

9th German Corporate Conference Cheuvreux

January 19, 2010

Dr. Till Reuter (CEO)











KUKA Group: global market leader with more than 110 years of experience

KUKA

Robot-automated plants



Robot cells



Robots incl. applications

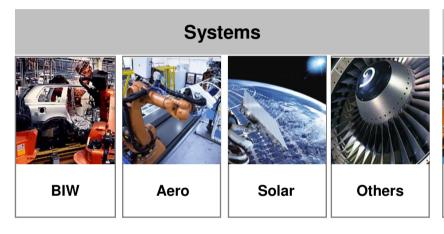


General Industry

Automotive



Leading position in robot based automation





Update in March

- Worldwide deliverability
- #1 in Body in white: worldwide, USA and Europe
- Long term experience in plant engineering
- Leverage in General Industry
- Business activities: automotive, aero, solar etc.

- Worldwide deliverability
- #1 in automotive: Europe
- Strong market share increase in 2009: worldwide, USA and Europe
- Secured service business
- Business activities: automotive, plastics, food, metal, medical, machinery/ equipment etc.



Management focus: cost cutting and business development

Top tasks

- Extension of financing
- Cost cutting program in 2010
- Development of operating business
- Securing innovation leadership

Goals

- Increase future competitiveness
- Increase execution
- Sustainable improvement of profitability



Cost-cutting program 2009: execution in accordance with plan

Savings Impact on EBIT Description Level 9M/09 Reduce temporary workers about € 40 Reduce vacations and overtime \checkmark million Optimize consulting, marketing, R&D, purchasing, group, other \checkmark Reduce personnel costs by 10% V ->+ € 30 million Short time work at Robotics and AG Short time work at Systems € 45 million 10% pay cut √ Postponed wage increases Postponed vacation bonuses Selective employee reduction in Germany ✓ Forced redundancies incl. nationwide social plans Restructuring in France, Italy and Hungary 🗸



Cost-cutting program 2010

AG/ shared services

Efficient structures and processes

Robotics

- Purchasing
- Design to cost
- Strong link between product management and R&D

Systems

- Purchasing
- Efficient structures and processes
- Low cost country sourcing

Further details will be announced in March

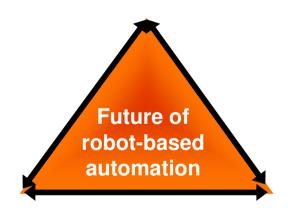




Megatrends for robot-based automation

Expanding industrialization

Industrial automation (e.g., in small and medium-sized companies, etc.)



Sustainability

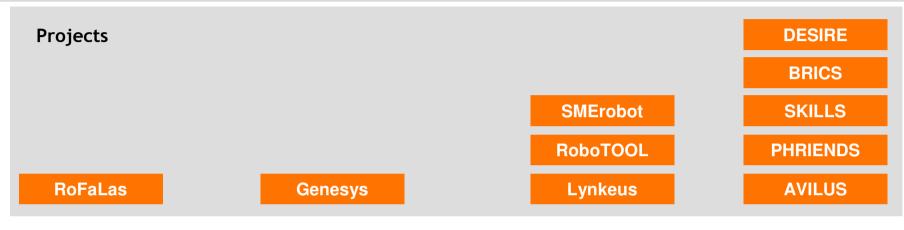
Renewable energy and new materials (e.g., electric cars, joining and processing technologies for new materials, etc.)

Demographic shift

Health care (e.g., nursing care, medical systems, etc.)



Innovation leader due to close co-operation with research institutions



EUROP

european robotics technology platform

Future



Today



Automotive Industry



General Industry and Professional Services



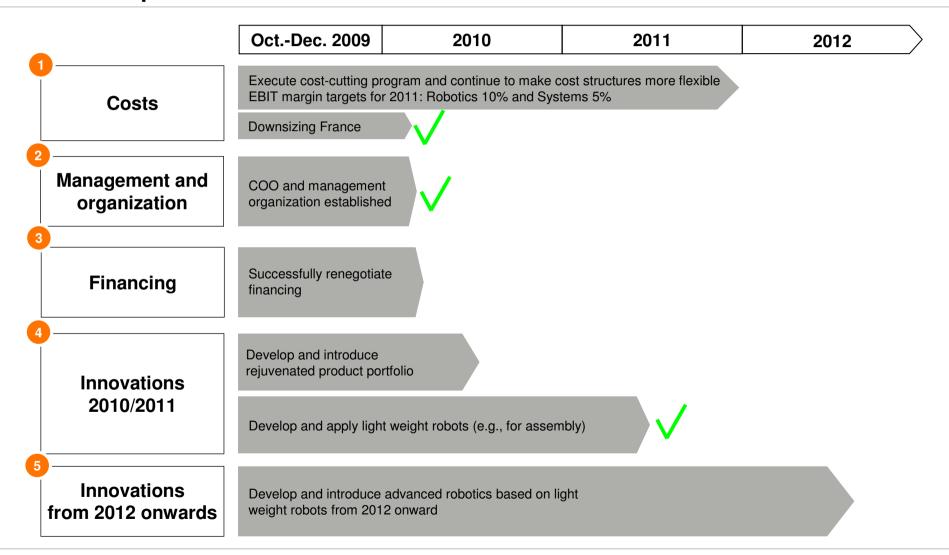
Robots as multipurpose tools in manufacturing SMEs



Service Robots

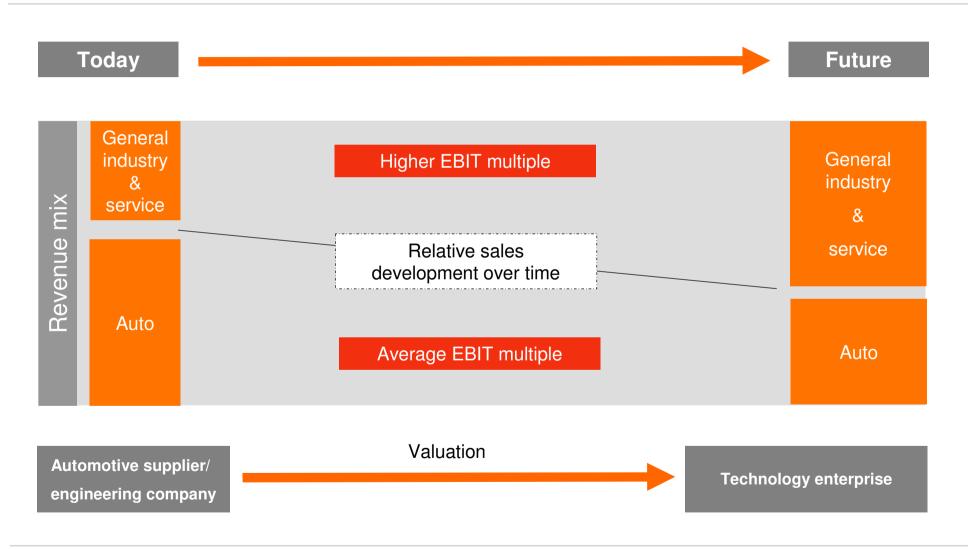


Road map: cut costs and increase sales





Positioning KUKA for fast turnaround





2009 Outlook

- Operating profit (EBIT) before extraordinary restructuring expenses: € -10 to -15 Mio.
- Extraordinary restructuring expenses: > € 25 Mio.
- Free cash flow: € -40 to -50 Mio.



Disclaimer

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