

ENGINEERING
TOMORROW'S
PRODUCTION

MAY 09, 2023 – MARTIN DRASCH, CEO / MANFRED HOCHLEITNER, CFO

FINANCIAL FIGURES 3M 2023



HIGHLIGHTS 3M 2023

Industry Solutions

» Industrial Automation

- » Successful start of production at US-based OEM customer in the automotive sector
- » Successful SAT at Tier 1 customer for assembly line for cell contacting systems in Germany

» Electronics

- » High interest and new requests for quotation from Electronics industry for functional printing solutions
- » Approval of subsidy program from Taiwanese government for FOPLP copper plating tool will speed up development and increase competitiveness of Manz

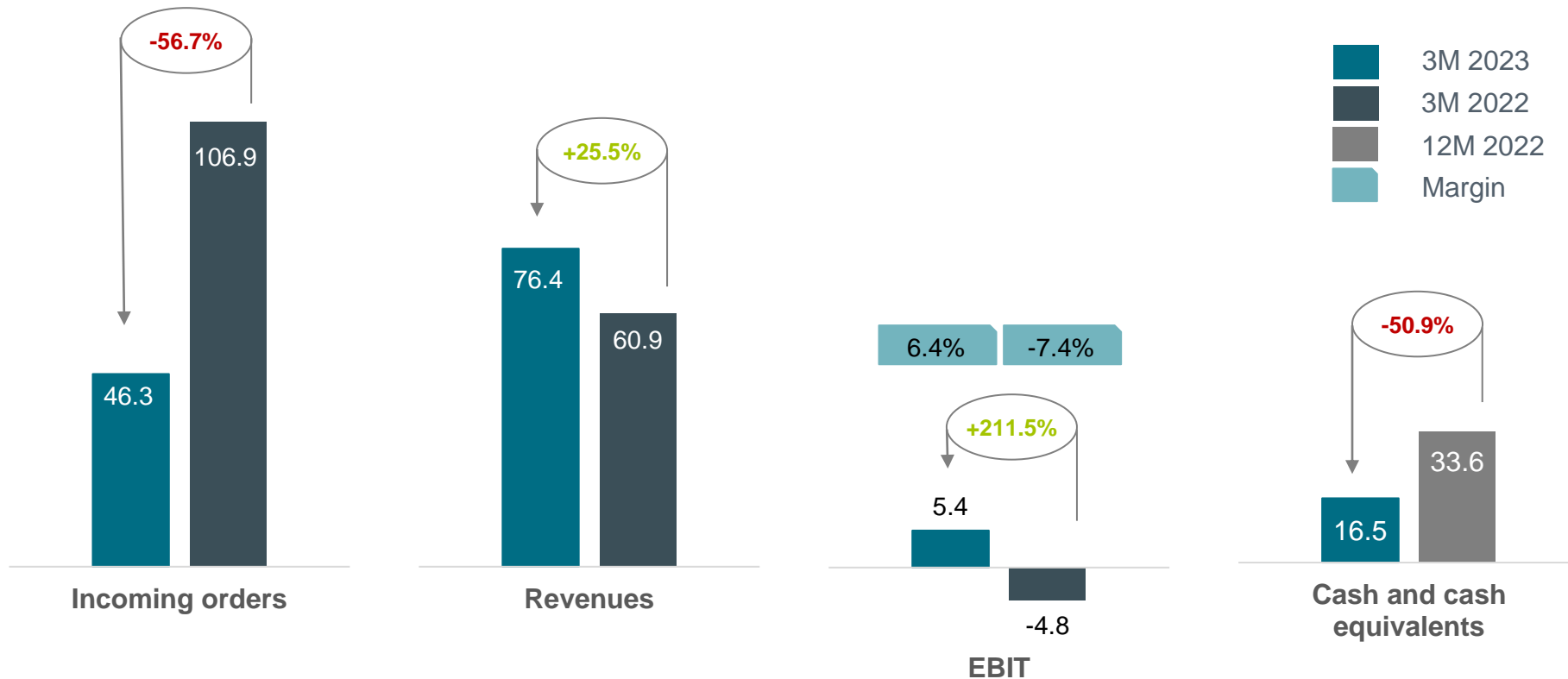
Mobility & Battery Solutions

- » Multi-million-euro order from Daimler Truck for battery production equipment
- » Swap of 40% stake in Customcells Tübingen GmbH for a 4.97% stake in Customcells Holding GmbH

KPI DEVELOPMENT 3M 2023 VERSUS 3M 2022

in EUR m

Revenue development on track – Cash position needs to be strengthened





FINANCIAL FIGURES 3M 2023

INCOME STATEMENT 3M 2023

In EUR m	3M/2023	3M/2022 *	Change in %
Revenues	76.4	60.9	+25.5
Total Operating Performance	84.4	65.4	+29.1
Other Operating Income	7.6	4.9	+55.2
Material Expenses	-48.6	-43.2	-12.4
Personnel Expenses	-22.1	-20.5	-7.9
Other Operating Expenses	-12.1	-8.3	-45.4
Result from investment using the equity method	-0.9	-0.2	-306.5
EBITDA	8.3	-2.0	+528.0
Amortization/Depreciation	-3.0	-2.9	-3.7
EBIT	5.4	-4.8	+211.5
EBT	4.9	-5.2	+195.6
Consolidated net profit	4.5	-5.5	+181.3

- » Growth in revenues of 25.5% 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
- » Decrease of material costs ratio in Q1 2023 due to reduction of external service providers and decrease of material costs in some projects
- » Increase of personnel expenses reflects increase of specialized staff for the further development of the battery technology
- » EBITDA of EUR 8.3 million corresponds to an EBITDA margin of 9.9% (previous year *: -3.0 %)
- » EBIT of EUR 5.4 million corresponds to EBIT margin of 6.4% (previous year *: -7.4 %)

SEGMENT MOBILITY & BATTERY SOLUTIONS

In EUR m	3M/2023	3M/2022	Change in %
Revenues	29.3	27.5	+6.8
EBIT	0.4	-5.5	+108.0

- » Growth in revenues of 6.8 % reflects overall positive development of battery business and shows good progress in individual customer projects
- » Solid order intake in recent months is cornerstone for achieving our ambitious targets
 - » Placement of order from Daimler Truck as part of strategic cooperation in the mid double-digit million-euro range
 - » Multi-million-euro order from ReneSys Energy Italia

SEGMENT INDUSTRY SOLUTIONS

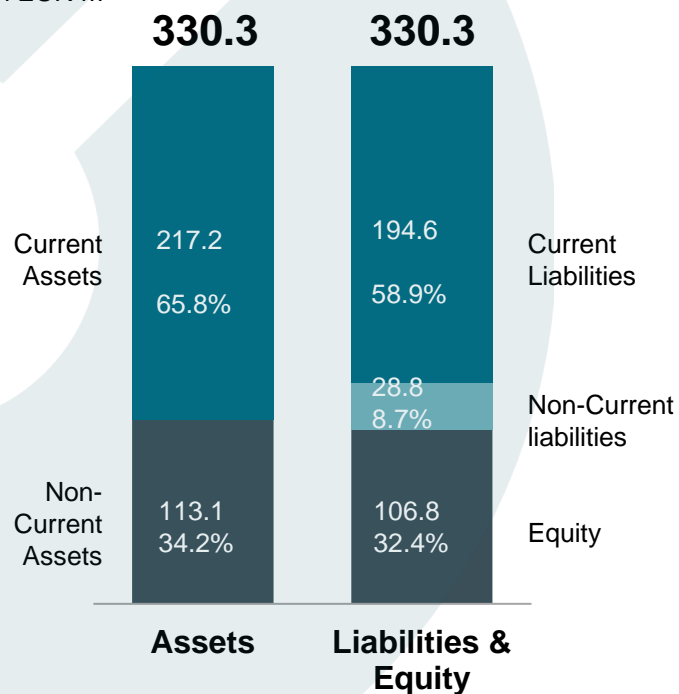
In EUR m	3M/2023	3M/2022*	Change in %
Revenues	47.1	33.4	+41.0
EBIT	4.9	0.7	+642.6

- » Significant year-on-year revenue growth of 41.0 % primarily attributable to the Industrial Automation business area
 - » Strong demand for highly integrated assembly solutions based on proven *LightAssembly* platform
 - » Efficient project execution of order from Ambient Photonics for production line for organic solar cells
- » Stable business in Electronics business area despite temporary weak market dynamics
- » Strong EBIT reflects successful execution of ongoing customer projects

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

BALANCE SHEET

In EUR m

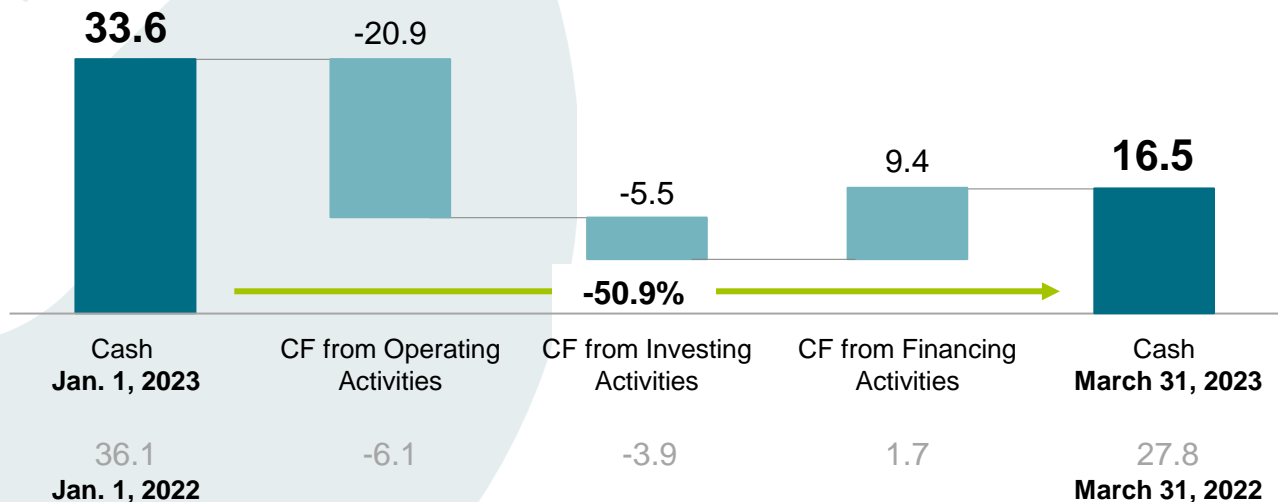


	Definition	March 31, 2023	Dec. 31, 2022	Change
Equity Ratio	Equity ÷ Balance sheet total	32.4%	29.7%	+2.7pp
Net Working Capital (in EUR m)	Current assets ./. Liquid funds ./. Non-interest-bearing current liabilities	53.7	30.1	+78.5%
Net Debt (in EUR m)	Interest bearing liabilities ./. Liquid funds	38.1	10.7	+257.2%

- » Decrease of balance sheet total to EUR 330.3 million as of March 31, 2023 (Dec. 31, 2022: EUR 344.8 million) mainly due to decrease in cash and cash equivalents
- » Increase of equity ratio to 32.4% (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 38.1 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
- » Decrease of Cash flow from investing activities results from a strategic investment
- » Increase of Cash flow from financing activities reflect increase of short term loans in 3 subsidiaries



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

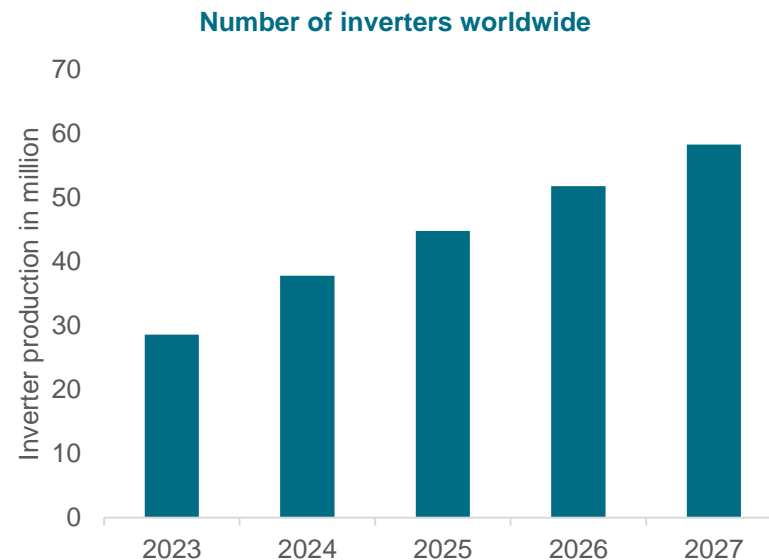
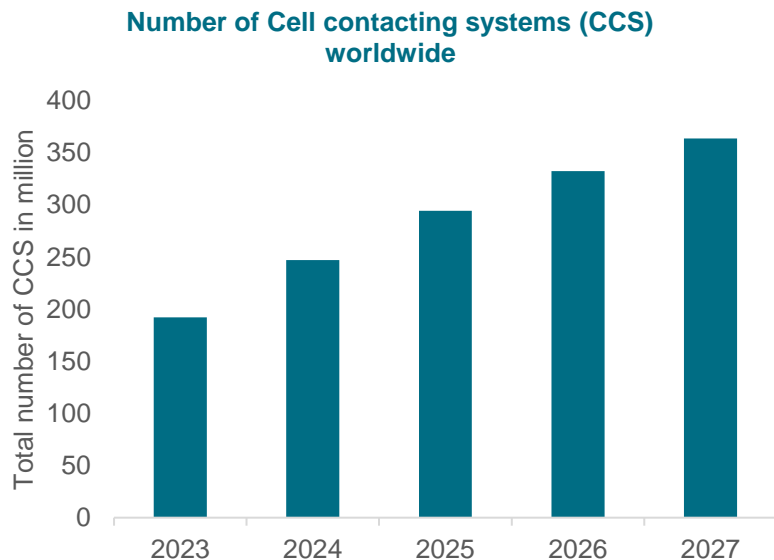
Keep pushing for **innovative technologies and businesses**

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
- » 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 DEVELOPMENT – EV COMPONENTS



- » Cell contacting systems are one central component of EVs: Depending on the size and capacity, several battery cells or modules are integrated in each EV and interconnected by cell contacting systems.
- » Inverters are an essential part of the electric powertrain: The number of inverters per vehicle depends on the number of engines.

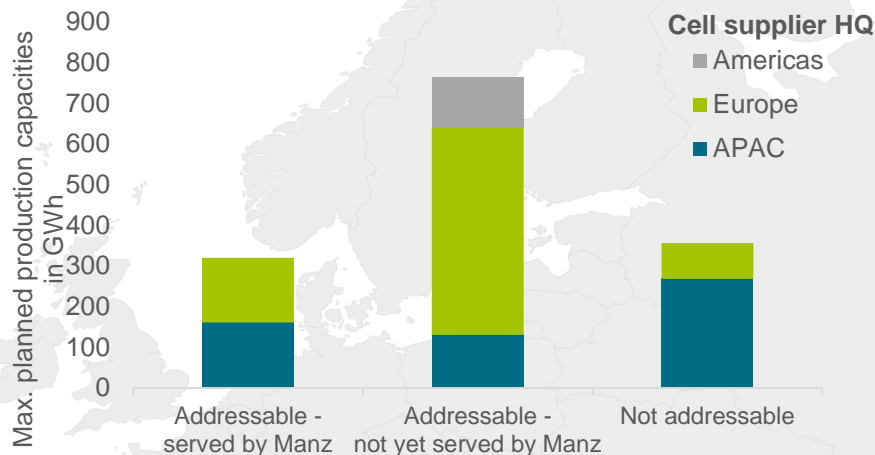
GROWTH POTENTIALS MOBILITY & BATTERY SOLUTIONS

- » 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 **standardized anchor products**
- » Growing **service business** share

PLANNED PRODUCTION EXPANSION FOR LI-ION BATTERY CELLS IN EUROPE

Total addressable market for Manz by origin of battery cell supplier (2023+)

Europe | up to 1,441 GWh (up to 46 projects)



- » Asian and European battery cell suppliers are dominating the landscape in Europe with approximately half of the total planned capacity coming from European battery cell suppliers
- » Germany is the largest market, accounting for approx. one third of total production capacities, followed by Spain (14%) and France (9%)
- » Several battery cell suppliers are prioritizing projects in North America vs. Europe (e.g., Freyr, Northvolt, Tesla, VW)

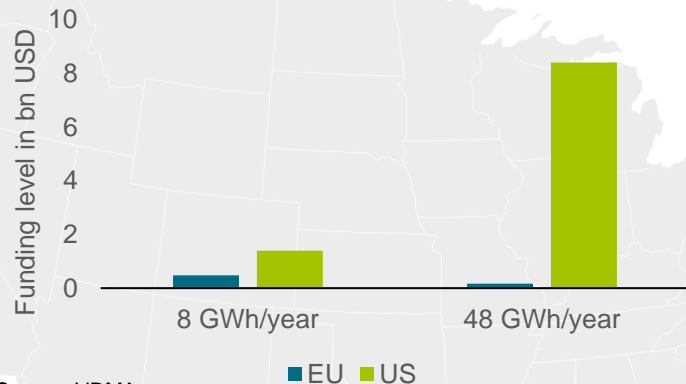
Legend

- Total announced annual maximum production capacities are shown
- Addressable – served by Manz: Market/projects addressable and served by Manz
- Addressable – not yet served by Manz: Reasons for not being served might include strategic decision, market development, schedule, utilization, price level, competitive situation
- Not addressable: Missing product approvals or special product formats by cell suppliers or special technologies (niche) or captive suppliers set

US IRA | OPPORTUNITIES AND RISKS FOR MANZ

Due to subsidies from the IRA, battery production with local added value is currently around 30 percent cheaper in the US than in Europe

Comparison of funding intensity for battery production lines of different sizes EU vs. US



Opportunities

Manufacturing location of production equipment not relevant for tax funding

10 years planning certainty

Extension of market share in the US

Manz well-positioned to serve customers in both markets (EU and US)

Risks

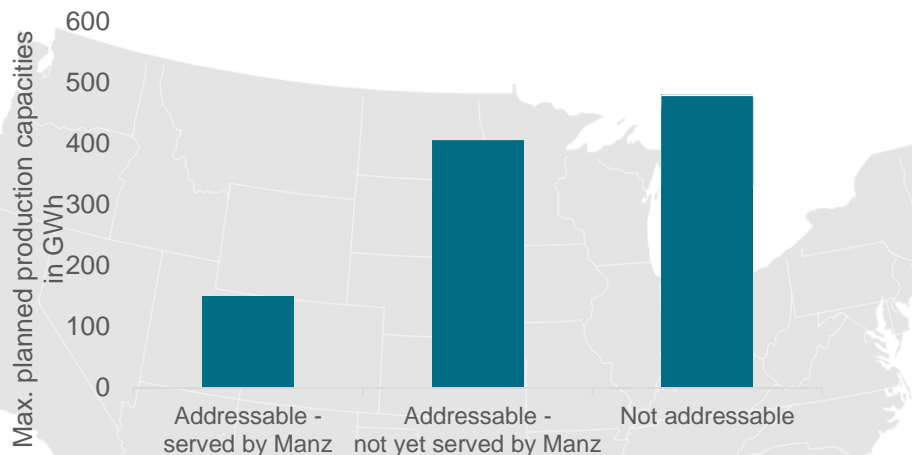
Potentially additional bureaucratic work needed, if Manz acts as subcontractor for US-based projects

Competitive disadvantage vs. American equipment suppliers ('buy American')

EXPECTED PRODUCTION EXPANSION FOR LI-ION BATTERY CELLS IN NAM

Total addressable market for Manz (2023+)

North America (NAM)



- » Market still highly dynamic – as shown by the announcements of various cell suppliers in the past weeks
- » From the currently announced annual max. production capacities of approx. 1 TWh, Manz expects an overall increase of approx. 15-20%
- » Manz aims to address several projects that are currently not yet served or not addressable, through the cooperation with Dürr and GROB

Legend

- Total annual maximum production capacities are shown
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ORDER INTAKE AND ORDER BACKLOG BY SEGMENT

Order intake

In EUR m	3M 2023	3M 2022	Change in %
Mobility & Battery Solutions	31.2	41.7	-25.1
Industry Solutions	15.1	65.2	-76.9
Total Group	46.3	106.9	-56.7

Order backlog

In EUR m	March 31, 2023	March 31, 2022	Change in %
Mobility & Battery Solutions	194.1	183.9	+5.6
Industry Solutions	112.6	89.3	+26.1
Total Group	306.7	273.2	+12.3

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

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