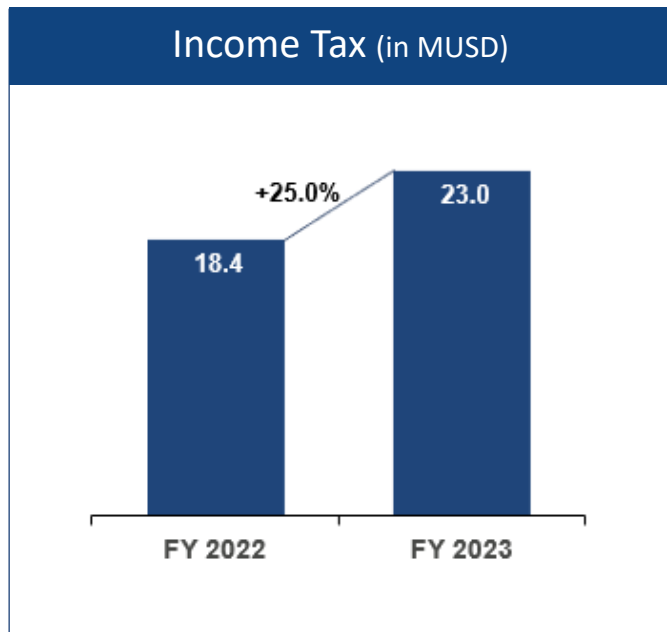
Additional headcounts and related personnel expense as main drivers for the cost increase. Including IT, Service, Digitalization and other initiatives. Unfavorable FX impacts



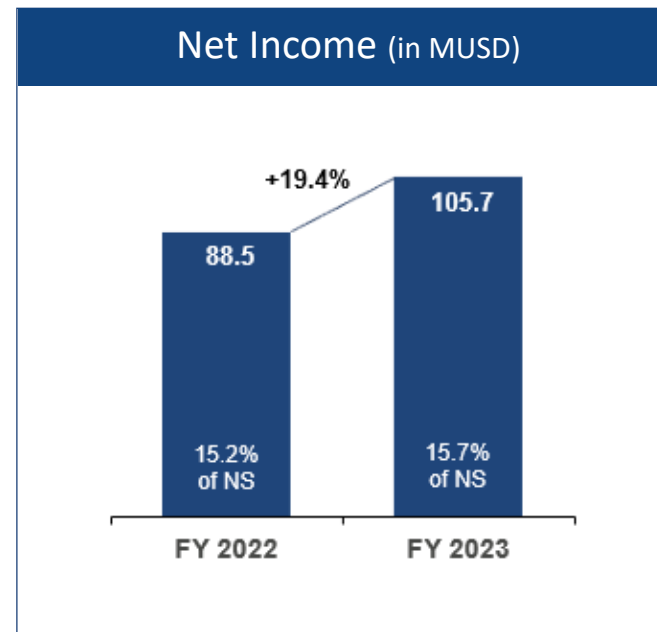
Improved by 21% due to higher sales volume in combination with slightly improved Gross Profit Margin and moderate growth in cost

Income Tax and Net Income Development YoY

Net Profit Growth



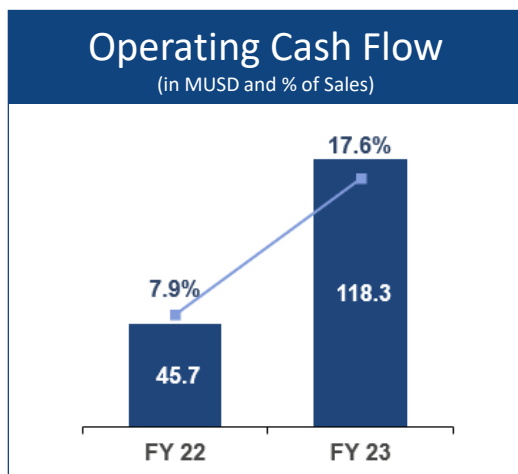
Tax rate of 17.9% compared with 17.2% in 2022. A slight increase in the tax rate, which was influenced by the different composition of the profits of our various international units



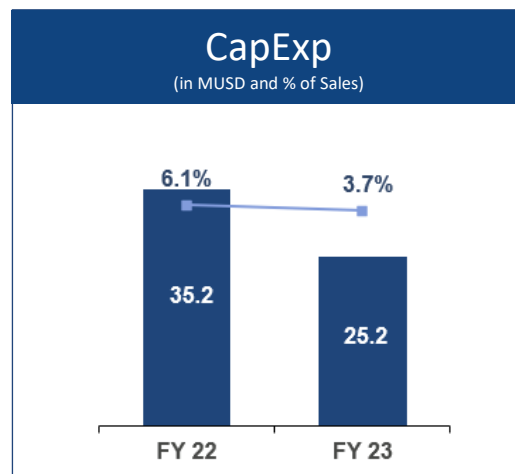
Increase driven by improved operating income at a slightly lower financial result and higher tax rate

Key Balance Sheet Data YoY

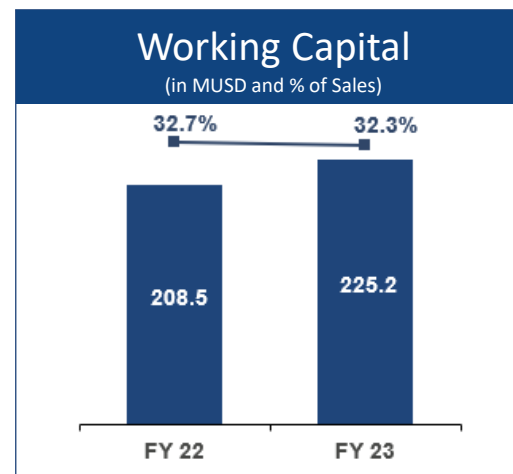
Improved cash generation and solid balance sheet



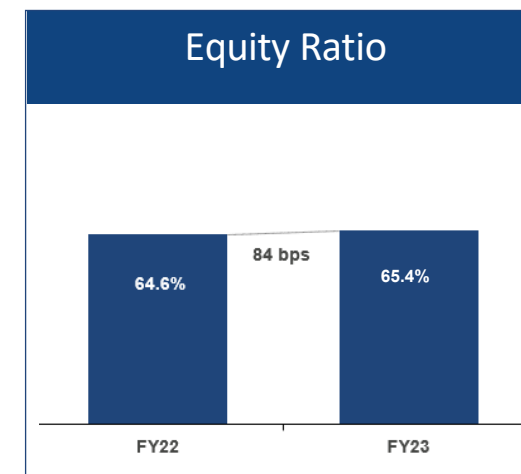
Strong increase driven by higher net income and substantially lower increase of inventory levels



Lower than record level of 2022. Focus on investments in capacity, i.e. mostly buildings and machinery and equipment



Increase mainly due to higher inventory levels, as a % of sales slightly improved

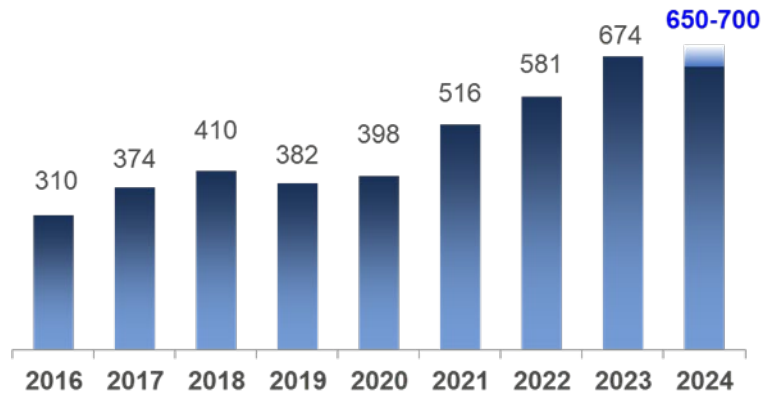


Stable and solid level

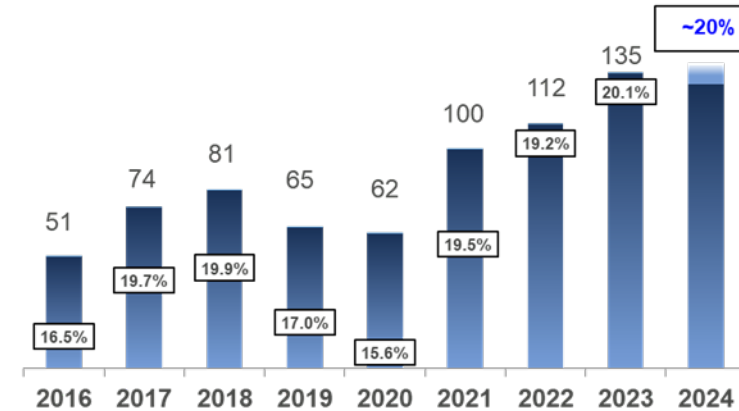
Full-Year 2024 Guidance

Soft H1 and growth in H2 expected, mostly optimistic

Sales (MUSD)



Operating Income (MUSD)



Outlook 2024

INFICON is mostly optimistic about the outlook, given all the global uncertainties. This is based on the order situation, the expected SEMI upturn in H2, and the assessment of the various end markets.

Guidance for
2024

→ Sales 650-700 MUSD

→ Operating Income approx. 20%

Distribution for 2023

Consideration of future investments and growths plans

- **Further considerable investments in capacities and technology in the coming years**
- **Solid Balance Sheet, Cash Generation improved**
 - USD 44 million net cash
 - Shareholders' equity ratio at 65%
- **Board of Directors intends to propose a cash distribution of CHF 20 per share**
 - CHF 20 as ordinary dividend, represents ~11% increase vs. 2023
 - Annual General Meeting of Shareholders on April 4, 2024
 - Returning ~USD 56 million cash to shareholders in 2024
 - Payout ratio ~53%

Thank you for your attention.

Q&A

Next Events on Corporate Calendar 2024

- ➔ Annual General Meeting of Shareholders April 4, 2024
- ➔ Q1 FY 2024 Earnings Conference Call April 25, 2024
- ➔ Q2 and HY 2024 Earnings Conference Call July 31, 2024
- ➔ Q3 FY 2024 Earnings Conference Call October 24, 2024
- ➔ INFICON Technology Day November 14, 2024



INFICON

Inspired by visions. Proven by success.



INFICON believes that a deep understanding of our customers' challenges and their visions for success are paramount to everything we do. These long-standing partnerships



and the commitment to see our customers succeed inspire our dedicated, talented employees to develop and build market-leading instruments that are a winning combination of outstanding innovation and proven performance.



And we value the trust our customers have in us to take risks, move fast and continue learning as we push the limits of technology to help them succeed.