
Annual Report 2023

Conference Call

21 March 2024 | Klaus Fiedler, CEO – Christian Witt, CFO



AGENDA



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Market and Business Development, Klaus Fiedler, CEO

02

Financials 2023, Christian Witt, CFO

03

Q&A

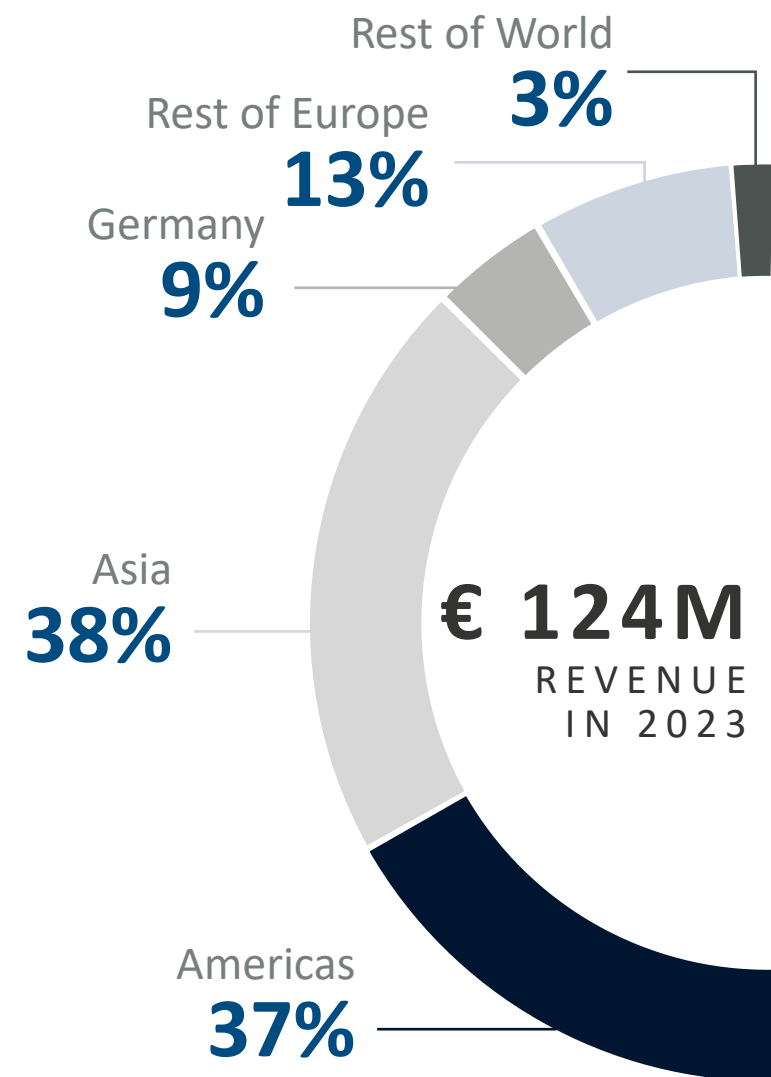
KEY TAKEAWAYS FROM FINANCIAL YEAR 2023

Financial performance at lower end of guidance

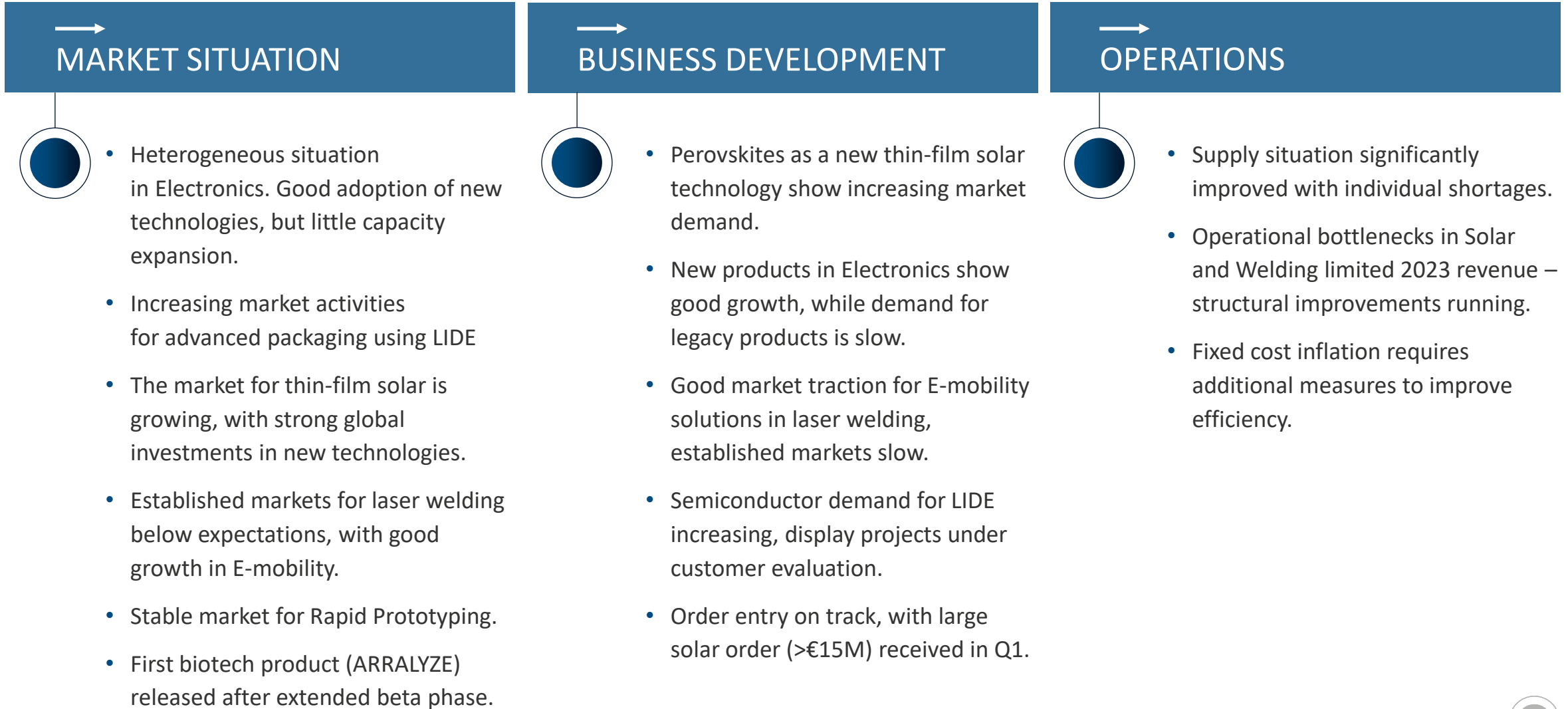
- Revenue with € 124.3 million at lower end of guidance.
- EBIT-margin with 3.0 % at lower end of guidance, adjusted EBIT-margin at 3.5%

Important strategic progress in several key areas

- Solid foothold in semiconductor market with glass processing technology
- Launch of first product in biotech market
- Strong demand in solar segment from broad customer base continues
- Strong growth in Laser Depaneling
- Solid performance in Prototyping



Guidance 2023: Revenue between EUR 125 - 135 million, EBIT margin between 3% and 7%.



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Financials

21 March 2024 | Christian Witt, CFO

in Mio. EUR	12 Months 2023	12 Months 2022	Δ
Revenue	124,3	123,7	1%
EBIT	3,7	6,5	-43%
EBIT margin (%)	3,0	5,3	
Incoming orders	120,1	124,3	-3%
Earnings per Share (EUR)	0,07	0,06	17%
Free Cashflow	-11,1	0,3	>-100

	As of 12/31/2023	As of 12/31/2022	
Orders on hand	58,9	63,2	-7%
Employees (total number)	761	740	3%
Net cash	-0,7	11,7	-106%

Sales, profit, cash and orders

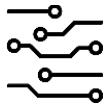
- Sales stable but below expectations
- Gross margin slightly improved despite F/X
- EBIT follows sales as expected and includes investments esp. in ARRALYZE
- Cost reduction measures started, to be continued in 2024 w/ external support
- Correction of 2022 EBIT by 0.26m depreciation
- Working Capital up due to strong December & preproduction Solar for Q1
- Order entry and backlog improved when considering Q1 24 Solar order





REVENUE AND EBIT BY SEGMENT

in Mio. EUR	Revenue			EBIT		
	12 Months 2023	12 Months 2022	Δ	12 Months 2023	12 Months 2022	Δ
Electronics	32,7	31,5	3,8%	-2,5	-2,2	-13,6%
Development	29,0	28,2	2,8%	2,9	3,9	-25,6%
Welding	23,1	25,6	-9,8%	-1,0	1,3	-176,9%
Solar	39,5	38,4	2,9%	4,3	3,5	22,9%
Gesamt	124,3	123,7	0,5%	3,7	6,5	-43,1%



ELECTRONICS

Higher sales in Depaneling but lower sales in Stencil.
Continuing selective structural measures to reduce fixed cost; higher (planned) depreciation.



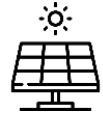
DEVELOPMENT

Successful year for Rapid Prototyping. Slightly negative F/X impact.
Investment in ARRALYZE affects EBIT, market launch in H1/2024 successful; first commercial use of CellShepherd®.



WELDING

Operation issues has limited sales
OB/OI stable, automotive slower
Profit mostly follows sales, also impacted by operational issues



SOLAR

Strong year 2023 but still below potential due to operational issues; 2022 included revenue of customer pushouts from past yr.
Improved profitability and cost consciousness despite operational issues



FREE CASHFLOW

in Mio. EUR	12 Months 2023	12 Months 2022
Net Working Capital	40,0	26,0
Δ Working Capital	14,0	6,7
Net cash used in / generated by operating activities	-3,4	8,5
Net cash used in investing activities	-7,7	-8,2
Free cashflow	-11,1	0,3
Net cash position as per 12/31/2023	-0,7	11,7

Free Cash Flow

Net Working Capital

- Receivables high due to strong Q4/December and operational issues in Solar
- Pre-assembly Solar increases stock, Stock reduction for two other BUs on track
- Payables compensating other NWC
- Mid term target continues to be NWC 10 – 15% of annual sales

Free Cash Flow follows NWC

Net Cash +/- neutral – solid balance sheet



2023 GUIDANCE AND MID-TERM ASPIRATION

Actuals 2023

Revenue

EUR 124,3 million

EBIT-margin

3.0%

Adjusted EBIT-margin*

3.5%

Guidance FY 2024

Revenue

EUR 130 – 140 million

Adjusted EBIT-margin*

4 – 8%

Guidance Q1 2024

Revenue

EUR 23 – 26 million

Adjusted EBIT*

EUR -6 to -3 million

Mid-Term Aspiration

Core Business

- Medium to high single-digit growth for core business

New Technologies

- New technologies like LIDE and ARRALYZE can together contribute low triple-digit millions in revenue

EBIT-margin

- EBIT margin to reach attractive double-digit level

*Adjusted EBIT is EBIT adjusted for restructuring and severance costs and changes in the long-term incentive (LTI) due to fluctuations in the performance factor or the share price. LPKF expects these costs to amount to 0.5 - 1.5% of revenue in the 2024 financial year.

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Thank you!

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