



»» CONFERENCE CALL

LPKF LASER & ELECTRONICS AG | 28 APRIL 2022
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LPKF
Laser & Electronics
Vitrion 5000

KEY FACTS Q1/2022

GROWTH FACTORS FOR LPKF ARE GOOD, MARKET STABILITY REMAINS UNCERTAIN



» Economic Status and Outlook

- Strong Q1/2022 revenue
- Good order intake; orders on hand significantly higher YoY
- Demand for solutions & pipeline good with regional / application variations
- Market environment remains uncertain in the context of the Ukraine conflict
- Inflation: Cost & Price increases

» Demand for products & technological development

- First orders of Tensor Systems
- Orders for two LIDE machines for TGV display applications
- Battery package welding orders
- New solar customer from Asia
- ARRALYZE presentation at SLAS Boston, first scientific publication

» Global Supply Chain

- Ukraine war: no direct impact yet, increasing uncertainty regarding logistics in Europe
- Shortage in Electronics Components impacts customers and partially LPKF
- China's zero-COVID policy repeatedly causes closures of critical infrastructure

» Covid-19 Update

- Relaxation in restrictions in the USA & the Western world
- Zero-covid strategy in China causes uncertainty
- Potential further mutations in fall/winter 22/23



BASED ON 3 MONTHS REPORT 2022

 FINANCIALS

KEY GROUP FIGURES

3 MONTHS 2022



in Mio. EUR	3 Months 2022	3 Months 2021	Δ%
Revenue	25.8	16.3	58.3
EBIT	1.0	-4.1	124.4
EBIT margin (%)	4.0	-25.5	
Incoming orders	24.0	21.5	11.6
Earnings per Share (EUR)	0.03	-0.12	125.0
Free Cashflow	-9.1	-2.1	-339.1
	<u>As of 03/31/2022</u>	<u>As of 03/31/2021</u>	
Orders on hand	60.8	43.5	39.8
Employees (total number)	746	700	6.6

SALES, PROFIT, AND OUTLOOK

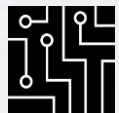
- Growth in all BUs, revenue shift from Q4/21, good Order Intake for Q1
- Improved EBIT due to higher volume and better gross margins (general & product mix), covering higher fixed cost for LIDE/ARRALYZE
- Order book for current year + Sales Q1 > 80m EUR vs. >40m EUR in Q1 2021
- Positive outlook 2022 and beyond
- Uncertainty from Macroeconomic factors

REVENUE AND EBIT BY SEGMENT

3 MONTHS 2022



in EUR million	Revenue			EBIT		
	3 Months 2022	3 Months 2021	Δ%	3 Months 2022	3 Months 2021	Δ%
Electronics	7.6	6.6	15.2	0.3	-1.0	130.0
Development	7.2	5.3	35.8	1.5	0.6	150.0
Welding	4.3	3.2	34.4	-1.2	-1.7	29.4
Solar	6.7	1.2	458.3	0.4	-2.0	120.0
Gesamt	25.8	16.3	58.3	1.0	-4.1	124.4



ELECTRONICS

LIDE orders delivered but weaker Depaneling sales due to semiconductor shortage impact on customer side



DEVELOPMENT

Shift of nearly 2m EUR from Q4/21, good pipeline, successful presentation ARRALYZE; additional personnel/cost for ARRALYZE



WELDING

Higher sales than PY, strong order pipeline with broadened customer and application base



SOLAR

Shift of revenue of EUR 6m from Q4/21 due to outbound logistics. Orderbook for 2022 complete, first orders for 2023 received.

FREE CASHFLOW

AS PER 31 MARCH 2022



in Mio. EUR	3 Months 2022	3 Months 2021
Net Working Capital	29,2	19,5
Δ Net Working Capital	-9,9	1,0
Net cash used in / generated by operating activities	-7,0	-0,7
Net cash used in investing activities	-2,1	-1,4
Free cashflow	-9,1	-2,1
Net cash position as per 03/31/2022	3,1	13,4

FREE CASH FLOW

- Higher inventory due to increased safety stocks and building up Solar orders for Q2/3 delivery
- Receivables temporarily higher due to longer DSO in China Solar orders
- Working Capital to go back to previous levels in H2/22.
- Mid term Target remains at 10% of Net Sales

» FOR FY 2022, LPKF ANTICIPATES:

GROUP SALES
110 to 130 MIO. EUR

EBIT-Margin
2 % to 7 %

» FOR Q2 2022, LPKF ANTICIPATES:

GROUP SALES
25 to 30 MIO. EUR



EBIT
-1.5 to +2.5 Mio. EUR

NON FINANCIAL REPORTING

ESG IS AN INTEGRAL PART OF OUR STRATEGY







OUR VALUE FROM AND COMMITMENT TO SUSTAINABILITY

<p>AFFORDABLE & CLEAN ENERGY</p> 	<p>DECENT WORK & ECONOMIC GROWTH</p> 
<p>INDUSTRY, INNOVATION & INFRASTRUCTURE</p> 	<p>RESPONSIBLE CONSUMPTION</p> 

New sustainability website live:
<https://www.lpkf.com/en/company/esg>

ACTUAL ESG-RATINGS

	Update	Actual	Previous
	Sep-21	BBB →	BBB
	Oct-21	C- ↑	D+
	Oct-21	11.0	n/a
	Jan-22	62 ↑	54



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» Q & A



 THANK YOU!

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