



MANZ AG

WEBCAST FINANCIAL FIGURES 9M/2017

ECKHARD HÖRNER-MARASS, CEO, & GUNNAR VOSS VON DAHLEN, CFO
NOVEMBER 14, 2017

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9M

FINANCIAL FIGURES

| in EUR million | 9M/2017 | 9M/2016 | Change in % |
|---------------------------|---------|---------|-------------|
| Group Revenues | 192.6 | 167.3 | +15.1 % |
| Other Operating Income | 39.5 | 4.0 | +887.5 % |
| Cost of Materials | -126.7 | -100.0 | +26.7 % |
| Personnel Expenses | -55.7 | -58.4 | -4.6 % |
| Other Operating Expenses | -52.8 | -33.3 | +58.6 % |
| EBITDA | 8.5 | -15.2 | n.a. |
| Amortization/Depreciation | -7.7 | -10.5 | -26.7 % |
| EBIT | 0.8 | -25.7 | n.a. |

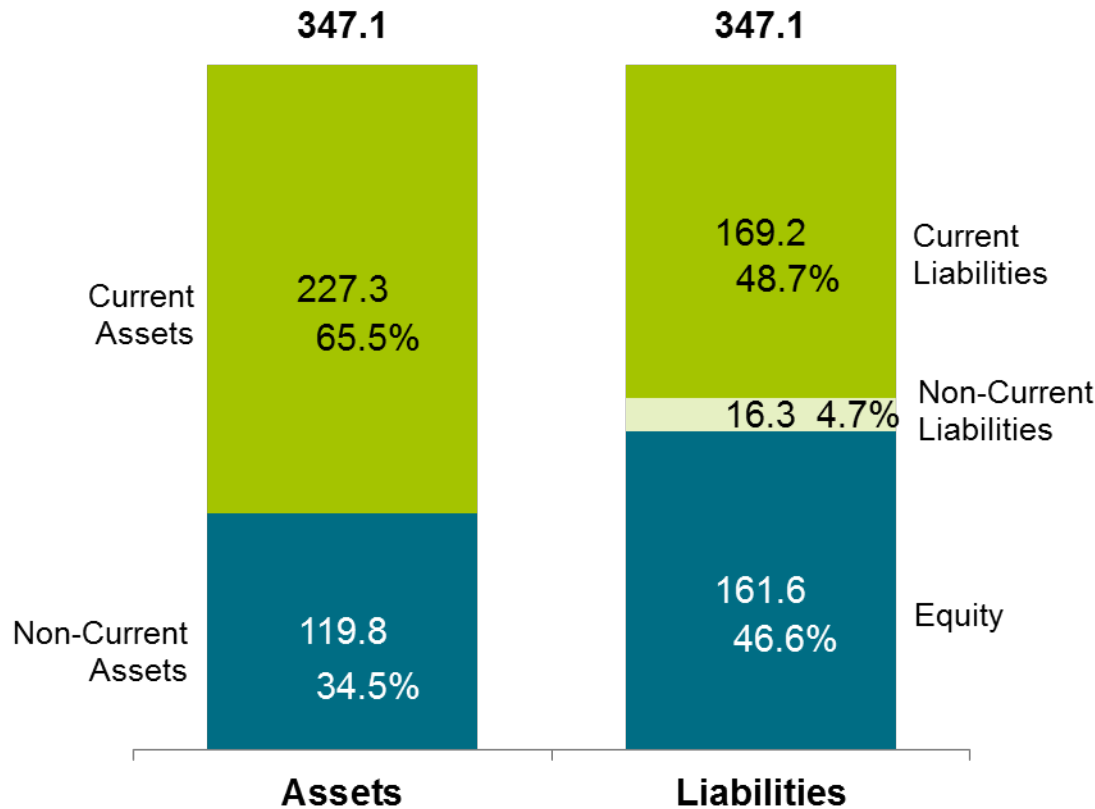
- Increase in group revenues results from bulk solar orders and positive development of segment Contract Manufacturing
- Other operating income reflects deconsolidation effect of EUR 34.4m in segment Solar in Q1
- Material costs influenced by R&D expenses for prototyping in Energy Storage + Electronics
- Other operating expenses influenced by project costs related to solar orders

| in EUR million | 9M/2017 | 9M/2016 |
|---|---------|---------|
| CF from Operating Activities | 34.9 | -12.9 |
| CF from Investing Activities | 16.6 | -6.5 |
| Free CF | 51.5 | -19.4 |
| CF from Financial Activities | -14.0 | 48.4 |
| Liquid Funds | 92.1 | 63.5 |
| Net Debt interest-bearing liabilities ./ liquid funds | -51.7 | -7.8 |
| Net Working Capital current assets ./ liquid funds ./ non-interest-bearing current liabilities | 3.1 | 56.3 |

- Free cash flow significantly improved due to deconsolidation effect (sale of Manz CIGS Technology GmbH) and received down payment for CIGS orders
- Cash flow from financial activities mainly influenced by repayment of EIB loan
- Decline of net debt: Increase of liquid funds due to sale of Manz CIGS Technology GmbH
- Sharp decline of net working capital because of received down payment for CIGS orders

BALANCE SHEET

in EUR million



- Balance sheet total as of September 30, 2017 increased by 11.2 % compared to the end of 2016 (Dec 31, 2016: EUR 312.1m)
- Equity ratio with 46.6 % on stable level

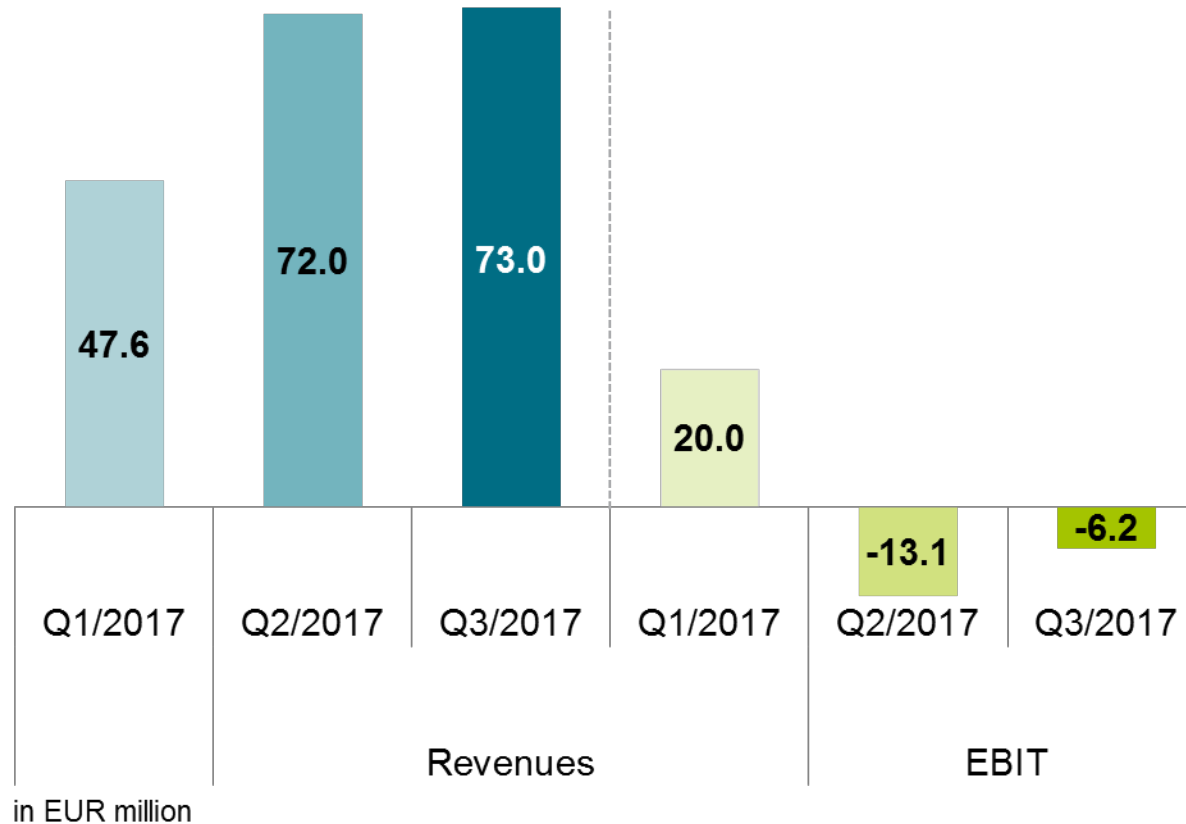


in EUR million



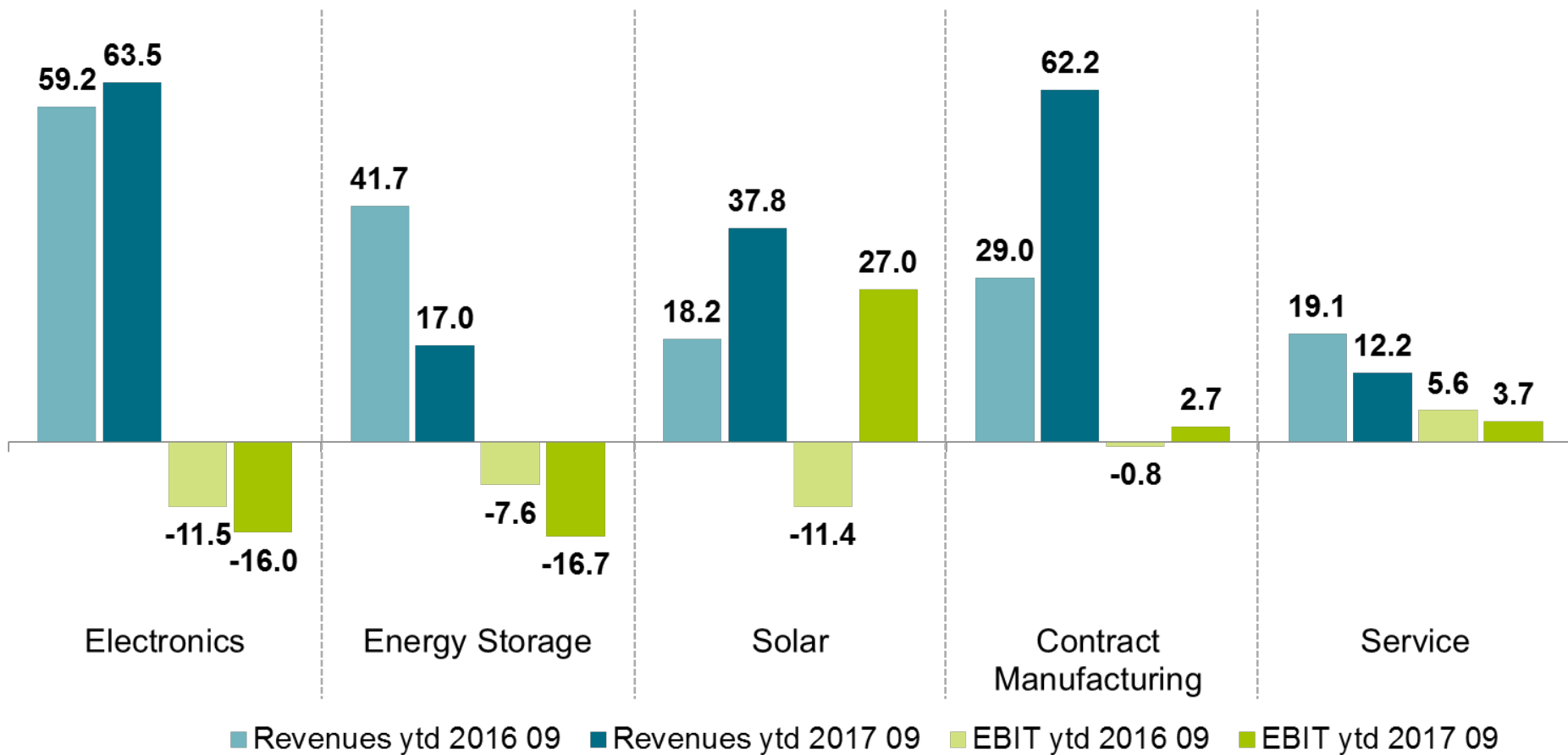
- Solar: Majority of planned revenues for 2017 expected in 4th quarter
- Energy Storage: Strategic reorientation and development of new products results in temporary decline in revenues
- Contract Manufacturing: Increase in revenues reflects successful business of Talus Manufacturing in Taiwan

REVENUES & EBIT Q2/2017– Q3/2017 GROUP



- EBIT Q1 results from one-time accounting effect of EUR 34.4m from sale of Manz CIGS Technology GmbH
- EBIT Q2 impacted by heavy investment in R&D projects for Energy Storage projects and customer base invest in Electronics
- EBIT Q3 influenced by CIGS solar orders

REVENUES & EBIT 9M/2016 – 9M/2017 SEGMENT



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SEGMENT STATUS

| in EUR million | | 9M/2017 | 9M/2016 | Change in % |
|----------------|----------|---------|---------|-------------|
| Electronics | Revenues | 63.5 | 59.2 | +7.3 % |
| | EBIT | -16.0 | -11.5 | n.a. |



- Strategic reorientation following painful experiences with a major customer in mid-2016
 - Development and expansion of new customer relationships in clearly defined growth segments and regions
 - Strengthening of the competitiveness of the product portfolio for these segments
- Development of new standard product portfolio as well as diversification of customer base require preliminary work
- Stable development of revenues in Electronic Components (FPD & PCB)

| in EUR million | | 9M/2017 | 9M/2016 | Change in % |
|----------------|----------|---------|---------|-------------|
| Energy Storage | Revenues | 17.0 | 41.7 | -59.2 % |
| | EBIT | -16.7 | -7.6 | n.a. |



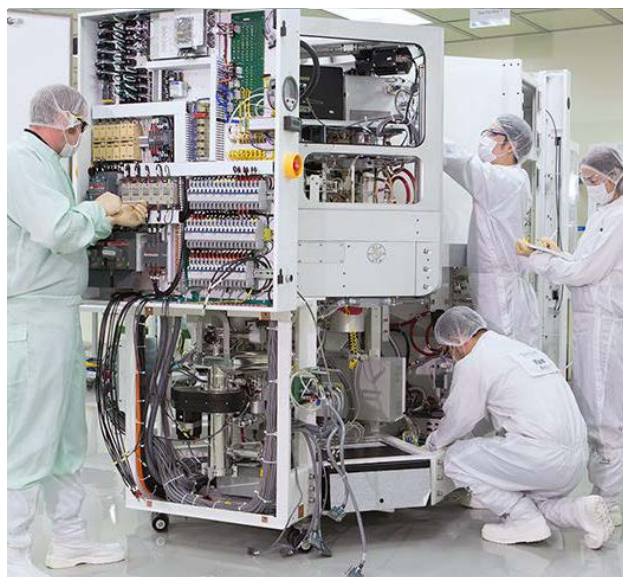
- Strategic reorientation towards higher degree of standardization and development of new application fields e.g. power tools
 - R&D intensive development for high-performance cell formats
- Adjustment of sales structures to gain access to broader customer base
 - Successful acquisition of new customers

| in EUR million | | 9M/2017 | 9M/2016 | Change in % |
|----------------|----------|---------|---------|-------------|
| Solar | Revenues | 37.8 | 18.2 | +107.7 % |
| | EBIT | 27.0 | -11.4 | n.a. |



- Major contribution of CIGS orders expected in 4th quarter due to later project start
- EBIT reflects one-time accounting effect of EUR 34.4m in 1st quarter

| in EUR million | | 9M/2017 | 9M/2016 | Change in % |
|------------------------|----------|---------|---------|-------------|
| Contract Manufacturing | Revenues | 62.2 | 29.0 | +114.5 % |
| | EBIT | 2.7 | -0.8 | n.a. |



- Revenues reflect solid development of Talus Manufacturing Ltd.
- EBIT affected by high investment in expansion of capacities

| in EUR million | | 9M/2017 | 9M/2016 | Change in % |
|----------------|----------|---------|---------|-------------|
| Service | Revenues | 12.2 | 19.1 | -36.1 % |
| | EBIT | 3.7 | 5.6 | -33.9 % |



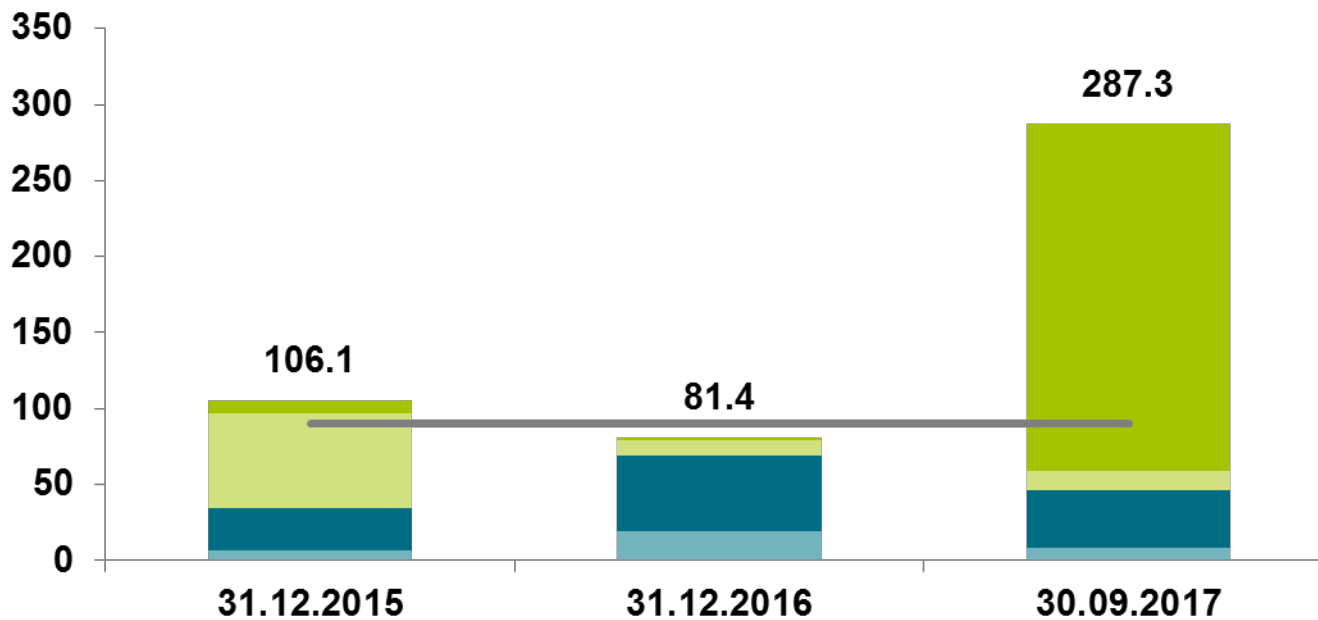
- Revenues below prior year as a result of targeted search for suitable customers to diversify customer base
- High EBIT margin of almost 30 % proves importance of service business to support future profitable growth of the company

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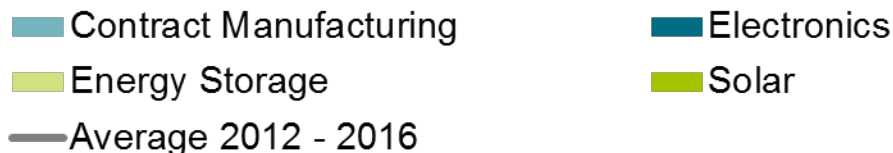
OUTLOOK

ORDER BACKLOG

- Order backlog at the end of September 2017 reflects orders for CIGS production lines
 - ➔ Start of processing CIGS orders in June 2017 after receipt of first down payment of EUR 64.3 million



in EUR million





Guidance 2017

- Increase in revenues to at least EUR 350m, provided a scheduled positive project progress in segment Solar
- Significantly improved and positive EBIT including special effects for 2017

THANKS

THANK YOU
VERY MUCH FOR
YOUR ATTENTION!

CONTACT

MANZ AG
STEIGAECKERSTRASSE 5
72768 REUTLINGEN
GERMANY



www.manz.com
info@manz.com

PHONE +49 (0)7121/90 00-0
FAX +49 (0)7121/90 00-99