

KUKA Aktiengesellschaft

Financial Results Q1/15

May 6, 2015

Highlights Q1/15¹ – Record orders received and growth continue

€ 743.9 million
orders received (+20.9%)
Organic growth² +3.0%

6.3 % EBIT margin
before PPA³
3.9% after PPA³



€ 719.8 million sales revenue (+55.6%)
Organic growth² +23.9%



€ 59.5 million EBITDA (+59.1%)
Organic growth² +44.9%



€ 15.3 million
earnings after taxes (+25.4%)
Organic growth² +119.7%

Key figures¹ for Q1/15

(€ million)	Q1/14	Q1/15	Delta (%)
Sales revenues	462.5	719.8	55.6%
Gross operating result	105.1	158.2	50.5%
as % of sales revenues	22.7	22.0	-
EBITDA	37.4	59.5	59.1%
as % of sales revenues	8.1	8.3	-
Earnings before interest and tax (EBIT)	27.1	28.1	3.7%
as % of sales revenues	5.9	3.9	-
Capital expenditure	14.1	22.2	57.4%
Net liquidity (31.03.)	150.1	30.7	-79.5%
Employees (31.03.)²	9,392	12,331	31.3%
Cash earnings	35.8	61.5	77.8%
Cash flow from current business operations	49.5	22.3	-54.9%
Free cash flow	23.9	-4.7 ³	-

1) Incl. Swisslog, which has been fully consolidated since 31 December 2014

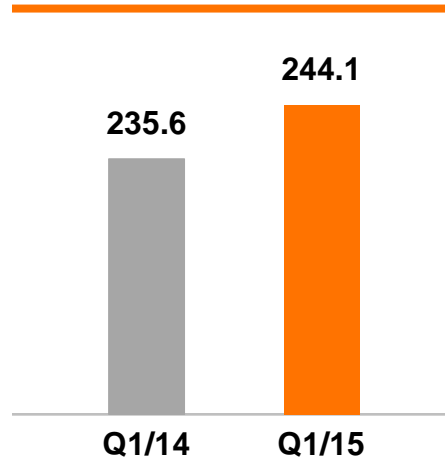
2) Incl. 2,353 employees of Swisslog in Q1/15

3) Organic Free cash flow € 26.2 million

Robotics – Key figures for Q1/15

ORDERS RECEIVED

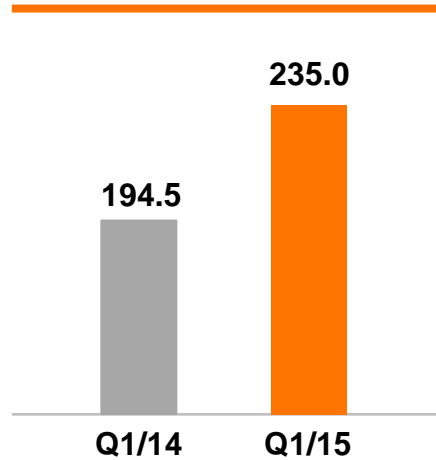
in € million



+3.6%

SALES REVENUES

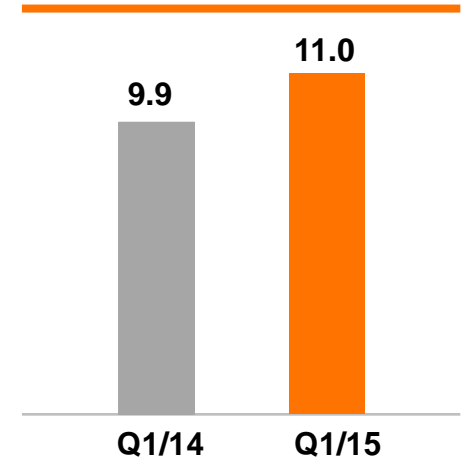
in € million



+20.8%

EBIT MARGIN

in %

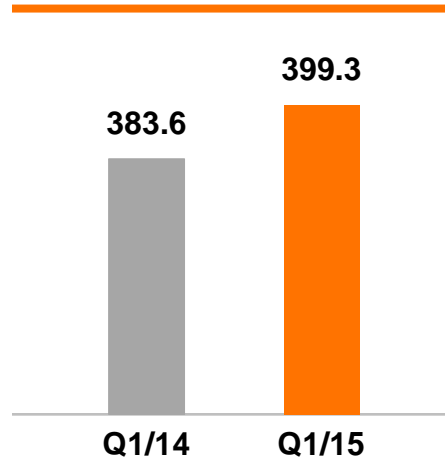


+110 bp

Systems – Key figures for Q1/15

ORDERS RECEIVED

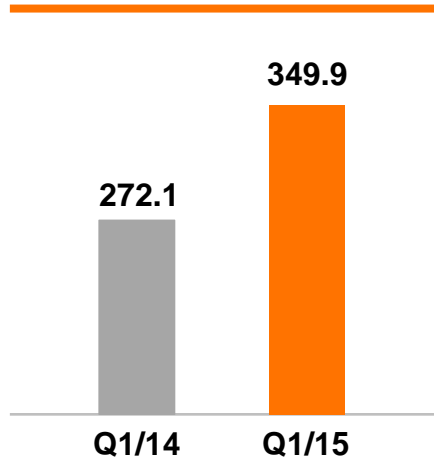
in € million



+4.1%

SALES REVENUES

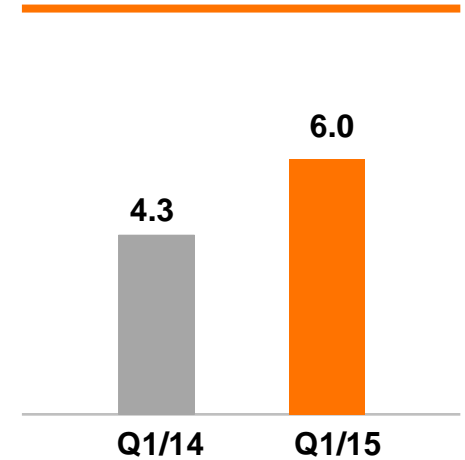
in € million



+28.6%

EBIT MARGIN

in %

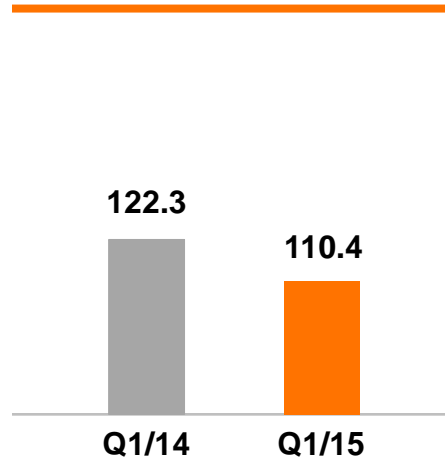


+170 bp

Swisslog – Key figures for Q1/15 (pro forma for Q1/14²)

ORDERS RECEIVED

in € million

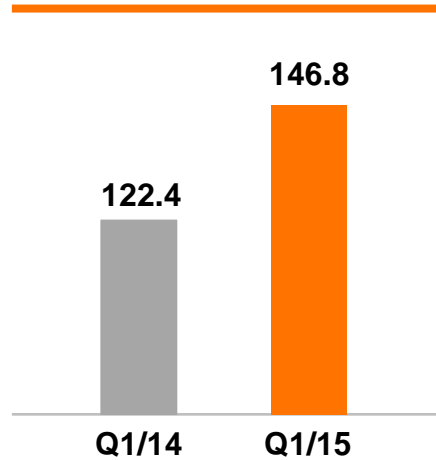


-9.7%

1) Incl. impairment charges due to the Purchase Price Allocation for Swisslog

SALES REVENUES

in € million

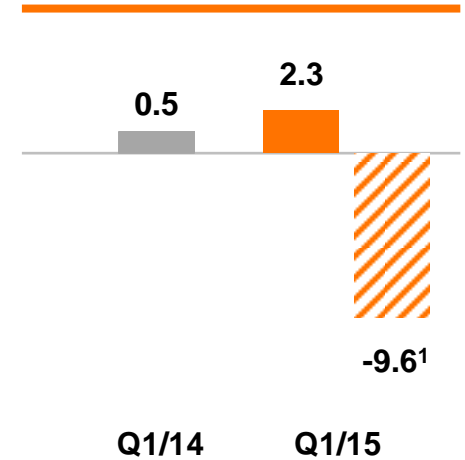


+19.9%

2) Average exchange rate in Q1/14: 1 € = 1.2235 CHF

EBIT MARGIN¹

in %



-

Industry 4.0 – KUKA builds the smart factory

Human-robot
collaboration



Smart factory



Mobility



Connection to the world of IT using intelligent
control concepts – “**Smart Platforms**”



Hannover Messe 2015 – Highlights



Outlook 2015 confirmed



~€2.8 billion

SALES REVENUES



~ 5.5%¹

EBIT MARGIN

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 developments 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)	Q1/14	Q2/14	Q3/14	Q4/14	Q1/15
Operating result	26.4	33.2	35.9	42.7	27.5
Reconciliation of earnings before interest and tax (EBIT)					
Finance costs included in cost of goods sold	0.6	0.9	0.9	1.3	0.6
Earnings before interest and tax (EBIT)	27.1	34.1	36.8	44.0	28.1