# **KUKA**

Interim report I First quarter 2009

May 12, 2009











## Q1/09 Highlights

### **Risks**

- Orders received decline 47.1% from € 404.3 million (Q1/08) to € 213.7 million (Q1/09) due to global recession
- EBIT decreased from € 15.8 million (Q1/08) to € 0.2 million (Q1/09), mainly because of 19% slump in sales revenues
- 2009 outlook excludes the final outcome of Chrysler's Chapter 11 bankruptcy proceedings or further possible bankruptcy proceedings with other major clients:
  - Break-even to slightly positive operating profit (EBIT) and positive free cash flow in 2009 including adjustments and restructuring measures implemented so far

### **Opportunities**

- Order backlog of € 539.7 million (Q1/09) notionally secures business activity for about five months
- Accelerated cost cutting program mitigates impact of declining orders received
- Developments in the divisions
  - Robotics: Reduction of orders received of Robotics in Q1/09 (-23%) was lower than sale of articulated robots worldwide due to IFR¹ (-49%)
  - Systems: Rising sales at Jeep Wrangler USA in January to April 2009





# **Group - Q1/09 results**

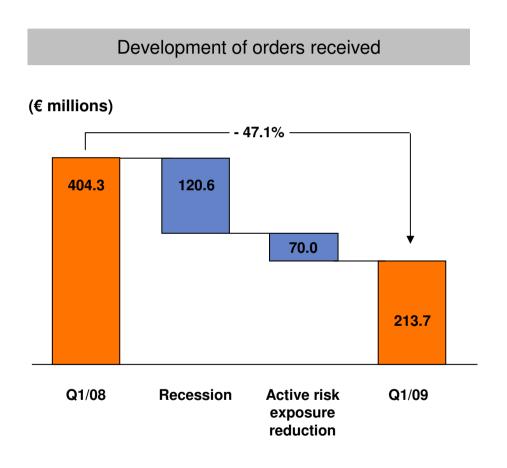
(€ millions)	Q1/09	Q1/08	Δ
Orders received	213.7	404.3	-47.1%
Order backlog (March 31)	539.7	647.3	-16.6%
Sales revenues	227.0	280.2	-19.0%
Gross margin	51.1	63.8	-19.9%
in % of sales revenues	22.5	22.8	-
EBIT	0.2	15.8	-98.7%
in % of sales revenues	0.1	5.6	-
Earnings after taxes	-1.8	9.8	-
Net debt (-)/net liquidity (+)	-95.2	28.7	-
Employees (March 31)	6,124	5,831	5.0%

- Gross margin performance almost stable at 22.5% (Q1/09), compared with 22.8% (Q1/08)
- Earnings after taxes decreased from € 9.8 million (Q1/08) to € -1.8 million (Q1/09)
- Number of employees expanded from 5,831 (Q1/08) to 6,124 (Q1/09) due to growth in general industry (+150) and service (+100) in 2008
  - Number of temporary workers¹ worldwide reduced from over 1,000 (December 31, 2008) to approximately 600 (March 31, 2009)

<sup>1)</sup> Not included in number of employees.



# Decrease of orders received mainly due to worldwide recession



- Orders received dropped significantly from € 404.3 million (Q1/08) to € 213.7 million (Q1/09)
- Worldwide recession was the main driver with a negative impact of € 120.6 million
- Active risk exposure reduction led to a reduction of orders received of € 70.0 million



# Significant reduction of EBIT

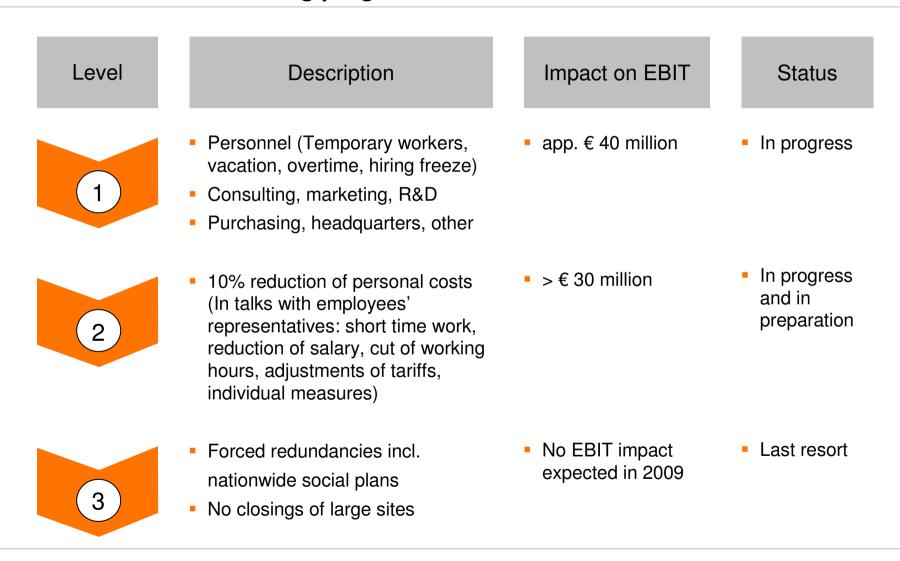
# Development of EBIT (€ millions) 15.8 -12.7 Q1/08 Volume effect Operating Q1/09

costs

- EBIT decreased from € 15.8 million (Q1/08) to € 0.2 million (Q1/09)
- Sales revenues decline of € 53.2 million from Q1/08 to Q1/09
- Operating costs rose by € 2.9 million (Q1/09) mainly due to other operating expenses



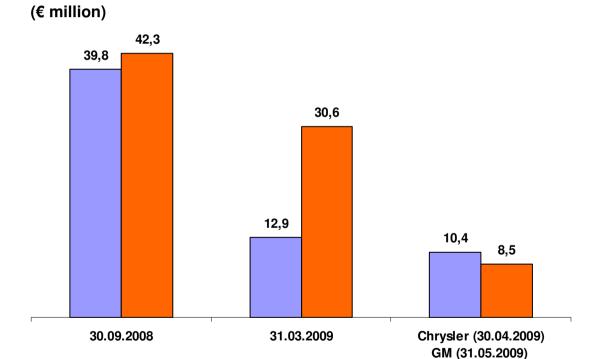
# **Accelerated cost-cutting program**





# Customer risks<sup>1</sup> at Chrysler and GM

### Development customer risk<sup>1</sup> trends at Chrysler and GM



- Customer risks<sup>1</sup> at Chrysler and GM substantially reduced over the past months
- The risk¹ at Chrysler² substantially reduced, from € 39.8 million (30.09.08) to €10.4 million (30.04.09)
- The risk associated with GM¹ is expected to be substantially lower, from € 42.3 million (30.09.08) to € 8.5 million (31.05.09)
  - The risk¹ associated with GM concerns mainly Opel/ Europe







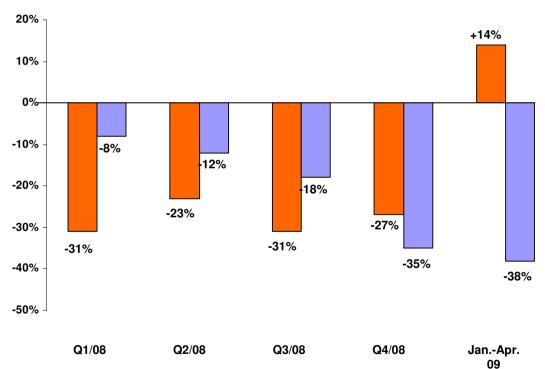
<sup>1)</sup> Incl. trade receivables, PoC receivables and open purchase orders



# Increased sales of Jeep Wrangler in 2009

### Sales trends Jeep Wrangler and U.S. car sales in total

### (Development y-o-y)



- Jeep Wrangler is one of the few cars with rising sales in the United States so far in 2009
- Despite Chapter 11 at Chrysler, we expect that KTPO/ Jeep
   Wrangler will continue to work
- KTPO risk¹ status in addition to Chrysler's level of risk¹
  - April 30, 2009: receivables of finance lease valued at approximately € 88 million
  - The risk related to KTPO stand alone is € 8.5 million (30.04.09)

Car sales in total in the U.S.

<sup>1)</sup> Incl. trade receivables, PoC receivables and open purchase orders



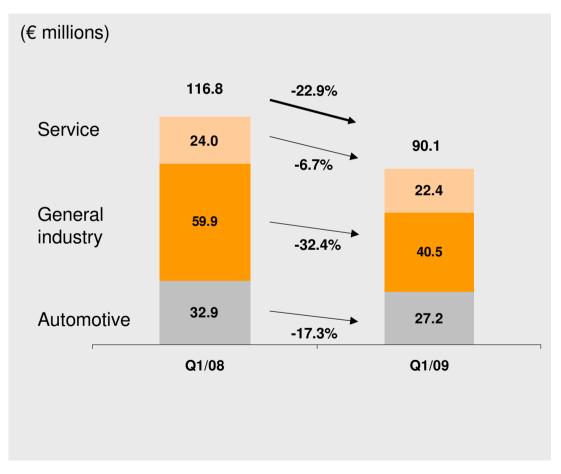
### Robotics - Q1/09 results

(€ millions)	Q1/09	Q1/08	Δ
Orders received	90.1	116.8	-22.9%
Order backlog (Mar. 31)	94.1	106.8	-11.9%
Sales revenues	96.6	117.5	-17.8%
Gross profit	34.7	37.9	-8.4%
in % of sales revenues	35.9	32.3	-
EBIT	4.2	10.1	-58.4%
in % of sales revenues	4.3	8.6	-
Employees (Mar. 31)	2,252	2,081	8.2%

- Orders received decline from € 116.8 million (Q1/08) to € 90.1 million (Q1/09) mainly due to volume effects
- EBIT decreased from € 10.1 million (Q1/08) to € 4.2 million (Q1/09), mainly because sales revenues decline from € 117.5 million (Q1/08) to € 96.6 million (Q1/09)
- Number of employees expanded from 2,081 (Q1/08) to 2,252 (Q1/09) due to growth in general industry (+106) and service (+107)
  - Reduction of 125 temporary workers<sup>1</sup> (31.03.09) compared with 31.12.08



# **Robotics - orders received**



### Orders received down 22.9%

- Small decline in service (-6.7%)
- Substantial downturn in general industry segment (-32.4%)
- Significant slump in automotive segment (-17.3%)

Source: KUKA



# Systems - Q1/09 results

(€ millions)	Q1/09	Q1/08	Δ
Orders received	129.6	300.0	-56.8%
Order backlog (Mar. 31)	451.5	550.6	-18.0%
Sales revenues	138.7	174.9	-20.7%
Gross profit	16.2	26.2	-38,2%
in % of sales revenues	11.7	15,0	-
EBIT	-1.1	8.4	-
in % of sales revenues	-0.8	4.8	-
Employees (Mar. 31)	3,719	3,614	2.9%

- Orders received down sharply from € 300.0 million (Q1/08) to € 129.6 million (Q1/09)
  - Downturn mainly due to postponements in automotive sector
- EBIT decreased from € 8.4 million (Q1/08) to € -1.1 million (Q1/09) mainly due to the lower quality
  of earnings of completed projects and a sharp decline of sales revenues
- Number of employees increased from 3,614 (Q1/08) to 3,719 (Q1/09), predominantly in China (+28) and general industry (+49)
  - Reduction of 233 temporary workers<sup>1</sup> (31.03.09) compared with 31.12.08



### Outlook 2009

- Significantly lower orders received expected overall in FY09
- Accelerated cost cutting measures initiated to secure EBIT and free cash flow
- 2009 outlook excludes the final outcome of Chrysler's Chapter 11 bankruptcy proceedings or further possible bankruptcy proceedings with other major clients:
   Break-even to slightly positive operating profit (EBIT) and positive free cash flow in 2009 including adjustments and restructuring measures implemented so far





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