



FINANCIAL FIGURES 6M 2021

Martin Drasch, CEO / Manfred Hochleitner, CFO

August 05, 2021



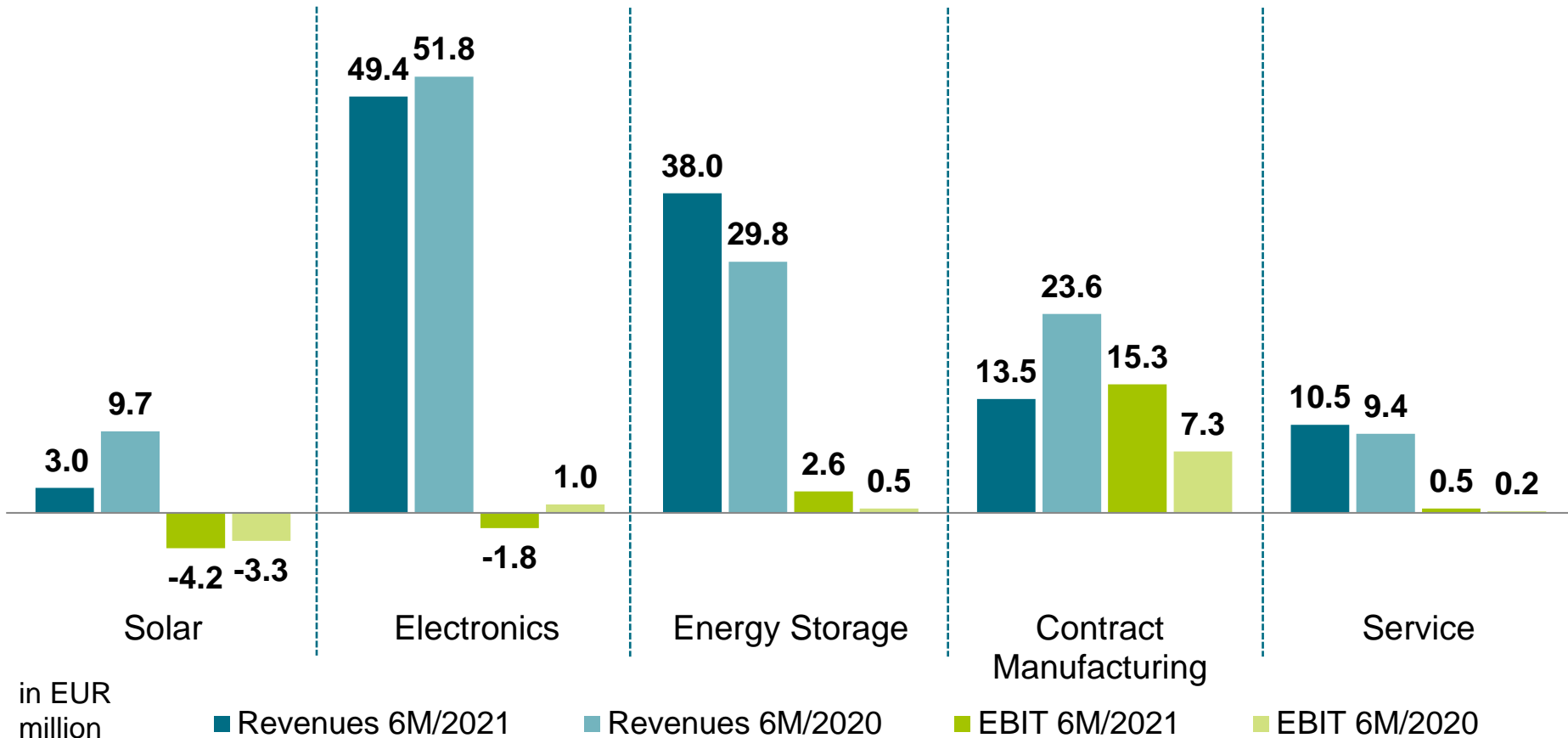
FINANCIAL
FIGURES
6M/2021

INCOME STATEMENT 6M/2021

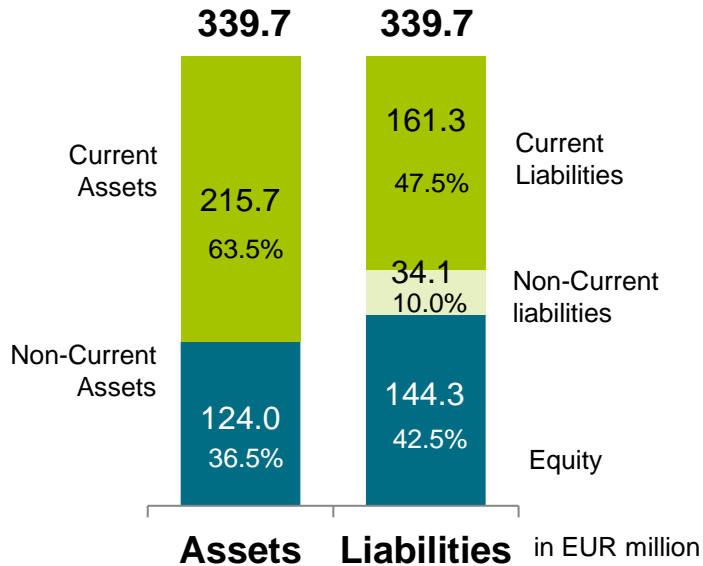
in EUR million	6M/2021	6M/2020	Change in %
Revenues	114.4	124.3	-8.0
Total Operating Performance	118.7	125.8	-5.6
Other Operating Income	18.4	3.2	+477.1
Cost of Materials	-63.4	-69.7	-9.1
Personnel Expenses	-39.3	-37.6	+4.5
Other Operating Expenses	-16.3	-14.9	+9.0
Result from equity accounted investments	-0.1	5.3	-101.1
EBITDA	18.1	12.1	+50.0
Amortization/Depreciation	-5.8	-6.4	-10.3
EBIT	12.3	5.7	+118.5
EBT	11.7	4.7	+149.6
Consolidated net profit	9.8	2.3	+321.9

- » Revenues decreased by 8.0 % mainly due to further revenue shifts in the solar segment and an expected lower revenue level in the Contract Manufacturing segment
- » Significant increase in EBITDA and EBIT reflect positive contribution of Energy Storage and Contract Manufacturing segment
 - » Positive earnings effect of EUR 14.3 million from sale of shares in Talus

REVENUES & EBIT 6M/2021 & 6M/2020 BY SEGMENT



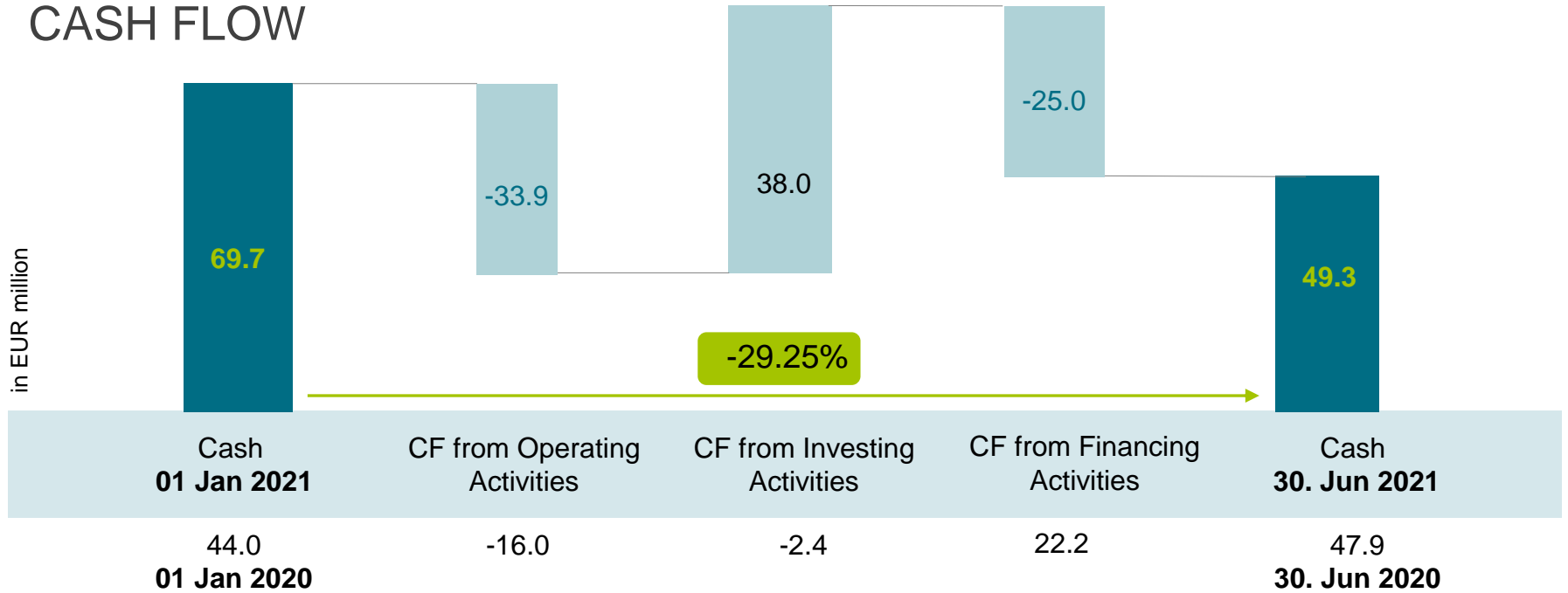
BALANCE SHEET



	Definition	Jun. 30, 2021	Dec. 31, 2020	Change
Equity Ratio	Equity ÷ Balance sheet total	42.5%	36.7%	+5.8pp
Net Working Capital (in EUR million)	Current assets ./. Liquid funds ./. Non-interest-bearing current liabilities	53.7	48.1	+5.6%
Net Debt (in EUR million)	Interest bearing liabilities ./. Liquid funds	4.5	7.2	-37.9%

- » Balance sheet total as of June 30, 2021, decreased by 5.1% to EUR 339.7m (Dec. 31, 2020: EUR 357.9m) mainly due to repayment of short-term financial liabilities
- » Increase of net working capital as a result of increase in contract assets due to further progress in projects
- » Decrease of net debt mainly because of decrease of short-term financial liabilities in Taiwan due to completion of Talus transaction

CASH FLOW



- » Decrease of Cash flow from operating activities largely determined by increase in contract assets as a result of further progress in projects
- » Increase of Cash flow from investing activities results from the sale of shares in Talus Manufacturing Ltd.
- » Decrease of Cash flow from financing activities due to repayment of short-term financial liabilities

The background features a complex network diagram with numerous nodes and connecting lines, rendered in a light blue and grey color scheme. The nodes are represented by small circles, and the lines are thin and semi-transparent, creating a sense of depth and connectivity. The overall aesthetic is clean and modern, typical of a corporate or technical presentation.

SEGMENT
STATUS
6M/2021

SEGMENT SOLAR

in EUR million		6M/2021	6M/2020	Change in %
Solar	Revenues	3.0	9.7	-69.3
	EBIT	-4.2	-3.3	-26.6



- » CIGS projects currently suspended due to interruption of construction work by customer
- » Continuation of orders is in the process of final clarification by customers
 - » Segment revenues and EBIT below original expectations

SEGMENT ELECTRONICS

in EUR million		6M/2021	6M/2020	Change in %
Electronics	Revenues	49.4	51.8	-4.5
	EBIT	-1.8	1.0	-280.5



- » Strong increase in revenues in 2nd quarter reflects increasing business activities for display and FOPLP production equipment in Asia as well as project progress for assembly solutions for cell contacting systems
- » Earnings situation still burdened by project-related additional expenses during final acceptance of the equipment for cell contacting systems as well as low project-margins in Asia

SEGMENT ENERGY STORAGE

in EUR million		6M/2021	6M/2020	Change in %
Energy Storage	Revenues	38.0	29.8	+27.3
	EBIT	2.6	0.5	+386.7



- » Significant increase in revenues and EBIT
- » Cooperation agreement concluded with GROB-WERKE at the beginning of April 2021 has further improved the business prospects
- » Total volume of funding within the scope of the so-called IPCEI for the Manz Group in the three-digit million-euro range opens up new perspectives to speed up development

SEGMENT CONTRACT MANUFACTURING

in EUR million		6M/2021	6M/2020	Change in %
Contract Manufacturing	Revenues	13.5	23.6	-42.7
	EBIT	15.3	7.3	+109.5



- » Decline in revenues reflects realignment of customer base at the Slovakia site
 - » Customers decided in favor of insourcing and stopped outsourcing strategy
- » Strong EBIT contribution includes positive one-off effect from the disposal of the shares in Talus Manufacturing Ltd.

SEGMENT SERVICE

in EUR million		6M/2021	6M/2020	Change in %
Service	Revenues	10.5	9.4	+11.2
	EBIT	0.5	0.2	+182.7



- » Satisfying development of revenues and EBIT compared to previous years' level
- » Entering external Asia business during COVID-lockdowns to support new European customers with highly skilled teams in the region

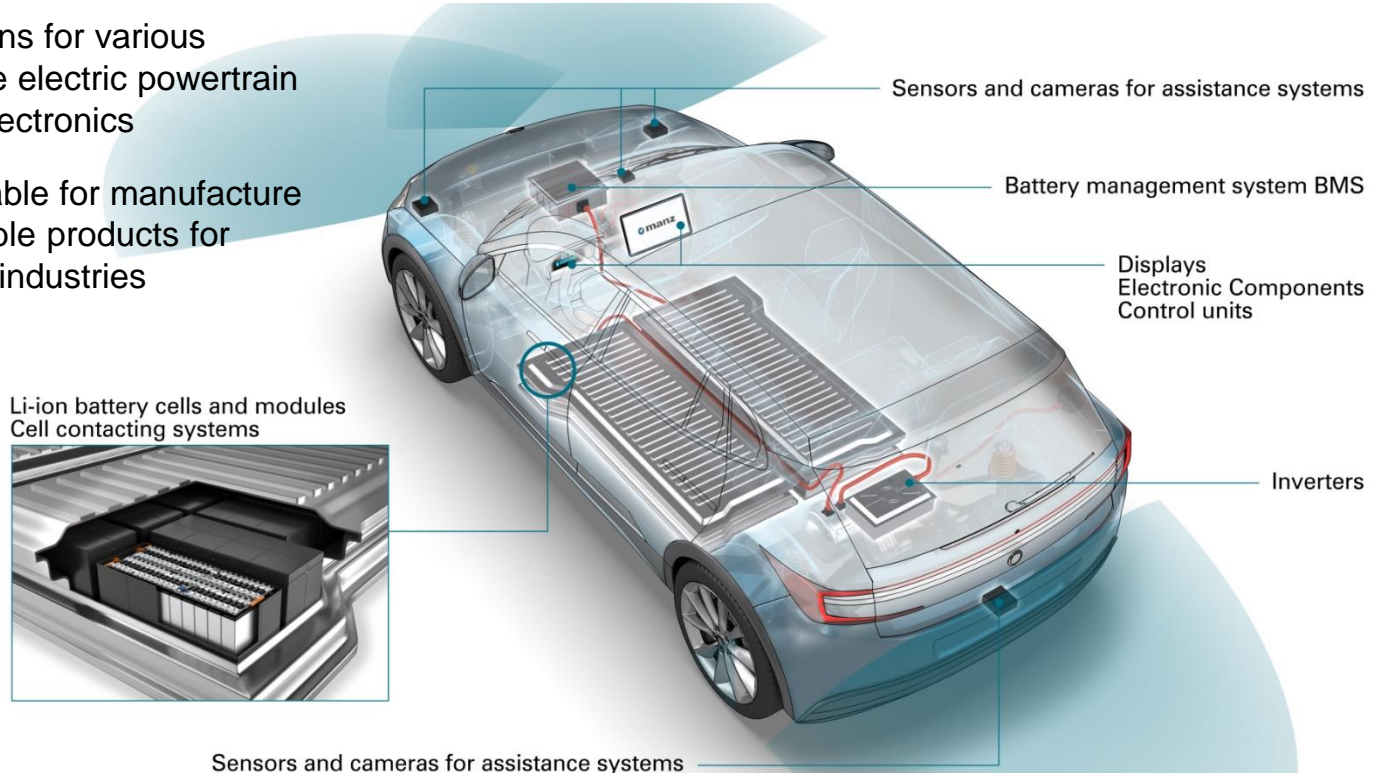


STRATEGY

FOCUS ON GROWTH INDUSTRIES

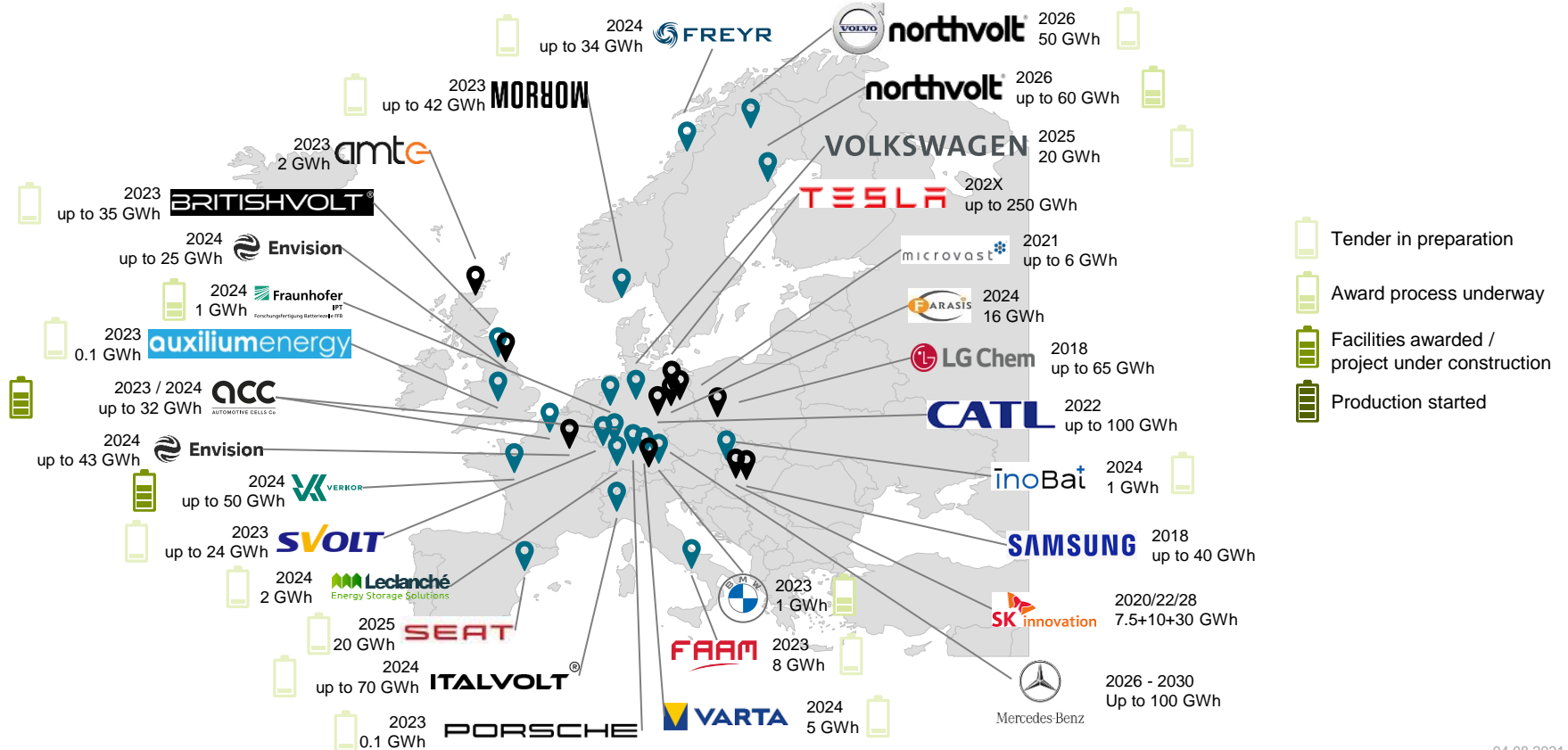
High synergies between solutions for automotive, electronics or medical technology industry

- » Production solutions for various components of the electric powertrain and automotive electronics
- » Also applicable for manufacture of comparable products for other focus industries



PRODUCTION CAPACITIES OF LITHIUM-ION BATTERIES IN EUROPE

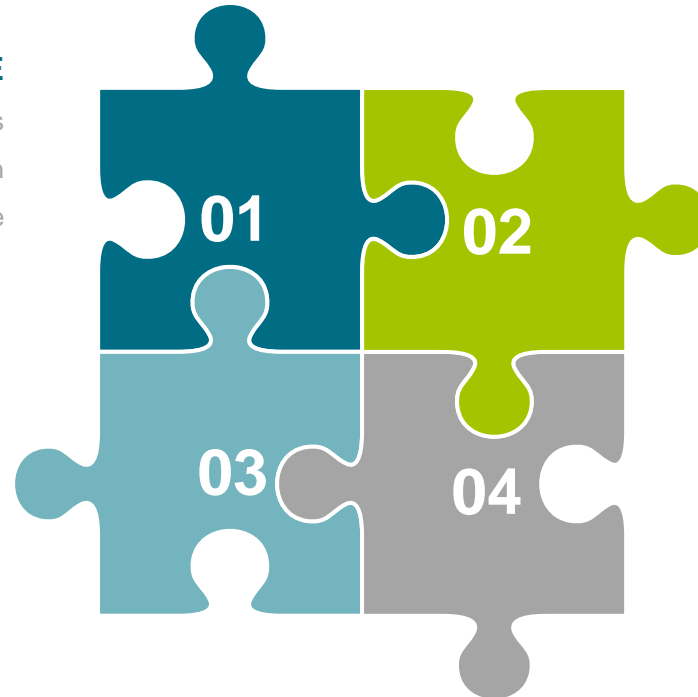
📍 Projects with Manz participation (directly or via partner network) / approx. 50 % of all projects based on total capacity



STRATEGIC FOCUS

ENERGY STORAGE

Establishment as Europe's leading process integrator with technology-leading position in the field of energy storage



INORGANIC GROWTH

Further development of the technology portfolio through targeted acquisitions

DIGITAL TRANSFORMATION

Increase of competitiveness and customer benefit through process data analysis to optimize production costs, quality and safety

MODULAR EQUIPMENT DESIGN

Increased profitability through expansion of modular machine concepts



OUTLOOK
2021

ORDER INTAKE AND ORDER BACKLOG BY SEGMENT

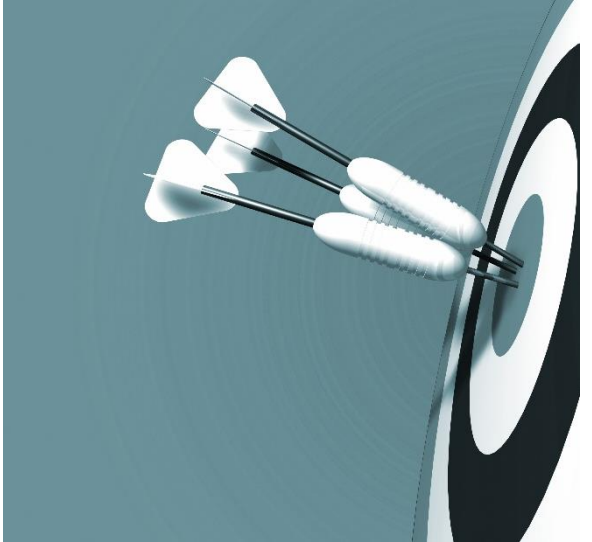
Order intake

in EUR million	6M/2021	6M/2020	Change in %
Solar	0.3	0.7	-56.2
Electronics	51.8	44.0	+17.6
Energy Storage	47.8	47.8	+0.1
Contract Manufacturing	13.9	22.3	-37.8
Service	10.5	9.4	+11.2
Total Group	124.2	124.2	+0.0

Order backlog

in EUR million	6M/2021	6M/2020	Change in %
Solar	27.9	43.8	-36.4
Electronics	47.7	44.7	+6.8
Energy Storage	110.5	73.4	+50.5
Contract Manufacturing	5.1	5.7	-9.7
Service	-	-	-
Total Group	191.1	167.5	+14.1

GUIDANCE 2021



- » Slight to moderate increase in revenues compared to 2020
- » EBITDA margin in the upper positive single-digit percentage range
- » EBIT margin in the low to mid positive single-digit percentage range

- » Forecast includes positive one-off effect from the disposal of the shares in Talus Manufacturing Ltd.
- » Forecast also continues to assume that the COVID-19 pandemic will not have an additional negative impact on the development of our business

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