

**KUKA**



# KUKA Aktiengesellschaft

Financial results Q1/16

May 4, 2016

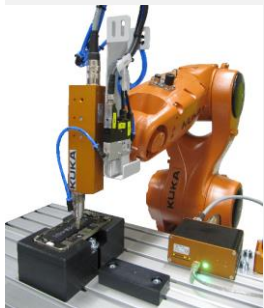




## Highlights Q1/16 – strong demand continues

**€746.5 million**

Order received (without HLS and Tools and Dies in Q1/15:+4.2%<sup>1</sup>)



**5.4 %<sup>2</sup>**

EBIT margin (Q1/15: 6.3%<sup>2</sup>)



**€629.1 million**

Sales revenues

**€20.9 million**

Earnings after taxes (+36.6%<sup>1</sup>)



**28.1%**

Gross margin (Q1/15: 22.0%)



1) Delta yoy

2) Before purchase price allocation for Swisslog



## Hannover Messe 2016



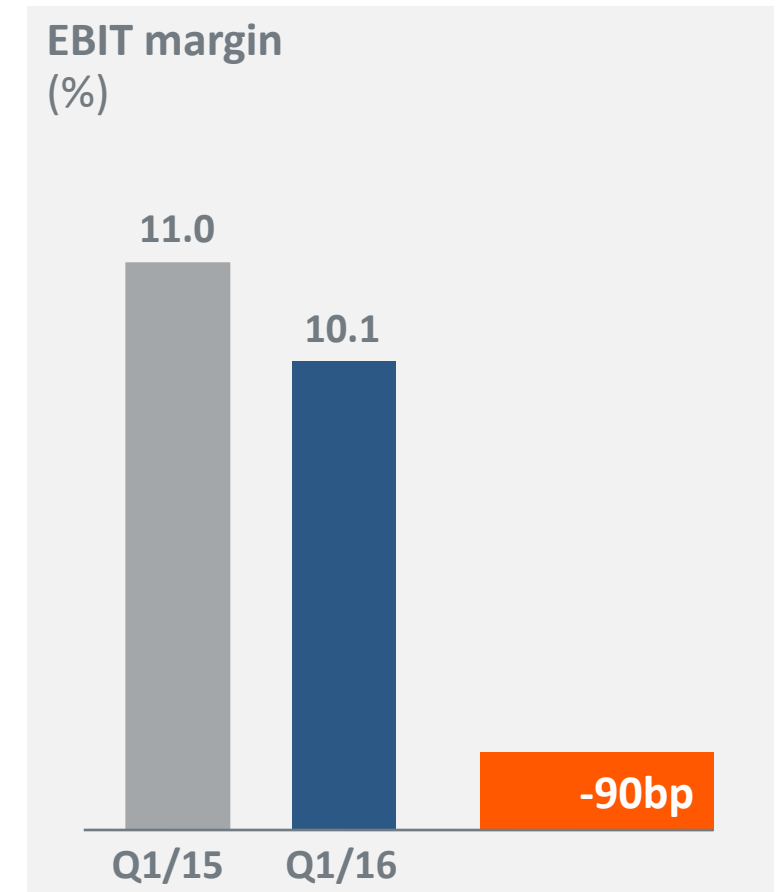
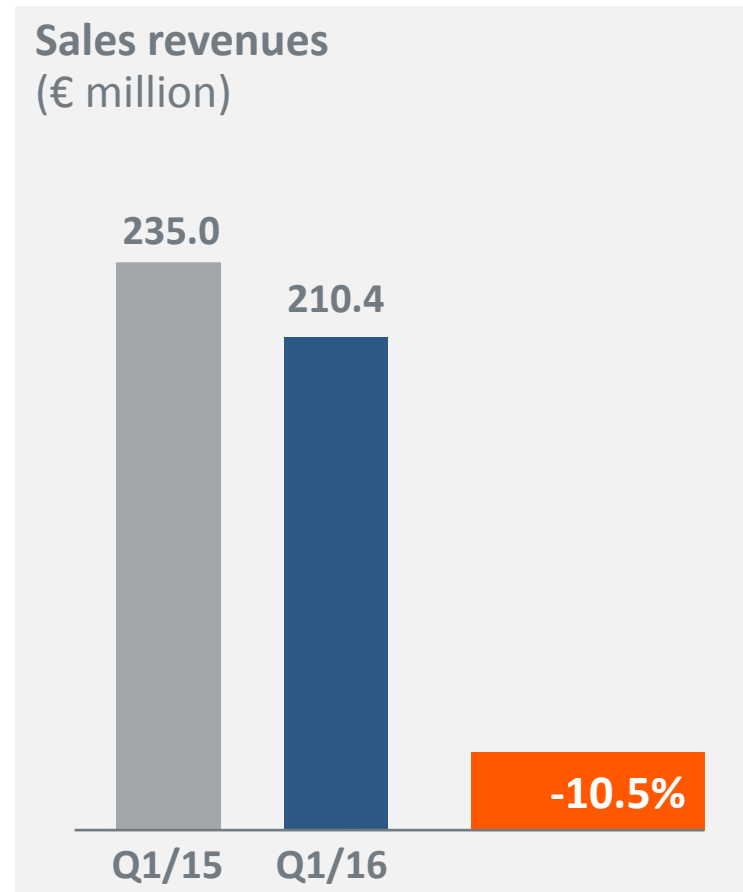
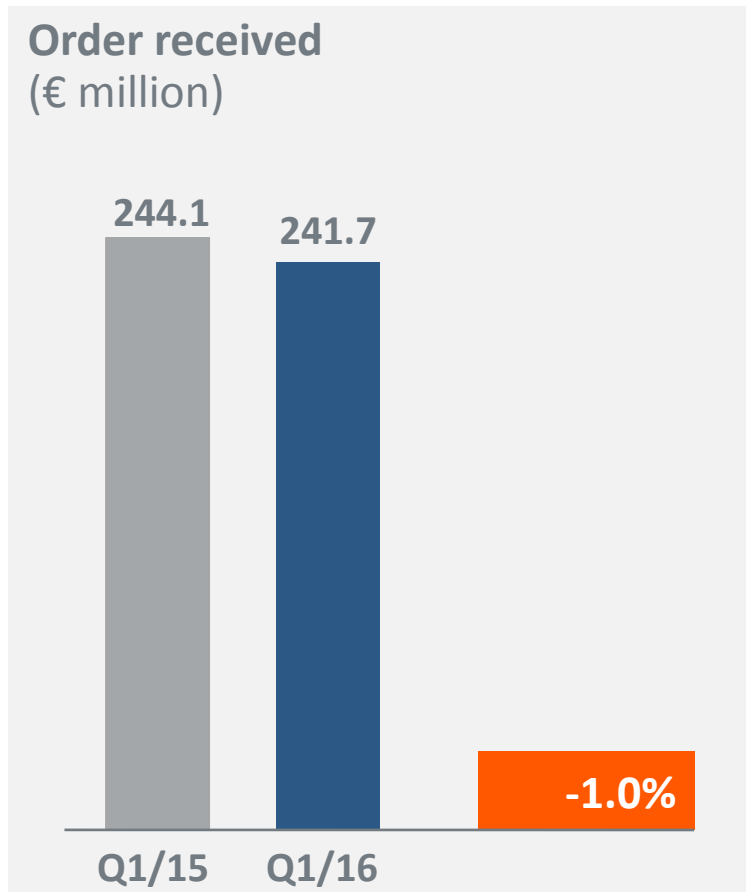


## Group: key figures for Q1/16

(€ million)	Q1/15	Q1/16	Delta (%)
<b>Sales revenues</b>	719.8	629.1	-12.6
<b>Gross operating result</b>	158.2	176.6	11.6
in % of sales revenues	22.0	28.1	-
<b>EBITDA</b>	59.5	48.6	-18.3
in % of sales revenues	8.3	7.7	-
<b>Earnings before interest and taxes (EBIT)</b>	28.1	31.4	11.7
in % of sales revenues	3.9	5.0	-
<b>Capital expenditure</b>	22.2	19.0	-14.4
<b>Net liquidity (Mar. 31)</b>	30.7	179.0	-
<b>Employees (Mar. 31)</b>	12,331	12,433	0.8
<b>Cash Earnings</b>	61.5	48.9	-20.5
<b>Cash flow from current business operations</b>	22.3	-44.5	-
<b>Free Cash flow</b>	-4.7	-62.5	-

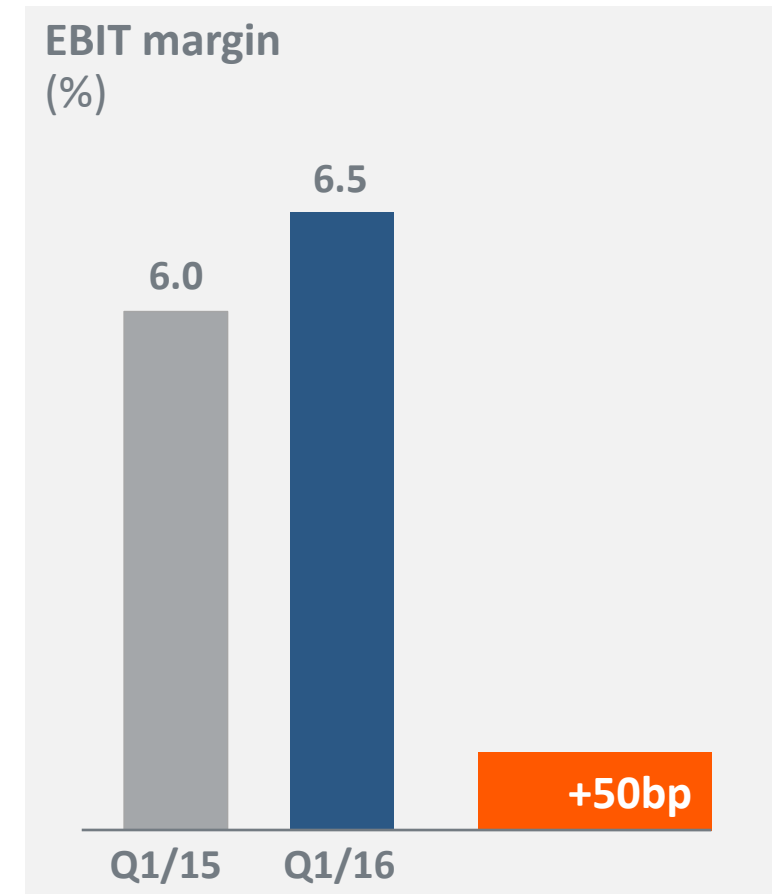
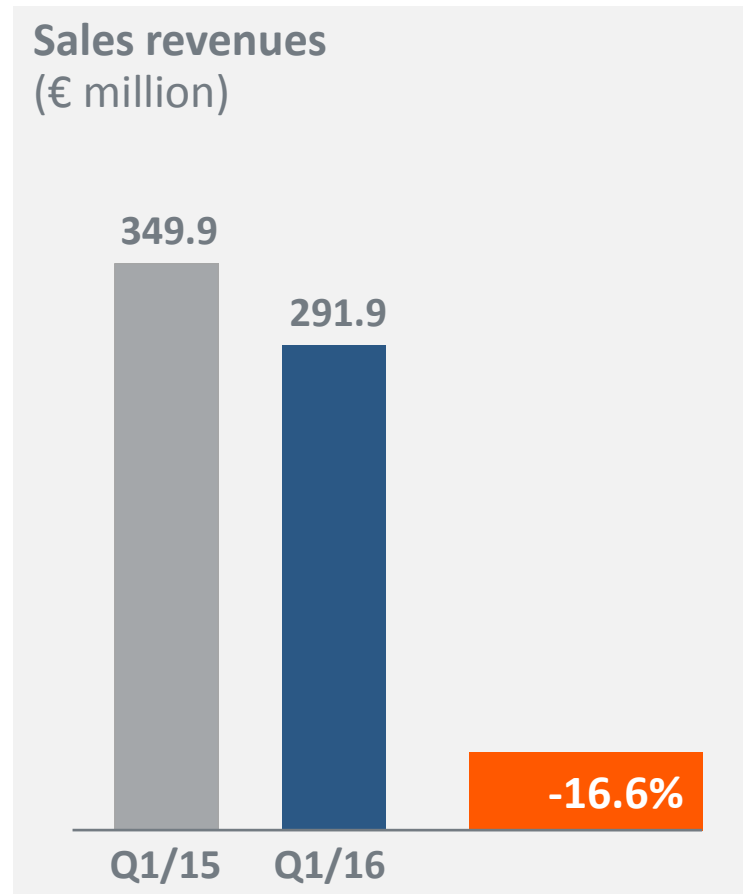
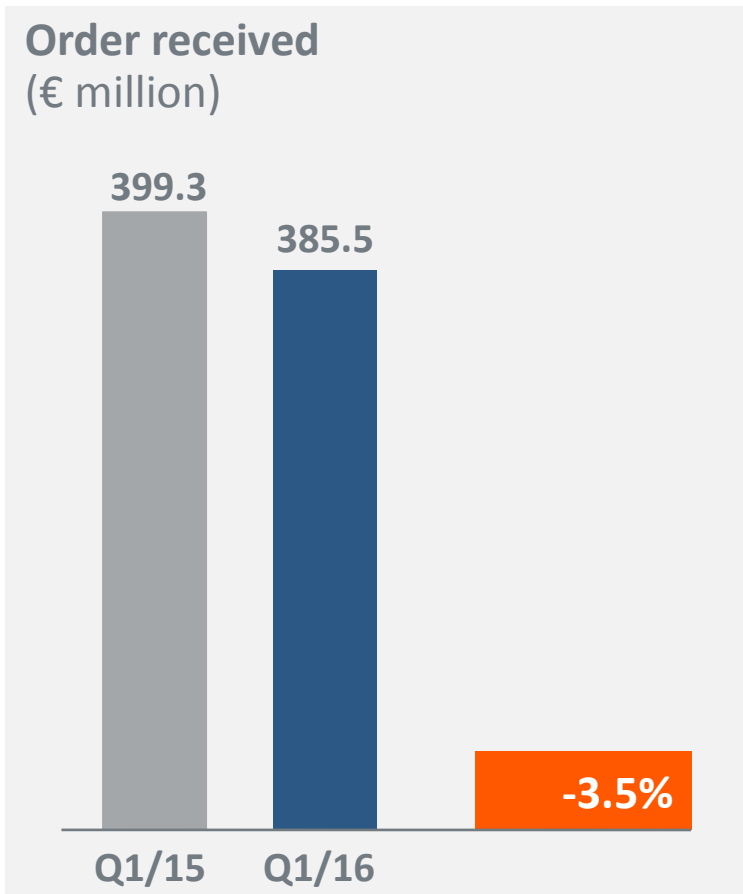


## Robotics: key figures for Q1/16



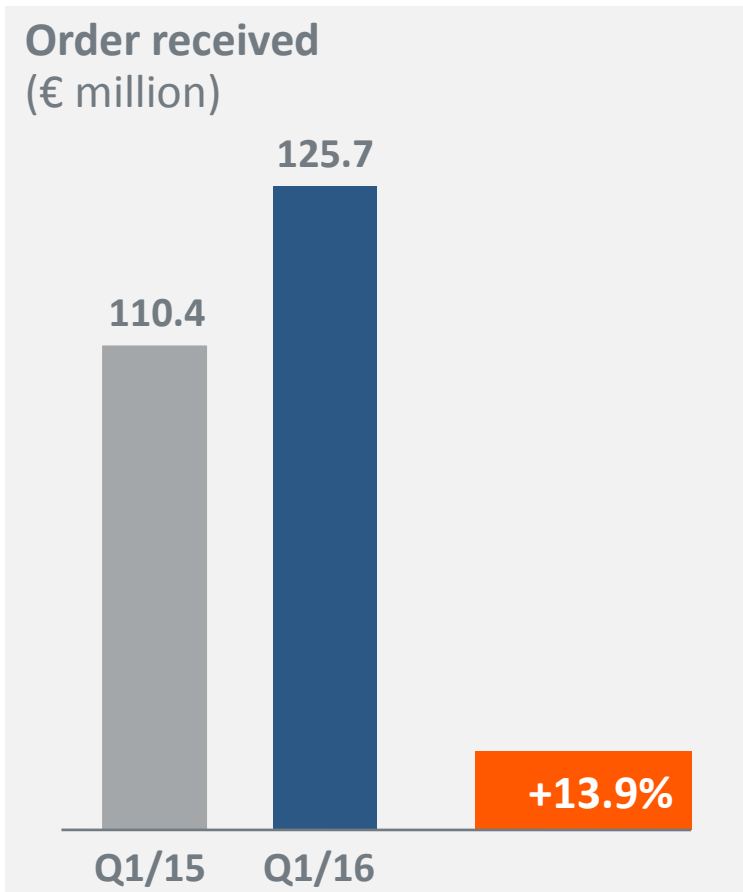


## Systems: key figures for Q1/16

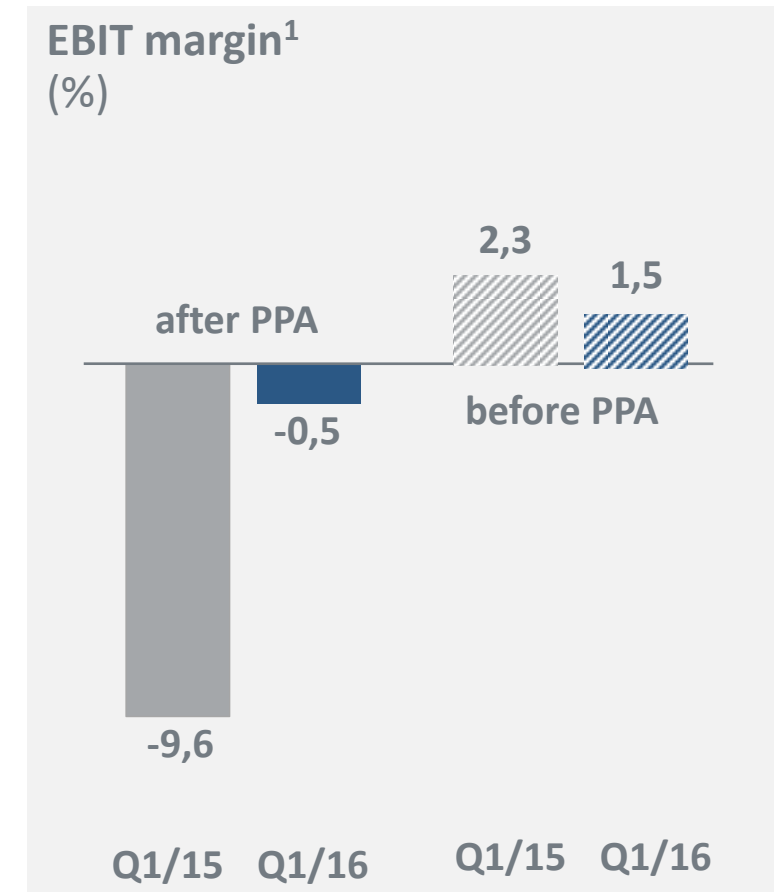
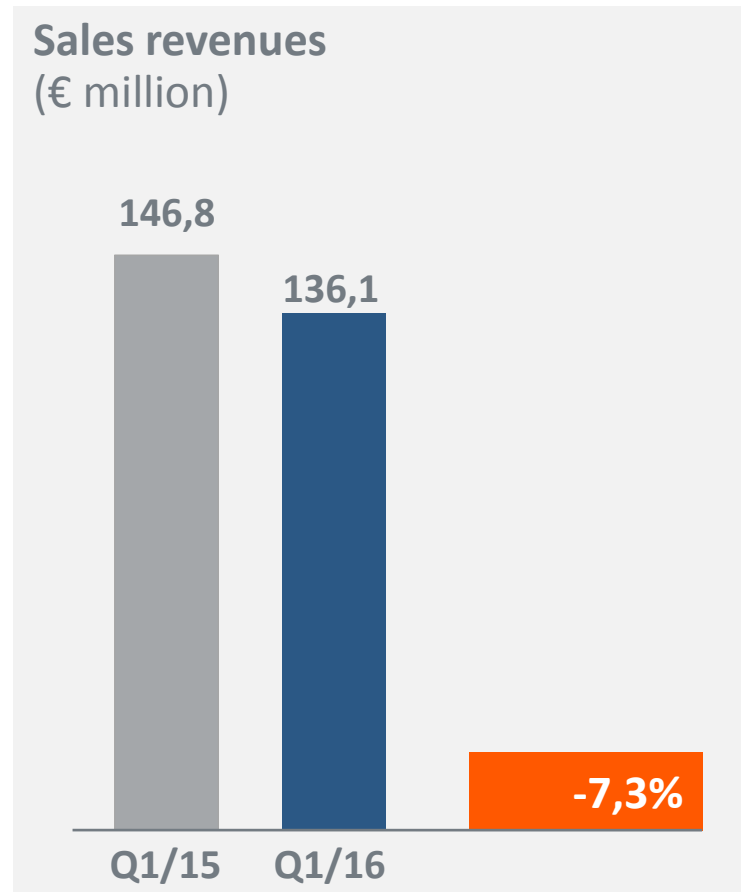




## Swisslog: key figures for Q1/16



1) Before purchase price allocation and intigretion costs





Swisslog – integrated and on track for growth



## Good News

- Swisslog wins the Industry Award 2016
- Joint projects started
- New warehouse shuttle systems Cyclone Carrier successfully launched at LOGIMAT fair
- Integration of Swisslog well advanced

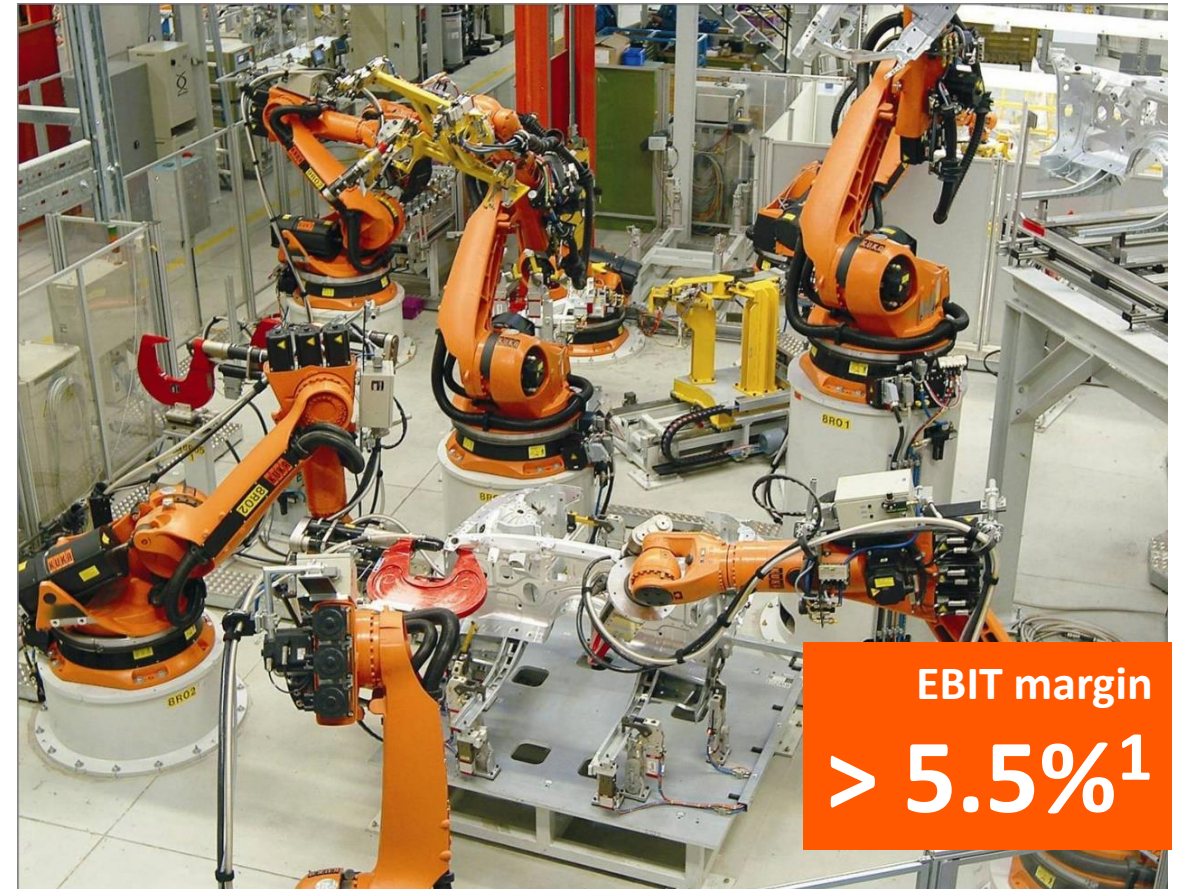




## Outlook 2016



Sales revenues  
**> €3.0 billion**



EBIT margin  
**> 5.5%<sup>1</sup>**

1) Before purchase price allocation for Swisslog



## Disclaimer

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## IAS 23 R – EBIT reconciliation

(€ million)	Q1/15	Q2/15	Q3/15	Q4/15	Q1/16
<b>Operating result</b>	27.5	39.5	36.9	29.2	31.4
<b>Reconciliation to earnings before interest and taxes (EBIT)</b>					
Finance costs included in cost of goods sold	0.6	0.8	0.6	0.5	0.0
<b>Earnings before interest and taxes (EBIT)</b>	28.1	40.3	37.5	29.7	31.4