



# FINANCIAL FIGURES 9M/2020

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November 3, 2020



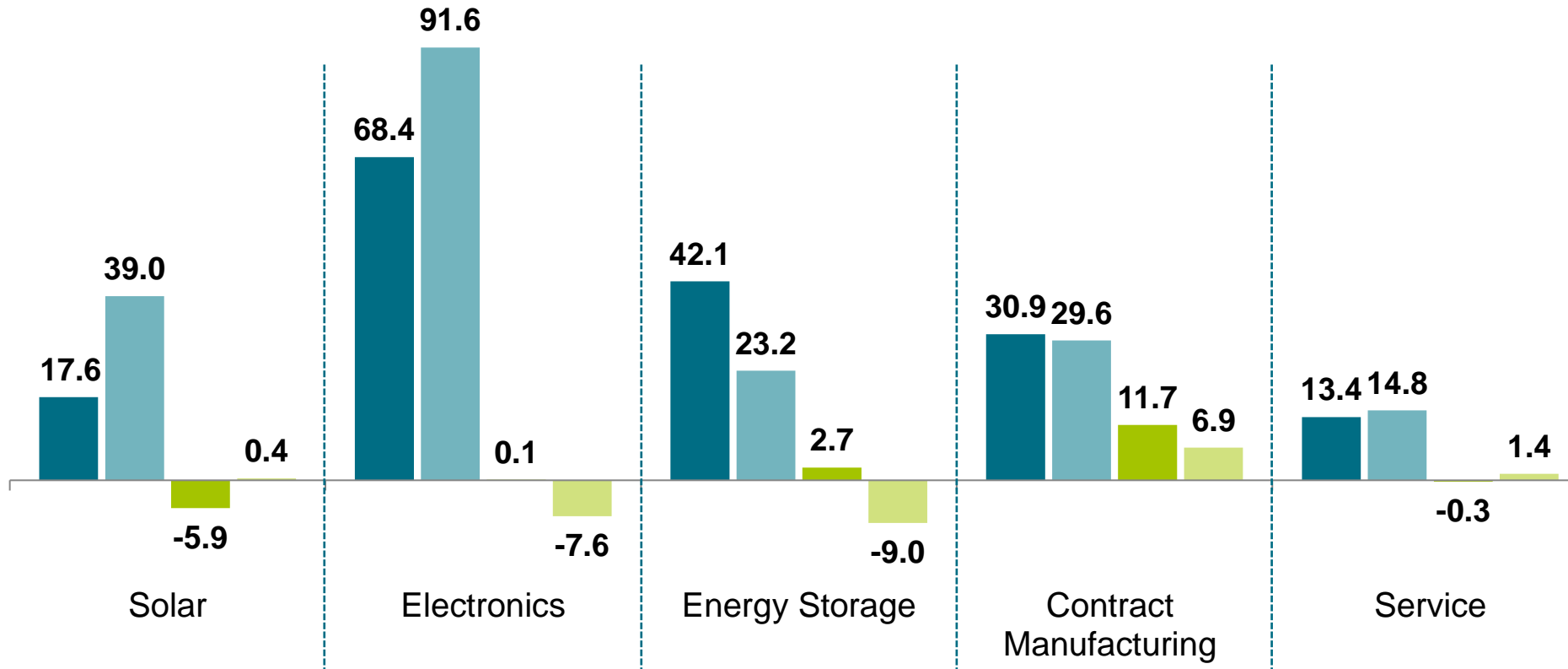
FINANCIAL  
FIGURES  
9M/2020

# INCOME STATEMENT 9M 2020

in EUR million	9M/2020	9M/2019	Change in %
Revenues	172.4	198.2	-13.0
Total Operating Performance	176.0	201.8	-12.8
Other Operating Income	4.6	6.3	-27.2
Cost of Materials	-96.3	-126.4	-23.8
Personnel Expenses	-54.0	-54.8	-1.4
Other Operating Expenses	-22.0	-26.3	-16.5
Share of profit/loss of associates	9.3	5.1	+82.8
EBITDA	17.6	5.8	+205.5
Amortization/Depreciation	-9.4	-13.4	-30.4
EBIT	8.2	-7.7	+207.0
EBT	6.4	-9.6	+167.2
Consolidated net profit	4.0	-11.4	+135.6

- » 9M revenues below original expectations due to the impact of the Covid-19 pandemic
- » Significant increase in EBITDA and EBIT in an economically challenging environment

# REVENUES & EBIT 9M/2020 & 9M/2019 BY SEGMENT



in EUR million

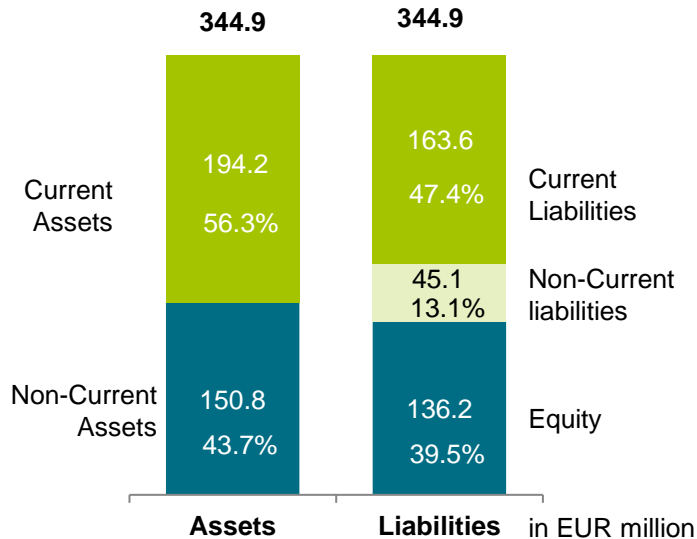
■ Revenues 9M/2020

■ Revenues 9M/2019

■ EBIT 9M/2020

■ EBIT 9M/2019

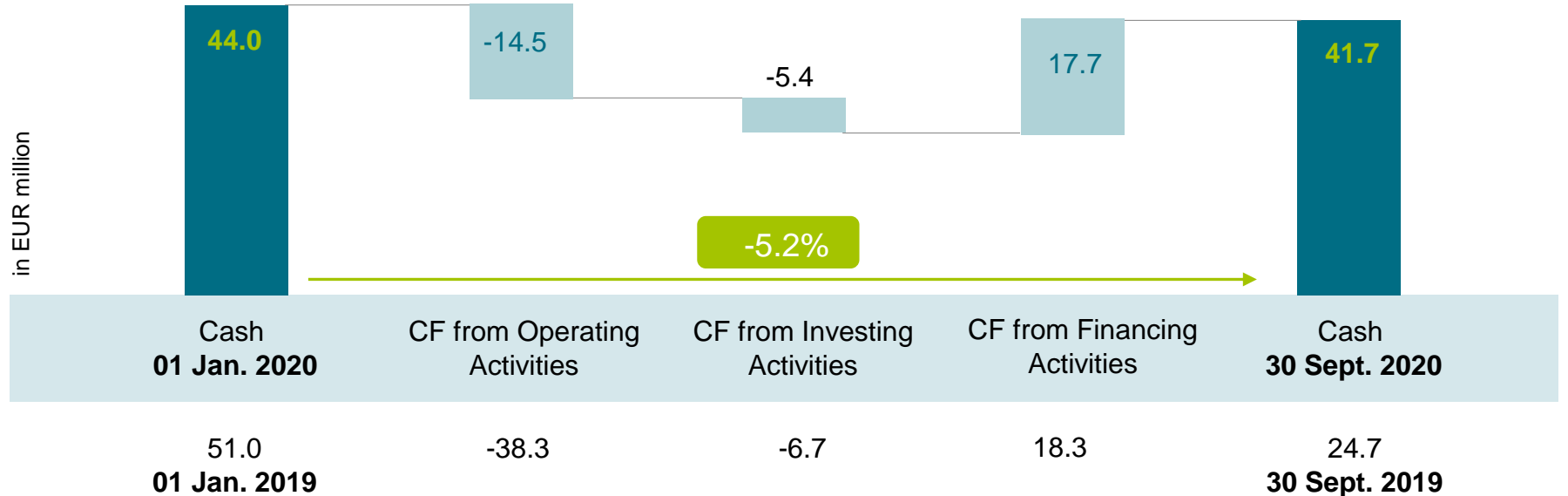
# BALANCE SHEET



	Definition	Sept. 30, 2020	Dec. 31, 2019	Change
<b>Equity Ratio</b>	Equity ÷ Balance sheet total	39.5%	38.8%	+0.7pp
<b>Net Working Capital (in EUR million)</b>	Current assets ./. Liquid funds ./. Non-interest-bearing current liabilities	50.8	30.1	+68.8%
<b>Net Debt (in EUR million)</b>	Interest bearing liabilities ./. Liquid funds	37.4	13.9	+169.2%

- » Balance sheet total as of September 30, 2020 increased slightly by 1.0% to EUR 344.9m (Dec. 31, 2019: EUR 341.5m)
- » Increase of net working capital due to further progress in projects
- » Increase of net debt mainly because of increase of non-current financial liabilities in Taiwan

# CASH FLOW



- » Decrease of Cash flow from operating activities largely determined by a decrease of trade payables and contract liabilities driven by consumption of down payments
- » Increase of Cash flow from financing activities results from the increase of non-current 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, creating a web-like structure that fills the entire page.

SEGMENT  
STATUS  
9M/2020

# SEGMENT SOLAR

in EUR million		9M/2020	9M/2019	Change in %
Solar	Revenues	17.6	39.0	-54.9
	EBIT	-5.9	0.4	-1,530.3



- » International lockdown regulations led to severe project delays
  - » Processing of major CIGS orders in China was resumed to a limited extent in third quarter
- » Segment revenues as well as EBIT below the original expectation



# SEGMENT ELECTRONICS

in EUR million		9M/2020	9M/2019	Change in %
Electronics	Revenues	68.4	91.6	-25.3
	EBIT	0.1	-7.6	+100.8



- » Revenues declined compared to 9M 2019 figure, which was characterized by the processing of a major order for a customer in the display industry
- » Strong growth in earnings reflects profitable project processing of an order from a Tier 1 automotive supplier for equipment for automated assembly of the cell contacting system

# SEGMENT ENERGY STORAGE

in EUR million		9M/2020	9M/2019	Change in %
Energy Storage	Revenues	42.1	23.2	+81.7
	EBIT	2.7	-9.0	+130.4



- » Significant increase in revenues and EBIT
- » Strong order intake in 2020 from new and existing customers in the high double-digit million range
- » Excellent chances to further benefit from the current dynamics of e-mobility in Europe and worldwide

## SEGMENT CONTRACT MANUFACTURING

in EUR million		9M/2020	9M/2019	Change in %
Contract Manufacturing	Revenues	30.9	29.6	+4.4
	EBIT	11.7	6.9	+68.7



- » Dynamic development of semiconductor market resulted in strong contribution of Talus Manufacturing
- » Successful expansion of business with cooperation agreement with leading German manufacturer in the electrical engineering industry and start of collaboration with leading semiconductor specialist at China site

# SEGMENT SERVICE

in EUR million		9M/2020	9M/2019	Change in %
SERVICE	Revenues	13.4	14.8	-9.4
	EBIT	-0.3	1.4	-118.1



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



OUTLOOK  
2020

# ORDER INTAKE AND ORDER BACKLOG BY SEGMENT

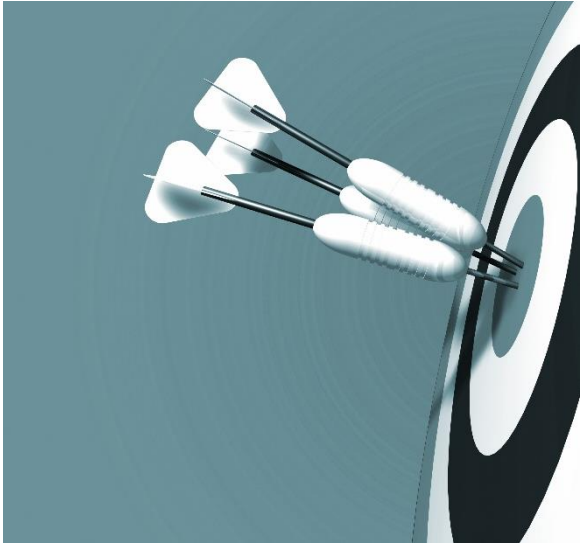
## Order intake

in EUR million	9M/2020	9M/2019	Change in %
Solar	0.5	0.8	-38.6
Electronics	51.5	62.3	-17.4
Energy Storage	87.8	22.9	+282.6
Contract Manufacturing	28.8	27.9	+3.0
Service	13.4	14.8	-9.4
<b>Total Group</b>	<b>181.9</b>	<b>128.7</b>	<b>+41.3</b>

## Order backlog

in EUR million	30.09. 2020	30.09. 2019	Change in %
Solar	35.8	53.9	-33.6
Electronics	33.5	66.3	-49.4
Energy Storage	102.9	11.8	+775.3
Contract Manufacturing	4.8	8.7	-45.1
Service	-	-	-
<b>Total Group</b>	<b>177.0</b>	<b>140.6</b>	<b>+25.9</b>

# GUIDANCE 2020



- » Adjustment of revenues guidance
  - » Previous guidance: Slight to moderate increase in revenues compared to 2019
  - » New guidance: Slight decrease in revenues compared to 2019
- » Positive EBITDA margin in the mid single-digit percentage range
- » Positive EBIT margin in the low single-digit percentage range

# CONTACT



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