



# MANZ AG

## FINANCIAL FIGURES 3M/2018

ECKHARD HÖRNER-MARASS, CEO / HOLGER WANKO, VP FINANCE  
MAY 8, 2018

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# FINANCIAL FIGURES

in EUR million	3M/2018	3M/2017	Change in %
Group Revenues	86.1	47.6	+80.9 %
Gross Revenue	92.6	51.4	+80.2 %
Other Operating Income	1.5	35.6	-95.8 %
Cost of Materials	-64.8	-33.7	+92.3 %
Personnel Expenses	-19.2	-19.8	-3.0 %
Other Operating Expenses	-11.1	-10.4	-6.7 %
EBITDA	-0.9	23.2	n.a.
Amortization/Depreciation	-2.1	-3.1	-32.3 %
EBIT	-3.0	20.0	n.a.

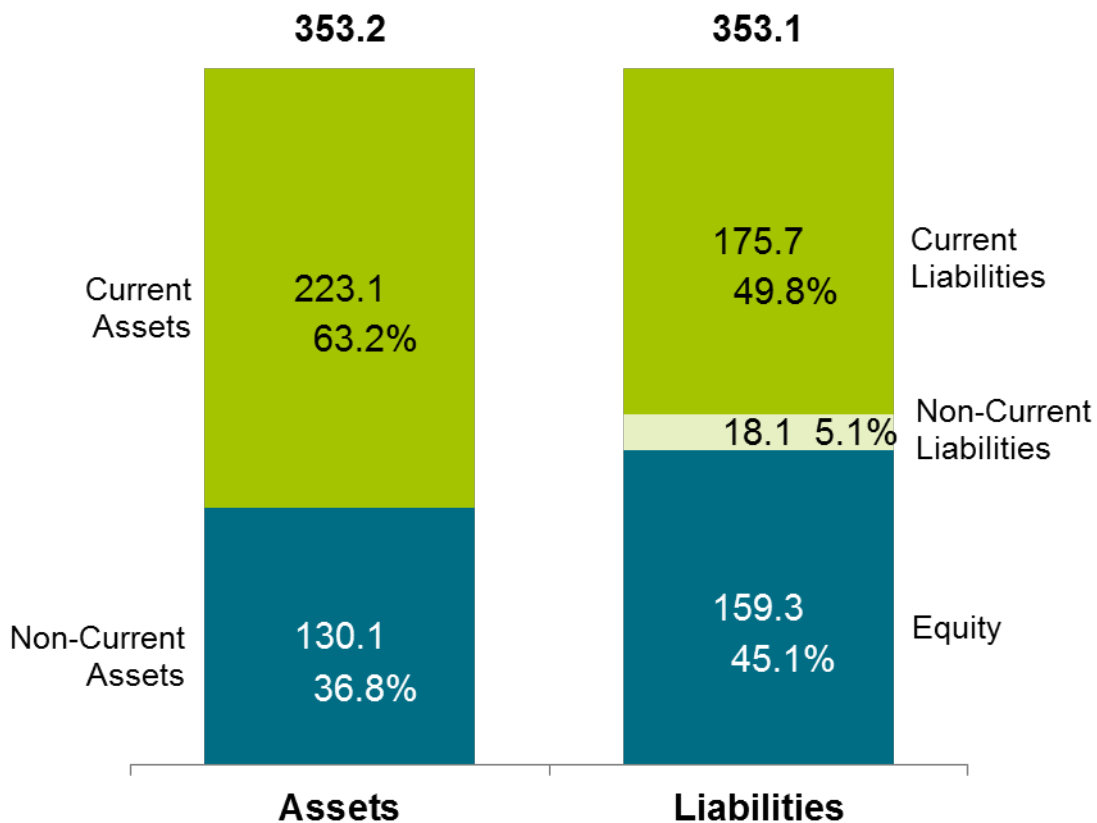
- Highest Q1 revenues in company history
- Improved personnel cost ratio of 20.7% (3M/2017: 38.5%) and OOE ratio of 12.0% (3M/2017: 20.2%)
- EBITDA and EBIT significantly improved compared to adjusted figures of previous year without one-time special effect of sale of former Manz CIGS Technology GmbH
  - EBITDA improved by EUR 8.3m (previous year adjusted: EUR -9.2m)
  - EBIT improved by EUR 8.5m (previous year adjusted: EUR -11.5m)

in EUR million	3M/2018	3M/2017
CF from Operating Activities	-8.8	1.0
CF from Investing Activities	-2.8	-3.6
Free CF	-11.6	-2.6
CF from Financial Activities	5.2	-0.6
Liquid Funds	65.8	53.3
Net Debt interest-bearing liabilities ./ liquid funds	-20.2	0.5
Net Working Capital current assets ./ liquid funds ./ non-interest-bearing current liabilities	22.5	101.5

- Free cash flow significantly influenced by processing of CIGS bulk orders
- Rise of liquid funds due to received down payment for CIGS bulk orders in January as well as increase of loans
- Decline of net debt: Increase of liquid funds due to down payments for CIGS orders
- Sharp decline of net working capital because of processing of CIGS orders

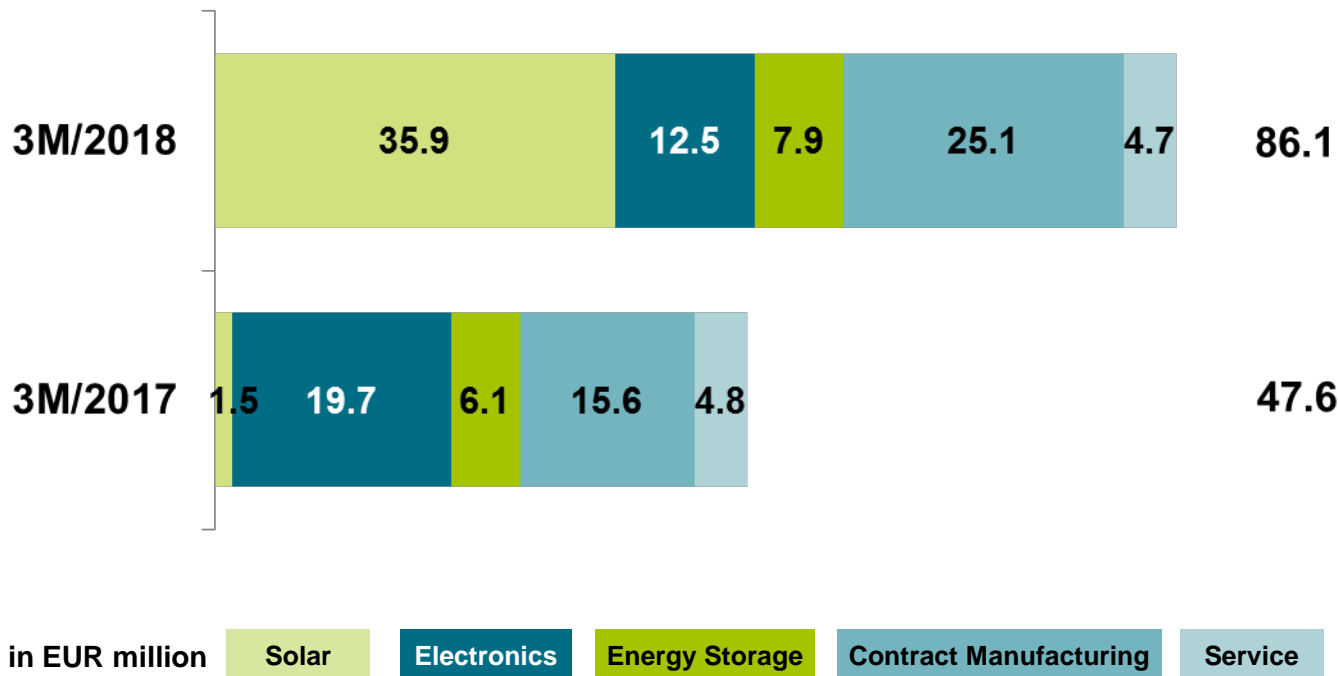
**BALANCE SHEET**

in EUR million



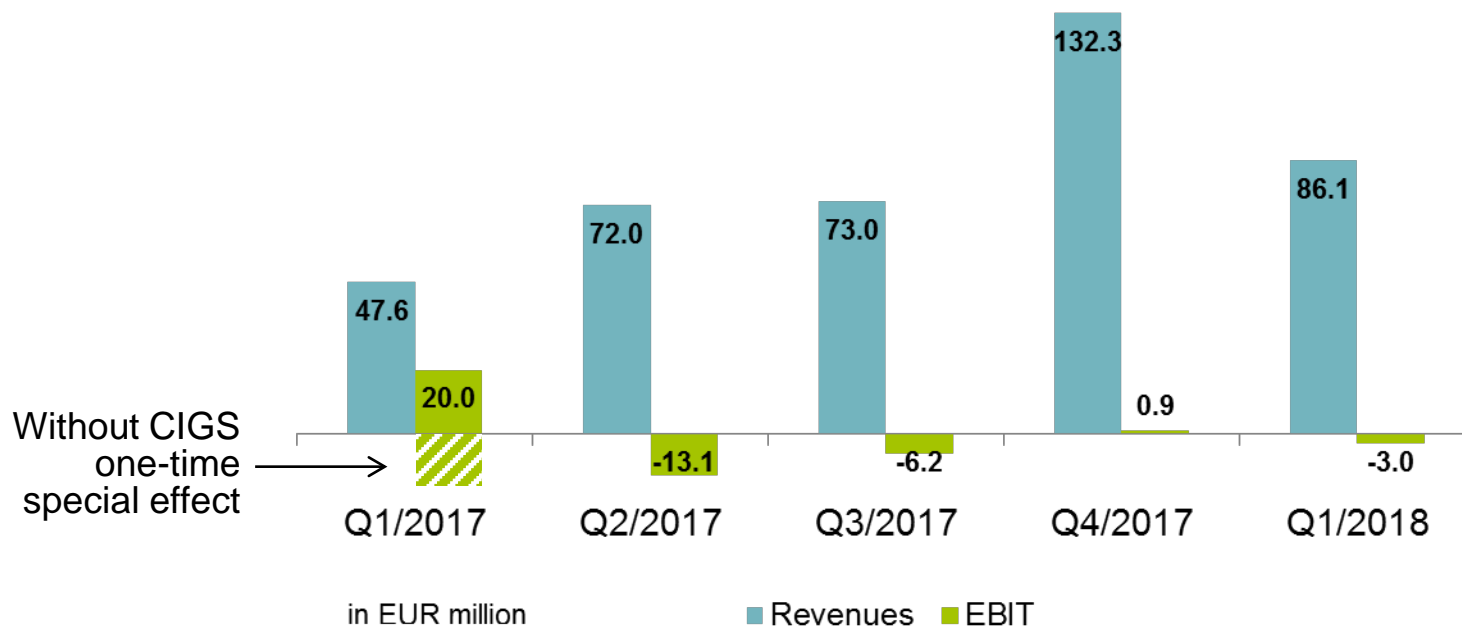
- Balance sheet total as of March 31, 2018 slightly decreased by 4.1 % compared to the end of 2017 (Dec 31, 2017: EUR 368.2m)
- Equity ratio with 45.1 % on good and stable level

# REVENUE DEVELOPMENT



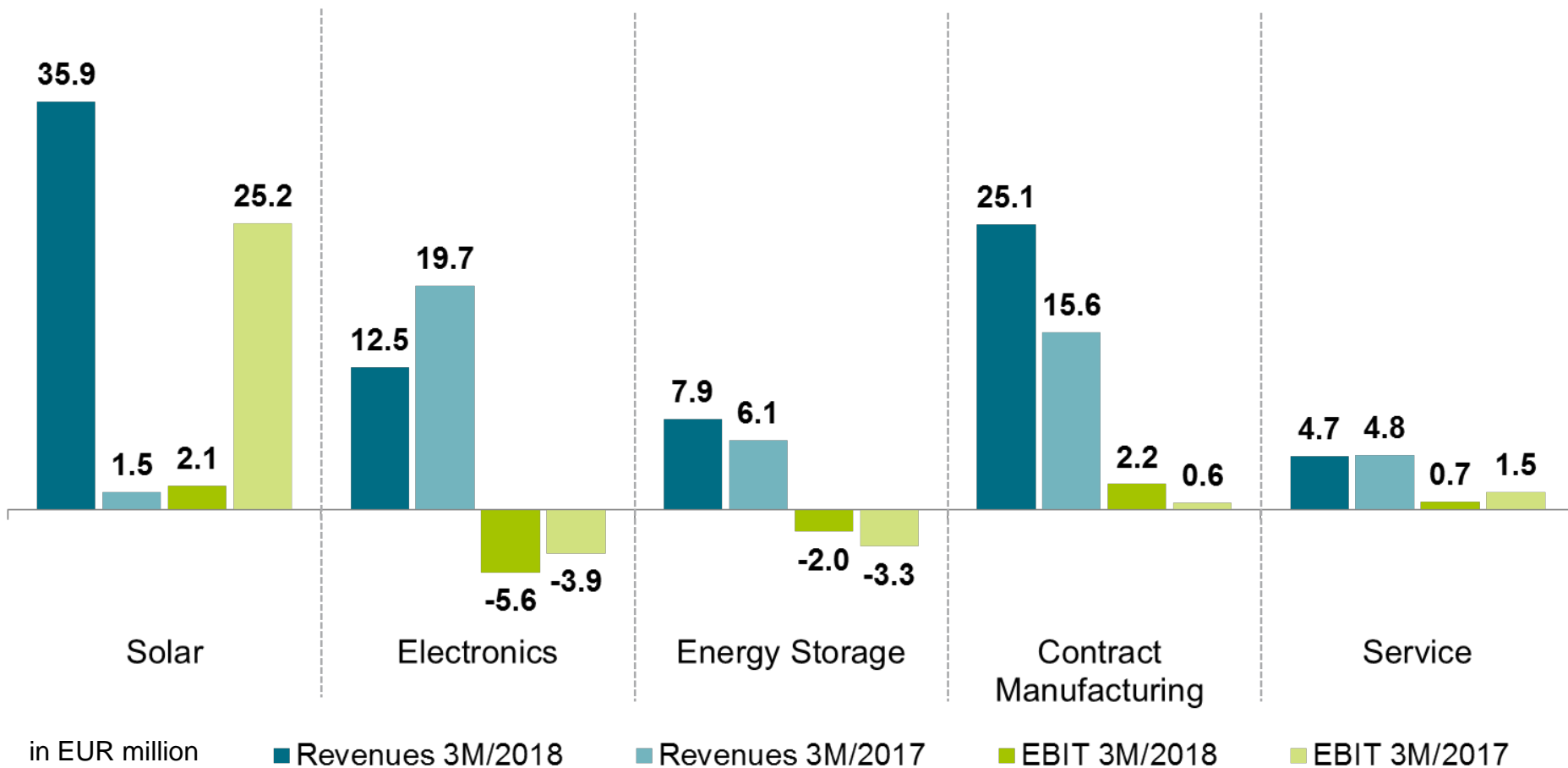
- Solar: Positive development driven by implementation of CIGS bulk orders
- Energy Storage: Sale of newly developed standard machines results in increased revenues
- Contract Manufacturing: High revenue level reflects successful business mainly of Talus Manufacturing in Taiwan but also with new customers

REVENUES & EBIT Q1/2017– Q1/2018 GROUP



- Positive development of operating business

REVENUES & EBIT 3M/2017 & 3M/2018 BY SEGMENT





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# SEGMENT STATUS

in EUR million		3M/2018	3M/2017	Change in %
Solar	Revenues	35.9	1.5	> 100.0 %
	EBIT	2.1	25.2	-91.7 %.



- Processing of major CIGS orders totaling EUR 263m within planned schedule
  - Up to now all milestones reached
  - In total EUR 130m advance payments already received
  
- Revenues and earnings developed as expected
  - EBIT of 2017 reflects one-time accounting effect of EUR 34.4m

in EUR million		3M/2018	3M/2017	Change in %
Electronics	Revenues	12.5	19.7	-36.5%
	EBIT	-5.6	-3.9	n.a.



- Development in Q1 within expectation
  - Good start to the year with orders totaling EUR 20m by existing customers of display industry
  - Previous year's figures characterized by bulk order
  
- EBIT affected by development of new standard products, automation and process modules as well as expansion of sales network
  
- Successful entry in further field within electrical vehicle powertrain
  - Major order in double-digit million euro range from Tier1 automotive supplier received in May

in EUR million		3M/2018	3M/2017	Change in %
Energy Storage	Revenues	7.9	6.1	29.5 %
	EBIT	-2.0	-3.3	n.a.



- Revenues according to plan over previous year's level; expected negative, but improved EBIT
- Strategic reorientation towards higher degree of standardization, new application areas and broader customer base shows first successes
  - Orders for newly developed standard machines by customers from power tools and automotive/e-mobility industries received in Q1

- High synergies between segments Energy Storage and Electronics

**ELECTRONIC DEVICES**

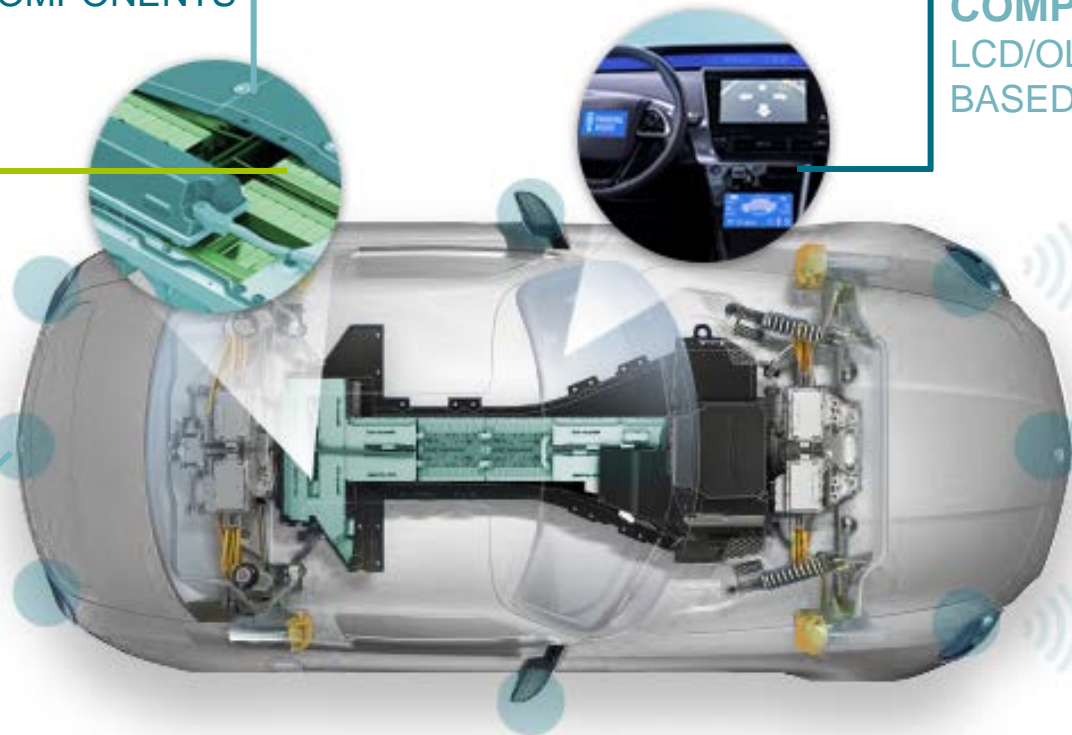
CELL CONTACTING  
SYSTEM & OTHER  
COMPONENTS

**ELECTRONIC  
COMPONENTS**

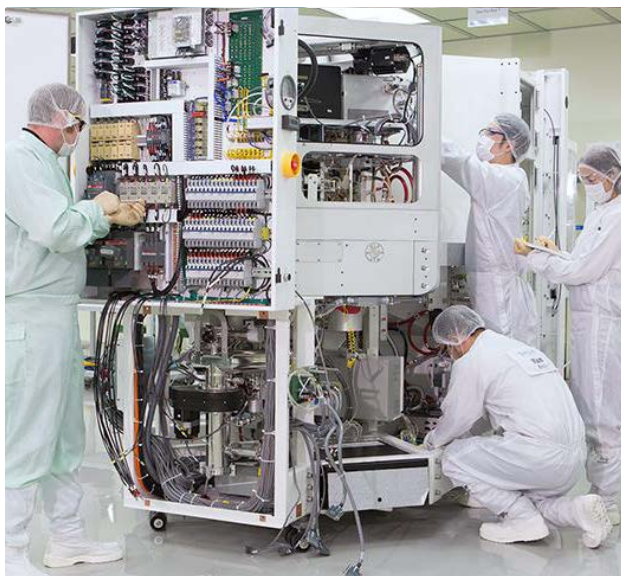
LCD/OLED/AMOLED  
BASED DISPLAYS

**ENERGY  
STORAGE**  
BATTERY CELLS &  
MODULES

**ELECTRONIC COMPONENTS**  
PCB'S AND IC'S FOR DECENTRALIZED  
INTELLIGENT UNITS (E.G. SENSORS)



in EUR million		3M/2018	3M/2017	Change in %
Contract Manufacturing	Revenues	25.1	15.6	60.9 %
	EBIT	2.2	0.6	266.7 %



- Positive contribution to revenues and earnings results from growth of Talus Manufacturing Ltd. and acquisition of new customers
- Loss of revenues caused by cable fire at Manz Taiwan (April 2, 2018) will effect Q2, but is supposed to be compensated throughout the whole year 2018
  - Expected damage in single-digit million Euro range mainly covered by insurance



in EUR million		3M/2018	3M/2017	Change in %
Service	Revenues	4.7	4.8	-2.1 %
	EBIT	0.7	1.5	-53.3 %



- Despite stable revenue development decrease in earnings due to shifts in product mix
- High EBIT margin of almost 30 % proves importance of service business to support future profitable growth of the company

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OUTLOOK



## ORDER INTAKE

in EUR million	3M/2018	3M/2017	Change in %
Solar	8.4	263.9	-96.8 %
Electronics	15.2	14.2	+7.0 %
Energy Storage	24.3	4.0	+507.5 %
Contract Manufacturing	39.8	10.6	+275.5 %
<b>Total</b>	<b>87.7</b>	<b>292.7</b>	<b>-70.1 %</b>

- Increase in order intake throughout all segments except Solar segment
  - ➔ Bulk orders for CIGS solar fabs in Q1/2017

## ORDER BACKLOG

in EUR million	31/03/2018	31/03/2017	Change in %
Solar	133.4	263.4	-49.4 %
Electronics	37.3	34.8	+7.2 %
Energy Storage	27.8	9.0	+208.9 %
Contract Manufacturing	27.9	12.6	+121.4 %
<b>Total</b>	<b>226.4</b>	<b>319.8</b>	<b>-29.2 %</b>

- Processing of CIGS orders on track
- Solid order backlog in all other segments due to positive development of order intake



## **GUIDANCE 2018**

**Increase in revenues of 10 % to 14 %  
and slightly positive EBIT excluding  
special effects**

**THANKS**

**THANK YOU  
VERY MUCH FOR  
YOUR ATTENTION!**

**CONTACT**

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