

Manz AG Publishes Report on the First Nine Months of 2017

- *Revenue about 15 % higher than previous year at 193 million euros*
- *EBITDA and EBIT earnings figures significantly improved over the previous year*
- *Handling of CIGS solar orders within the projected schedule*

Reutlingen, November 14, 2017 – Manz AG, a worldwide high-tech equipment manufacturer with an extensive technology portfolio, is publishing its quarterly release on the first nine months of 2017 today. According to the release, following a restrained start in the first quarter of 2017, the company was able to continue its improved business development from the second quarter into the third quarter of 2017. After a stable development in all segments during the third quarter, the group's sales revenues of 192.6 million euros (previous year: 167.3 million euros) and earnings before interest, taxes, depreciation, and amortization (EBITDA) of 8.5 million euros (previous year: -15.2 million euros) and earnings before interest and tax (EBIT) of 0.8 million euros (previous year: -25.7 million euros) were significantly above the previous year's values in the 2017 reporting period.

Eckhard Hörner-Marass, CEO of Manz AG, commented: "We continued to consistently pursue our program of optimization in the third quarter of 2017 as well. We in the Executive Board made resolutions on and introduced further necessary measures to continuously and sustainably improve the competitive position and profitability of Manz AG through targeted organizational and process improvements, and through restructuring our product portfolio. All in all, we see ourselves on the right track." Gunnar Voss von Dahlen, Chief Financial Officer of Manz AG, adds: "Such an intensive process can't be concluded overnight; it requires investment and takes resources. This is reflected in our figures for the first nine months. However, we are making all of these efforts under the firm conviction that they are allowing us to lay the foundation for long-term, profitable corporate success at Manz AG."

Considering the individual Manz AG segments, both revenues and earnings in the segments Solar, Contract Manufacturing, and Service were better than relevant values from the previous year, and therefore within the Executive Board's expectations. Also after the third quarter of 2017, the company's focus in the segments Electronics and Energy Storage remains on attracting new customers and developing new products, as well as on concluding pilot projects in preparation for potential subsequent orders for future series production. Over the first nine months of 2017, the advance investments necessary for this work resulted in the earnings in both segments being below the respective values in the previous year.

The Executive Board of Manz AG sees the company on target, with an order backlog of 287.3 million EUR as of September 30, 2017. CIGS solar orders are being handled within the projected schedule. Therefore, based on the progress being made, the company expects to see the majority of solar revenues planned for 2017 over the fourth quarter. The Electronics and Energy Storage segments have seen some initial success in gaining new customers. In

addition, the company has tapped into new applications in the Energy Storage segment, for instance the area of power tools, so that its operational success is not solely dependent on medium-term growth opportunities in electro-mobility. In both the Electronics and Energy Storage segments, the Manz AG Executive Board wants to make the company more independent from individual customers and industries, thereby generating more overall stability. The Contract Manufacturing segment continues to show consistent, dynamic, profitable growth, while Service will continue to help improve the overall profitability of Manz AG in the future.

For the full-year of 2017, Manz AG continues to expect a significant increase in revenues to at least 350 million euros, whereby this requires positive project progress in the Solar segment according to schedule. In addition, the company expects to see a significantly improved and positive EBIT in comparison to the previous year (-35.9 million euros), including the special effects in 2017.

Overview of key figures

| in EUR million | 1/1 - 9/30/2017 | 1/1 - 9/30/2016 | Change |
|-------------------------------------|-----------------|-----------------|---------|
| Revenues | 192.6 | 167.3 | +15.1 % |
| Total operating revenues | 204.3 | 172.6 | +18.4 % |
| EBITDA | 8.5 | -15.2 | n/a |
| EBITDA margin (in %) | 4.2 | n/a | n/a |
| EBIT | 0.8 | -25.7 | n/a |
| EBIT margin (in %) | 0.4 | n/a | n/a |
| EBT | -0.9 | -28.4 | n/a |
| Consolidated net profit (loss) | -2.1 | -30.9 | n/a |
| Earnings per share (in euros) | -0.31 | -4.70 | n/a |
| Cash flow from operating activities | 34.9 | -12.9 | n/a |
| Cash flow from investing activities | 16.6 | -6.5 | n/a |
| Cash flow from financing activities | -14.0 | 48.4 | n/a |

| | 9/30/2017 | 12/31/2016 | Change |
|-----------------------|-----------|------------|---------|
| Total assets | 347.1 | 312.1 | +11.2 % |
| Equity | 161.6 | 165.1 | -2.1 % |
| Equity ratio | 46.6 | 52.9 | -6.3 PP |
| Financial liabilities | 40.4 | 54.4 | -25.7 % |
| Liquid funds | 92.1 | 55.7 | +65.4 % |
| Net debt | -51.7 | -1.3 | n/a |

Company profile:

Manz AG – passion for efficiency

As one of the world's leading high-tech equipment manufacturers, Manz AG, based in Reutlingen, Germany, is a pioneer for innovative products in fast-growing markets. Founded in 1987, the company has expertise in six technology sectors: automation, laser processing, screen printing, metrology as well as wet chemical and roll-to-roll processing. These technologies are deployed and continuously developed by Manz in the three strategic business segments of "Electronics", "Solar" and "Energy Storage".

The company has been listed on the stock exchange in Germany since 2006 and currently develops and produces in Germany, China, Taiwan, Slovakia, Hungary and Italy. It also has sales and service branches in the United States and India. Manz AG currently employs around 1,700 people, about half of which are in Asia. Manz's motto "passion for efficiency" sums up its promise of production systems with the highest levels of efficiency and innovation for its customers in dynamic, future-oriented industries. With its comprehensive expertise in developing new production technologies and related machines, the company contributes substantially to reducing production costs for end products and making them accessible to large groups of buyers the world over.

Investor Relations Contact

cometis AG
Claudius Krause
Tel.: +49 (0)611 – 205855-28
Fax: +49 (0)611 – 205855-66
E-mail: krause@cometis.de

Manz AG
Axel Bartmann
Tel.: +49 (0)7121 – 9000-395
Fax: +49 (0)7121 – 9000-99
E-mail: abartmann@manz.com

Follow us at:

