

KUKA





KUKA AG **Financial Results Q1/11**

11 May, 2011



Highlights Q1/11

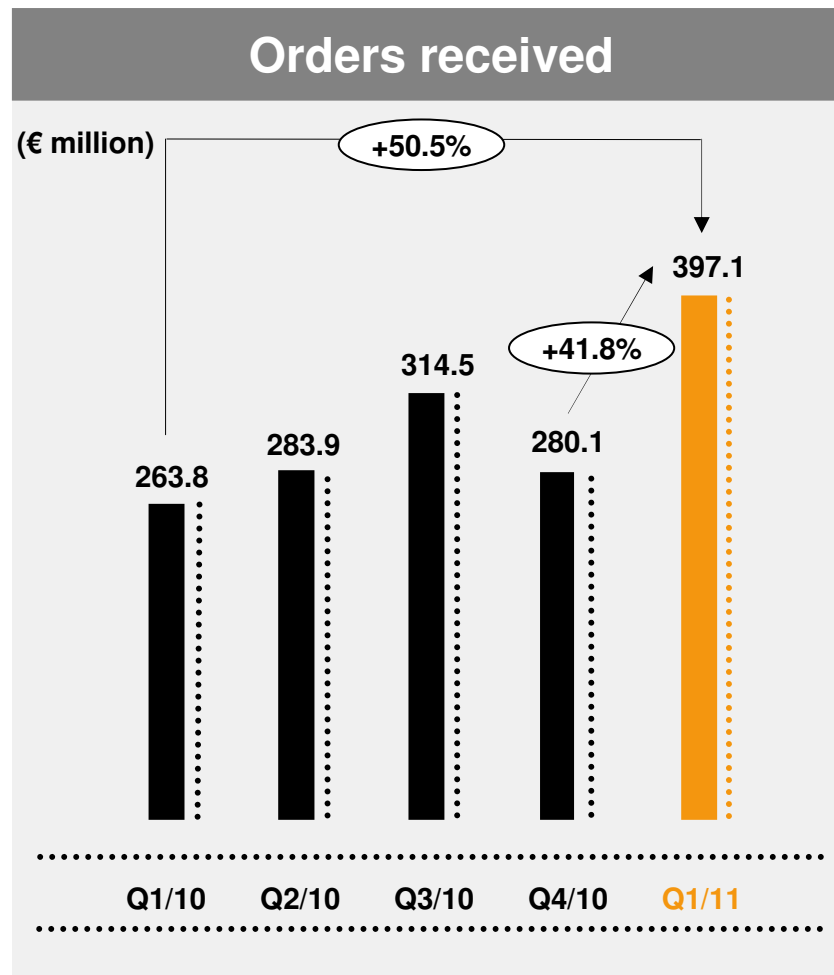
Strong and profitable growth continues

- **Orders received** up 50.5% to € 397.1 million
 - Robotics - **all time high** of € 183.1 million: an increase of 59.6%
-> including follow-up effects from Q4/10
- **Sales revenue** up 56.1% to € 326.5 million
 - Share from BRIC countries increased from 7.1% (Q1/10) to 19.8% (Q1/11) 
- **EBIT** up from € -1.7 million (Q1/10) to € 14.7 million (Q1/11)
 - EBIT margin improved from -0.8% (Q1/10) to 4.5% (Q1/11) 
- **Net result** has improved significantly from € -11.0 million (Q1/10) to € 5.4 million (Q1/11)
 - Earnings per share up from € -0.39 (Q1/10) to € 0.17 (Q1/11)
- **Guidance 2011:** sales revenue >€ 1.2 billion and EBIT margin >5%



KUKA Group

KUKA's growth is ahead of the market



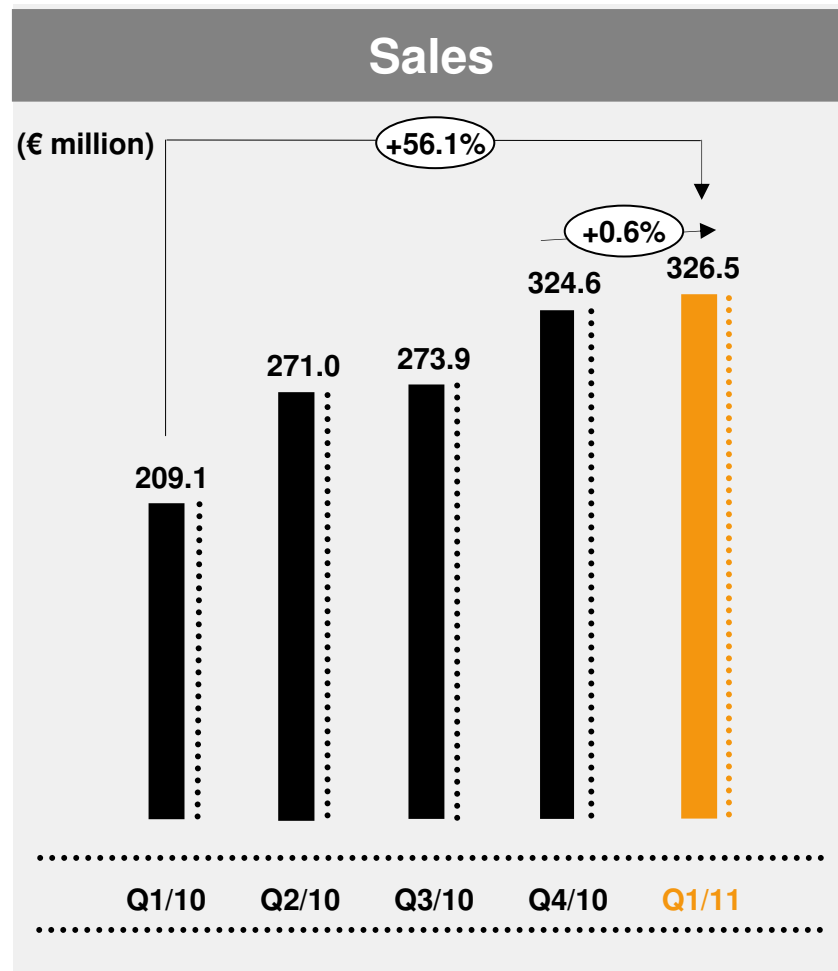
Development

- Orders received up 50.5% to € 397.1 million
 - VDMA mechanical engineering overall: +32%
- Book-to-bill ratio is 1.22
- Robotics: +59.6% to € 183.1 million
 - VDMA robotics + automation: +47%



KUKA Group

Strong growth in sales



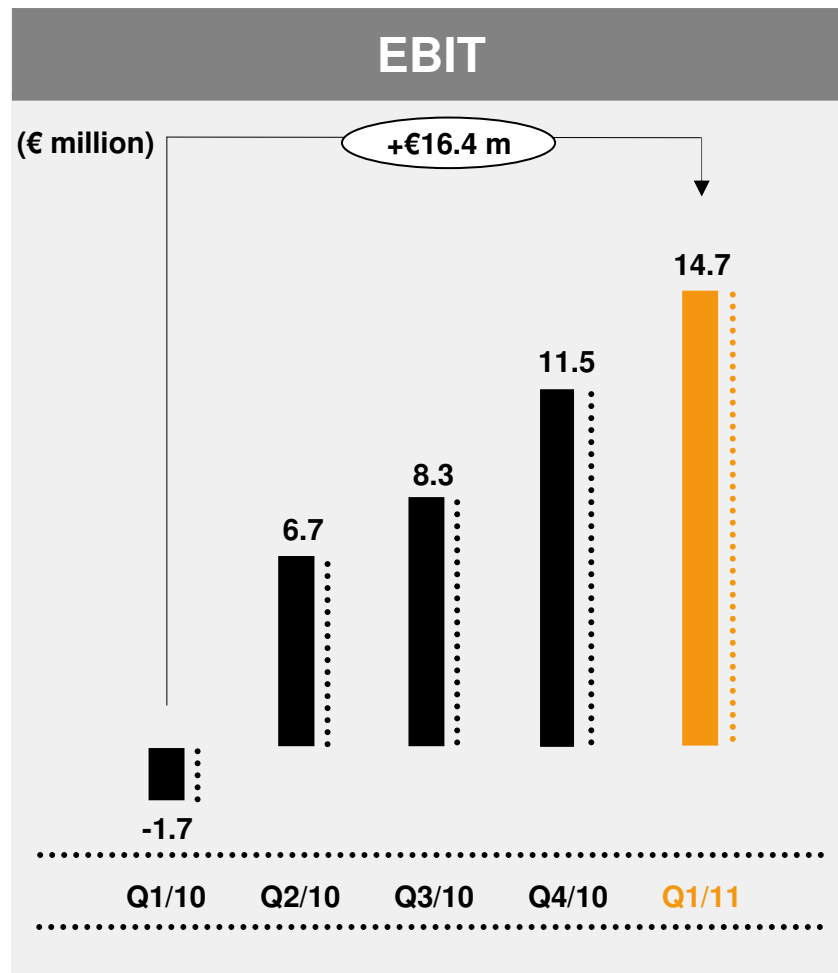
Development

- Sales up from € 209.1 million (Q1/10) to € 326.5 million (Q1/11)
- Orders on hand rise to € 700.2 million
- Development in Japan
 - No negative effects on KUKA in Q1/11
 - Close monitoring of the development and close cooperation with suppliers



KUKA Group

Further improvement of operative results



Development

- EBIT has improved from € -1.7 million to € 14.7 million
- EBIT margin up to 4.5%



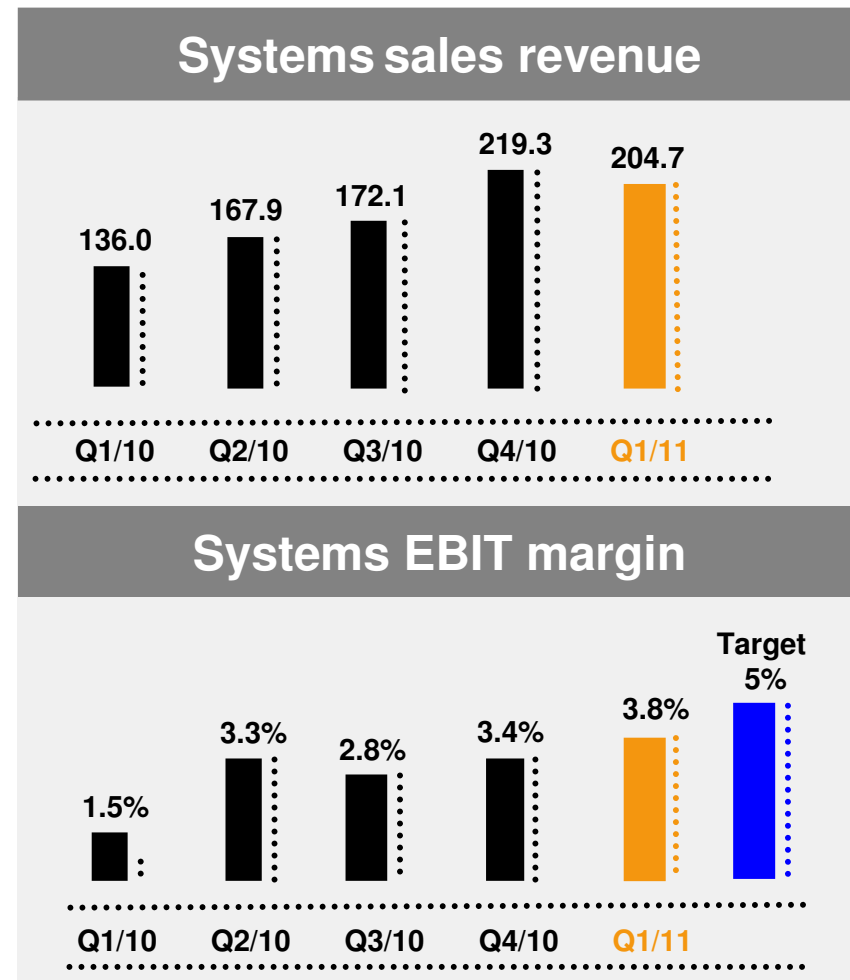
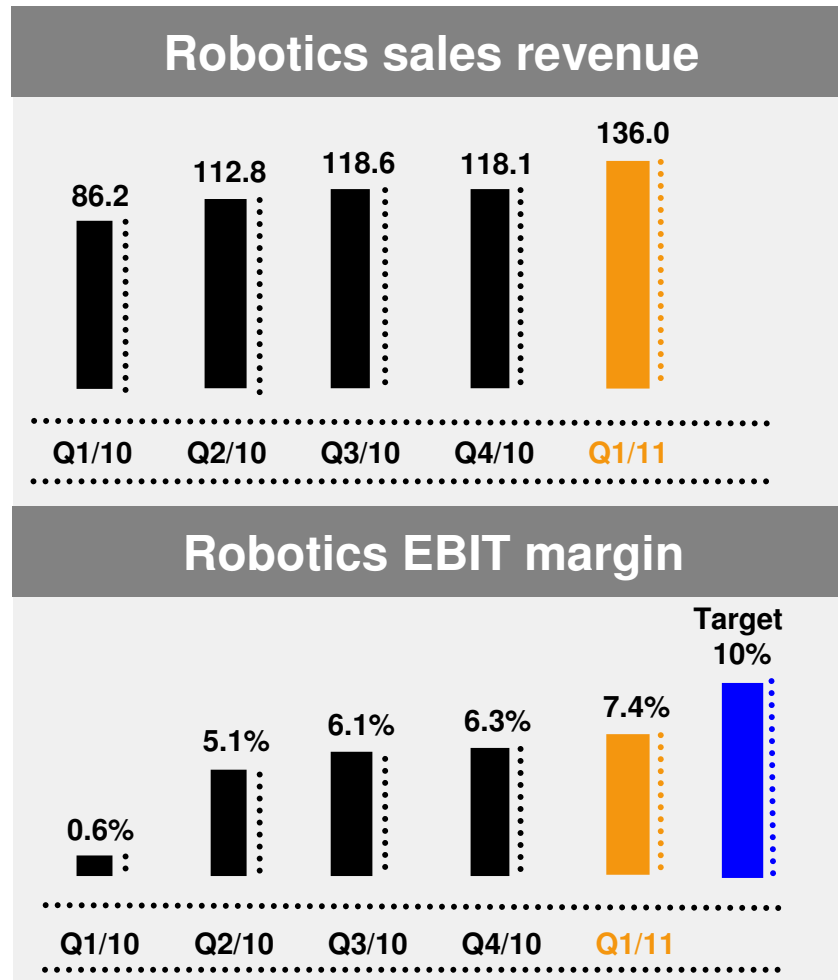
KUKA Group Key figures for Q1/11

€ million	Q1/2010	Q1/2011	Change
Orders received	263.8	397.1	50.5%
Order backlog (03/31)	606.7	700.2	15.4%
Sales revenues	209.1	326.5	56.1%
Gross profit	38.6	66.8	73.1%
in % of sales revenues	18.5%	20.5%	-
Earnings before interest and taxes (EBIT)	-1.7	14.7	-
in % of sales revenues	-0.8%	4.5%	-
Earnings before interest, taxes, depreciation and amortization (EBITDA)	3.9	20.8	>100%
in % of sales revenues	1.9%	6.4%	-
Net result	-11.0	5.4	-
Capital expenditure	1.9	4.1	>100%
Employees (03/31)	5,799	6,192	6.8%
Cash Earnings	-4.1	16.4	-
Cash flow from operating activities	5.6	0.5	-
Free Cashflow	4.6	-3.5	-



Robotics and Systems

Approaching target margins



Outlook

Guidance 2011

Development and measures

- Continued dynamic development of the market segments of Robotics and Systems
- Increased profitability due to higher utilization, market launch of QUANTEC and full year effect of cost reduction program
- Significant increase in sales share from the general industry segment
- Strong support of the guidance by development in Q1/11

	2011
Sales	> €1.2 billion
EBIT margin	> 5%



Disclaimer

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Reconciliation of EBIT

€ million	Q1/2010	Q2/2010	Q3/2010	Q4/2010	2010	Q1/2011
Result from operating activities	-1.9	5.3	6.6	7.5	17.5	13.0
Reconciliation to earnings before interest and taxes (EBIT)						
Financing costs included in cost of sales	0.2	1.4	1.7	3.9	7.2	1.7
Earnings before interest and taxes (EBIT)	-1.7	6.7	8.3	11.5	24.8	14.7

