

## Manz AG confirms positive earnings development in 2020 and provides outlook for 2021

- *Preliminary figures for 2020 confirmed: Significant earnings improvement despite slight decline in revenues*
- *Positive outlook for 2021 thanks to promising growth potential in the electromobility market and an order backlog of over EUR 200 million*
- *Forecast 2021: Further profitable growth with a slight to moderate year-on-year increase in revenues in an environment characterized by COVID-19*

Reutlingen, March 30, 2021 – Manz AG, a globally active high-tech engineering company with a comprehensive technology portfolio, published its full report for the 2020 fiscal year today, confirming its profitable development in the past year. Revenues amounted to 236.8 million euros (previous year: 264.4 million euros). Despite the decline in revenues, Manz AG showed an overall profitable development, among other things due to a significant improvement in internal processes: earnings before interest, taxes, depreciation and amortization (EBITDA) improved by around 10 million euros to 19.4 million euros (previous year: 9.2 million euros), resulting in a significantly increased EBITDA margin of 8.0 % (previous year: 3.5 %). The increase in earnings before interest and taxes (EBIT) to 7.2 million euros (previous year: -7.6 million euros) was even more pronounced, with a plus of around 15 million euros. The EBIT margin thus amounted to 3.0%.

Martin Drasch, CEO of Manz AG, comments: *"In view of the effects of the COVID-19 pandemic on the international economy, we are very satisfied with our business development in 2020. Although there were, among other things, revenue losses in the Solar and Electronics segments due to the Corona-related travel restrictions, we were able to take advantage of the market dynamics in our Energy Storage growth segment and win new major orders. Our order intake in this segment in 2020 was around 130 million euros. With our expertise in the area of production equipment for lithium-ion battery manufacturing and with regard to assembly solutions for other components of the electric powertrain, we are ideally positioned to benefit from the major growth trend of electromobility in 2021."*

For 2021, the Managing Board anticipates profitable growth due to the overall positive industry outlook in the countries and markets relevant for Manz AG. Compared to 2020, a slight to moderate increase in revenues, an EBITDA margin in the upper, positive single-digit percentage range and an EBIT margin in the low to mid, positive single-digit percentage range are therefore forecast. The forecast remains subject to the assumption that the COVID-19 pandemic will have no additional negative impact on the development of the business in fiscal 2021.

The full report for fiscal 2020 is available for download from today on the company's website [www.manz.com](http://www.manz.com) in the Investor Relations / Publications section.

### Revenues, EBITDA and EBIT 2020 year-on-year

in EUR million	2020	2019	Δ
<b>Group revenues</b>	<b>236.8</b>	<b>264.4</b>	<b>-10.5%</b>
Solar	23.2	47.5	-51.2%
Electronics	90.7	115.7	-21.6%
Energy Storage	64.7	40.7	+59.0%
Contract Manufacturing	37.0	41.5	-10.7%
Service	21.2	19.1	+11.0%
<b>EBIT Group</b>	<b>7.2</b>	<b>-7.6</b>	<b>+194.8%</b>
Solar	-7.8	-2.0	-294.1%
Electronics	-5.3	-7.6	+29.5%
Energy Storage	6.9	-11.3	+161.0%
Contract Manufacturing	12.3	11.5	+6.8%
Service	1.3	1.6	-15.8%
<b>EBITDA Group</b>	<b>19.4</b>	<b>9.2</b>	<b>+110.1%</b>
Solar	-5.1	1.4	-463.2%
Electronics	-1.0	0.4	-353.0%
Energy Storage	10.3	-7.3	+241.1%
Contract Manufacturing	13.1	12.3	+6.1%
Service	2.1	2.2	-4.9%

### Company Profile:

#### Manz AG - passion for efficiency

Founded in 1987, Manz AG is a globally active high-tech engineering company. Its business activities comprise the Solar, Electronics, Energy Storage, Contract Manufacturing and Service segments.

With many years of expertise in automation, laser processing, image processing and metrology, wet chemistry and roll-to-roll processes, the company offers manufacturers and their suppliers innovative production solutions in the fields of photovoltaics, electronics and lithium-ion battery technology. The product portfolio includes both customer-specific developments and standardized individual machines and modules that can be interlinked to form complete, individual systems. Above all, by involving Manz AG in customer projects at an early stage, the company makes a significant contribution to its customers' success with high-quality, demand-oriented solutions.

The group of companies, which has been listed in Germany since 2006, develops and produces in Germany, Slovakia, Hungary, Italy, China and Taiwan. There are also sales and service subsidiaries in the USA and India. Manz AG currently employs around 1,400 people worldwide, around half of whom work in Asia, the key region for the company's target industries. The Manz Group's revenues amounted to around 237 million euros in the 2020 fiscal year.

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