



**KUKA**



**KUKA AG**  
**Presentation**  
**Financial results 2012**

March 26, 2013

## Highlights 2012

# Guidance 2012 exceeded

- **New record levels** achieved in 2012
  - **Orders received** up 22% to € 1.89 billion
  - **Revenue** up 21% to € 1.74 billion
  - **EBIT** above € 100 million threshold for the first time; +51% to € 109.8 million
  
- Robotics (10%) and Systems (5%) achieved **EBIT target margins**
  
- **Earnings after tax** almost doubled: from € 29.9 million to € 55.6 million
  
- **Free cash flow** up from € 6.5 million to € 77.1 million
  
- **Dividend recommendation** for 2012: 20 cents per share

## Full year 2012

	Guidance	Achievement
<b>Revenue</b>	€ 1.65 billion	€ 1.74 billion
<b>EBIT margin</b>	at least 6%	6.3%



Group orders received

## KUKA significantly ahead of the market in 2012

### KUKA Group vs. VDMA<sup>1</sup>



### Robotics vs. VDMA<sup>1</sup> (Robotics + Automation)



### Development

- Above-average growth in orders received in 2012
  - High level of orders received in the automotive sector
  - Robotics: new peak level of € 294.9 million in General Industry
- High level of order backlog of € 909.4 million (31 December 2012) provides high visibility

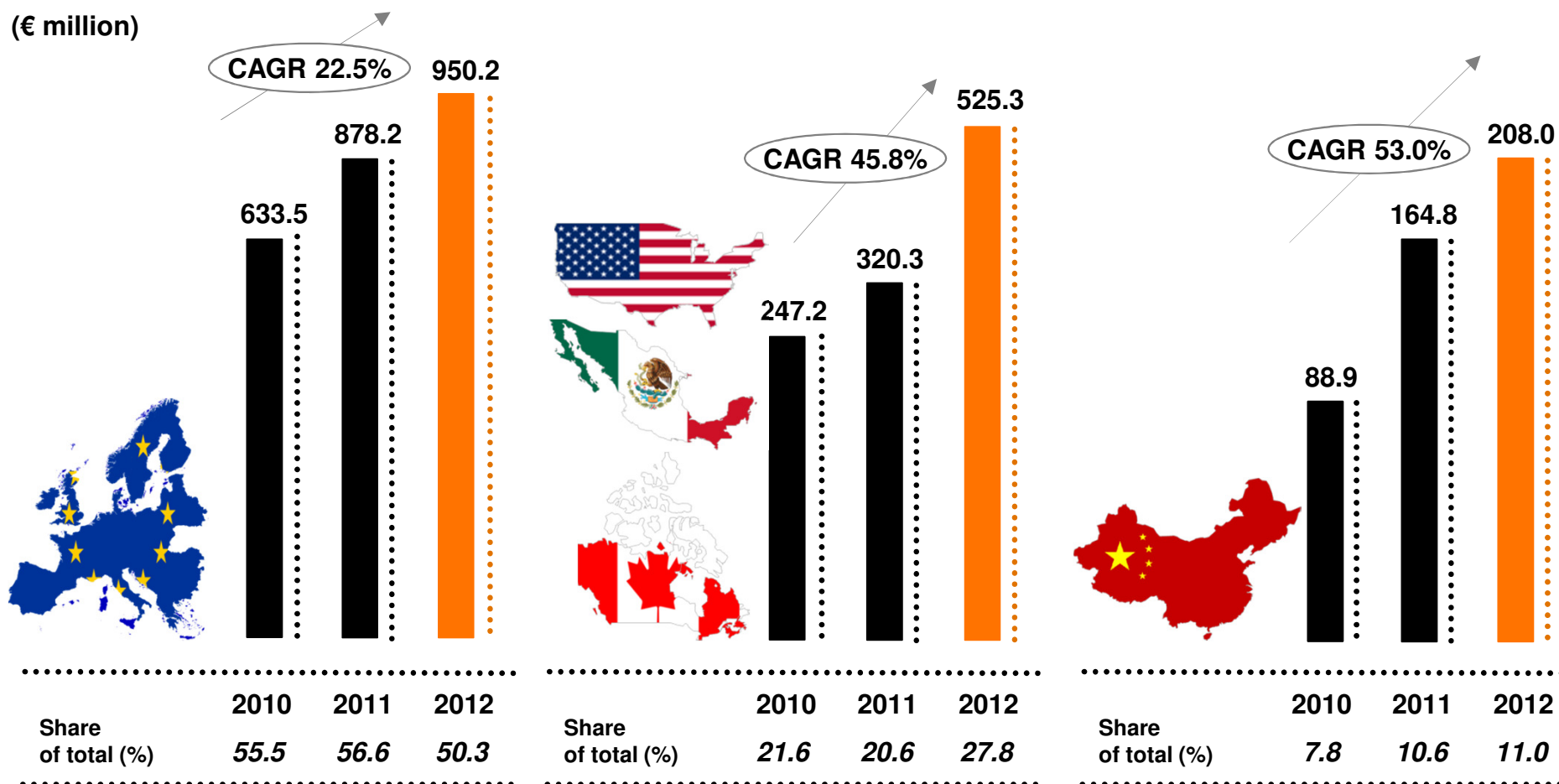
1) German Engineering Federation. Orders received adjusted for price.

Group orders received

## Customer demand strong on a high level

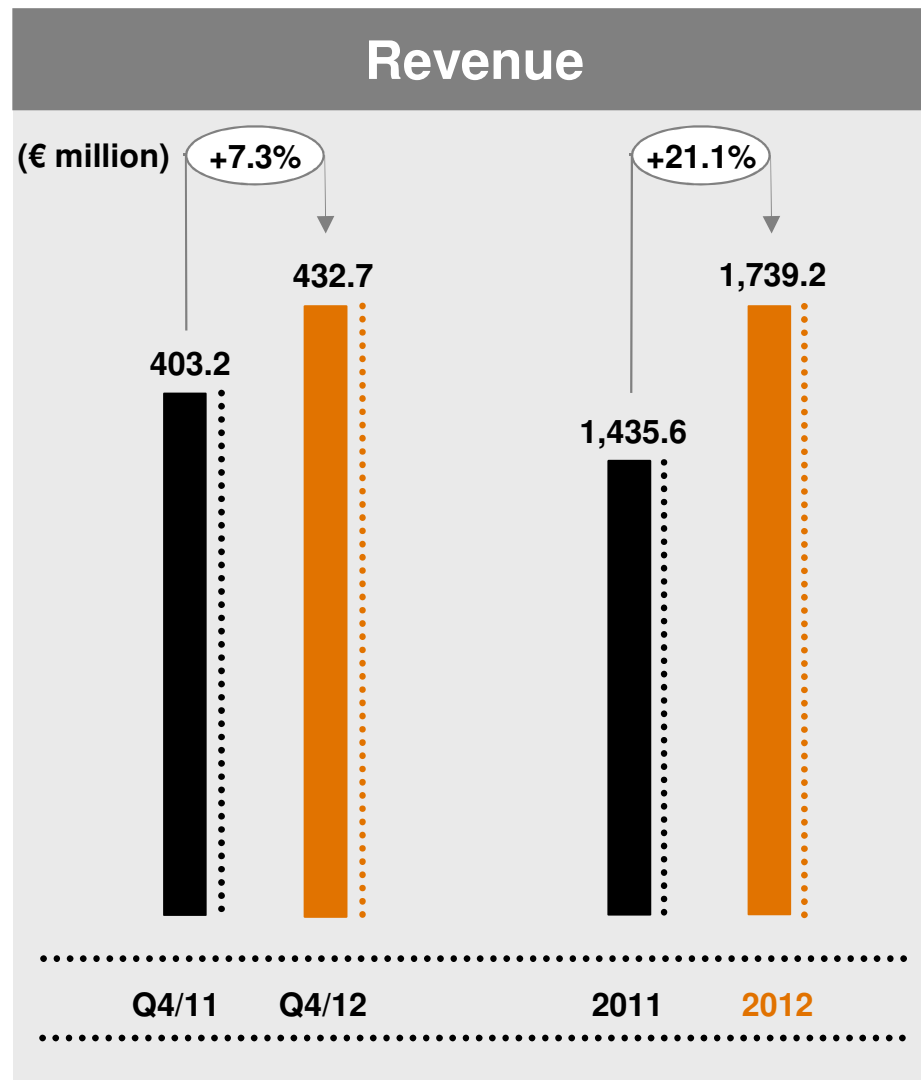
### Orders received

(€ million)



Group revenue

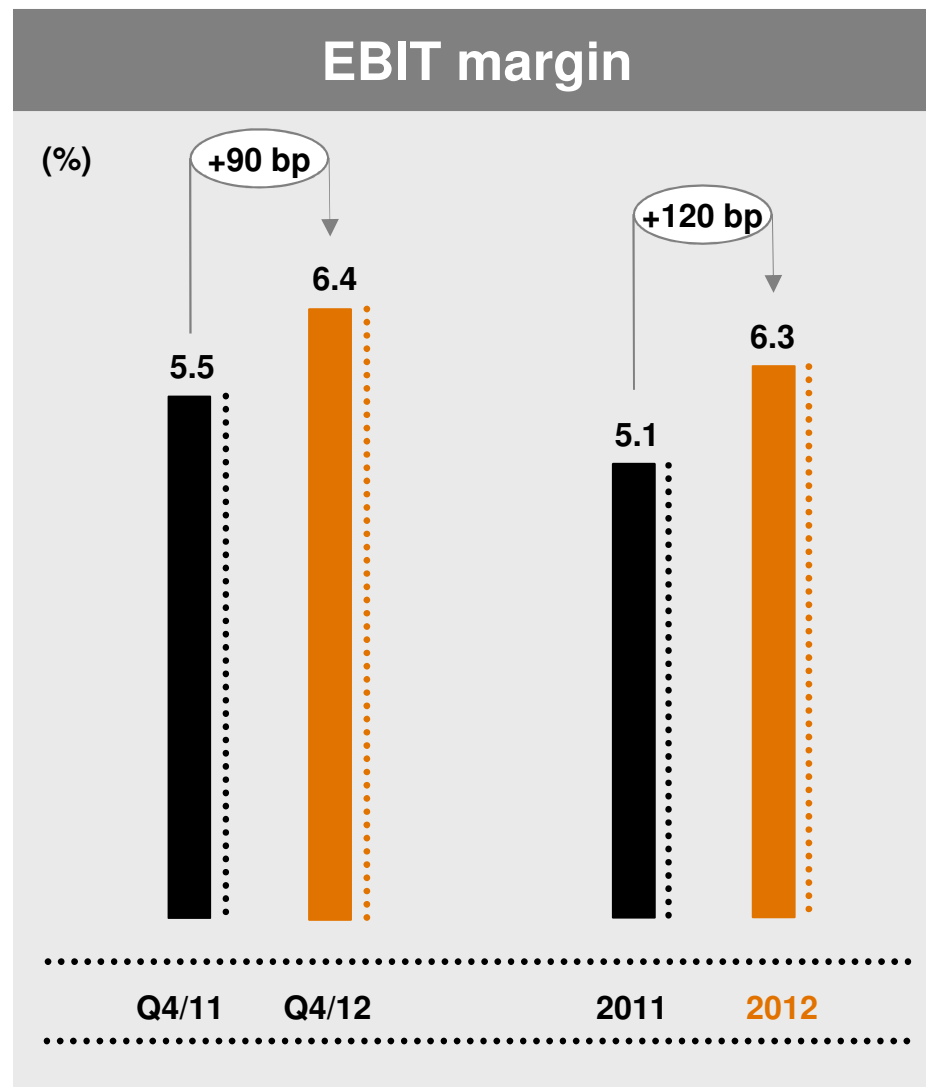
## New records for Robotics and Systems



- Development**
- Revenue up 21.1% to €1.74 billion in 2012
  - Revenue development driven by
    - High level of capex of premium automotive companies
    - Revenue in NAFTA region increased more than 50%
  - Robot assembly capacities up to around 25,000 in Augsburg, Hungary and China until YE13

## Group EBIT margin

# Disproportionately high increase in profitability



### Development

- EBIT margin up to 6.3% in 2012
  - EBIT margin has improved continuously since the beginning of 2010
  
- Robotics and Systems:
  - Both divisions contribute to improved margin
  - Target margin achieved in both divisions

## Group financial results

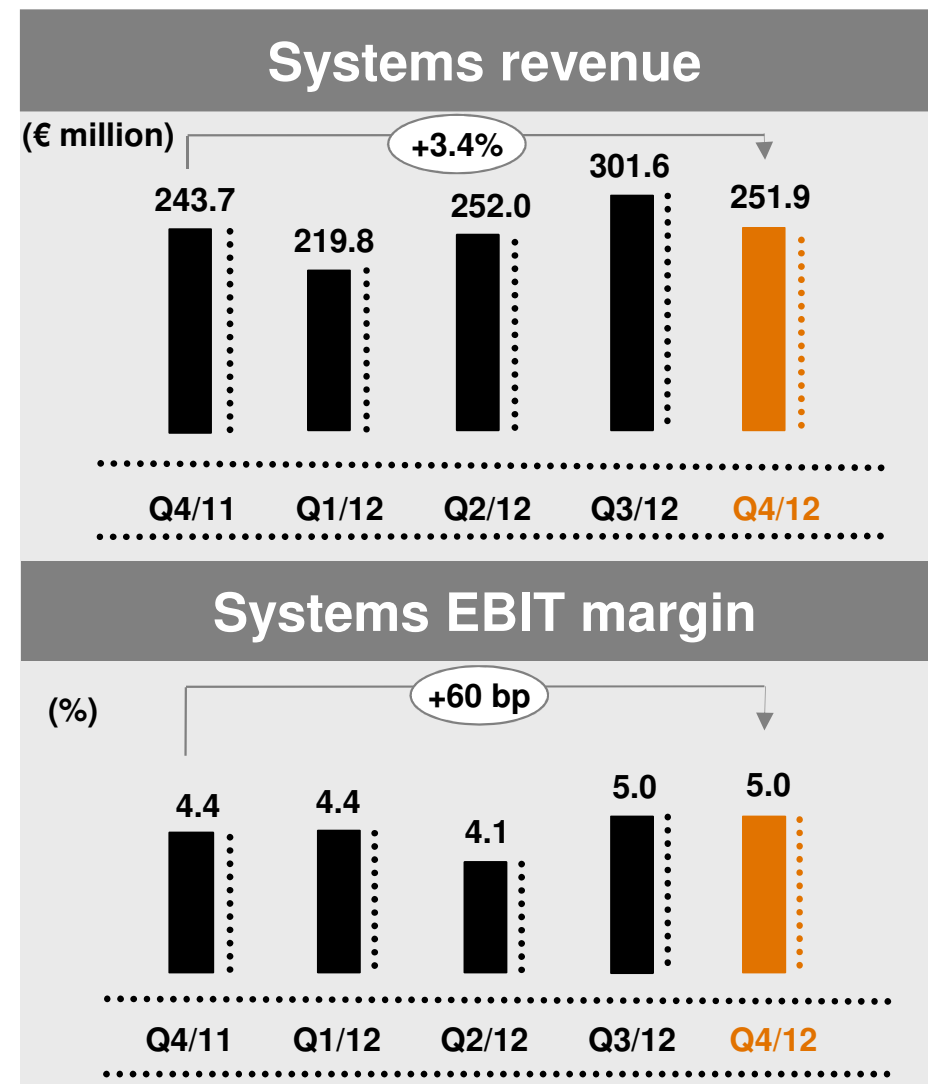
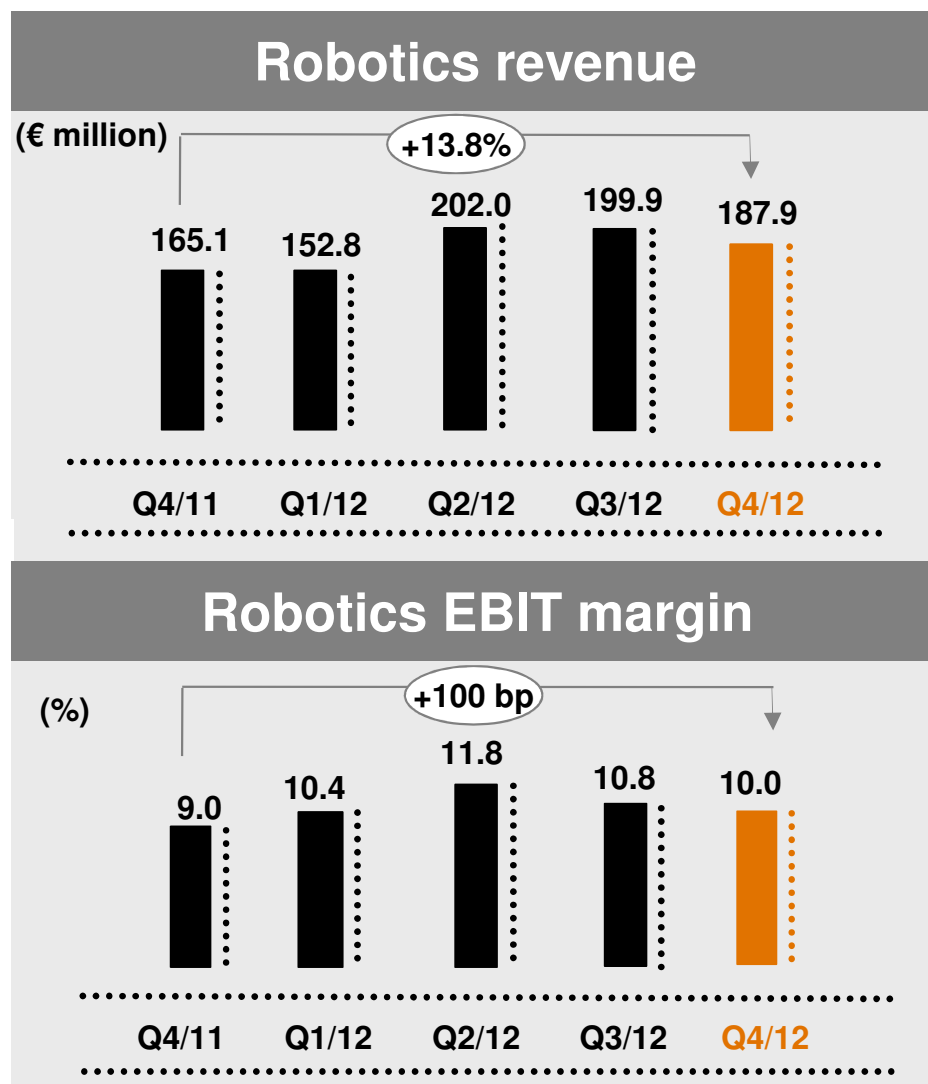
# Key figures for Q4/12 and FY12

(€ million)	Q4/11	Q4/12	Delta	FY11	FY12	Delta
<b>Revenue</b>	403.2	432.7	7.3%	1,435.6	1,739.2	21.1%
<b>Gross operating result</b>	75.6	114.5	51.5%	281.7	385.9	37.0%
as % of revenue	18.8	26.5	-	19.6	22.2	-
<b>EBITDA</b>	29.6	35.4	19.6%	98.7	138.5	40.3%
as % of revenue	7.3	8.2	-	6.9	8.0	-
<b>Earnings before interest and tax (EBIT<sup>1</sup>)</b>	22.3	27.6	23.8%	72.6	109.8	51.2%
as % of revenue	5.5	6.4	-	5.1	6.3	-
<b>Earnings after tax</b>	9.6	13.2	37.5%	29.9	55.6	86.0%
<b>Capital expenditure</b>	13.0	12.4	4.6%	30.3	42.8	41.3%
<b>Net debt (-)/ net liquidity (+) (31.12.)</b>	-32.6	42.8	-	-32.6	42.8	-
<b>Employees (31.12.)</b>	6,589	7,264	10.2%	6,589	7,264	10.2%
<b>Cash earnings</b>	15.8	14.7	-7.0%	65.9	92.4	40.2%
<b>Cash flow from current business operations</b>	52.7	117.4	-	36.4	117.9	-
<b>Free cash flow</b>	39.6	106.6	-	6.5	77.1	-

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

## Robotics and Systems

# Target margins 2012 achieved



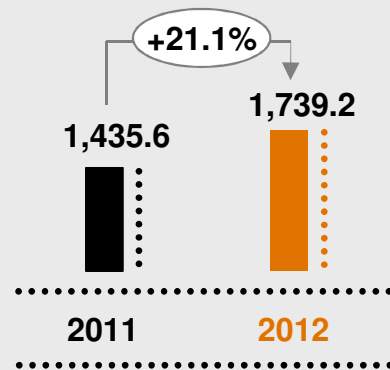


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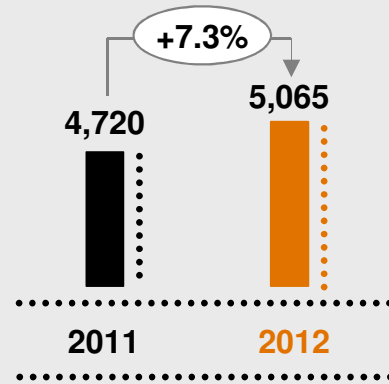
## KUKA is on a robust and solid footing

### Revenue and employees

Revenue (€ million)

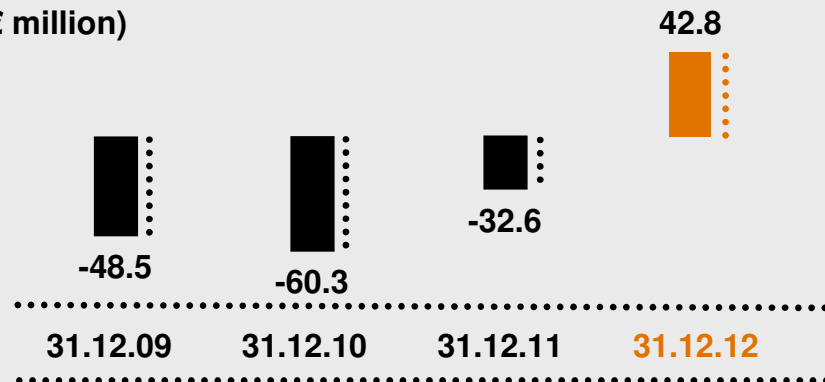


Employees in high wage countries



### Net debt/ net liquidity

(€ million)



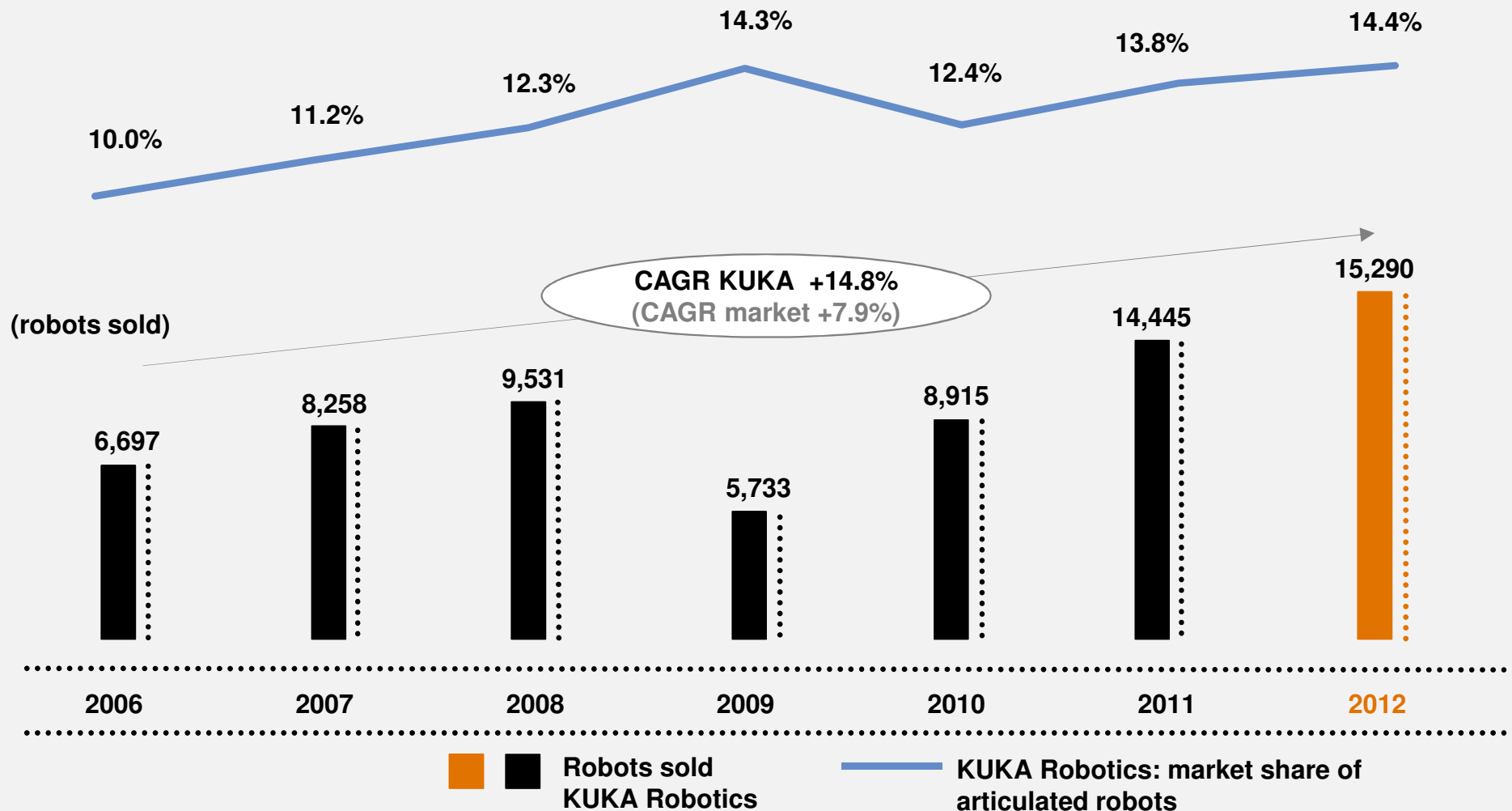
### KUKA stability

- Order backlog (€ 909.4 million) secures high utilization of capacity
- Highly disciplined spending policy despite strong growth 2010-2012
- Break-even EBIT level at around € 1.2 billion of revenue
- Net liquidity position: + € 42.8 million (31.12.12)
- Successful issue of convertible bond ensures attractive interest level long-term
- Long-term financing assured:
  - Bond 2017 (call option in 2014)
- Good rating from S&P (B+, positive) and Moody's (B1, positive)
- Clear strategy for future development of KUKA

## Robotics

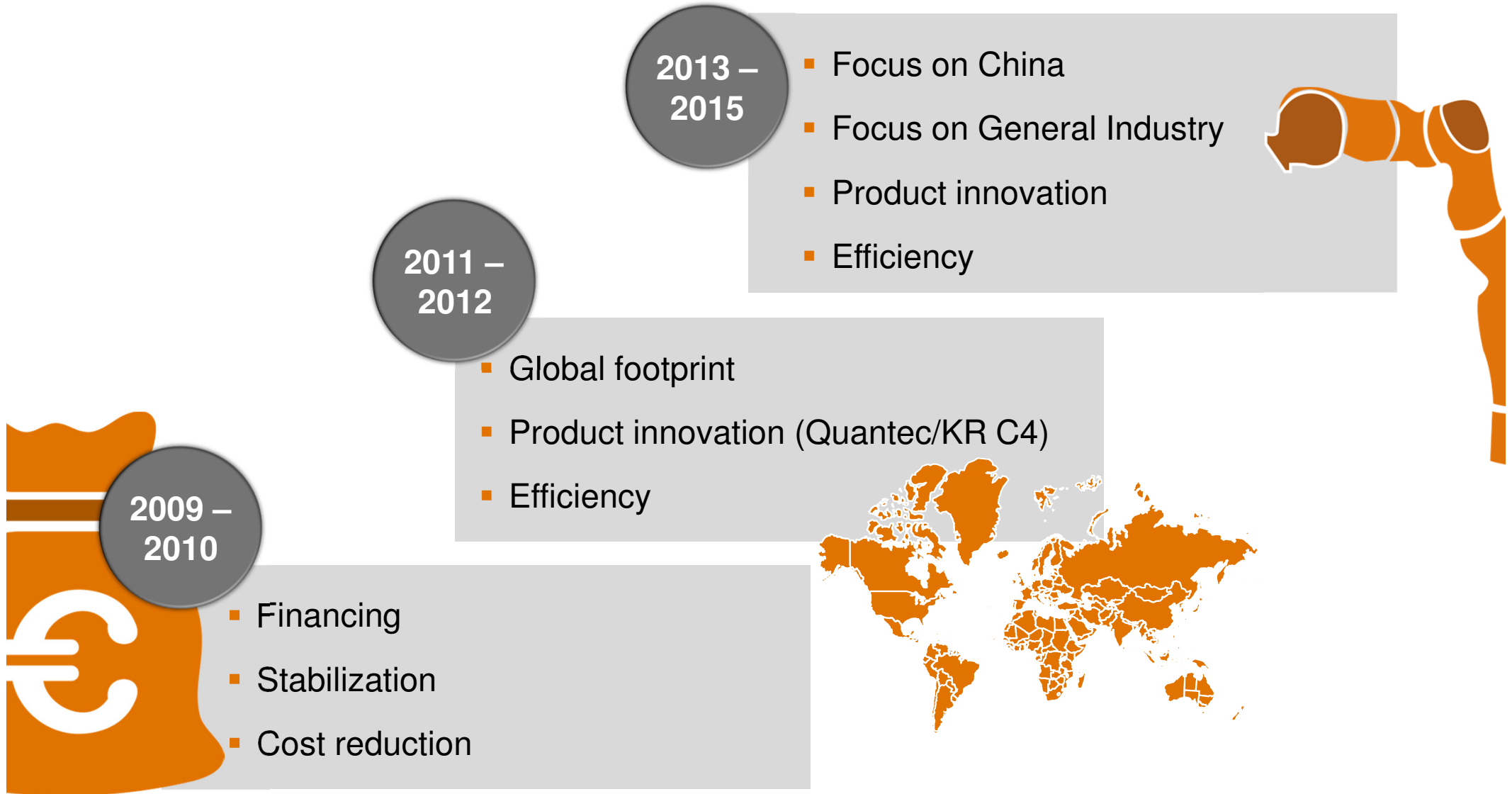
# Market share of KUKA robotics rises to 14.4%

KUKA Robotics - development of market share (%) / robots sold



KUKA Group

## Transformation to global automation company

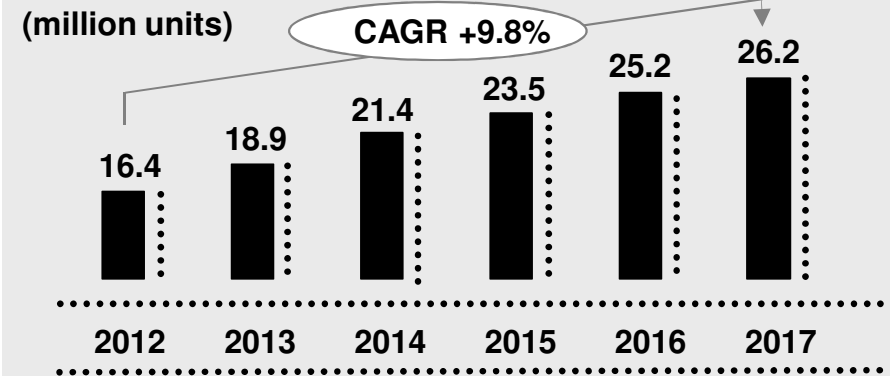


## KUKA Group Focus on China



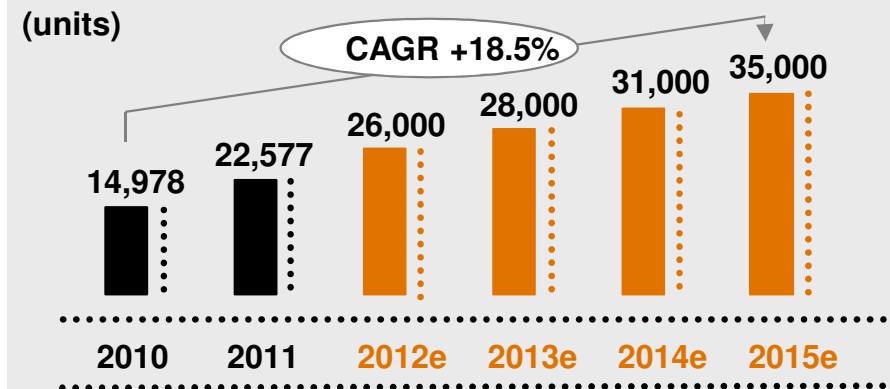
**Expected revenue in  
China 2015:**  
**~€ 300 million**  
(2012: € 182 million)

### Automotive production in China



Source: PwC, January 2013

### Industrial robots sold in China



Source: IFR, 2012

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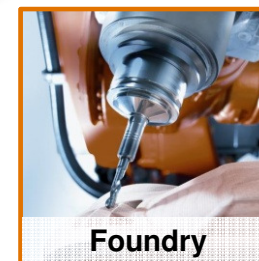
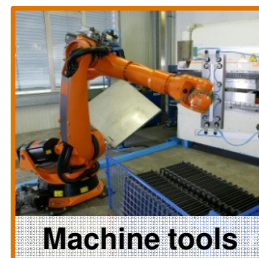
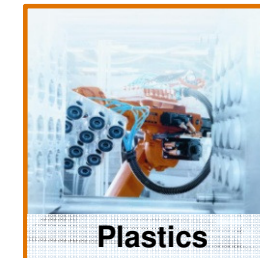
## Focus on General Industry



Expected revenue in  
General Industry 2015:

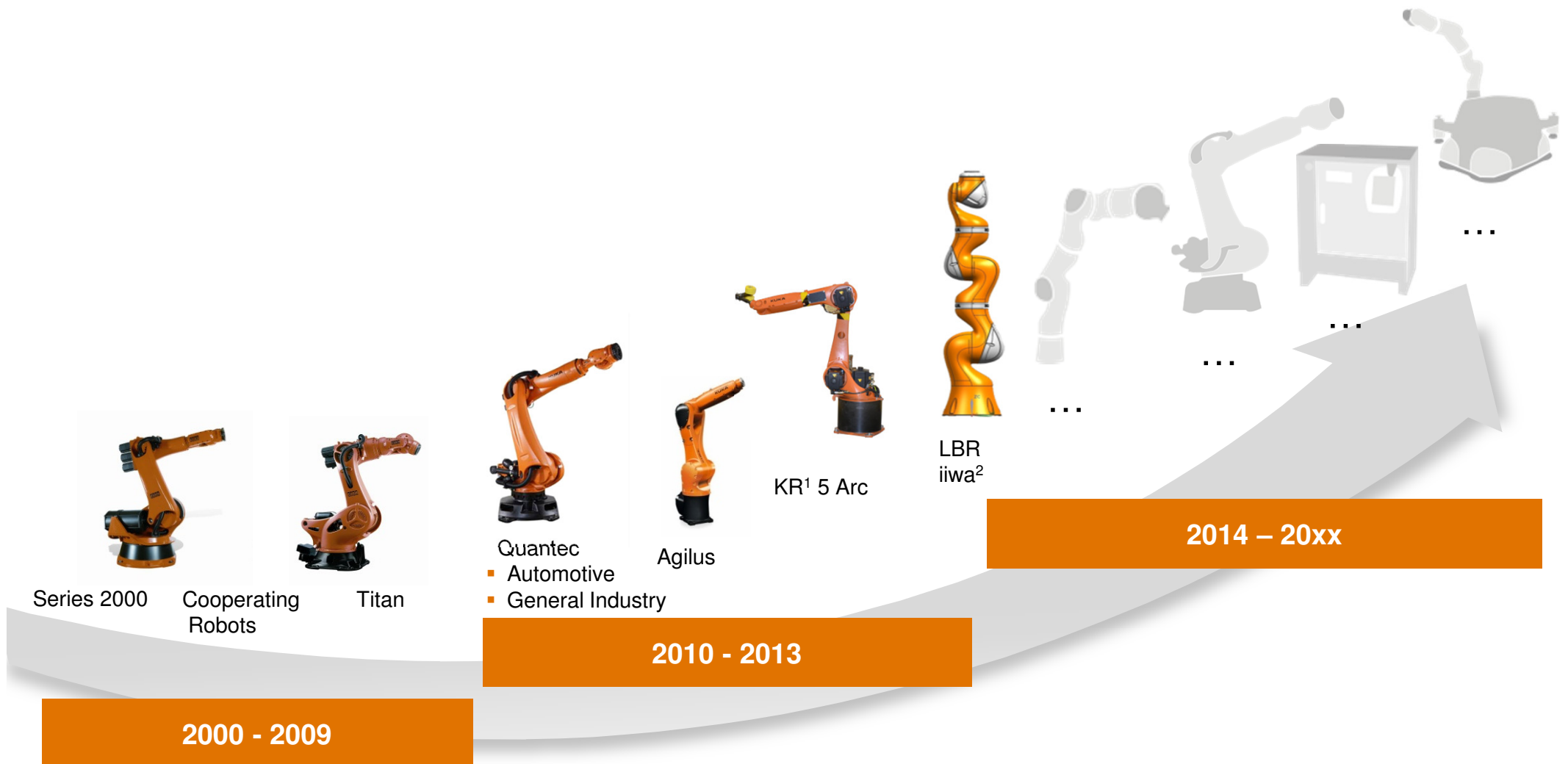
**> € 700 million**

(2012: - €465 million)



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## Focus on launch of new products

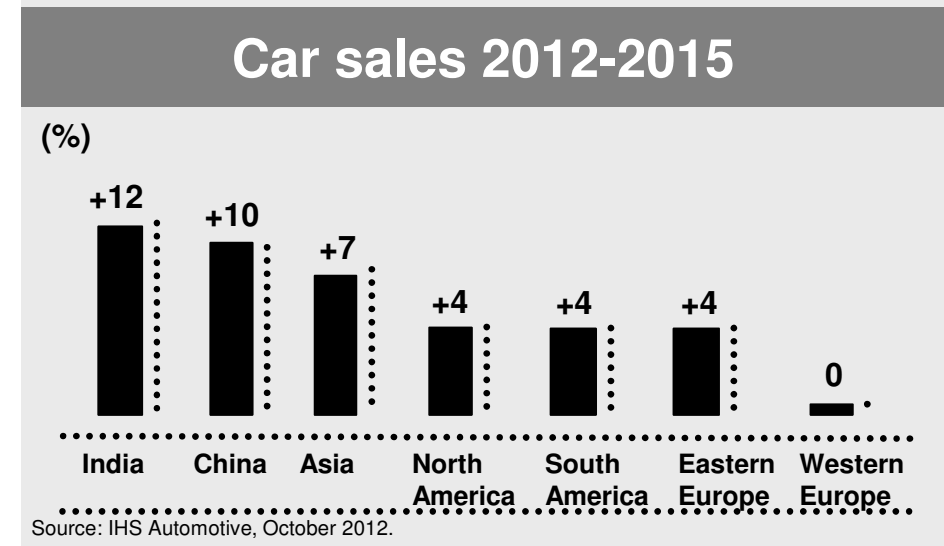
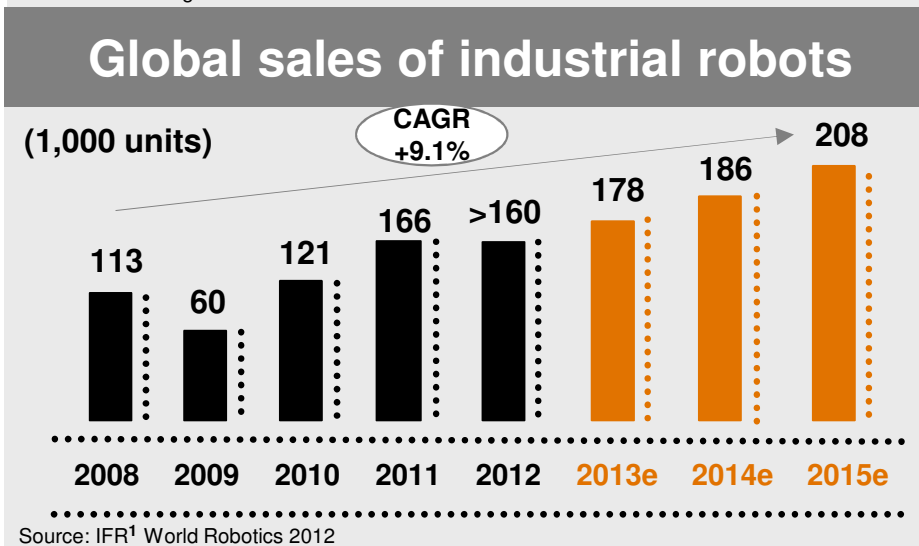
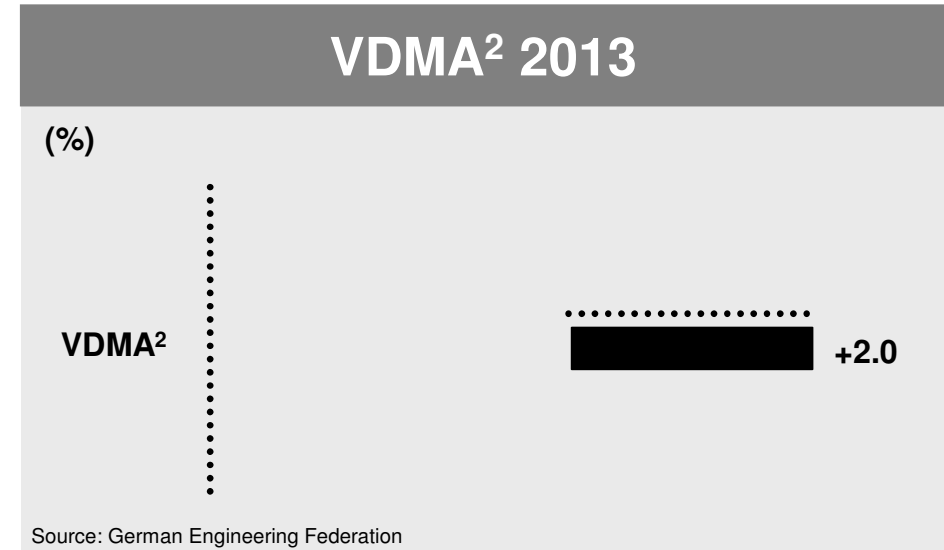
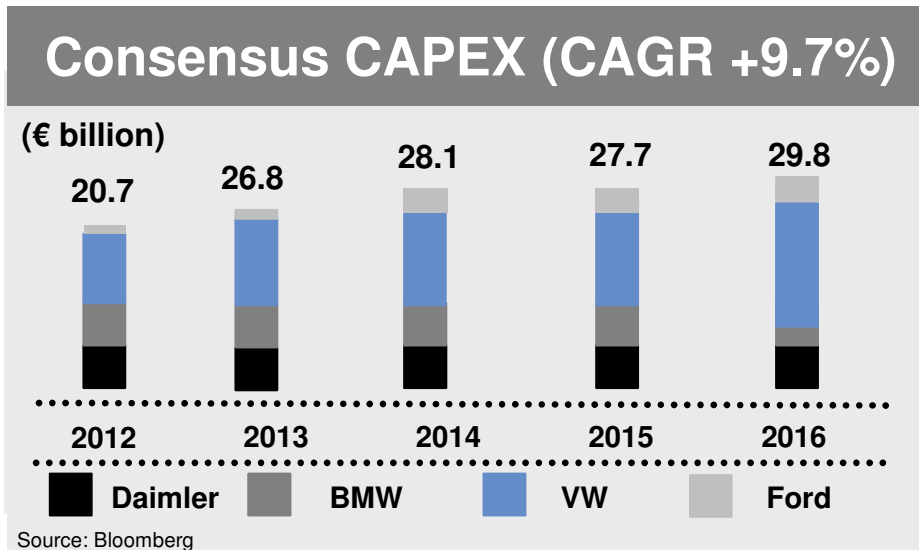


1) KR – KUKA Robotics

2) LBR iiwa – Leichtbauroboter intelligent industrial work assistant

## Outlook 2013

# Market development



1) International Federation of Robotics 2) German Engineering Federation

## Outlook 2013

# KUKA expects increased market share in 2013

- **Growth in robot-based automation continues**
  - Stable customer portfolio ensures demand from automotive industry on a high level
  - Growth in General Industry: particularly machine tools, arc welding and food
  
- **Securing leading position through innovation and quality**
  - Marketing of KR Agilus in General Industry successfully started
  - Strategic cooperation for lightweight robots started with Daimler
  
- **Profitability development**
  - Increased investment in R&D and expansion in General Industry
  - Focus on process management and expansion of HUB system

### Guidance

	2012	2013
<b>Revenue</b>	€1.74 billion	~€1.8 billion
<b>EBIT margin</b>	6.3%	~6.5%



## Disclaimer

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IAS 23 R

## Reconciliation of EBIT

(€ million)	Q4/11	Q1/12	Q2/12	Q3/12	Q4/12	2012
<b>Operating result</b>	19.6	20.1	27.0	29.7	25.7	102.5
<b>Reconciliation of earnings before interest and tax (EBIT)</b>						
<b>Finance costs included in cost of goods sold</b>	2.7	1.8	1.6	2.0	1.9	7.3
<b>Earnings before interest and tax (EBIT)<sup>1</sup></b>	22.3	21.9	28.6	31.7	27.6	109.8

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