

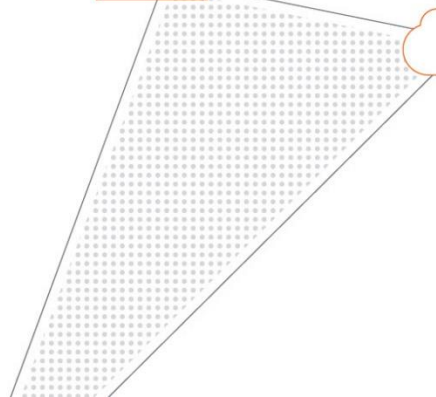
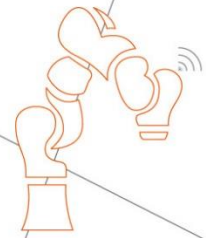
KUKA



KUKA Aktiengesellschaft

Financial Results Q3/16

November 9, 2016





Overview Q3/16 – Growth continues – Record orders received totaling almost €1 billion

€987.5 million

Orders received (+42.1%¹)



€710.9 million

Sales revenues (-1.5%¹)



€287.1 million
Robotics (+29.1%¹)

€526.2 million
Systems (+48.2%¹)

€199.4 million
Swisslog (+56.6%¹)

€48.5 million²

Earnings after taxes
(Q3/15: €21.9 million)



5.5%

Operating EBIT margin
(before purchase price
allocation and extra-
ordinary expenses
related to Midea deal)³

26.3%

Gross margin
(Q3/15: 24.0%)



1) Change relative to prior-year quarter

2) Incl. tax income of €26.1 million in USA in Q3/16

3) Q3/16: purchase price allocation €2.8 million and extraordinary expenses related to Midea €0.7 million

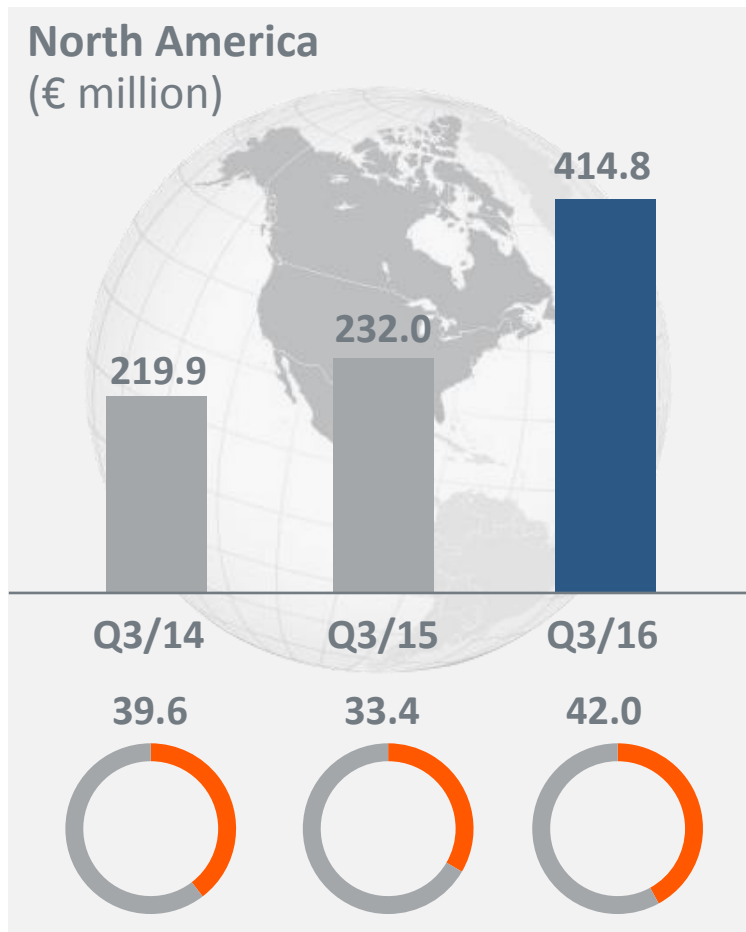


Group: Key figures for Q3/16 and 9M/16

(€ million)	Q3/15	Q3/16	Delta (%)		9M/15	9M/16	Delta (%)
Sales revenues	722.0	710.9	-1.5		2,199.4	2,044.1	-7.1
Gross operating result	173.3	186.7	7.7		517.6	548.6	6.0
in % of sales revenues	24.0	26.3	-		23.5	26.8	-
EBITDA	66.4	56.7	-14.6		199.3	138.2	-30.7
in % of sales revenues	9.2	8.0	-		9.1	6.8	-
Earnings before interest and taxes (EBIT)	37.5	35.9	-4.3		105.9	82.6	-22.0
in % of sales revenues	5.2	5.0	-		4.8	4.0	-
Earnings before interest and taxes (EBIT) before PPA before Midea Deal	49.3	39.4	-20.1		152.2	112.2	-26.3
in % of sales revenues	6.8	5.5	-		6.9	5.5	-
Capital expenditure	22.8	22.2	-2.6		67.7	63.2	-6.6
Net liquidity (09/30)	16.6	85.9	-		16.6	85.9	-
Employees (09/30)	12,071	13,056	8.2		12,071	13,056	8.2
Cash earnings	65.2	56.3	13.7		201.5	139.6	-30.7
Cash flow from current business operations	32.8	-5.1	-		34.6	-73.8	-
Free cash flow	28.5	-35.1	-		7.2	-133.0	-



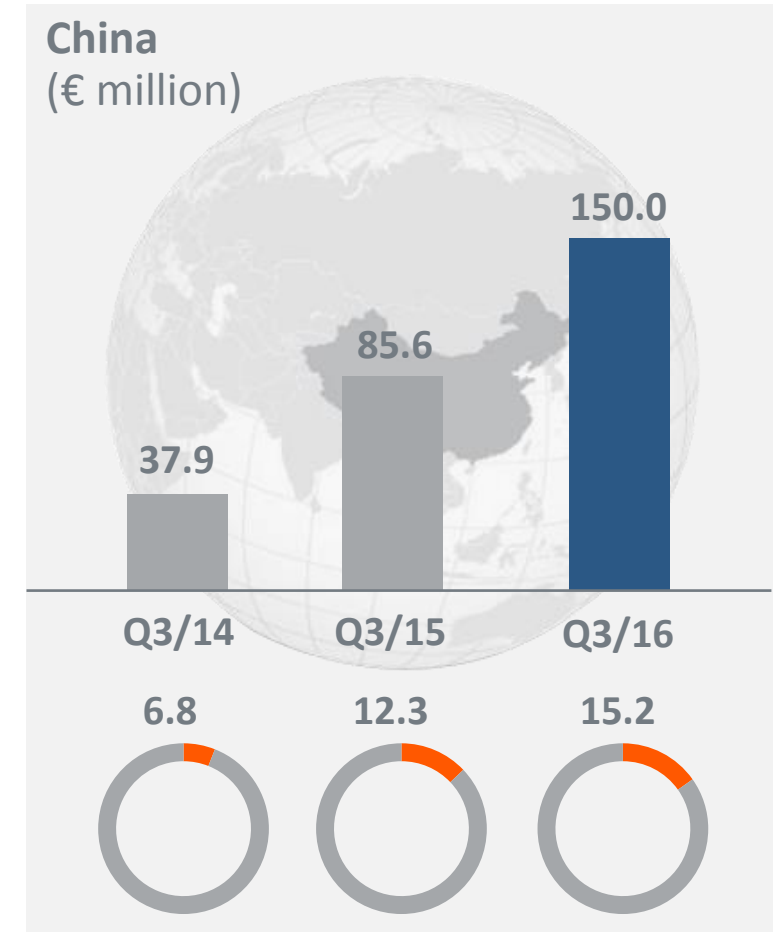
Orders received – Strong development in North America and China



Drivers of growth for automation

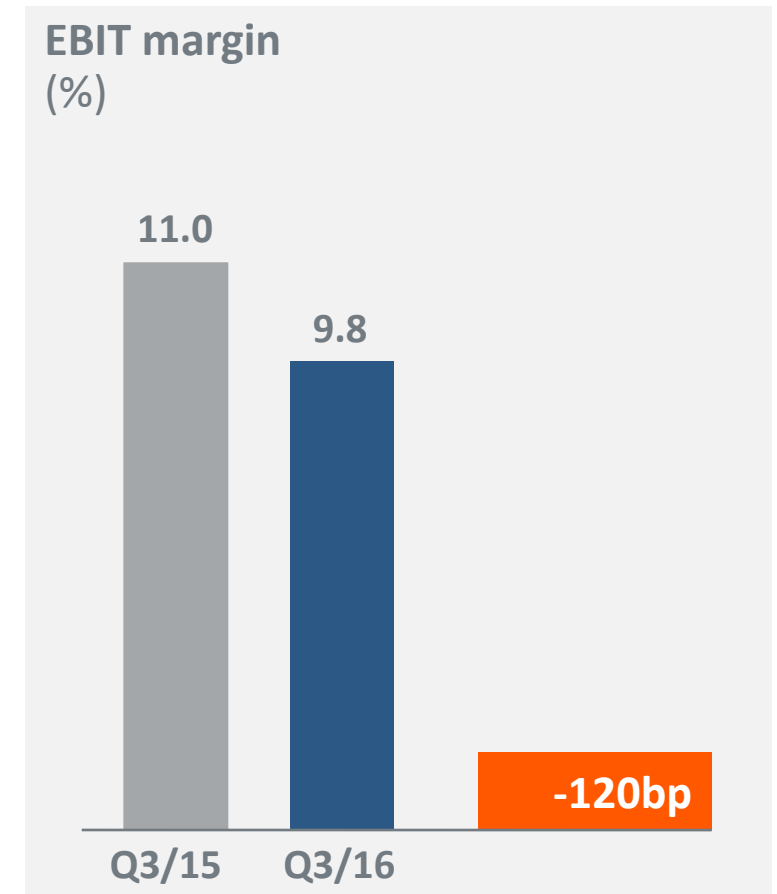
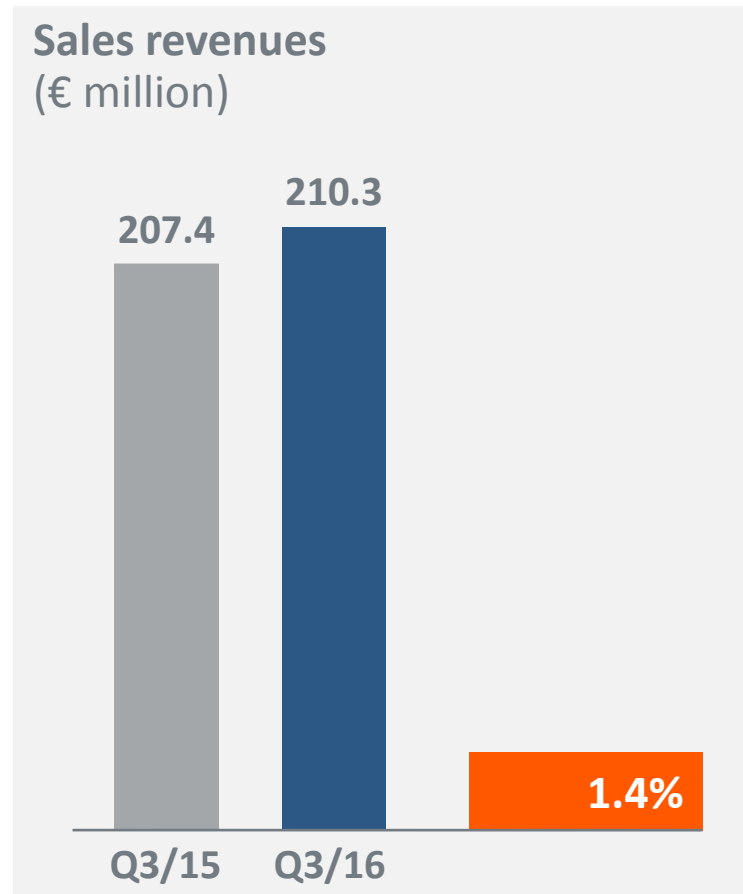
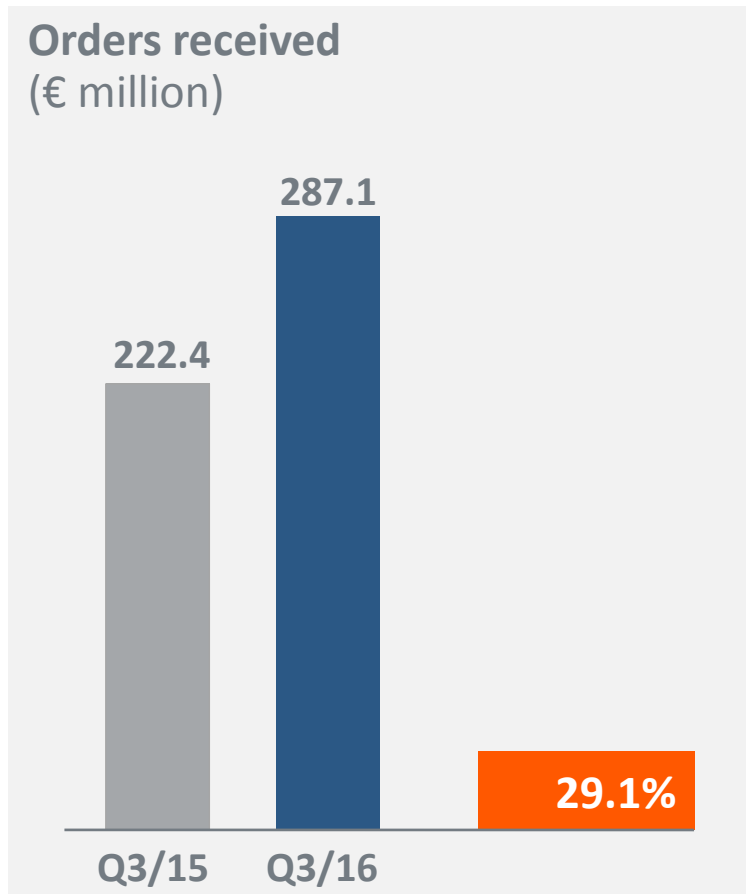
- **North America:**
Strong demand in the Automotive sector
- **China:**
High wage increases, growing customer demands for quality, and industrial strategy

Share in % of total orders received



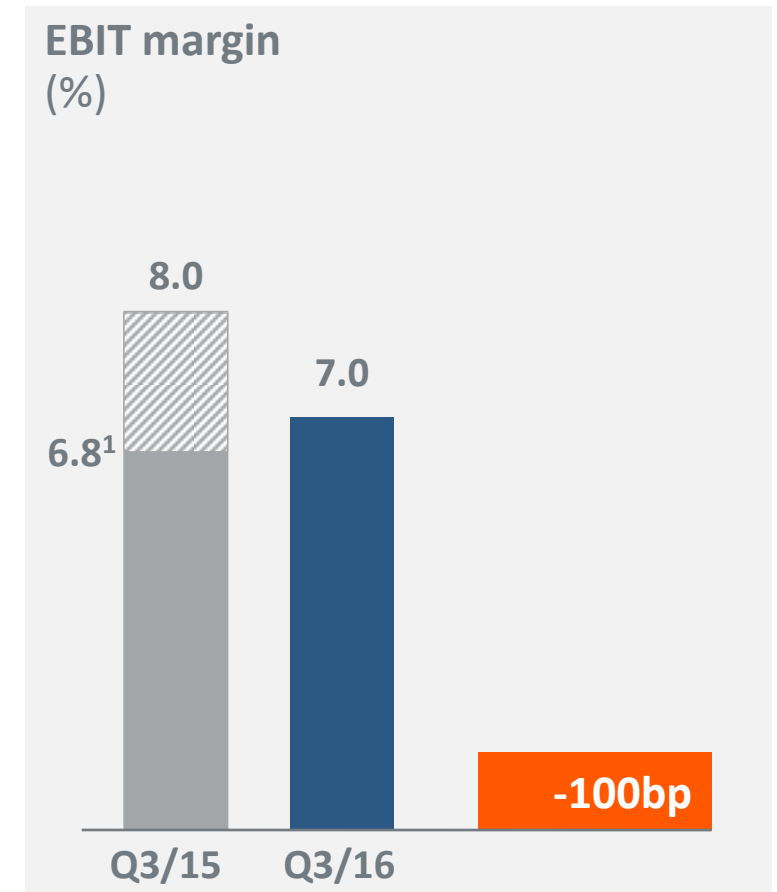
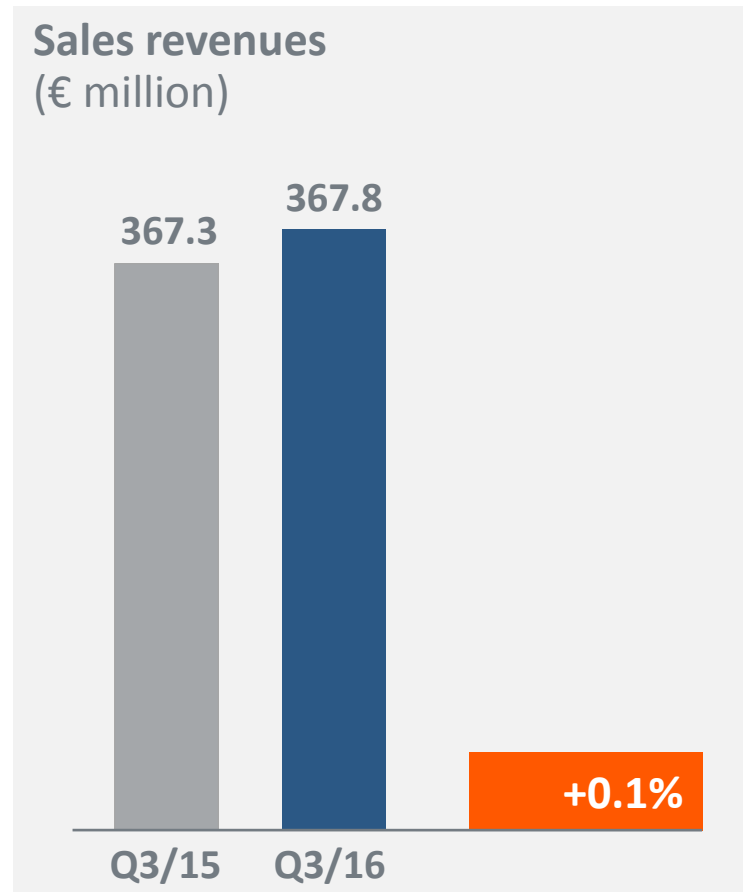
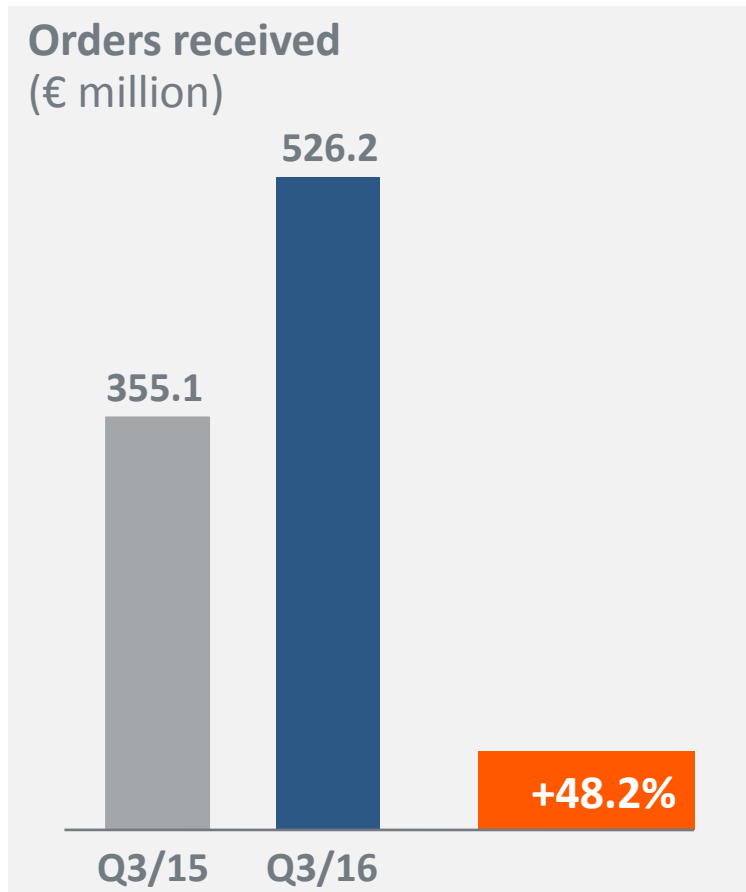


Robotics: Key figures for Q3/16





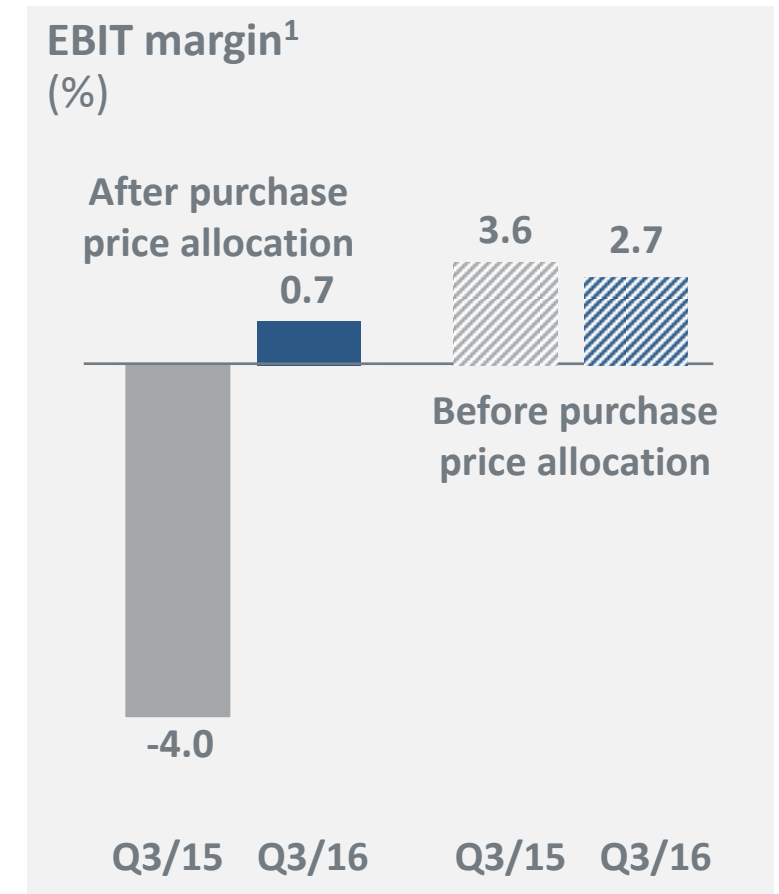
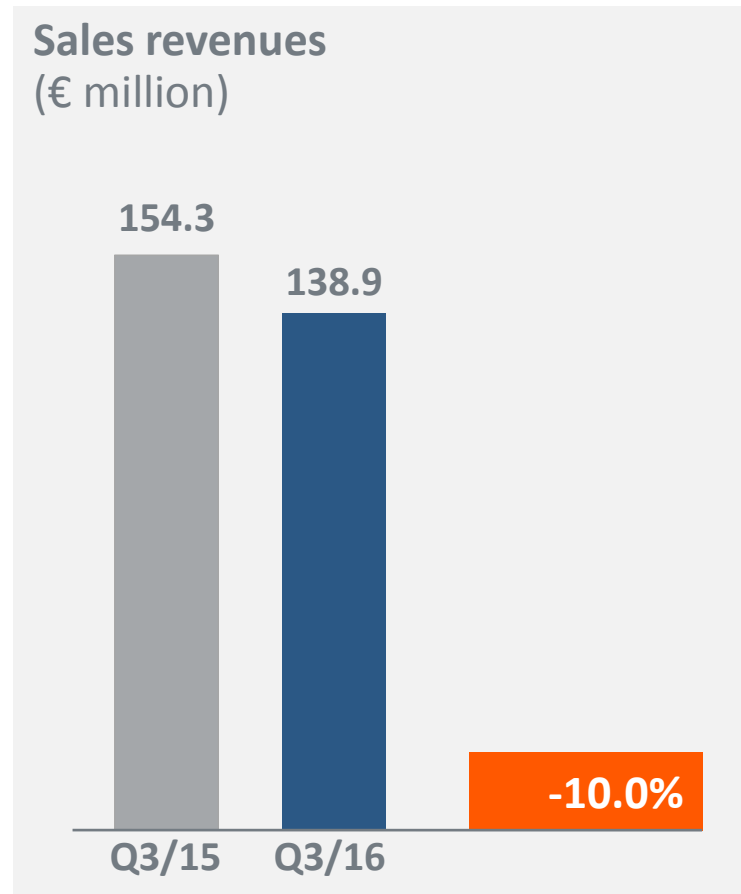
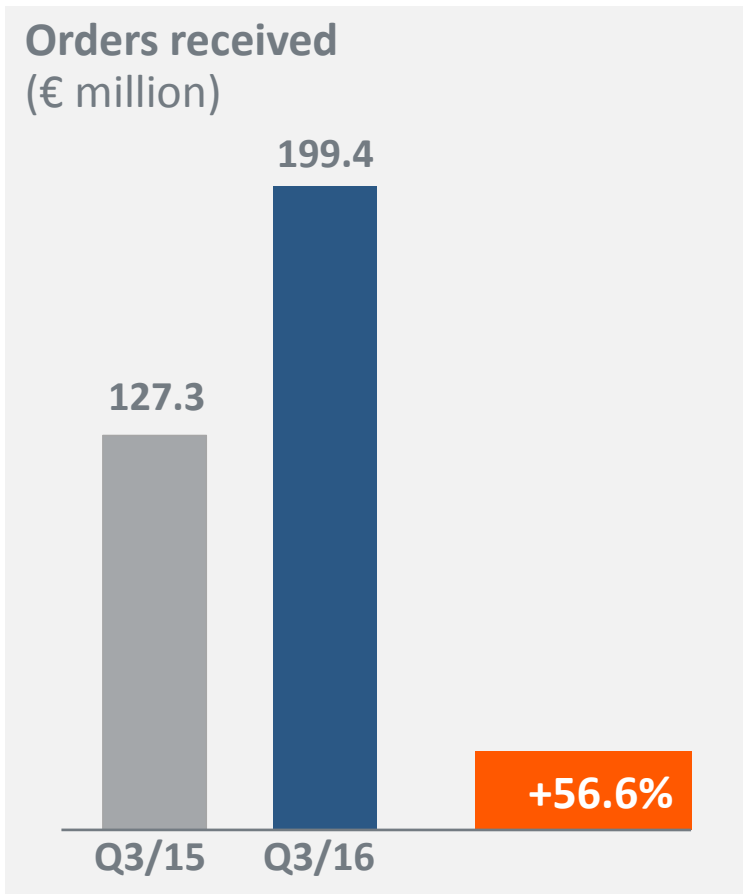
Systems: Key figures for Q3/16



1) Excluding book profits from the sale of the Tools and Dies business unit in Q3/15



Swisslog: Key figures for Q3/16



Takeover of KUKA by Midea

- Takeover process as expected and according to plan
 - Completion of takeover by Midea expected in Q1/17
- Approvals granted in Germany, Mexico, Russia, Brazil and EU
- Approval requests submitted to CFIUS and DDTC
 - Sale of “Systems Aero North America”
- Cooperation between KUKA and Midea will be defined in greater detail after completion of the takeover





Outlook 2016 – Guidance sales revenues slightly adjusted and EBIT margin unchanged



Sales revenues
~ €3.0 billion



EBIT margin
> 5.5%¹

1) Before purchase price allocation for Swisslog and before extraordinary expenses relating to the takeover by MECCA/Midea



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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IAS 23 R – Reconciliation of EBIT

(€ million)	Q3/15	Q4/15	Q1/16	Q2/16	Q3/16
Operating result	36.9	29.2	31.4	15.3	35.9
Reconciliation to earnings before interest and taxes (EBIT)					
Finance costs included in cost of goods sold	0.6	0.5	0.0	0.0	0.0
Earnings before interest and taxes (EBIT)	37.5	29.7	31.4	15.3	35.9