

ENGINEERING
TOMORROW'S
PRODUCTION

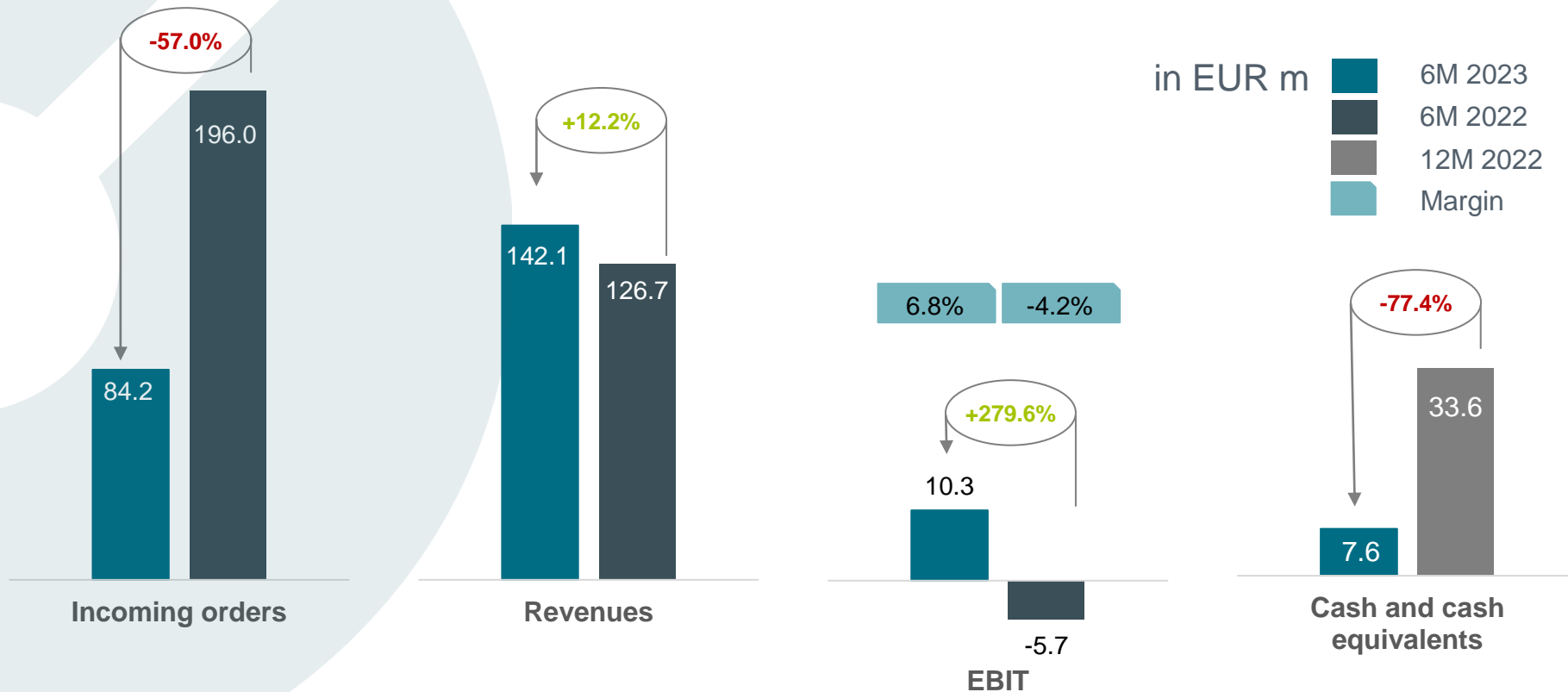
AUGUST 3, 2023 – MARTIN DRASCH, CEO / MANFRED HOCHLEITNER, CFO

FINANCIAL FIGURES 6M 2023



KPI DEVELOPMENT 6M 2023 VERSUS 6M 2022

Revenue development on track; order intake needs to be improved; Cash position needs to be strengthened





FINANCIAL FIGURES 6M 2023

INCOME STATEMENT 6M 2023

In EUR m	6M/2023	6M/2022 *	Change in %
Revenues	142.1	126.7	+12.2
Total Operating Performance	151.2	137.8	+9.7
Other Operating Income	9.3	9.4	-0.8
Material Expenses	-79.6	-85.2	+6.6
Personnel Expenses	-43.0	-40.9	-5.1
Other Operating Expenses	-20.9	-20.6	-1.4
Result from investment using the equity method	-0.9	-0.4	-130.4
EBITDA	16.1	0.1	+17,729.8
Amortization/Depreciation	-5.8	-5.8	+0.1
EBIT	10.3	-5.7	+279.6
EBT	9.2	-6.5	+242.9
Consolidated net profit	7.6	-8.4	+190.2

- » Growth in revenues of 12.2% compared to prior-year period
- » Other operating income includes earnings effect out of swap of stake in Customcells Tübingen GmbH to stake in Customcells Holding GmbH
- » Significantly improved material cost ratio of 52.6 % (previous year 61.8 %) due to reduction of external service providers and decrease of material costs in some projects
- » Increase of personnel expenses reflects increase in salaries and specialized staff for the further development of the battery technology
- » EBITDA margin of 10.7% (previous year *: 0.1%)
- » EBIT margin of 6.8% (previous year *: -4.2 %)

SEGMENT MOBILITY & BATTERY SOLUTIONS

In EUR m	6M/2023	6M/2022	Change in %
Revenues	58.6	49.7	+18.0
EBIT	5.6	-9.0	+162.9

- » Growth in revenues of 18.0% due to progressive processing of order backlog from previous year
- » Successful termination of initial order from Power by Britishvolt Ltd.
- » First RFQ's processed and offered to OEM within DGM-cooperation
- » Order intake currently below expectations
 - » Postponements of investment decisions mainly as a result of uncertainties regarding the impact of different subsidy programs
 - » Sales funnel contains project volume of > EUR 500 million for battery production equipment
 - » Good prospects for strong order intake in the 2nd half of the year

SEGMENT INDUSTRY SOLUTIONS

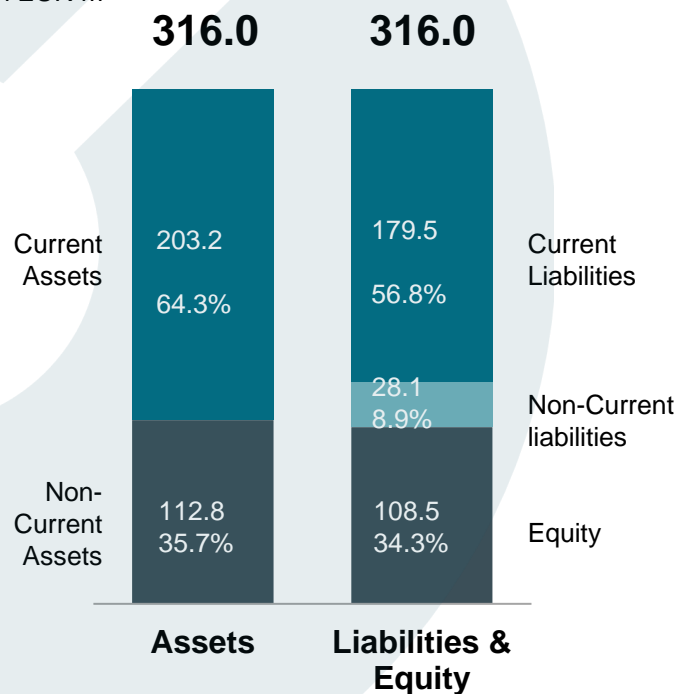
In EUR m	6M/2023	6M/2022*	Change in %
Revenues	83.4	77.0	+8.4
EBIT	4.7	3.2	+44.8

- » Year-on-year revenue growth of 8.4 % primarily attributable to the Industrial Automation business area
 - » Strong demand for highly integrated assembly solutions based on proven *LightAssembly* platform
 - » Moderate business development in the Electronics business area caused by temporary weak dynamics in the display and semiconductor market
- » Strong EBIT reflects successful execution of ongoing customer projects as well as significantly lower material cost ratio

* Adjustment after restatement due to impairment of prepayment made for inventories in 2021

BALANCE SHEET

In EUR m

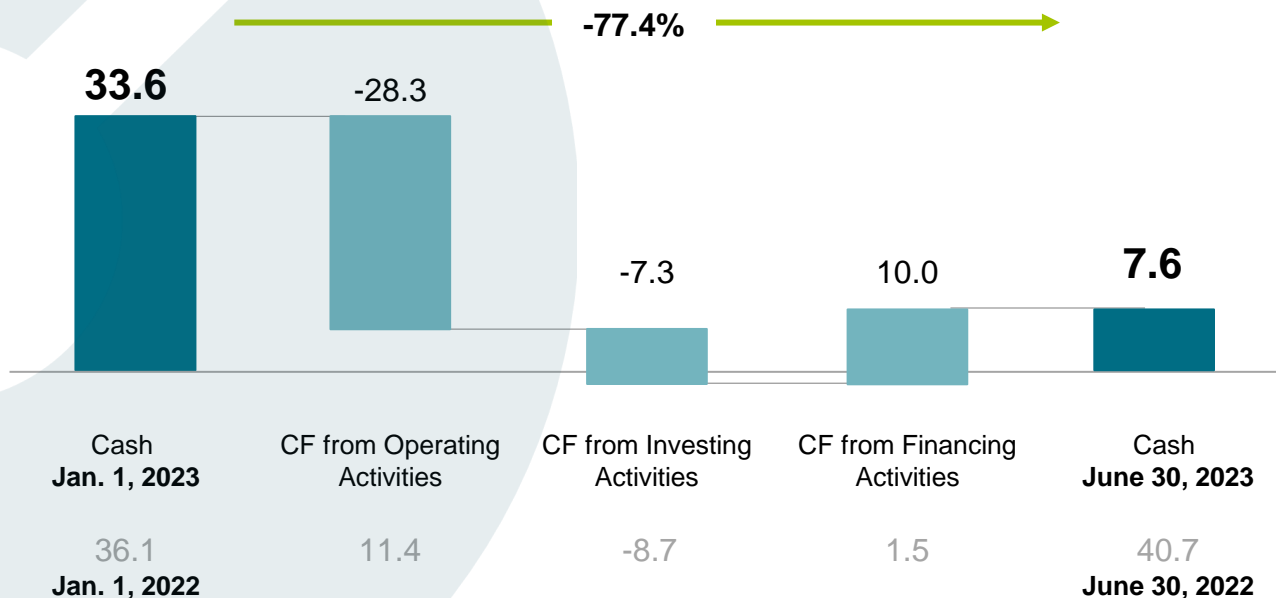


	Definition	June 30, 2023	Dec. 31, 2022	Change
Equity Ratio	Equity ÷ Balance sheet total	34.3%	29.7%	+4.7pp
Net Working Capital (in EUR m)	Current assets ./. Liquid funds ./. Non-interest-bearing current liabilities	66.1	30.1	+119.9%
Net Debt (in EUR m)	Interest bearing liabilities ./. Liquid funds	48.6	10.7	+355.5%

- » Decrease of balance sheet total to EUR 316.0 million as of June 30, 2023 (Dec. 31, 2022: EUR 344.8 million) mainly due to decrease in cash and cash equivalents
- » Increase of equity ratio to 34.3% (Dec. 31, 2022: 29.7%) as a result of operational profits
- » Increase of net working capital mainly due to decrease of contract liabilities as a result of progress in running projects
- » Net debt increased to EUR 48.6 million (Dec. 31, 2022: EUR 10.7 million) due to increase of short-term loans in 3 subsidiaries

CASH FLOW

In EUR m



- » Decrease of Cash flow from operating activities due to increase in net working capital
- » Increase of Cash flow from investing activities results funding received for the IPCEI project
- » Increase of Cash flow from financing activities reflect increase of short-term loans in 3 subsidiaries

* The change in cash equivalents from Jan. 1, 2023 to Jun. 30, 2023 results from the items net change in cash funds EUR m – 25.6 and effect of exchange rate movements on cash EUR m – 0.4.

** The change in cash equivalents from Jan. 1, 2022 to Jun. 30, 2022 results from the items net change in cash funds EUR m 4.2 and effect of exchange rate movements on cash EUR m 0.4.



STRATEGY & OUTLOOK

STRATEGIC FOCUS

“As a **high-tech equipment manufacturer**, our **innovative solutions** for selected **growth markets** create the **foundation for a future-worth living.**”



Top 3 EU/US supplier and integrator of production equipment for the manufacture of lithium-ion batteries

Renowned solution provider for assembly and production solutions for electronic components and devices

Principles of focused strategy & concept of growth in partnership

Actively seizing **opportunities in new markets** and capitalizing them

Realizing business potentials in maturing markets

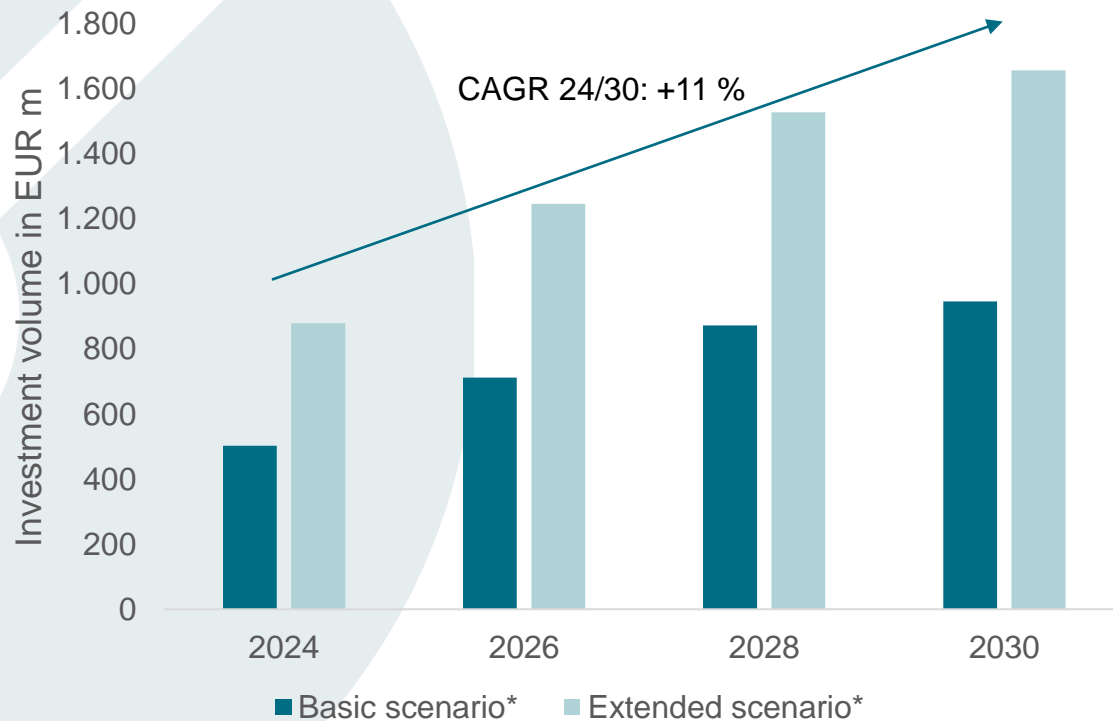
Keep pushing for **innovative technologies and businesses**

Further expanding **service business**

GROWTH POTENTIALS INDUSTRY SOLUTIONS

- » Increasing demand from automotive market for **electric powertrain components**, such as cell contacting systems and inverters
 - » Promising growth market for *LightAssembly* platform with OEM / TIER customers
- » Ongoing strong demand for assembly solutions from non-automotive market, e.g., for **production of power electronics**
- » Various new applications for **digital printing** technology
 - » Entering semiconductor market with innovative inkjet solutions for **functional printing**
- » Excellent market position in growth market for plating processes for **FOPLP** and **IC substrates**

MARKET FOR EV INVERTER ASSEMBLY LINES – EUROPE/N. AMERICA



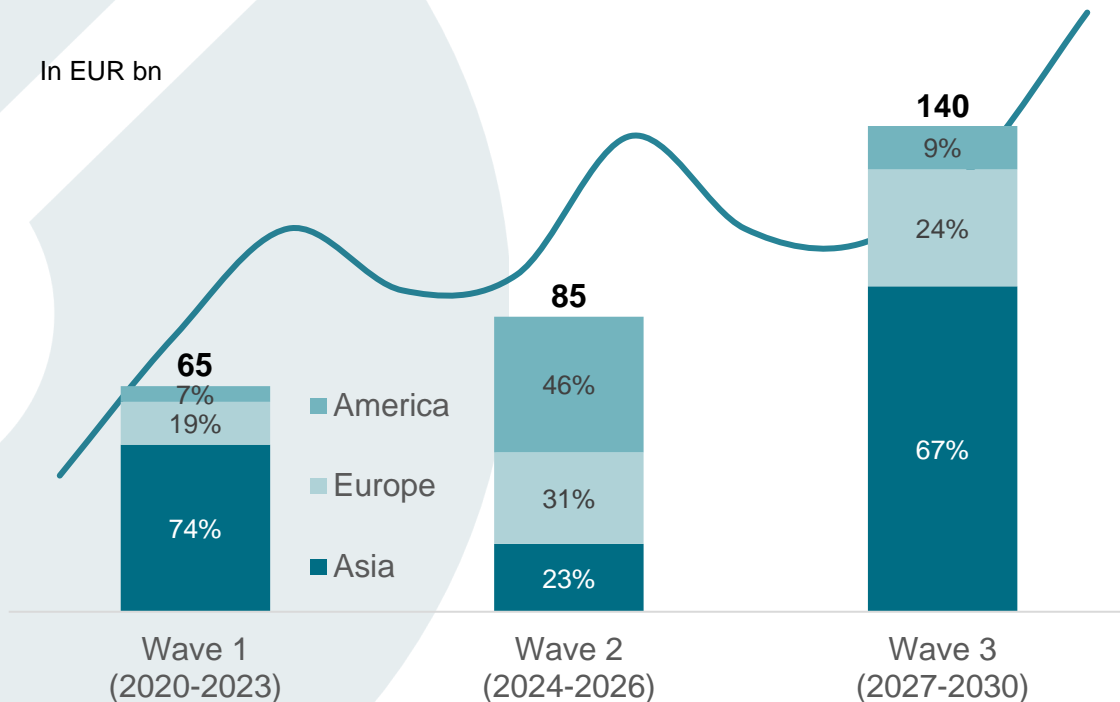
- » 2024 investment volume for EV inverter assembly lines to range from approx. 500 to 900 million EUR*
- » First inverter assembly lines delivered successfully to customers
- » Further market potential coming from other industries using inverters (e.g., solar)

GROWTH POTENTIALS MOBILITY & BATTERY SOLUTIONS

- » Significant growth of demand for Lithium-Ion battery cells
 - » Worldwide market for battery cell assembly equipment forecast to reach almost 9 bn USD by 2026 (CAGR 22/26: 21.8 %)
- » Together with strong partner-network Manz is only European turnkey supplier utilizing a “true European” supply chain
 - » **Majority** of necessary **machine and plant technology** available to cover the **entire process chain** from electrode production, cell assembly and module up to pack assembly
- » Taking advantage of growth momentum in North-America triggered by Inflation Reduction Act (IRA)
- » Focus of R&D and business activities on integrated **cell assembly lines**
- » Increase of business with **modularized anchor products**
- » Growing **service business** share

INVESTMENTS* IN MACHINERY FOR BATTERY CELL PRODUCTION

In EUR bn



- » Expansion of production capacities carried out in 3 waves
- » Due to ramp-up phase demand for machinery around 1 year earlier
- » Currently wave 2 ongoing with about 60 factories worldwide
- » Approximately 75% of all battery cell factories in wave 2 to be built in America and Europe

*investments in plant and equipment, machinery and components for battery cell production
 Source: Porsche Consulting

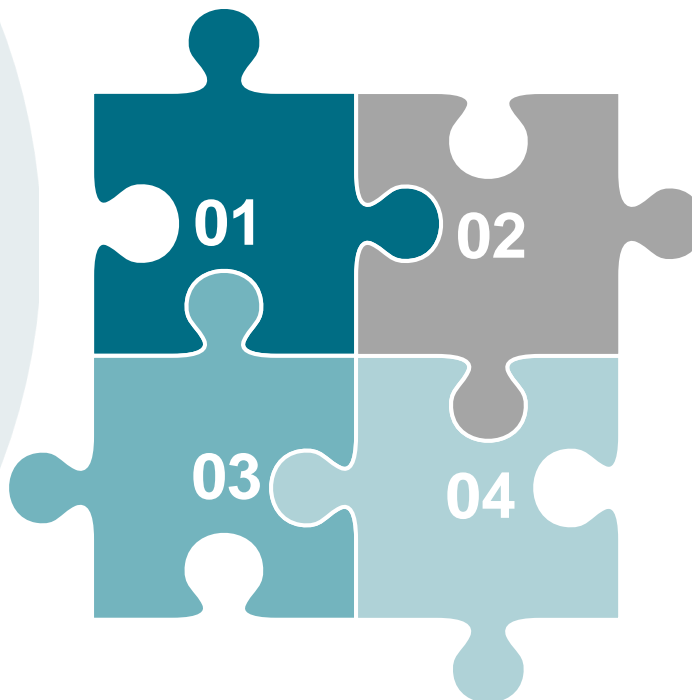
OPPORTUNITIES FOR MANZ

Window of opportunity

Especially new cell producers looking for experienced machine builders

Every machine counts

Strong increase in demand leads to capacity bottleneck for production equipment



Customer proximity

Through expertise and reliability, we are a partner at eye level for our customers

High modularity ...

... and flexibility of equipment offers great opportunity for future scalability

ORDER INTAKE AND ORDER BACKLOG BY SEGMENT

Order intake

In EUR m	6M 2023	6M 2022	Change in %
Mobility & Battery Solutions	42.3	52.6	-19.6
Industry Solutions	42.0	143.4	-70.7
Total Group	84.2	196.0	-57.0

Order backlog

In EUR m	June 30, 2023	June 30, 2022	Change in %
Mobility & Battery Solutions	118.6	172.5	-31.2
Industry Solutions	102.7	126.9	-19.0
Total Group	221.3	299.3	-26.1

GUIDANCE 2023

- » Increase in revenues in the lower double-digit percentage range
- » EBITDA margin in the mid positive single-digit percentage range
- » EBIT margin in the low positive single-digit percentage range

CONTACT



Manz AG

Steigaeckerstrasse 5
72768 Reutlingen
Germany

www.manz.com

info@manz.com

Phone +49 7121 9000 0

Fax +49 7121 9000 99

