



»» CONFERENCE CALL

LPKF LASER & ELECTRONICS AG | 23 MARCH 2022
KLAUS FIEDLER – CEO / CHRISTIAN WITT - CFO

LPKF
Laser & Electronics
Vitrion 5000



DR. KLAUS FIEDLER

- 50 years old, Ph.D in Physics, broad experience in technology and innovation
- former Vice President and Head of Corporate Ventures at SCHOTT AG, responsible for the global identification, assessment, and incubation of new business opportunities.
- served in various senior management positions at Knowles Electronic in China, at NXP in Austria and at Philips Research in the USA and in Germany
- strong customer focus and deep understanding of the relevant markets in Asia-Pacific, North America and Europe
- has lived and operated across the world and successfully led cross-functional and multi-cultural teams.

"I want to accelerate growth with full commitment and technological vision."

» INTRODUCTION

DR. KLAUS FIEDLER – FIRST IMPRESSIONS AT LPKF



- Strong technology foundation with proactive approach to innovation
- Broad product and application portfolio
- Excellent customer relations in core markets
- Strong order backlog
- More focus on market development in order to exploit growth opportunities
- Solid ESG strategy



BASED ON 12 MONTHS REPORT 2021

 FINANCIALS

KEY GROUP FIGURES

12 MONTHS 2021



in Mio. EUR	12 Months 2021	12 Months 2020	Δ%
Revenue	93.6	96.2	-2.8
EBIT	0.1	7.5	-99.2
EBIT margin (%)	0.1	7.8	
Incoming orders	117.8	102.2	15.3
Earnings per Share (EUR)	0.00	0.22	-100.0
Free Cashflow	-0.7	-5.5	87.3
	<u>As of 12/31/2021</u>	<u>As of 12/31/2020</u>	
Orders on hand	62.6	38.3	63.4
Employees (total number)	746	689	8.3

SALES, PROFIT, AND OUTLOOK

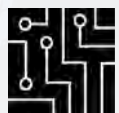
- Lower revenue due to COVID impact and revenue shift to 2022
- Lower Ebit due to to volume, additional investment in LIDE/Arrayze and no 2020 gov subsidies
- No effect on investment into future products, R&D and LIDE
- Positive outlook 2022 and beyond, strong order book and pipeline in all BUs

REVENUE AND EBIT BY SEGMENT

12 MONTHS 2021



in EUR million	Revenue			EBIT		
	12 Months 2021	12 Months 2020	Δ%	12 Months 2021	12 Months 2020	Δ%
Electronics	32.0	31.7	0.9	-0.8	3.4	-123.5
Development	22.1	22.5	-1.8	1.2	2.9	-58.6
Welding	27.4	17.7	54.8	3.0	-2.8	207.1
Solar	12.1	24.3	-50.2	-3.3	4.0	-182.5
Gesamt	93.6	96.2	-2.7	0.1	7.5	-98.7



ELECTRONICS

Some semiconductor shortage impact on customer side, additional personnel for LIDE, 1st year of foundry operations



DEVELOPMENT

Shift of 2m EUR to Q1 due to logistics; additional personnel for Arralyze; good pipeline; successful presentation ARRALYZE



WELDING

Strong sales and order pipeline with broadened customer and application base continues; volume drives profits



SOLAR

Shift of revenue of EUR 6m to Q4 due to logistics + one further project due to customer delay, volume drives profit



in Mio. EUR	12 Months 2021	12 Months 2020
Delta Working Capital	1,2	-3,4
Net cash used in / generated by operating activities	7,9	4,0
Net cash used in investing activities	-8,6	-9,5
Free cashflow	-0,7	-5,5
Net cash position as per 12/31/2021	12,1	15,2

FREE CASH FLOW

Decreased Working Capital despite additional inventory to assure sales

Mid term target NWC remains at <10%

Neutral FCF

Proposal to AGM to pay no dividend but invest into growth business

Our products help our customers save energy and raw materials through modern, more precise production processes.

Focus areas of our ESG project in 2021:

- Improvement of **recycling rate** and reduction of **CO2 emissions**
- Concept for the assessment of **sustainable supplier evaluations**
- Environmental management & occupational safety certifications ISO 14001 and 45001
- More community projects driven by employees
- LPKF joined the UN Global Compact in November 2021

Key ESG targets will be published in Sustainability Report 2021 at the end of April 2022



» FOR FY 2022, LPKF ANTICIPATES:

GROUP SALES
110 to 130 MIO. EUR

EBIT-Margin
2 % to 7 %

» FOR Q1 2022, LPKF ANTICIPATES:

GROUP SALES
22 to 26 MIO. EUR

EBIT
-2 to 1 Mio. EUR

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Q & A



»» THANK YOU!

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