



# MANZ AG

## WEBCAST FINANCIAL FIGURES 6M/2017

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AUGUST 10, 2017

**2017** | **6M**

# FINANCIAL FIGURES

in EUR million	6M/2017	6M/2016	Change in %
Group Revenues	119.6	124.0	-3.5%
Other Operating Income	38.9	3.2	1112.5%
Cost of Materials	-77.7	-70.3	10.5%
Personnel Expenses	-38.4	-40.5	-5.4%
Other Operating Expenses	-37.1	-23.5	57.9%
EBITDA	12.4	-4.5	n.a.
Amortization/Depreciation	-5.4	-7.3	-25.6%
EBIT	7.0	-11.7	n.a.

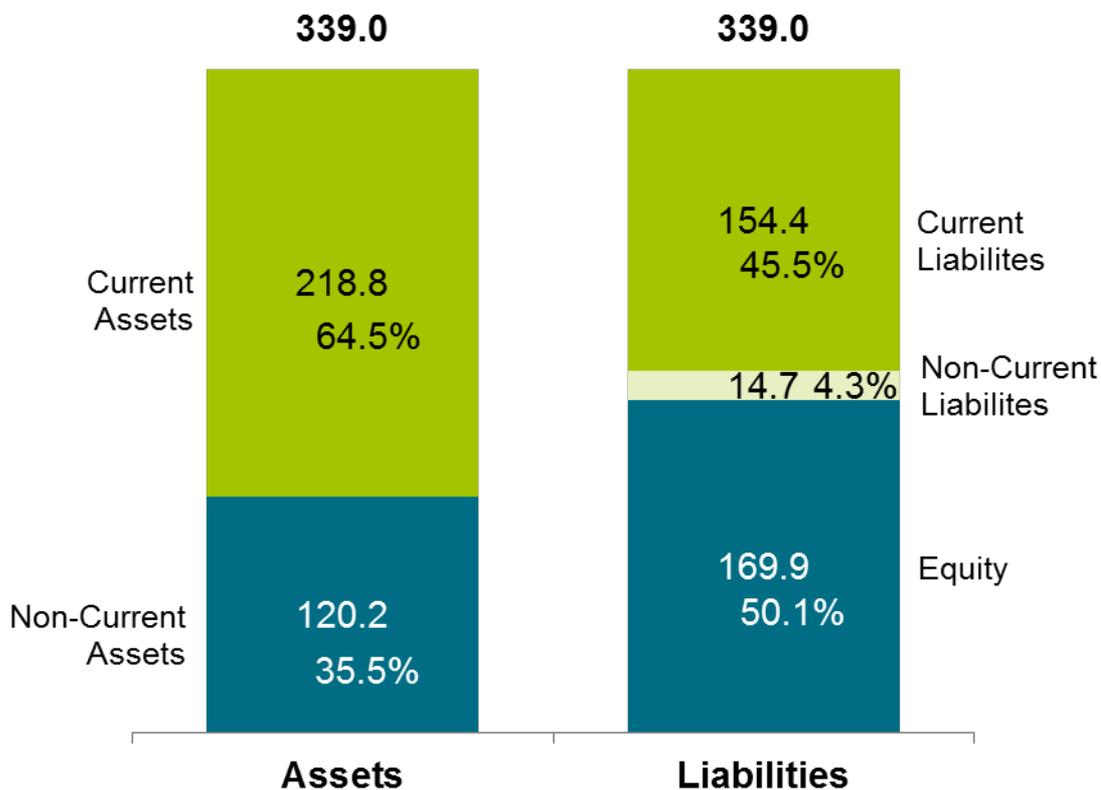
- EBIT impacted by deconsolidation effect of EUR +34m in other operating income (Solar)
- High R&D expenses for prototyping in Energy Storage projects reflected mainly in material costs
- PoC related Solar costs especially in other operating expenses

in EUR million	6M/2017	6M/2016
CF from Operating Activities	39.6	-23.3
CF from Investing Activities	19.4	-4.6
Free CF	59.0	-27.9
CF from Financial Activities	-21.5	59.6
Liquid Funds	92.9	65.9
Net Debt interest-bearing liabilities ./ liquid funds	-60.0	1.5
Net Working Capital current assets ./ liquid funds ./ non-interest-bearing current liabilities	2.8	76.6

- Free cash flow significantly improved due to deconsolidation effect (sale of Manz CIGS Technology GmbH) and received down payment for CIGS orders
- Repayment of EIB loan decreases cash flow from financial activities
- 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 June 30, 2017 increased in comparison to the end of 2016 (Dec 31, 2016: EUR 312.1m)
- Equity ratio with 50.1 % on very good level

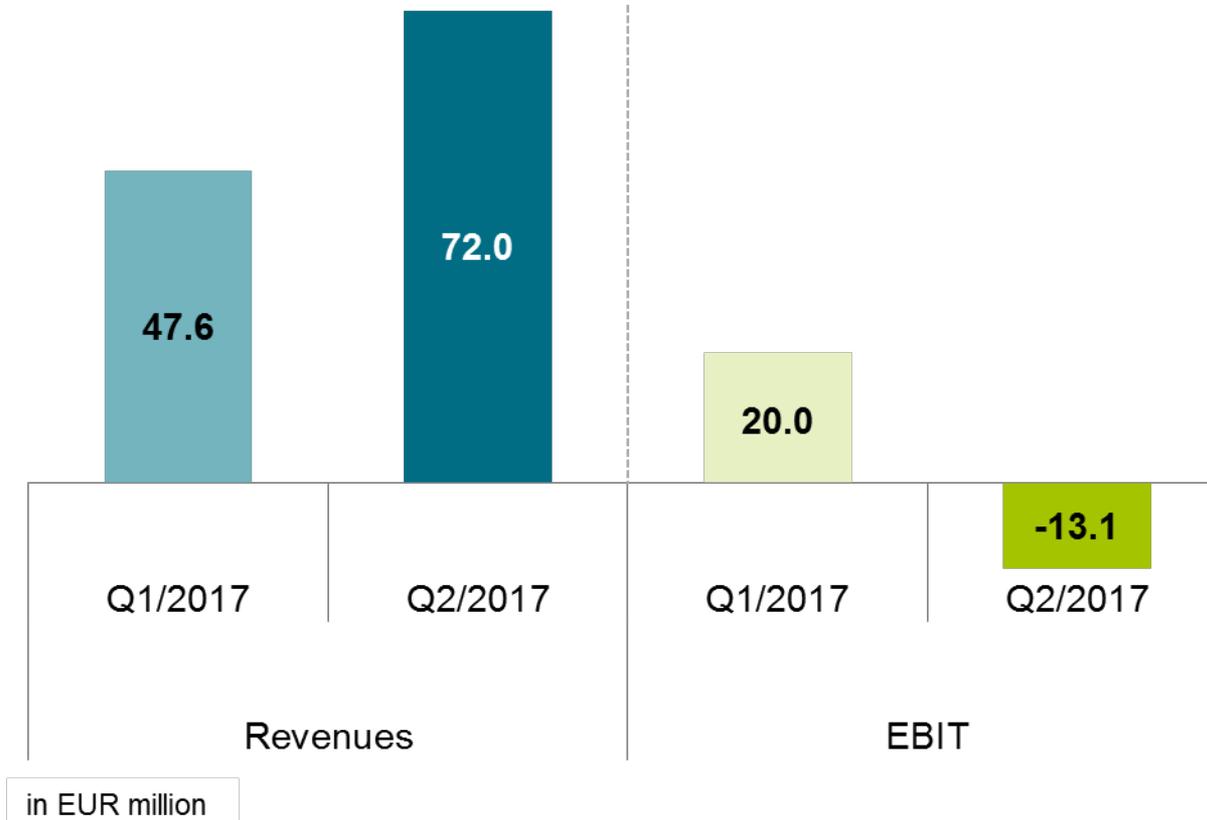


in EUR million



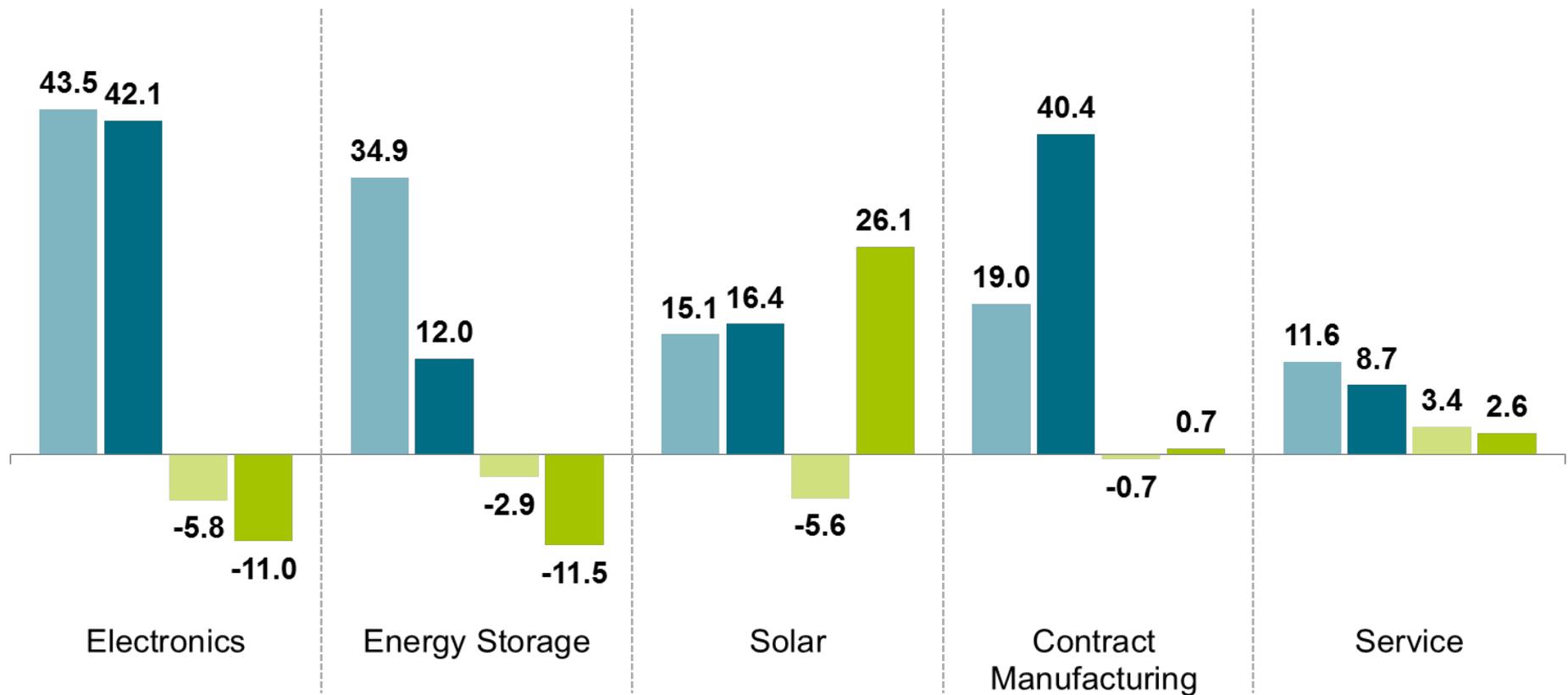
- Energy Storage: Strategic decision to critically review large-scale projects for reasons of risk mitigation results in decline in revenues
- Contract Manufacturing: Increase in revenues reflects successful start of Talus Manufacturing in Taiwan

REVENUES & EBIT Q1/2017– Q2/2017 GROUP



- Increase of revenues by 51.3 % mainly driven by segments Solar and Contract Manufacturing
- EBIT Q2 impacted by heavy investment in R&D projects for Energy Storage projects and customer base invest in Electronics

REVENUES & EBIT 6M/2016 – 6M/2017 SEGMENT



in EUR million

■ Revenues ytd 2016 06

■ Revenues ytd 2017 06

■ EBIT ytd 2016 06

■ EBIT ytd 2017 06

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# SEGMENT STATUS

in EUR million		6M/2017	6M/2016	Change in %
Electronics	Revenues	42.1	43.5	-3.2%
	EBIT	-11.0	-5.8	n.a.



- Electronic Devices
  - Temporary decline of business, because of:
    - Focus on growing & profitable market segments
    - Development of diversified customer base
  - Establishment of regional sales organizations
  - Streamline product portfolios & make them competitive
- Electronic Components
  - Compensating revenue growth in FPD & PCB
    - Revived markets for display & PCB in Asia

in EUR million		6M/2017	6M/2016	Change in %
Energy Storage	Revenues	12.0	34.9	-65.6%
	EBIT	-11.5	-2.9	n.a.



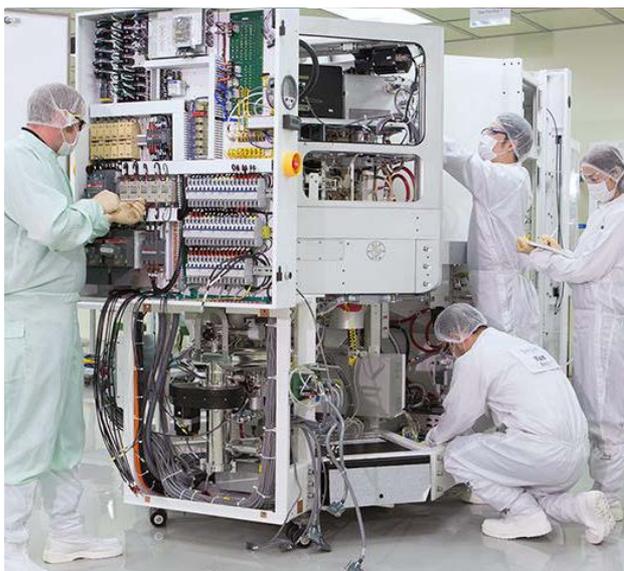
- Strategic reorientation to be prepared for a dynamic market development for mobile battery applications
  - Successful pilot projects & special R&D expenses for development of more standardized products
  - Intensive R&D in Germany and Italy for high-performance cell formats
  - Adjustment of sales structures to gain access to broader customer base

in EUR million		6M/2017	6M/2016	Change in %
Solar	Revenues	16.4	15.1	8.6%
	EBIT	26.1	-5.6	n.a.



- Contribution of CIGS orders after first 6 months 2017 is lower than initially planned due to later project start
- EBIT reflects one-time accounting effect of EUR 34.4m in 1<sup>st</sup> quarter and a positive contribution in 2<sup>nd</sup> quarter
- Focus on successful execution of existing 2 orders

in EUR million		6M/2017	6M/2016	Change in %
Contract Manufacturing	Revenues	40.4	19.0	112.6%
	EBIT	0.7	-0.7	n.a.



- Revenues reflect outstanding development of Talus Manufacturing
- Positive EBIT affected by high investment to build up necessary capacities

in EUR million		6M/2017	6M/2016	Change in %
Service	Revenues	8.7	11.6	-25.0%
	EBIT	2.6	3.4	-23.5%



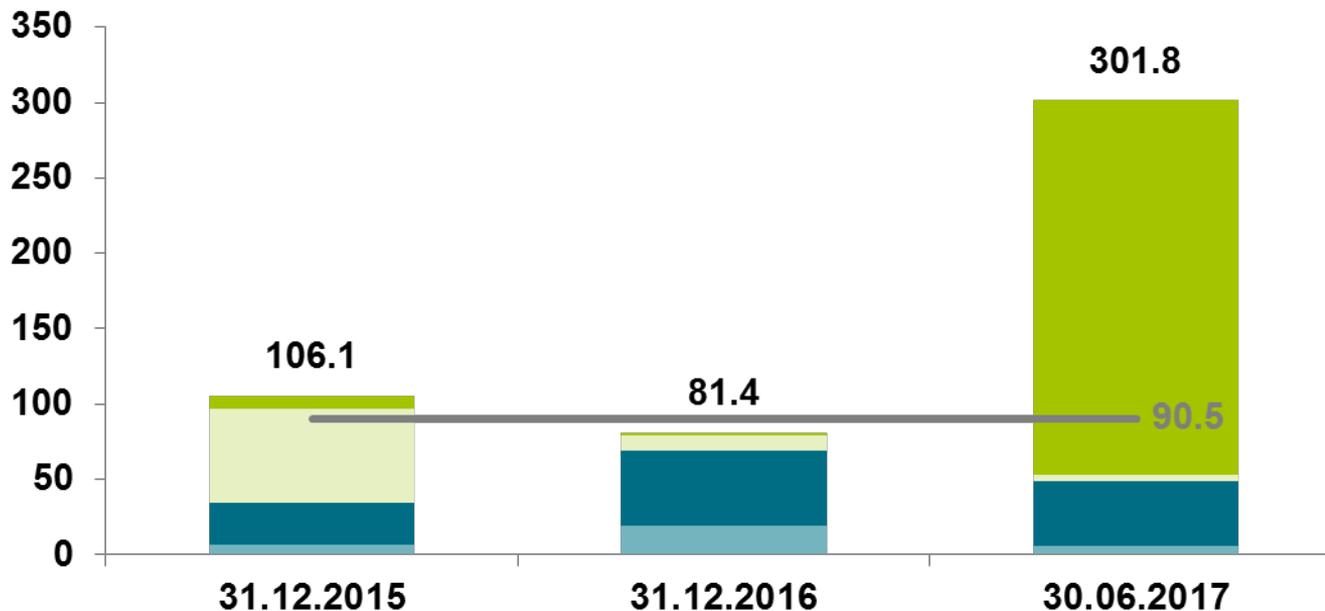
- Revenues below prior year as a result of time-consuming diversification of customer base
- High EBIT margin of almost 30% proves importance of service business for future profitable growth of company

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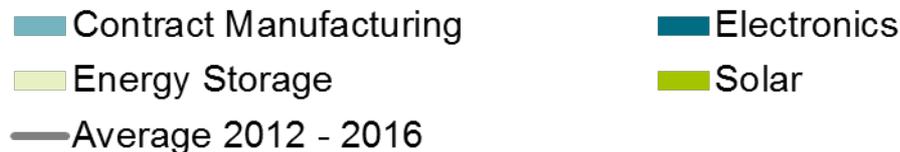
# OUTLOOK

# ORDER BACKLOG

- Order backlog at the end of June 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





- Positive business development expected for 2017
  - Good industry prospects in three strategic business units Electronics, Solar and Energy Storage
  - Strategic cooperation in CIGS area including placement of CIGS orders
  - High order backlog of EUR 301.8 million as of June 30, 2017



**Guidance for 2017 confirmed:  
increase in revenues to at least EUR 350m, with  
significantly improved and positive EBIT**

THANKS

THANK YOU  
VERY MUCH FOR  
YOUR ATTENTION!

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