

Conference Call, Full Year Results 2010

Manz Automation AG
March 31, 2011/ Dieter Manz

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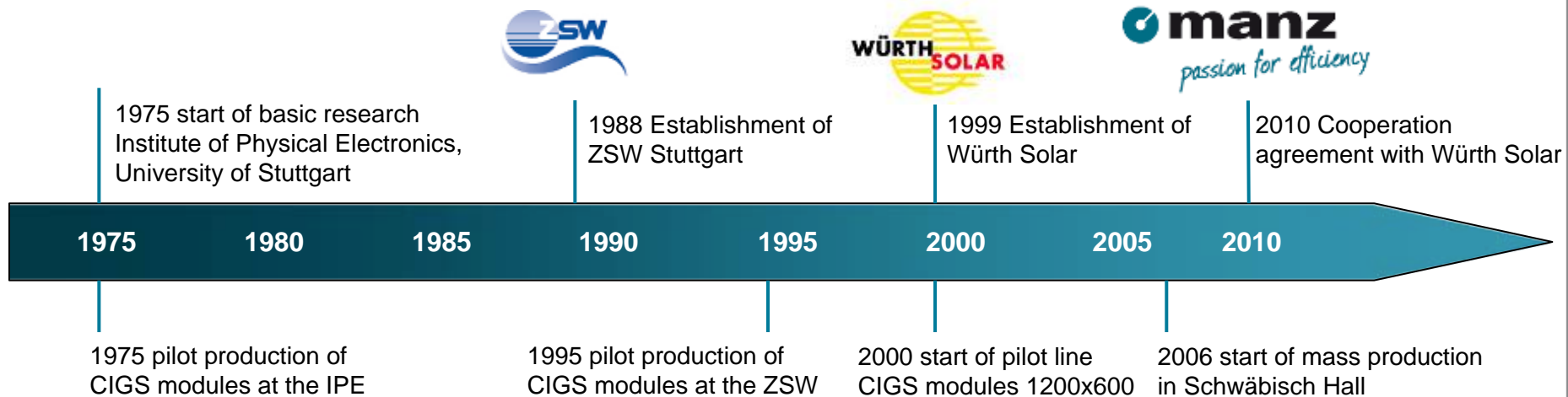
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- ⇒ **Break of the economic trend has been reached.**
 - ⇒ **Considerable jump in sales and earnings in 2010.**
 - ⇒ **Return to profitable growth!**
 - ⇒ Pricing for new projects improved a lot
 - ⇒ Customers continue to invest in capacity expansion and replacement of old equipment
 - ⇒ Very strong order momentum in Asia
 - ⇒ Investments in thin film solar also restarted after almost 2 years
 - ⇒ Order backlog at EUR 140.7 million (end of February 2011)
 - ⇒ Good prospects for each business unit
 - ⇒ High capacity utilization

⇒ Business Unit “Solar ci”:

- High demand for cSi products.
Manz was able to win several new customers for Automation and Backend in China, Taiwan, Korea and India
- One Step Selective Emitter Laser-Tool very successfully introduced to the market.
Manz managed to win very important customers due to demonstration of real efficiency gain
- Very successful introduction of SpeedPicker: 50% decrease of COO, 50% smaller footprint, lowest breakage rates and high throughput have already convinced many customers
- First Backend-Lines have been successfully installed and have passed the final acceptance test at customers in China
- High potential for follow up orders

⇒ **Business Unit “Thin-film Solar”:**

- Significant stimulation of the tfs business.
- New orders for laser scribers from China, Taiwan and the US.
Manz won almost all new orders for laser scribers in China during the last 18 months.
Market leading position has been strengthened.
- First installation of total fab automation at a German customer has started after successful preliminary acceptance.



- ⇒ Our goal to receive a LOI in 2010 has not been achieved
 - Uncertainty concerning regulation of feed-in tariffs has impact on demand side
 - Decision making process of potential customers takes long due to large investment
- ⇒ High interest in our technology is unbroken. Many promising talks with potential customers
- ⇒ Necessity to work together with the right customer. Risk minimization first, than turnover!
- ⇒ Business model is continuously and intensively developed further (cost minimizing potential, flexibility, development of CIGS vacuum coating machine that will be installed at Würth Solar end of Q4 2011)

>> **High confidence of Manz in CIGS technology**



⇒ Business Unit “FPD”:

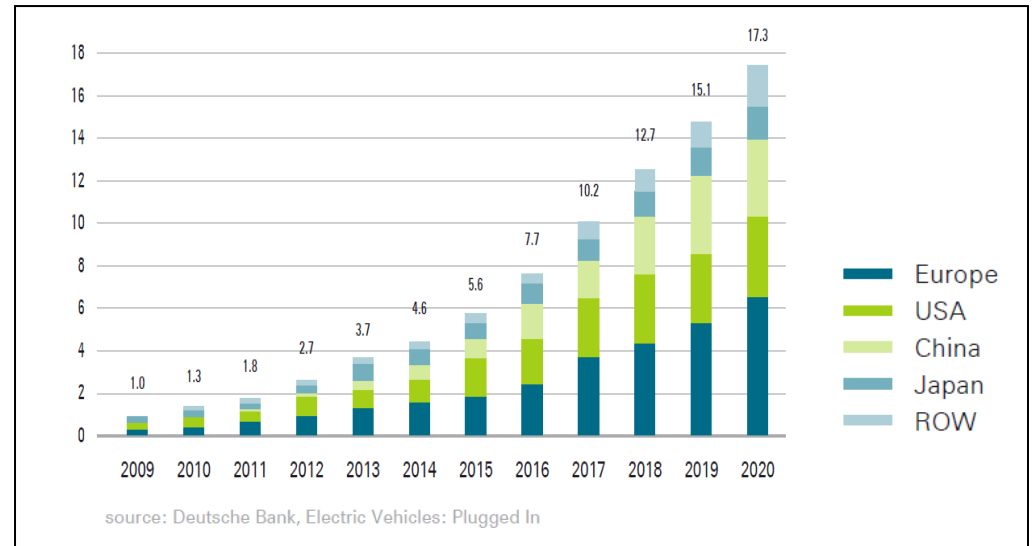
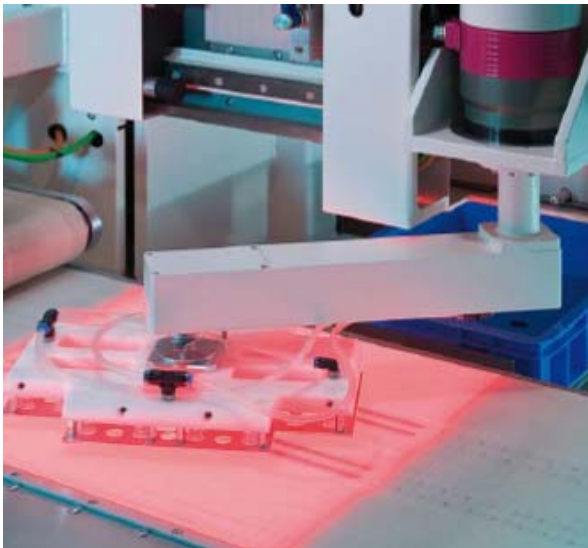
- High demand for touch panel applications, many new factories are built up right now in China
- New projects in Taiwan and in China for tft lcd monitors and TV sets. Ongoing high order intake for wet chemistry and handling equipment
- Very high utilization of our manufacturing sites in Taiwan and China for wet chemistry tools and automation
- 2010 was a record year in turnover.
Improving margins due to strong demand and very promising market growth in 2011





⇒ Business Unit “New Business”:

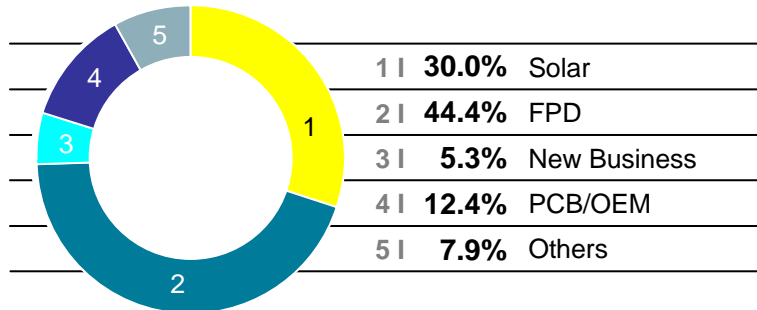
- First Li-Ion Batteries have been successfully produced on a Manz production line
- Ongoing participation in R&D projects
- New projects for cell manufacturing equipment for pilot lines at German Research Institutes and new order from German customer
- High interest in our products for Li-Ion battery production in Asia and the US



>> The market is still very small but has a high future potential

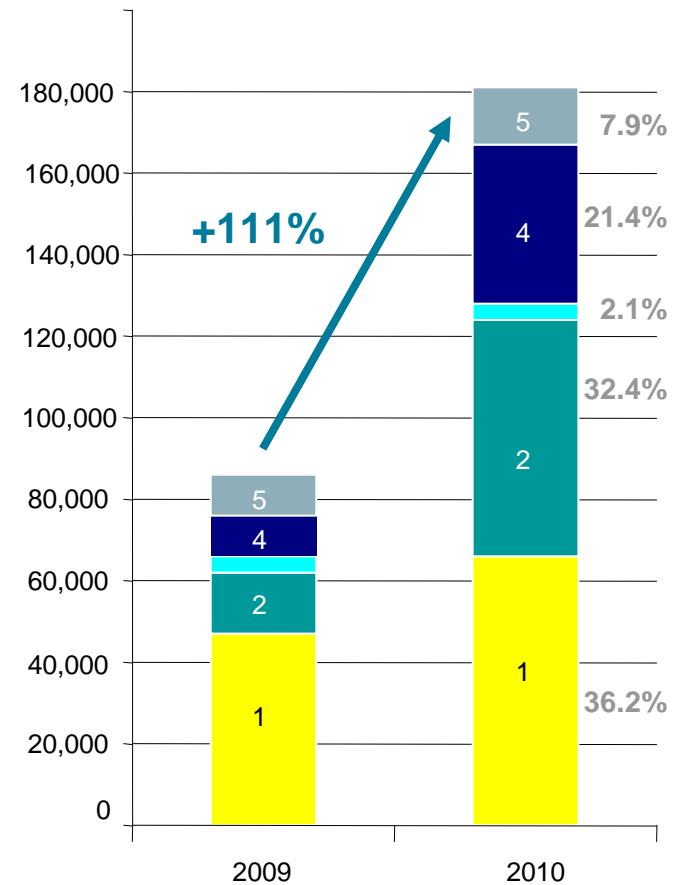
>> **FINANCE**

Order Backlog: €140.7m as of Feb. 28 2011



Revenues by business units

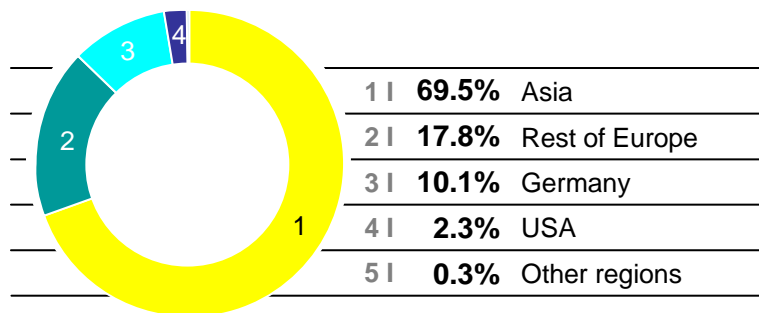
in Euro thousand



1 | Solar 2 | FPD 3 | New Business 4 | PCB/OEM 5 | Others

Revenues by region

[2010]



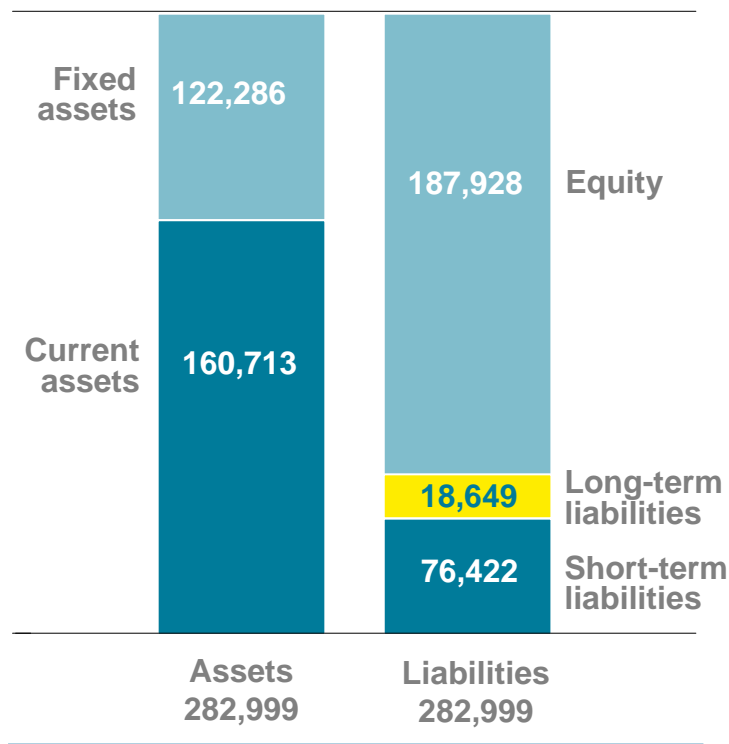
| in Euro thousand | Jan. 1 – Dec 31 2010 | Jan. 1 – Dec 31 2009 |
|----------------------------------|-------------------------|-------------------------|
| Revenues | 181,402 | 85,915 |
| Total operating revenue | 205,018 | 101,070 |
| Cost of materials | 121,558 | 60,359 |
| Personnel expenses | 51,653 | 37,310 |
| Other expenses | 28,339 | 21,940 |
| EBIT | 0,562 | -15,913 |
| EBT | 0,688 | -12,984 |
| Net income for the period | 1,800 | -9,708 |

- ⇒ Revenues rose by 111% to € 181.4m in 2010 (previous year: € 85.9m) reflecting the strong growing business in all business units
- ⇒ Total operating revenue more than doubled to € 205.0m compared to € 101.1m in 2009
- ⇒ Material cost ratio improved slightly to 59.3% (previous year: 59.7%)
- ⇒ Personnel cost ratio decreased from 36.9% to 25.2% as a result of the extended operative business and better used capacities
- ⇒ EBIT is at € 0.6 (previous year: € -16.0m)
- ⇒ EBT of € 0.7 compared to € -15.9m last year

- ⇒ **R&D cost total: €20.6m**
- ⇒ **R&D capitalized: €14.0m**
- ⇒ **Main R&D expenses occurred for:**
 - **Solar cSi (60%)**
 - OneStep Selective Emitter-Technology
 - High Accuracy Printer HAP 2400
 - Vacuum coating for crystalline solar cells
 - **Solar tfs (30%)**
 - Laser scribing Generation 2
 - CIGS evaporation vacuum tool
 - **New Business (10%)**
 - Laser cutting of electrodes
 - Z-folding system for cell assembly

>> Manz puts strong focus on R&D projects to secure the future expansion of or our product portfolio

in Euro thousand



- ⇒ Equity rate with 66.4% is at a very high level and reflects the solid balance sheet
- ⇒ Short-term liabilities including accounts payable increased substantially from € 35.9m to € 76.4m due to increasing business.
- ⇒ Fixed assets increased from € 66.7m to € 122.3m especially due to CIGS license from Würth Solar and intensified R&D
- ⇒ Current assets is almost stable at € 160.7m (€ 160.0m in 2009)

| in Euro thousand | As of Dec 31 2010 | As of Dec 31 2009 |
|--|----------------------|----------------------|
| Cash flow from operating activities | 1,992 | 39,745 |
| Cash flow from investing activity | -28,181 | -5,755 |
| Cash flow from financing activity | 4,544 | -8,587 |
| Cash | 38,902 | 59,331 |

- ⇒ Positive operating cash flow despite a higher requirement of working capital caused by the growing business
- ⇒ Acquisition of CIGS license and tangible asset is the reason for the negative cash flow from investments
- ⇒ Increase of cash flow from financing activities reflects the change of open credits. Substantial cash inflow as a result of a local credit for the acquisition of real estate in Slovakia
- ⇒ Net cash is more than € 29m

Manz will continue its positive development in revenue (increase in turnover by more than 30%)

By offering the latest technology Manz will be able to obtain at least stable sales prices or even be in the position to increase them

Manz will put a strong focus on cost reduction by

- redesigning the products and thus realize a lower material ratio and decrease labor costs
 - increasing standardization and thus reduce production costs
 - the straight use of the low cost facilities in Eastern Europe, Taiwan and China
 - savings on the supplier side due to local sourcing in China and lower material costs
 - an improvement of internal processes and thus a shorter time to market
-

>> Guidance for full fiscal year 2011:

- We anticipate sales of €240-250m for the full year 2011 (without CIGSfab)
- We expect an EBIT margin of at least 5% as the result of stabilized selling prices and the optimization of our cost structure

Positioning as a leading supplier of integrated production equipment for the Solar, FPD and Li-Ion battery industry

Positioning in Asia as local supplier offering German high tech quality. With new fab in Suzhou we can offer our customers cost advantages compared to European competitors and technological advantages compared to local Asian competitors

Manz has developed the latest technologies in solar machines which will expand our market leading position in both segments, cSi and tfs

Through licensing of the Würth Solar know-how and patents, there is a high possibility to become the world's leading supplier of turn-key production lines for thin-film solar modules

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Shareholder Structure as of March 01, 2011

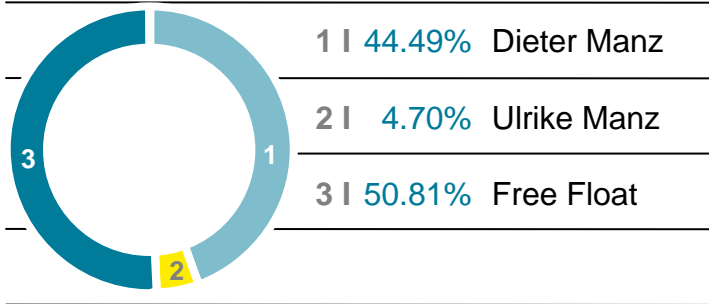


Chart as of March 01, 2011 [in Euro]

