

## Manz AG Starts 2016 with Good Level of Incoming Orders

- *Acquired new and follow-up orders in the lower double-digit million Euro range in the Energy Storage segment*
- *Advanced negotiations in the Electronics segment likely to lead to further incoming orders in the short term*
- *Review of strategic options in the Solar segment at an advanced stage; initial results expected at the end of February*
- *Management expects a clearly improved earnings due to restructuring measures initiated*

Reutlingen, 10. February 2016 – Manz AG, a multinational high-tech equipment manufacturer with an extensive technology portfolio covering the three strategic business segments of “Electronics”, “Solar” and “Energy Storage”, has started the current year with a good level of incoming orders. During the first few weeks of 2016, the company has received orders for machines to manufacture high-performance lithium-ion batteries for a total sales volume in the lower double-digit million Euro range. The orders will impact revenues and earnings during the first six months of 2016.

New and follow-up orders in the Energy Storage segment came from customers in the Consumer Electronics and e-mobility sectors from Europe, Asia and the USA. Dieter Manz, CEO and founder of Manz AG: “Producers of smartphones and tablets, along with manufacturers in the e-mobility segment, are providing sustained growth impulses in the market. This has benefited us as a high-tech equipment manufacturer, as our battery business has maintained its strong performance into 2016.” The Reutlingen-based equipment manufacturer established itself as an innovation driver on the market for lithium-ion batteries very early on, also with the successful takeover and rapid integration of Manz Italy.

The orders received now underline the established customer relations of Manz AG in the Energy Storage segment. Therefore, Manz AG registered several follow-up orders from current customers in the Consumer Electronics segment for machines that produce efficient lithium-ion batteries. Furthermore, in close cooperation with a major customer, Manz brought a comprehensive development project in this segment to a successful close in January 2016. Manz AG was able to meet all of the development objectives of the customer with its innovative production machines and methods. Dieter Manz: “Lifespan and size are key factors for the manufacture of batteries for Consumer Electronics applications. Our innovative manufacturing technologies provide our customers with longer lifespans and significantly reduced sizes. Following the successful completion of the development project, I am confident that we can expect to receive further additional orders.” Other positive signals at the start of the year come from the e-mobility industry, after several car makers announced new hybrid and electric vehicles in the past few months. During the first weeks of

2016, Manz obtained several follow-up orders from strategically important customers, as well as orders from new customers.

Dieter Manz on current operating developments: "The Energy Storage business segment has had a good start into the new year. In the Electronics segment, we are leading advanced stage contract negotiations with several customers, relating to, among other things, postponed orders from the previous fiscal year. Therefore we are optimistic that our business activities will also start to pick up in this area in the coming weeks. Together with already realized and planned savings from the restructuring and an increased sales level, I see a suitable basis for significantly improving our earnings this year, as planned."

In view of the restructuring process, Martin Drasch, COO of Manz AG summarizes, "The initiated measures for optimizing our international production network already demonstrate initial success. The transfer of production of series machines to our cost-effective locations in Slovakia and China is proceeding more quickly than originally planned. As a result of this, we will further improve our competitiveness." Martin Hipp, Chief Financial Officer of Manz AG added: "In the past few weeks, we have made very good progress in the examination of our strategic options for our Solar segment, which has been deficient for years. Therefore we are confident that we will be able to present the first results by the end of February."

### Company profile:

#### **Manz AG – passion for efficiency**

As one of the world's leading high-tech equipment manufacturers, Manz AG, based in Reutlingen, Germany, is a pioneer for innovative products in fast-growing markets. Founded in 1987, the company has expertise in seven technology sectors: automation, vacuum coating, laser processing, screen printing, metrology, wet chemical and roll-to-roll processing. Manz deploys and continuously develops these technologies in three strategic business segments: Electronics, Solar and Energy Storage.

The company is led by founder Dieter Manz and has been listed on the stock exchange in Germany since 2006. It currently develops and produces in Germany, China, Taiwan, Slovakia, Hungary and Italy. It also has sales and service branches in the United States and India. Manz's claim "passion for efficiency" offers the promise of production systems of the highest efficiency and innovation to its customers in dynamic, future-oriented industries. With its comprehensive expertise in developing new production technologies and related machines, the company substantially contributes to reducing production costs for end products, making them accessible to large groups of buyers the world over.

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