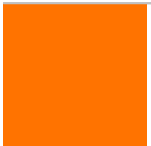


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# KUKA

**First half 2008**

Conference call | August 5, 2008



## Highlights – High level of orders received and record order backlog

- High level of orders received
  - H1/08: € 736.5 million (+10.1% yoy on adjusted basis<sup>1</sup>)
  - Q2/08: € 332.2 million (+15.3% yoy)
- Record order backlog
  - 30.06.08: € 682.8 million (+13.1% yoy)
  - Drivers: General Industry (Robotics) and Europe ex Germany (Systems)
- Significant increase of EBIT margin in H1/08: 5.5% (H1/07: 4.6%)
- Net income increased by 10.0% to € 18.7 million

1) - KTPO effect: excluding € 35.0 million in H1/07.  
- Impact US-Dollar/ EUR exchange rate: € 26.8 million.



## Group – Key figures H1/08

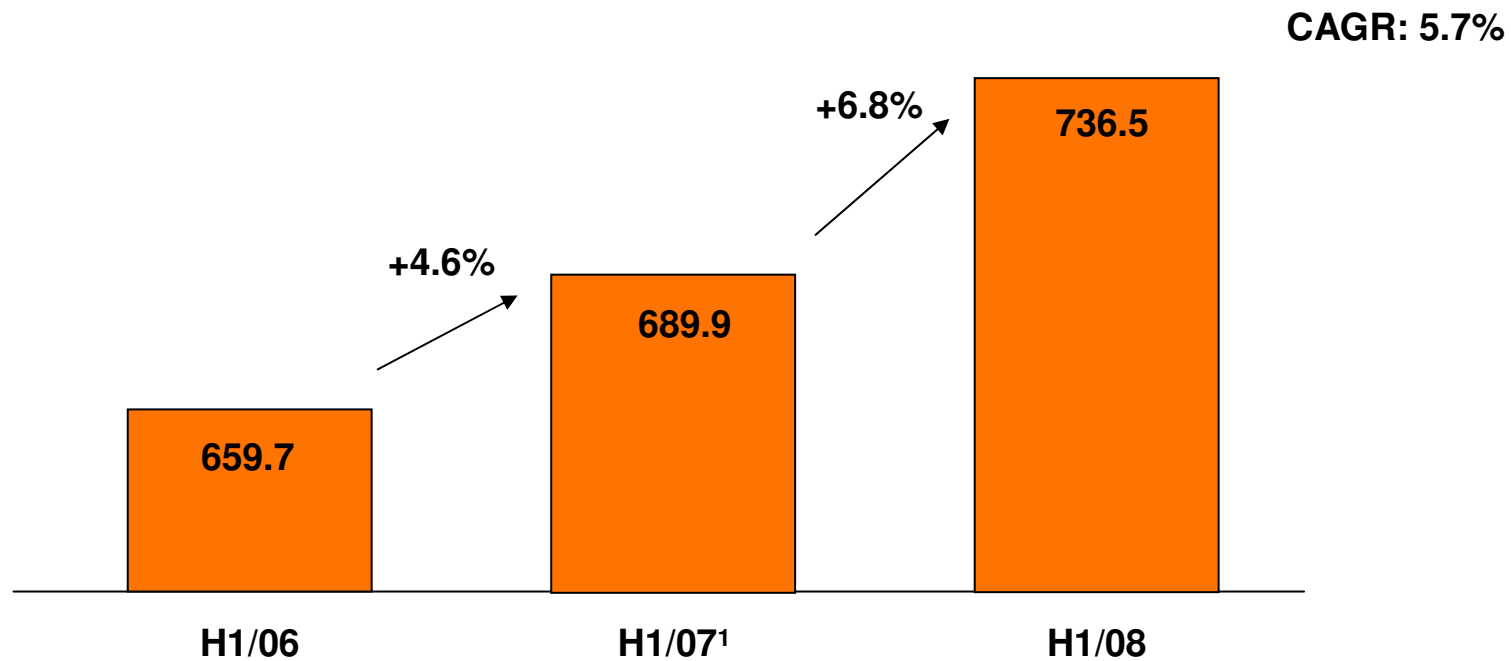
(€ million)	H1/08	H1/07	Δ
Orders received	736.5	724.9	1.6%
Order backlog (June 30)	682.8	603.9	13.1%
Sales revenues	580.9	615.1	-5.6%
Gross profit	131.8	117.7	12.0%
in % of sales revenues	22.7	19.1	3.6%p
EBIT	32.0	28.3	13.1%
in % of sales revenues	5.5	4.6	0.9%p
Net income	18.7	17.0	10.0%
Equity ratio (in %, June 30)	24.0	25.1	-1.1%p
Net debt (-)/ net liquidity (June 30)	-43.2	47.0	-

- Order backlog on record high
- EBIT margin significantly increased to 5.5%



## Group – Strong increase of orders received<sup>1</sup>

(€ million)

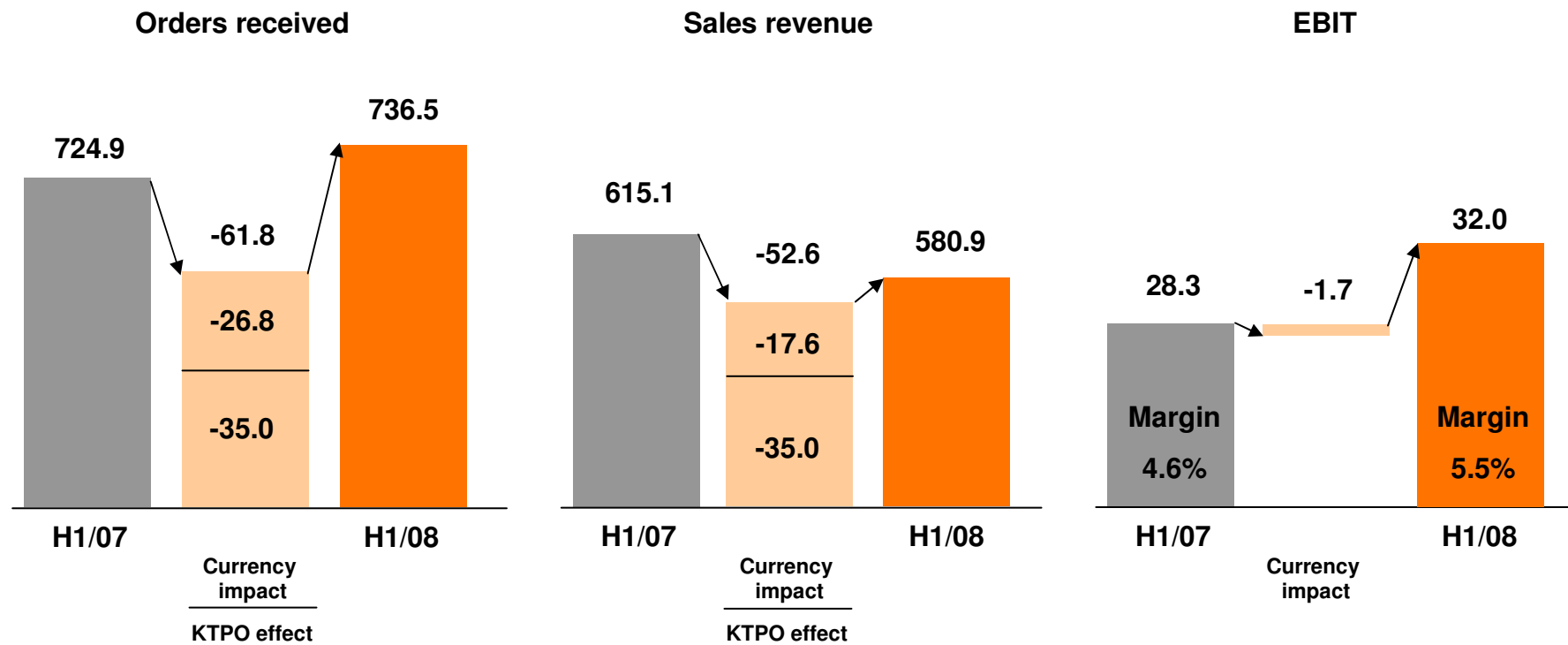


1) KTPO effect: excluding € 35.0 million in H1/07. No adjustments due to currency changes.



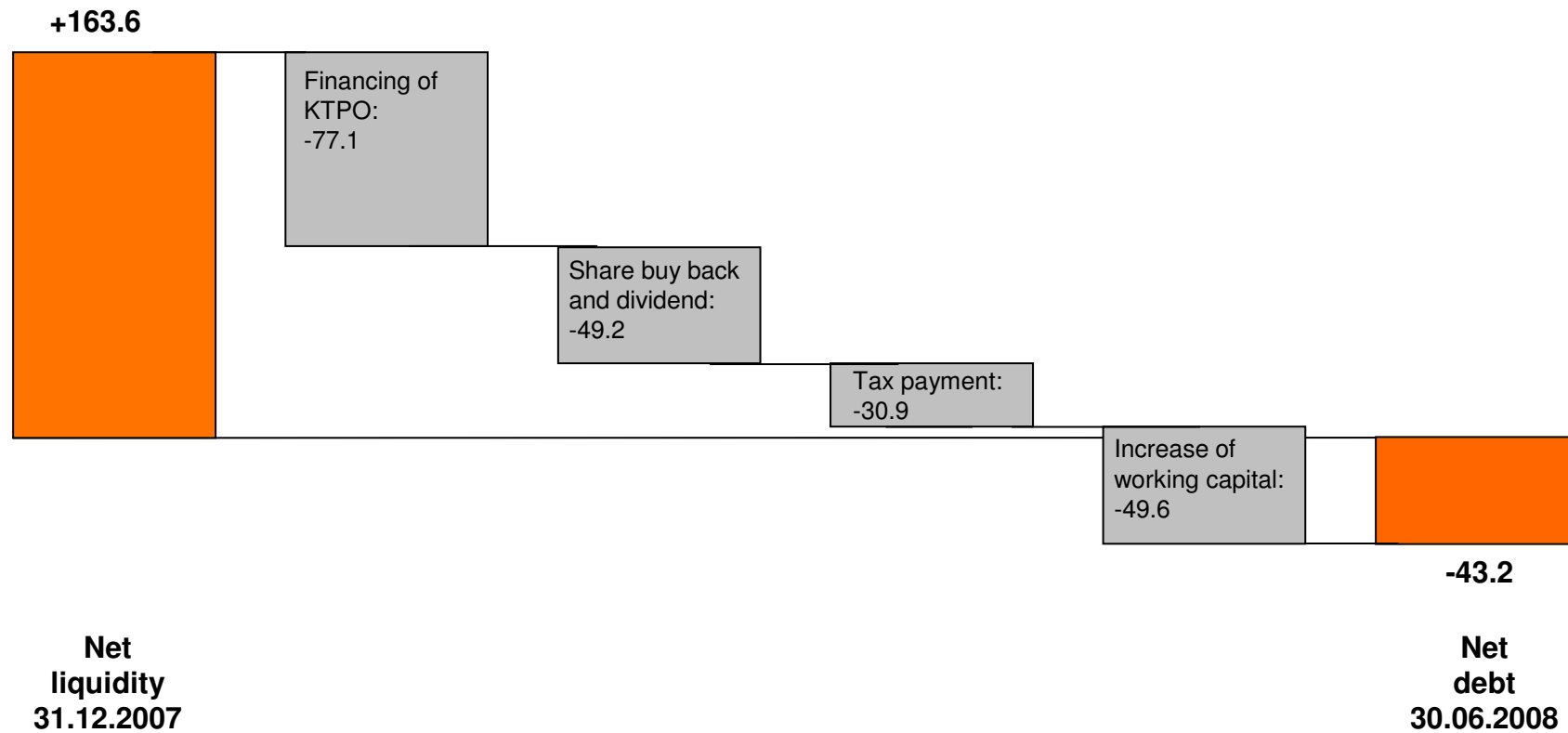
## Group – Natural hedge supports development of EBIT

(€ million)



## Development of net liquidity – impacted by one off effects

(€ million)



## Robotics – Key figures H1/08

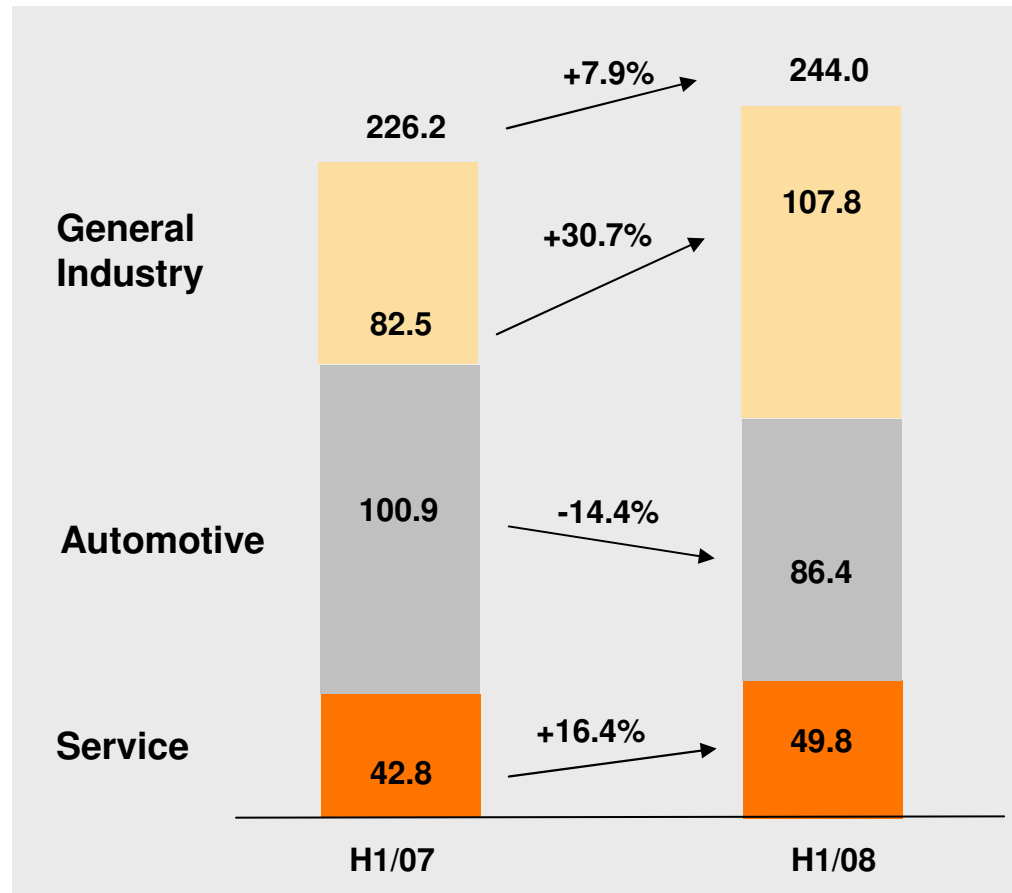
(€ million)	H1/08	H1/07	Δ
Orders received	244.0	226.2	7.9%
Order backlog (June 30)	130.8	114.5	14.2%
Sales revenues	224.3	196.8	14.0%
EBIT	19.3	15.1	27.8%
in % of sales revenues	8.6	7.7	0.9%p
Employees (June 30)	2,133	1,939	10.0%

- Orders received driven by strong development in Q2/08 (+16.3%)
- Record high of order backlog (€ 130.8 million)
- EBIT increased by 27.8% due to improved sales mix towards General Industry and higher volume



## Robotics – Orders received up 7.9%

(€ million)



- Strong increase of orders received in general industry (+30.7%); proving our strategic focus
- Automotive decreased (-14.4%) due to fewer project business in Q1/08; +11.9% in Q2/08
- Good orders received from Service (+16.4%)



## Robotics – Orders from general industry increased by 30.7% in H1/08



### Orders in Q1/08

- Palletizing system for tires
- Robots for inert gas welding projects
- Titan robots for the wood and furniture industry

### Orders in Q2/08

- Palletizing robots for the food industry in France, Brazil and China
- Assembly of water pumps in Denmark
- Robots for automation of machine tools



## Systems – Key figures H1/08

(€ million)	H1/08	H1/07	Δ
Orders received	514.0	519.8	-1.1%
Order backlog (June 30)	562.0	497.1	13.1%
Sales revenues	380.6	437.3	-13.0%
EBIT	19.3	14.7	31.3%
in % of sales revenues	5.1	3.4	1.7%p
Employees (June 30)	3,677	3,644	0,9%

- Orders received decreased by 1.1% to € 514 million
  - On adjusted basis<sup>1</sup>: +10.4%
- Sales revenues decreased by 13.0% to € 380.6 million
  - On adjusted basis<sup>2</sup>: almost stable development
- Strong increase of EBIT margin to 5.1% (Q2/08: 5.3%): better sales in automotive and general industry

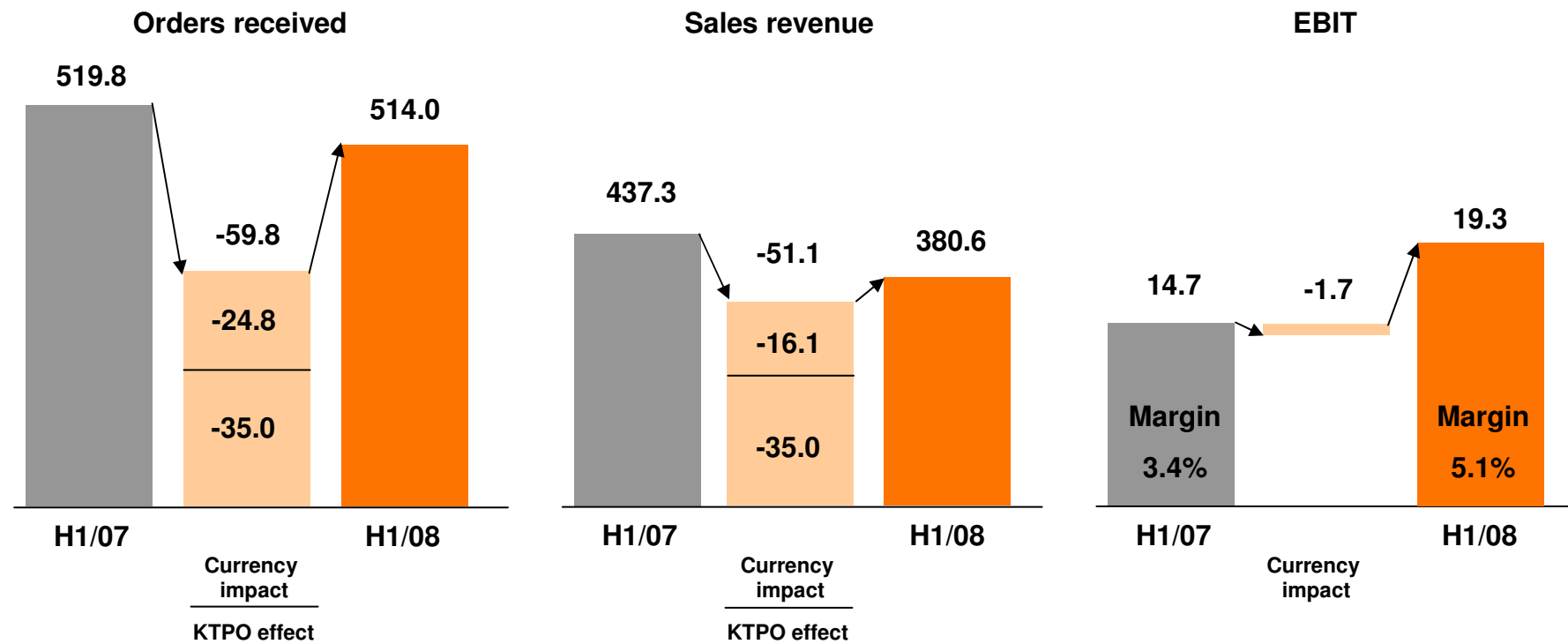
1) - KTPO effect: excluding € 35.0 million in H1/07.  
 - Impact US-Dollar/ EUR exchange rate: € 24.8 million.

2) - KTPO effect: excluding € 35.0 million in H1/07.  
 - Impact US-Dollar/ EUR exchange rate: € 16.1 million.

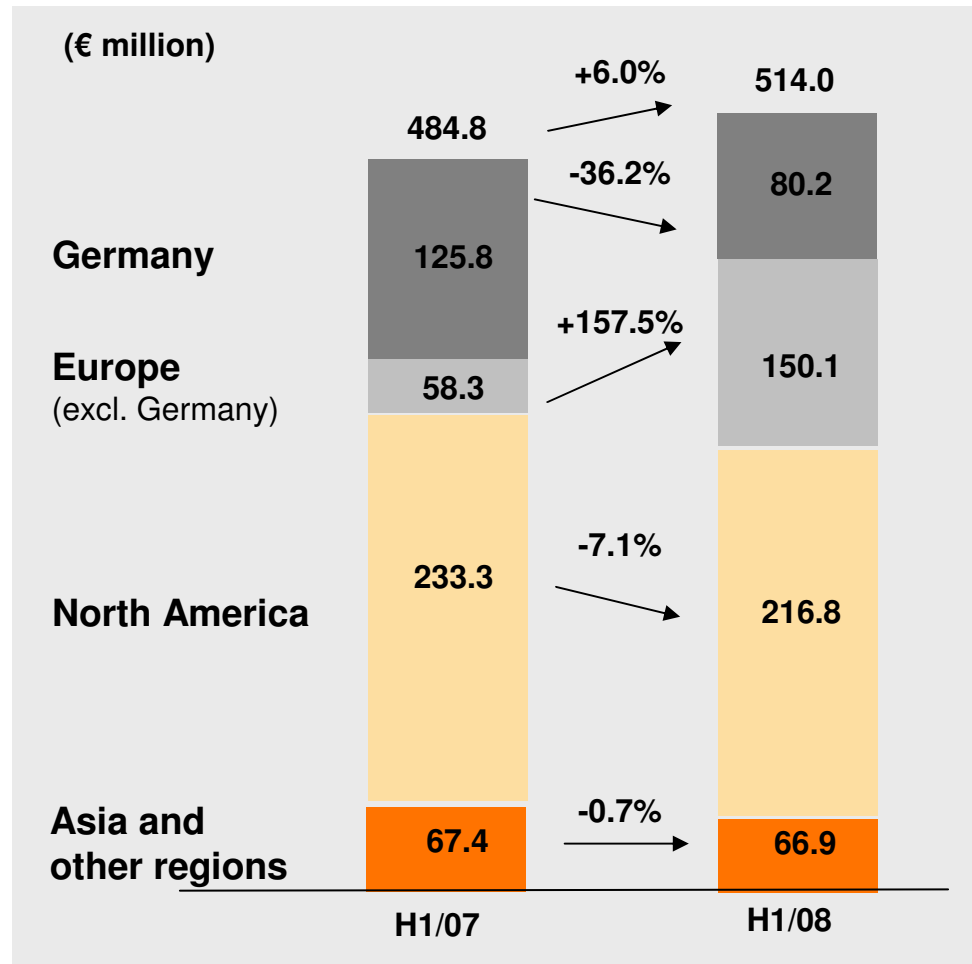


## Systems – Impact of KTPO effect and exchange rate

(€ million)



## Systems – Orders received<sup>1</sup> up by 6.0%



- Development in Europe (without Germany) supported by investments outside Germany
- Decrease in Germany due to project business
- Development in North America as expected after record in 2007; big order for the “B Car” (Fiesta) from Ford in Mexico
- Asia on a stable level (only high end business) despite high orders received from TATA in H1/07

1) KTPO effect: excluding € 35.0 million in H1/07.



## Group Q2/08 – Orders received increased by 15.3%

(€ million)	Q2/08	Q2/07	Δ
Orders received	332.2	288.0	15.3%
Sales revenues	300.7	324.4	-7.3%

- Different development of orders received and sales revenue due to
  - Systems:
    - More retooling projects including higher value added from KUKA
    - Project business
  - Robotics:
    - Higher lead time of orders due to new business segments (e.g. service contract in press dies automation)
    - Higher volume of orders



## Group Q2/08 – Development of net interest income and taxes

(€ million)	Q2/08	Q2/07	Δ
Sales revenues	300.7	324.4	-4.7%
Cost of sales	-232.7	-261.0	10.8%
Gross profit	68.0	63.4	7.3%
Earnings from operating activities (EBIT)	16.2	18.5	-12.4%
Net interest income/ expense	-1.3	-1.3	0.0%
EBT	14.9	17.2	-13.4%
Taxes	-6.0	-4.1	-46.3%
Net income	8.9	13.1	-32.1%

- Net interest expense influenced by finance lease of KTPO
  - Switch from revenue into interest income
- Tax rate influenced by
  - Decrease of tax losses carrying forward in the U.S. lead to higher tax rate in Q2/08 yoy



## Group – Guidance for 2008

	2008e
Growth of orders received	~7% <sup>1</sup>
EBIT margin	5.5%

1) KTPO effect: excluding € 35.0 million in H1/07.



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