KUKA Group: Q3/17

Guidance confirmed
Sales revenues: ~€3.3 billion
EBIT margin: >5.5%²

€798.6 million in Sales revenues (+12.3%)¹

5.6% EBIT margin²
5.5% in Q3/16²

12.2% EBIT margin
Robotics (9.8% in Q3/16)

3.0% EBIT margin³
Swisslog (2.7% in Q3/16³)

1) Change on prior-year quarter
2) Before purchase price allocation for Swisslog and before growth investment
3) Before purchase price allocation for Swisslog
Highlights from the divisions

**Systems wins major automotive contract**
- US car manufacturer
- > US$ 75 million

**Robotics signs framework agreement with Robert Bosch GmbH**
- KUKA as preferred supplier
- Consolidation of long-term business relationship

**Swisslog Healthcare enhances market penetration**
- Acquisition of US company Talyst Systems
- Warehouse management software in hospitals
- Increased market penetration in USA
- Investment in PipelineRX
- Cloud-based pharmacy service for hospitals allows 24/7 access to clinic pharmacists
KUKA invests in IoT company

- Device Insight is a specialized vendor of IoT platforms
- IoT platform for networking machines, vehicles, systems and devices
- Enhancement of innovative strength in the field of Industrie 4.0
KUKA is growing in China

- Expansion of capacity at KUKA Robotics Shanghai by end Q1/2018
- Investment in Shunde Technology Park
  - Regional center of excellence for robot-based automation solutions

Sales of industrial robots in China¹

<table>
<thead>
<tr>
<th>Units</th>
<th>2012</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2020e</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>22,987</td>
<td>57,096</td>
<td>68,556</td>
<td>87,000</td>
<td>210,000</td>
</tr>
</tbody>
</table>

¹ IFR – International federation of Robotics
## Group: Key financial indicators for Q3/17 and 9M/17

<table>
<thead>
<tr>
<th></th>
<th>Q3/16</th>
<th>Q3/17</th>
<th>Delta (%)</th>
<th>9M/16</th>
<th>9M/17</th>
<th>Delta (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales revenues (€ million)</strong></td>
<td>710.9</td>
<td>798.6</td>
<td>12.3</td>
<td>2,044.1</td>
<td>2,597.1</td>
<td>27.1</td>
</tr>
<tr>
<td><strong>Gross operating result (€ million)</strong></td>
<td>186.7</td>
<td>188.6</td>
<td>1.0</td>
<td>548.6</td>
<td>593.2</td>
<td>8.1</td>
</tr>
<tr>
<td>in % of sales revenues</td>
<td>26.3</td>
<td>23.6</td>
<td>-</td>
<td>26.8</td>
<td>22.8</td>
<td>-</td>
</tr>
<tr>
<td><strong>EBITDA (€ million)</strong></td>
<td>56.7</td>
<td>47.1</td>
<td>-16.9</td>
<td>138.2</td>
<td>166.2</td>
<td>20.3</td>
</tr>
<tr>
<td>in % of sales revenues</td>
<td>8.0</td>
<td>5.9</td>
<td>-</td>
<td>6.8</td>
<td>6.4</td>
<td>-</td>
</tr>
<tr>
<td><strong>Earnings before interest and taxes (EBIT) (€ million)</strong></td>
<td>35.9</td>
<td>28.3</td>
<td>-21.2</td>
<td>82.6</td>
<td>110.7</td>
<td>34.0</td>
</tr>
<tr>
<td>in % of sales revenues</td>
<td>5.0</td>
<td>3.5</td>
<td>-</td>
<td>4.0</td>
<td>4.3</td>
<td>-</td>
</tr>
<tr>
<td><strong>Capital expenditure (€ million)</strong></td>
<td>22.2</td>
<td>23.8</td>
<td>7.2</td>
<td>63.2</td>
<td>64.7</td>
<td>2.4</td>
</tr>
<tr>
<td><strong>Net liquidity (September 30)</strong></td>
<td>85.9</td>
<td>-166.3</td>
<td>&gt;100</td>
<td>85.9</td>
<td>-166.3</td>
<td>&gt;100</td>
</tr>
<tr>
<td><strong>Employees (September 30)</strong></td>
<td>13,056</td>
<td>13,988</td>
<td>7.1</td>
<td>13,056</td>
<td>13,988</td>
<td>7.1</td>
</tr>
<tr>
<td><strong>Cash earnings (€ million)</strong></td>
<td>56.3</td>
<td>47.8</td>
<td>-15.1</td>
<td>139.6</td>
<td>166.5</td>
<td>19.3</td>
</tr>
<tr>
<td><strong>Cash flow from current business operations (€ million)</strong></td>
<td>-5.1</td>
<td>-11.5</td>
<td>&gt;100</td>
<td>-73.8</td>
<td>-43.7</td>
<td>94.7</td>
</tr>
<tr>
<td><strong>Free cash flow (€ million)</strong></td>
<td>-35.1</td>
<td>-63.9</td>
<td>82.1</td>
<td>-133.0</td>
<td>-255.8</td>
<td>92.3</td>
</tr>
</tbody>
</table>
Robotics: Key financial indicators for Q3/17

Orders received (€ million):
- Q3/16: 287.1
- Q3/17: 288.9
- Change: +0.6%

Sales revenues (€ million):
- Q3/16: 210.3
- Q3/17: 273.5
- Change: +30.1%

EBIT margin (%):
- Q3/16: 9.8
- Q3/17: 12.2
- Change: +240bp
Systems: Key financial indicators for Q3/17

Orders received (€ million)
- Q3/16: 526.2
- Q3/17: 301.8
- Change: -42.6%

Sales revenues (€ million)
- Q3/16: 367.8
- Q3/17: 359.8
- Change: -2.2%

EBIT margin (%)
- Q3/16: 7.0
- Q3/17: 1.8
- Change: -520bp
Swisslog: Key financial indicators for Q3/17

Orders received (€ million)

- Q3/16: 199.4
- Q3/17: 235.3
  
  +18.0%

Sales revenues (€ million)

- Q3/16: 138.9
- Q3/17: 177.2
  
  +27.6%

EBIT margin (%)

- Q3/16 (After PPA): 0.7
- Q3/17 (After PPA): 1.7
- Q3/16 (Before PPA): 2.7
- Q3/17 (Before PPA): 3.0

Financial Results Q3/17 | 27.10.2017 | www.kuka.com
Outlook 2017

Sales revenues

~€ 3.3 billion

EBIT margin

>5.5%\(^1\)

1) Before purchase price allocation for Swisslog and before growth investment
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