



Worldwide demand for robotics and automation: KUKA records strong results in first nine months of 2021

- **Major increase of 35.3% in orders received and 26.8% in sales in the first nine months of 2021.**
- **Strong improvement in EBIT to €45.5 million (9M/20: -€70.5 million).**
- **KUKA is benefiting from the boom in e-vehicles in North America and conquering new markets such as e-commerce and consumer goods.**
- **KUKA CEO Peter Mohnen: “Global supply bottlenecks entail risks – due to our well-organized and flexible supply chain, we have been able to manage the situation well so far.”**

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Augsburg, October 28, 2021 – KUKA has achieved strong results in the first nine months of 2021. From **January to September 2021**, the **Group** recorded **orders received** totaling around €2.7 billion, around 35.3% higher than in the prior-year period. **Sales revenues** rose by 26.8% to €2.4 billion. The **book-to-bill ratio** improved to 1.14 (9M/20: 1.07). **Earnings before interest and taxes** of €45.5 million were significantly higher than the previous year's figure of -€70.5 million, and the **EBIT margin** rose to 1.9% (9M /20: -3.8%). A provision for the loss of a major customer in Asia prevented the operating result from being even better.

“Robotics, digitization and automation have become indispensable in modern manufacturing,” said Peter Mohnen, CEO of KUKA Group. “We are serving growing demand worldwide, not only in traditional industrial sectors, but also from small and medium-sized enterprises and in new markets such as consumer goods and e-commerce/retail. KUKA is also an innovative automation partner with experience in the sustainable use of energy and the transformation towards new drive systems.”

Swisslog, for example, implemented large automated storage and distribution solutions for customers in the food industry, such as Rapunzel, Denner and Nestlé. In the first nine months, KUKA's logistics specialist recorded significant



growth in orders received and sales. The **Robotics** business segment generated double-digit growth, EBIT improved to €37.6 million (9M/20: -€10,1 million) and the **EBIT margin** of 5.1% was significantly higher than the corresponding figure for the previous year (9M/20: -1.6%).

Particularly in North America, automotive manufacturers are increasingly focusing on the electrification of their vehicle fleets. Here, KUKA's **Systems** division supports customers with experience and expertise and has been awarded numerous contracts. Overall, the business unit's **orders received** rose by 67.8% and sales by 44.9% in the **first nine months**. The **book-to-bill ratio** rose to 1.20.

Risks from global supply bottlenecks

Megatrends such as digitization, individualization of products, demographic change and increasing regionalization due to global uncertainties: all these things require increasingly flexible and at the same time more efficient solutions for the production environment.

“The world is changing, and the pandemic has accelerated this transformation. Our customers are at the center of all our activities. They demand flexible automation and new technologies that are easy to use – particularly in markets that have had little automation until now. KUKA is working on the right solutions in these areas. We thus have a positive outlook for the future,” said Peter Mohnen. “However, global supply bottlenecks entail risks that we are also currently feeling. Thanks to our well-organized and flexible supply chain, we have been able to manage the situation well so far and fulfill customer orders.”

Please find the full interim report on the financial figures for the first nine months of 2021 here: www.kuka.com/en-de/company/investor-relations/reports-and-presentations

KUKA Group

in € millions	9M/2020	9M/2021	Change in %	Q3/2020	Q3/2021	Change in %
Orders received	1993.1	2697.1	35.3	752.4	808.9	7.5
Sales Revenues	1860.8	2359.6	26.8	692.0	829.8	19.9
Book-to-bill ratio	1.07	1.14	-	1.09	0.97	-
EBIT	-70.5	45.5	> 100.0	7.6	11.7	54.0
EBIT margin in %	-3.8	1.9	-	1.1	1.4	-



Systems

	9M/2020	9M/2021	Change in %	Q3/2020	Q3/2021	Change in %
in € millions						
Orders received	514.4	863.2	67.8	274.9	222.5	-19.1
Sales Revenues	495.6	718.3	44.9	203.7	256.2	25.7
Book-to-bill ratio	1.04	1.2	-	1.35	0.87	-
EBIT	-27.3	26.0	>100.0	6.7	9.1	35.8
EBIT margin in %	-5.5	3.6	-	3.3	3.6	-

Robotics

	9M/2020	9M/2021	Change in %	Q3/2020	Q3/2021	Change in %
in € millions						
Orders received	679.6	831.5	22.4	214.1	263.0	22.8
Sales Revenues	623.9	734.6	17.7	216.1	256.8	18.8
Book-to-bill ratio	1.09	1.13	-	0.99	1.02	-
EBIT	-10.1	37.6	>100.0	4.1	20.4	>100.0
EBIT margin in %	-1.6	5.1	-	1.9	7.9	-

Swisslog

	9M/2020	9M/2021	Change in %	Q3/2020	Q3/2021	Change in %
in € millions						
Orders received	401.0	456.0	13.7	140.8	154.9	10.0
Sales Revenues	393.9	466.7	18.5	115.2	167.9	45.7
Book-to-bill ratio	1.02	0.98	-	1.22	0.92	-
EBIT	3.6	10.3	>100.0	2.3	4.1	78.2
EBIT margin in %	0.9	2.2	-	2.0	2.5	-

Swisslog Healthcare

	9M/2020	9M/2021	Change in %	Q3/2020	Q3/2021	Change in %
in € millions						
Orders received	126.9	166.5	31.2	43.8	47.4	8.3
Sales Revenues	154.3	148.6	-3.7	47.8	49.7	4.0
Book-to-bill ratio	0.82	1.12	-	0.92	0.95	-
EBIT	4.3	1.8	-58.1	2.5	0.9	-64.0
EBIT margin in %	2.8	1.2	-	5.2	1.8	-

China

	9M/2020	9M/2021	Change in %	Q3/2020	Q3/2021	Change in %
in € millions						
Orders received	361.1	509.5	41.1	111.7	152.4	36.4
Sales Revenues	275.2	405.2	47.2	142.2	142.9	0.5
Book-to-bill ratio	1.31	1.26	-	0.79	1.07	-
EBIT	-10.1	0.4	>100.0	12.1	-13.5	>-100.0
EBIT margin in %	-3.7	0.1	-	8.5	-9.4	-

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)