



Growth in sales and EBIT, record level of orders received: KUKA posts strong results for first half-year 2021

- **Second highest level of orders received in the company's history.**
- **Positive development in 1st half-year with significant growth in sales, EBIT and book-to-bill ratio in almost all business segments.**
- **More than one-third of Robotics sales revenues generated with new product innovations.**
- **CEO Peter Mohnen: "Our topics are in greater demand than ever. With the right products, solutions and strategies, KUKA is entering new areas and markets."**

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Augsburg, August 5, 2021 – KUKA's positive business development continued in the second quarter of 2021. Customers invested more heavily and KUKA recorded a considerable increase in demand for robotics and automation solutions. Compared with the same period of the previous year, Group **sales** in the **second quarter** rose by 48.5% to €808.2 million. **EBIT** amounted to €25.6 million, after -€43.9 million in the second quarter of 2020. **Orders received** increased by 80.9% to nearly €1 billion.

Orders received in the **first half-year** totaled just under €1.9 billion. KUKA thus recorded the second-highest level of orders received in the company's history during this period. "Our focus areas of robotics and automation are in greater demand than ever," said Peter Mohnen, CEO of KUKA AG. "We are benefiting here from KUKA's global orientation, with strong growth in Asia and North America."

The **Systems** division, for example, benefited from the sharp rise in demand in the USA, where automotive manufacturers increasingly invested in e-mobility. In Europe, the order situation remained difficult. Overall, orders received at



Systems increased sharply to € 640.7 million in the **first half of the year** (H1/20: € 239.5 million).

In **China**, KUKA recorded considerably more **orders** than in the same periods of the previous year, with an increase of 83.7% in the **second quarter** and 43.2% in the **first half-year**. KUKA won orders and projects not only in traditional areas, but also in new segments such as e-mobility and general industry, including e-commerce, for example.

More sustainable robots and increased sales with new products

The **book-to-bill ratio**, which reflects the ratio of orders received to sales revenues, rose across virtually all business segments and stood at 1.23 for the Group as a whole in the first half of the year. Values above 1 indicate increasing demand.

“Although the ongoing coronavirus pandemic and global supply shortages pose risks, our outlook for the second half-year is confident. This is because our strategy and our investments in research and development are paying off. More than one-third of Robotics sales revenues in the first six months were generated with product innovations from recent years. We are also firmly focused on the issue of sustainability,” stated Peter Mohnen.

Product innovations include new developments such as the KR IONTEC, KR SCARA and KR C5 robot controller. Moreover, new generations of KR QUANTEC robots – a KUKA bestseller – consume up to 45% less energy compared to the predecessor generation, according to the company’s own calculations.

“We will continue to drive innovation more intensively in order to strengthen KUKA as a global player. Our goal is to tap new areas and markets of the future and to support our customers in these fields with the right products and solutions,” said Mohnen. These include areas of general industry such as e-commerce or consumer goods, new technologies such as e-mobility, and solutions for small and medium-sized enterprises.

KUKA Group

in € millions	Q2/2020	Q2/2021	Change in %	H1/2020	H1/2021	Change in %
Orders received	551.7	997.7	80.9	1.240.7	1.888.2	52.2
Sales Revenues	544.2	808.2	48.5	1.168.8	1.529.7	30.9
Book-to-bill ratio	1.01	1.23	–	1.06	1.23	–
EBIT	–43.9	25.6	> 100	–78.1	33.8	> 100
EBIT margin in %	–8.1	3.2	–	–6.7	2.2	–



Systems

	Q2/2020	Q2/2021	Change in %	H1/2020	H1/2021	Change in %
in € millions						
Orders received	123.9	362.1	> 100	239.5	640.7	> 100
Sales Revenues	118.7	236.2	99.0	291.9	462.1	58.3
Book-to-bill ratio	1.04	1.53	-	0.82	1.39	-
EBIT	-25.7	5.4	> 100	-34.0	16.9	> 100
EBIT margin in %	-21.7	2.3	-	-11.6	3.7	-

Robotics

	Q2/2020	Q2/2021	Change in %	H1/2020	H1/2021	Change in %
in € millions						
Orders received	195.7	265.1	35.5	465.5	568.5	22.1
Sales Revenues	186.7	250.5	34.2	407.8	477.8	17.2
Book-to-bill ratio	1.05	1.06	-	1.14	1.19	-
EBIT	-10.3	12.2	> 100	-14.2	17.2	> 100
EBIT margin in %	-5.5	4.9	-	-3.5	3.6	-

Swisslog

	Q2/2020	Q2/2021	Change in %	H1/2020	H1/2021	Change in %
in € millions						
Orders received	109.8	148.8	35.5	260.2	301.1	15.7
Sales Revenues	131.4	155.5	18.3	278.7	298.8	7.2
Book-to-bill ratio	0.84	0.96	-	0.93	1.01	-
EBIT	-2.0	3.8	> 100	1.2	6.2	> 100
EBIT margin in %	-1.5	2.5	-	0.4	2.1	-

Swisslog Healthcare

	Q2/2020	Q2/2021	Change in %	H1/2020	H1/2021	Change in %
in € millions						
Orders received	35.9	60.3	68.1	83.1	119.1	43.2
Sales Revenues	50.7	51.0	0.6	106.5	98.9	-7.2
Book-to-bill ratio	0.71	1.18	-	0.78	1.20	-
EBIT	1.4	0.4	-71.0	1.8	0.9	-53
EBIT margin in %	2.8	0.8	-	1.7	0.9	-

China

	Q2/2020	Q2/2021	Change in %	H1/2020	H1/2021	Change in %
in € millions						
Orders received	109.5	201.2	83.7	249.4	357.1	43.2
Sales Revenues	83.5	152.1	82.1	133.0	262.3	97.2
Book-to-bill ratio	1.31	1.32	-	1.88	1.36	-
EBIT	-16.8	15.7	> 100	-22.1	13.9	> 100
EBIT margin in %	-20.2	10.4	-	-16.6	5.3	-

KUKA



KUKA

KUKA is a global automation corporation with sales of around 2.6 billion euro and roughly 14,000 employees. The company is headquartered in Augsburg, Germany. As one of the world's leading suppliers of intelligent automation solutions, KUKA offers customers everything they need from a single source: from robots and cells to fully automated systems and their networking in markets such as automotive, electronics, metal & plastic, consumer goods, e-commerce/retail and healthcare. (As at December 31, 2020)