

### **Manz AG receives major order from one of the largest iron and steel conglomerates in the world**

- *Major order amounting to more than 20 million euros for pilot line for laser structuring of sheet metal*
- *Further development of long-established processes for laser structuring for the solar industry*
- *Pilot line is the first system of its kind in the world with corresponding potential for the future*

Reutlingen, July 17, 2018 – Manz AG, a global high-tech equipment manufacturer with a comprehensive technology portfolio, has received a major order worth more than 20 million euros from one of the largest iron and steel conglomerates in the world. The order encompasses a globally unique pilot line for laser structuring of sheet metal and will be reflected in revenues and earnings in the 2018 and 2019 fiscal years.

After developing the feasible technological route of manufacturing and the requirements for the process functions, the customer cooperated with TRUMPF GmbH + Co. KG and developed the preliminary concept for the manufacturing technology. Based on this concept, Manz AG's Solar segment has developed a continuous laser structuring process for sheet metal with the main frame coming from the laser structuring process in the production of thin-film solar modules. This process has been further developed by Manz together with TRUMPF GmbH + Co. KG and the customer. The core of this globally unique approach is structuring sheet metal from a coil by means of laser in a continuous process. The structured sheet metal will be used in electrical components with a significantly increased efficiency. In developing the pilot line, Manz AG is utilizing its many years of experience in laser structuring of large surface substrates as well as in optical control systems and integrated analytical instruments.

Martin Drasch, responsible for the Solar business segment as COO at Manz AG, comments: "The major order from one of the largest iron and steel companies in the world, impressively demonstrates Manz AG's innovative capability. With our long-lasting experience in the Solar business segment, we understand the demands of the industry in laser structuring: high throughput with very high precision and quality in the laser structuring process. On a large scale production area, we will be able to guarantee laser structuring in the micrometer range by means of integrated vision and closed loop control systems. The line will be the first of its kind in the world and will offer corresponding potential for equipping additional steel plants."

The newly founded laser competence center of Manz AG in Reutlingen will also be integrated in the development of this innovative pilot line. The entire laser expertise of the Manz Group across all business segments is bundled together and continuously developed further here, while innovations are brought to market readiness in order to open up new revenue and profit potential.

### Company profile:

#### **Manz AG – passion for efficiency**

As a globally leading high-tech equipment manufacturer, Manz AG, based in Reutlingen, Germany, is a pioneer of innovative products in fast-growing markets. Founded in 1987, the company has expertise in five technology sectors: automation, laser processing, and measurement technology, as well as wet chemical and roll-to-roll processes. These technologies are deployed and continuously developed by Manz in three strategic business segments: "Electronics," "Solar," and "Energy Storage."

The company has been listed on the stock exchange in Germany since 2006 and currently develops and manufactures in Germany, China, Taiwan, Slovakia, Hungary, and Italy. It also has sales and service branches in the USA and India. Manz AG currently has around 1,700 employees, about half of which are located in Asia. With its claim "passion for efficiency," Manz makes the following service promise to its customers active in dynamic future-oriented industries: offering production equipment with the highest degree of efficiency and innovation. With Manz AG's comprehensive expertise in the development of new production technologies along with the equipment required for this, the company makes a significant contribution to reducing the production costs for end products and making these accessible to a broad range of buyers around the world.

#### **Investor Relations Contact**

cometis AG  
Claudius Krause  
Phone: +49 (0)611 – 205855-28  
Fax: +49 (0)611 – 205855-66  
E-mail:

Manz AG  
Axel Bartmann  
Phone: +49 (0)7121 – 9000-395  
Fax: +49 (0)7121 – 9000-99  
E-mail:

Follow us on:

