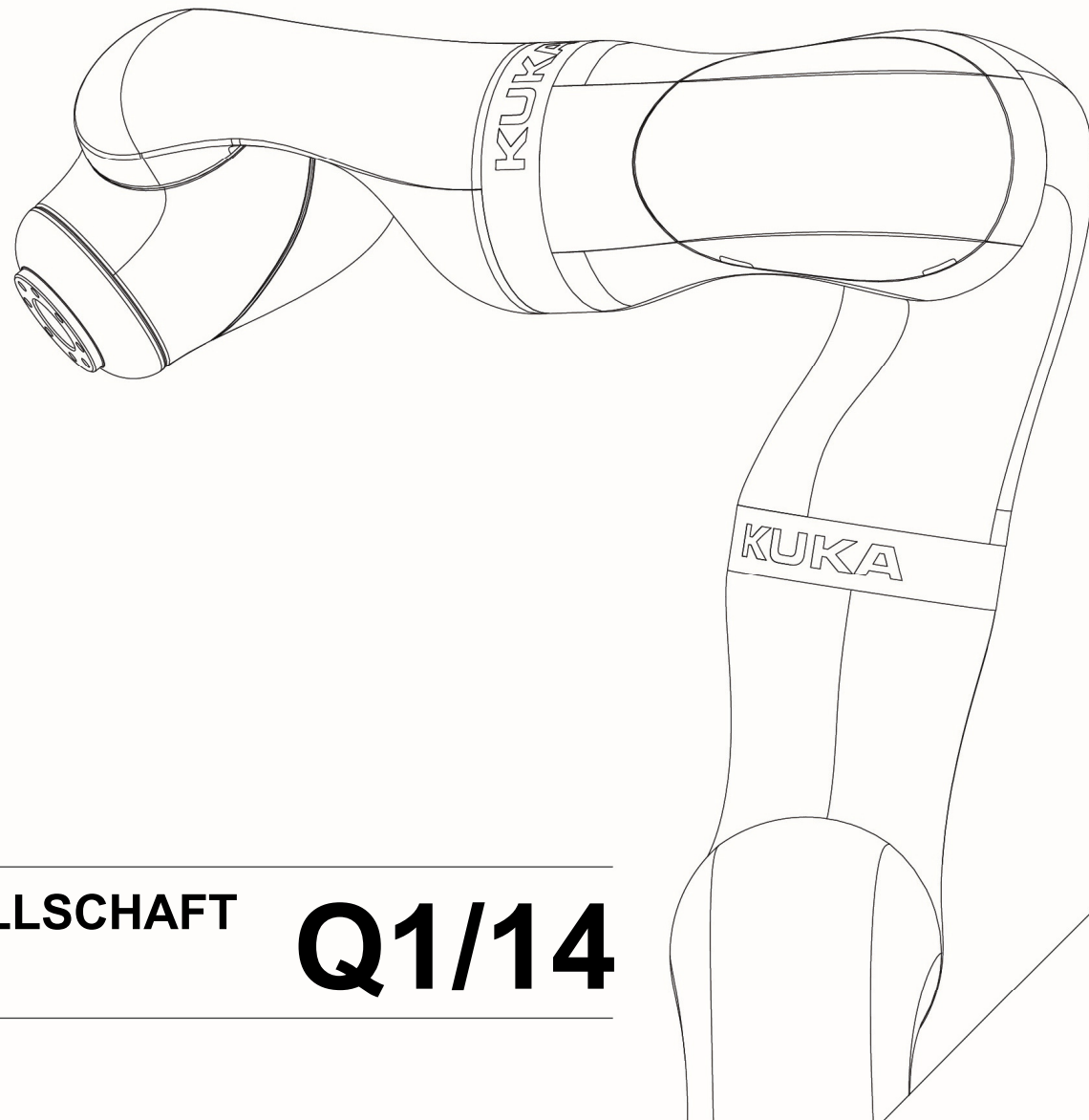


KUKA



KUKA AKTIENGESELLSCHAFT

07/05/2014

Q1/14

Highlights Q1/14¹

KUKA - strong start in 2014

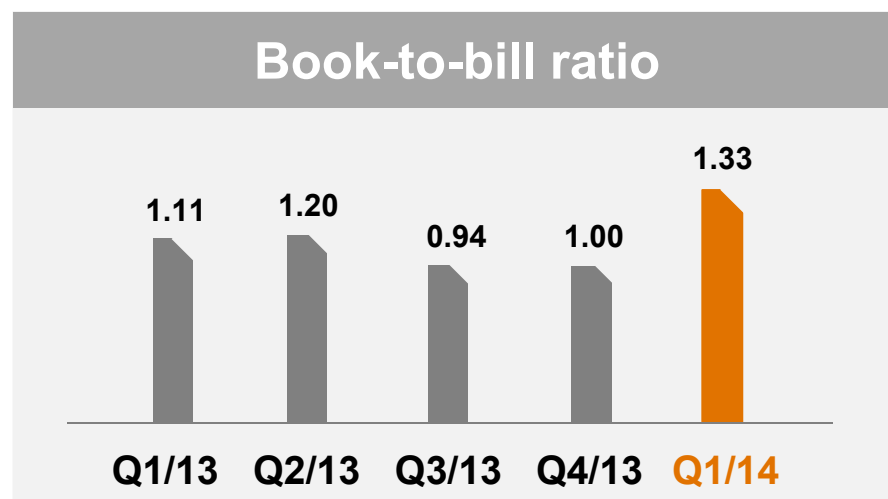
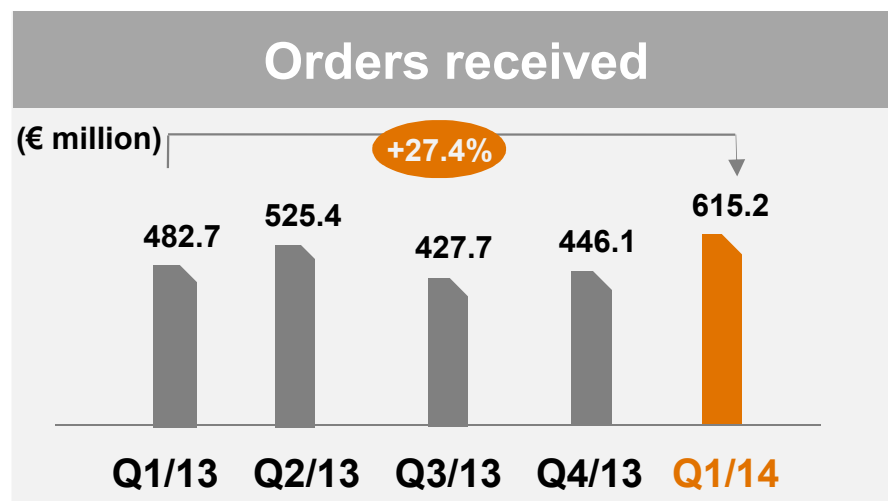
- **Orders received** up 27.4% to record level of € 615.2 million
 - Orders received through acquisition of new companies¹: € 39.6 million
 - Book-to-bill ratio: 1.33 (Q1/13: 1.11)
- **Sales revenues** of € 462.5 million; up 6.1% yoy
- **EBIT** of € 27.1 million virtually the same as in previous year (Q1/13: € 28.4 million) despite cost of integrating the Reis Group
 - **EBIT margin** at 5.9% (Q1/13: 6.5%)
- **Earnings after taxes** at € 12.2 million, slightly down on previous year (Q1/13: € 14.5 million)
- **Free cash flow** up from € 15.5 million (Q1/13) to € 22.0 million (Q1/14) despite increased capex
- **Guidance 2014** confirmed: sales revenues € 1.9–2.0 billion and EBIT margin around 6.0%

1) Incl. Reis Group and Alema since Q1/14



Orders received¹

High customer demand in Q1/14



Development

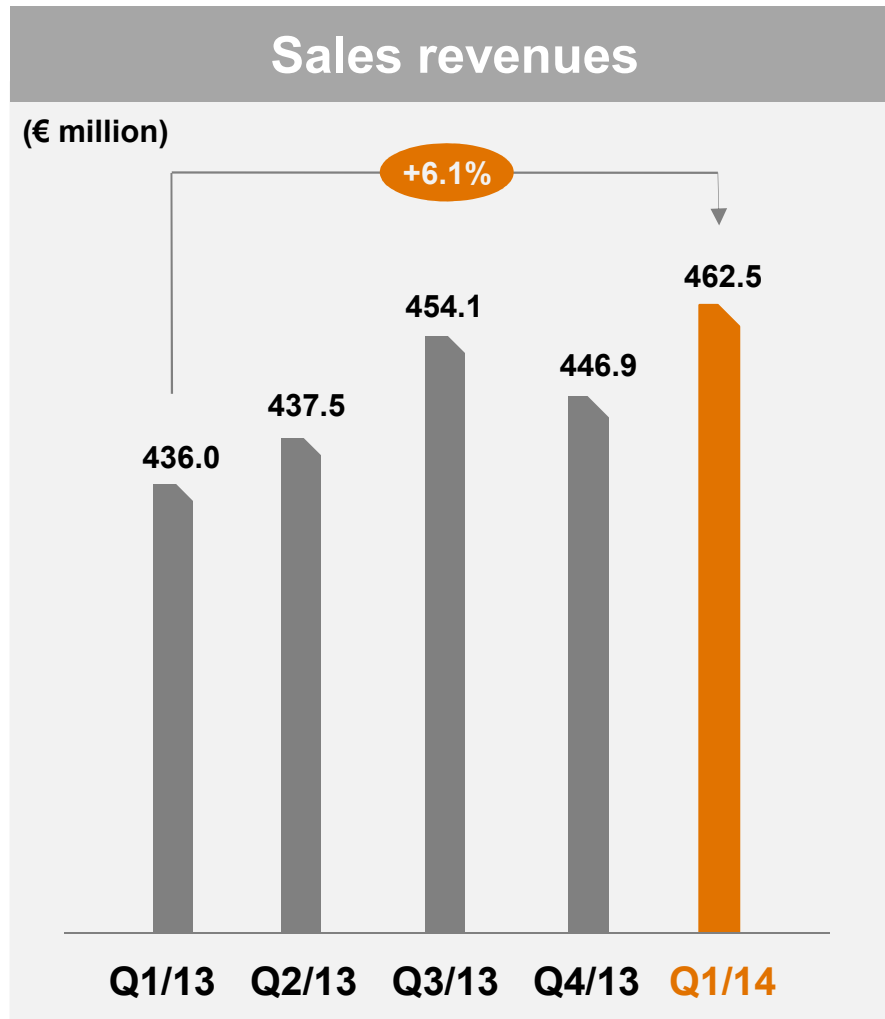
- Highest level of orders received in a single quarter
 - Acquisitions¹ contribute € 39.6 million in Q1/14
- Share of orders received from China up from 11.1% (Q1/13) to 15.8% (Q1/14)
- High demand from the automotive and aircraft construction sectors
- Book-to-bill ratio improved and significantly over 1 (1.33)

1) Incl. Reis Group and Alema since Q1/14



Sales revenues¹

Sales benefit from high level of orders received



Development

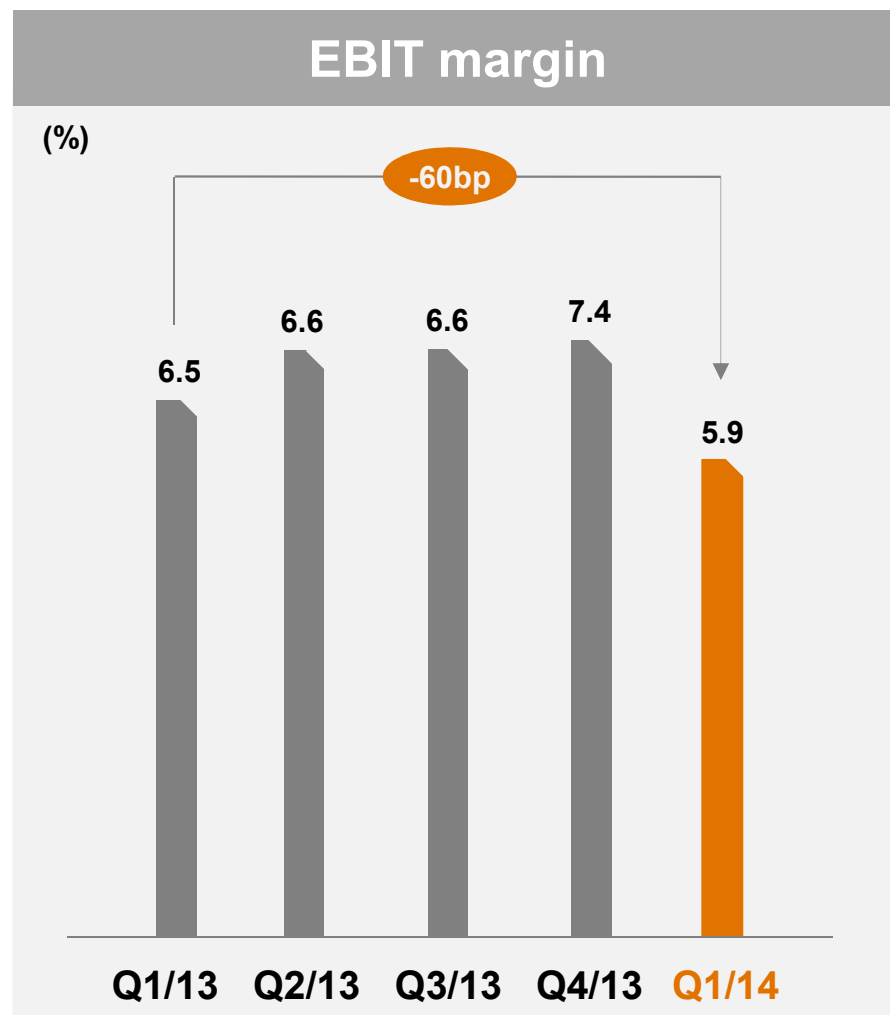
- Sales revenues up 6.1% to € 462.5 million
- Record order backlog of € 1,186.7 million
 - Reis Group and Alema consolidated with an order backlog of € 62.8 million

1) Incl. Reis Group and Alema since Q1/14



Profitability¹

EBIT margin influenced by integration of Reis Group



Development

- EBIT down only slightly from € 28.4 million (Q1/13) to € 27.1 million (Q1/14) despite cost of integrating the Reis Group
- EBIT margin of 5.9% in Q1/14 fully supports margin guidance for FY14

1) Incl. Reis Group and Alema since Q1/14



Group financial results¹

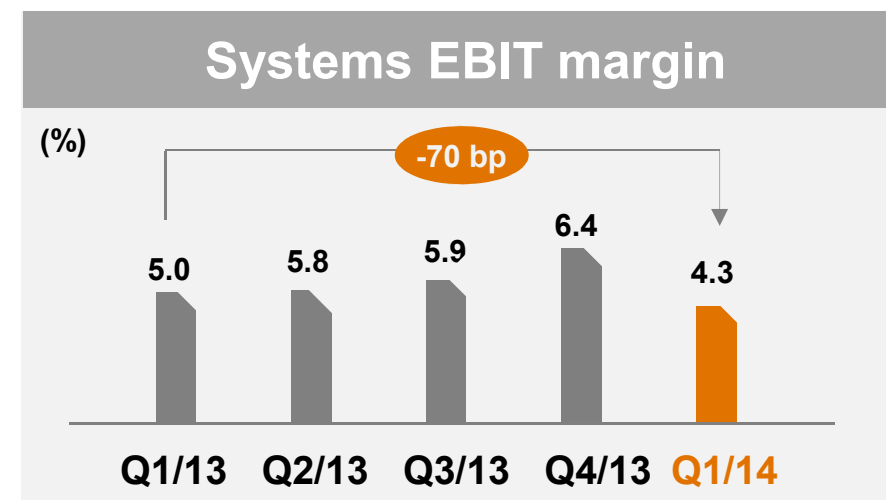
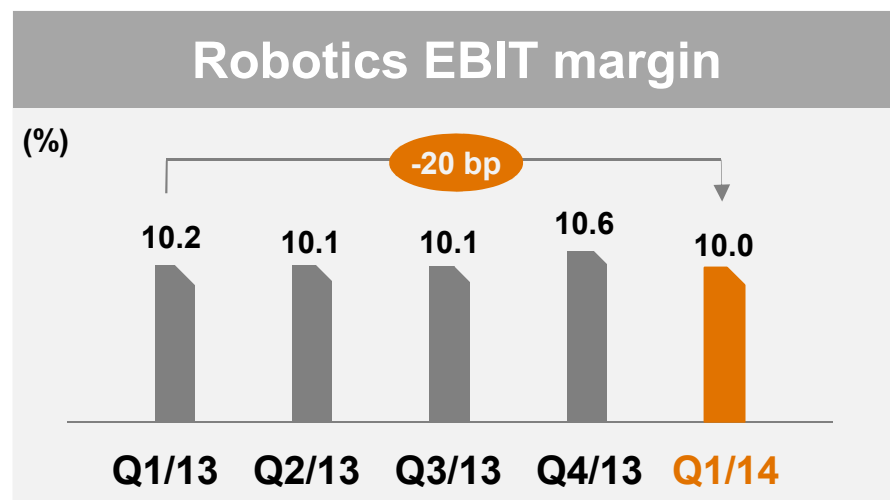
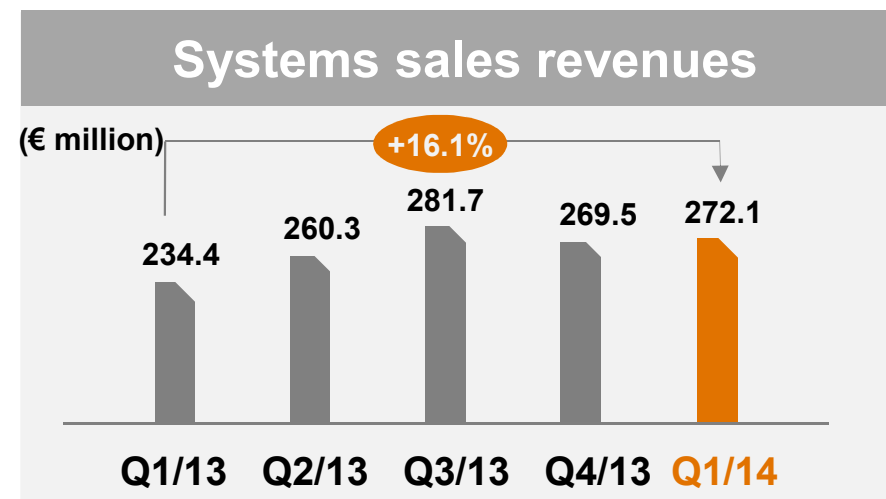
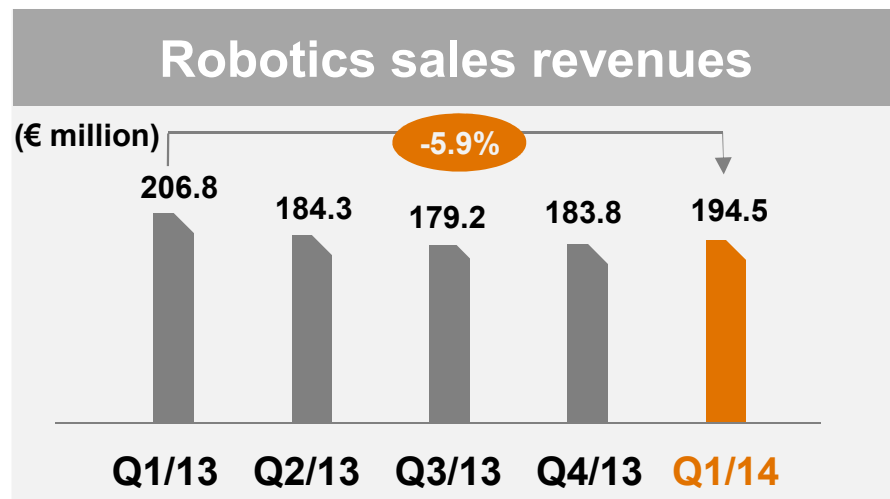
Key figures for Q1/14

(€ million)	Q1/13	Q1/14	Delta
Orders received	482.7	615.2	27.4%
Sales revenues	436.0	462.5	6.1%
Gross operating result	105.4	108.0	2.5%
Share of sales revenue	24.2%	23.4%	-
EBITDA	36.2	37.3	3.0%
Share of sales revenue	8.3%	8.1%	-
Earnings before interest and tax (EBIT²)	28.4	27.1	-4.6%
Share of sales revenue	6.5%	5.9%	-
Capital expenditure	9.0	14.1	56.7%
Net cash position (31.03.)	62.5	150.1	-
Employees (31.03.)	7,240	9,392	29.7%
Cash earnings	30.2	32.6	7.9%
Cash flow from current business operations	24.4	49.7	-
Free cash flow	15.5	22.0	41.9%

1) Incl. Reis Group and Alema since Q1/14 2) Adjusted to take into consideration finance costs included in operating result (IAS 23 R)

Robotics and Systems¹

Good development in Q1/14



1) Incl. Reis Group and Alema since Q1/14



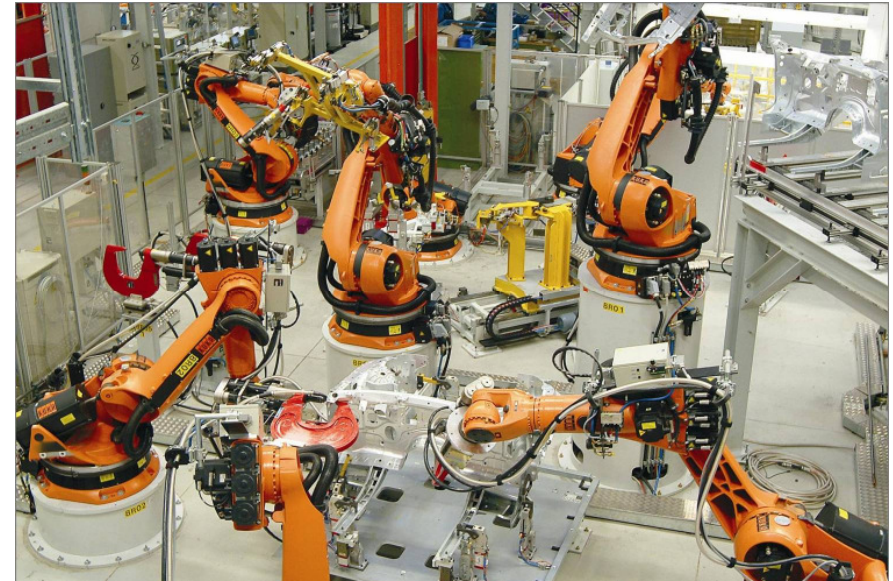
Outlook for 2014¹

Expected sales revenues and EBIT margin



€1.9 – 2.0 billion

Sales revenues



~6.0%

EBIT margin

1) Incl. Reis Group and Alema

Disclaimer

The presentation contains forecasts based on assumptions and estimates by the management of KUKA Aktiengesellschaft. Even if the company management is of the opinion that these assumptions and estimates are valid, the actual future development and the actual future results may vary considerably from these assumptions and estimates due to numerous factors.

These factors may include, for example, changes in the overall economic situation, exchange rates and interest rates, and changes affecting individual markets. KUKA Aktiengesellschaft provides no guarantee that the future development and the future results actually achieved will correspond to the assumptions and estimates stated here and accepts no liability if they should fail to do so.

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IAS 23 R

Reconciliation of EBIT

(€ million)	Q1/13	Q2/13	Q3/13	Q4/13	Q1/14
Operating result	27.2	27.8	28.3	30.4	26.4
Reconciliation of earnings before interest and tax (EBIT)					
Finance costs included in cost of goods sold	1.2	1.2	1.7	2.6	0,7
Earnings before interest and tax (EBIT)¹	28.4	29.0	30.0	33.0	27.1

1) Adjusted to take into consideration finance costs included in operating result (IAS 23 R)

