

ENGINEERING
TOMORROW'S
PRODUCTION

AUGUST 04, 2022 – MARTIN DRASCH, CEO / MANFRED HOCHLEITNER, CFO

FINANCIAL FIGURES 6M 2022





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INCOME STATEMENT 6M 2022

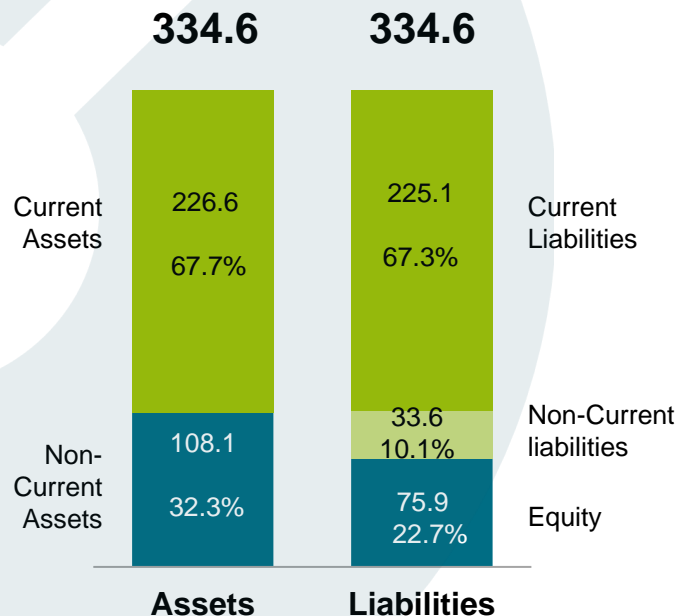
In EUR m	6M/2022	6M/2021 *	Change in %
Revenues	126.7	114.4	+10.8
Total Operating Performance	137.8	118.7	+16.1
Other Operating Income	9.4	18.4	-49.0
Cost of Materials	-85.2	-63.4	-34.4
Personnel Expenses	-40.9	-39.3	-4.1
Other Operating Expenses	-21.8	-16.3	-34.2
Result from equity accounted investments	-0.4	-0.1	-535.2
EBITDA	-1.1	18.1	-106.1
Amortization/Depreciation	-5.8	-5.8	-1.4
EBIT	-6.9	12.3	-156.2
EBT	-7.7	11.7	-165.5
Consolidated net profit	-9.6	9.8	-198.4

- » Growth in revenues of 10.8% compared to prior-year period
- » Strong increase in material costs as a result of make-or-buy strategy and thus increasingly purchased external services for individual projects
- » Higher personnel costs due to recruitment of highly specialized staff for the further development of the battery technology
- » EBITDA of EUR -1.1 million corresponds to an EBITDA margin of -0.8% (previous year *: 15.2 %)
- » EBIT of EUR -6.9 million corresponds to EBIT margin of -5.0% (previous year *: 10.4 %)

* Previous year's figures were positively influenced by the sale of shares in Talus Manufacturing Ltd. amounting to EUR 14.3 million

BALANCE SHEET

In EUR m



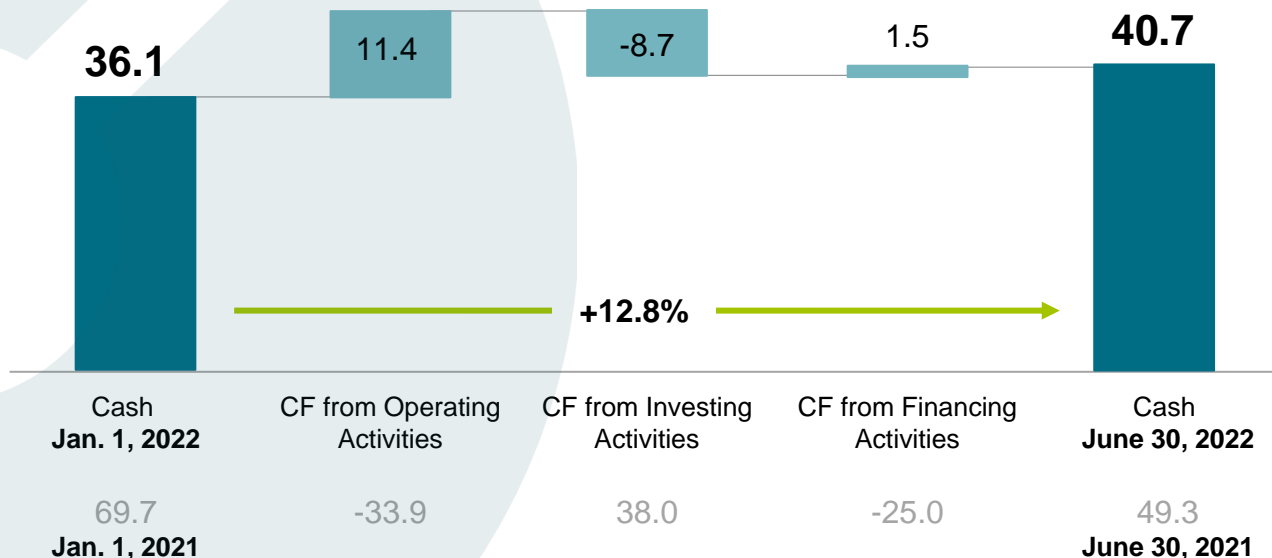
	Definition	June 30, 2022	Dec. 31, 2021*	Change
Equity Ratio	Equity ÷ Balance sheet total	22.7%	30.1%	-7.5 pp
Net Working Capital (in EUR m)	Current assets ./ Liquid funds ./ Non-interest-bearing current liabilities	5.5	23.7	-76.7%
Net Debt (in EUR m)	Interest bearing liabilities ./ Liquid funds	12.2	13.2	-8.0%

- » Increase of balance sheet total to EUR 334.6 million as of June 30, 2022 (Dec. 31, 2021: EUR 285.1 million) mainly due to increase in down payments for projects
- » Decrease of equity ratio to 22.7% (Dec. 31, 2021: 30.1%) reflects operational loss in 1st half year 2022
- » Net debt with EUR 12.2 million on comparable level to end of the year 2021 (Dec. 31, 2021: EUR 13.2 million)

* Previous year's figures were adjusted after restatement due to additional impairment made on a contract asset.

CASH FLOW

In EUR m



- » Increase of Cash flow from operating activities largely determined by down payments received for projects
- » Decrease of Cash flow from investing activities results from the investment in the intangible assets. Previous year's figures were positively influenced by the sale of shares in Talus Manufacturing Ltd.
- » Increase of Cash flow from financing activities due to additional short-term financial liabilities at Manz Slovakia. Negative figures in previous year were mainly driven by a settlement of a short-term loan in previous year in Manz Taiwan



SEGMENT STATUS 6M 2022

SEGMENT MOBILITY & BATTERY SOLUTIONS

In EUR m	6M 2022	6M 2021	Change in %
Revenues	49.7	40.0	+24.1
EBIT	-9.0	2.7	-426.5

- » Dynamic development of the e-mobility market is reflected in a 24.1% year-on-year growth in segment revenues
- » Daimler Truck acquired a stake in Manz in the course of a capital increase amounting to approximately 10% of the share capital
 - » Manz supplies key equipment for battery pilot line and becomes strategic partner of Daimler Truck
- » EBIT strongly influenced by higher-than-expected increase in material costs, supply chain disruptions and related postponements within a major project, as well as increased involvement of external service providers in individual projects

SEGMENT INDUSTRY SOLUTIONS

In EUR m	6M 2022	6M 2021	Change in %
Revenues	77.0	74.3	+3.6
EBIT	2.0	9.6 *	-78.9

- » Slight growth in revenues of 3.6% largely driven by high demand for equipment in the Electronics business area from microchip production customers, e.g., for innovative Fan-Out Panel Level Packaging (FOPLP) technology
- » Demand for assembly solutions in Business Area Industrial Automation picked up pace in second quarter 2022
- » EBIT shows strong contribution of Business Area Electronics; Industrial Automation currently behind planning, but will catch up in the upcoming months



STRATEGY

STRATEGIC FOCUS



01

ENERGY
STORAGE

Establishment as Europe's leading process integrator with technology-leading position in the field of energy storage

02

DIGITAL
TRANSFORMATION

Increase of competitiveness and customer benefit through process data analysis to optimize production costs, quality and safety

03

INORGANIC
GROWTH

Further development of the technology portfolio through targeted acquisitions

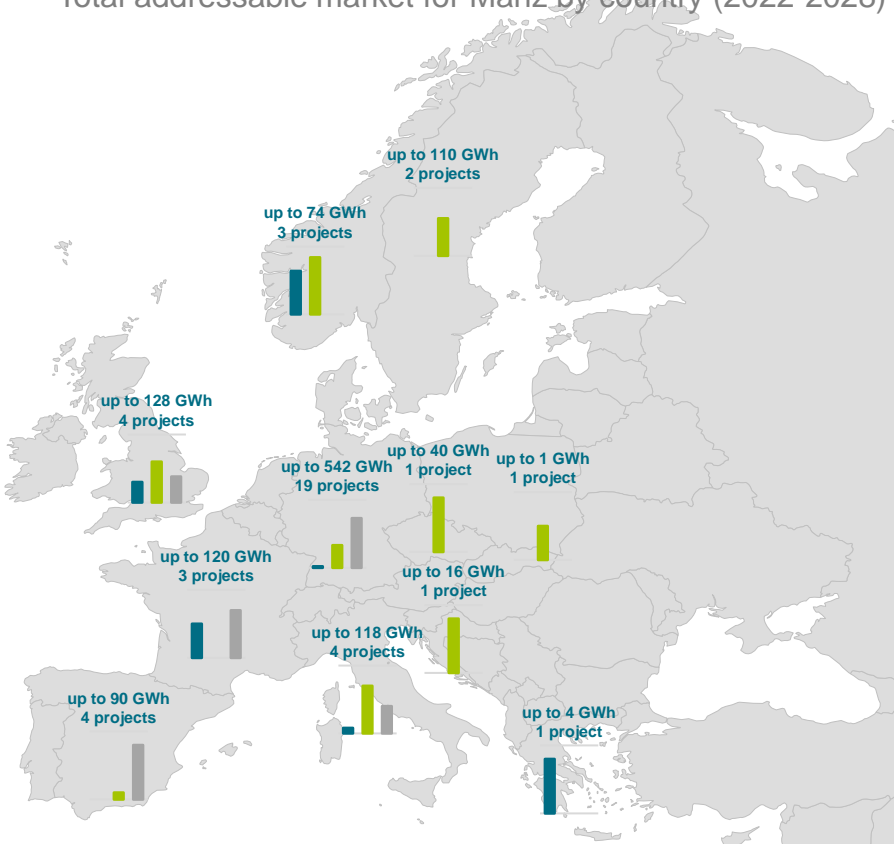
04

MODULAR
EQUIPMENT DESIGN

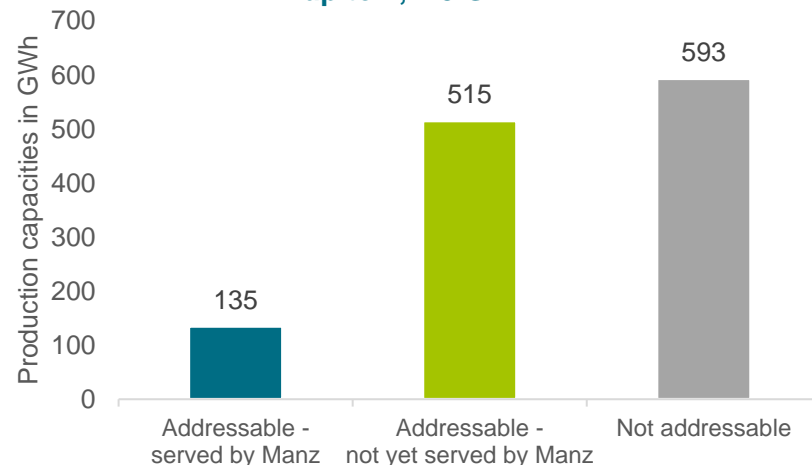
Increased profitability through expansion of modular machine concepts

PLANNED PRODUCTION EXPANSION FOR LI-ION BATTERY CELLS IN EUROPE

Total addressable market for Manz by country (2022-2028)



Europe (Total planned capacities in GWh)
up to 1,243 GWh

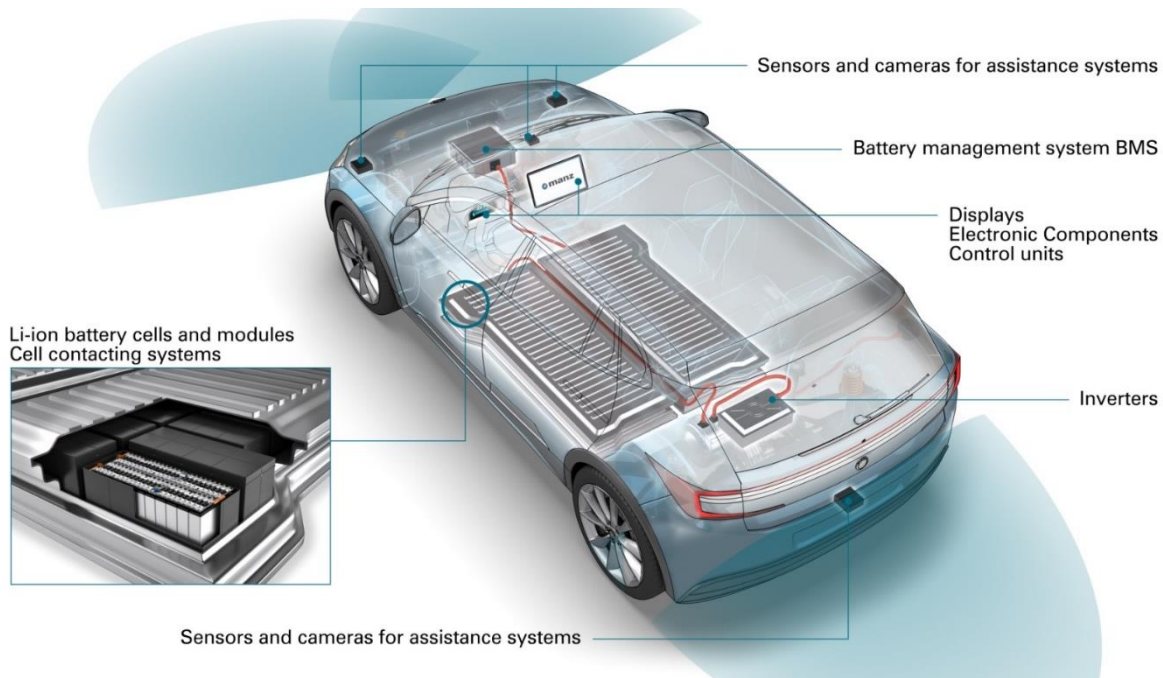


Legend

- Total maximum capacities per year are shown
- Addressable – served by Manz: Market/project 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

FOCUS ON GROWTH INDUSTRIES

High synergies between solutions for automotive, electronics or medical technology industry



Production solutions for various components of the electric powertrain and automotive electronics

Also applicable for manufacture of comparable products for other focus industries

INORGANIC GROWTH

Further development of technology portfolio through targeted cooperations and acquisitions

Minority interest in CADIS Engineering GmbH, a specialist for industrial inkjet systems

- » First orders, for example from the toy industry, received

Minority interest in Q.big 3D, a specialist in 3D printing of large components, e.g., for the automotive industry

- » Strengthening of segment Contract Manufacturing
- » Strengthening of our positioning in our core target group “automotive and electromobility”

Joint-Venture with CustomCells Tübingen

- » Joint development of customized production solutions for li-ion battery cells that can be transferred to mass-production scale for the corresponding customer in a second stage





OUTLOOK

ORDER INTAKE AND ORDER BACKLOG BY SEGMENT

Order intake

In EUR m	6M 2022	6M 2021	Change in %
Mobility & Battery Solutions	52.6	49.9	+5.4
Industry Solutions	143.4	74.4	+92.9
Total Group	196.0	124.2	+57.8

Order backlog

In EUR m	June 30, 2022	June 30, 2021	Change in %
Mobility & Battery Solutions	172.5	110.5	+56.1
Industry Solutions	126.9	80.7	+57.3
Total Group	299.3	191.1	+56.6

GUIDANCE 2022

- » Increase in revenues in the lower to mid double-digit percentage range
- » EBITDA-margin in the low single-digit percentage range
- » Balanced EBIT

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