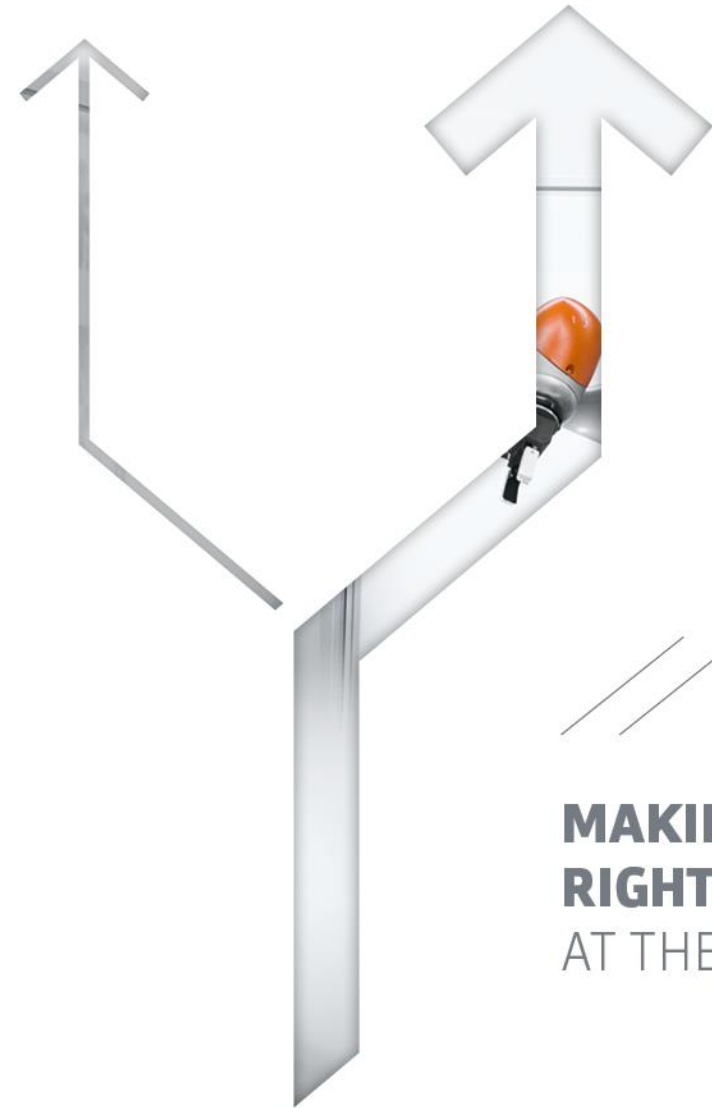


KUKA



KUKA Aktiengesellschaft

Financial Results Q1/17
April 27, 2017



**MAKING THE
RIGHT DECISIONS
AT THE RIGHT TIME**

Highlights Q1/17

€967.3 million

Orders received (+29.6%¹)



5.0% EBIT margin²

5.4%² in Q1/16



**Supplier of
the year
winner**
Powertrain &
Body Shop
Equipment

€790.8 million

Sales revenues (+25.7%¹)



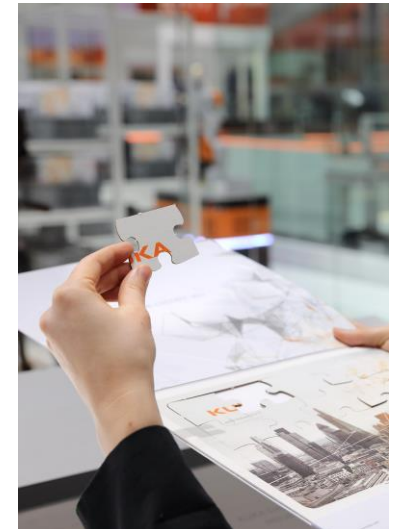
€26.6 million

Earnings after taxes (+27.3%¹)

1) Change on prior-year quarter

2) Before purchase price allocation for Swisslog and before growth investment

Hannover Messe 2017





KUKA @Industrie 4.0 – Innovation needs partners



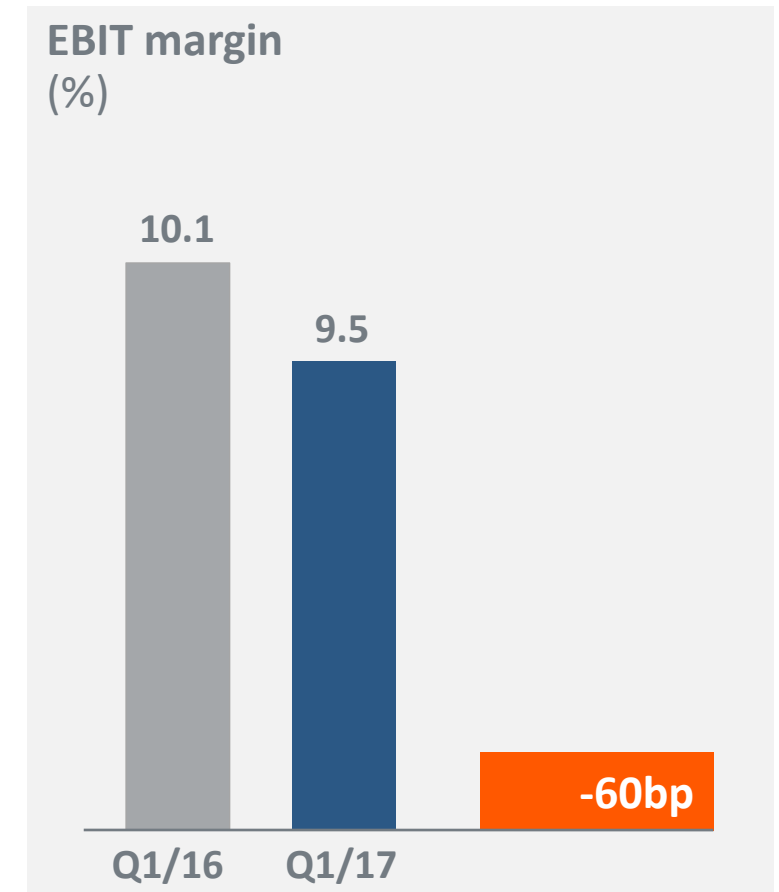
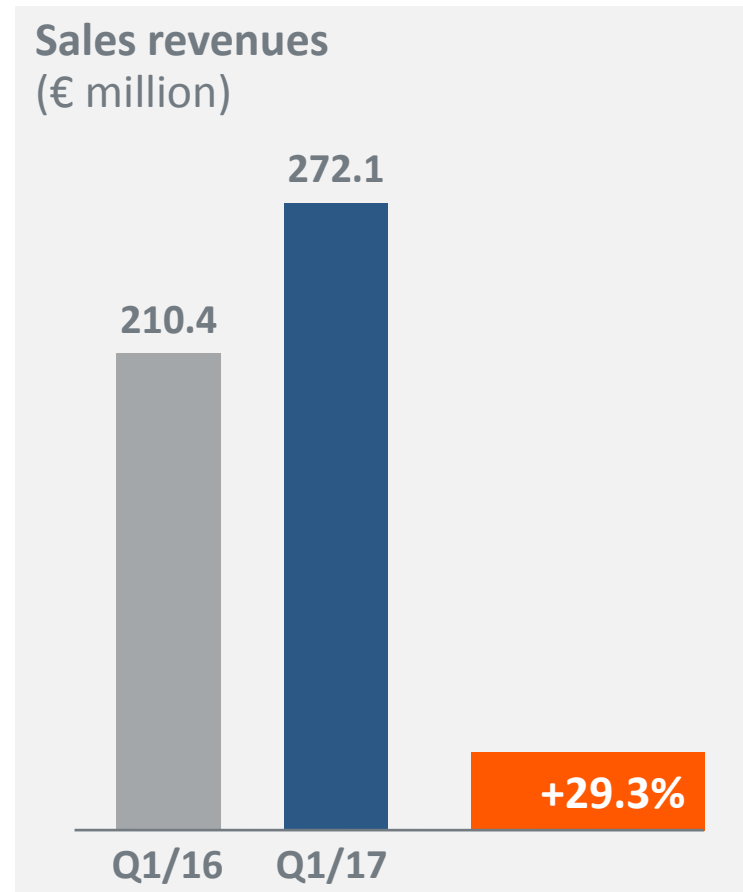
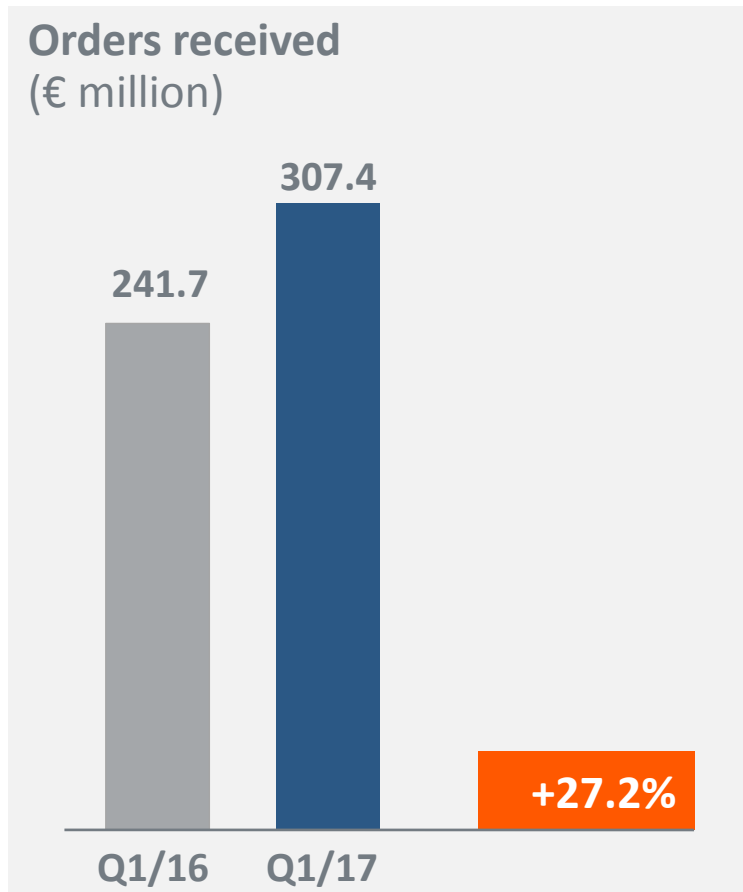


Group: Key figures for Q1/17

(€ million)	Q1/16	Q1/17	Delta (%)
Sales revenues	629.1	790.8	25.7
Gross operating result	176.6	195.3	10.6
in % of sales revenues	28.1	24.7	-
EBITDA	48.6	55.5	14.2
in % of sales revenues	7.7	7.0	-
Earnings before interest and taxes (EBIT)	31.4	36.9	17.5
in % of sales revenues	5.0	4.7	-
Earnings after taxes	20.9	26.6	27.3
Capital expenditure	19.0	15.3	-19.5
Equity ratio (in %)	32.7	33.2	-
Net liquidity (March 31)	179.0	5.0	-97.2
Employees (March 31)	12,433	13,565	9.1
Cash earnings	48.9	55.0	12.5
Cash flow from current business operations	-44.5	-82.0	-84.3
Free cash flow	-62.5	-107.5	-72.0

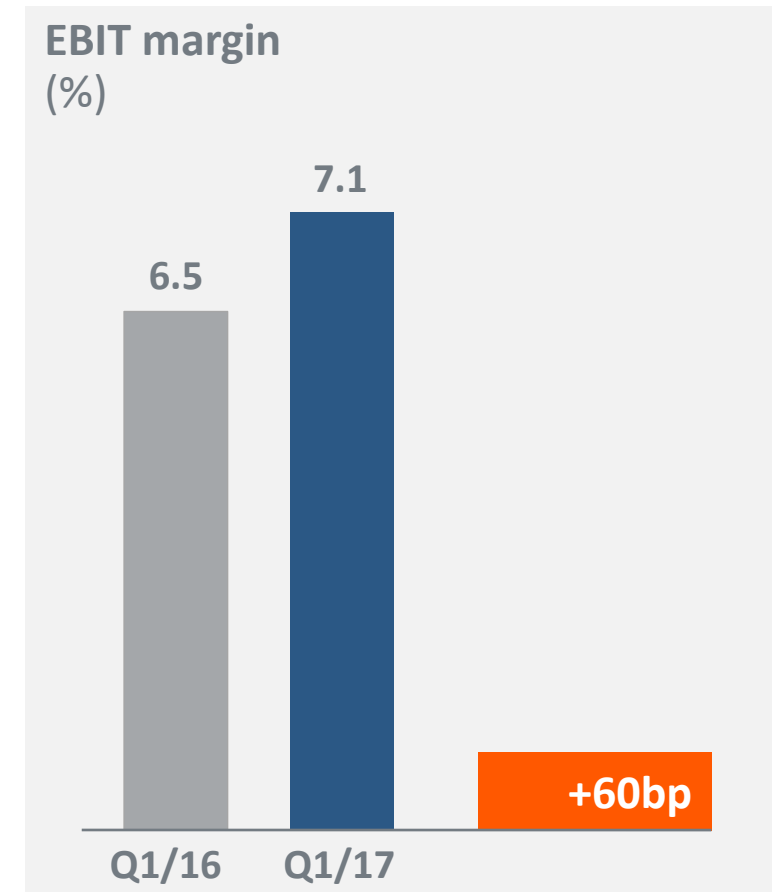
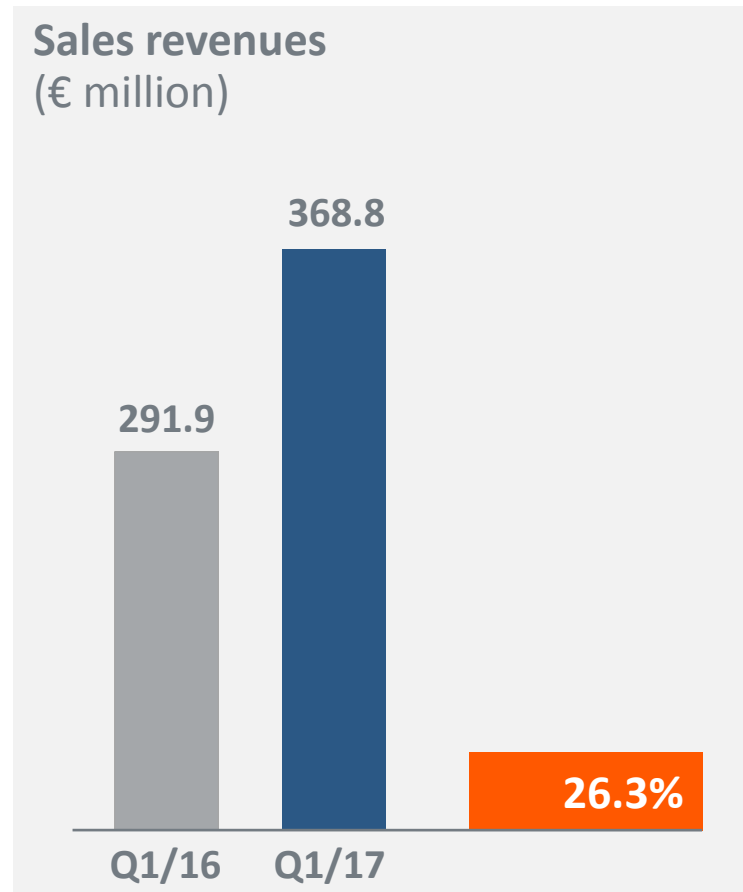
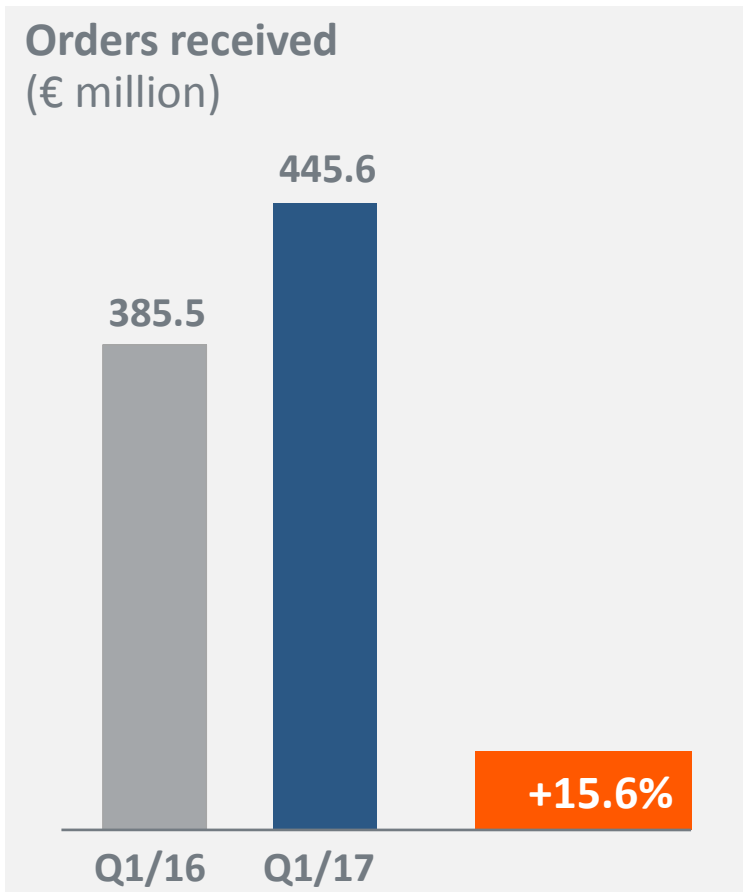


Robotics: Key figures for Q1/17



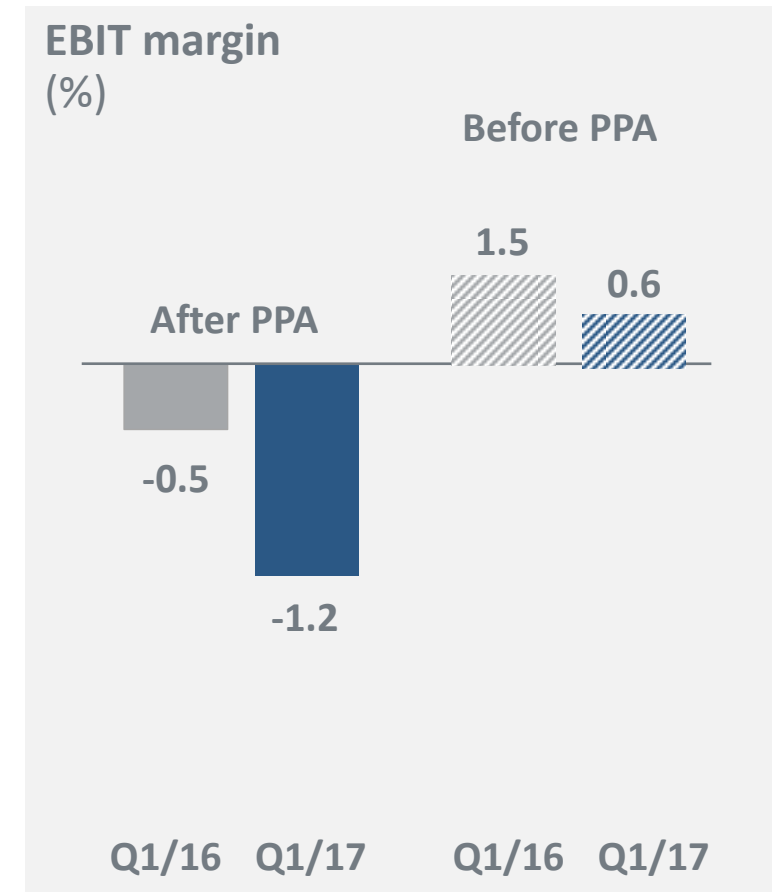
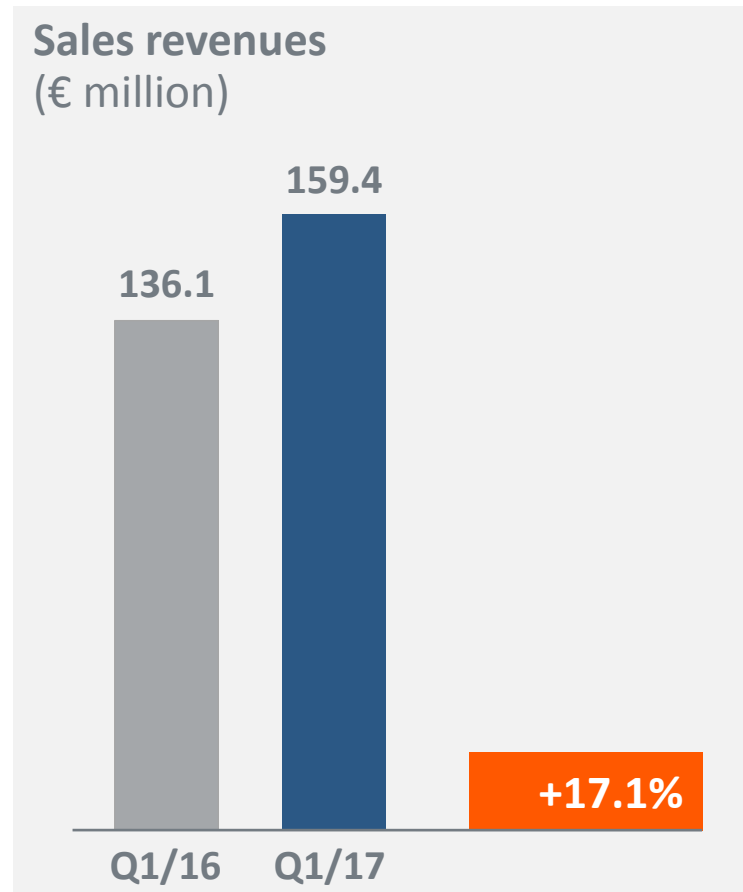
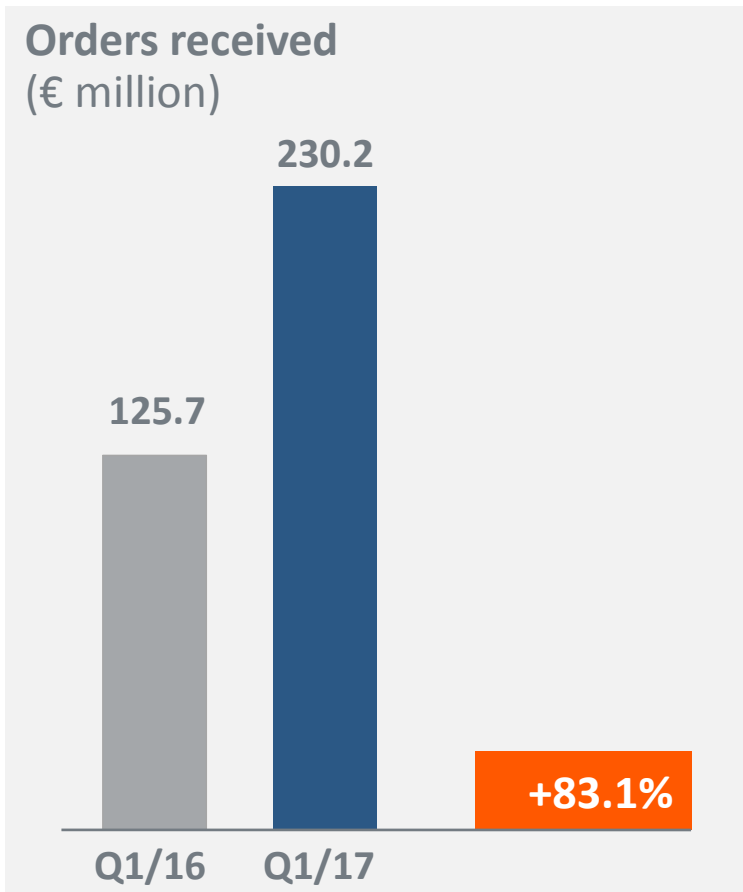


Systems: Key figures for Q1/17

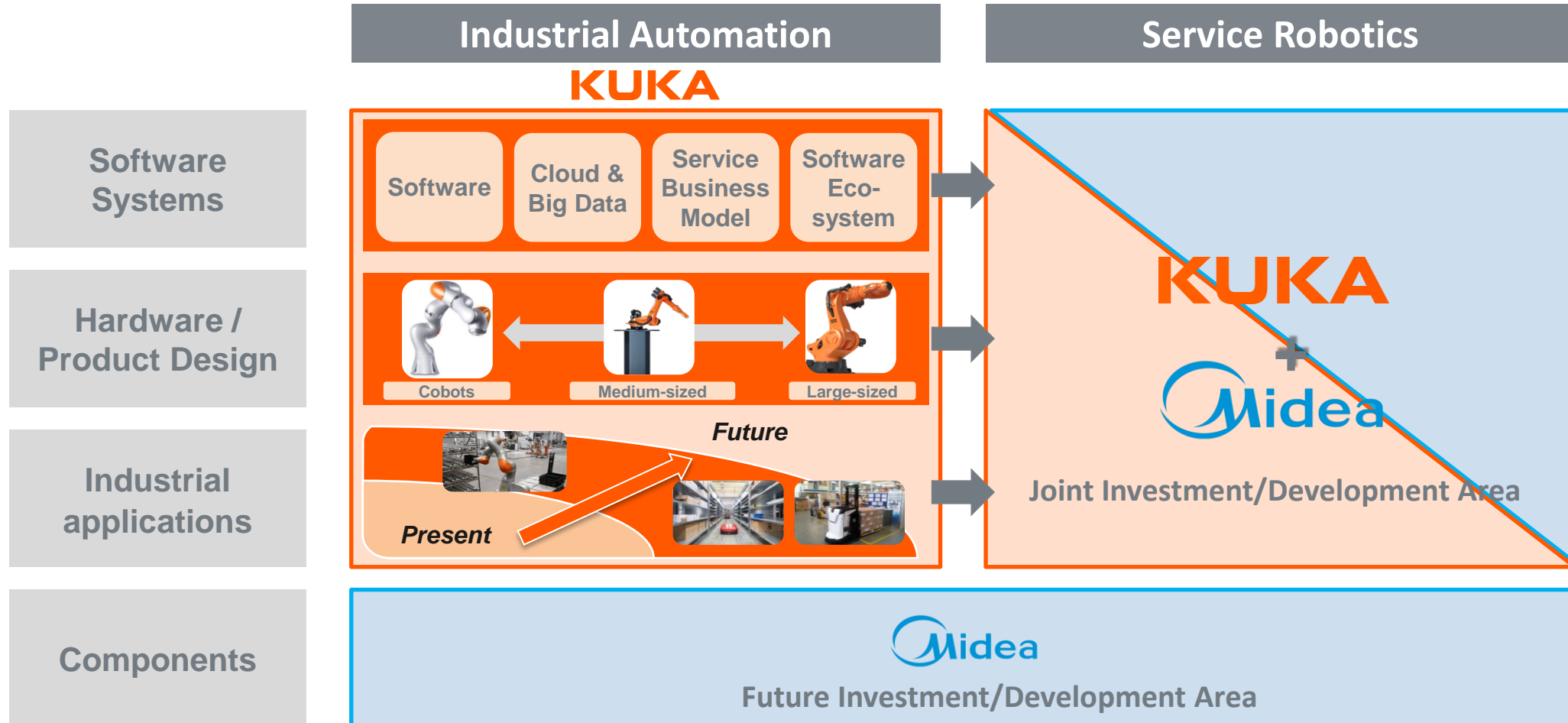




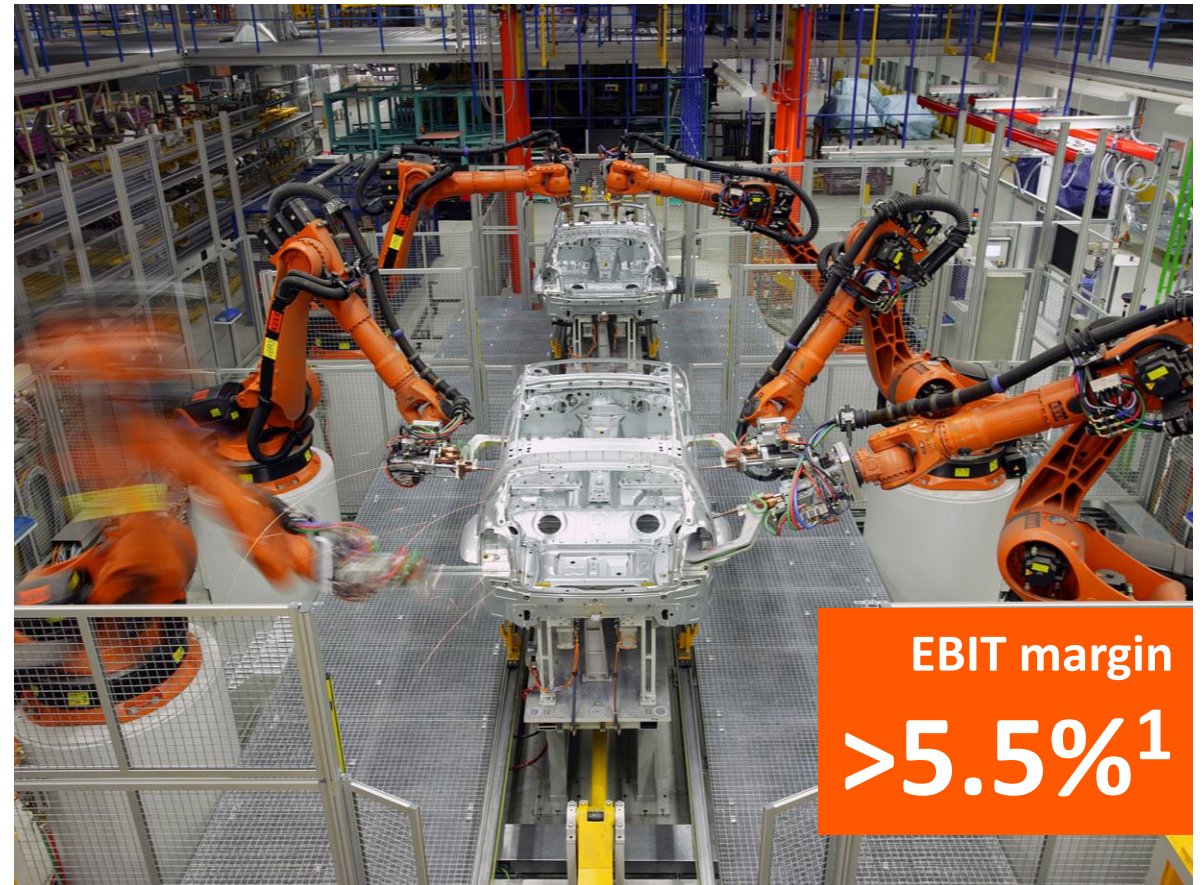
Swisslog: Key figures for Q1/17



KUKA + Midea: Profitable growth continues



Outlook 2017: KUKA Group



1) Before purchase price allocation for Swisslog and before growth investment



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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