



**MANZ AG**

**WEBCAST FULL YEAR RESULTS 2011**

**MARCH 28, 2012 / DIETER MANZ**

**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



## Segment revenue 2011



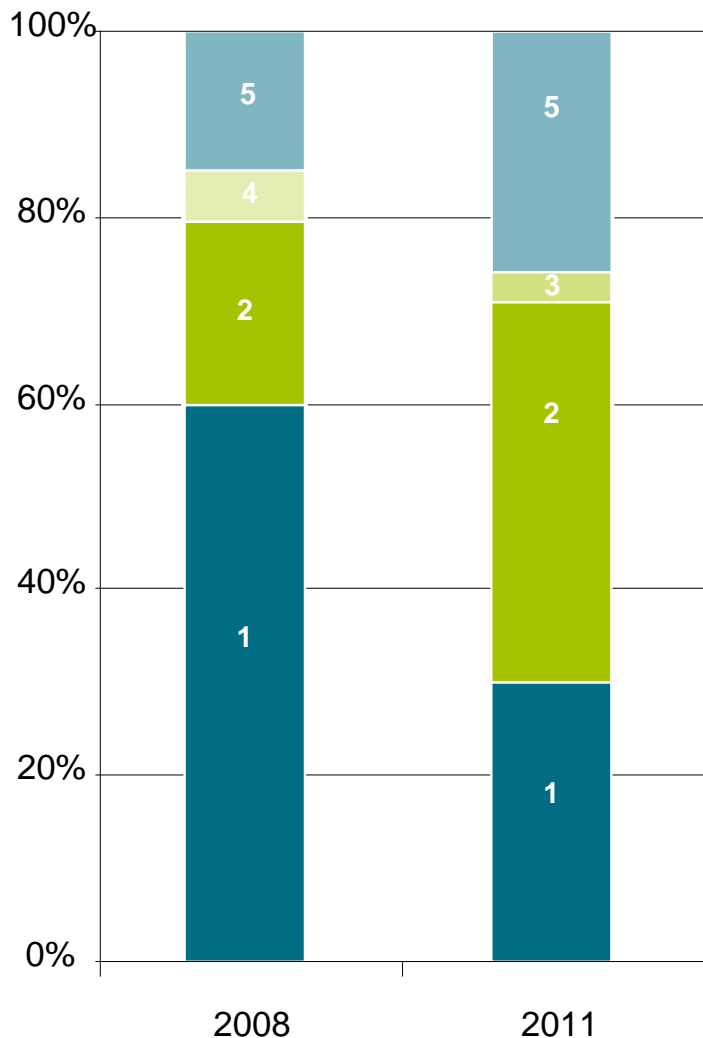
## Advantages of Manz strategy

- 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

- **Manz achieves record sales of EUR 240.5 in 2011**
  - **growth rate of 32.6%**
    - EBIT improves from EUR 0.6 million to EUR 3.1 million
    - Volume of sales even topped pre-crisis level of 2008
    - Market-share has been successfully extended
- New orders in “non-solar” business units proof success of diversification strategy
  - New order intake in FPD business totals up to around **EUR 32 million**
    - Technology has essentially been developed for the manufacturing of crystalline silicon solar cells
    - High potential for follow up orders
  - New orders of around **EUR 8 million** in business unit “New Business”
    - Order comprises equipment for the production of Li-Ion batteries

- Diversification strategy pays off
  - Decreasing solar revenue in 2011 was compensated by other business units
  - Sales figures for production equipment in Li-Ion segment tripled compared to 2010
    - Manz is established as leading high-tech engineering company in this industry
- Global presence reaches new dimension
  - New fab in Suzhou, China, will be inaugurated in May 2012
  - Production facilities of 16,000 m<sup>2</sup> for FPD and Solar business unit
  - German engineering can be offered at local price levels
- Integration strategy consequently strengthened
  - Extensive R&D efforts to launch missing technologies like wet chemistry or vacuum technology in 2012
    - Share of technologies along value-added chain for the manufacturing of solar cells and modules increases to 90%

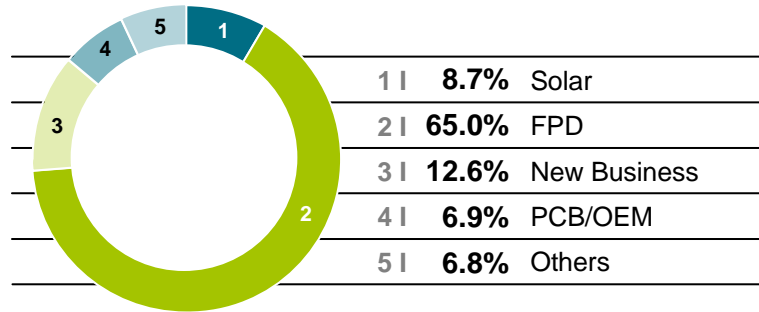
# OUR BUSINESS RESULTS OF STRONG STRATEGIC POSITIONING



- Change in revenue-structure shows success of diversification strategy
  - Business in 2011 was much more stable than three years ago
  - Strong dependency on development of PV is no longer given
  - Broader range of products within one business unit, thus higher degree of integration
  - Global positioning enables dynamic development of Manz
- Balance sheet of Manz does not bear risks – approved by auditor
  - No goodwill-depreciation
    - Revenue of Manz Tübingen has tripled, revenue of Manz Asia has doubled since acquisition
  - No extraordinary depreciation of capitalized assets or inventory

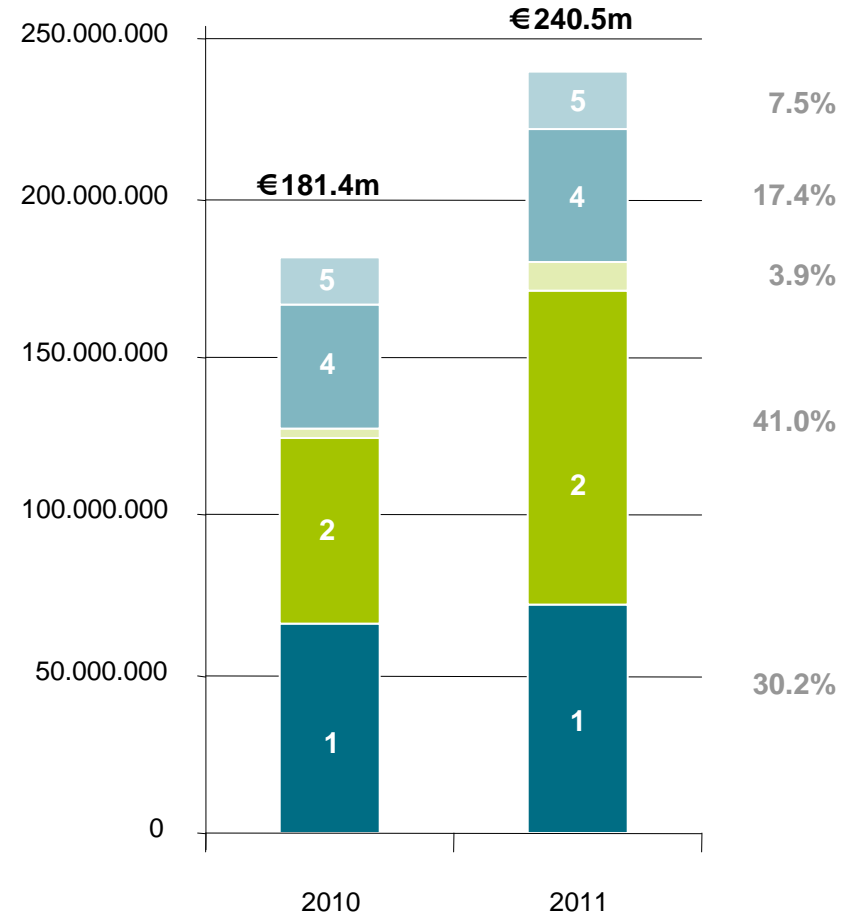
# FINANCIAL FIGURES

## Order Backlog: €104.3m as of March 28, 2012



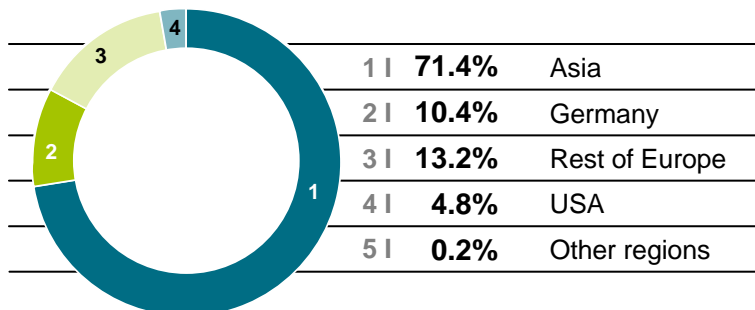
## Revenues by business units

in Euro thousand



## Revenues by region

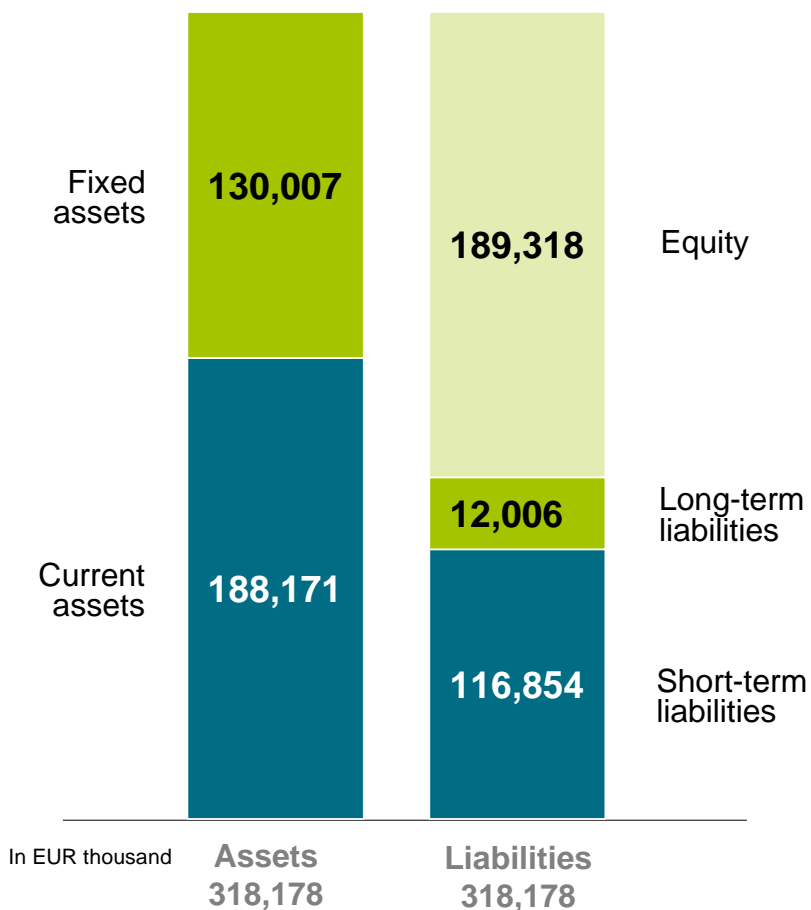
As of Dec. 31, 2011





in EUR thousand	Jan.1 – Dec. 31 2011	Jan.1 – Dec. 31 2010
Revenues	240,509	181,402
Total operating revenue	266,770	205,018
Cost of materials	158,466	121,558
Personnel expenses	64,648	51,653
Other expenses	33,795	28,339
EBIT	3,117	562
EBT	2,212	688
EPS (in EUR)	0.19	0.35
Net income for the period	1,163	1,800

- Revenues rose by 33% to € 240.5m (previous year: € 181.4m) reflecting the strong growing business
- Total operating revenue rose by 30% to € 266.7m compared to € 205.0m in 2010
- Material cost ratio remains almost stable at 59.9% (previous year: 59.3%)
- Personnel cost ratio improved to 24.2% compared to 25.2% in 2010 as a result of the better used capacities
- EBIT is at € 3.1m (previous year: € 0.6m)
- EBT of € 2.2m compared to € 0.7m last year
- EPS of € 0.19 (previous year: € 0.35)



- Equity rate with 59.5% 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 € 116.9m due to increasing business and expanded use of credit lines
- Fixed assets increased moderately to € 130.0m from € 122.3m at the 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
- Net debt is at € 17.2m after € -24.7m in the previous year

in EUR thousand	As of Dec. 31 2011	As of Dec. 31 2010
Cash flow from operating activities	-17,388	2,002
Cash flow from investing activities	-24,697	-28,181
Cash flow from financing activities	36,333	4,535
Cash	33,288	38,902

- Operating cash flow at €-17.4m due to increased working capital and the corresponding change of assets
- 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
- Solid cash position to finance further growth

- Diversification strategy is inevitable for reaching our goals
  - Concentration on strategic business fields 'Solar', 'FPD' and 'Li-Ion'
- Huge retrofit potential in PV for upgrading existing production lines in order to make them profitable again and huge replacement potential of existing capacities
- Start of production in new facility in Suzhou
  - Production site for existing FPD-equipment and expansion to photovoltaic equipment
  - German engineering can be sold at local price level
- Key challenge of 2012 will be to sell a CIGSfab, our fully integrated production line for the manufacture of CIGS thin-film solar modules

# CONTACT



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