



FINANCIAL FIGURES 3M 2021

Martin Drasch, CEO / Manfred Hochleitner, CFO

May 4, 2021



FINANCIAL
FIGURES
3M/2021

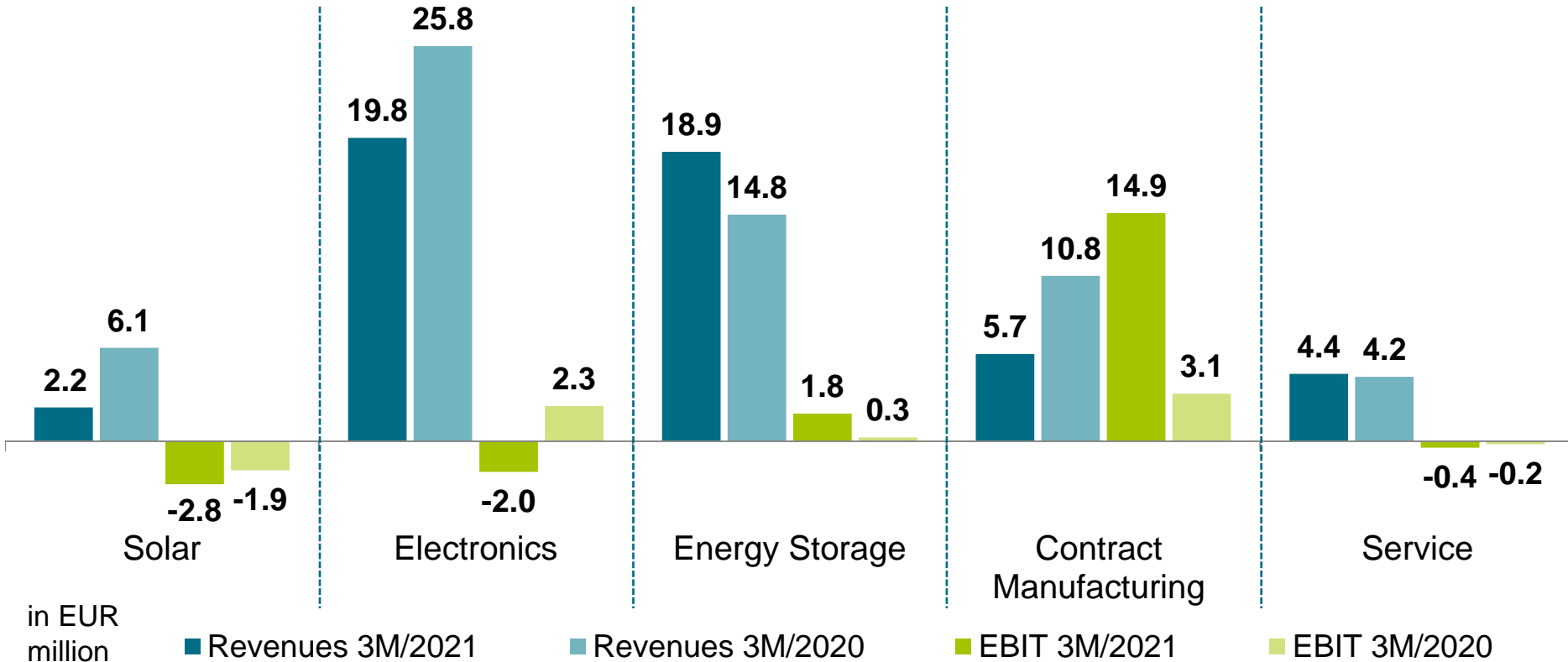
INCOME STATEMENT 3M/2021

in EUR million	3M/2021	3M/2020	Change in %
Revenues	50.9	61.6	-17.4
Total Operating Performance	53.8	63.3	-15.0
Other Operating Income	17.4	1.4	+1,171.9
Cost of Materials	-29.5	-33.9	-13.0
Personnel Expenses	-19.4	-18.9	+2.7
Other Operating Expenses	-8.1	-7.6	+6.2
Share of profit/loss of associates	-0.4	2.6	-101.6
EBITDA	14.3	6.9	+106.8
Amortization/Depreciation	-2.8	-3.4	-16.6
EBIT	11.5	3.5	+223.5
EBT	10.9	3.0	+266.4
Consolidated net profit	10.3	1.6	+532.7

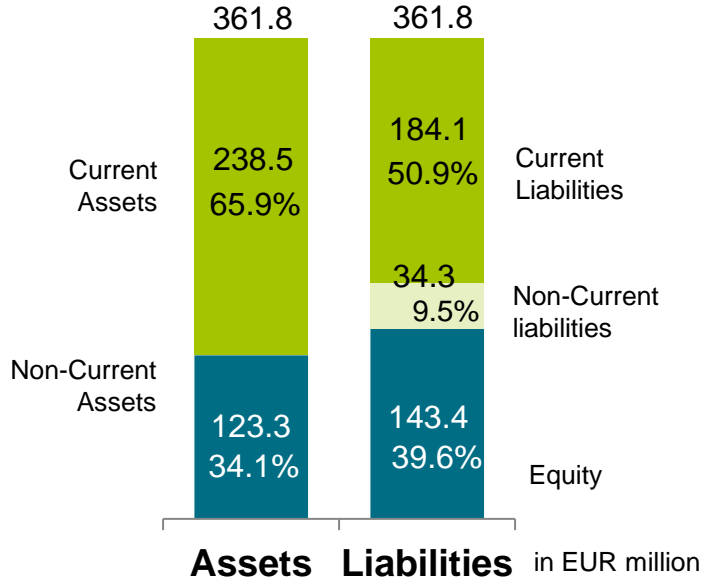
» Revenues decreased by 17.4 % due to further revenue shifts in the solar segment, challenging market conditions in the display business and the ongoing impact of the Covid-19 pandemic

» Significant increase in EBITDA and EBIT reflect positive contribution of Energy Storage and Contract Manufacturing segment

REVENUES & EBIT 3M/2021 & 3M/2020 BY SEGMENT



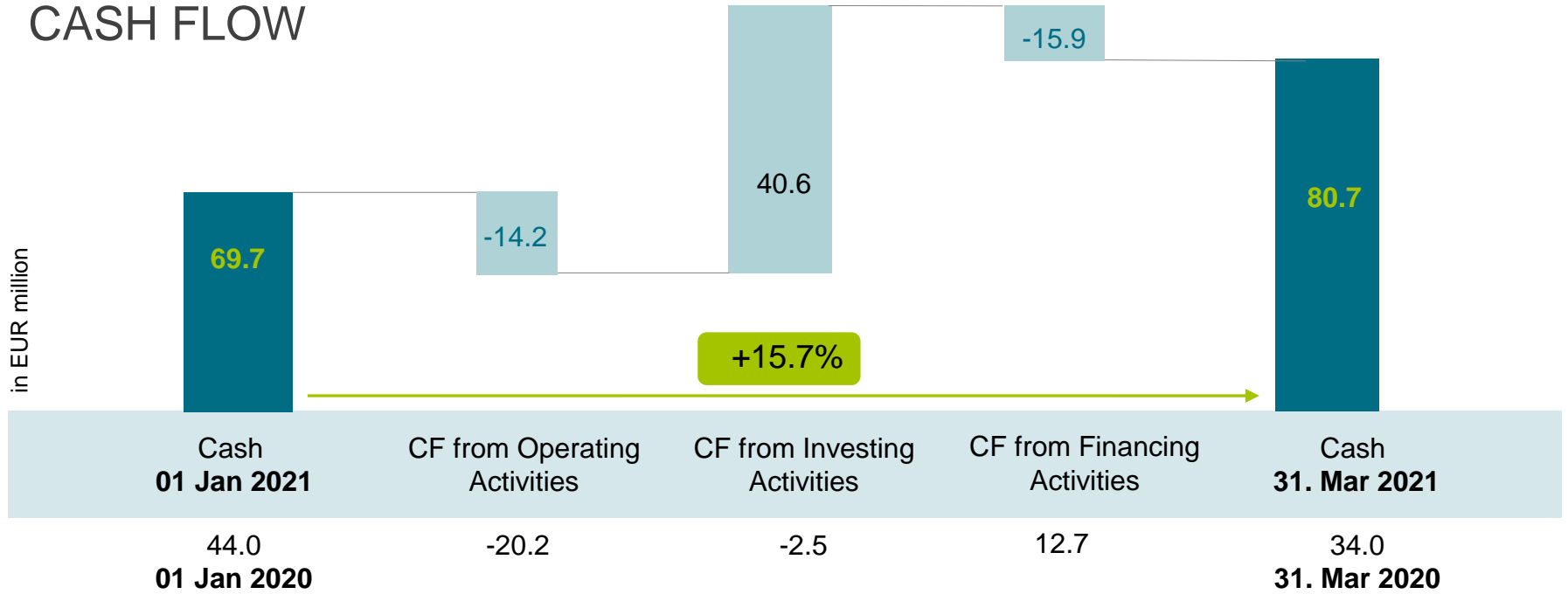
BALANCE SHEET



	Definition	Mar. 30, 2021	Dec. 31, 2020	Change
Equity Ratio	Equity ÷ Balance sheet total	39.6%	36.7%	+2.9%
Net Working Capital (in EUR million)	Current assets ./. Liquid funds ./. Non-interest-bearing current liabilities	30.4	48.1	-17.7
Net Debt (in EUR million)	Interest bearing liabilities ./. Liquid funds	-18.5	7.2	-25.8

- » Balance sheet total as of March 31, 2021, increased slightly by 1.1% to EUR 361.8m (Dec. 31, 2020: EUR 357.9m)
- » Decrease of net working capital as a result of reduction in assets held for sale
- » Decrease of net debt mainly because of increase of cash and cash equivalents and decrease of short-term financial liabilities in Taiwan due to completion of Talus transaction

CASH FLOW



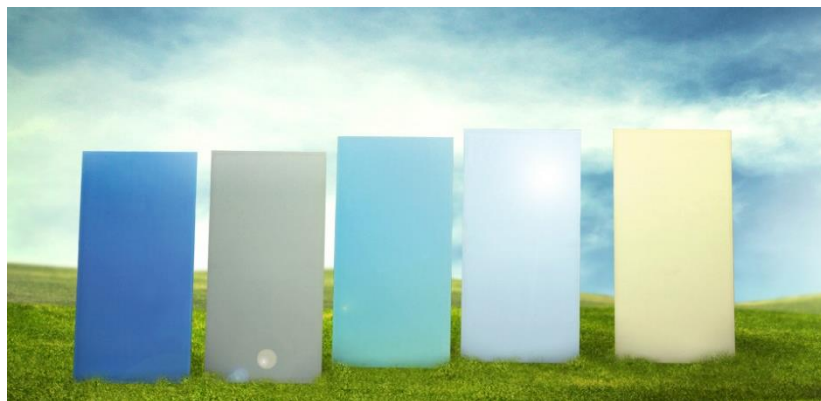
- » Decrease of Cash flow from operating activities largely determined by increase in contract assets as a result of further progress in projects.
- » Increase of Cash flow from investing activities results from the sale of the shares in Talus Manufacturing Ltd.



SEGMENT
STATUS
3M/2021

SEGMENT SOLAR

in EUR million		3M/2021	3M/2020	Change in %
Solar	Revenues	2.2	6.1	-64.0
	EBIT	-2.8	-1.9	-50.8

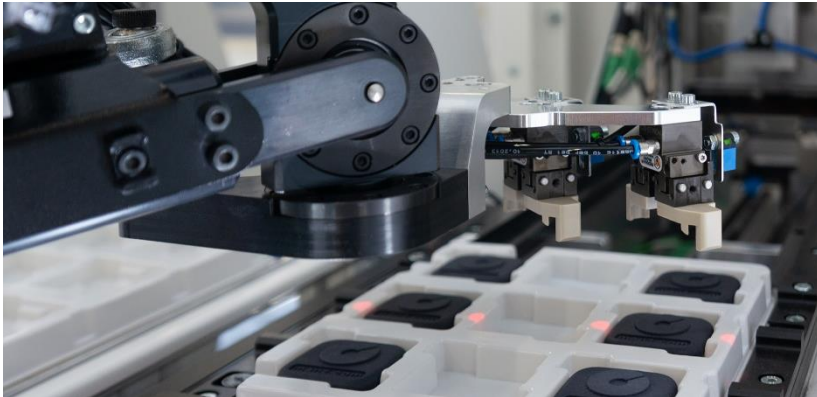


- » CIGS projects are currently suspended because of construction works caused by the customer
 - » Temporary interruption and a continuation of the orders in the course of 2021 is expected

- » Segment revenues as well as EBIT below the original expectation

SEGMENT ELECTRONICS

in EUR million		3M/2021	3M/2020	Change in %
Electronics	Revenues	19.8	25.8	-23.3
	EBIT	-2.0	2.3	-185.0



- » Decline in revenues of around 20 % due to the declining business in Asia for production equipment for the manufacture of displays
- » Strong decline in earnings reflect project-related additional expenses due to aggravated overall circumstances during the final acceptance of the equipment for cell contacting systems as well as declining display business in Asia

SEGMENT ENERGY STORAGE

in EUR million		3M/2021	3M/2020	Change in %
Energy Storage	Revenues	18.9	14.8	+27.8
	EBIT	1.8	0.3	+599.2



- » 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		3M/2021	3M/2020	Change in %
Contract Manufacturing	Revenues	5.7	10.8	-47.5
	EBIT	14.9	3.1	+375.7



- » Decline in revenues reflects realignment of customer base at the Slovakia site
- » Strong EBIT contribution includes positive one-off effect from the disposal of the shares in Talus Manufacturing Ltd.

SEGMENT SERVICE

in EUR million		3M/2021	3M/2020	Change in %
Service	Revenues	4.4	4.2	+4.0
	EBIT	-0.4	-0.2	-73.1



- » Revenues and EBIT more or less on previous years' level
- » Development was below expectations mainly due to a reduced machine base and price competition



OUTLOOK
2021

ORDER INTAKE AND ORDER BACKLOG BY SEGMENT

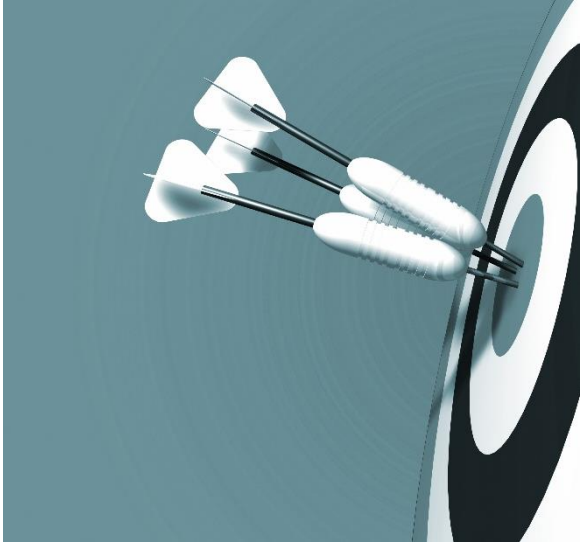
Order intake

in EUR million	3M/2021	3M/2020	Change in %
Solar	0.1	0.2	-78.5
Electronics	16.9	14.5	+16.9
Energy Storage	11.9	10.8	+10.0
Contract Manufacturing	8.9	15.5	-42.2
Service	4.4	4.2	+4.0
Total Group	42.2	45.2	-6.7

Order backlog

in EUR million	3M/2021	3M/2020	Change in %
Solar	28.4	47.0	-39.6
Electronics	42.9	41.4	+3.8
Energy Storage	90.7	52.8	+71.9
Contract Manufacturing	8.1	11.6	-30.5
Service	-	-	-
Total Group	170.1	152.8	+11.4

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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