

Manz Automation AG

Conference Call

November 8th, 2010

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- ⇒ **Break of the economic trend has been reached.**
Fast growth in revenue.
Still loss in 3rd quarter due to poor pricing as a result of the financial crisis.
- ⇒ Customers continue to invest in capacity expansion and replacement of old equipment
- ⇒ Very strong order momentum in Asia
- ⇒ Investments in thin film solar also restarted after almost 2 years
- ⇒ Order backlog at EUR 125 million
- ⇒ Good prospects for each business unit
- ⇒ High capacity utilization

⇒ **Business Unit “Solar”:**

- High demand for cSi products.
Manz was able to win several new customers for Automation and Backend in China, Korea and India
- One Step Selective Emitter Laser-Tool very successfully introduced to the market.
Manz managed to win very important customers due to demonstration of real efficiency gain
- First Backend-Lines have been successfully installed at customers in China
- Significant stimulation of the tfs business.
New orders for laser scribes and fab automation from Germany, China, Taiwan and the US
- Very promising talks with potential customers for the CIGSfab. Good progress in the development of the machines



- ⇒ **Business Unit “FPD”:**
- High demand for touch panel applications, many new factories are built up right now in China
 - New projects in Taiwan and in China for tft lcd monitors and TV sets
 - Very high utilization of our manufacturing sites in Taiwan and China for wet chemistry tools

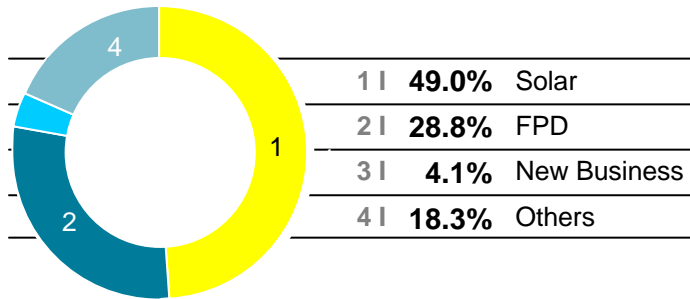
- ⇒ **Business Unit “New Business”:**
- High interest in our products for Li-Ion in Asia
 - Ongoing participation in R&D projects
 - New project with Daimler for battery assembly line
 - New project for cell manufacturing equipment for pilot line at German Research Institute

- ⇒ **Business Unit “Others”:**
- Many orders for tools for the production of PCB and packaging materials
 - Very high utilization of our Slovakia plant with OEM business



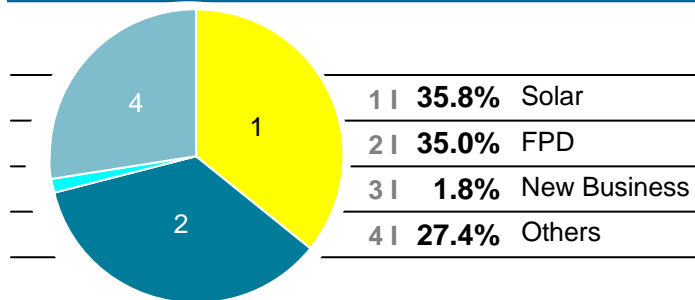
>> **FINANCE**

Order Backlog: €125.4m as of 10/31/2010



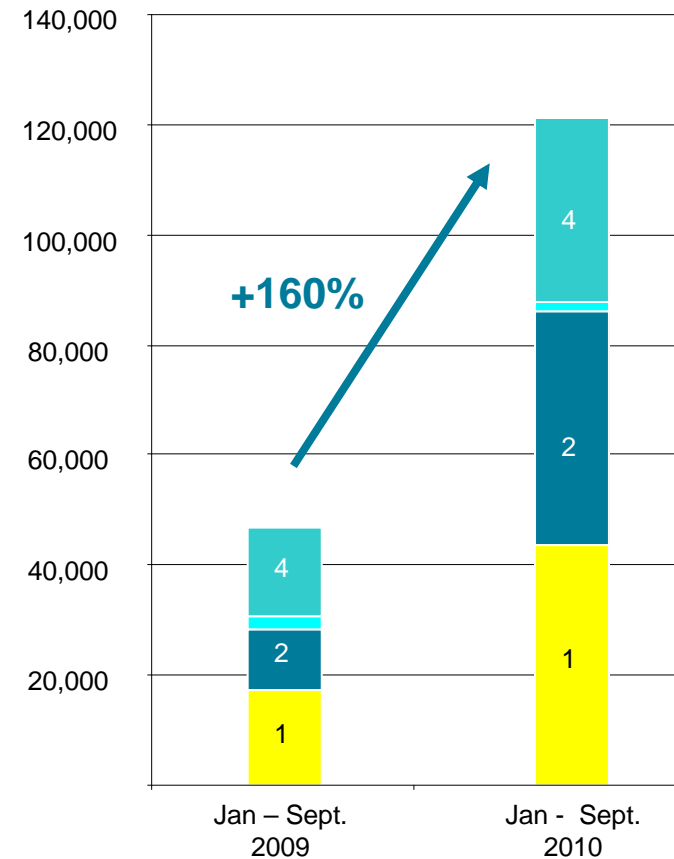
Revenues by business units

as of 09/30/2010



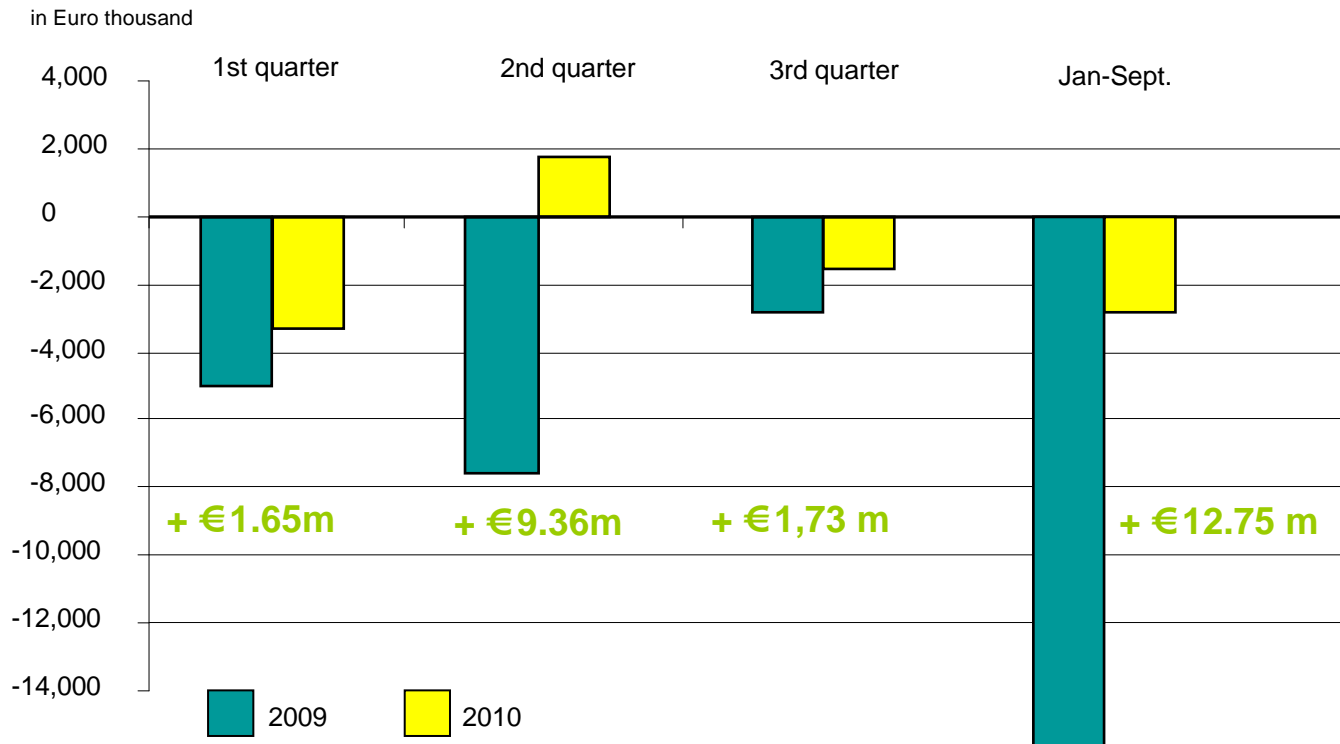
Revenues by business units

in Euro thousand



1 | Solar 2 | FPD 3 | New Business 4 | Others

⇒ 3rd quarter with a negative EBIT of € 1,80m



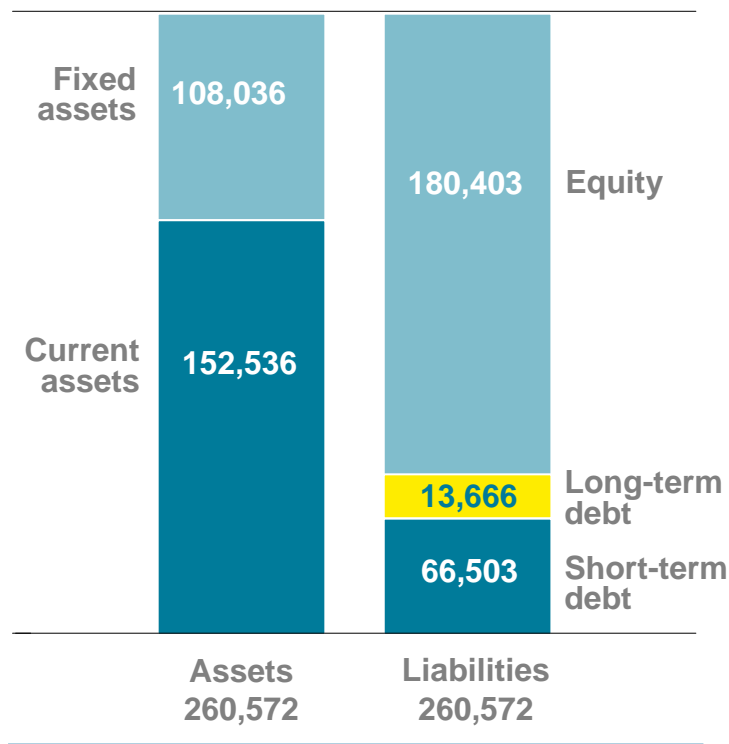
- ⇒ Loss in the 3rd quarter arising out of the poor pricing situation beginning of 2010
- ⇒ Improved pricing situation of newly received orders and cost reduction will help to improve the margin in the 4th quarter and in 2010

>> Confidence to reach positive EBIT for full fiscal 2010

in Euro thousand	Jan. 1 – Sep 30 2010	Jan. 1 – Sep 30 2009
Revenues	121,323	46,732
Total operating revenue	132,596	59,142
Cost of materials	79,135	35,210
Personnel expenses	36,126	27,819
Other expenses	17,554	15,294
EBIT	-3,342	-16,091
EBT	-3,098	-14,394
Net income for the period	-1,572	-11,528

- ⇒ Revenues rose by 160% to € 121.3m in 2010 (previous year: € 49.7m) reflecting the strong growing business
- ⇒ Total operating revenue more than doubled to € 132.6m compared to € 59.1m in 2009
- ⇒ Material cost ratio increased to 59.7% (previous year: 59.5%) as a result of the poor price situation beginning of the year
- ⇒ Personnel cost ratio decreased from 47.0% to 27.2% due to the improved capacity utilization
- ⇒ EBIT is at € -3.3m (previous year: € -16.0m)
- ⇒ EBT of € -3.1m compared to € -14.4m last year

in Euro thousand



- ⇒ Equity is stable at € 179.3m compared to € 179.0m end of 2009. We have a strong Equity Ratio of 69,3%
- ⇒ Short-term liabilities increased from € 35.9m to € 66.7m due to the increasing business.
- ⇒ Accounts payable increased from € 14.2m to € 45.8m as a result of the growing turnover and more material purchased
- ⇒ Fixed assets increased from € 66.7m to € 108.0m due to CIGS License from Würth and intensified R&D
- ⇒ Current assets decreased from € 160.0m to € 151.1m as a result of the lower cash position

in Euro thousand	As of Sept 30 2010	As of Sept 30 2009
Cash flow from operating activities	-5,822	-4,406
Cash flow from investing activity	-19,931	1,135
Cash flow from financing activity	0,930	-5,407
Cash and cash equivalents	34,993	25,109

- ⇒ Operating cash flow is negative due to higher working capital caused by the growing business
- ⇒ Investment in CIGS license is the reason for the negative cash flow from investments
- ⇒ The cash flow from financing activity hasn't changed
- ⇒ Cash and cash equivalents is at € 34.9m compared to € 25.1m last year
- ⇒ Net cash at the end of 3rd Quarter is more than € 37m

Manz will continue its positive development in turnover.
Improvement of margin due to higher sales prices and cost reduction.

Positioning as a leading supplier of integrated production equipment for the Solar, FPD and Li-Ion battery industry

Manz has developed the latest technologies in solar machines which will expand our market leading position

Through licensing of the Würth Solar know-how and patents, there is a great chance to become the world's leading supplier of turn-key production lines for thin-film solar modules

The straight use of our low cost facilities in Eastern Europe, Taiwan and China gives us the ability to increase the margins – even with declining sales prices

>> **Guidance for full fiscal year 2010:**

- **We will reach at least revenues €170-175m for the full year 2010**
- **Confidence from management for a balanced result (EBIT) for the whole fiscal year**

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Shareholder Structure as of November 8, 2010

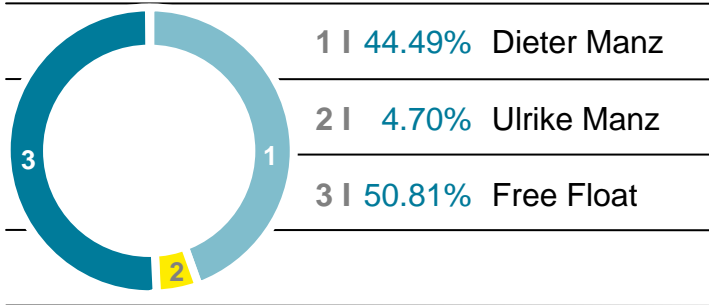


Chart as of November 10, 2010 [in Euro]

