



»» CONFERENCE CALL

LPKF LASER & ELECTRONICS SE | 23 MARCH 2023

KLAUS FIEDLER – CEO / CHRISTIAN WITT - CFO

CURRENT TRADING

MARKET DEVELOPMENT & ENVIRONMENT



- Strong demand in Prototyping and Solar above previous year
- Electronic markets in the core business are recovering
- Applications for battery packs and medical products in Welding with strong demand
- The markets for our new technologies remain receptive to disruptive solutions

- Design wins in new technology generation of thin film solar reinforce market position
- New product introductions across business units protect market position and margins
- New product line LTP launched to broaden market footprint of SQ business unit
- Progress in New Business Initiatives on track (see next slide)

- Uncertainties remain high due to global geopolitical and economic situation
- Ukraine war - still no direct effects on LPKF
- Partially reallocation of production from Asia to Europe and North America
- Still supply shortage for some key components
- Countering Inflation by efficiencies & price increases
- No impact on LPKF due to banking crisis



Market Situation



Business Development



Environment & Supply Chain

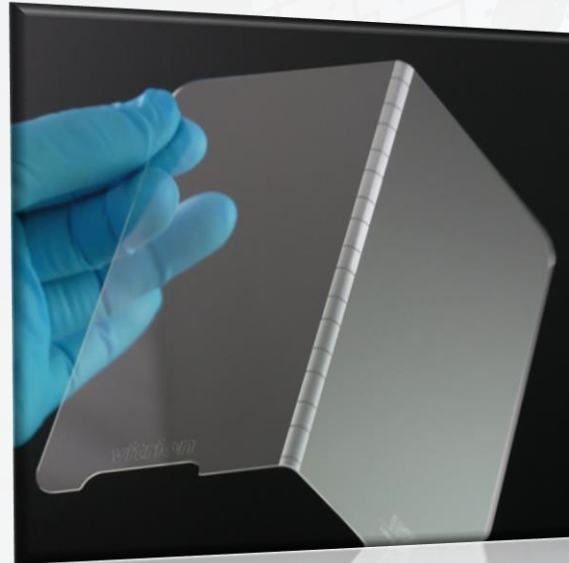
NEW BUSINESS INITIATIVES

MARKET DEVELOPMENT & ENVIRONMENT



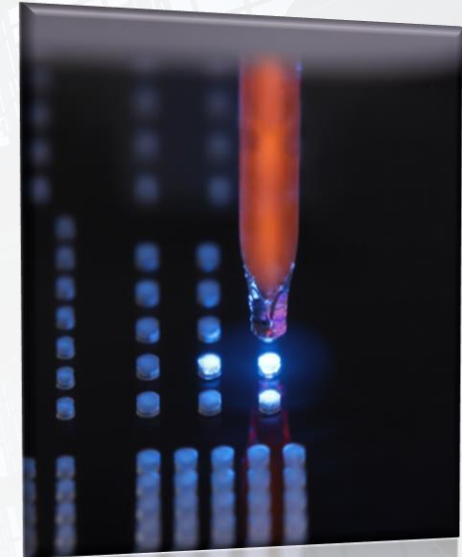
Semiconductor

- Low volume applications in operation
- First contract for high volume application signed



Display

- Several projects with leading OEM running on track under JDA
- Production equipment for microLED application shipped



Biotech & Life-Science

- Beta testing of first ARRALYZE product running
- Trade show feedback confirms USP and market positioning
- Market introduction mid 2023



BASED ON FY REPORT 2022

 FINANCIALS

KEY GROUP FIGURES

12 MONTHS 2022



in Mio. EUR	12 Months 2022	12 Months 2021	Δ%
Revenue	123.7	93.6	32.2
EBIT	6.8	0.1	>100
EBIT margin (%)	5.5	0.1	
Incoming orders	124.3	117.8	5.5
Earnings per Share (EUR)	0.07	0.00	>100
Free Cashflow	0.3	-0.7	137.3
	As of 12/31/2022	As of 12/31/2021	
Orders on hand	63.2	62.6	0.9
Employees (total number)	740	746	-0.8

SALES, PROFIT, AND OUTLOOK

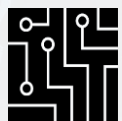
- Revenue increase of 32.2% YoY
- Gross Margins slightly above prior year
- Back on solid EBIT level due to higher volume
- Building up ARRALYZE, Semiconductor and Display
- Cash flow lowered by higher Working Capital
- Even slightly higher Order book than prior year, currently good momentum
- However, uncertainty from economic and political environment

REVENUE AND EBIT BY SEGMENT

12 MONTHS 2022



in Mio. EUR	Revenue			EBIT		
	12 Months 2022	12 Months 2021	Δ%	12 Months 2022	12 Months 2021	Δ%
Electronics	31.5	32.0	-1.6%	-2.1	-0.8	- >100%
Development	28.2	22.1	27.6%	3.9	1.2	>100%
Welding	25.6	27.4	-6.6%	1.4	3.0	-53.3%
Solar	38.4	12.1	>100%	3.6	-3.3	>100%
Gesamt	123.7	93.6	32.2%	6.8	0.1	>100%



ELECTRONICS

Market headwinds in Q1-3 in SMT while LIDE grew significantly in 2022. Strong demand for tensor technology after launch.

Higher investment for future LIDE & Semi Business led to losses. Selective structural measures have been taken.



WELDING

Strong order pipeline and sales funnel with broadened customer and application base. Material shortage is still the limiting factor. Profit follows sales.



DEVELOPMENT

Strong demand from prototyping activities led to record sales and continues.. Record EBIT despite ramp-up of ARRALYZE.

First deliveries ARRALYZE successful in Q1/2023.



SOLAR

Successful deliveries in Q4, strong order intake continues. Additional cost in producing and installing the first tools of the next generation affects EBIT 2022.

FREE CASHFLOW

12 MONTHS 2022



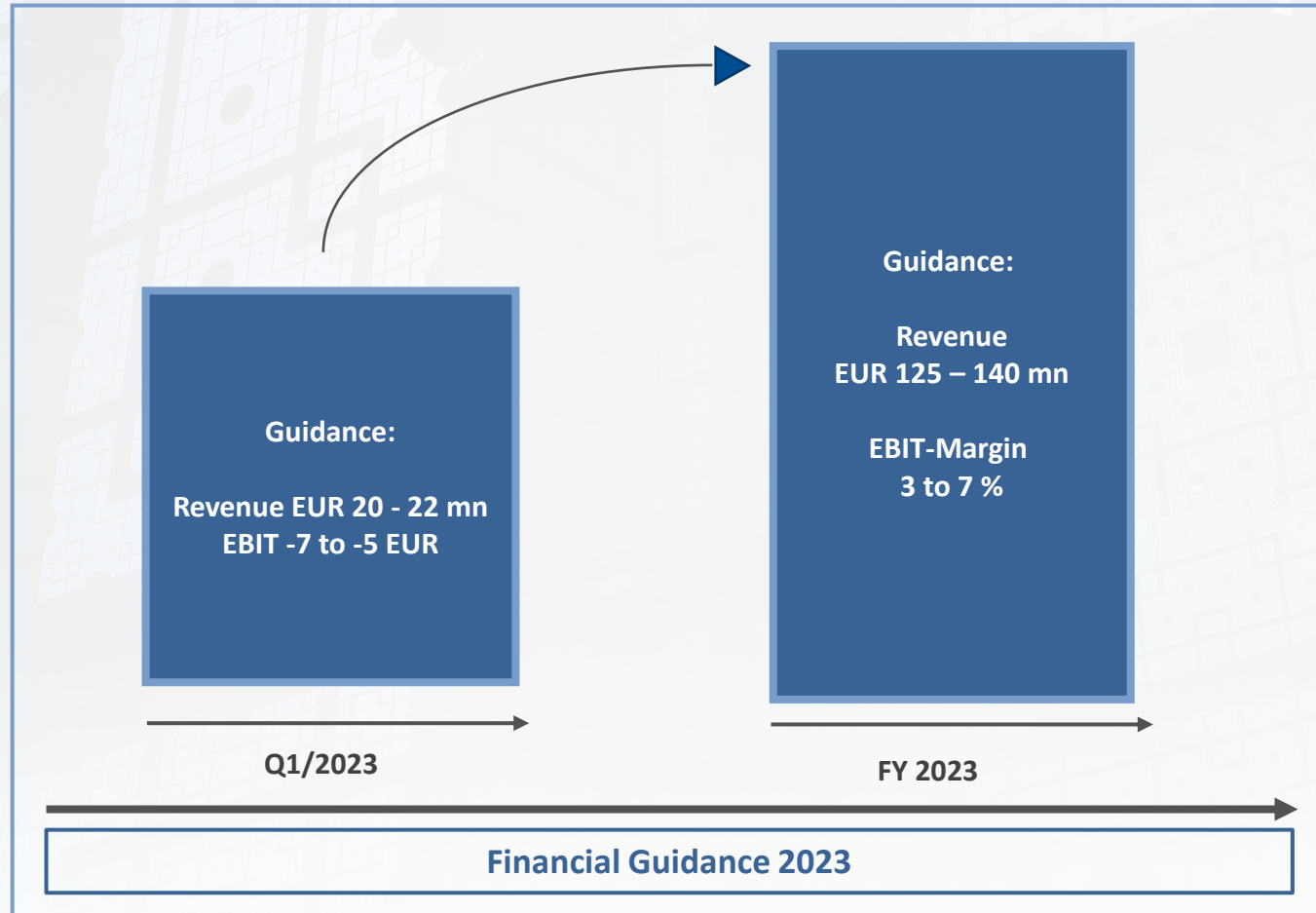
in Mio. EUR	12 Months 2022	12 Months 2021
Net Working Capital	26.0	19.3
Δ Working Capital	6.7	-1.2
Net cash used in / generated by operating activities	8.5	7.9
Net cash used in investing activities	-8.2	-8.6
Free cashflow	0.3	-0.7
Net cash position as per 12/31/2022	11.7	12.1

FREE CASH FLOW

- NWC:
 - Stock still high, starting to reduce throughout 2023
 - High Receivables due to strong Q4 and solar CN receivables
- Neutral/positive FCF 2022 as expected

2023 GUIDANCE AND MID-TERM ASPIRATION

INCREASED TARGETS IN UNCERTAIN ENVIRONMENT



Core Business
Medium to high single-digit growth for core business

New Technologies
New technologies like LIDE and ARRALYZE can contribute low triple-digit millions in revenue

EBIT Margin
EBIT margin to reach attractive double-digit level

Mid-Term Aspiration

A graphic element for a Q & A section. It features a blue icon of two right-pointing chevrons followed by the text "Q & A" in a blue, sans-serif font. The graphic is overlaid on a semi-transparent white horizontal bar that spans the width of the page.

Q & A



 THANK YOU!

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