



# »» CONFERENCE CALL

LPKF LASER & ELECTRONICS AG | 27 OCTOBER 2022

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LPKF  
Laser & Electronics  
Vitrion 5000

# CURRENT TRADING

## MARKET DEVELOPMENT & ENVIRONMENT



- Electronic Manufacturing Market still slow due to component shortage and market uncertainty
- Strong demand in Prototyping, Solar, Battery Packs and Medical
- Some cautiousness at customer side to implement disruptive changes in supply chain

- Good market response to new product launches (e.g., Tensor Systems, Prototyping)
- LIDE now in operation for low volume applications, development projects with high volume customers on track
- ARRALYZE test phase with three beta customers has started
- New Product Line LTP (Laser Transfer Printing) launched

- Ukraine war: no direct impact yet, but global economic slowdown will affect our markets
- Shortage in key components causes delays, but no disruption
- Further increase in working capital to ensure delivery security
- China's zero-COVID policy repeatedly caused closures of critical infrastructure



Market Situation



Business Development



Supply Chain



BASED ON 9 MONTHS REPORT 2022



# FINANCIALS

# KEY GROUP FIGURES

## 9 MONTHS 2022



in Mio. EUR	9 Months   2022	9 Months   2021	Δ%
Revenue	86,8	60,2	44,2
EBIT	2,5	-5,2	148,1
EBIT margin (%)	2,9	-8,6	
Incoming orders	73,1	89,6	-18,4
Earnings per Share (EUR)	0,07	-0,15	146,7
Free Cashflow	-15,7	-11,3	-38,9
	<u>As of 09/30/2022</u>	<u>As of 09/30/2021</u>	
Orders on hand	48,8	67,7	-27,9
Employees (total number)	744	733	1,5

## SALES, PROFIT, AND OUTLOOK

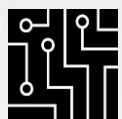
- Revenue increase of 44.2% YoY
- Gross Margins per Product healthy but overall % lower due to Product Mix (Solar)
- Improved EBIT due to higher volume covering higher fixed cost (a.o. LIDE/ ARRALYZE) compared to previous year
- Solid Order book for current year, 30 million of the current order on hand with planned delivery in 2022; larger solar orders expected
- Uncertainty from economic and political environment

# REVENUE AND EBIT BY SEGMENT

## 9 MONTHS 2022



in Mio. EUR	Revenue			EBIT		
	9 Months 2022	9 Months 2021	Δ%	9 Months 2022	9 Months 2021	Δ%
Electronics	21.8	20.5	6.3%	-3.2	-2.5	-28.0%
Development	19.8	15.0	32.0%	3.0	0.1	>100%
Welding	16.3	18.0	-9.4%	-0.5	0.8	-162.5%
Solar	28.9	6.7	>100%	3.2	-3.6	188.9%
<b>Gesamt</b>	<b>86.8</b>	<b>60.2</b>	<b>44.2%</b>	<b>2.5</b>	<b>-5.2</b>	<b>148.1%</b>



### ELECTRONICS

Market headwinds due to demand uncertainty & semi shortage. Further LIDE deliveries. Good demand for tensor technology. Selected stock depreciation (-0,4m) adversely affects EBIT Q3.



### DEVELOPMENT

Re-design of components on customer side increases demand for prototyping equipment. Strong demand continues. ARRALYZE test phase with three beta customers in Q4/2022. Strong EBIT despite ramp-up of ARRALYZE.



### WELDING

Strong order pipeline and sales funnel with broadened customer and application base. Material shortage is the limiting factor for Q3 and 2022 revenue. Clearly profitable in 2022.



### SOLAR

Deliveries Q3 as planned. Lower Gross Margin in Q3 due to competitive pricing for a particular order (Q3/4 2022) and additional cost in producing and installing the first tools of the next generation.

# FREE CASHFLOW

## AS PER 30 SEPTEMBER 2022



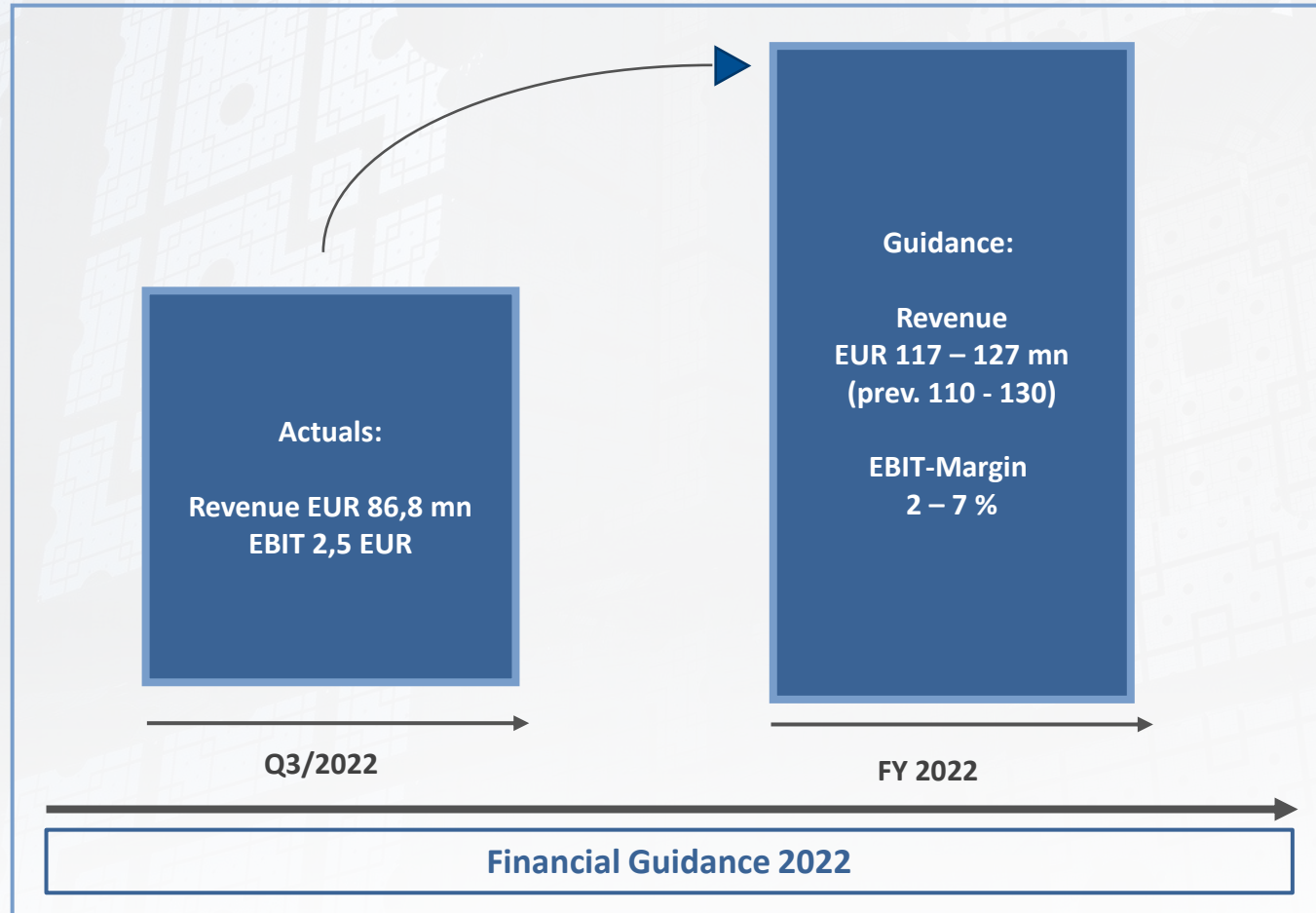
in Mio. EUR	9 Months   2022	9 Months   2021
Net Working Capital	39.9	25.8
Δ Working Capital	-20.6	-5.3
Net cash used in / generated by operating activities	-9.5	-5.1
Net cash used in investing activities	-6.2	-6.2
Free cashflow	-15.7	-11.3
Net cash position as per 09/30/2022	-3.7	4.5

### FREE CASH FLOW

- NWC high due to safety stock, outstanding deliveries and solar CN receivables
- Neutral/positive FCF expected for FY 2022

# 2022 GUIDANCE AND MID-TERM ASPIRATION

## GUIDANCE 2022 CONFIRMED



**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**

# NON FINANCIAL REPORTING

## CONTINUOUS DEVELOPMENT



Rating Agencies	Metrics	Rating History	Peer Group	Awards
		<p>AAA – CCC</p>	<p>TOP 33 % in Peer Group</p>	<p>January 2022 Place 38 of German climate conscious businesses 2022 at <u>Capital Magazin</u><sup>1</sup></p> <p>By Alpora AG</p>
		<p>A+ - D-</p>	<p>Top 30% in Industry</p>	
		<p>0 – 100 0 Best, 100 Worst</p>	<p>TOP 30 out of 583 in our Industry Group</p>	
		<p>100 – 0 100 Best, 0 Worst</p>	<p>N/A</p>	
				<h3>Memberships &amp; Certifications</h3>

1) Source: <https://www.capital.de/wirtschaft-politik/deutschlands-klimabewusste-unternehmen-2022>



A graphic element for the 'Q & A' section, featuring a blue double arrow icon pointing right, followed by the text 'Q & A' in a blue sans-serif font. The graphic is overlaid on a semi-transparent white horizontal bar.

Q & A



 THANK YOU!

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