

ENGINEERING  
TOMORROW'S  
PRODUCTION

MAY 05, 2022 – MARTIN DRASCH, CEO / MANFRED HOCHLEITNER, CFO

## FINANCIAL FIGURES 3M 2022





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FINANCIAL FIGURES 3M 2022

# INCOME STATEMENT 3M 2022

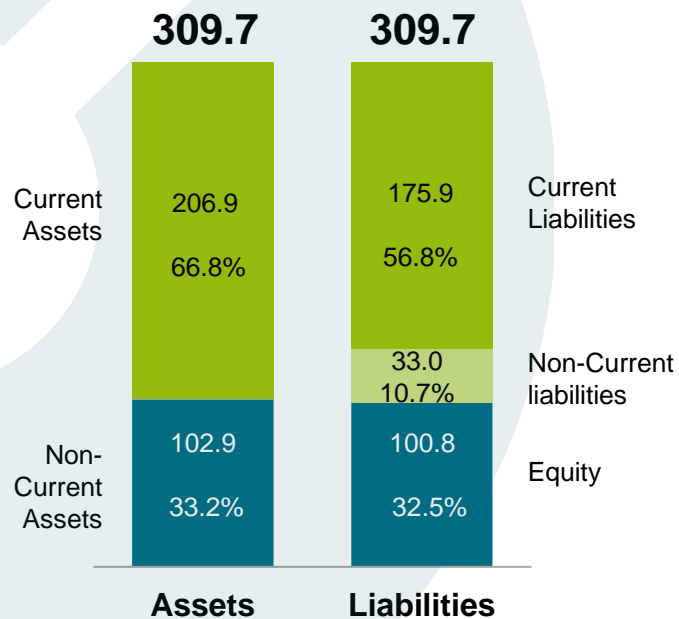
In EUR m	3M/2022	3M/2021 *	Change in %
Revenues	60.9	50.9	+19.6
Total Operating Performance	65.4	53.8	+21.6
Other Operating Income	4.9	17.4	-72.0
Cost of Materials	-43.2	-29.5	-46.7
Personnel Expenses	-20.5	-19.4	-5,6
Other Operating Expenses	-9.5	-8.0	-18.1
Result from equity accounted investments	-0.2	-0.04	-400.1
EBITDA	-3.2	14.3	-122.1
Amortization/Depreciation	-2.9	-2.8	-2.5
EBIT	-6.0	11.5	-152.5
EBT	-6.4	10.9	-158.3
Consolidated net profit	-6.7	10.3	-165.4

- » Growth in revenues of 19.6% compared to prior-year period
- » Strong increase in material costs as a result of make-or-buy strategy and higher costs for the commissioning of a customer project
- » Higher personnel costs due to recruitment of highly specialized staff for the further development of the battery technology
- » EBITDA includes impairment of EUR 1.2 million in connection with a defaulted insolvency claim in the former Solar segment
- » EBITDA margin of -4.8% (previous year \*: 26.5 %)
- » EBIT of EUR –6.0 million corresponds to EBIT margin of -9.2%

\* Previous year's figures were positively influenced by the sale of shares in Talus Manufacturing Ltd. amounting to EUR 14.3 million

# BALANCE SHEET

In EUR m

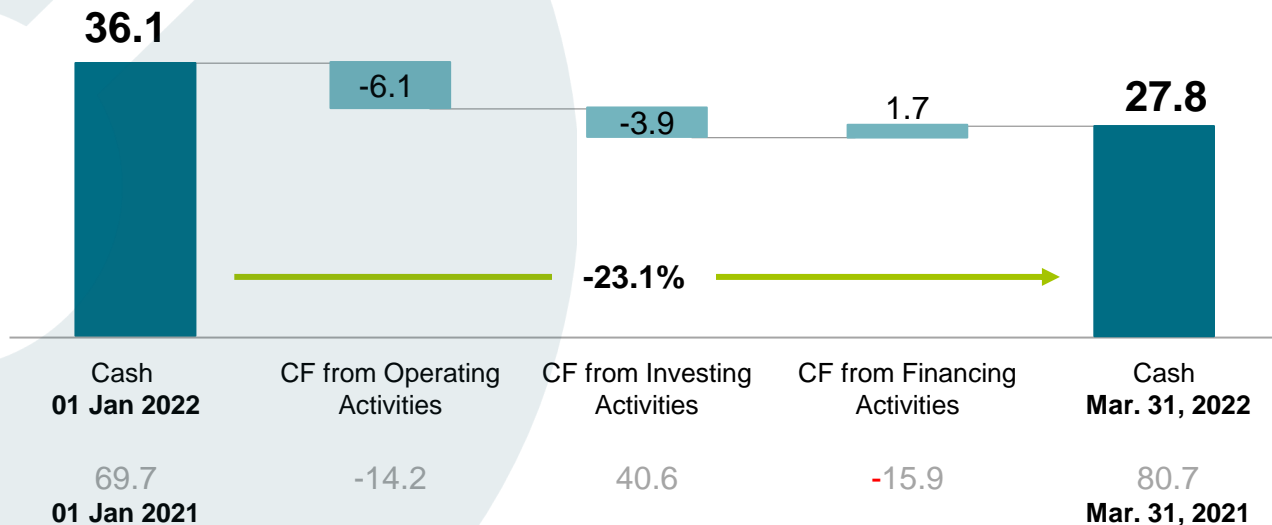


	Definition	Mar. 31, 2022	Dec. 31, 2021	Change
<b>Equity Ratio</b>	Equity ÷ Balance sheet total	32.5%	35.4%	-2.9 pp
<b>Net Working Capital (in EUR m)</b>	Current assets ./. Liquid funds ./. Non-interest-bearing current liabilities	46.9	46.9	0.0%
<b>Net Debt (in EUR m)</b>	Interest bearing liabilities ./. Liquid funds	24.3	13.2	83.6%

- » Balance sheet total as of March 31, 2022, with EUR 309.7 million almost stable (Dec. 31, 2021: EUR 308.4 million)
- » Decrease of Equity Ratio to 32.5% (Dec. 31, 2021: 35.4%) reflects operational loss in 1<sup>st</sup> quarter 2022
- » Strong increase in net debt mainly because of decrease of cash and cash equivalents and increase of short-term financial liabilities at Manz Slovakia

# CASH FLOW

In EUR m



- » Decrease of Cash flow from operating activities largely determined by operational losses
- » Decrease of Cash flow from investing activities results from the investment in the intangible assets
- » Increase of Cash flow from financing activities due to additional short-term financial liabilities at Manz Slovakia



SEGMENT STATUS 3M 2022

## SEGMENT MOBILITY & BATTERY SOLUTIONS

In EUR m	3M 2022	3M 2021	Change in %
Revenues	27.5	20.1	+36.7
EBIT	-5.5	1.9	-389.7

- » Dynamic development of the e-mobility market is reflected in a 36.7% year-on-year growth in segment revenues
  - » Order from leading southern European company for assembly lines of battery modules made of prismatic cells
  - » Follow-up order from Britishvolt received in April for equipment for assembling cylindrical lithium-ion battery cells
  
- » EBIT strongly influenced by higher-than-expected increase in material costs, additional costs for the commissioning of a customer project, as well as higher personnel costs due to recruitment of highly specialized staff



## SEGMENT INDUSTRY SOLUTIONS

In EUR m	3M 2022	3M 2021	Change in %
Revenues	33.4	30.8	+8.4
EBIT	-0.5	9.6 *	-105.6

- » Solid sales growth of 8.4% largely driven by high demand for equipment in the Electronics business area from microchip production customers, e.g., for innovative Fan-Out Panel Level Packaging (FOPLP) technology
- » EBIT impacted by shifts in order intake in fourth quarter of previous year for solutions in the Industrial Automation business area and impairment of EUR 1.2 million in connection with a defaulted insolvency claim
- » Business momentum picked up pace in April with orders in the mid double-digit million-euro range, including the order from Ambient Photonics for production lines for organic solar cells





STRATEGY

# STRATEGIC FOCUS



01

ENERGY  
STORAGE

Establishment as Europe's leading process integrator with technology-leading position in the field of energy storage

02

DIGITAL  
TRANSFORMATION

Increase of competitiveness and customer benefit through process data analysis to optimize production costs, quality and safety

03

INORGANIC  
GROWTH

Further development of the technology portfolio through targeted acquisitions

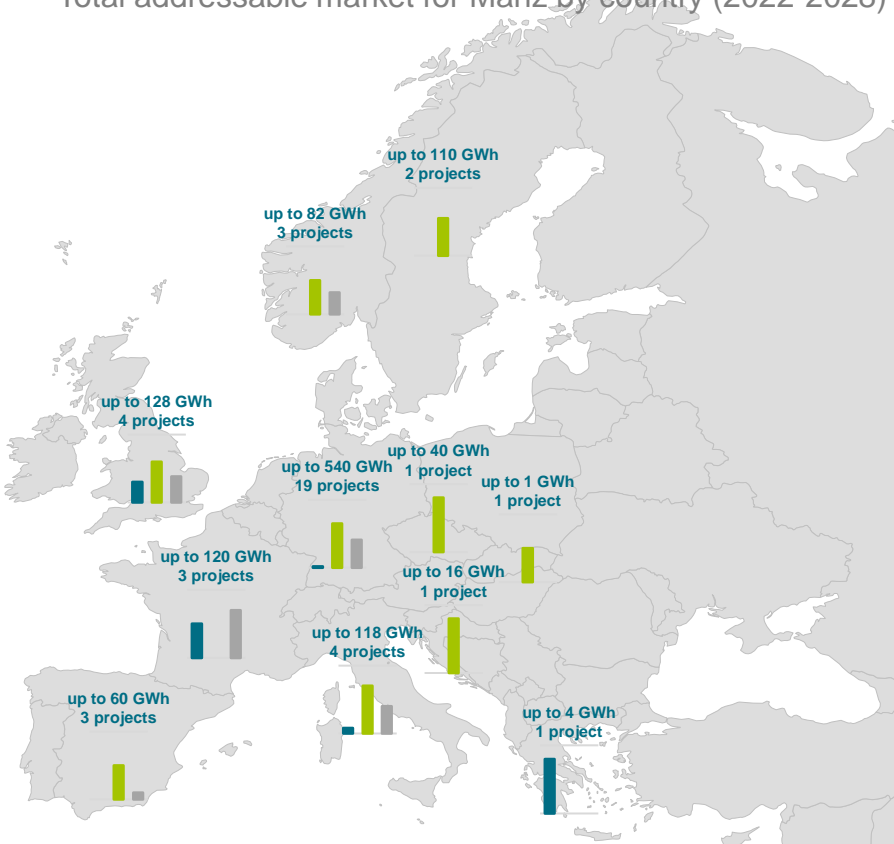
04

MODULAR  
EQUIPMENT DESIGN

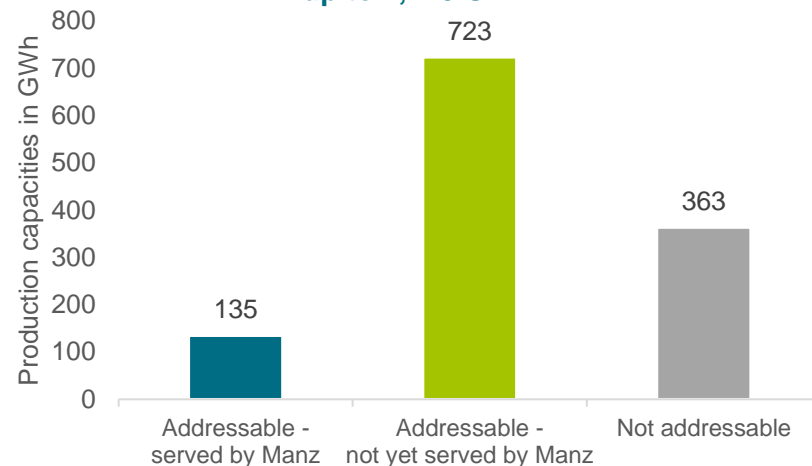
Increased profitability through expansion of modular machine concepts

# PLANNED PRODUCTION EXPANSION FOR LI-ION BATTERY CELLS IN EUROPE

Total addressable market for Manz by country (2022-2028)



Europe (Total planned capacities in GWh)  
up to 1,220 GWh

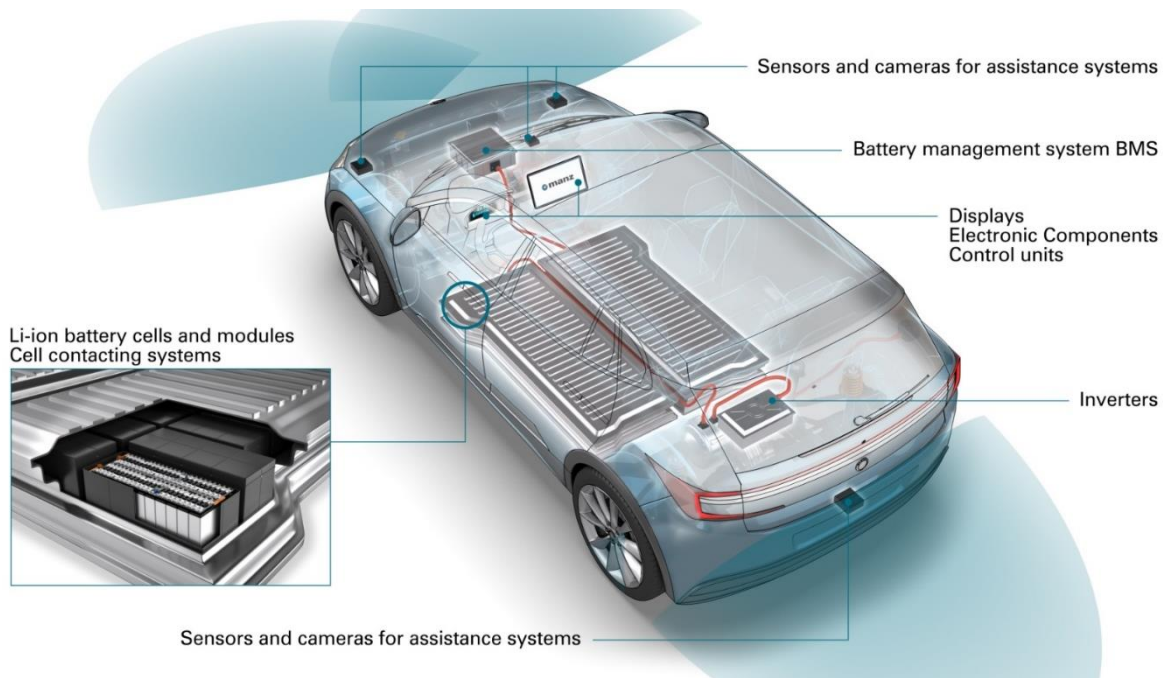


### Legend

- Total maximum capacities per year are shown
- Addressable – served by Manz: Market/project addressable and served by Manz
- Addressable – not yet served by Manz: Reasons for not being served might include strategic decision, market development, schedule, utilization, price level, competitive situation
- Not addressable: Missing product approvals or special product formats by cell suppliers or special technologies (niche) or captive suppliers set

# FOCUS ON GROWTH INDUSTRIES

High synergies between solutions for automotive, electronics or medical technology industry



**Production solutions for various components of the electric powertrain and automotive electronics**

Also applicable for manufacture of comparable products for other focus industries

## INORGANIC GROWTH

Further development of technology portfolio through targeted cooperations and acquisitions

Minority interest in CADIS Engineering GmbH, a specialist for industrial inkjet systems

- » First orders, for example from the toy industry, received

Minority interest in Q.big 3D, a specialist in 3D printing of large components, e.g., for the automotive industry

- » Strengthening of segment Contract Manufacturing
- » Strengthening of our positioning in our core target group “automotive and electromobility”

Joint-Venture planned with CustomCells Tübingen

- » Joint development of customized production solutions for li-ion battery cells that can be transferred to mass-production scale for the corresponding customer in a second stage





OUTLOOK

# ORDER INTAKE AND ORDER BACKLOG BY SEGMENT

## Order intake

In EUR m	3M 2022	3M 2021	Change in %
Mobility & Battery Solutions	41.7	13.1	+218.5
Industry Solutions	65.2	29.1	+124.3
<b>Total Group</b>	<b>106.9</b>	<b>42.2</b>	<b>+153.6</b>

## Order backlog

In EUR m	Mar. 31, 2022	Mar. 31, 2021	Change in %
Mobility & Battery Solutions	183.9	90.7	+102.7
Industry Solutions	89.3	79.4	+12.4
<b>Total Group</b>	<b>273.2</b>	<b>170.1</b>	<b>+60.6</b>



## GUIDANCE 2022

- » Significant increase in revenues in the mid double-digit percentage range
- » EBITDA margin in the mid to upper positive single-digit percentage range
- » EBIT margin in the low to mid positive single-digit percentage range

# CONTACT



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