

**Q2 Figures 2008**

Manz Automation  
is one of the leading  
companies in high-tech  
equipment engineering  
for the photovoltaics  
and LCD industry

## overview

### Core competencies

Manz Automation is in terms of its market share one of the world's leading technology providers of systems and components for:

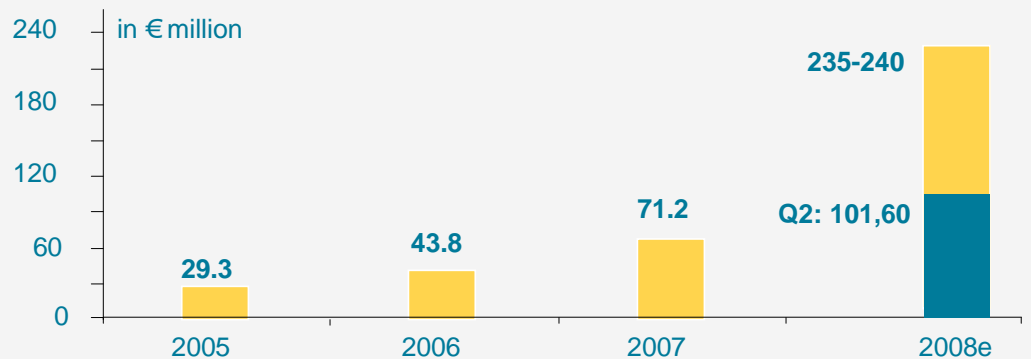
- automation, quality control and laser process technology in the PV industry
- automation and wet chemical process systems in the LCD industry

Business consists of four divisions (systems.solar, systems.lcd, systems.aico and other business)

### Focused M&A strategy

Successful acquisitions in Germany, Slovakia and Taiwan give access to additional capacities and technology. At the same time basis for accelerated growth

## revenues 2005–2008e



## Highlights 1. Half 2008

Acquisition of:

- Christian Majer GmbH & Co. KG
- Böhm Electronic Systems Slowakei s.r.o. (90%)
- Intech Machines Co. Ltd., Taiwan (71%)

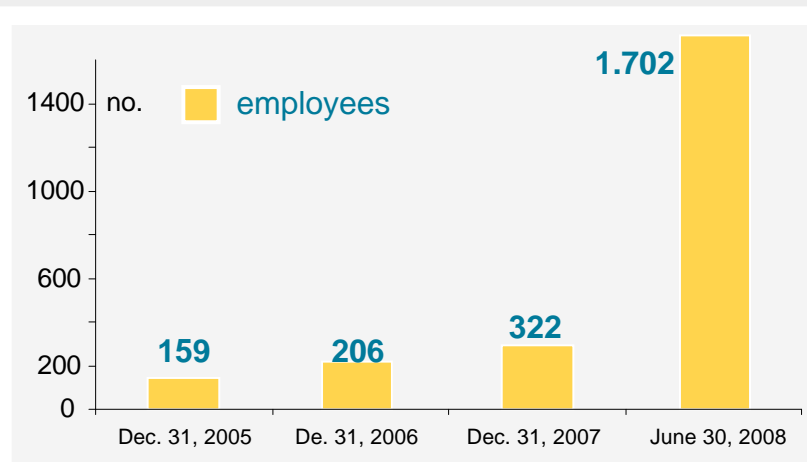
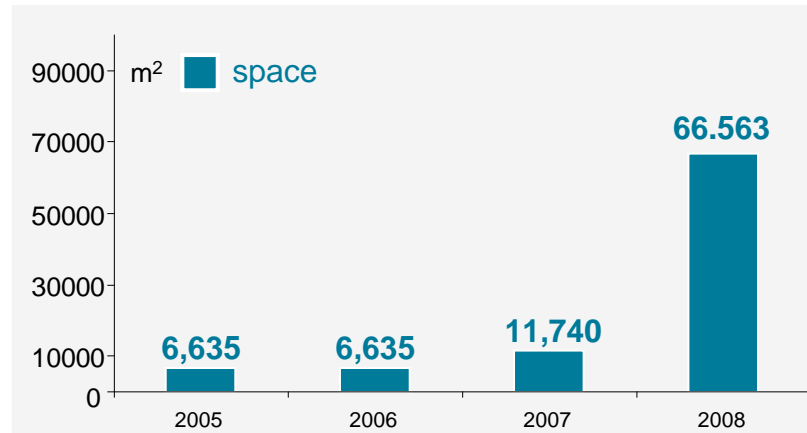
Strong increase in capacities and access to new technology (wet chemicals)

New Co-operations with Basler and Optomec to broaden technological leadership

Successful issue of capital increase (EUR 112m) to finance further growth and change to Prime Standard segment for increased transparency

Continuous organic growth by acquiring both follow-up orders and new customers

## Expansion 2005 – 2008



## Expansion 2005 – 2008

- 10-fold capacities since 2005 to accelerate growth
- Capacity expansion sufficient to support growth strategy until 2010
- New production structure to be introduced with ongoing integration

### Next Steps:

- New premises in Reutlingen
- September 2008: new assembly hall
- Mai 2009: customer center



## Manz Automation Tübingen

- Since April 2008 business unit systems.aico bundled in Tübingen
- Continue production of existing (Christian Majer GmbH & Co. KG) and profitable product range and fast integration of the company
- Assembly of components and machinery for business unit systems.aico
- Planned expansion of product capacity
- Integration process completed





## Manz Automation Slovakia s.r.o.

- Former Böhm Electronic Systems Slowakei s.r.o. (formerly owned by Steag Hamatech)
- Production and processing of complete systems already established, including back-end production for systems.solar division
- Access to low-cost production
- Slovakia entering Euro-Area, thus no exchange rate risk as of 2009
- Integration process almost completed





## Intech Machines Co. Ltd., Taiwan

- Acquisition of approx. 71% of Intech Machines Co. Ltd. as of April 1st 2008, core business in wet chemicals for LCD and PCB industry
- Significant expansion of capacities, 872 employees
- Established new management with Eric Chen (CEO) and Bill Chu (CFO)
- Wet chemical technology to be integrated into systems.solar division for production of thin-film solar modules as well as crystalline silicon solar cells

### Next steps:

- Relocation of systems.lcd division from Reutlingen to Taiwan in the fourth quarter of 2008

## Optomec®

- Exclusive partnership agreement for the Optomec technology regarding M<sup>3</sup>D print modules for the manufacturing of crystalline solar cells with Manz
- Optomec successfully developed an advanced contact free metallization process for crystalline solar cells
- Significant improvement of solar cell conversion efficiency possible (0.5 – 1.0%)
- Integration of Optomec's technology into Manz's back-end line
- Reduction of breakage and possibility to use thinner wafers

## Basler Vision Technologies

- Exclusive cooperation to integrate Basler electroluminescence measurement in cell testers for crystalline silicon solar cells
- Defects in the solar cells, such as microscopic cracks or circuits missing contacts can be detected for the first time by a cell tester
- Functionality helps customers to reduce breakage and improve efficiency, thus lowering productions costs per watt

**Advanced technology for higher efficiency and better quality of silicon solar cells**



## income statement (IFRS)

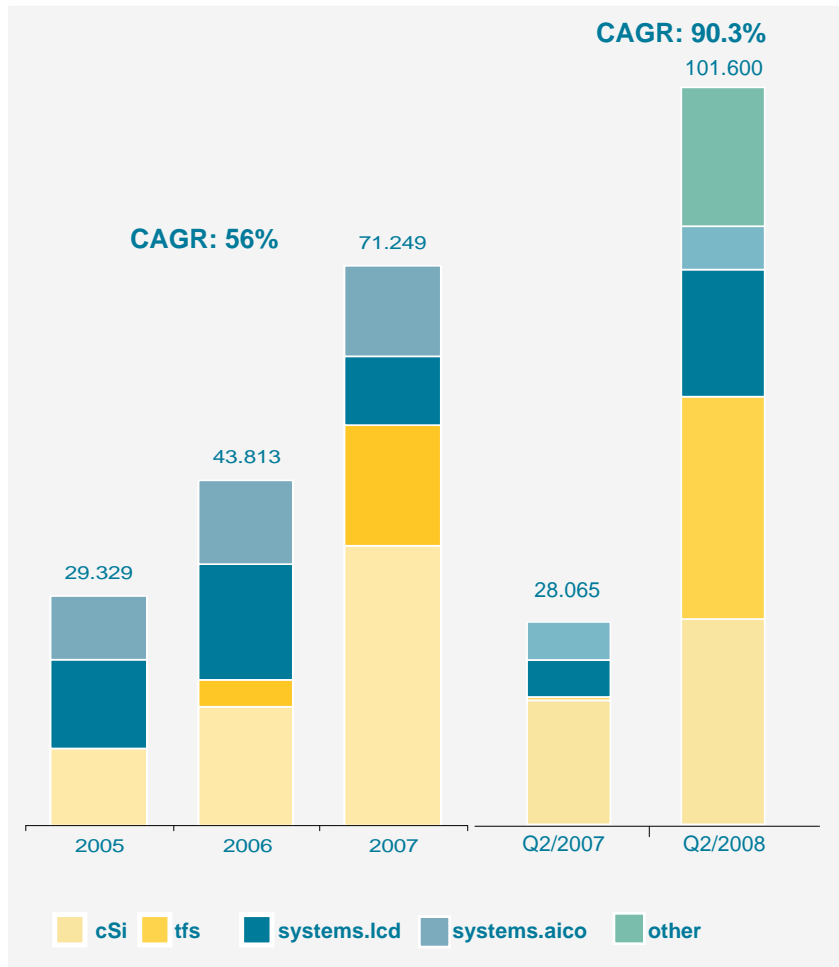
(in € thousand)	2007	H1/ 2007	H1/ 2008
<b>Revenues</b>	<b>71,249</b>	<b>28,065</b>	<b>101,600</b>
Total Output	81,448	30,937	102,441
Cost of Materials	46,645	16,675	61,101
Personnel Costs	16,594	6,806	18,266
<b>EBIT</b>	<b>10,046</b>	<b>3,876</b>	<b>12,023</b>
EBIT margin (%)	14.1	13.8	11.8
EBT	10,554	3,846	11,376
Net income	8,245	2,402	8,816

## commentary

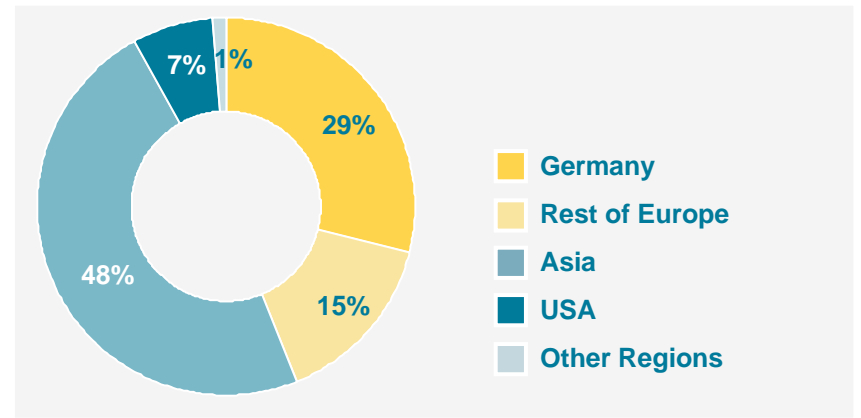
- Revenues more than tripled in H1 2008 to € 101.6m
- Total output rose by 231% to € 102.4m
- Higher cost of material to total output ratio as more components and pre-systems are bought-in
- Increased productivity due to improved standardization, economies of scale and lower wages in new foreign subsidiaries: personnel costs to total output dropped to 17.8% (2007: 20.4%)
- EBIT more than tripled to > € 12.0m, EBIT margin in H1 slightly lower at 11.8% due to recent acquisitions
- Net income nearly quadrupled to € 8.8m

**Manz is a highly profitable company with dynamic growth rates**

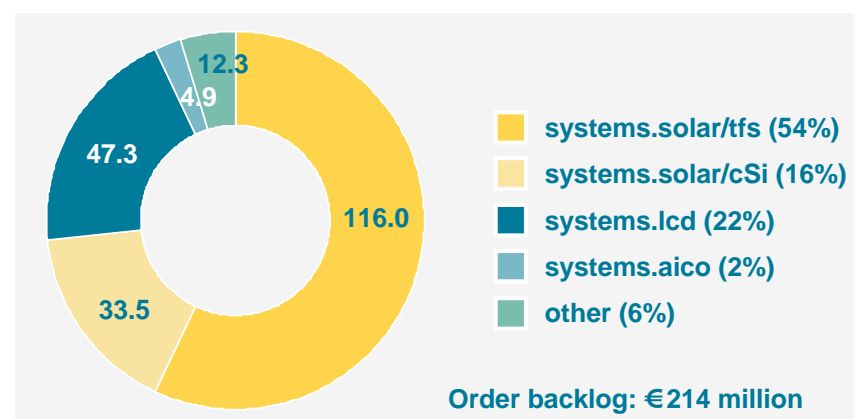
## revenue development (in €thousand)



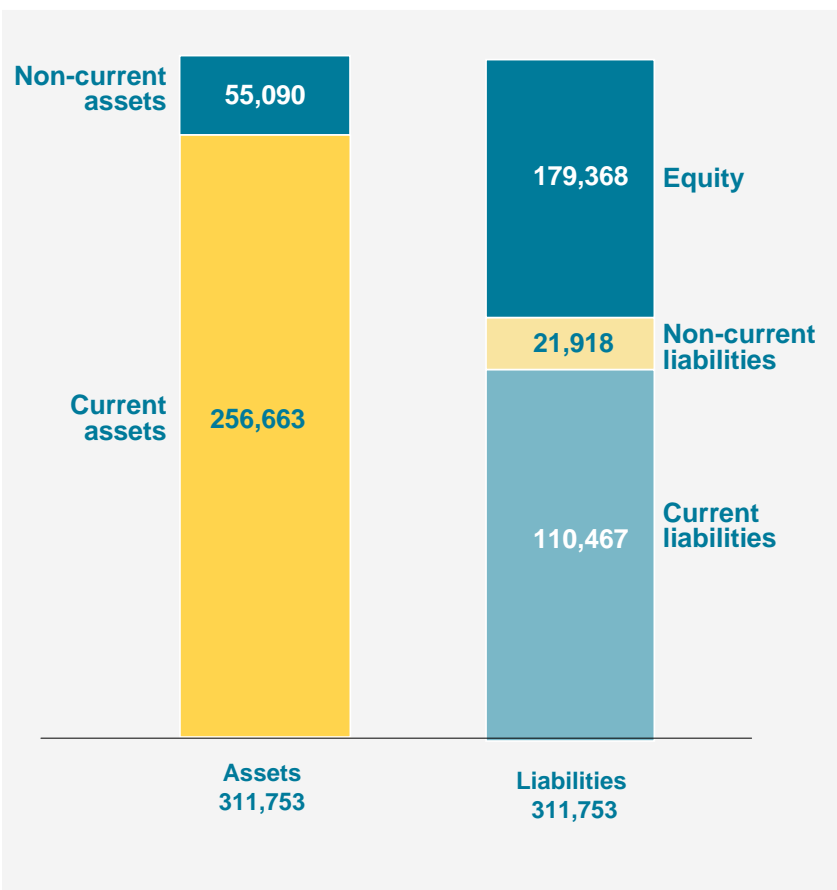
## revenue breakdown by region as of 30 Jun 2008



## order backlog (in €million) as of 31 July 2008



## balance sheet (IFRS) (in €thousand) as of 30 Jun 2008



## commentary

- Equity ratio rose to 57.5% following the capital increase on June 2008
- Short-term debt mainly include financing of Intech acquisition of €37.5 million (already paid), customer advance payments of €13.9 million as well as account payables of €33.9 million
- Long-term debt mainly include financial liabilities (€9.2 million), pension provisions (€4.0 million) as well as deferred taxes (€7.7 million)
- Net debt at €33.7 million as of June 30, 2008
- Account receivables increased to €75.7 million (Dec. 31, 2007: €23.0 million) mainly due to acquisitions and organic growth
- Issue proceeds of €112 million included in other receivables, cash receipt on July 2, 2008

## Transaction overview

International Securities Identification Number	DE000A0JQ5U3
Pre-capital increase share capital	€ 3,584,043.00
Number of shares from capital increase	896,011
Post-capital increase share capital	€ 4,480,054.00
Dividend entitlement	Full dividend rights as of January 1, 2008
Subscription price	€ 125.00
Issue proceeds	€ 112.00 million
Subscribed shares	More than 99% of the new shares

## Use of proceeds

Capital increase is required to finance the Manz Group's further growth:

- Increase of the value added in systems.solar division by making targeted acquisitions
- Gain access to additional innovative technologies via increased research and development investments
- Investment in the company's production capacity
- Setting up and expanding the sales and service locations in Germany and abroad
- Part of the proceeds are to be used to refinance recent acquisitions

**Securing and expanding technological leadership**

**Align company organization for expected growth**

**Safeguard operative profit margins by increasing proportion of value-added and optimizing production**

**Continuous expansion of global sales and services organization to further strengthen customer base**

A large, yellow, downward-pointing arrow shape that spans most of the width of the slide, pointing towards the final objective box.

**Safeguard and expand market position in the photovoltaics and LCD industries**

**Manz Automation AG**  
Germany

Steigaeckerstrasse 5  
D-72768 Reutlingen

Phone +49 (0)7121/90 00-0

Fax +49 (0)7121/90 00-99

[info@manz-automation.com](mailto:info@manz-automation.com)

[www.manz-automation.com](http://www.manz-automation.com)