## Record order book in first quarter 2011

- > Incoming order level of EUR 28.9 million up 63% year-on-year
- > Orders in hand of EUR 27.1 million (+ 82%)
- > Revenue at EUR 14.3 million down compared to previous year

# BREAKTHROUGH

> LPKF enjoys continued success.

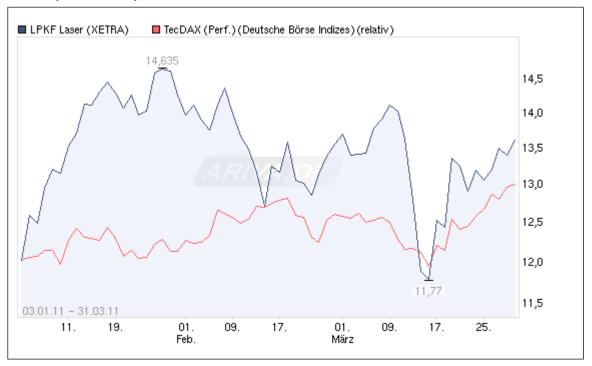






Key Group Figures				
	3 months 2011	3 months 2010	Veränderung (%)	year 2010
Revenue (EUR million)	14.3	17.6	-18.7	81.2
Net margin before non-controlling interest (%)	9.6	17.3	-44.2	15.5
EBIT (EUR million)	2.0	4.3	-54.5	17.3
EBIT margin (%)	13.7	24.4	-44.1	21.3
Consolidated net profit before non-controlling interest (EUR million)	1.4	3.2	-57.2	12.1
Free Cash Flow (EUR million)	-6.4	-0.3		5.7
Net Working Capital (EUR million)	27.9	22.9	+21.8	27.0
ROCE (%)	3.3	9.0	-63.3	31.6
EPS, diluted (EUR)	0.12	0.29	-57.2	1.10
Cash and cash equivalents (EUR million)	9.5	10.0	-4.9	13.0
Equity ratio (%)	66.3	69.2	-4.4	70.3
Orders on hand (EUR million)	27.1	14.9	+82.5	12.5
Incoming orders (EUR million)	28.9	17.8	+62.6	78.9

## Share price development in Q1 2011



Source: www.ariva.de



## **Management report**

#### **Economic framework**

In its April 2011 forecast, the International Monetary Fund (IMF) predicted global economic growth of 4.5% for 2011. Whilst there is strong growth in the performance of emerging and developing countries, the industrial economies in the USA, Europe and Japan have modest growth in general. The IMF has raised its forecast for economic growth in Germany: it expects German gross domestic product to grow by 2.5% in 2011, and 2.1% in 2012.

According to the German Mechanical Engineering Federation, the German mechanical engineering sector will continue to profit from the strong rise in investment intentions in key client sectors. Incoming orders in February 2011 rose by 116%; revenues climbed by 61%.

## **Development in revenue**

The LPKF Group generated revenue of EUR 14.3 million in the first three months, a drop of 19% compared to the revenue in the same quarter last year. The difference results mainly from a major order received by the Cutting & Structuring Laser segment which was reported in Q1 revenue last year. The largest share of revenue in the first three months was reported by the Cutting & Structuring Technologies segment.

External Sales (EUR THSD.)	3 months 2011	3 months 2010
Rapid Prototyping	3,805	3,739
Cutting and Struc- turing Lasers	8,363	11,819
Joining Technologies	928	1,350
Thin Film Technologies	395	85
All other segments	816	611
·	14,307	17,604

## **Development in earnings**

At EUR 2.0 million and an EBIT margin of 14%, earnings before interest and tax (EBIT) in the first quarter were down year-on-year. The relevant figures for the first quarter in the previous financial year were an EBIT of EUR 4.3 million and an EBIT margin of 24%. Note that the earnings in the same quarter last year were hallmarked by the realization of a major order. The implementation of a new ERP system at the beginning of 2011 means that the manufacturing wages are now reported in more detail in the production costs of work in progress. This reduced costs by around EUR 0.6 million. The material usage ratio was 31% in the first three months of 2011 (previous year: 26%), with the change in inventories having a significant impact on the ratio.

The other operating income sank primarily due to lower income from insurance refunds and exchange rate differences (EUR 0.2 million and EUR 0.1 million respectively). The capitalized production of own plant and services rose by EUR 0.1 million because of the more intense development activity.

The recruitment of new staff in the last twelve months, particularly in Garbsen, Erlangen and Suhl in the development, production and service departments, together with many hours



of overtime, and lower earnings-related remuneration payments, resulted in a rise in staff costs of EUR 1.2 million or 24%. Depreciation and amortization rose by EUR 0.1 million primarily due to the intense investment activity.

The other operating costs declined mainly because of the drop in revenue. Advertising and sales & marketing costs, including sales commissions and travel costs, dropped by EUR 0.3 million. The costs for warranty provisions dropped by EUR 0.3 million. But EUR 0.2 million more was spent on repairs and maintenance.

## **Segment reporting**

EBIT is split into the following segments:

EBIT	3 months	3 months
(EUR THSD.)	2011	2010
Rapid Prototyping	859	471
Cutting and Struc-	1,964	4,625
turing Lasers		
Joining Technologies	-145	-114
Thin Film	-451	-452
Technologies		
All other segments	-270	-226
EBIT acc. P&L-	1,957	4,304
Statement		

Total assets developed as follows:

Total assets	31.03.	31.12.
(EUR THSD.)	2011	2010
Rapid Prototyping	12,069	12,894
Cutting and -	27,946	26,703
Structuring Lasers		
Joining Technologies	6,910	5,862
Thin Film	5,087	5,511
Technologies		
All other segments	27,031	22,172
Total assets	79,043	73,142

### **Financial position**

There has been a rise in particular in the property, plant and equipment item in the non-current assets. This is due to the expansion measures implemented at the Garbsen site. Of the current assets, the inventories in particular have risen in the face of the excellent order book levels. In addition, inventories have been increased in some segments to safeguard the company's capacity to supply its customers.

Equity has risen by EUR 1.0 million mainly as a result of the positive earnings. Additional loans to finance the expansion measures at the Garbsen site are reported under liabilities due to banks. The advance payments reported under other current liabilities have risen by EUR 1.3 million, and the trade payables have risen by EUR 1.4 million. This development is attributable to the good order book.

## **Cash flows**

The capital ratio of 66% remains above the average for the sector and highlights the robust financial structure of LPKF Laser & Electronics AG.

The reported cash outflow generated by current operating activities is EUR 1.0 million (previous year: inflow of EUR 2.1 million).



This change is largely attributable to the significant expansion in inventories, Income taxes and the lower net profit. Investment costs on balance totaled EUR 5.5 million (previous year: EUR 2.3 million). This includes EUR 1.0 million of liquid assets invested in securities in the previous year. Against the background of cash inflow from financial activities totaling EUR 2.9 million (previous year: cash outflow of EUR 0.2 million), the level of cash and cash equivalents reported for the quarter was down by EUR 3.6 million.

#### **Investments**

The good order position and the expected growth demands investment, especially in development, service and production activity. This was the reason for acquiring a building immediately adjacent to the company's site in Garbsen, in addition to other expansion measures on the existing site. Extensive conversion work is currently underway to set up a development center. Concentrating the development activities in the new building frees up space that can then be used to expand production capacities. The minority shares in LPKF (Tianjin) Co. Ltd. were acquired during the reporting period. This acquisition has not yet come into force due to some outstanding authorizations required from government agencies.

Investments overall in intangible assets and property, plant and equipment in the first three months totaled EUR 5.5 million, up EUR 3.2 million year-on-year.

#### Staff

The following table shows the development in staff numbers in the first three months of 2011:

Area	31.03. 2011	31.12. 2010
Production	135	118
Development	102	96
Administration	95	89
Sales	93	88
Service	77	75
	502	466

### Opportunities and risks

There have been no substantial changes in the opportunities and risks affecting the LPKF Group compared to the end of 2010. The statements made in the 2010 financial report are therefore still valid. No risks which could jeopardize the future of the company were identified on 31 March 2011.

## **Business development per segment**

### **Rapid Prototyping**

The business with ProtoMats for the production of prototype printed circuit boards started the 2011 financial year with a 2% rise in revenue. The Rapid Prototyping segment is the oldest segment in the LPKF Group. LPKF is the market leader in this sector with a market share of over 70%. The Rapid Prototyping segment is one of the Group's basic business activities, and is intended to grow moderately in the future as well.

## **Cutting and Structuring Lasers**

The Cutting & Structuring Technologies segment includes laser systems for cutting stencils (StencilLasers), laser systems for cutting printed circuit boards (PCB Production Systems), and laser systems for the production of three dimensional circuit carriers (MIDs) using the LDS method (Laser-Direct-Structuring).



The revenue generated by LDS systems has declined year-on-year. However, revenue in the first quarter of the preceding year included EUR 4.6 million from a major order. Incoming orders on the other hand have grown strongly. The conquering of the antennae market for products such as cellphones, notebooks and similar electronic goods still has a great deal of potential. Success in penetrating other market segments will considerably boost the growth potential of the LDS product segment.

PCB Production Lasers has enjoyed a considerable rise in revenue in the first quarter. The customers for these systems are printed circuit board manufacturers and PCB assemblers working as subcontractors for major electronics producers. LPKF intends to establish itself as the preferred supplier of leading electronics manufacturers, and has already made progress in achieving this objective. The growth potential here is rated as high.

The business with StencilLasers also boasts a significant increase in revenue in the current financial year, with a rise in incoming orders compared to the previous year. LPKF is the world market leader in systems for the production of solder paste stencils.

## **Joining Technologies**

The business with laser systems for plastic welding on the reporting date at the end of the first quarter was down on the previous year. However, the level of incoming orders has risen 54% above the previous year's level. This segment therefore boasts a large order book. This positive development continued after the reporting date.

## **Thin Film Technologies**

On 30 March 2011, LPKF received a major order for laser systems for scribing solar cells,

and issued an ad hoc statement accordingly. With a volume of almost EUR 7 million, this is the biggest order in LPKF's history. This order marks the predicted upswing in the LPKF Group's LaserScriber business. The order will be reported in full in the 2011 revenue. Additional orders were also received after the Q1 reporting date.

## **General outlook**

Following the record-breaking 2010 financial year, the Management Board is looking forward optimistically. The overall guidance for the LPKF Group if the global economy continues to develop positively, is for revenue in 2011 to remain at around the same level as the previous year. Internal structures will be expanded significantly in the light of the expected further expansion of the company. There will therefore be a related rise in operating costs. The EBIT margin in 2011 is accordingly expected to lie between 15 and 19%. There are still opportunities however for much stronger growth in business on the strength of potential major orders which have not been included in the planning.

The management is forecasting an average growth in revenue in the 2012 and 2013 financial years of around 10% per annum, and a slight rise in EBIT margin if the economic framework remains stable.



## **Interim Group financial statements**

## **Consolidated Group**

In addition to the parent company LPKF Laser & Electronics AG, Garbsen, the following subsidiaries are also included in the consolidated financial statements:

Company Name	Domicile	Country	Holding
LaserMicronics GmbH	Garbsen	Germany	100.0 %
LPKF Laser & Elektronika d.o.o.	Naklo	Slovenia	75.0 %
LPKF Distribution, Inc.	Tualatin	USA	85.0 %
LPKF Motion & Control GmbH	Suhl	Germany	50.9 %
LPKF (Tianjin) Co. Ltd.	Tianjin	PR China	86.0 %
LPKF Laser & Electronics Hong Kong Ltd.	Hong Kong	PR China	100.0 %
LPKF SolarQuipment GmbH	Suhl	Germany	83.7 %
LPKF Laser & Electronics KK	Yokohama	Japan	100.0 %

LPKF France S.A.R.L. was sold as per January 1st, 2011.





## Consolidated statement of financial position

Assets			
	EUR thousand	31.03.2011	31.12.2010
Non-current assets	<del></del>		
Intangible as	ssets		
	Software	1,690	731
	Goodwill	74	74
	Development costs	4,182	3,913
	Advences paid	0	811
		5,946	5,529
Property, pla	ant and equipment		
	Land, similar rights and buildings	10,691	10,914
	Plant and machinery	3,104	2,668
	Other equipment, operating and office equipment	1,584	1,592
	Advances paid and construction in progress	5,565	1,794
		20,944	16,968
Financial as			
	Other borrowings	44	44
		44	44
Restricted s	ecurities	241	245
Recceivable	es and other assets		
	Trade receivables	166	241
	Income tax receivables	255	255
	Other assets	98	90
		519	586
Deferred tax	ces	1,606	1,186
Current assets		29,300	24,558
Inventories\	/orräto		
inventories (	(System-) parts	11,323	10,045
	Work in progress	3,233	2,347
	Finished products and goods	8,440	6,149
	Advances paid	367	252
		23,363	18,793
Receivables	and other assets		
	Trade receivables	11,242	12,237
	Income tax receivables	741	472
	Other assets	1,999	1,276
		13,982	13,985
Available-fo	or-sale financial instruments	1,997	1,993
Cash and ca	ash equivalents	10,401	13,671
		49,743	48,442
Assets held	d for sale	0	142
		79,043	73,142



Equity and liabilities		
EUR thousand	31.03.2011	31.12.2010
Equity		
Subscribed capital	11,006	11,006
Capital reserves	4,556	4,556
Other retained earnings	7,000	7,000
Revaluation surplus	2	4
Share-based payment reserve	486	484
Currency translation reserve	-1,151	-741
Net retained profits	27,103	25,751
Non-controlling interest	3,408	3,373
	52,410	51,433
Non current liabilities		
Non current liabilities to banks	4,679	2,215
Deferred income from grants	424	431
Other non-current liabilities	60	64
Deferred taxes	1,494	1,290
	6,657	4,000
Current liabilities		
Tax provisions	2,175	3,224
Other provisions	3,900	4,266
Current liabilities to banks	1,633	941
Trade payables	3,311	1,912
Other liabilities	8,957	7,224
	19,976	17,567
Liabilities related to non-current assets held for sale	0	142
	79,043	73,142



Consolidated income statement			
EUR thousand	01-03/2011	01-03/2010	
Revenue	14,307	17,604	
Changes in inventories of finished goods and work in progress	3,358	344	
Other own work capitalized	589	456	
Other operating income	380	622	
Cost of materials	5,469	4,710	
Staff costs	6,374	5,131	
Depreciation and amortization	937	809	
Other operating expenses	3,897	4,072	
Operating profit	1,957	4,304	
Finance income	29	26	
Finance costs	31	45	
Earnings before tax	1,955	4,285	
Income taxes	577	1,244	
Consolidated net profit	1,378	3,041	
Of which attributable to:			
Shareholders of the parent company	1,352	3,161	
Non-controlling interests	26	-120	
Earnings per share			
Earnings per Share-basic (in EUR))	0.12	0.29	
Earnings per share-diluted (in EUR)	0.12	0.29	
Weighted average shares outstanding (basic)	11,005,613	10,858,052	
Weighted average shares outstanding (diluted)	11,083,052	11,001,302	
Consolidated statement of comprehensive income	(EUR thousand)	(EUR thousand)	
Consolidated net profit	1,378	 3,041	
Gains and losses on remeasuring available-for-sale financial assets	-3	-7	
Expenditure for granted option rights	2	7	
Currency translation differences	-401	 359	
Deffered Taxes	1	0	
Total comprehensive income	977	3,400	
Of which attributable to			
Shareholders of the parent company	968	 3,666	
Non-controlling interests	9	 -266	



## Consolidated statement of changes in equity

	<ul><li>Subscribed capital</li></ul>	<ul><li>A Papital reserves</li></ul>	<ul><li>Other retained</li><li>earnings</li></ul>	Revaluation surplus	Share-based pay-	<ul><li>Currency translation</li><li>reserve</li></ul>	<ul><li>Net retained profits</li></ul>	Equity non-controlling interests	Non-controlling interests	Tota <u> </u>
Balance 01.01.2011	11,006	4,556	7,000	4	484	-741	25,751	48,060	3,373	51,433
Consolidated total comprehensive income										
Consolidated net profit							1,352	1,352	26	1,378
Additions from market val- uation of securities				-3				-3		-3
Deffered taxes on changes recognized directly in equity				1	-1					0
Currency translation differences						-410		-410	9	-401
Consolidated total comprehensive income	0	0	0	-2	-1	-410	1,352	939	35	974
Transactions with owners										
Expenses for options granted					3			3		3
Balance 31.03.2011	11,006	4,556	7,000	2	486	-1,151	27,103	49,002	3,408	52,410
Balance 01.01.2010	10,858	3,953	7,000	-18	460	-1,379	15,791	36,665	3,509	40,174
Consolidated net profit							3,161	3,161	-120	3,041
Additions from market valuation of securities				-7			<u>, , , , , , , , , , , , , , , , , , , </u>	-7		-7
Deffered taxes on changes recognized directly in equity				2	-2					0
Currency translation differences						505		505	-146	359
Consolidated total comprehensive income	0	0	0	-5	-2	505	3,161	3,659	-266	3,393
Transactions with owners										
Expenses for options granted					7			7		7
Balance 31.03.2010	10,858	3,953	7,000	-23	465	-874	18,952	40,331	3,243	43,574



## Consolidated statement of cash flows

EUR thousand	3 months 2011	3 months 2010
	( <b>T</b> €)	( <b>T€</b> )
Operating activities		
Consolidated net profit	1,378	3,041
Income taxes	577	1,244
Interest expenses	31	45
Interest income	-28	-26
Depreciation and amortization	937	809
Gains from the disposal of non-current assets including reclassification to current assets	-44	0
Non-cash currency differences in non-current assets	184	-159
Changes in inventories, receivables and other assets	-4,308	-4,040
Changes in provisions	134	1,079
Changes in liabilities and other equity and liabilities	2,780	848
Other non-cash expenses and income	-517	-119
Interst receivad	26	26
Income taxes paid	-2,126	-682
Net cash flows from operating activities	-976	2,066
Investing activitiest	0.45	770
Investments in intangible assets	-915	-773
Investments in property, plant and equipment	-4,596	-504
Investments in financial assets	0	-1,047
Proceeds from disposal of financial assets	0	3
Proceeds from disposal of non-current assets	57	1
Interst received	2	0
Net cash used in investing activities	-5,452	-2,320
Financing activities		
Dividend payment	1	0
Interest paid	-31	-45
Proceeds from borrowings	2,929	0
Proceeds from issue of capital	0	0
Cash repayments borrowings	-51	-105
Net cash used in financing activities	2,848	-150
Change in cash and cash equivalents		
Change in cash and cash equivalents due to changes in foreign exchange rates	-82	118
Change in cash and cash equivalents	-3,580	-404
Cash and cash equivalents on 1 jan	13,152	10,263
Cash and cash equivalents on 31 march.	9,490	9,977
Composition of cash and cash equivalents		
cash and cash equivalentsl	10,401	10,395
Overdrafts	-911	-418
Cash and cash equivalents on 31 march	9,490	9,977



# Details on the compilation of the interim financial report

The interim financial report per 31 March 2011 fully complies with the provisions of IAS 34. It reflects the interpretations of the International Financial Reporting Interpretations Committee (IFRIC). All past figures have been determined using the same principles.

The same accounting methods and evaluation methods were used in the interim accounts as in the last annual financial statements.

Estimates of amounts reported in earlier interim reporting periods of the current financial year, the last annual financial statements, and in previous financial years remain unchanged in this interim report.

During the reporting period, the expenditure for R&D was EUR 2.1 million (previous year EUR 1.5 million).

Since the last balance sheet date, there have been no changes to contingent liabilities and receivables.

No events of significance with substantial impacts on the assets, cash flows or results of operations have taken place since the reporting date 30 September 2010.

This interim financial report has not been audited and has not been subject to an examining review.

## **Related parties transactions**

A shareholder of the subsidiary LPKF Laser & Elektronika d.o.o. holds 100 % of the shares in Zeltra Naklo d.o.o.. Services totaling EUR thousand 2 were received from this related company in the first 9 months of 2011.

50 % of the shares in PMV d.o.o. are held by a shareholder of the subsidiary LPKF Laser & Elektronika d.o.o., and 50 % by other related parties. In the first three months of 2011, business relations with this company covered purchase of material and production services totaling EUR thousand 3, services totaling EUR thousand 7 were provided. For remaining receivables of EUR thousand 75 a long term payment target with usual interest rates has been granted.

A shareholder of the subsidiary LPKF Laser & Elektronika d.o.o. holds 50 % of the shares in Detel plus d.o.o.. This company purchased materials and services totaling EUR thousand 71 to and received EUR thousand 6 from group companies.

The managing director of LPKF Distribution, Inc. granted the company a long-term loan totaling USD thousand 350 in the 2007 financial year to finance construction measures. The interest rates and the provision of security are at prevailing market rates.

On the reporting date, LPKF Laser & Electronics AG had liabilities due to members of the Supervisory Board totaling EUR thousand 34.

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With the exception of the aforementioned, there are no other significant claims or liabilities against LPKF Group companies with respect to paid remunerations or benefits granted to related parties.

## Number of shares held by members of the Company's corporate bodies

Management Board	31.03. 2011	31.12. 2010
Dr. Ingo Bretthauer	25,000	25,000
Bernd Lange	32,010	32,010
Kai Bentz	4,500	4,500
Supervisory Board		
Bernd Hildebrandt	721,177	721,177
Prof. Dr. Ing. Erich Barke	1,000	1,000

## Responsibility statement by the Management Board

To the best of our knowledge, and in accordance with the applicable reporting principles for interim financial reporting, the interim consolidated financial statements give a true and fair view of the assets, liabilities and financial position of the Group, and the interim management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group.

Garbsen, May 13th, 2011

LPKF Laser & Electronics AG

The Management Board

- Bendgle L. Bluk

Kai Bentz



## Calendar

## 13 May 2011

Publication of Q1 interim financial report Internet Chat at 18:00 hrs on www.lpkf.com/investor-relations

## 01 June 2011

Annual General Meeting Hannover Congress Centrum

## 12 August 2011

Publication of Q2 interim financial report Internet Chat at 18:00 hrs on www.lpkf.com/investor-relations

### **11 November 2011**

Publication of Q3 interim financial report Internet Chat at 18:00 hrs on www.lpkf.com/investor-relations

## **Imprint**

### **Publisher**

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### Internet

For further information on LPKF Laser & Electronics AG please visit our website at <a href="https://www.lpkf.com">www.lpkf.com</a>.

You can download this interim report and other financial information from our website under Investor Relations.

## Languages

This interim report is also available in German.

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