

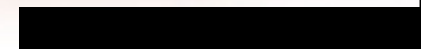


KUKA



KUKA AG
Financial Results
Q3/12

November 7, 2012



Highlights 9M/12 and Q3/12

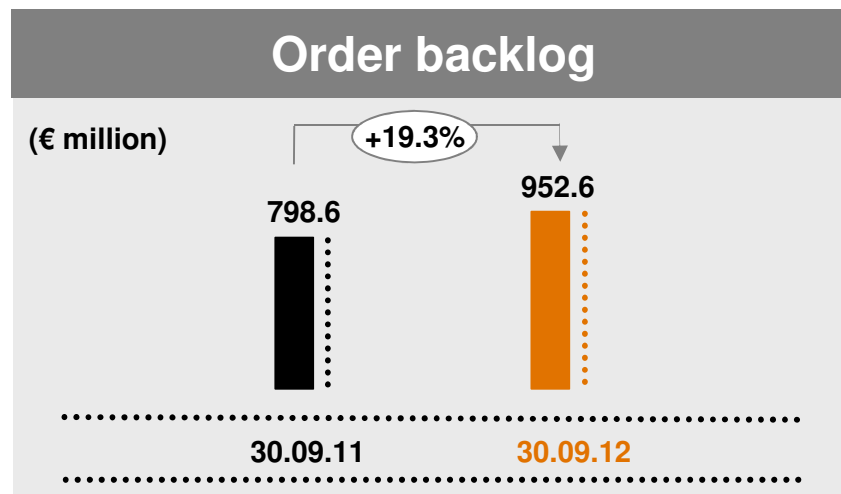
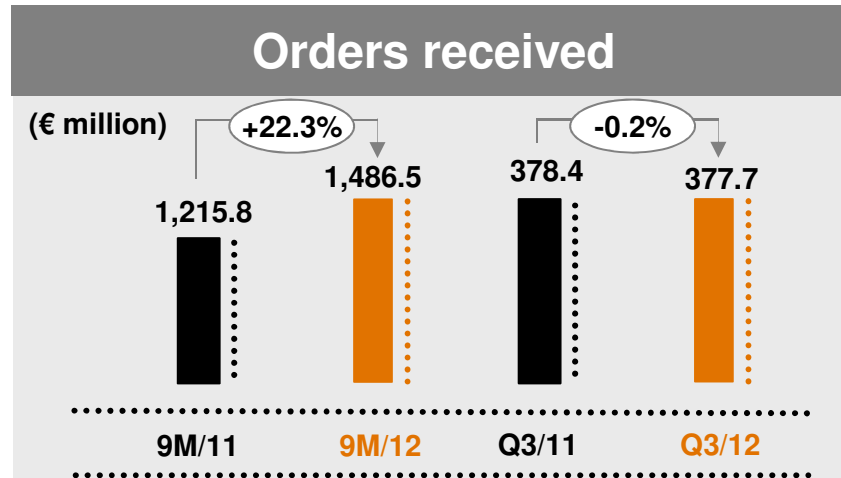
Robust orders received and earnings doubled

- **Orders received** up 22.3% to € 1486.5 million in 9M/12
 - Robotics: Win of largest single order for more than 6,000 robots from VW group
 - Positive launch of Agilus since September 2012
- Strong rise in **revenue** to € 1,306.5 million in 9M/12; +26.5%
 - New quarterly record with € 490.5 million in Q3/12
- **EBIT margin** for the group up: 6.3% (9M/12) and 6.5% (Q3/12)
 - Systems achieves target EBIT margin of 5.0% in Q3/12
- **Earnings after taxes** more than doubled in 9M/12 with € 42.4 million
- **Guidance 2012 confirmed and concretized**



Group orders received

Consistently customer demand at a high level



Development

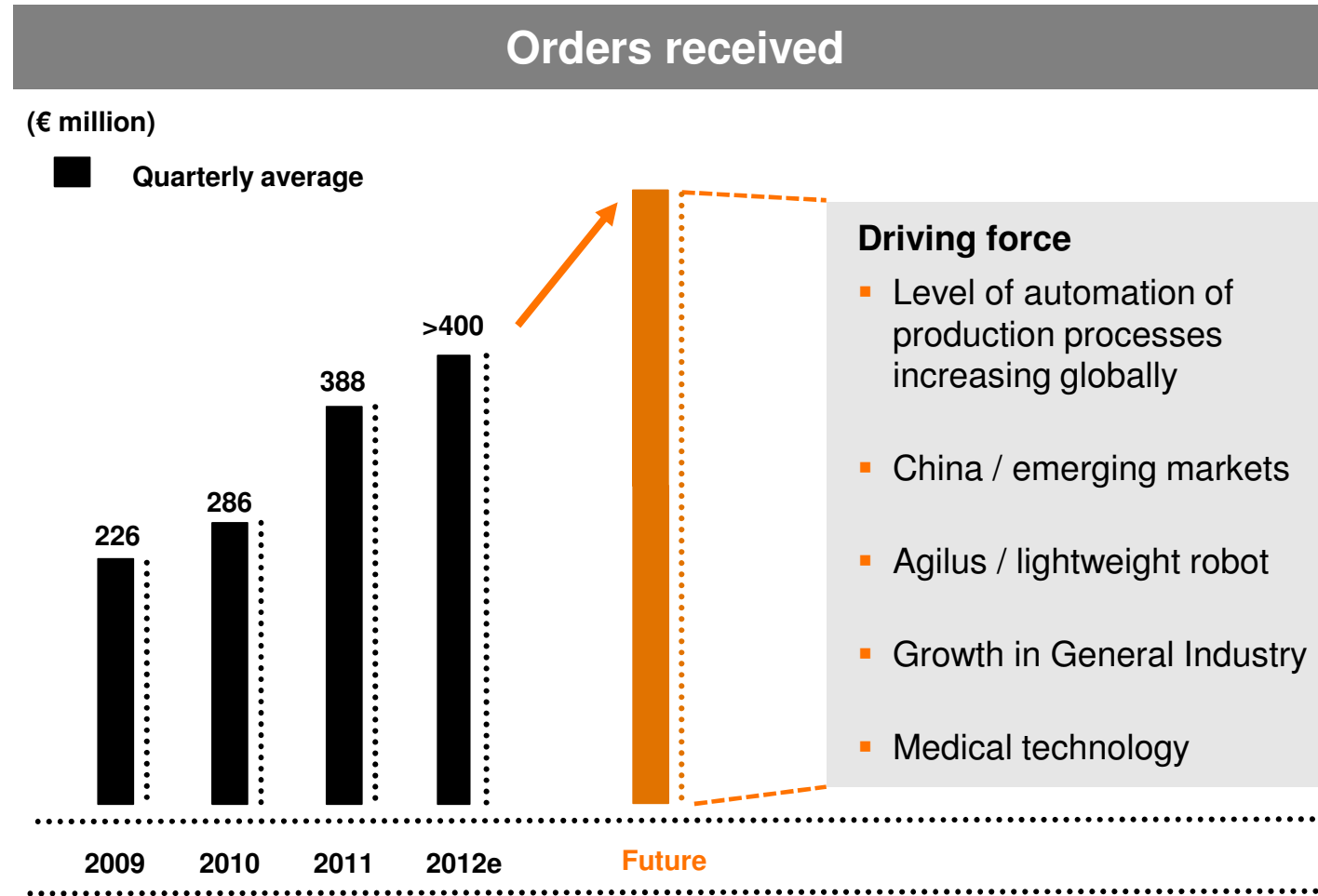
- KUKA is performing ahead of the market (VDMA¹)
- Orders received up 22.3% to € 1.486,5 million in 9M/12
- Orders received stable at high level in Q3/12
 - Systems: Number of major orders in H1/12 greater than in H2/12
 - Robotics: Increased call-off from frame contracts in H1/12
- High level of order backlog totaling € 952.6 million (September 30, 2012)

1) Verband Deutscher Maschinen und Anlagenbau



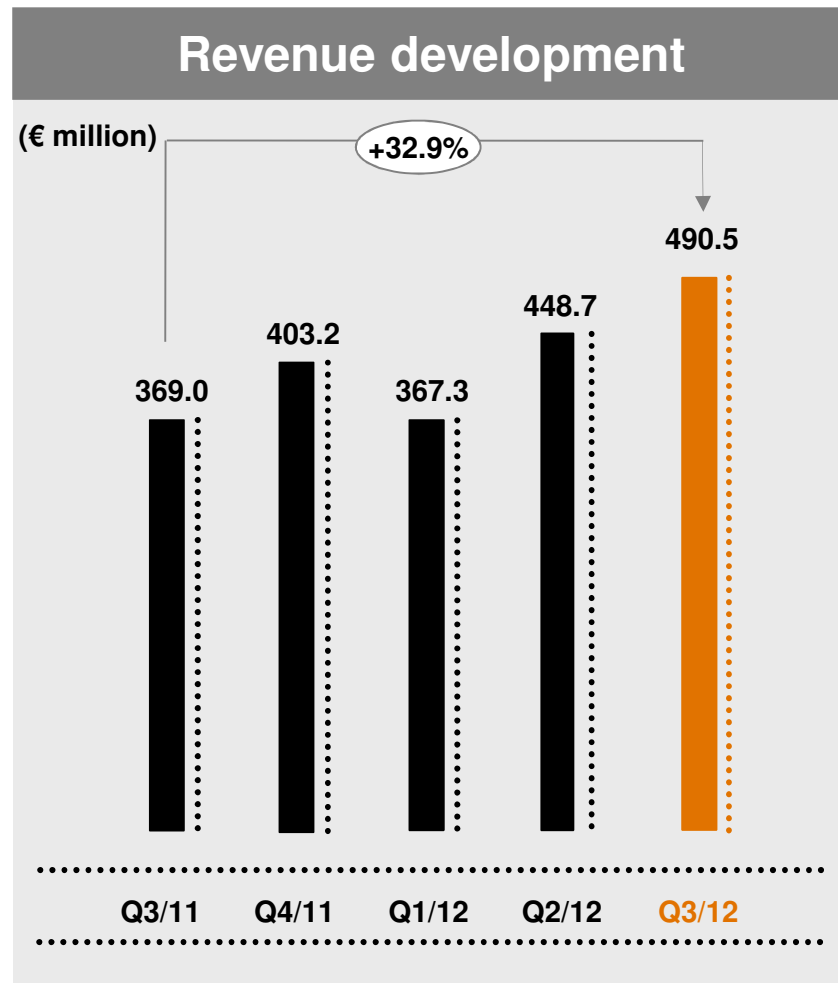
Group orders received

High potential from new products and markets



Group revenue

New quarterly record of € 491 million in Q3/12

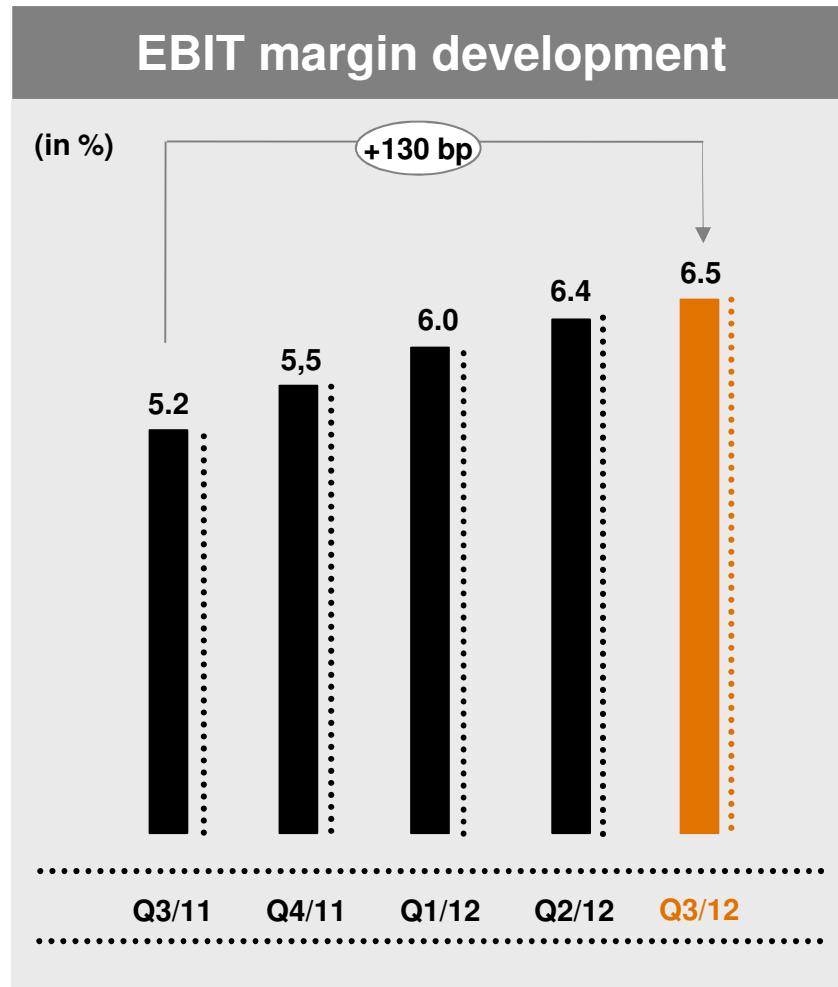


- Development**
- Revenue up 26.5% to € 1.31 billion in 9M/12
 - New quarterly record with € 490.5 million in Q3/12
 - Robot assembly capacities up to approximately 25,000 by mid-2013
 - Disproportionately low increase of employees
 - Employees: +11.9%
 - Temporary workers: +50.2%



Group EBIT and EBIT margin

Disproportionate increase in profitability



Development

- EBIT margin up to 6.5% in Q3/12
 - EBIT margin has improved continuously every quarter since 2010
- Both Robotics and Systems have contributed to improved margin
- Systems achieves target margin of 5% in Q3/12



Group financial results

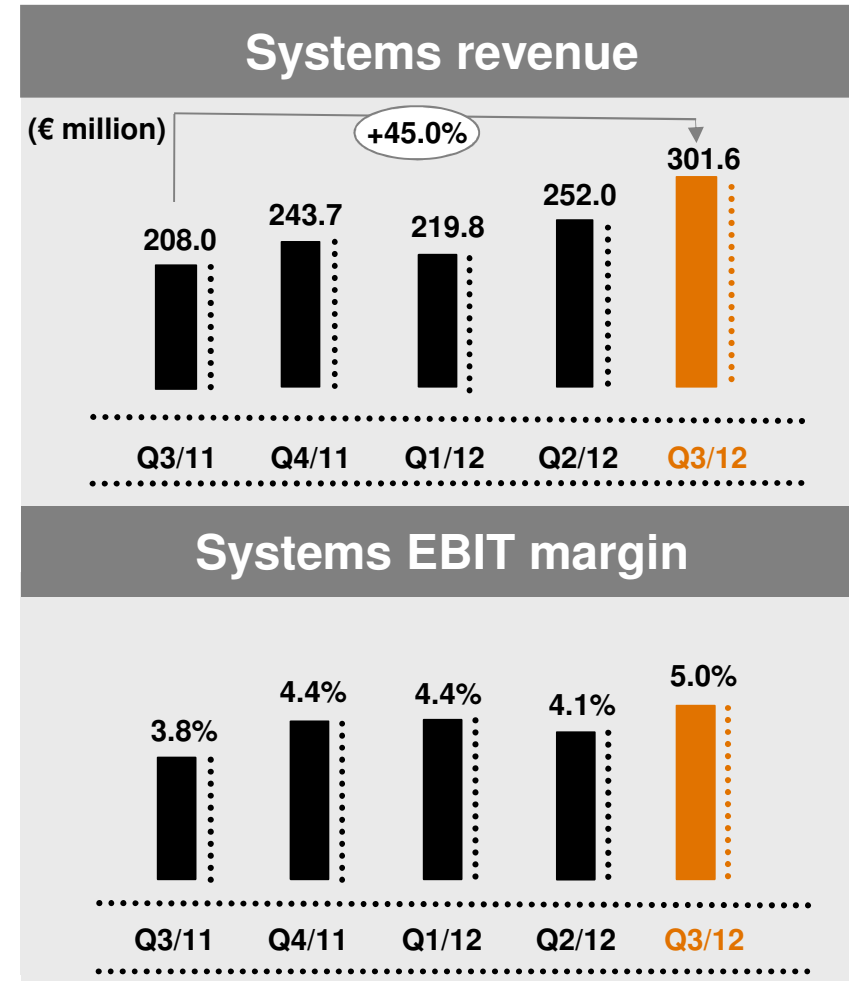
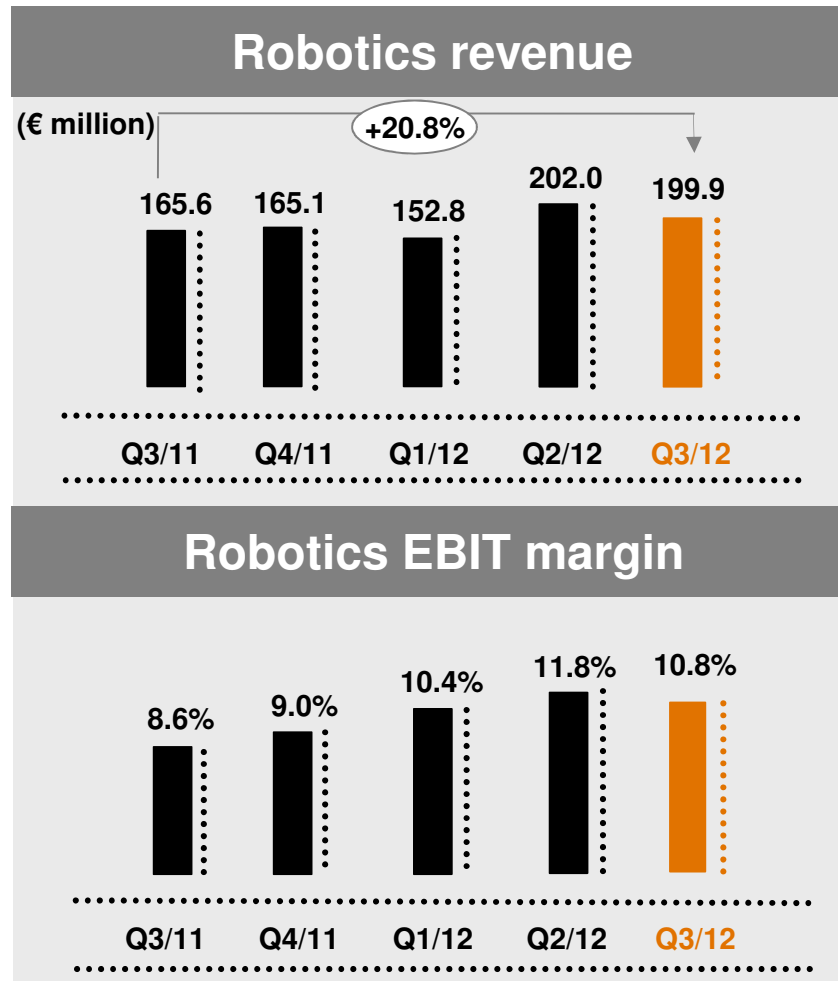
Key figures for 9M/12 and Q3/12

(€ million)	Q3/11	Q3/12	Delta	9M/11	9M/12	Delta
Orders received	378.4	377.7	-0.2%	1,215.8	1,486.5	22.3%
Revenue	369.0	490.5	32.9%	1,032.4	1,306.5	26.5%
Gross operating result	68.7	97.7	42.2%	206.1	271.4	31.7%
as % of revenue	18.6	19.9	-	20.0	20.8	-
EBITDA	25.4	38.7	52.4%	69.1	103.1	49.2%
as % of revenue	6.9	7.9	-	6.7	7.9	-
Earnings before interest and tax (EBIT¹)	19.2	31.7	65.1%	50.3	82.2	63.4%
as % of revenue	5.2	6.5	-	4.9	6.3	-
Capital expenditure	7.6	7.6	0.0%	17.3	30.4	75.7%
Net financial liabilities (September 30)	79.9	67.4	-15.6%	79.9	67.4	-15.6%
Employees (September 30)	6,471	7,242	11.9%	6,471	7,242	11.9%
Cash earnings	24.5	31.9	30.2%	50.1	77.7	55.1%
Cash flow from current business operations	9.2	-9.8	-	-16.3	0.5	-
Free cash flow	-1.9	-17.4	-	-33.1	-29.5	-10.9%

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

Robotics and Systems

Profitable growth continues



Outlook 2012

Profitable growth continues

- **Solid growth in robot-based automation continues**
 - High demand from automotive industry
 - General Industry: very good opportunities for future growth in machine tools and food

- **New products secure strong market position of KUKA**
 - Share of KR Quantec / KR C4 in total sold robots increased; launch in USA imminent
 - Marketing of KR Agilus in General Industry successfully started

Increased profitability

- EBIT margin continuously improved in 2012
- Economies of scale resulting from revenue growth

Guidance confirmed and concretized

	2012
Revenue	€ 1.65 billion
EBIT margin	at least 6%



Disclaimer

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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)	Q3/11	Q4/11	2011	Q1/12	Q2/12	Q3/12
Operating result	17.0	19.6	64.2	20.1	27.0	29.7
Reconciliation of earnings before interest and tax (EBIT)						
Finance costs included in cost of goods sold	2.2	2.7	8.4	1.8	1.6	2.0
Earnings before interest and tax (EBIT)¹	19.2	22.3	72.6	21.9	28.6	31.7

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

