# **KUKA**

Interim report I Second quarter 2009 August 04, 2009











## H1/09 Highlights

#### Group

- Orders received down 36.6% from € 736.5 million (H1/08) to € 466.9 million (H1/09)
  - In Q2/09 down by 23.8% to € 253.2 million (Q2/08: € 332.2 million)
  - Orders received began to stabilize
  - VDMA: orders received in the assembly, handling/industrial robots sector -53% in H1/09
- Operating result (EBIT) decreased from € 32.0 million (H1/08) to € -22.9 million (H1/09)
  - Excluding extraordinary restructuring costs of € -13 million (Q2/09), operating result (EBIT) would have been € -9.9 million in H1/09
  - Pressure on pricing and capital spending remains restrained
  - Especially customers in the General Industry still facing financing problems
- Cost reduction program successful
  - € 23 million saved in H1/09
  - Full impact of cost cutting program will provide a basis for improved operating result (EBIT) in H2/09

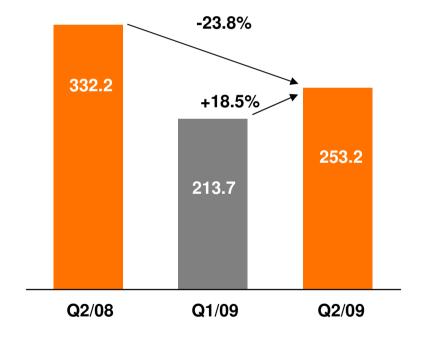




### **Examples of orders won in Q2/09**

#### **Development of orders received**

#### (€ millions)



#### Safeguarding automotive business

#### Systems automotive business

3 major retooling orders for body in white (subfloor assembly and components) and press tools: total value ~€ 52 million

#### **Expanding general industry business**

### Northrop Grumman/ USA

First integrated assembly line for midsection of F-35 fuselage. Total value > 100 million USD by 2014

#### Solarwatt/ Germany

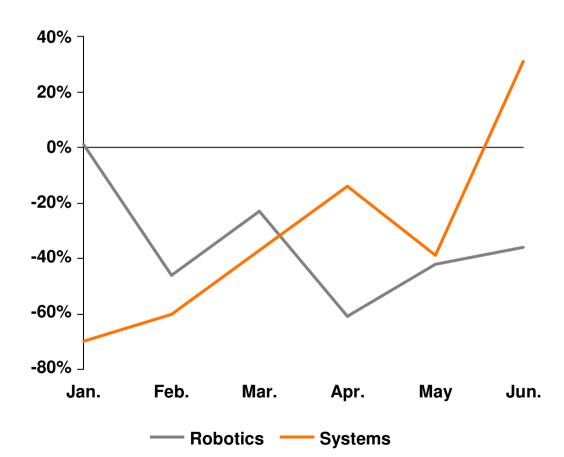
Highly automated assembly line for production of crystalline solar modules, including KUKA patents ROBO LOAD<sup>1</sup>, ROBO FRAME<sup>1</sup> and ROBO TRIM<sup>1</sup>

<sup>1)</sup> http://www.kuka-systems.com/de/newsevents/downloads/datasheets/



# **Development of orders received**

### Monthly trend of orders received 2009 vs. 2008



#### **Bottom reached**

- Since April, a floor began forming with increasing weekly figures for Robotics
- Systems: after a very weak start at the beginning of the year continuously improving in H1/09
- Systems benefited from winning 3 major orders in June



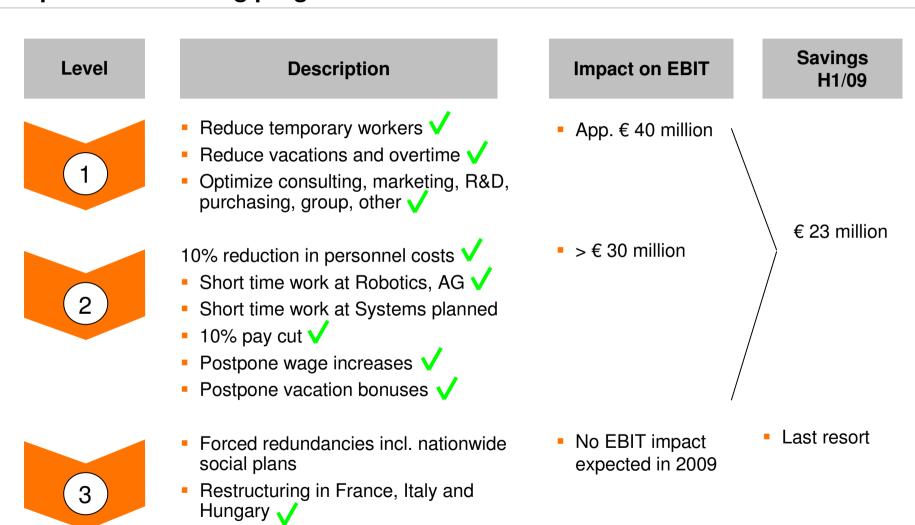
# **Group - H1/09 results**

(€ millions)	H1/09	H1/08	Δ
Orders received	466.9	736.5	-36.6%
Order backlog (June 30)	578.5	682.8	-15.3%
Sales revenues	437.7	580.9	-24.7%
Gross margin	89.5	131.8	-32.1%
in % of sales revenues	20.4	22.7	-
Operating result (EBIT)	-22.9	32.0	-
in % of sales revenues	-5.2	5.5	-
Earnings after taxes	-36.0	18.7	-
Net debt	-94.4	-43.2	-
Employees (June 30)	5,891	5,943	-0.9%

- Order backlog of € 578.5 million (30/06/09) notionally secures activity for 5.3 months
- Book to bill ratio in Q2/09: 1.2
- Workforce cut by 233 from 6,124 (Q1/09) to 5,891 (Q2/09)
  - Measures introduced for a further reduction of about 250 employees



### **Update cost-cutting program**





### **Group - Consolidated income statement**

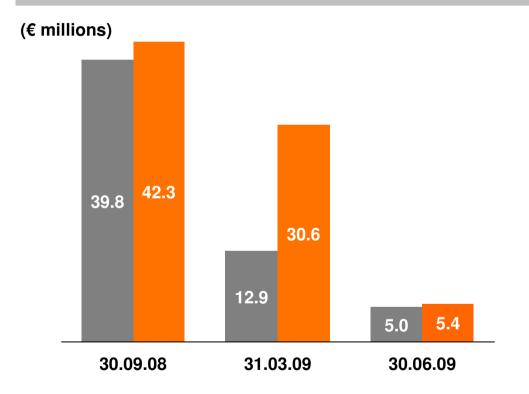
(€ millions)	H1/09	H1/08	Δ
Sales revenues	437.7	580.9	-24.7%
Gross earnings from sales	89.5	131.8	-32.1%
thereof other operating expenses/income	-14.1 1	-1.6	-
Operating result (EBIT)	-22.9	32.0	-
Earnings before taxes	-25.6	29.1	-
Taxes on income	-10.4(2)	-10.4	-
Earnings after taxes	-36.0	18.7	-

- Other operating expenses negatively impacted due to accruals for restructuring costs associated with foreign subsidiaries
  - Impact in Q2/09: € -13 million
- Tax expense rises despite negative earnings before taxes because Grenzebach's share of KUKA increased to 29 percent
  - Impact in Q2/09: € -9.6 million 2
- Earnings after taxes of € -36 million clearly negative (H1/08: € 18.7 million)
  - Excluding extraordinary charges (restructuring/taxes), earnings after taxes would have been approximately € -13 million in H1/09



# Customer risk<sup>1</sup> at Chrysler/ KTPO and GM/ Opel minimized

### Development customer risk<sup>1</sup> Chrysler/ KTPO and GM/ Opel



- Customer risk<sup>1</sup> at Chrysler/ KTPO and GM/ Opel have been reduced substantially
- Risk¹ at Chrysler/ KTPO substantially reduced, from € 39.8 million (30/09/08) to € 5.0 million (30/06/09)
  - No write-offs at KTPO because all conditions from previous contracts have been accepted by new company
- GM/ Opel risk exposure has been cut from € 42.3 million (30/06/09) to € 5.4 million (30/06/09)



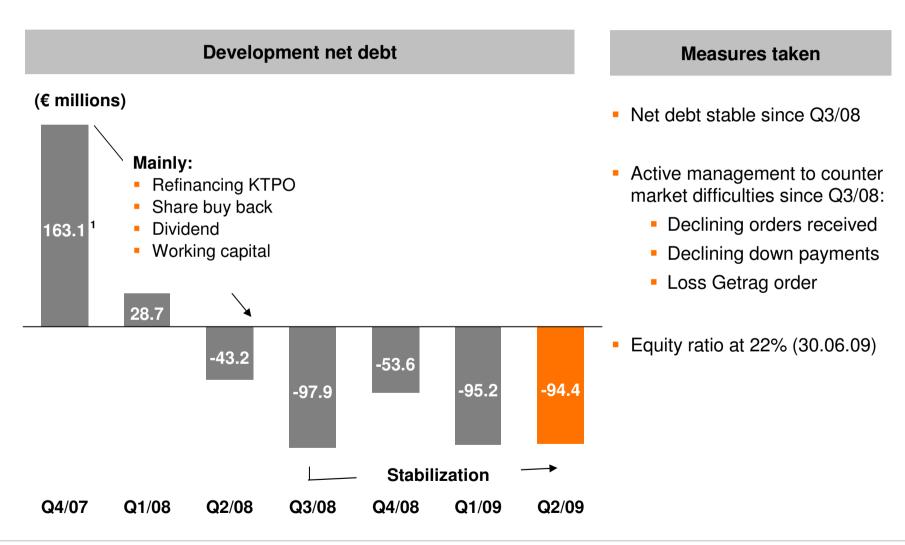




<sup>1)</sup> Includes trade receivables, PoC receivables and open purchase orders



## Net debt stabilized despite difficult general conditions in 2009



<sup>1)</sup> Including income from sale of Packaging division and real estate totaling € 193.4 million.





### Robotics - H1/09 results

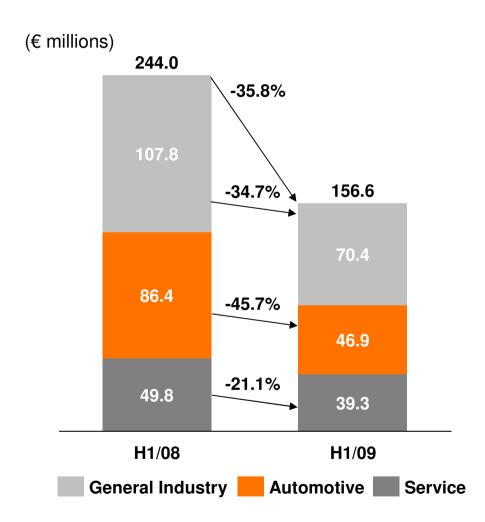
(€ millions)	H1/09	H1/08	Δ
Orders received	156.6	244.0	-35.8%
Order backlog (June 30)	87.8	130.8	-32.9%
Sales revenues	169.0	224.3	-24.7%
Gross earnings from sales	55.9	76.7	-27.1%
in % of sales revenues	33.1	34.2	-
Operating result (EBIT)	-2.0	19.3	-
in % of sales revenues	-1.2	8.6	-
Employees (June 30)	2,084	2,133	-2.3%

- Orders received decrease from € 244.0 million (H1/08) to € 156.6 million (H1/09), with most of the decline
  in the automotive segment
- Operating result (EBIT) down from € 19.3 million (H1/08) to € -2.0 million (H1/09)
- Headcount reduction from 2,252 (Q1/09) to 2,084 (Q2/09)
  - Most of the reduction in Hungary and as a result of relocating to KUKA AG's Shared Service Center
  - Number of temporary workers¹ declined further from 147 in Q1/09 to 102 in Q2/09





### Robotics - H1/09 orders received



#### Orders received -36% in H1/09

- General industry and service share of total orders received reaches 70% (H1/08: 65%)
- Decline in automotive due to strong quarter the year prior and capex cuts by customers
- Service also impacted by economic crisis

Quelle: KUKA



### Systems - H1/09 results

(€ millions)	H1/09	H1/08	Δ
Orders received	322.5	514.0	-37.3%
Order backlog (June 30)	496.5	562.0	-11.7%
Sales revenues	282.8	380.6	-25.7%
Gross earnings from sales	30.6	54.2	-43.5%
in % of sales revenues	10.8	14.2	-
Operating result (EBIT)	-15.4	19.3	-
in % of sales revenues	-5.4	5.1	-
Employees (June 30)	3,600	3,677	-2.1%

- Orders received decline 9.9% from € 214.0 million (Q2/08) to € 192.9 million (Q2/09)
  - 3 major orders from the automotive sector have a positive impact
- Order backlog of € 496.5 million as of June 30, 2009 notionally secures activity for 7.0 months
- Operating result (EBIT) € -15.4 million (H1/09) versus € 19.3 million (H1/08)
  - Restructuring costs for foreign subsidiaries; Q2/09 impact: € -13 million



### 2009 Outlook

 For the year 2009 overall, KUKA expects a breakeven operating result (EBIT) and a breakeven free cash flow before extraordinary restructuring costs.

 However, taking into consideration the extraordinary restructuring costs, KUKA expects that the operating result (EBIT) will be well into negative territory.



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