

## AD-HOC MESSAGE

### **LPKF Laser & Electronics AG generated the following result after the first nine months:**

	2002 (9 months)	2001 (9 months)	Change in %
Consolidated sales	K€ 18,266	K€ 16,278	12.2%
Return on sales	4.5%	5.0%	
EBIT	K€ 1,623	K€ 1,685	-2.2%
EBIT margin	8.9%	10.4%	
EPS (diluted)	€ 0.08	€ 0.07	
Cash and cash equivalents	K€ 4,768	K€ 1,101	333%

### **The current orders in hand of LPKF Laser & Electronics AG is € 5.8 million (€ 1.0 million), up 480% year-on-year.**

	2002 (Q3)	2001 (Q3)	Change in %
Consolidated sales	K€ 5,396	K€ 4,483	20.4%
EBIT	K€ -61	K€ -101	39.6%
EPS (diluted)	€ -0.02	€ -0.01	

### **Notes on the 9 months/Q3 results**

The positive 9 months result is attributable to the successful sales of laser cutting and drilling systems. There is still no revival in demand in the Rapid Prototyping and Stencils segments, and the figures here are still down on the previous year.

The third quarter is seasonally the period with the weakest sales and led to a negative result in 2002. This is solely attributable to a strong decline in turnover in the USA.

### **Revised outlook for 2002**

Although customers continue to delay their investment decisions, there is still an unbroken interest in LPKF products as reflected in the high level of orders in hand. In the MicroLine Laser segment alone, orders on hand total around € 3 million – most of these orders will be delivered in 2003. Despite a very good start to the fourth quarter, the cautious investment approach and the delay in the recovery of the electronics market mean that the sales and profits targets for the 2002 financial year will not be achieved. It now appears that sales of approx. € 25 million can be achieved. We are confident of generating a good result in 2002 with figures clearly in the black. Our target is still to pay the shareholders a dividend.

### **Outlook 2003**

In the 2003 financial year, LPKF Laser & Electronics AG intends to market new significant product innovations responding directly to the continued weakness of the electronics and printed circuit board markets. The US-business will be strengthened by introducing new strategies.

### **Events after the reporting date**

After completing the third quarter, LPKF Laser & Electronics AG exercised its option of increasing its stake in Laserquipment AG from 19.99% to 51%.

Personnel has been reduced at the Belgian branch LPKF Franklin N.V. in response to the weak turnover.

More information is available at [www.lpkf.de](http://www.lpkf.de).