



KUKA



KUKA AG
Financial results
Q1/13

8 May, 2013

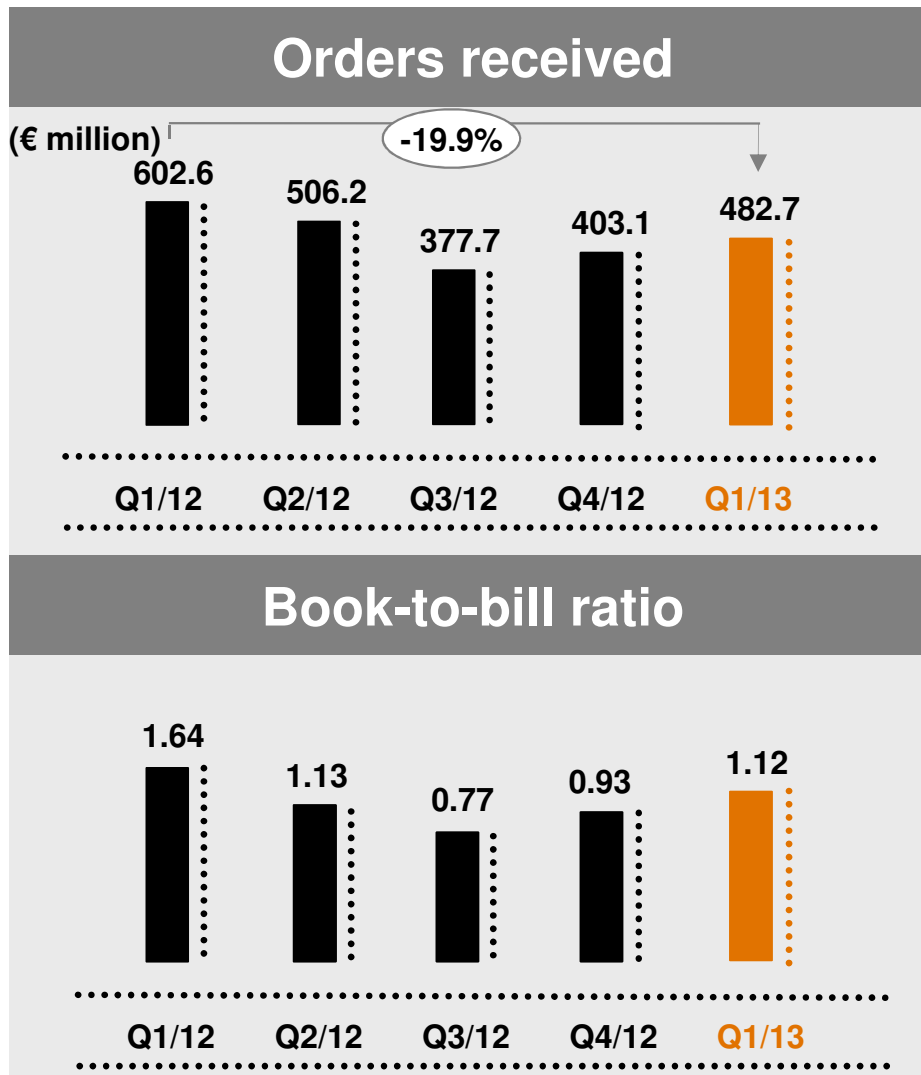
Highlights Q1/13

KUKA strengthens global position

- **Orders received** reach a total of € 482.7 million
 - Robotics: record orders received of € 106.0 million in General Industry segment
- **Revenue** of € 436.0 million up 18.7% y-o-y
- **EBIT margin** with 6.5% significantly above previous year: Robotics 10.2% and Systems 5.0%
- **Earnings after taxes** grow disproportionately by 29.6% to € 14.0 million
- **Free cash flow** considerably improved to € 15.5 million (Q1/12: € -0.8 million)
- Acquisition of companies from **UTICA enterprises** strengthens market position in the U.S.
- **Guidance** 2013 confirmed: revenue around € 1.8 billion and EBIT margin around 6.5%

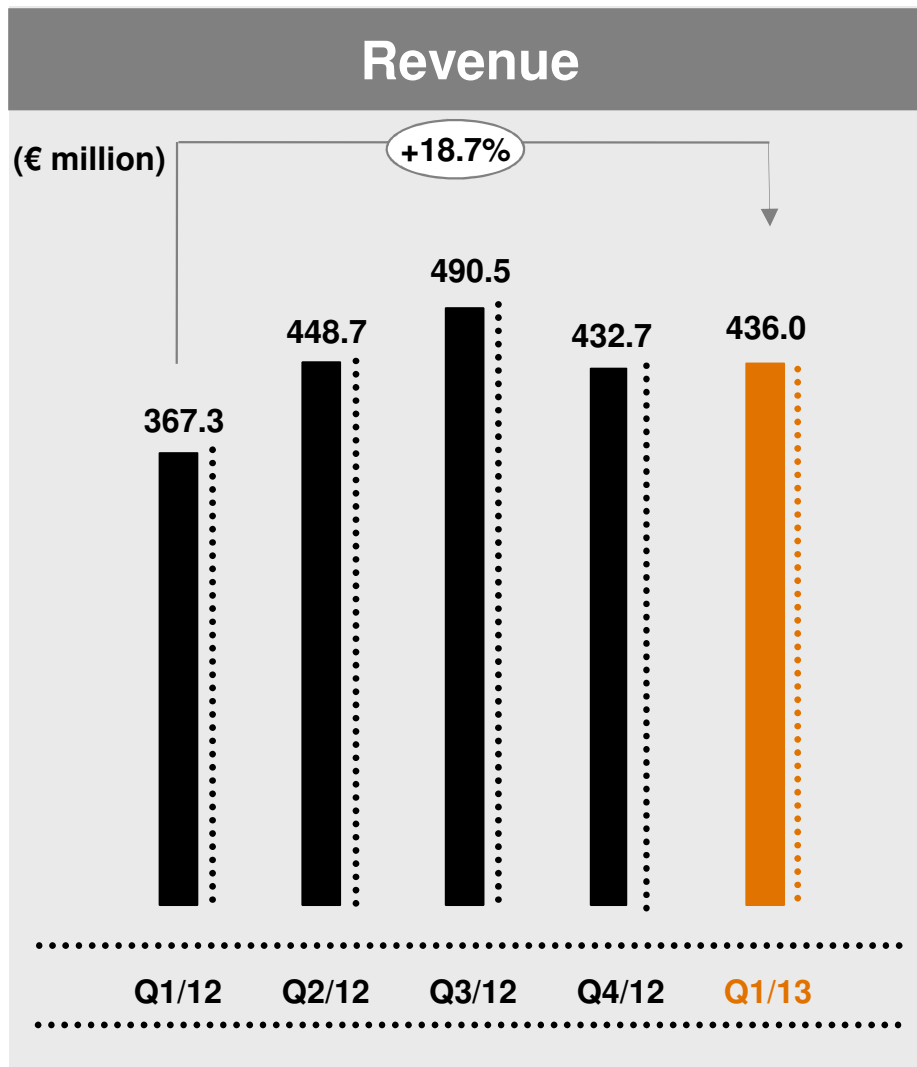
Group orders received

Customer demand on a high level



Group revenue

Revenue benefit from strong orders received

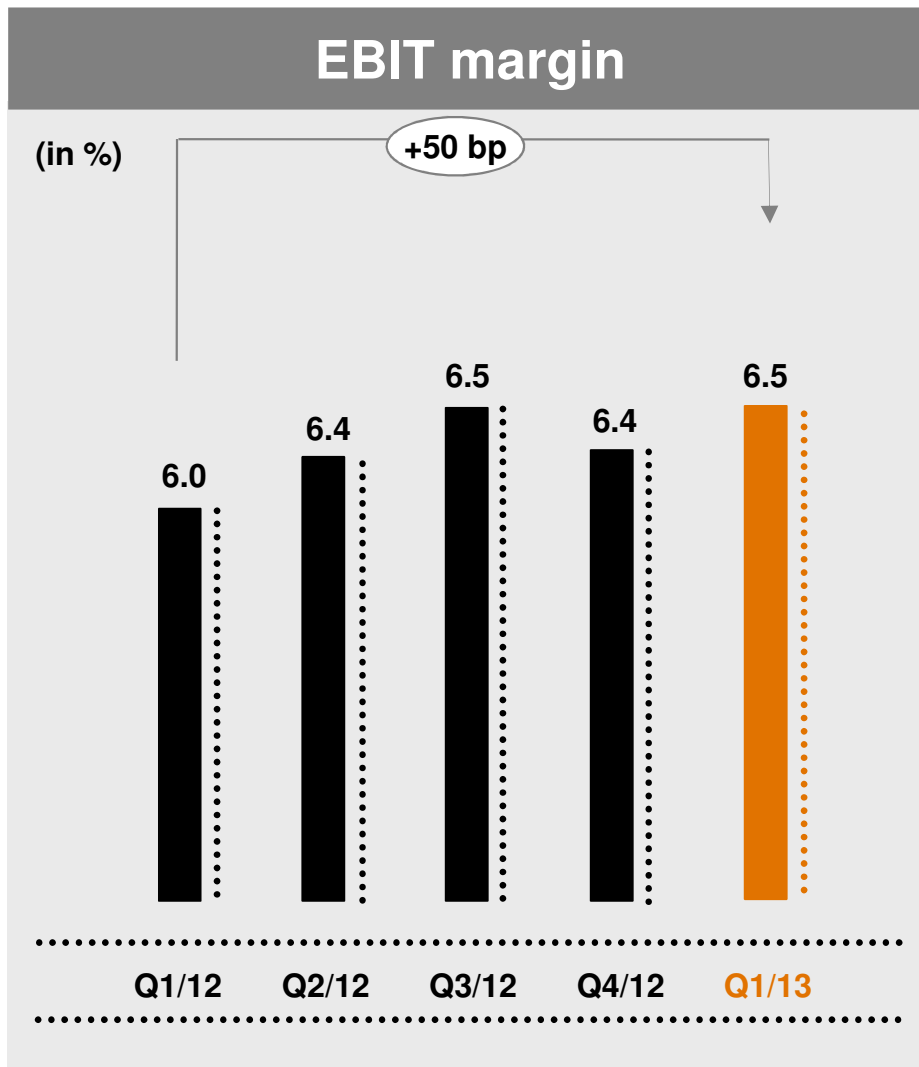


Development

- Revenue up from € 367.3 million (Q1/12) to € 436.0 million (Q1/13)
- Order backlog: € 947.2 million
 - High visibility for the current business year
- Utilization rate at Robotics and Systems on a high level

Group profitability

EBIT margin up significantly on previous year



Development

- EBIT increases disproportionately by 29.7% to € 28.4 million in Q1/13
- EBIT margin significantly improved y-o-y: 6.5%

Group financial results

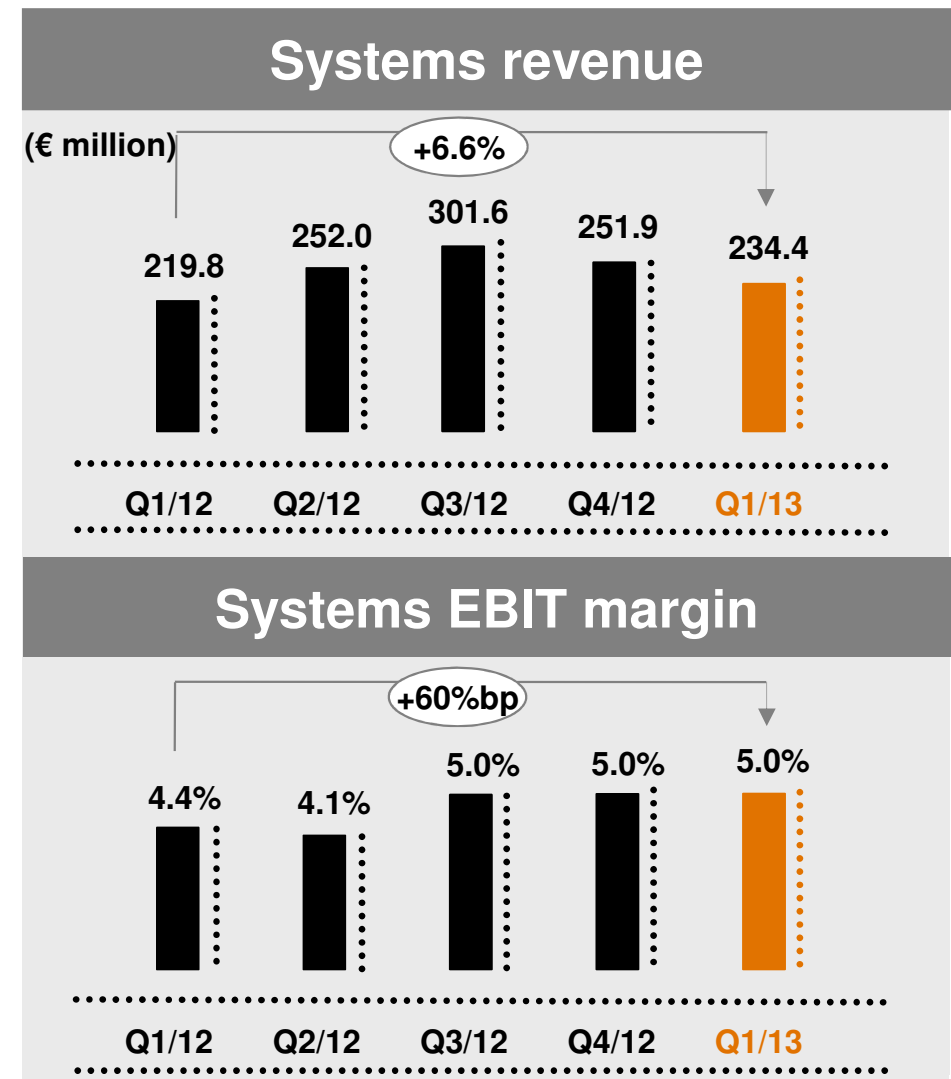
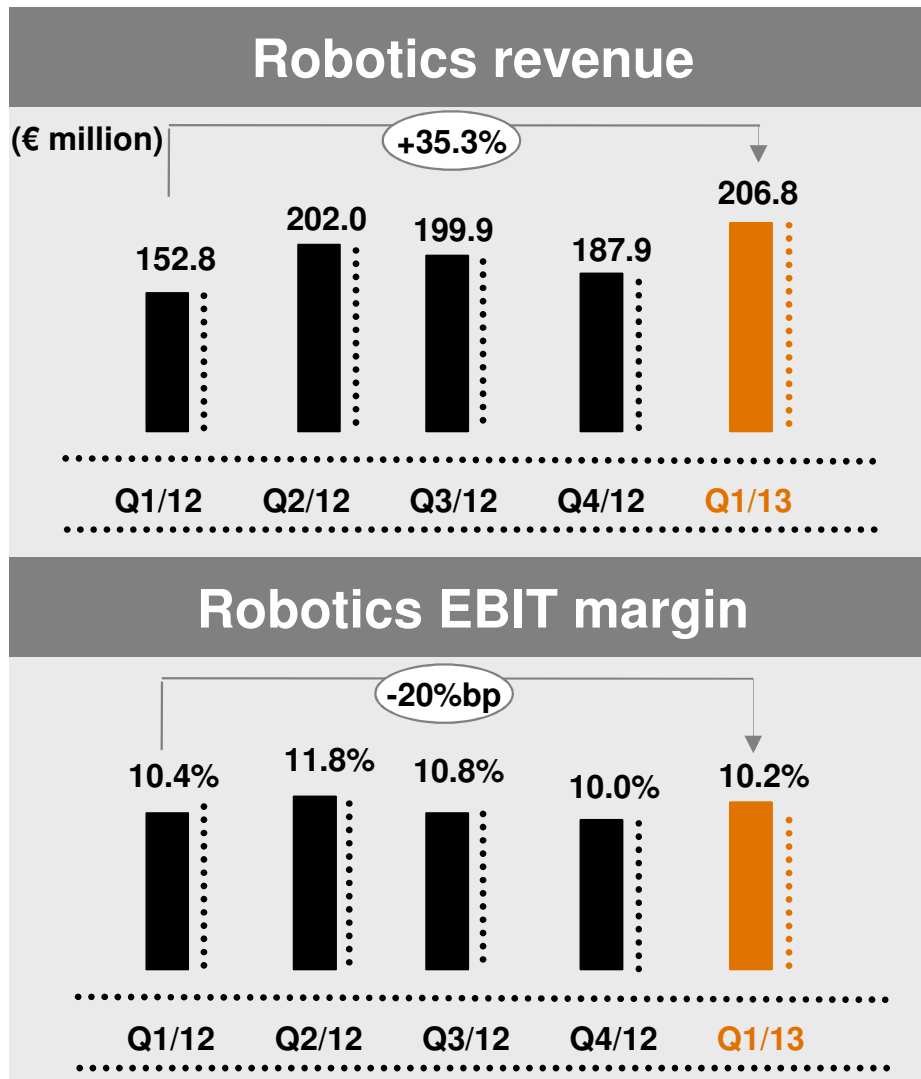
Key figures for Q1/13

| (€ million) | Q1/12 | Q1/13 | Delta |
|---|-------|-------|--------|
| Orders received | 602.6 | 482.7 | -19.9% |
| Revenue | 367.3 | 436.0 | 18.7% |
| Gross operating result | 79.9 | 105.4 | 31.9% |
| Share of revenue | 21.8% | 24.2% | - |
| EBITDA | 28.5 | 36.2 | 27.0% |
| Share of revenue | 7.8% | 8.3% | - |
| Earnings before interest and tax (EBIT¹) | 21.9 | 28.4 | 29.7% |
| Share of revenue | 6.0% | 6.5% | - |
| Capital expenditure | 12.8 | 9.0 | -29.7% |
| Net financial liabilities (-) / net cash position (+) (31.03.) | -38.4 | 62.5 | - |
| Employees (31.03.) | 6,804 | 7,240 | 6.4% |
| Cash earnings | 22.1 | 30.2 | 36.7% |
| Cash flow from current business operations | 11.7 | 24.4 | 108.5% |
| Free cash flow | -0.8 | 15.5 | - |

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

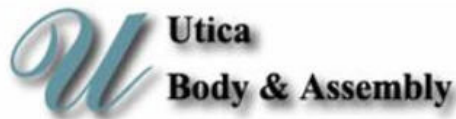
Robotics and Systems

Solid growth in Q1/13



Acquisition of companies from UTICA enterprises

KUKA Systems strengthens its position in the U.S.

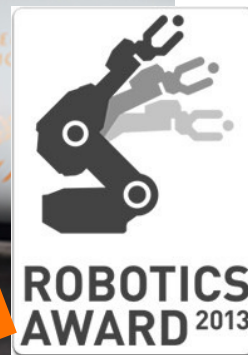


Advantages of acquisition

- KUKA Systems strengthen its market position in the North American in the automotive sector
 - KUKA Systems increases its market share from 25% to 38%
- Access to new customers and strengthening of relationship with existing customers
- Access to new technologies in the fields of joining and assembly

Product innovations

LBR iiwa and KR 5 Arc open up new markets



Outlook 2013

KUKA expects increased market share in 2013

- **Customer demand stable at high level**
 - Strong customer portfolio in the Premium Automotive sector
 - Growth in General Industry: particularly machine tools, arc welding and food

- **Securing leading position through innovation and quality**
 - KR Agilus: successful in General Industry
 - LBR iiwa: strategic cooperation for lightweight robots started with Daimler

Profitability development

- Robotics: increased investment in R&D and expansion in General Industry
- Systems: focus on process management and expansion of HUB system

Guidance

| | 2013 |
|-------------|----------------|
| Revenue | ~€ 1.8 billion |
| EBIT margin | ~6.5% |

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.

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IAS 23 R

Reconciliation of EBIT

| (€ million) | Q1/12 | Q2/12 | Q3/12 | Q4/12 | Q1/13 |
|--|-------|-------|-------|-------|-------|
| Operating result | 20.1 | 27.0 | 29.7 | 25.7 | 27.2 |
| Reconciliation of earnings before interest and tax (EBIT) | | | | | |
| Finance costs included in cost of goods sold | 1.8 | 1.6 | 2.0 | 1.9 | 1.2 |
| Earnings before interest and tax (EBIT)¹ | 21.9 | 28.6 | 31.7 | 27.6 | 28.4 |

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