



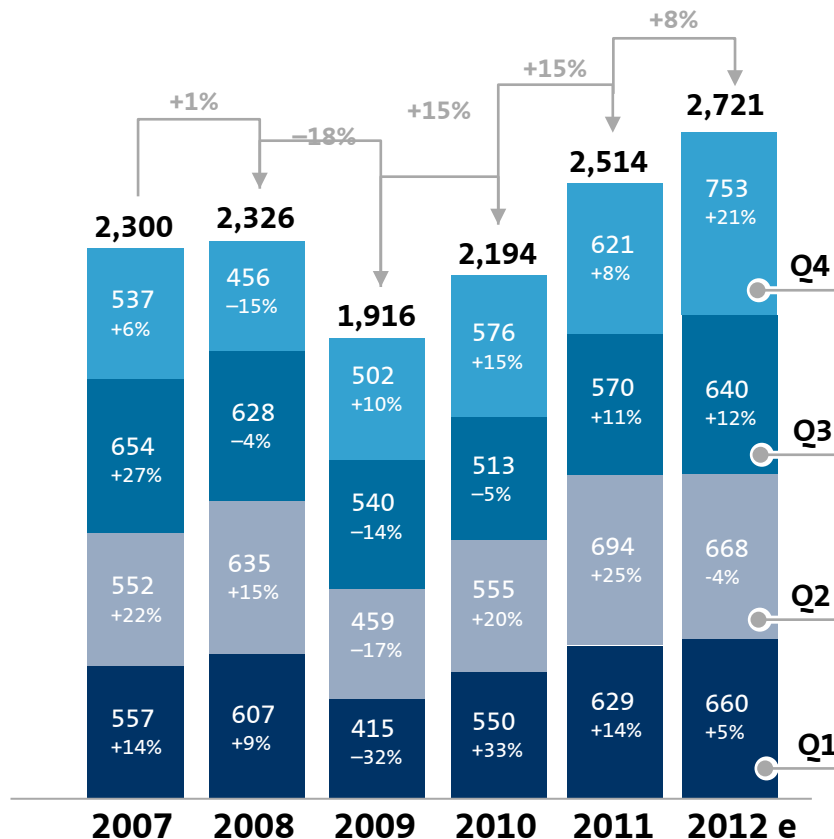
Value  create value together

Orders received

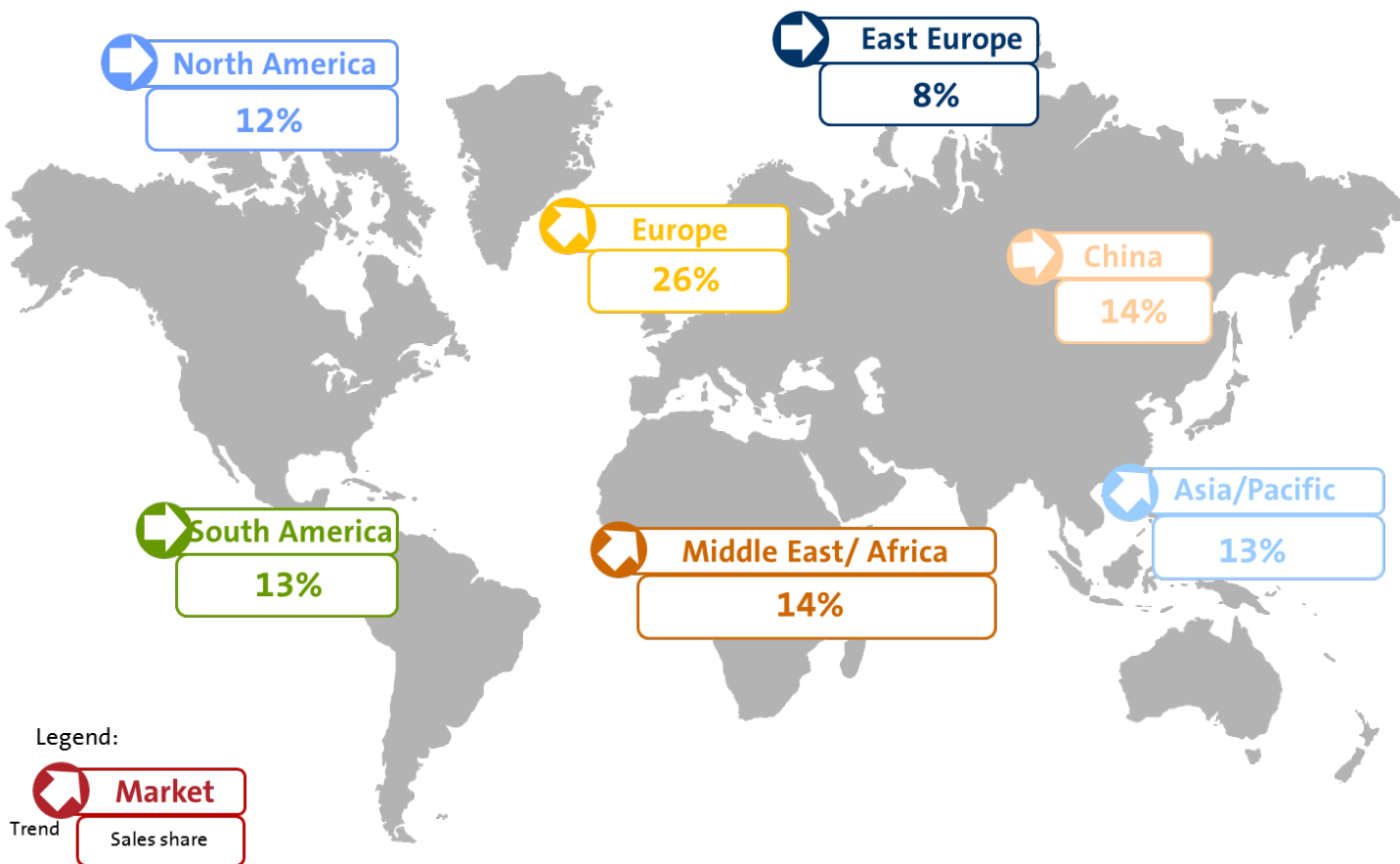
Trend according to regions



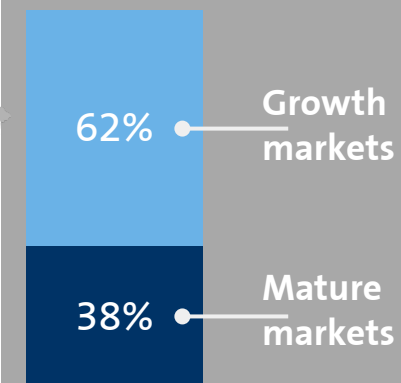
Orders on hand (in million euros)



Sales according to Region



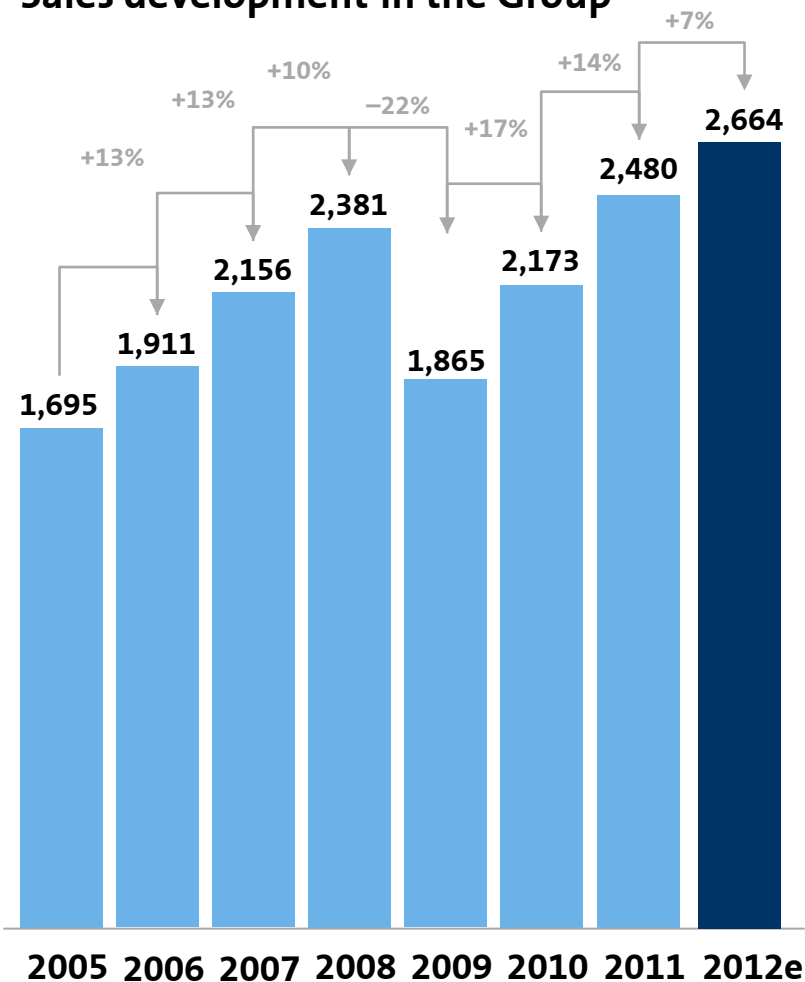
Sales share according to market type



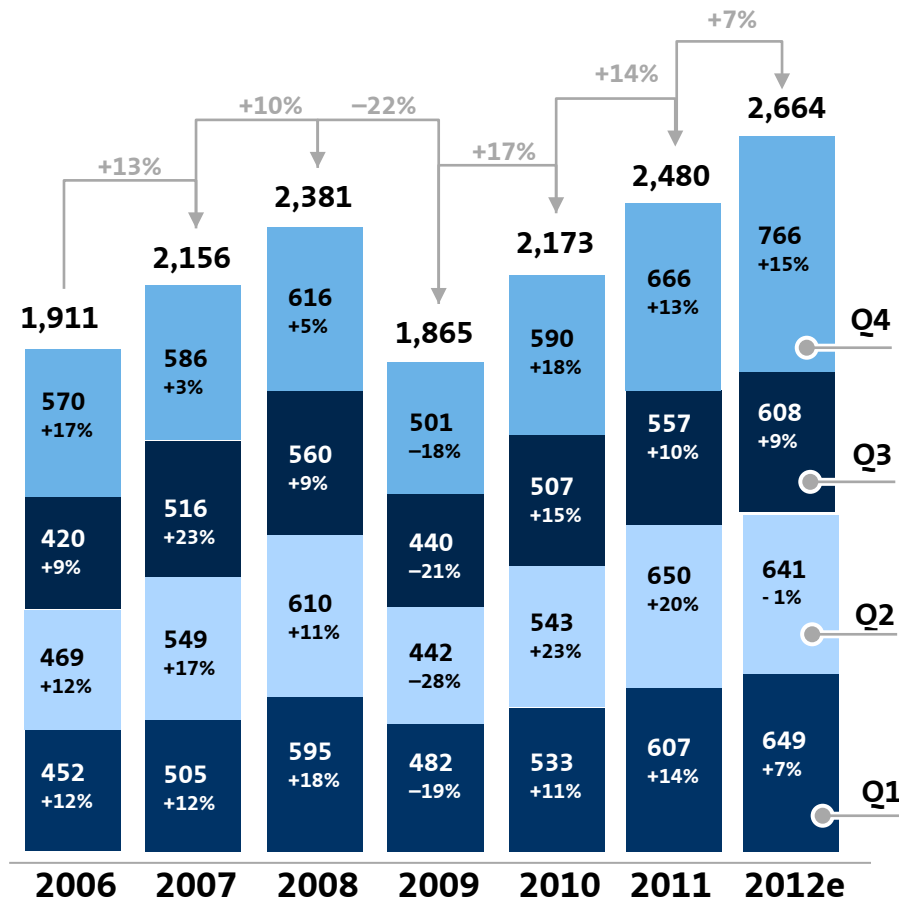
KRONES achieved 38% of its sales in mature and 62% in growth markets

Sales development in the Group in million €

Sales development in the Group

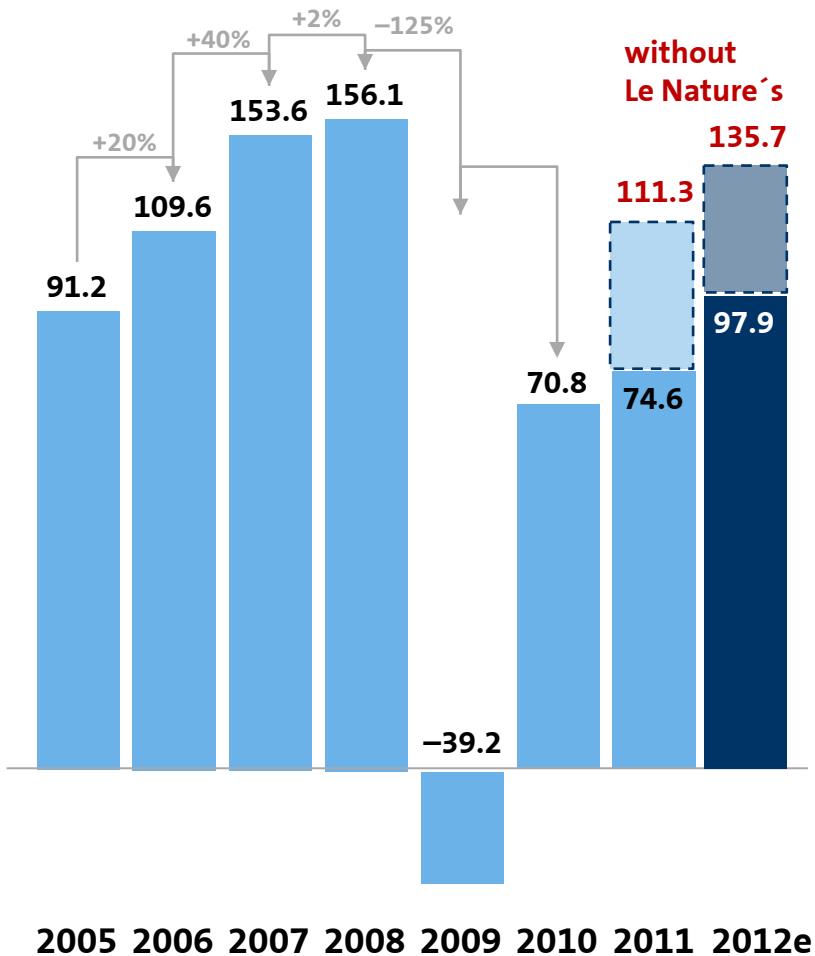


Sales Q1 – Q4

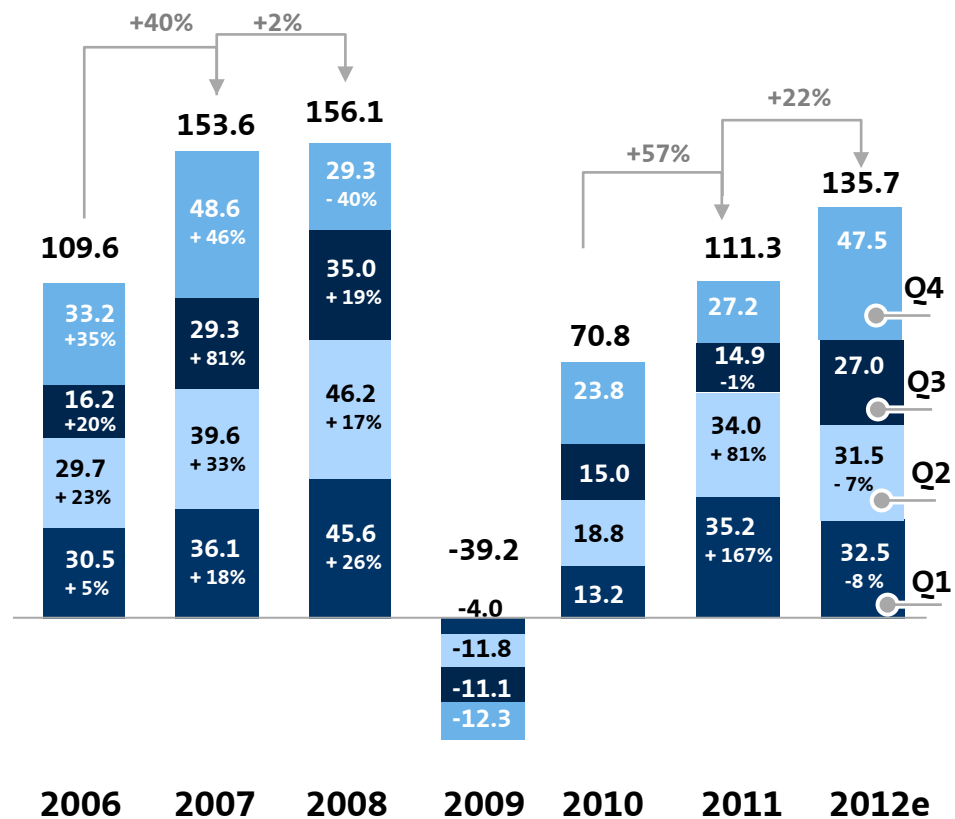


Earnings development

EBT development in million euro

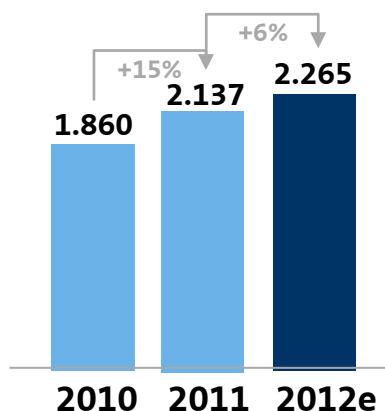


Q1 – Q4 (without Le Nature's)

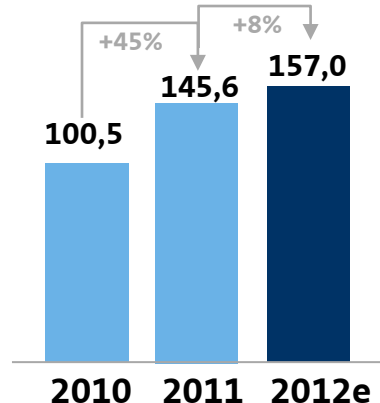


Machines and lines for product bottling and –decoration (operating)

Sales development



EBT development

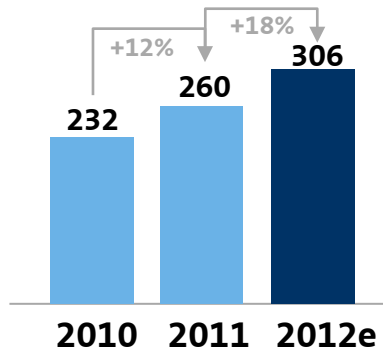


Key Topics 2013

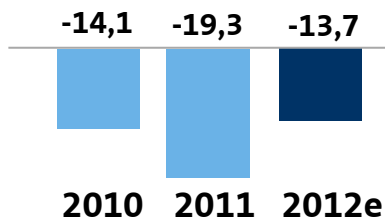
- Internationalization of the LCS business
- Cost reduction program to compensate future cost increases
- Expansion of modular production for dry part
- Global procurement strategy including low-cost countries
- Utilization of the new inhouse logistic concept

Machines and lines for beverage production/process technology and material flow technology

Sales development



EBT development



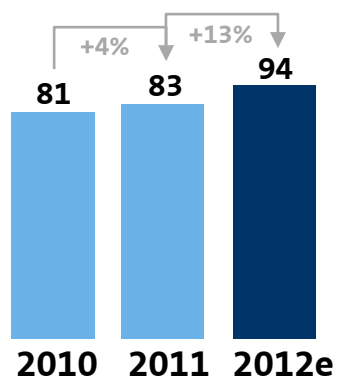
Key Topics 2013

- Executed measures for the material flow technology and intralogistic
- Expansion of the component business (e.g. Evoguard Valve products)
- Extension of the product portfolio for process technology non-alcohol products
- Local structure of services for turnkey project

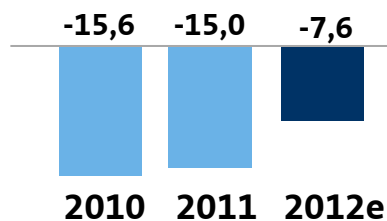
Target: 2013 a balanced earnings situation

Machines and lines for the lower output range (KOSME)

Sales development



EBT development



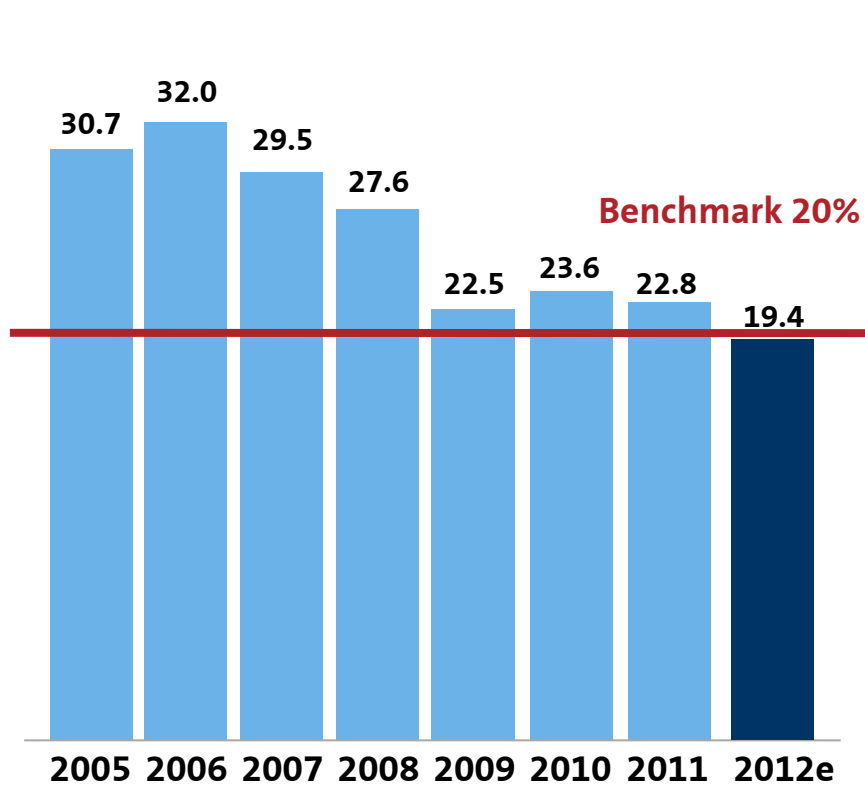
Key Topics 2013

- Balanced production utilization during the year
- Further development of the LCS business
- Repositioning in the Food and Health care market

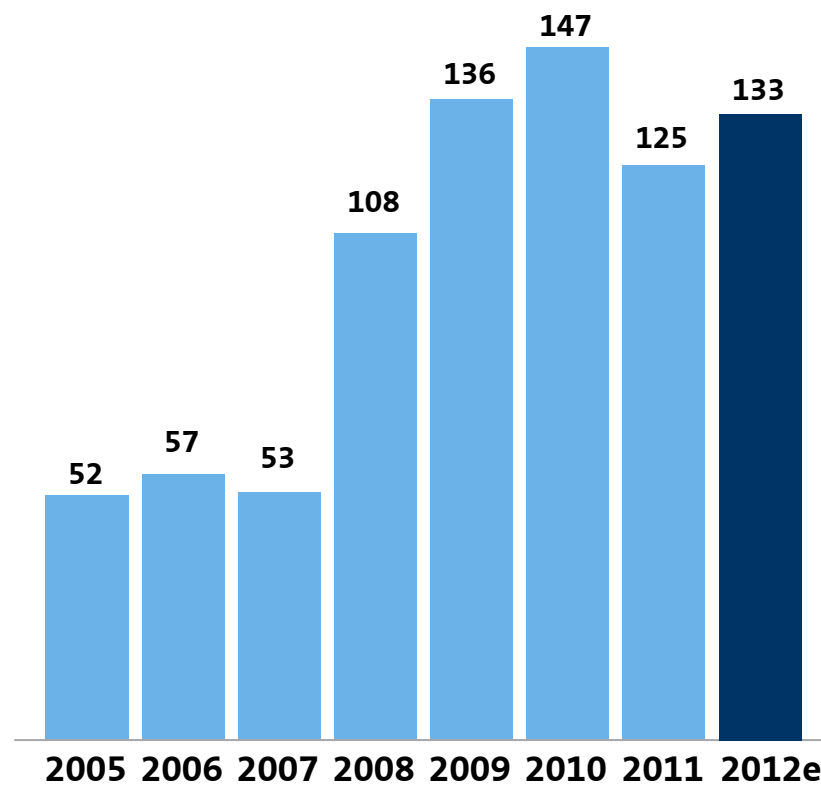
Target: 2013 a balanced earnings situation

Working Capital and Financing

Working capital as % of sales



Net cash – Funds less liabilities to banks in million €

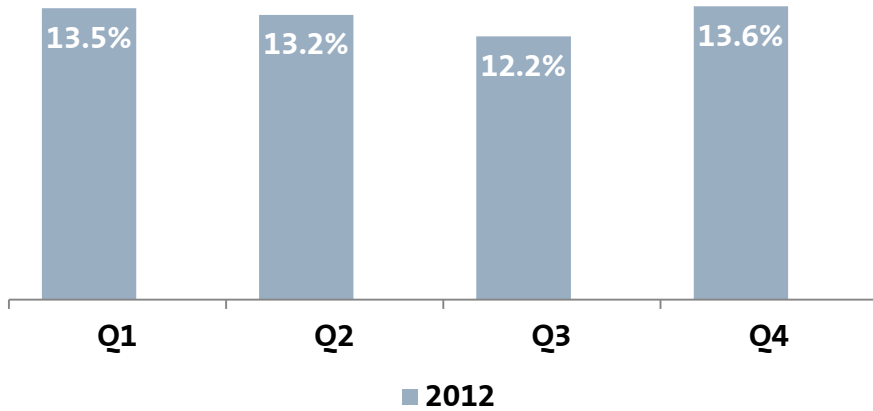


ROCE and Working Capital (KRONES group)

ROCE

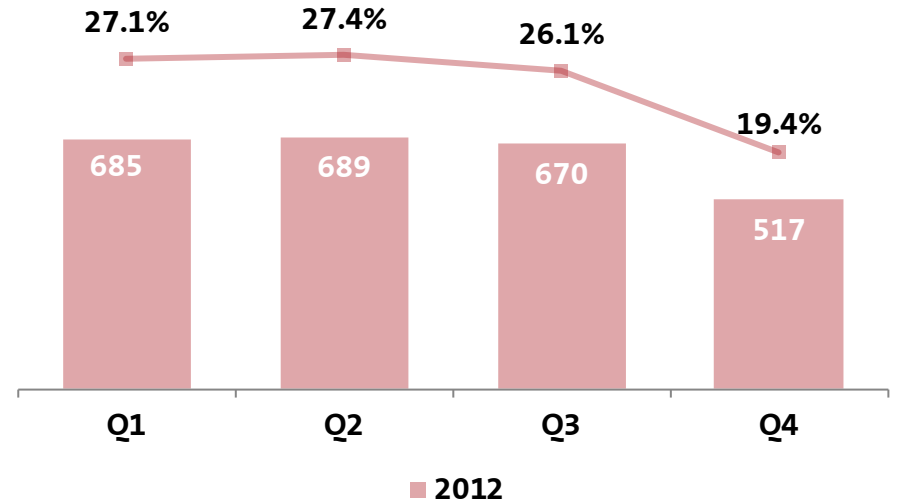
in %

Target 2013



Working Capital

in Mio. €

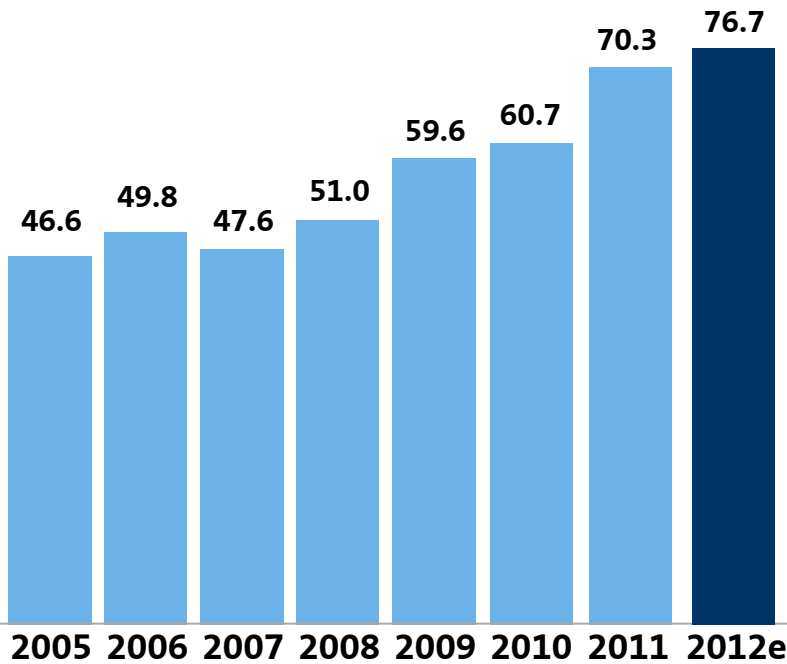


Depreciation and Investments in million €

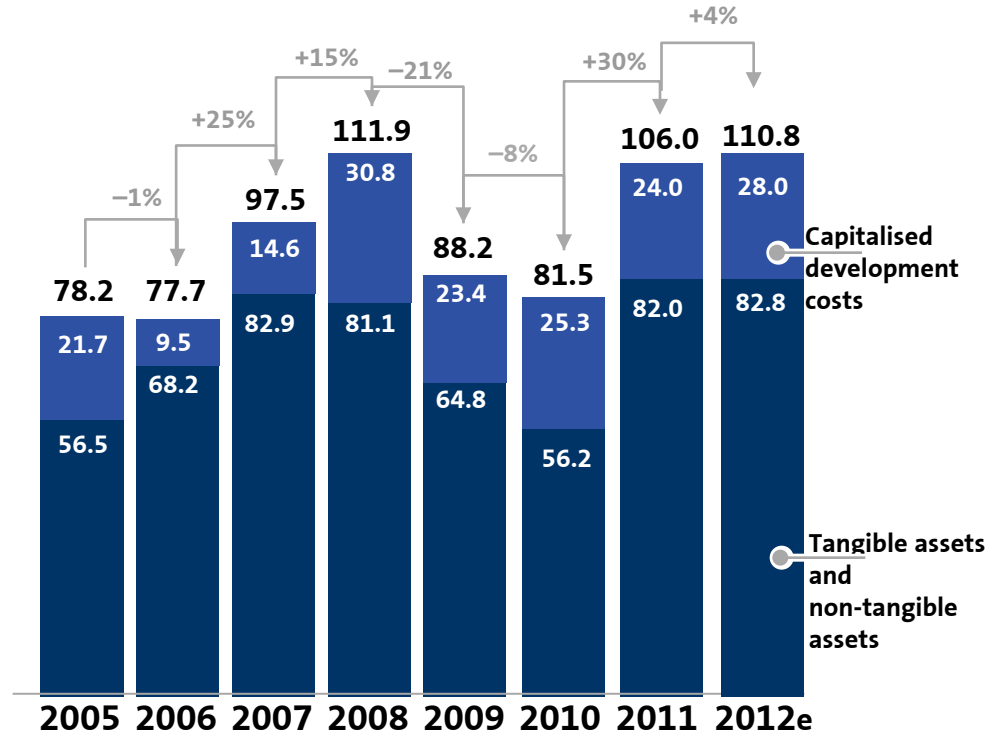
Depreciation

Factor: investments vs. tax depreciation allowance

1.7 1.6 2.0 2.2 1.5 1.3 1.5 1.4



Investments



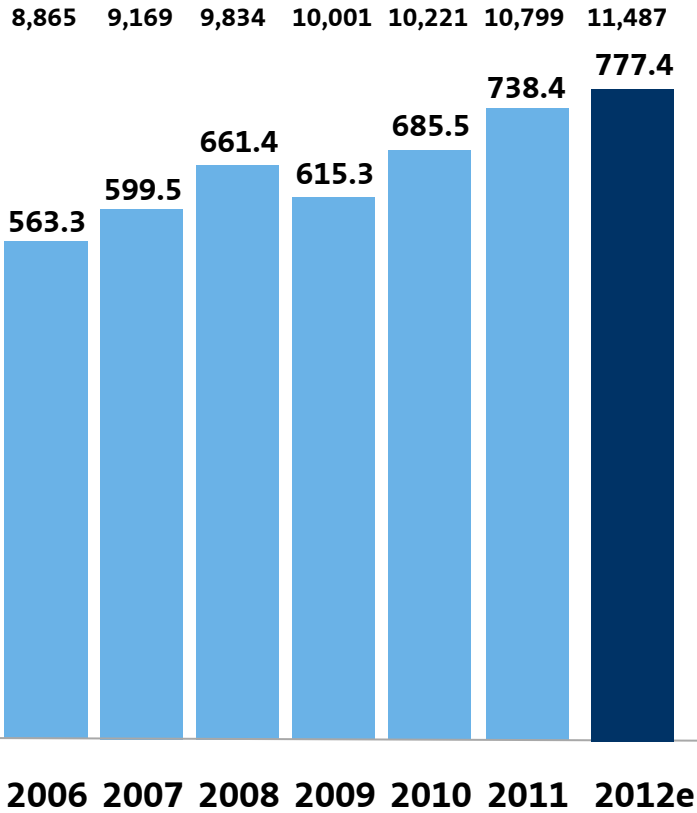
Cash Flow in million €

	2012	2011
Earnings before tax:	97.9 m €	74.6 m €
+/- non-cash expenses and income		
+/- change in Working Capital		
Cash Flow from operating activities	136.6 m €	94.1 m €
+/- Capex, mainly intangible Assets and property, plant and equipment	- 105.0 m €	- 101.5 m €
Free Cash-Flow	30.6 m €	- 7.4 m €
+/- Financing activities, mainly payments for dividend (18.1 m €)	- 20.0 m €	- 14.1 m €
Net change in cash and cash equivalents	10.6 m €	- 21.5 m €

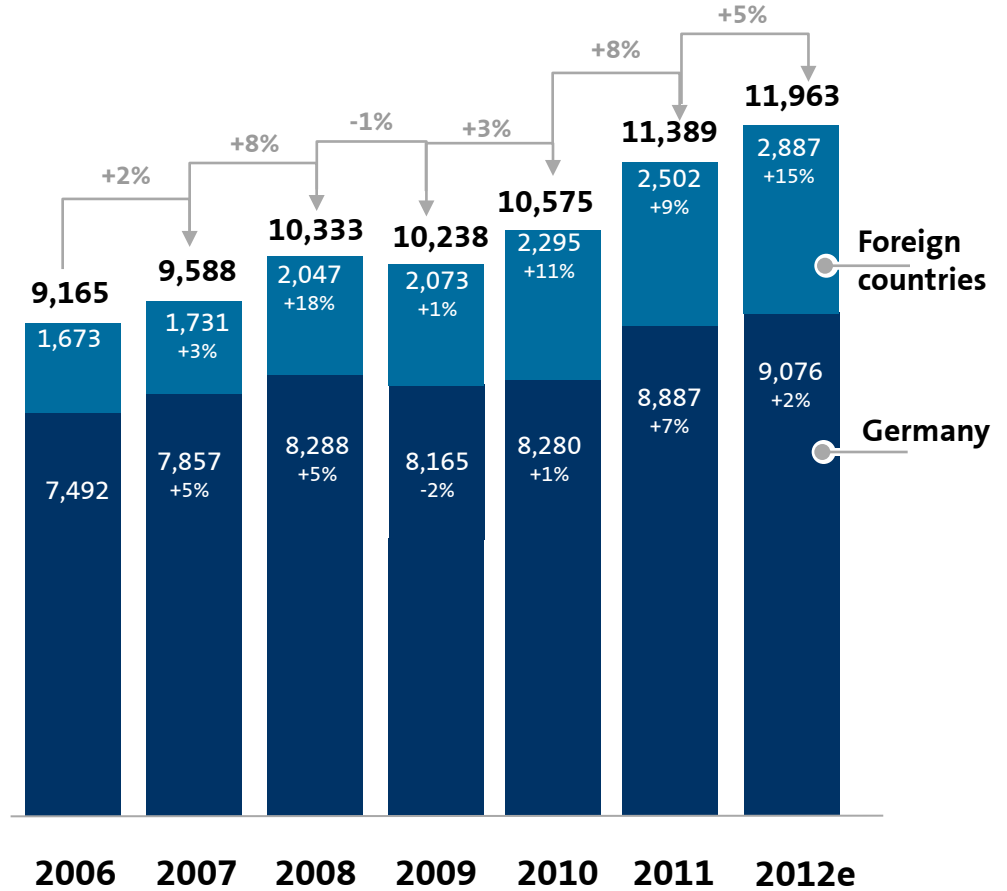
Personnel costs and trends in employee numbers

Personnel costs in million euros

Group employees (average over the year)

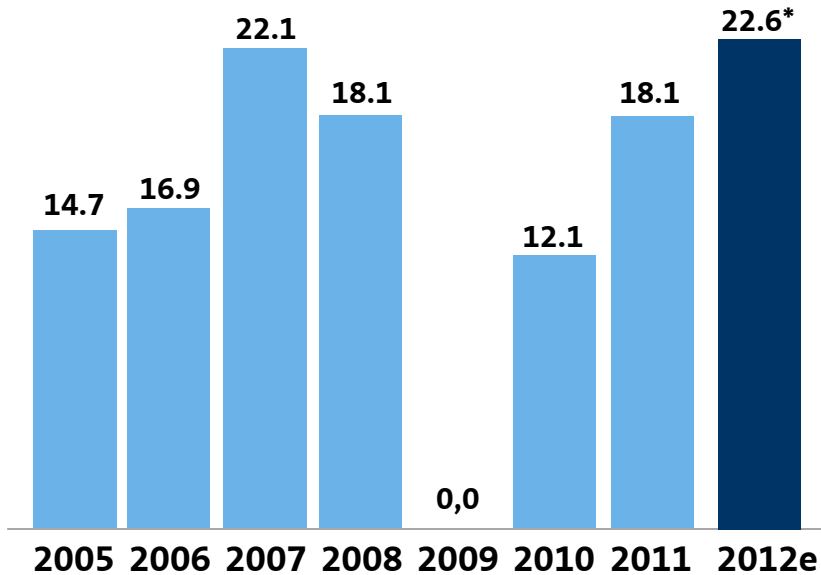


Number of employees (31.12.2012)

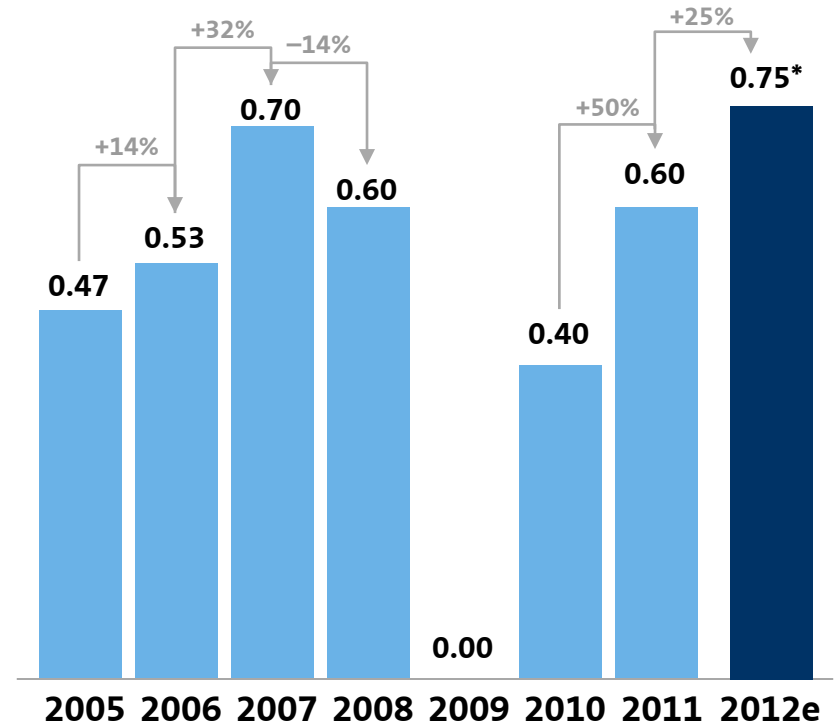


Dividend performance and dividend policy

Issued (in million euros)



Dividend per share in €



* Information acc. to proposed appropriation of profits

Group figures 2009 – 2012 in summary

Financial year		2012e	2011	2010	2009
Sales revenues	in billion €	2.66 (+7%)	2.48 (+14%)	2.17 (+17%)	1.86 (-22%)
EBT	in million €	98 (+31%)	75 (+15%)	71 (-)	-39 (-)
Consolidated earnings	in million €	67 (+52%)	44 (+5%)	51 (-)	-34 (-)
Return on sales (ROS)	in %	3.7 %	3.0 %	3.3 %	-2,1 %
Dividend per share	in €	0.75*	0.60	0.40 (+10%)	0,00
ROCE	in %	9,9 %	7,9 %	8,1 %	- 3,5 %
Net financial position (cash 31.12.)	in million €	133	125	147	136
Orders received	in billion €	2.72 (+8%)	2.51 (+15%)	2.19 (+14%)	1.92 (-18%)
Orders on hand	in billion € (31.12.)	0.99 (+5%)	0.94 (+4%)	0.91 (+1%)	0.89 (+6%)
Investments	in million €	83 (+1%)	82 (+46%)	56 (-14%)	65 (-20%)
Employees	(on 31.12.)	11,963 (+5%)	11,389 (+8%)	10,575 (+3%)	10,238 (+3%)

* Information acc. to proposed appropriation of profits

Thank you!

Financial Calendar

**Balance Sheet
Press Conference
(Annual report 2012
and first quarter 2013)** **24.04.2013
(Munich)**

Annual General Meeting **19.06.2013
(Neutraubling)**

**Interim report
as per June 30th** **25.07.2013**

**Interim report
as per September 30th** **24.10.2013**



Olaf Scholz
Senior Vice President
Investor Relations and International Group Accounting

Phone +49 9401 / 70-1169
olaf.scholz@krones.com

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