Quarterly Financial Report

1 January – 31 March 2016

Laser & Electronics

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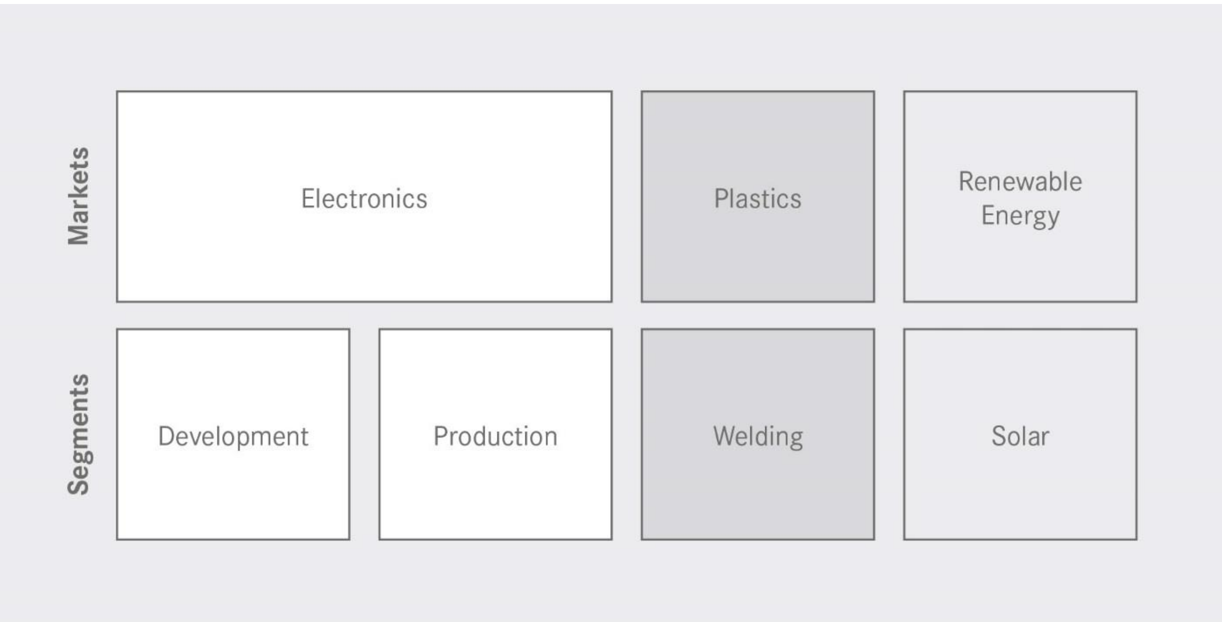
LPKF LASER & ELECTRONICS AG AT A GLANCE

Key Group figures after 3 months 2016

	3 months 2016	3 months 2015
Revenue (€ million)	14.8	21.4
EBIT (€ million)	-4.5	0.2
EBIT margin (%)	-30.1	1.0
EPS, diluted (€)	-0.15	0.00
Incoming orders (€ million)	19.3	19.2

	As of 31 March 2016	As of 31 March 2015
Free cash flow (€ million)	-6.5	-4.7
Net working capital (€ million)	39.4	49.7
ROCE (%)	-4.2	0.2
Cash and cash equivalents (€ million)	-4.3	1.0
Equity ratio (%)	47.8	52.2
Orders on hand (€ million)	17.7	15.4
Employees	781	800



CHAIRMAN'S STATEMENT

Ladies and Gentlemen,

As we have already reported on an ad hoc basis on 2 May, we have had to correct our revenue prognosis downwards for the current financial year. The revenue after three months reached € 14.8 million, which is 30.8% less than in the previous year. We now expect revenue of € 90 - 110 million (previously: € 100 – 120 million) for the full year 2016.

The reason for the business development in the first quarter is the Production segment, which includes the LDS business, and which is still performing below expectations. The decline in revenues in this segment could not be offset by the weak performance (partly for seasonal reasons) of the other product areas. In particular, the Development segment is still below plan, due to delays in the introduction of new products. Another reason for the strong deviation from the previous year is the residual revenue from a project order of approximately € 5 million, which is reported in the first quarter of 2015 in the Solar segment. The order intake developed significantly better in the first four months of the current year, in particular due to the recently reported large order worth €17 million in the Solar segment. However, this is not enough to remove the uncertainty for 2016.

My colleagues on the Board and I have decided to implement additional measures without delay to reduce costs. The package of measures includes a reduction of 13% of the staff worldwide, a voluntary waiver by the Management Board of all bonus payments for the 2016 financial year and a reduction in capital expenditure. Overall, the measures adopted should reduce the break-even point for 2017 to under € 90 million.

The measures decided on are a painful but necessary step towards returning the company to profitable growth by 2017 at the latest. The opportunities are exceptionally high in many product areas. However, owing to poor predictability and market volatility it is however necessary to arm ourselves in case of a weak business development.

Against this backdrop, we expect an EBIT margin between -3% and +6% in 2016. This includes estimated restructuring expenses of up to € 2 million. For 2017, we expect rising sales and a significantly positive result.

Finally, I would like to point out that from the first quarter of 2016 onwards, we have changed our segment allocation and description slightly (see p. 3). The areas of Solar and Welding are now separate segments on which we report separately.

Yours sincerely,

Dr. Ingo Bretthauer

INTERIM MANAGEMENT REPORT AS OF 31 MARCH 2016

1 Fundamental information about the Group

The fundamental information about the LPKF Group in the summarised management report for 2015 remains unchanged.

2 Report on economic position

2.1 OVERVIEW OF THE COMPANY'S DEVELOPMENT

2.1.1 Sector-specific environment

The economic conditions of LPKF AG are influenced by the development of several sectors in addition to the general economic situation. The key sectors of the automotive industry, the electrical industry with a focus on consumer electronics, the solar industry and the plastics processing industry are particularly significant for the laser machine builder LPKF.

The developments in these sectors in the first quarter of 2016, and in particular the changes compared with the guidance for the year 2016 given in the projections of the 2015 Annual Report (p. 83/84), are set out below.

2016 got off to a weak start in January according to the German Engineering Federation (VDMA) and could also only be offset partially by an improved order situation in February.

The scenario was different for vehicle registrations. According to the assessment of the German Association of the Automotive Industry (VDA), the industry got off to a good start in 2016. The significant increase in sales in China and improvement in the passenger car market in Europe led to growth rates worldwide in the new registrations and sales of passenger cars in the first quarter of 2016. Despite fewer registrations in Russia, Brazil and Japan, the first quarter of 2016 therefore seems to have developed slightly better than expected.

The VDMA assesses the photovoltaic market for German manufacturers as being positive. In the first quarter of 2016, a survey showed an improved order situation compared with the previous year. IHS Inc from the USA expects growth in the number of solar facilities installed worldwide in 2016. The installed capacity is expected to rise by a further 17% to 69 GW.

In the consumer electronics industry, the sales of smartphones in 2016 will be unable to meet the high double-digit growth rates of previous years. Thus Gartner and IDC respectively forecast growth of 7% and 5.7% in this segment. According to Gartner, approximately 1.5 billion smartphones will be sold in 2016. One reason for the slowdown is the stagnating demand in the most important sales regions of China and North America.

The General Association of the Plastics Processing Industry (GKV) is moderately optimistic for 2016. In 2015, growth in the industry declined from 2.6% in the previous year to 1.3% and thus to approximately the level of overall economic growth. The association expects a similar increase this year and about 60% of the member companies expect revenues to increase.

2.1.2 Effects on the LPKF Group

The overall economic situation was muted in the LPKF reporting period and the business sectors that were relevant for the company also showed a mixed picture. The electronics market and the smartphone segment for example are displaying uncertainty here due to slower growth and partially weak figures of major providers. The improved situation in the solar industry is reflected in a large order that was made public shortly after the end of the first quarter. The performance of the euro relative to other major currencies since the beginning of the year no longer provides LPKF with tailwind.

The Group is essentially benefiting from trends such as mobile communication with smartphones and other mobile devices, the struggle for highest efficiency of solar cells in an increasingly tough competitive environment and lightweight construction in the automotive industry. These trends will remain intact and should ensure profitable growth in the coming years.

2.2 RESULTS OF OPERATIONS, FINANCIAL POSITION AND NET ASSETS OF THE GROUP

2.2.1 Results of operations

At € 14.8 million, revenues in the first quarter were weak and resulted in a loss.

All segments were down on the first quarter of the previous year. Since 1 January 2016, the Group has been divided into four segments that replace the three segments from the previous years. Revenues generated by the segment of Production (previously: Electronics Production Equipment) were 32% lower than the previous year, mainly due to the continuing weakness of the LDS business. Revenue in the Development segment (previously: Electronics Development Equipment) was 9% lower than the previous year. The former Other Production Equipment segment was divided into the Welding (-3.0% compared with the previous year) and Solar segments. In the first quarter of 2015, there was a residual amount from the settlement of a major contract here, but in comparison, Solar revenues fell by 60%. However, this segment received a new major order worth more than € 17.0 million in the second quarter of this year.

Totalling € 19 million, the order intake in the current year was unchanged from the previous year while the order volume on 31 March was up 15% on the previous year. In this regard, Welding commands a share of 50% of the total of almost € 18 million. The book-to-bill ratio is currently 1.3.

Despite the measures initiated in the previous year to reduce costs, the weak sales trend in the reporting period led to a loss. Earnings before interest and taxes (EBIT) fell from € 0.2 million in the previous year to € -4.5 million in the current year. The EBIT margin is -30.1% after 1.0% the year before.

Development work of € 1.7 million (previous year: € 1.4 million) is reported under own work capitalised. The decline in foreign exchange gains and higher insurance compensation in the previous year for the fire in Garbsen led to a € 1.9 million reduction in other operating income.

The cost of materials ratio has increased in comparison with last year from 30.6% to 34.9%. This is due to inventory write-downs (€ 0.2 million) on the one hand and the changed product mix through reduced LDS revenue on the other.

Compared to the same quarter last year, the workforce in the Group was reduced by 19 employees. However, staff costs were slightly higher than in the first quarter of 2015. This is mainly due to special effects amounting to € 0.5 million.

Depreciation and amortization in the reporting period of 2016 was € 0.1 million above the previous year, which is primarily due to higher capitalisation of development costs in 2015.

Other operating expenses declined from € 7.2 million in the previous year to € 5.5 million. This is due to the decline in foreign exchange losses (€ -0.5 million), lower expenses for subcontracted work (€ -0.4 million) and lower legal and advisory costs (€ -0.2 million). A total of € 0.3 million was saved in training costs, land charges and leasing, as well as trade fair costs. In the previous year, € 0.3 million in damages arising from the fire was shown under expenses.

Thanks to the low interest rates, interest expenses remained unchanged from the previous year in spite of higher net debt.

Group losses led to deferred tax income in the amount of € 1.3 million being reported. Taking into account this tax revenue, a consolidated net loss of € -3.4 million was incurred, which was € 3.5 million lower than in the previous year.

2.2.2 Financial position

During the reporting period, the Group's cash and cash equivalents declined from € -0.9 million to € -4.3 million. During the reporting period, the loss, as well as the increase of inventories and deferred tax assets, triggered a need for funding. This could not be compensated despite the development of liabilities and led to a cash outflow from operating activities of € 4.2 million. The build-up of inventories is temporary and is due particularly to the upcoming new product launches. The investment activities generated a cash outflow of € 2.3 million. Both effects were only financed in the amount of € 3.2 million through short-term loans. The remaining amount led to a total decline of € 3.4 million in cash and cash equivalents.

The financial position of the Group remains stable. Future funding requirements can be covered by sufficient free lines of credit.

2.2.3 Net assets

Analysis of net assets and capital structure

Both the loss in the reporting period and short-term borrowing led to a shift in the ratio of equity to debt capital. For the first time in quite some time, debt financing is greater and our equity ratio fell to 47.8%.

Long-term assets increased in the first three months by a total of € 1.5 million. Of that amount, capitalised development services accounted for € 1.3 million and deferred tax assets for € 1.3 million. Scheduled depreciation reduced property, plant and equipment by € 1.0 million

Current assets increased over the previous year-end, mainly due to the build up of inventories (€ +4.4 million). The receivables and other assets decreased by € 0.9 million, while cash and cash equivalents remained at the level of 31 December 2015.

Net working capital fell from € 40.3 million at year end to € 39.4 million at the reporting date. This was mainly due to the increase in trade payable and higher customer advance payments, which more than compensated for the growth of inventories. Due to the low revenue, the net working capital ratio of 48.9% exceeded both the level at year-end 2015 (46.2%) and of the first quarter of 2016 (41.5%). The objective of maintaining this indicator at less than 35% was therefore not achieved in the first three months.

The equity capital has been reduced by the balance sheet loss. Non-current liabilities were reduced slightly due to scheduled repayments of long-term loans. Current liabilities on the other hand increased by € 9.9 million, mainly due to the inclusion of short-term loans in the amount of € 4.0 million, as well as increased utilization of current account lines in the amount of € 3.5 million. Trade payables increased by € 0.9 million in the reporting period, while customer prepayments were up by € 1.7 million.

Aside from this, there has been no material change in the balance sheet structure.

Investments

In the first three months, the Group concluded very little investment. Except for additions to the capitalized development costs in the amount of € 1.7 million, only € 0.4 million was added from property, plant and equipment and € 0.3 million from intangible assets.

2.2.4 Segment performance

The following table provides an overview of the performance of the business segments:

	External revenue (€ thsd.)		Operating result (EBIT, € thsd.)	
	3 months 2016	3 months 2015	3 months 2016	3 months 2015
Production	5,159	7,564	-1,433	228
Development	4,596	5,022	-30	177
Welding	2,824	2,912	-1,952	-1,116
Solar	2,259	5,945	-391	1,134
Other	0	0	-665	-213
Total	14,838	21,443	-4,471	210

The operating result (EBIT) of the segments has changed compared to last year based on a change to the overhead costs allocation. Revenues that previously belonged to the "Other/Unassigned" segment have been assigned to the business units. The changed result in this segment is primarily due to exchange rate differences.

2.3 EMPLOYEES

The following overview shows the development of the workforce in the first three months of 2016:

Area	As of 31 March 2016	As of 31 Dec. 2015
Production	170	168
Development	182	179
Administration	172	175
Sales	149	148
Service	108	108
Total	781	778

As of 31 March 2016, 10 marginally employed workers, 31 trainees and 11 students and interns were employed at the company. Due to contractual agreements signed on 31 March 2016, 11 employees are leaving the Group after the reporting date.

The change in the total number of employees is due to reporting date factors.

2.4 OVERALL APPRAISAL OF **THE GROUP'S ECONOMIC** SITUATION

The economic situation of the Group has deteriorated after a difficult financial year in 2015 and a weak first quarter in 2016. With the additional measures that have been introduced, the Management Board has structurally adjusted the cost structure in such a manner that a positive result and positive cash flows can be generated again, even if business development continues to be weak.

3 Supplementary report

In an ad-hoc disclosure dated 20 April 2016, LPKF reported it had received a large order worth €17 million in the Solar segment. On 2 May 2016, LPKF corrected the annual guidance for 2016 and announced increased cost-cutting measures in an ad hoc communication.

After the deadline of 31 March 2016, no further events of particular importance with a significant impact on the net assets, the financial position and results of the operations were recorded.

4 Opportunities and risks

In the combined management report of 2015, the opportunities and risks of the LPKF Group are presented and explained in detail in separate reports. These explanations remain unchanged. In addition, the risk of ongoing, exceptionally weak business development in the LDS business increased, which also led to guidance adjustment for 2016.

5 Report on expected developments

5.1 OVERALL APPRAISAL OF THE GROUP'S PROBABLE PERFORMANCE

5.1.1 Economic environment

The forecasts for global economic development were downgraded further since the publication of the LPKF Annual Report for 2015 at the end of March 2016. The Kiel Institute for World Economy (IfW) expects global growth of only 2.9% for the current year of 2016, having still predicted 3.4% in December 2015. A slight increase to 3.5% (December 2015: 3.7%) is forecast for 2017. The economic expansion in the advanced economies will gradually increase as a result of the expansionary monetary policy and the stimulation from the low oil price, according to economic experts. In particular, the economy in the United States will continue to improve in the current and following year, with growth rates of 2.3% and 2.8% respectively. The image is similar for the eurozone. After 1.5% in 2015, GDP is expected to grow by 1.5% or 1.9% respectively in the next two years. With projected growth rates of 1.9% and 2.4% for 2016 and 2017, Germany remains one of the fastest expanding economies in Europe.

On the other hand, the economic development in the emerging countries remains subdued due to low commodity prices and structural problems, according to the ifW. Gross domestic product in China is expected to be down slightly on the previous year, at 6.5% in 2016 and 6.0% in 2017.

5.1.2 Group performance

The forecasts of the Economic Institute for 2016 and subsequent years have worsened slightly in the first three months of the year. Growth has slowed down, particularly in China. The future business development of the globally active LPKF Group paints a differentiated picture against the backdrop of a high level of diversification with a total of eight product lines.

The company expects strong, above-average growth in the Welding Equipment and Solar Module Equipment product lines. The business involving the cutting and drilling of printed circuit boards (PCB production equipment) is also expected to grow strongly.

LPKF expects average growth for the Electronics Development Equipment segment. No growth is expected for Stencil Equipment. The LDS business is likely to continue remaining below the weak level of the previous year.

LPKF AG expects new growth impulses in the coming years from the new Through Glass Via (TGV) and Laser Transfer Printing (LTP) product lines, which are to be launched on the market in the current financial year. For instance, the TGV technology allows holes to be drilled in glass for interposers of chip manufacturers. LTP is a new alternative to the widespread screen printing and is used for the digital printing of pastes.

5.1.3 Significant indicators

At € 14.8 million, revenue in the first quarter of the current fiscal year remained below the previous year's value of € 21.4 million. The EBIT margin of -30.1% was down on the previous year (1.0%). The operating result (EBIT) fell to € -4.5 million.

Against the backdrop of the weak business development in the first quarter, the Management Board decided to implement additional measures without delay to reduce costs. Overall, the measures adopted should reduce the break-even point for 2017 to under € 90 million.

For the 2016 financial year, the Management Board expects revenues of € 90 – 110 million and an EBIT margin between -3% and +6%, provided global economic performance is stable. This includes estimated restructuring costs of up to € 2 million. For 2017, the Management Board expects high revenues and a clearly positive result.

The net working capital ratio should be less than 35%, which would correspond with net working capital of less than € 42 million for the forecast period and thereby represent a moderate increase compared to the previous year. A slight improvement is expected in the error rate.

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated statement of financial position

as of 31 March 2016

Assets

€ thsd.	31 Mar. 2016	31 Dec. 2015
Non-current assets		
Intangible assets		
Goodwill	74	74
Development costs	12,736	11,473
Other intangible assets	2,127	1,991
	14,937	13,538
Property, plant and equipment		
Land, similar rights and buildings	39,252	39,654
Plant and machinery	4,764	4,885
Other equipment, operating and office equipment	5,737	6,137
Advances paid and construction in progress	0	13
	49,753	50,689
Receivables and other assets		
Trade receivables	148	257
Income tax receivables	0	46
Other assets	119	153
	267	456
Deferred taxes	4,171	2,899
	69,128	67,582
Current assets		
Inventories		
(System) parts	16,769	15,658
Work in progress	4,280	2,843
Finished products and goods	13,546	11,839
Advances paid	876	752
	35,471	31,092
Receivables and other assets		
Trade receivables	10,834	13,593
Income tax receivables	707	236
Other assets	3,890	2,522
	15,431	16,351
Cash and cash equivalents	3,888	3,795
	54,790	51,238
	123,918	118,820

Consolidated statement of financial position

as of 31 March 2016

Equity and liabilities

€ thsd.	31 Mar. 2016	31 Dec. 2015
Equity		
Subscribed capital	22,270	22,270
Capital reserves	1,489	1,489
Other retained earnings	10,933	10,933
Share-based payment reserve	490	490
Currency translation reserve	1,004	1,945
Net retained profits	23,012	26,374
	59,198	63,501
Non-current liabilities		
Provisions for pensions and similar obligations	351	352
Other provisions	52	52
Non-current liabilities to banks	24,808	25,480
Deferred income from grants	719	732
Deferred taxes	690	488
	26,620	27,104
Current liabilities		
Tax provisions	161	374
Other provisions	2,815	2,954
Current liabilities to banks	23,098	15,627
Trade payables	3,112	2,278
Other liabilities	8,914	6,982
	38,100	28,215
	123,918	118,820

Consolidated income statement

from 1 January to 31 March 2016

€ thsd.	**01-03 / 2016**	**01-03 / 2015**
Revenue	14,838	21,443
Changes in inventories of finished goods and work in progress	3,124	2,025
Other own work capitalized	1,663	1,395
Other operating income	866	2,787
	20,491	**27,650**
Cost of materials	6,264	7,170
Staff costs	11,458	11,436
Depreciation and amortization	1,751	1,649
Other operating expenses	5,489	7,185
Operating result	**-4,471**	**210**
Finance income	1	0
Finance costs	142	149
Earnings before tax	**-4,612**	**61**
Income taxes	-1,249	-10
Consolidated net loss (prior year: Consolidated net profit)	**-3,363**	**71**
Earnings per share (basic, €)	-0.15	0.00
Earnings per share (diluted, €)	-0.15	0.00
Weighted average number of shares outstanding (basic, €)	22,269,588	22,269,588
Weighted average number of shares outstanding (diluted, €)	22,269,588	22,269,588

Consolidated statement of comprehensive income

from 1 January to 31 March 2016

	01-03 / 2016	01-03 / 2015
Consolidated net loss (prior year: Consolidated net profit)	-3,363	71
Revaluations (mainly actuarial gains and losses)	0	0
Deferred taxes	0	0
Sum total of changes which will not be reclassified to the income statement in the future	0	0
Fair value changes from cash flow hedges	0	9
Currency translation differences	-941	1,847
Deferred taxes	0	-3
Sum total of changes which will be reclassified to the income statement in the future if certain conditions are met	-941	1,853
Other comprehensive income after taxes	-941	1,853
Total comprehensive income	-4,304	1,924

Consolidated statement of changes in equity

as of 31 March 2016

€ thsd.	Subscribed capital	Capital reserve	Other retained earnings	Cash flow hedge reserve	Share-based payment reserve	Currency translation reserve	Net retained profits	Total Equity
Balance on 01 Jan. 2016	22,270	1,489	10,933	0	490	1,945	26,375	63,502
Consolidated total comprehensive income								
Consolidated net profit/loss	0	0	0	0	0	0	-3,363	-3,363
Currency translation differences	0	0	0	0	0	-941	0	-941
Consolidated total comprehensive income	0	0	0	0	0	-941	-3,363	-4,304
Balance on 31 March 2016	22,270	1,489	10,933	0	490	1,004	23,012	59,198
Balance on 01 Jan. 2015	22,270	1,489	10,945	-17	490	858	32,528	68,563
Consolidated total comprehensive income								
Consolidated net profit/loss	0	0	0	0	0	0	71	71
Change from measurement of cash flow hedge	0	0	0	9	0	0	0	9
Deferred taxes on changes recognized directly in equity	0	0	0	-3	0	0	0	-3
Currency translation differences	0	0	0	0	0	1,847	0	1,847
Consolidated total comprehensive income	0	0	0	6	0	1,847	71	1,924
Balance on 31 March 2015	22,270	1,489	10,945	-11	490	2,705	32,599	70,487

Consolidated statement of cash flows

as of 1 January to 31 March 2016

€ thsd.	01-03 / 2016	01-03 / 2015
Operating activities		
Consolidated net profit/loss	-3,363	71
Income taxes	-1,249	-10
Interest expense	142	149
Interest income	-1	0
Depreciation and amortization	1,751	1,649
Gains/losses from the disposal of non-current assets including reclassification to current assets	4	5
Changes in inventories, receivables and other assets	-3,140	-3,158
Changes in provisions	-140	986
Changes in liabilities and other equity and liabilities	2,014	2,483
Other non-cash expenses and income	353	-433
Interest received	1	0
Income taxes paid	-532	-1,841
Cash flows from operating activities	-4,160	-99
Investing activities		
Investments in intangible assets	-1,985	-2,525
Investments in property, plant and equipment	-351	-2,077
Proceeds from disposal of non-current assets	1	3
Cash flows from investing activities	-2,335	-4,599
Cash flows from financing activities		
Interest paid	-142	-149
Proceeds from borrowings	4,000	1,000
Cash repayments of borrowings	-696	-1,123
Cash flows from financing activities	3,162	-272
Change in cash and cash equivalents		
Change in cash and cash equivalents due to changes in foreign exchange rates	-68	24
Change in cash and cash equivalents	-3,333	-4,970
Cash and cash equivalents on 01 Jan.	-917	5,983
Cash and cash equivalents on 31 Mar.	-4,318	1,037
Composition of cash and cash equivalents		
Cash and cash equivalents	3,888	5,665
Overdrafts	-8,206	-4,628
Cash and cash equivalents on 31 Mar.	-4,318	1,037

NOTES ON THE PREPARATION OF THE QUARTERLY FINANCIAL REPORT

This financial report as of 31 March 2016 fully complies in full with the rules set out in IAS 34. The interpretations of the International Financial Interpretations Committee (IFRIC) are observed. From the first quarter of 2016, the business areas of Welding and Solar, which had previously been included together in the segment Other Production Equipment, were reported separately. All figures from the previous periods are calculated in accordance with the same principles. The same accounting and valuation methods, and calculation methods, have been used in the interim financial statements as in the last annual financial statements. Estimates of amounts reported in prior interim periods of the current financial year, the last annual financial statements or in previous financial years have not been changed in this financial report. There have been no changes to the contingent liabilities and contingent assets since the last balance sheet date. This financial report has not been audited. Likewise, it has not been subject to a review. Information relating to events of particular importance after the balance sheet date are included in the supplementary report of the interim management report.

BASIS OF CONSOLIDATION

The scope of consolidation shown on page 96 of the Annual Report for 2015 remains unchanged.

TRANSACTIONS WITH RELATED PARTIES

There are no reportable business relations with persons affiliated to the LPKF Group.

SHARES HELD BY MEMBERS OF THE COMPANY'S CORPORATE BODIES

Management	31 March 2016	31 Dec 2015
Dr. Ingo Bretthauer	60.000	56.000
Bernd Lange	35.000	25.000
Kai Bentz	17.600	17.600
Dr.-Ing. Christian Bieniek	1.500	0
Supervisory Board		
Dr. Heino Büsching	10.000	10.000
Bernd Hackmann	125.600	125.600
Prof. Dr.-Ing. Erich Barke	2.000	2.000

Garbsen, 11 May 2016

LPKF Laser & Electronics Aktiengesellschaft

The Management Board

Bretthauer Lange Bentz Bieniek

FINANCIAL CALENDAR

12 March 2016	Publication of the three-month report
02 June 2016	Annual General Meeting
15 August 2016	Publication of the six-month report
14 November 2016	Publication of the nine-month report

PUBLISHING INFORMATION

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