
First 3 months 2025

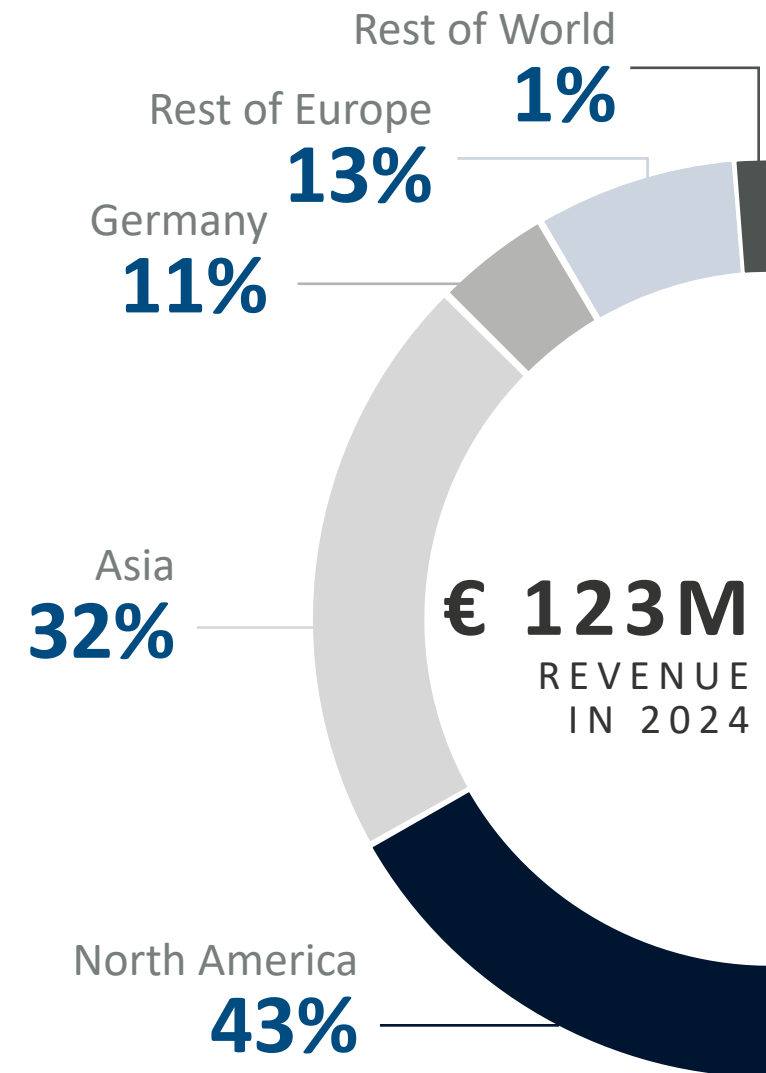
EARNINGS CALL

30.04.2025 | Dr. Klaus Fiedler, CEO | Peter Mümmler, CFO

KEY TAKEAWAYS FROM Q1 2025

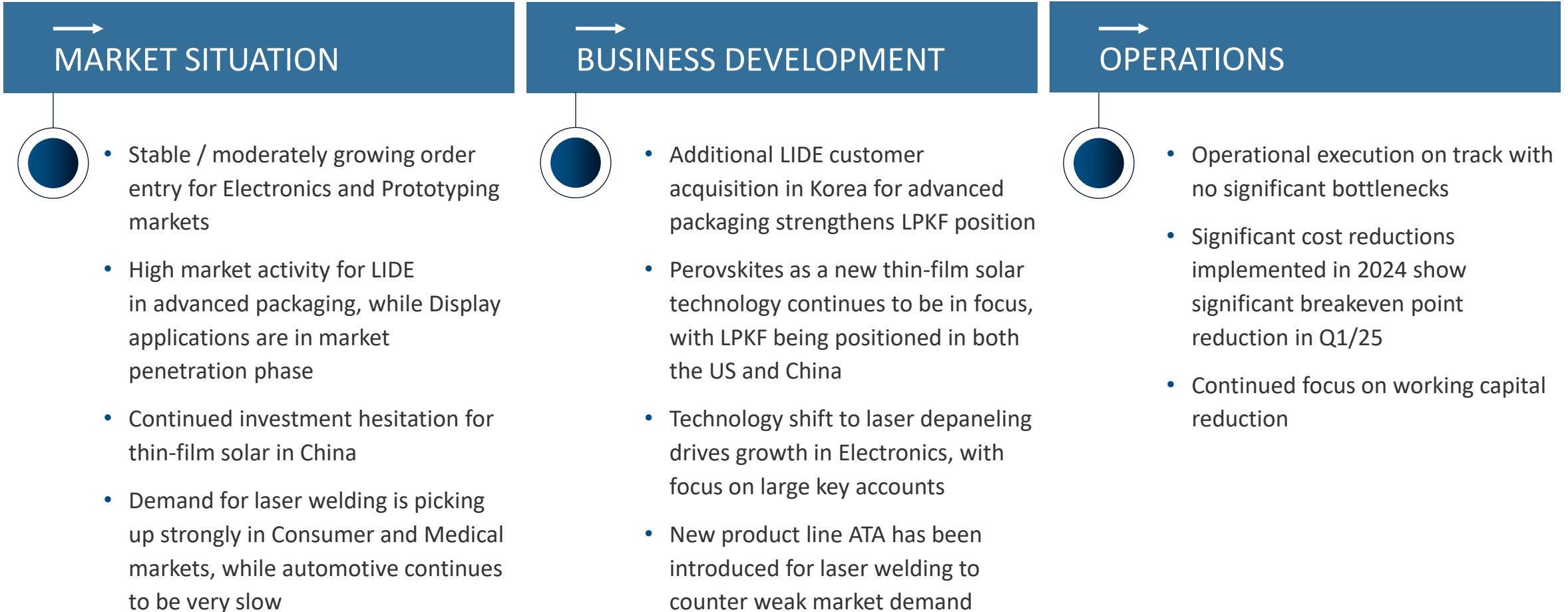
- Solid start with revenue at previous year's level and adjusted EBIT up 21% on previous year
- Cost saving measures are kicking in, break-even point has gone down
- Order intake and backlog below previous year due to major solar order in March 2024
- Welding with strong order increase from consumer electronics market
- Further customer acquisition in Korea strengthens LIDE positioning in advanced packaging
- Tariff threats and US – China conflict are impacting investment appetite worldwide
- We continue to drive transformation, aiming for increased efficiency, scalability, and profitability

LPKF





BUSINESS DEVELOPMENT IN Q1 2025



Financial Report Q1 2025

FINANCIALS

30 April 2025



KEY GROUP FIGURES AFTER 3 MONTHS 2025



in Mio. EUR	3 Months 2025	3 Months 2024	Δ%
Revenue	25.3	25.4	0%
Adjusted EBIT	-3.4	-4.3	21%
Adjusted EBIT margin (%)	-13.5	-16.7	
Incoming orders	20.5	33.2	-38%
Earnings per Share (EUR)	-0.18	-0.21	14%
Free Cashflow	-4.4	-5.3	17%
	As of 03/31/2025	As of 03/31/2024	Δ%
Orders on hand	46.0	67.0	-31%
Employees (total number)	749	773	-3%

Sales, profits and orders

- Revenue stable
- Adj. EBIT: first positive impact of enhancement program
- Free Cashflow: improvement mainly driven by lower invest
- Orders on hands: difference mainly driven by timing of US solar orders and pending orders from China

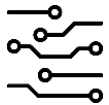




REVENUE AND EBIT BY SEGMENT



in EUR million	Revenue			Adjusted EBIT		
	3 Months 2025	3 Months 2024	Δ%	3 Months 2025	3 Months 2024	Δ%
Electronics	5.6	5.9	-5%	-2.4	-2.2	-9%
Development	5.7	5.5	4%	-0.6	-1.2	50%
Welding	3.4	4.0	-15%	-1.5	-1.2	-25%
Solar	10.6	10.0	6%	1.1	0.3	267%
Gesamt	25.3	25.4	0%	-3.4	-4.3	21%



ELECTRONICS

Further growth in semiconductor sector but lower Q1 deliveries in SMT market
EBIT impact due to revenue reduction



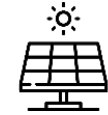
DEVELOPMENT

Improvement in Revenue and cost structure
ARRALYZE still not contributing EBIT



WELDING

Q1 Revenue and EBIT in the range of the expected.
Major incoming orders in Q1 to support growth in Q2/Q3



SOLAR

Solar above prior year due to high deliveries of backlog orders.



FREE CASHFLOW AS PER 31 MARCH

in Mio. EUR	3 Months 2025	3 Months 2024
Net Working Capital	36.8	40.0
Δ Net Working Capital	-0.4	0.0
Net cash used in / generated by operating activities	-2.8	-3.1
Net cash used in investing activities	-1.6	-2.2
Free cashflow	-4.4	-5.3
Net cash position as per 03/31/2025	-5.7	-6.5

Free Cash Flow

Net Working Capital:

- Focus on NWC optimization has a positive effect
- Process improvements will lead to further reduction in the future
- Expected positive net cash in the 2nd half of 2025





WORKING CAPITAL AS PER 31 MARCH



in EUR million	31.03. 2025	31.12. 2024	Δ%
Inventories	28.6	26.9	6%
Trade Receivables	23.6	30.1	-22%
Contract Liabilities	-8.4	-12.4	32%
Trade Payables	-7.0	-7.4	5%
Working Capital	36.8	37.2	-1%

Working Capital

NWC:

- Inventory increase related to projects only
- Receivables brought down successfully, and even more focus to be put here
- Liabilities correlate with the orders on hand, advanced payment from SQ contracts





2024 GUIDANCE AND MID-TERM ASPIRATION



Actuals 2024

Revenue:

EUR 122,9 million

EBIT-margin:

-2.1%

Adjusted EBIT-margin*:

0%

Guidance FY 2025

Revenue

EUR 125 - 140 million

Adjusted EBIT-margin*

6 -9%

Guidance Q2 2025

Revenue

EUR 28 - 35 million

(Q2 2024: EUR 29.8 million)

Adjusted EBIT*

EUR -1.7 and 3.0 million

(Q2 2024: EUR -0.8 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 2025 financial year.

Earnings Call Q1 2025

Q&A

The LPKF logo is positioned in the top right corner of the image. It consists of the letters 'LPKF' in a bold, blue, sans-serif font. The background of the entire image is a photograph of a modern office or factory floor. In the foreground, two men are looking at a tablet together. One man is wearing a light blue shirt and dark trousers, while the other is wearing a white shirt and blue trousers. In the background, other people are working at desks and machinery, creating a busy professional atmosphere.

LPKF

Earnings Call 30 April 2025

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