

A close-up photograph of a scientist wearing a white lab coat and a white face mask, looking through a black and silver microscope. The microscope is the central focus, with its objective lenses and eyepiece clearly visible. The scientist's hands are visible, holding the microscope. The background is blurred, showing a laboratory setting.

LPKF@SdK Anleger Forum

WE ENABLE INNOVATION

15 November 2023 | Christian Witt, CFO



Global player

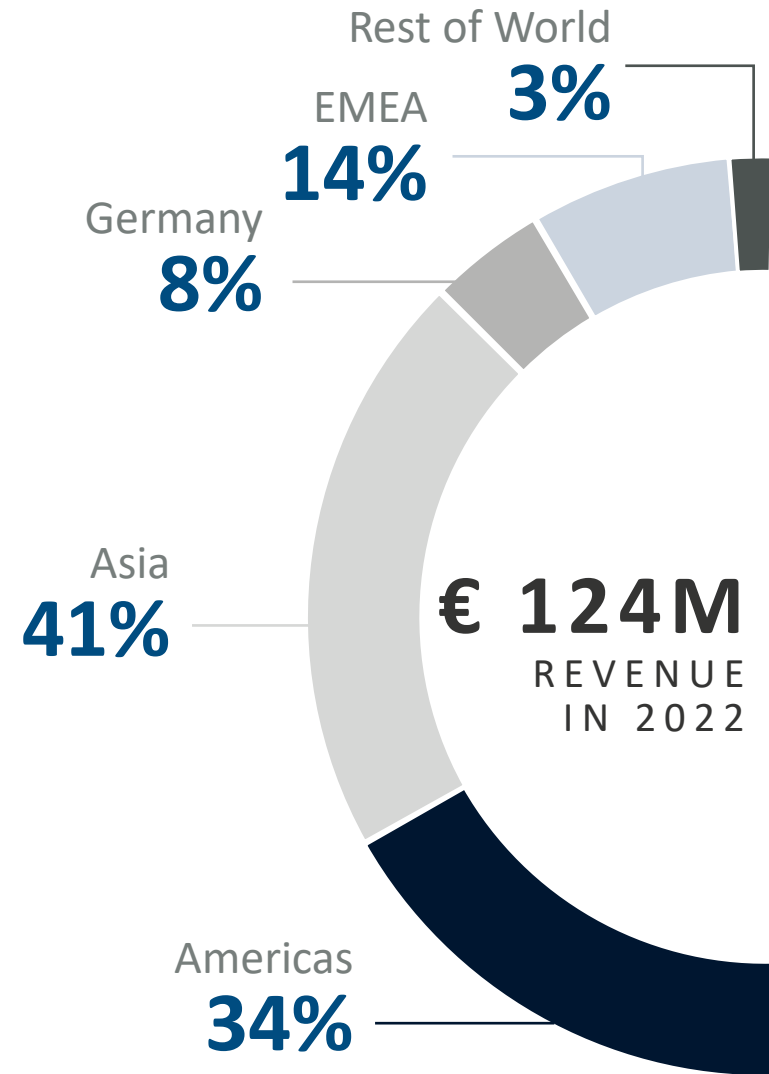
We are specialists in laser and optical based solutions. From product development to production and worldwide distribution, LPKF offers systems, software, training and professional support from a single source.

>45 years
of experience

>750 dedicated
employees

10% of revenue
invested in R&D

Active in
>70 countries



MEGA TRENDS ARE KEY TO MARKET TRANSFORMATION

Miniaturization

Carbon neutrality

Connectivity

Aging population





GROWTH STRATEGY: CONSISTENT APPROACH ACROSS BUSINESS UNITS

GROW THE CORE



Superior customer benefit through sustained technology advantage

→ **gain share**



Focus on growing application fields

→ **Increase addressable market**



Active product portfolio management to avoid commoditization

→ **sustain margins**



Serviceable Addr. Market
EUR 350 million



Ø Annual Growth Rate
8%

EXPAND INTO NEW MARKETS



Leverage core competencies to enter new markets with disruptive solutions



Focus on scalable business opportunities



Proactive approach to secure core IP and first mover advantagez



Serviceable Addr. Market
EUR 1.4 billion



Ø Annual Growth Rate
17%



SOLUTIONS FOR GROWING INDUSTRIES

Electronics



Medical Technology



Automotive & eMobility



Aerospace



Semiconductor



Research & Development



Life Sciences



Solar



We are a laser and optical based system manufacturer, that provides comprehensive consulting, tailored industry solutions, hardware, software, support and training – All from one source. Catering to practical needs of diverse industries



DEVELOPMENT

Equipment and Consumables for PCB
Prototyping & Cell Screening Solutions



- Consumer Electronics
- Medical
- Aerospace & Defense
- Academy & Education
- RF & Microwave
- Drug Development
- Cell Therapy

ELECTRONICS

Processing Equipment for Electronics
Manufacturing & Glass Micro Structuring



- Consumer Electronics
- Medical
- SMT
- MEMS
- Advanced Packaging
- Semiconductor Packaging
- Displays

SOLAR

Processing Equipment for
Glass Surface Structuring



- Thin-film Solar
- Transportation
- Architecture Glass

WELDING

Processing Equipment
for Plastic Welding



- Consumer Electronics
- Medical
- Automotive/E-Mobility
- Others

GROUP SEGMENT: DEVELOPMENT

LOCATION



GARBSEN
GERMANY

NAKLO
SLOVENIA

EMPLOYEES



147
WORLDWIDE

MAIN MARKETS



ELECTRONICS



RF & MICROWAVE



MEDICAL



LIFE SCIENCE

MARKET OFFERING



EQUIPMENT FOR
RAPID PROTOTYPING
OF CIRCUIT BOARDS



SOLUTIONS
FOR SINGLE
CELL ANALYSIS

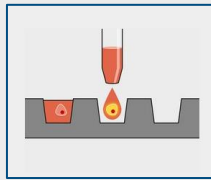


WHAT IS ARRALYZE

What we have ...

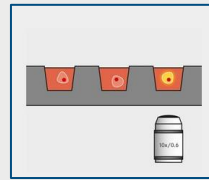
... is a Digital Cell Biology Platform for Discovery, Development and Delivering of Cell-Based Products.

... enables to screen huge cell populations, identify the cells of interest and isolate them.



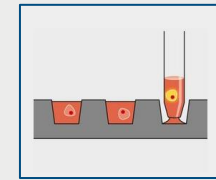
Dispensing Single Cells

- Single cell experiments
- High well density
- Small volume
- Customizable arrays



Live Cell Imaging

- 3 fluorescent channels
- Brightfield
- Phase contrast
- Functional assays
- Prove monoclonality



Cell Extraction

Isolate leads alive

APPLICATIONS

Cell Therapy

Monoclonal Antibodies

Cell Line Development

Synthetic Biology

more to come ...

CUSTOMERS



Academics



Biotech Companies



Pharmaceutical Companies



GROUP SEGMENT: ELECTRONICS

LOCATION



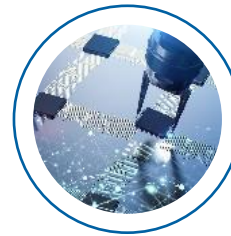
GARBSEN
GERMANY

EMPLOYEES

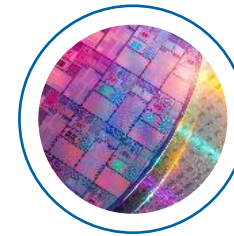


153
WORLDWIDE

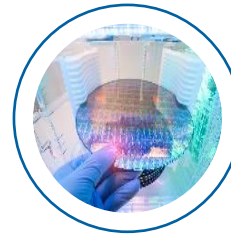
MAIN MARKETS



SMT



ADVANCED PACKAGING



SEMICONDUCTOR



DISPLAY

MARKET OFFERING



SMT TECHNOLOGY,
DEPANNING &
MICRO PRECISION
PARTS



LASER INDUCED
DEEP ETCHING
(LIDE)

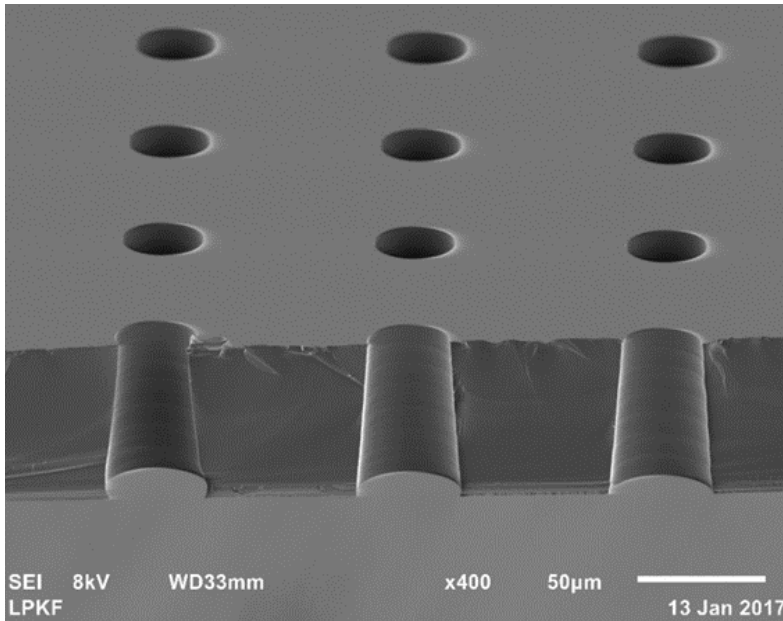


SERVICE & CONTACT
MANUFACTURING

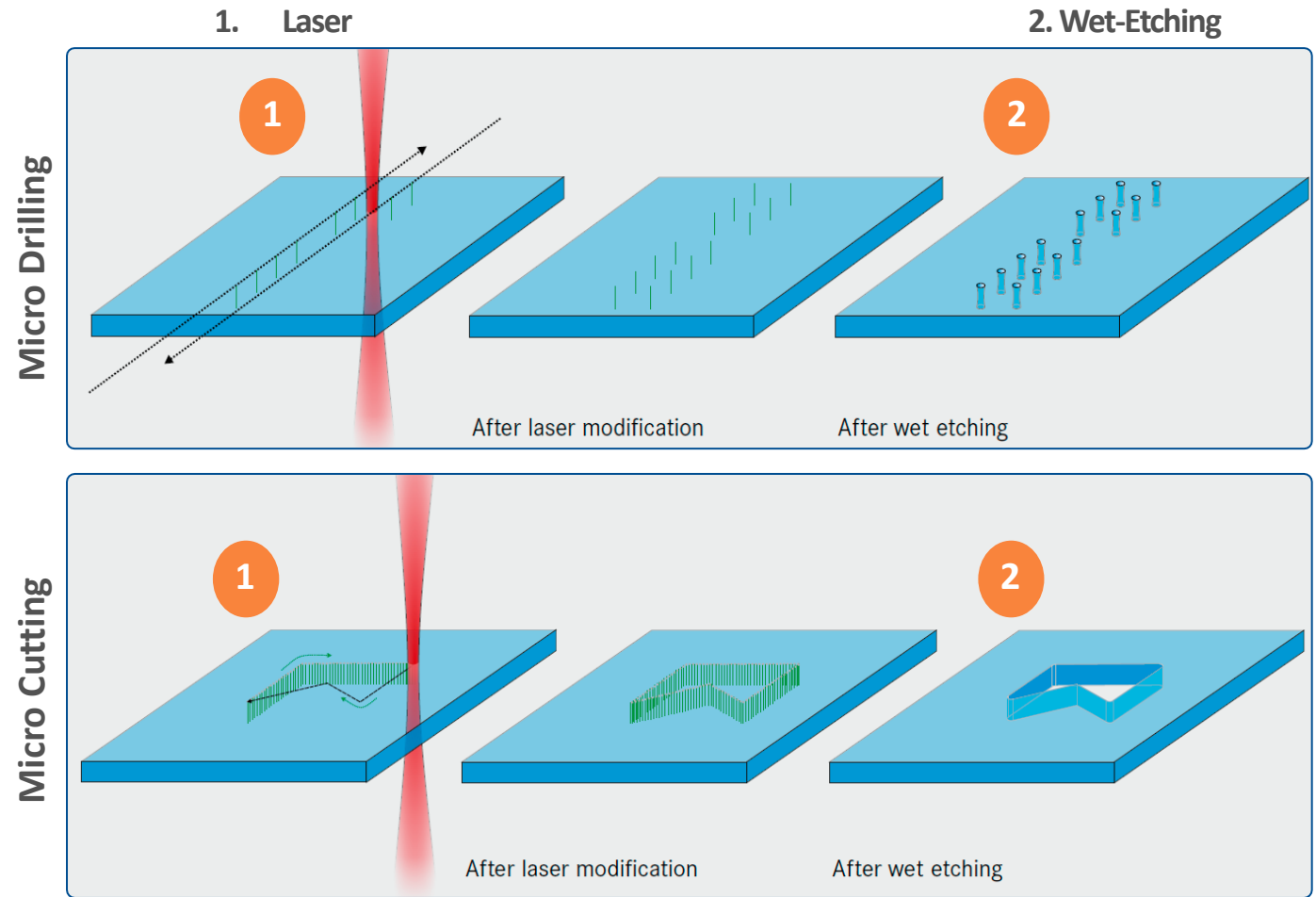
LaserMicronics
MICROMACHINING SERVICES

vitron

LIDE: LASER INDUCED DEEP ETCHING

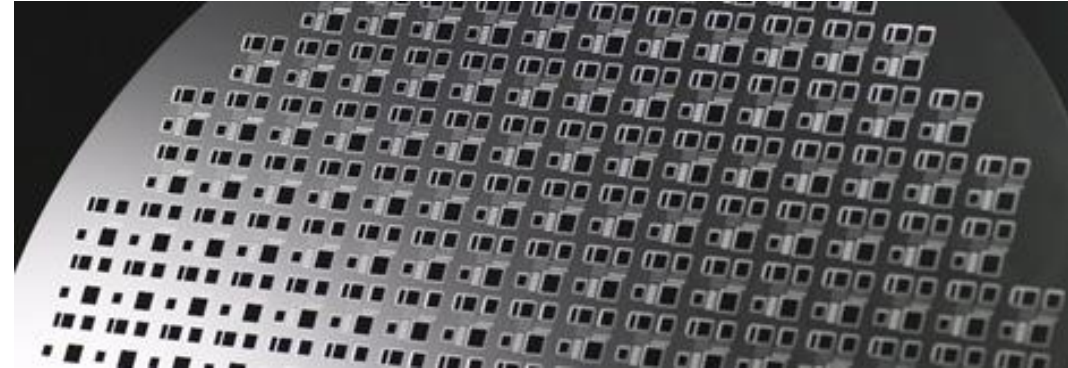
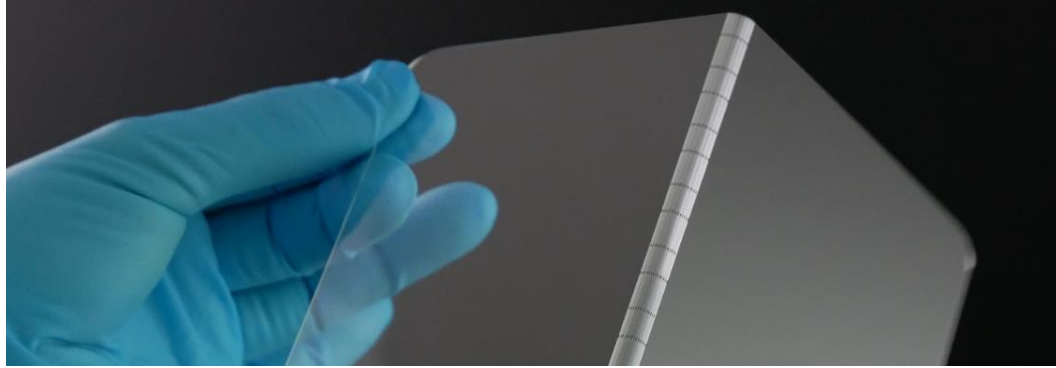


Standard laser drilled holes
manufactured by LIDE





DISPLAY AND SEMICONDUCTOR BUSINESS



First LIDE equipment delivered for production of display backplanes

JDA with major mobile display manufacturer running

Continued high sample rate

First LIDE equipment delivered for mass production of wafer level packaging components

Umbrella supply agreement concluded with major semiconductor OEM

Multiple projects on TGV with major OEMs

Projects on other application with major OEM

Contract with major semiconductor company for production equipment used in advanced packaging

GROUP SEGMENT: SOLAR

LOCATION

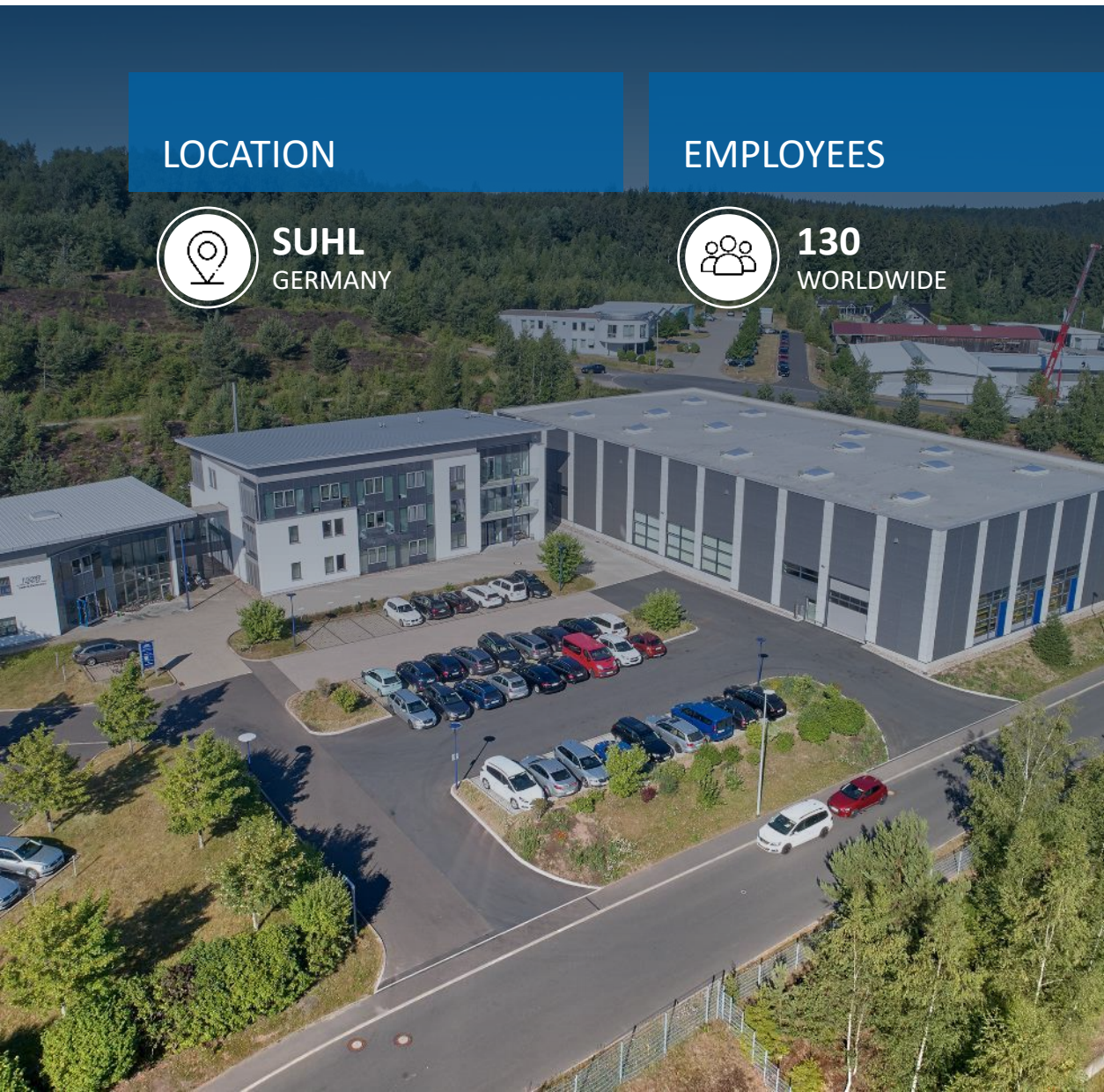


SUHL
GERMANY

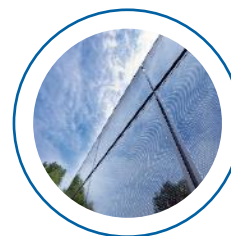
EMPLOYEES



130
WORLDWIDE



MAIN MARKETS



THIN FILM SOLAR



TRANSPORTATION



ARCHITECTURE

MARKET OFFERING



LASER PROCESSING
OF THIN-FILM
MODULES



LASER TRASFER
PRINTING (LTP)

GROUP SEGMENT: WELDING

LOCATION



EMPLOYEES



MAIN MARKETS



AUTOMOTIVE



MEDICAL



CONSUMER



OTHERS

MARKET OFFERING



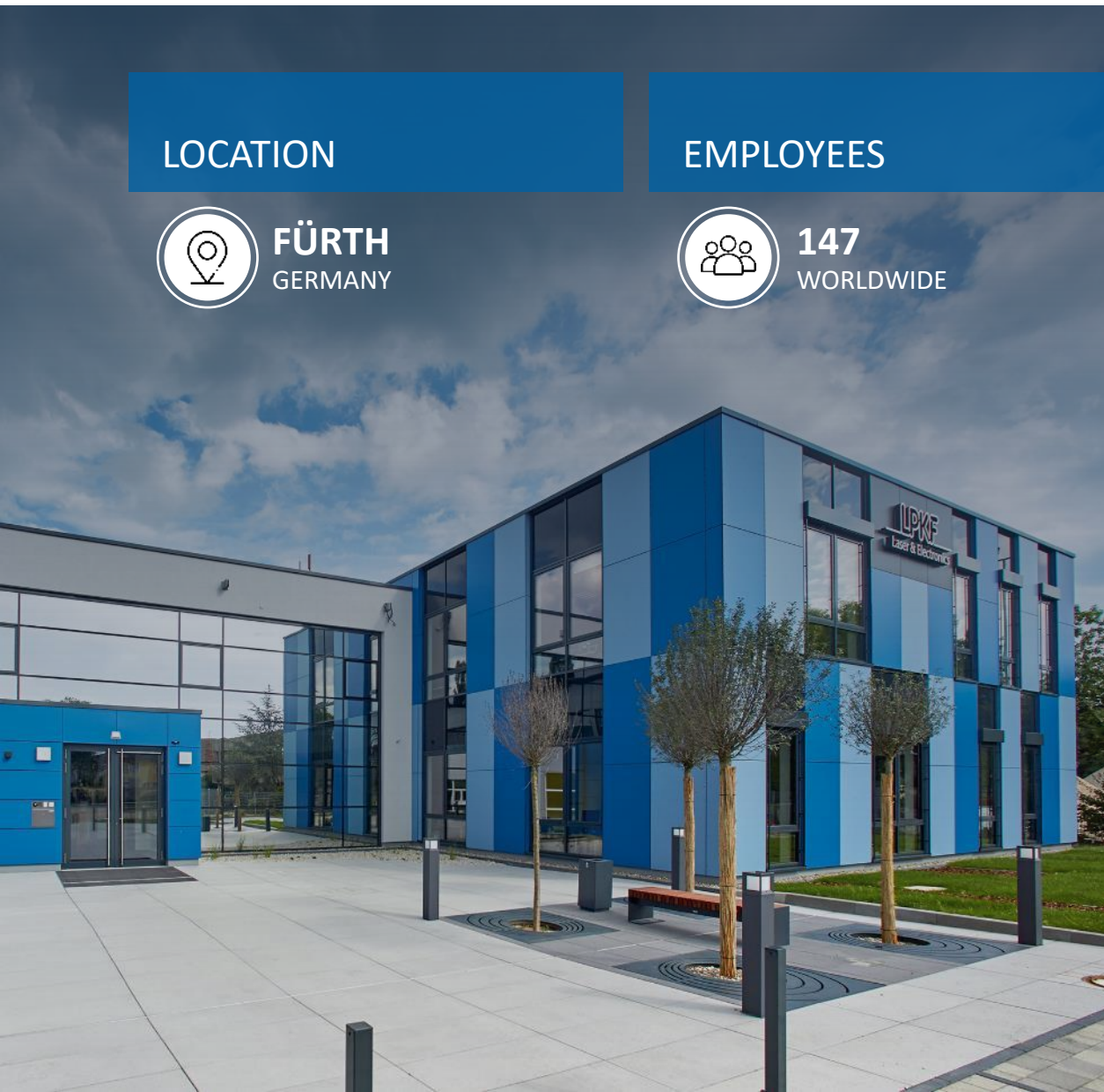
APPLICATION CENTER & CONSULTING



SERVICE & CONTACT MANUFACTURING



MACHINE AND TOOLS

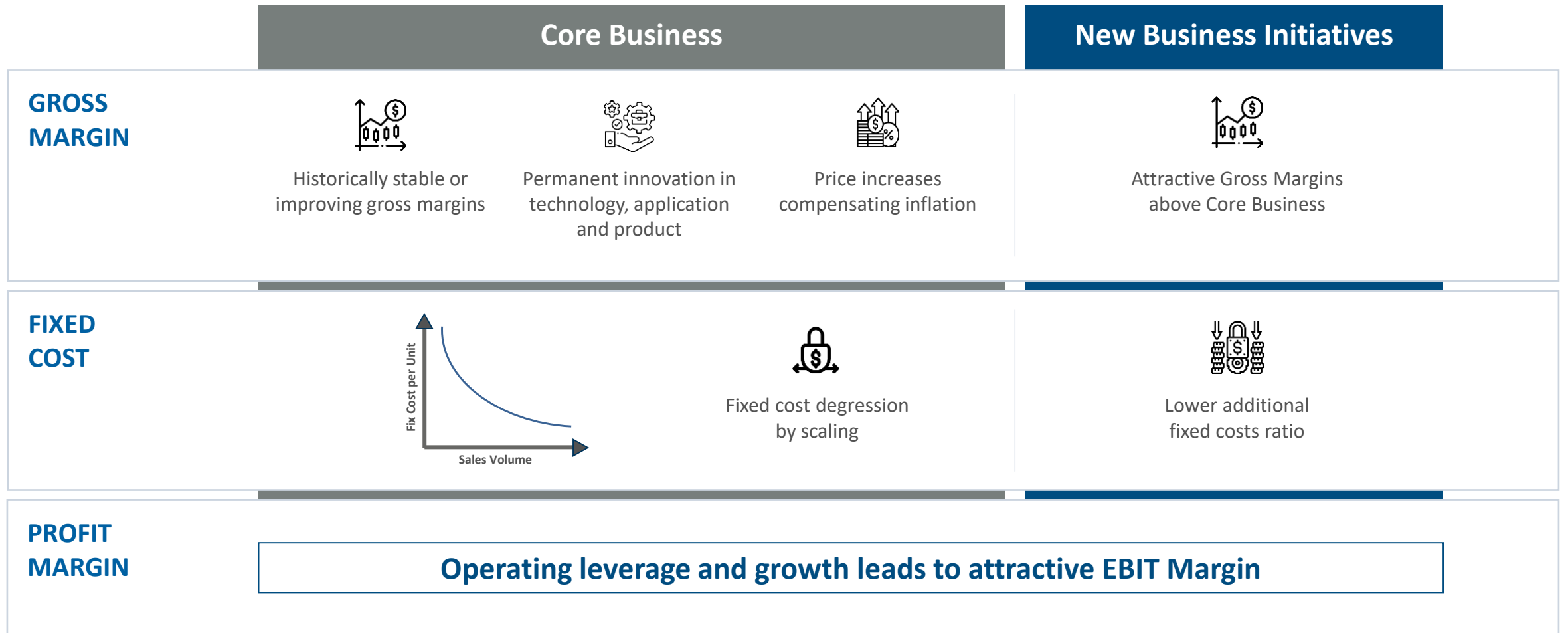


FINANCIALS & CURRENT TRADING



OPERATING MODEL LEADS TO ATTRACTIVE EBIT MARGIN

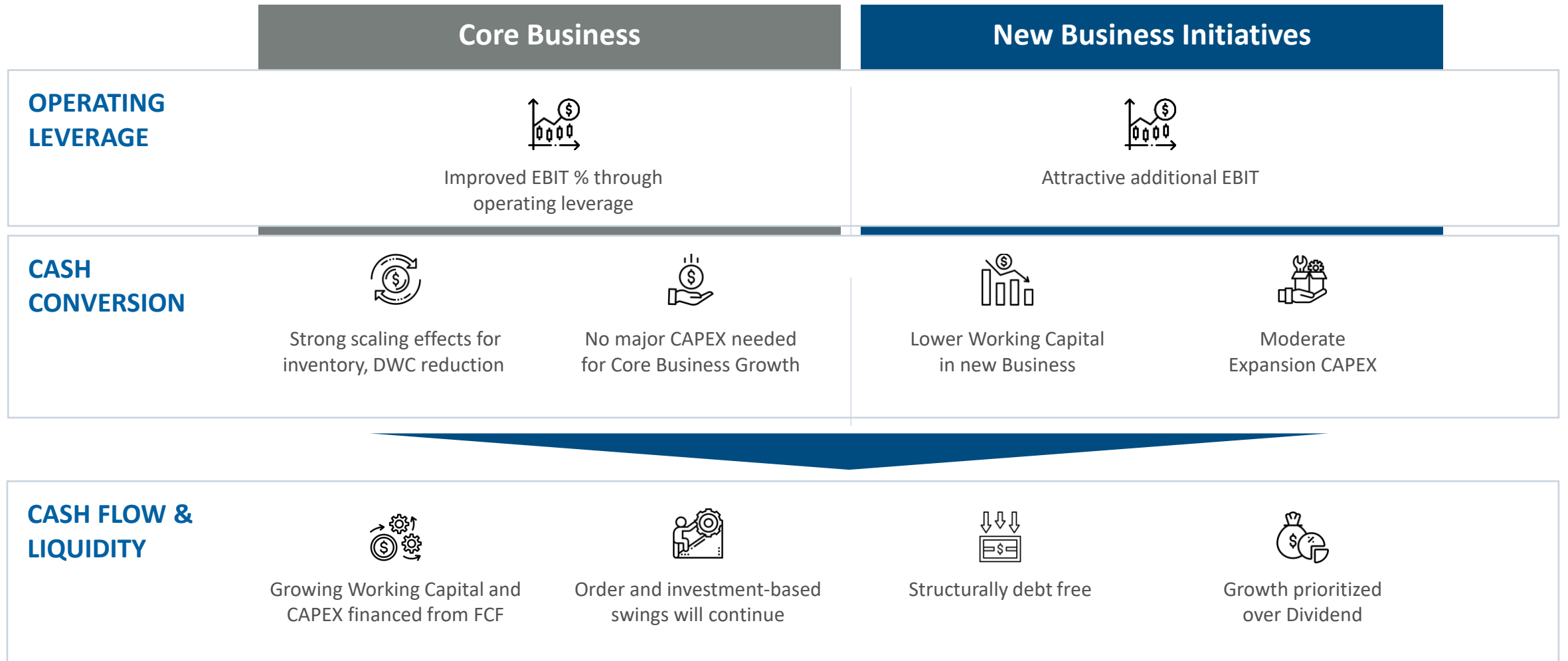
STABLE GROSS MARGIN AND FIXED COST DEGRESSION IN CORE & NEW BUSINESS





SCALING BUSINESS OPERATIONS AND FINANCIALS



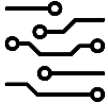


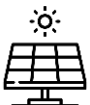








GROWTH IN CORE AND NEW BUSINESS FINANCED OUT OF CASH FLOW









RESILIENCE AND BUSINESS TRENDS

LPKF IS PREPARED FOR A RECESSION SCENARIO, CURRENT TRENDS STILL POSITIVE

	 Development	 ARRALYZE	 Electronics	 LIDE	 Welding	 Solar	 LTP
Effect of Business Cycle	Some	Independent	Some	Not directly	Partially	Independent	Some
Current trend							

				
Material Supplies Improved	Re-Shoring Increasing	Global Conflicts China: Limited market exposure	Employee Turnover slightly increased, managed	Working Capital decreasing inventory and DWC, peak in Solar



ROADMAP FOR SCALING LPKF BUSINESS

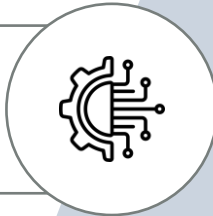
KEY INITIATIVES TO LEVERAGE THE OPERATING MODEL

Product Efficiencies

Process Efficiencies

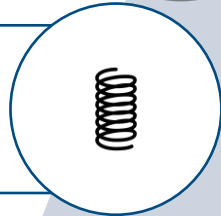
Technology Building Blocks

Increase utilization of common technology building blocks



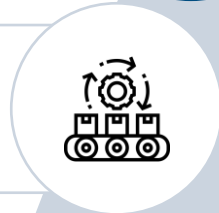
Flexible Production Sites

Interoperability of sites



Life Cycle Management

Market driven Product LCM to drive R&D effectiveness



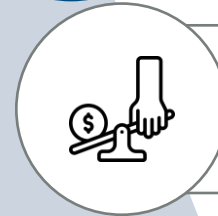
Working Capital and Financial flexibility

Operational WC improvements
Flexibility for bulk orders



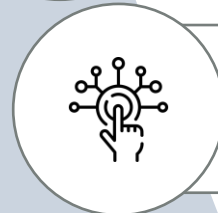
Energy efficiency and environmental footprint

Energy efficiency measures electricity/heat
Carbon neutral production



Leverage on Group Functions

More leverage on R&D and Software, HR,
and other group functions



Digitalization

Upgrade ERP/CRM/Service and
remaining IT landscape

Environment, Social, Governance

We enable Smart Sustainable Solutions

How we enable sustainability for our customers

- Innovation and economic growth
- Sustainable consumption and production
- Affordable and Clean Energie

Sustainability is our roots

How we contribute to sustainability ourselves

- Fair and responsible supply chains
- Good Corporate Citizenship
- Reduction of CO₂ emissions

2022

3,998

Metric tons

CO₂ emissions in the Group

2025

-30%

Metric tons

2022

13.4%

R&D ratio in 2022

2023

>10%

2022

99.2%

Green electricity at the production sites

2025

~ 100%

2022

68%

Share of recyclable materials in the Group

2025

>80%

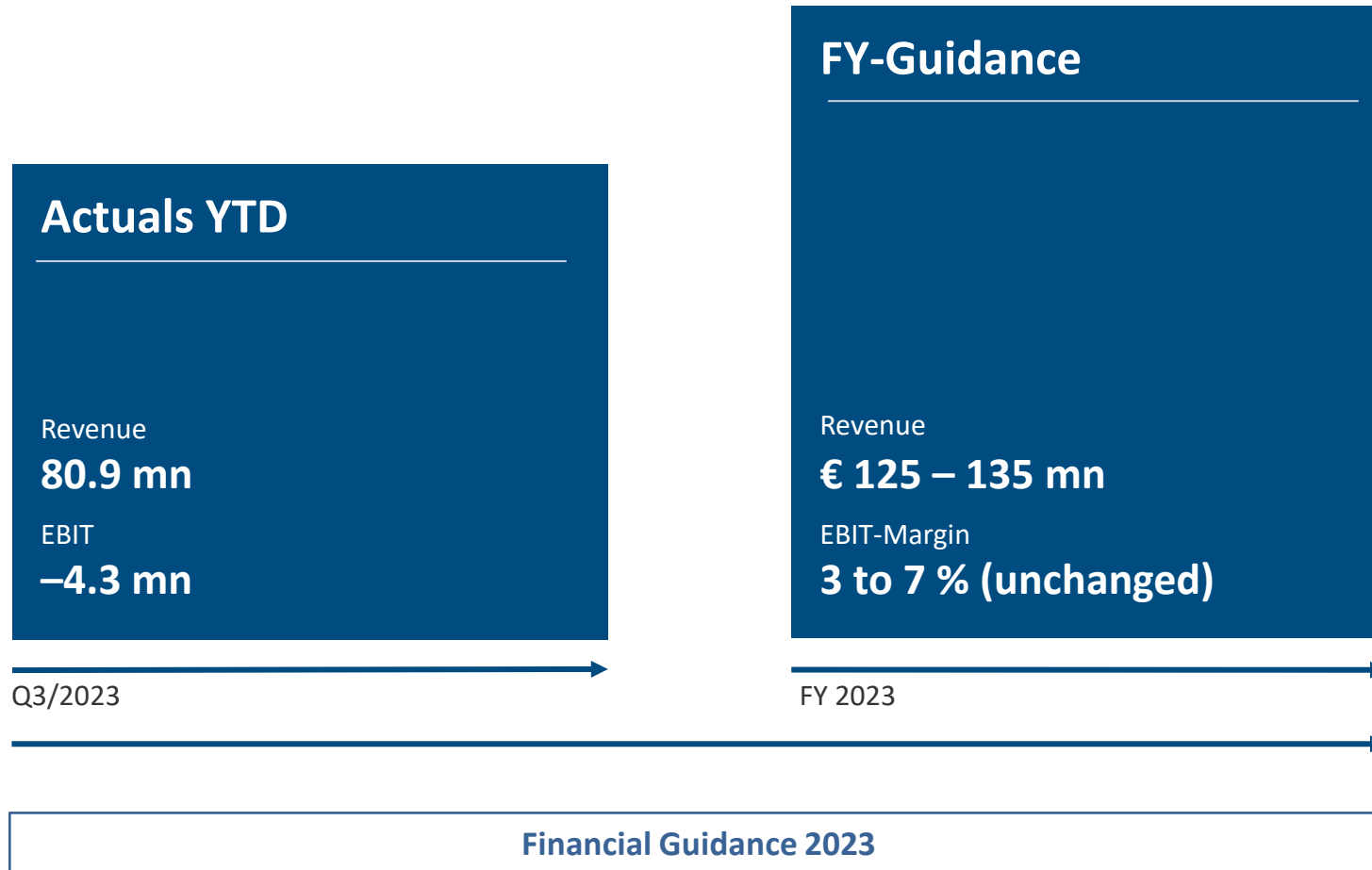
Ratings

ISS: C-Rating, top 30% of industry

Sustainalytics: 10,9, top 5% of industry



2023 GUIDANCE AND 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

Financial Guidance 2023

Mid-Term Aspiration

The logo for LPKF Laser & Electronics, featuring the letters 'LPKF' in a stylized, blue, outlined font.

Laser & Electronics

A detailed background image showing a robotic assembly head with a camera lens and gripper, positioned over a printed circuit board (PCB) with several microchips. The scene is illuminated with blue and white light, creating a high-tech, futuristic atmosphere. The PCB traces are visible in shades of blue and white, and the microchips are dark with gold pins.

—
THANK YOU FOR YOUR
ATTENTION

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