

## **Questions and answers for the capital market relating to Pfeiffer Vacuum's acquisition of Trinos Vakuum-Systeme**

### **What has happened?**

On December 2, 2009, the Management Board of Pfeiffer Vacuum and the shareholders of Trinos Vakuum-Systeme GmbH signed a contract under which Pfeiffer Vacuum will acquire Trinos Vakuum-Systeme GmbH effective January 1, 2010.

### **Who is Trinos Vakuum-Systeme and what is the company's business purpose?**

Trinos Vakuum-Systeme GmbH is headquartered in Göttingen, Germany, and is one of the leading manufacturers of vacuum chambers, vacuum systems and special components for the vacuum industry. In addition, it is now Europe's largest supplier of vacuum fittings and vacuum components, such as ISO-K, ISO-KF, CF, Conflat, feedthroughs, glass components and vacuum valves.

### **How high are the company's sales revenues?**

Sales revenues in 2008 totaled some € 18 million, with sound profitability.

### **Who are the former owners of Trinos Vakuum-Systeme GmbH?**

Trinos Vakuum-Systeme GmbH was formed in 1997 by Peter Spreitz (business administrator) and Marcus Weinhagen (physicist).

### **How many people does Trinos Vakuum-Systeme employ?**

The company employs around 140 people, the majority of them in Engineering, Production and Quality Assurance. Most of them are engineers, physicists, plant mechanics and welders who possess years of experience in the field of vacuum.

### **What is the Trinos website?**

[www.trinos.de](http://www.trinos.de)

### **What advantage will this acquisition provide to Pfeiffer Vacuum?**

Pfeiffer Vacuum has already been working together with Trinos for years. Pfeiffer Vacuum knows Trinos as a very professionally operating, dependable supplier of vacuum chambers and components.

The acquisition will enable us to offer our customers a more extensive product portfolio. This will aid us in doing an even better job against the competition together and in being even more specific in satisfying our customers' needs. Long term, this will enable us to secure and improve Pfeiffer Vacuum's competitive position and economic success.

### **Will there be joint product developments?**

Yes, because this possibility, too, is one of the advantages of this acquisition.

### **Will there be layoffs at either of the two companies?**

We are making this acquisition precisely with the objective of securing jobs.

**How high are Trinos' margins and what impact will they have on Pfeiffer Vacuum's margins?**

As expected, the margins of a company that is posting such dynamic growth do not come close to Pfeiffer Vacuum's top margins. However it is our objective to have a positive influence on this and to avoid watering down our top margin levels over the long term.

**What margins are expected for the coming year?**

The Management Board of Pfeiffer Vacuum traditionally announces its assessment of business for the current fiscal year at the Annual Shareholders Meeting that is conducted the same year.

**What impact will the acquisition have on dividend payments for fiscal 2009 and 2010?**

The decision relating to dividend payments is traditionally made by the Supervisory and Management Boards at the financial statements meeting in March. In doing so, they are guided by consolidated net income.