



MANZ AG

CONFERENCE CALL 9M RESULTS 2011

NOVEMBER 14, 2011 / DIETER MANZ, MARTIN HIPPE

**HIGH TECH
FOR A
GREEN FUTURE!**

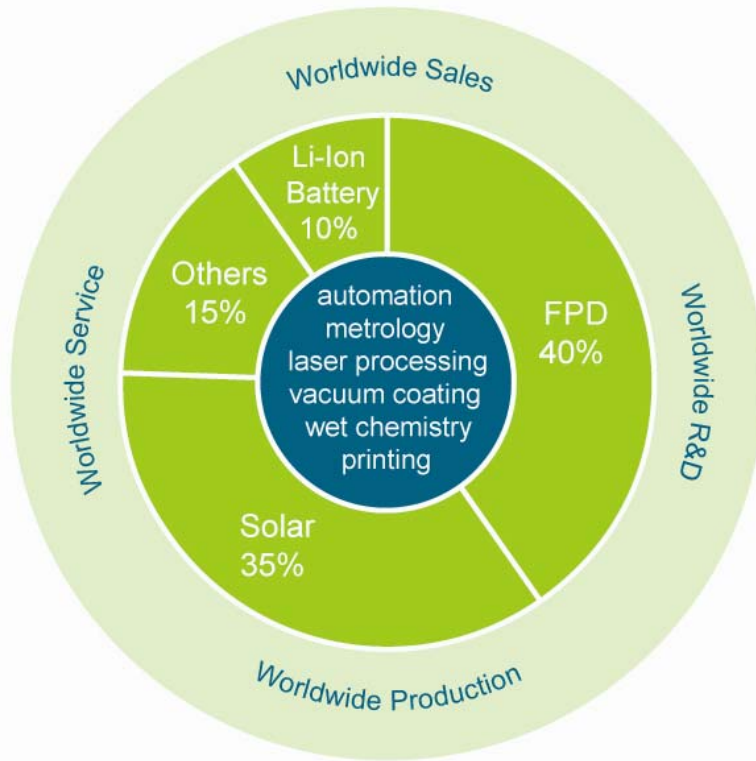
Mission Statement

Manz AG is one of the world's leading suppliers of high-tech manufacturing equipment for key technologies of our times, such as sustainable power generation, displays for global communication needs and e-mobility.

Motivation

- Vital importance to growth industries to cut production costs in very short cycles
- Further development of the end product itself leads to new production technologies and processes
 - With advanced equipment Manz actively contributes to make end products available to the mass market and helps to save our environment and resources by
 - Increasing efficiency
 - Increasing throughput
 - Decreasing material consumption
 - Decreasing cost of ownership





Key advantages of Manz strategy

- Highest integration degree in the production process. Manz can thus realize significant cuts in production cost in very short cycles
- No dependency on the development of just one industry
 - High degree of synergy in technology is of vital importance
- Manz has worldwide sales, service, production and R&D
- Manz has technological advantages compared to local competitors and cost advantages compared to European competitors



Flat Panel Display

- Manz is market leader in Taiwan and China
- Sales figures have reached a new record level
- New orders for advanced equipment that allows our customers to significantly reduce their production costs



Solar

- High uncertainty caused by political instability regarding development of feed-in tariffs and impact of Euro-crisis on business
- Manz took advantage of huge retrofit potential in PV with its solutions to upgrade existing production lines
- World record CIGS production size module with aperture efficiency of 15.1% gives proof of our position as technology leader in this segment

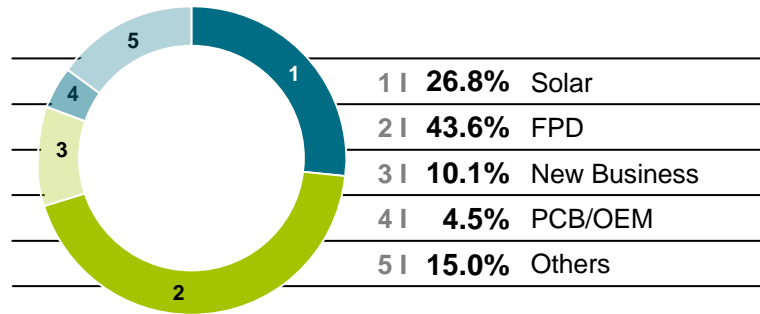


Lithium-Ion Batteries

- German customer has successfully accepted final delivery of our first assembly line
- Increasing sales figures for advanced equipment of Manz to significantly cut production costs

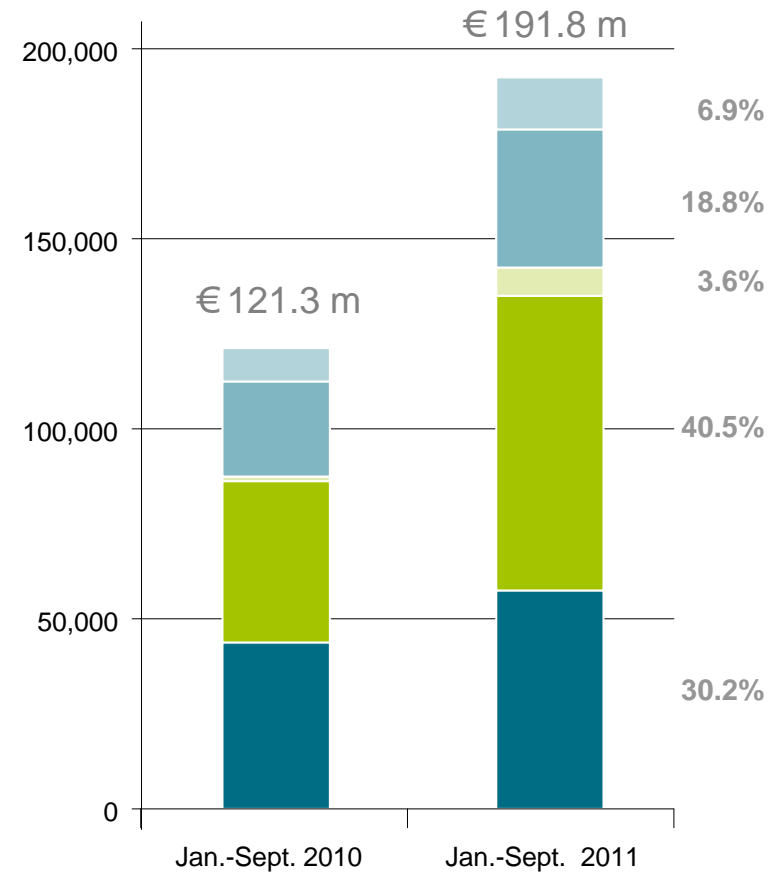
FINANCIAL FIGURES

Order Backlog: €80.4m as of Sept. 30, 2011



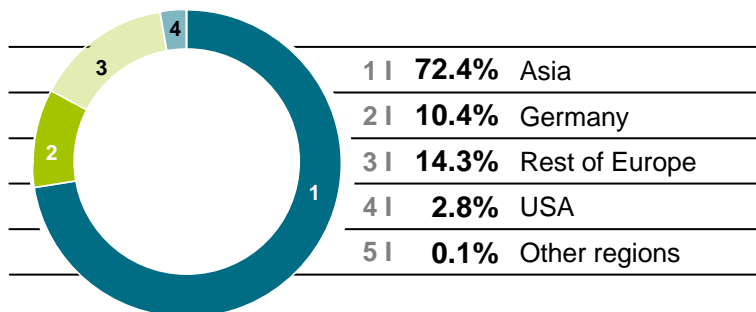
Revenues by business units

in Euro thousand



Revenues by region

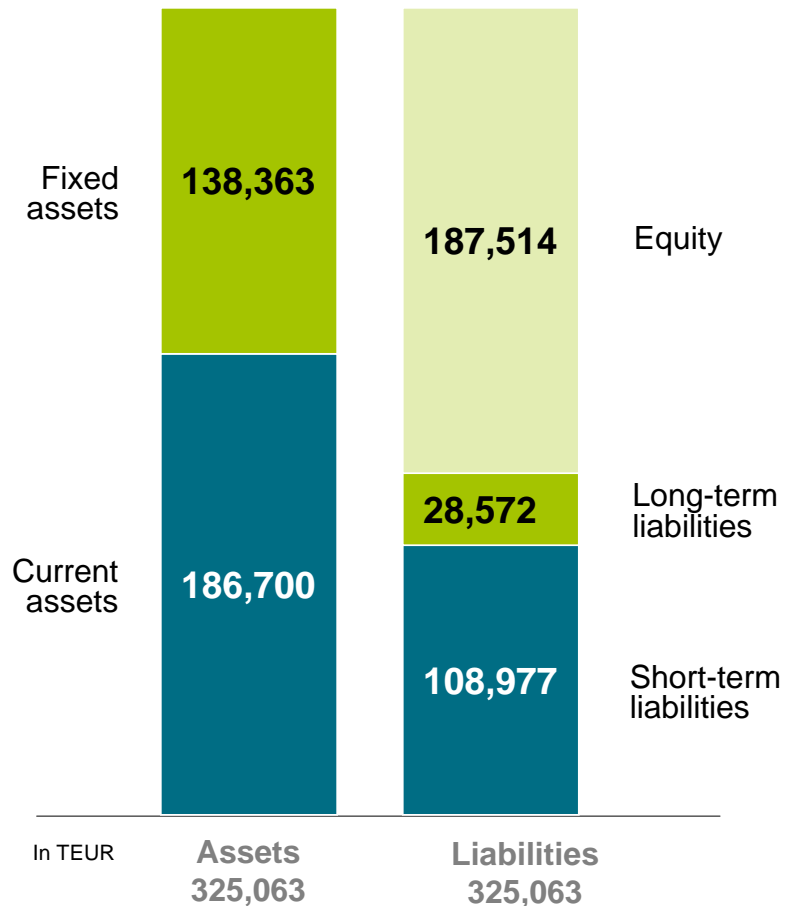
As of Sept. 30, 2011



1 | Solar 2 | FPD 3 | New Business 4 | PCB/OEM 5 | Others

in TEUR	Jan.1 – Sept. 30 2011	Jan.1 – Sept. 30 2010
Revenues	191,970	121,323
Total operating revenue	217,945	132,596
Cost of materials	139,713	79,135
Personnel expenses	47,880	36,126
Other expenses	22,981	17,554
EBIT	3,786	-3,342
EBT	3,243	-3,098
Net income for the period	2,729	-1,572

- Revenues rose by 58% to € 192.0m at end of third quarter 2011 (previous year: € 121.3m) reflecting the strong growing business
- Total operating revenue rose by 64% to € 217.9m compared to € 132.6m in the reference period in 2010
- Material cost ratio increased to 64.0% (previous year: 59.7%)
- Personnel cost ratio decreased from 27.2% to 22.0% as a result of the better used capacities
- EBIT is at € 3.8m (previous year: € -3.3m)
- EBT of € 3.2m compared to € -3.1m last year



- Equity rate with 57.7% is at a good level and reflects the solid balance sheet
- Short-term liabilities including accounts payable increased from € 76.4m at the end of 2010 to € 109.0m due to increasing business and expanded use of credit lines
- Fixed assets increased to € 138.4m (€ 122.3m at end of 2010)
- Current assets increased from 160.7m at the end of 2010 to € 186.7m due to an increase of inventories as well as accounts receivable as a result of the growing business.
- No risk in ongoing projects and receivables

in TEUR	As of Sept. 30 2011	As of Sept. 30 2010
Cash flow from operating activities	-15,302	-5,822
Cash flow from investing activities	-17,600	-19,931
Cash flow from financing activities	27,471	0,930
Cash	32,170	34,993

- Operating cash flow at €-15.3m due to the increase in inventory and accounts receivable reflecting the expansion of our business
- Negative cash flow from investments as a result of acquiring intangible assets and capitalized R&D as well as property, plant and equipment (new fab in Suzhou)
- Increase of cash flow from financing activities as a reflection of changes in short term loans which were used to finance working capital

- Positioning as a leading supplier of integrated production equipment for the Solar, FPD and Li-Ion battery industry reduces dependence on certain branches
- Manz will continue its positive development in revenue
- 2011 will become a record-setting year for the FPD business unit. Positive development will continue in 2012
- Growth of “new business” will pick up pace
- Manz takes advantage of huge retrofit potential in PV with its solutions to upgrade existing production lines in order to make them profitable again
- Manz will put a strong focus on cost reduction by
 - redesigning the products and thus realize a lower material ratio and decrease labor costs
 - increasing standardization and thus reduce production costs
 - the straight use of the low cost facilities in Eastern Europe, Taiwan and China
 - savings on the supplier side due to local sourcing in China and lower material costs
 - an improvement of internal processes and thus a shorter time to market

>> Guidance for full fiscal year 2011:

- **We anticipate sales of €220-230m for the full year 2011 (without CIGSfab)**
- **We expect an EBIT margin that is still positive or at breakeven level**

CONTACT



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