



# »» CONFERENCE CALL

LPKF LASER & ELECTRONICS SE | 27 APRIL 2023

KLAUS FIEDLER – CEO / CHRISTIAN WITT - CFO

# CURRENT TRADING

## MARKET DEVELOPMENT & ENVIRONMENT



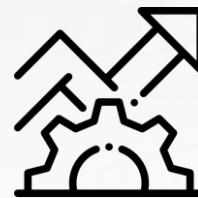
- Market for thin-film solar is growing. New technologies promise further market growth.
- Heterogeneous situation in electronics. Eastern Europe and North America benefit from reshoring.
- Automotive and Consumer markets for laser welding are stable.
- The market for rapid prototyping is in good shape. Regionally, Asia is strong with USA and Europe catching up.
- The markets for our new technologies remain receptive to disruptive solutions

- Perovskites as a new thin-film solar technology are being evaluated by customers.
- New product introductions in Electronics like depaneling (Tensor) and automation are in demand
- Further opportunities are opening-up in medical technology and batteries for Welding
- Preparations for executing the announced first large semiconductor order
- Good order intake in all segments
- High order backlog of EUR 82.6 mn
- Focus on deliveries in the second half of the year

- Uncertainties remain high due to global geopolitical and economic situation
- Ukraine war - still no direct effects on LPKF
- Relocation of production from Asia to Europe and North America continues
- Improving but ongoing supply shortage for some key components



Market Situation



Business Development



Environment & Supply Chain



BASED ON 1Q23

# FINANCIALS

# KEY GROUP FIGURES

## 3 MONTHS 2023



| in Mio. EUR              | 3 Months   2023         | 3 Months   2022         | Δ%        |
|--------------------------|-------------------------|-------------------------|-----------|
| Revenue                  | 20.2                    | 25.8                    | -22%      |
| EBIT                     | -6.6                    | 1.0                     | -760%     |
| EBIT margin (%)          | -32.4                   | 4.0                     |           |
| Incoming orders          | 39.6                    | 24.0                    | 65%       |
| Earnings per Share (EUR) | -0.27                   | 0.03                    |           |
| Free Cashflow            | -4.6                    | -9.1                    | 49%       |
|                          | <u>As of 03/31/2023</u> | <u>As of 03/31/2022</u> | <u>Δ%</u> |
| Orders on hand           | 82.6                    | 60.8                    | 36%       |
| Employees (total number) | 755                     | 746                     | 1%        |

## SALES, PROFIT, AND ORDERS

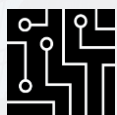
- Revenue -5.6m vs. PY, PY incl. 8m customer/logistics push-out
- Pricing & Material cost on track  
Negative Product mix effect: higher share of traded components w no/low margin in Solar
- EBIT follows sales as expected and includes investments in ARRALYZE & LIDE
- Better Cash flow due to improved Working Capital
- Orders on hand up 36%, 67m for 2023
- Order intake up 65%, partially for 2024

# REVENUE AND EBIT BY SEGMENT

3 MONTHS 2023



| in EUR million | Revenue       |               |             | EBIT          |               |
|----------------|---------------|---------------|-------------|---------------|---------------|
|                | 3 Months 2023 | 3 Months 2022 | Δ%          | 3 Months 2023 | 3 Months 2022 |
| Electronics    | 5.2           | 7.6           | -32%        | -2.5          | 0.3           |
| Development    | 5.7           | 7.2           | -21%        | -0.7          | 1.5           |
| Welding        | 2.8           | 4.3           | -35%        | -1.9          | -1.2          |
| Solar          | 6.5           | 6.7           | -3%         | -1.5          | 0.4           |
| <b>Gesamt</b>  | <b>20.2</b>   | <b>25.8</b>   | <b>-22%</b> | <b>-6.6</b>   | <b>1.0</b>    |



## ELECTRONICS

Higher Sales in SMT but not compensating LIDE sale in 1Q22.

Lower revenue and ongoing investments for future LIDE & Semi Business led to losses. Continuing selective structural measures.



## DEVELOPMENT

Strong demand from prototyping activities, high Q1 22 due to customer/logistics pushouts. Investment in ARRALYZE affects EBIT.

First deliveries ARRALYZE to Beta-Customers successful in Q1/2023.



## WELDING

Strong order book but component shortage is still delaying sales execution. EBIT follows sales



## SOLAR

High share of traded components affects gross margin Q1, additional ramp-up cost for new product line and airfreight affects opex.

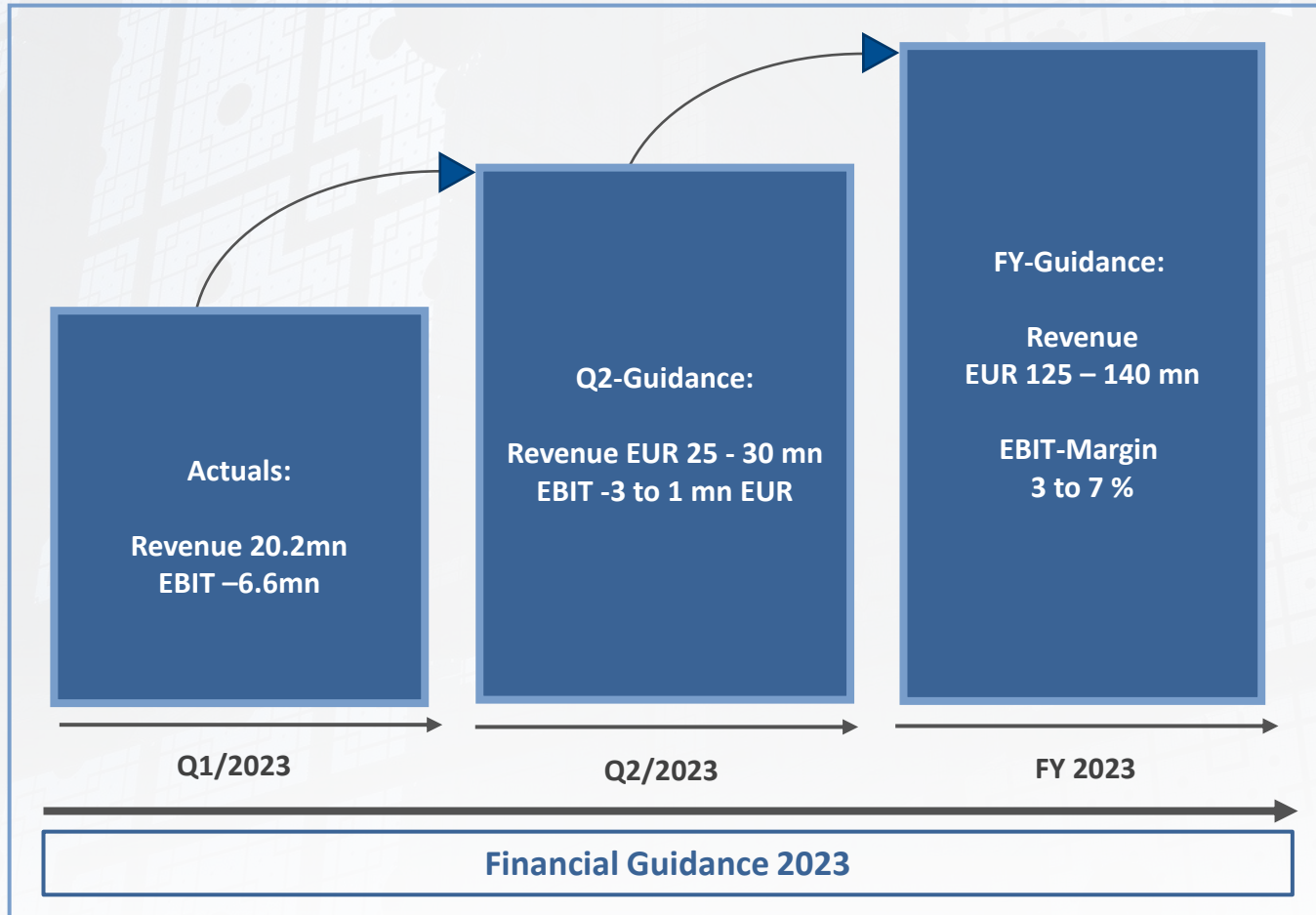
| in Mio. EUR                                                | 3 Months   2023 | 3 Months   2022 |
|------------------------------------------------------------|-----------------|-----------------|
| Net Working Capital                                        | 23.3            | 29.2            |
| Δ Net Working Capital                                      | 2.7             | -9.9            |
| Net cash used in /<br>generated by<br>operating activities | -2.8            | -7.0            |
| Net cash used in<br>investing activities                   | -1.9            | -2.1            |
| Free cashflow                                              | -4.6            | -9.1            |
| Net cash position as per<br>03/31/2023                     | 7.0             | 3.1             |

### FREE CASH FLOW

- NWC:
  - Improved Receivables drive improved NWC & Cash Flow
  - Stock built-up mainly for Solar deliveries
- Improved Net Cash Position

# 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






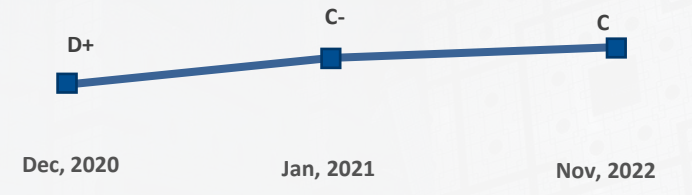









**Mid-Term Aspiration**



# SUSTAINABILITY REPORTING & RATINGS

## CONTRIBUTION TO EU-TAXONOMY AND CONTINUOUS INCREASE IN RATINGS



| Rating Agencies                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Metrics                                                                             | Rating History                                                                                                            | Peer Group                                                                                                                        | New Report available                                                                |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |    | <p>AAA – CCC</p>                        | <p>TOP 33 % in Peer Group</p>                                                                                                     |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |    | <p>A+ - D-</p>                          | <p>Decile Rank</p>  <p>Top 30% in Industry</p> |                                                                                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |   | <p>0 – 100<br/>0 Best, 100 Worst</p>   | <p>TOP 30 out of 583 in our Industry Group</p>                                                                                    |                                                                                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  | <p>100 – 0<br/>100 Best, 0 Worst</p>  | <p>N/A</p>                                                                                                                        |                                                                                     |
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## » Q & A



»» THANK YOU!

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