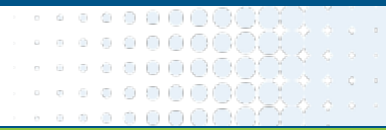




# Net Revenues by End Market & Division



# Notes on Presentation



## **Financial Information**

Following the completion of its acquisition of Atotech Limited ("Atotech") on August 17, 2022, MKS Instruments, Inc. ("MKS") operates the Atotech business as its Materials Solutions Division ("MSD"). Net revenue from Atotech for periods prior to the completion of MKS' acquisition of Atotech has been adjusted from International Financial Reporting Standards as issued by the International Accounting Standards Board ("IFRS") to U.S. generally accepted accounting principles ("GAAP"). MKS has not identified material differences in Atotech's net revenue under GAAP and Atotech's historical reported net revenue under IFRS. Net revenues by end market for Atotech are based on MKS' understanding of end market uses for Atotech products and services. Totals presented may not sum and percentages may not recalculate using figures presented due to rounding. Amounts are presented in USD millions.

## **End Market Updates**

In the fourth quarter of 2022, MKS updated its end market classifications, including replacing Advanced Electronics with Electronics & Packaging. The primary effects of this update include a) reclassifying products and services supporting light-emitting diode, laser diode and solar markets from Advanced Electronics to Specialty Industrial and b) reclassifying MSD products and services supporting wafer level packaging from Semiconductor to Electronics & Packaging.

# Net Revenues by End Market & Division

<b>Net revenues by End Market</b>	<b>2021</b>				<b>2022</b>				<b>2023</b>		
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>
Semiconductor	\$ 412	\$ 431	\$ 488	\$ 495	\$ 488	\$ 515	\$ 536	\$ 503	\$ 309	\$ 440	\$ 367
Electronics & Packaging	90	115	66	73	60	49	166	266	222	225	243
Specialty Industrial	192	204	188	196	194	201	253	316	263	338	322
	<b>\$ 694</b>	<b>\$ 750</b>	<b>\$ 742</b>	<b>\$ 764</b>	<b>\$ 742</b>	<b>\$ 765</b>	<b>\$ 954</b>	<b>\$ 1,085</b>	<b>\$ 794</b>	<b>\$ 1,003</b>	<b>\$ 932</b>
<b>Net revenues by Division</b>											
Vacuum Solutions (VSD)	\$ 436	\$ 458	\$ 483	\$ 485	\$ 474	\$ 507	\$ 510	\$ 475	\$ 293	\$ 427	\$ 345
Photonics Solutions (PSD)	258	292	259	279	268	258	267	270	197	278	276
Materials Solutions (MSD)	-	-	-	-	-	-	177	340	304	298	311
	<b>\$ 694</b>	<b>\$ 750</b>	<b>\$ 742</b>	<b>\$ 764</b>	<b>\$ 742</b>	<b>\$ 765</b>	<b>\$ 954</b>	<b>\$ 1,085</b>	<b>\$ 794</b>	<b>\$ 1,003</b>	<b>\$ 932</b>

Q3'22 combines the net revenues of MKS and the post-acquisition net revenues of Atotech, which MKS operates as MSD.

# Net Revenues by End Market

	2022				2023			Q3'23 vs Q3'22			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Total Change	FX	Pd	Change Excluding Fx & Pd
<b>MKS<sup>(1)</sup></b>											
Semiconductor	\$ 488	\$ 515	\$ 536	\$ 503							
Electronics & Packaging	60	49	50	47							
Specialty Industrial	194	201	191	195							
	<b>\$ 742</b>	<b>\$ 765</b>	<b>\$ 777</b>	<b>\$ 745</b>	<b>\$ 490</b>	<b>\$ 705</b>	<b>\$ 621</b>	-20%	1%		-21%
<b>Atotech / MSD<sup>(2)</sup></b>											
Electronics & Packaging	\$ 232	\$ 235	\$ 239	\$ 219							
Specialty Industrial	126	123	126	121							
	<b>\$ 358</b>	<b>\$ 358</b>	<b>\$ 364</b>	<b>\$ 340</b>	<b>\$ 304</b>	<b>\$ 298</b>	<b>\$ 311</b>	-15%	-2%	-5%	-8%
<b>Combined Company<sup>(3)</sup></b>											
Semiconductor	\$ 488	\$ 515	\$ 536	\$ 503	\$ 309	\$ 440	\$ 367	-32%	0%	0%	-32%
Electronics & Packaging	292	284	289	\$ 266	222	225	243	-16%	-2%	-5%	-9%
Specialty Industrial	320	324	317	\$ 316	263	338	322	2%	0%	-1%	2%
	<b>\$ 1,100</b>	<b>\$ 1,123</b>	<b>\$ 1,141</b>	<b>\$ 1,085</b>	<b>\$ 794</b>	<b>\$ 1,003</b>	<b>\$ 932</b>	-18%	0%	-1%	-17%
Consumables & Service	\$ 422	\$ 422	\$ 427	\$ 405	\$ 338	\$ 377	\$ 393	-8%	-1%	-4%	-3%
Consumables & Service %	38%	38%	37%	37%	43%	38%	42%				

<sup>(1)</sup>MKS, excluding Atotech/MSD for Q3'22 and Q4'22

<sup>(2)</sup>Atotech/MSD, including full quarter net revenues for Q3'22

<sup>(3)</sup>Combined Company combines the net revenues of MKS (excluding Atotech/MSD for Q3'22 and Q4'22) and the net revenues of Atotech/MSD (including full quarter net revenues for Q3'22)

"Total Change" represents the percentage change in net revenues

"FX" and "Pd" reflect the estimated impact of foreign exchange rates and palladium prices on net revenues, respectively

"Change Excluding FX & Pd" is the difference between "Total Change" and "FX" and "Pd"