



Welcome!

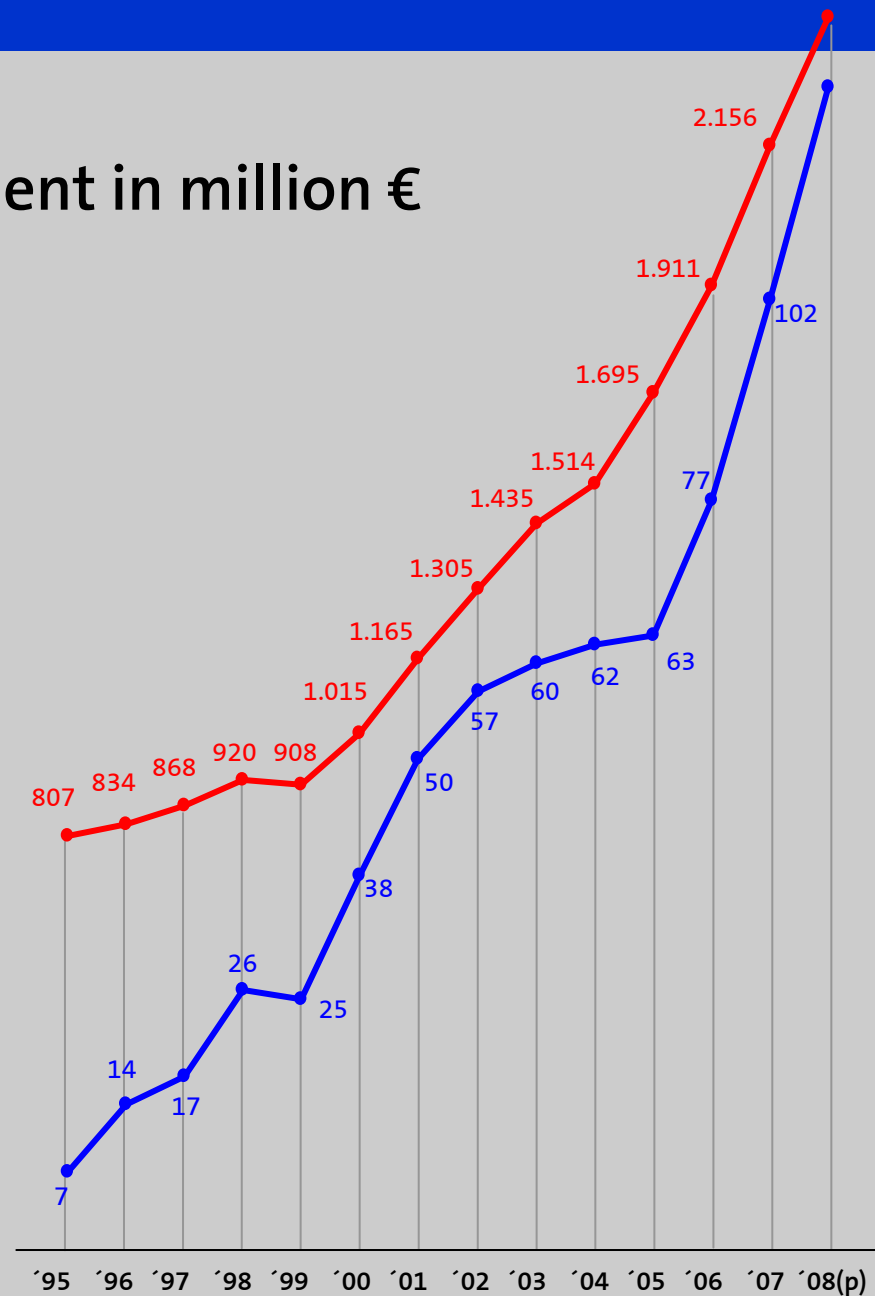
Summary of the 2007 financial year

- Orders received 2.30 bn. €
+ 16.9 % above the previous year
- The orders on hand assure good capacity utilization and continued growth for 2008
- Clear increase in sales to 2.16 bn. €; + 12.8 % above the previous year
- Pre-tax profit (EBT) increased by 40.1 % to 153.6 m. €
- Year end surplus: 101.8 m € (+ 31.4 %)
- Proposed dividend: 0.70 € per share (+ 32 %)



Sales and results development in million €

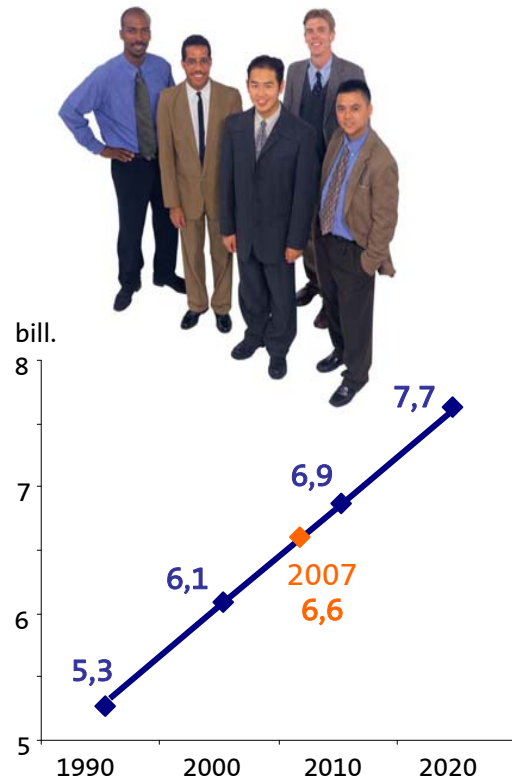
- Sales of KRONES Group in million €
- Net profit for the year in million € (after taxes)



Growth drivers, exogenous factors

World population prospects

(source: UNO) in billions



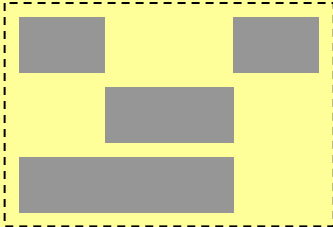
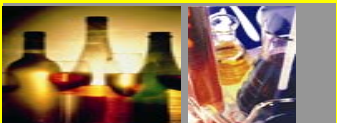









- Dynamic growth in the global population
- Improvement in the standard of life, mostly in the emerging nations, through progressive industrialisation
- New diet trends and lifestyle products in industrialised countries
- Increasing demand for immaculately hygienic beverages and high-quality foods
- Rising oil price / PET recycling

Sustainability as a programme – KRONES starts *enviro*

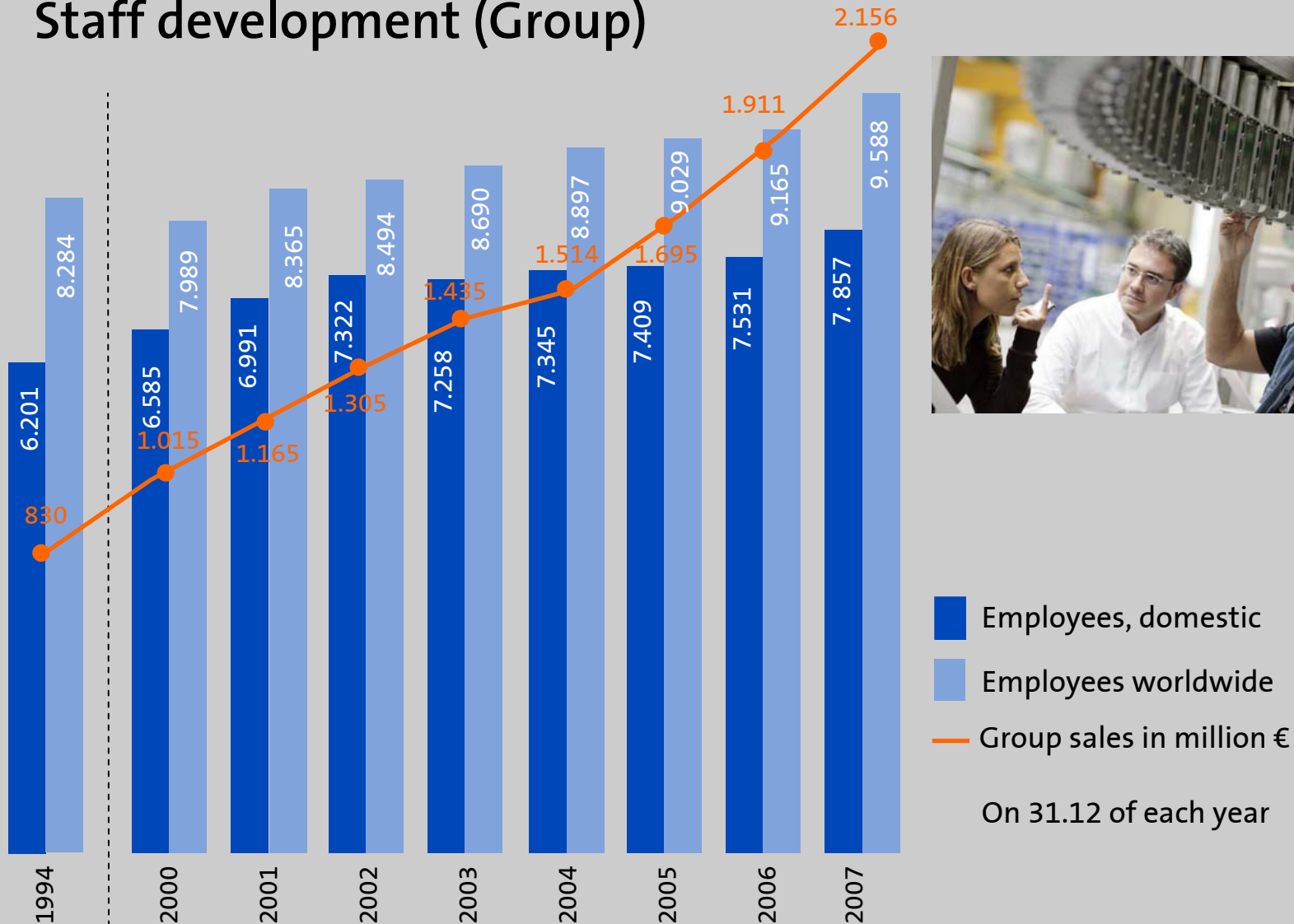


- With *enviro* we are committing ourselves to sustainable economic management – including all the consequences resulting therefrom for our company activities.
- This commitment provides evidence of our future viability and lays the foundation for the enduring success of KRONES AG.
- It represents the pooling of various comprehensive measures to attain sustainability in one efficient overall concept for KRONES machine technology.

Mega trends for the filler and packer industry 1990 - 2020

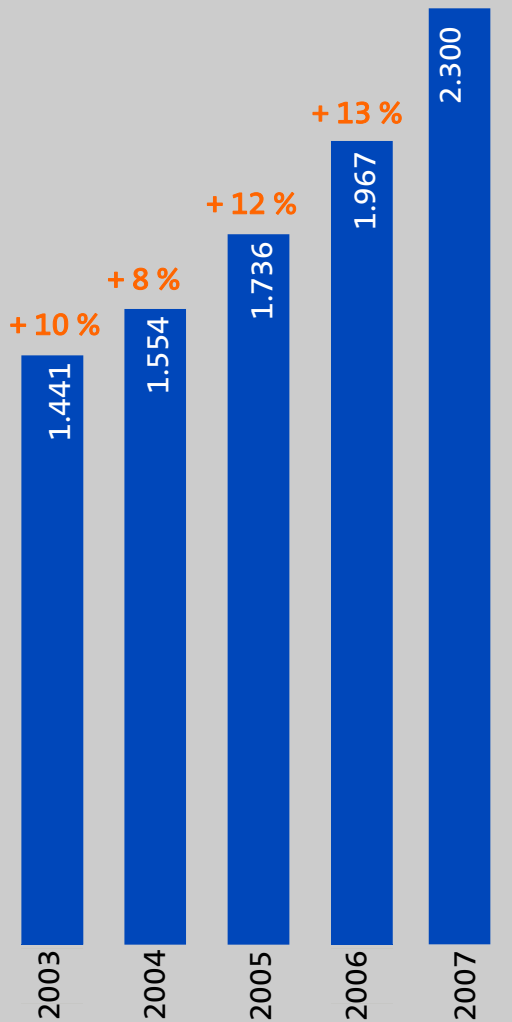
Time	Mega trends	Success indicators	Characteristics									
<p>Past</p> <p style="writing-mode: vertical-rl; transform: rotate(180deg);">TRANSFORMATION</p>	 <p>Machines</p>	<ul style="list-style-type: none"> ■ Technological leadership in particular product divisions (e.g., labelling technology) 	<p>Focus on design and individual machines</p> <p>→ Machine function (detailed function optimisation)</p>									
<p>Present</p>	<p>Filling and packing</p>  <p>Labelling techn. Inspection techn. Filling technology Cleaning techn. Plastics technology Conveying and systems technology</p> <p>Packing and palletising techn.</p>	<ul style="list-style-type: none"> ■ Integration and overall optimisation of machine functions in bottling and packing processes ■ Increasing process responsibility in the customer's value chain 	<p>Focus on the product and industry</p> <p>→ Line function</p> <p>Investment costs (detailed process optimisation)</p>									
<p>Future</p>	<p>System integration</p> <table border="1" data-bbox="338 1049 859 1342"> <tr> <td>Process.</td> <td>Filling and packing</td> <td>Logistics</td> </tr> <tr> <td></td> <td></td> <td></td> </tr> <tr> <td>Beer, ... Water ..., Liquid dairy products</td> <td>Labelling techn. Inspection techn. Filling technology Cleaning techn. Plastics technology Conveying and systems technology</td> <td>Stock management Material flow technology</td> </tr> </table> <p>Process automation and information technology (ITC)</p>	Process.	Filling and packing	Logistics				Beer, ... Water ..., Liquid dairy products	Labelling techn. Inspection techn. Filling technology Cleaning techn. Plastics technology Conveying and systems technology	Stock management Material flow technology	<ul style="list-style-type: none"> ■ Responsibility for the entire process ■ Control of the customer's complete value chain ■ Synergies throughout all divisions, supply-chain management, process visualisation 	<p>Focus on the customer and investor</p> <p>→ TCO - total costs of ownership (optimisation of the entire process)</p>
Process.	Filling and packing	Logistics										
												
Beer, ... Water ..., Liquid dairy products	Labelling techn. Inspection techn. Filling technology Cleaning techn. Plastics technology Conveying and systems technology	Stock management Material flow technology										

Staff development (Group)



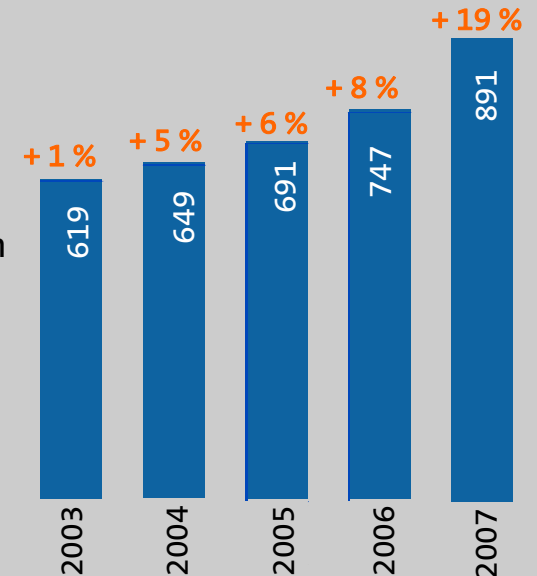
Orders received/orders on hand, KRONES Group in million €

Orders received + 17 %



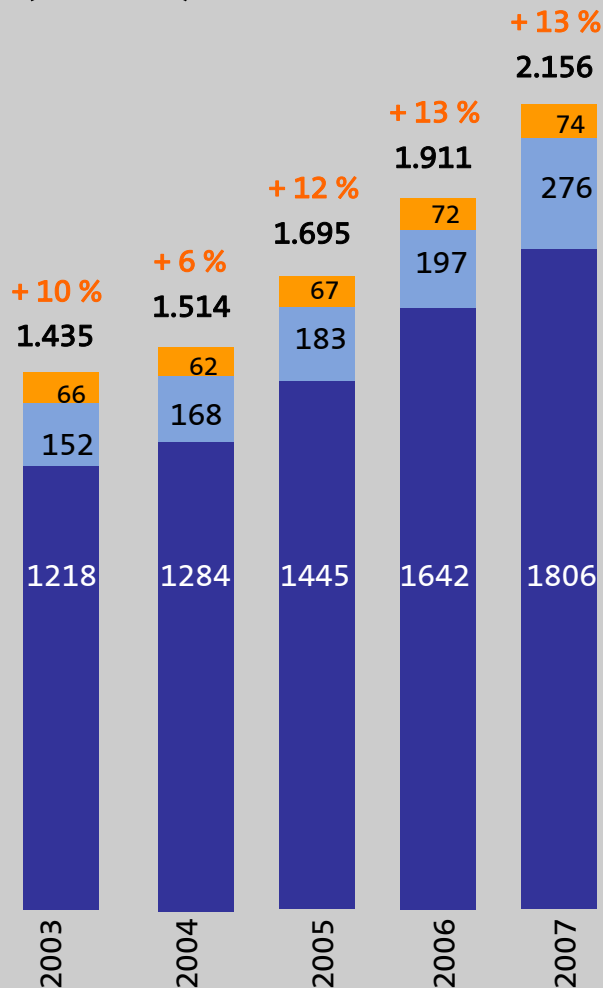
- + Western/Central Europe
- + Eastern Europe/CIS
- + + Africa/Middle East
- + + Asia incl. China/Pacific Region
- . North America
- + + South America

Orders on hand (31.12.)



Sales development/segmentation, KRONES Group

(in m €)



Machines and equipment for the lower output range (KOSME)



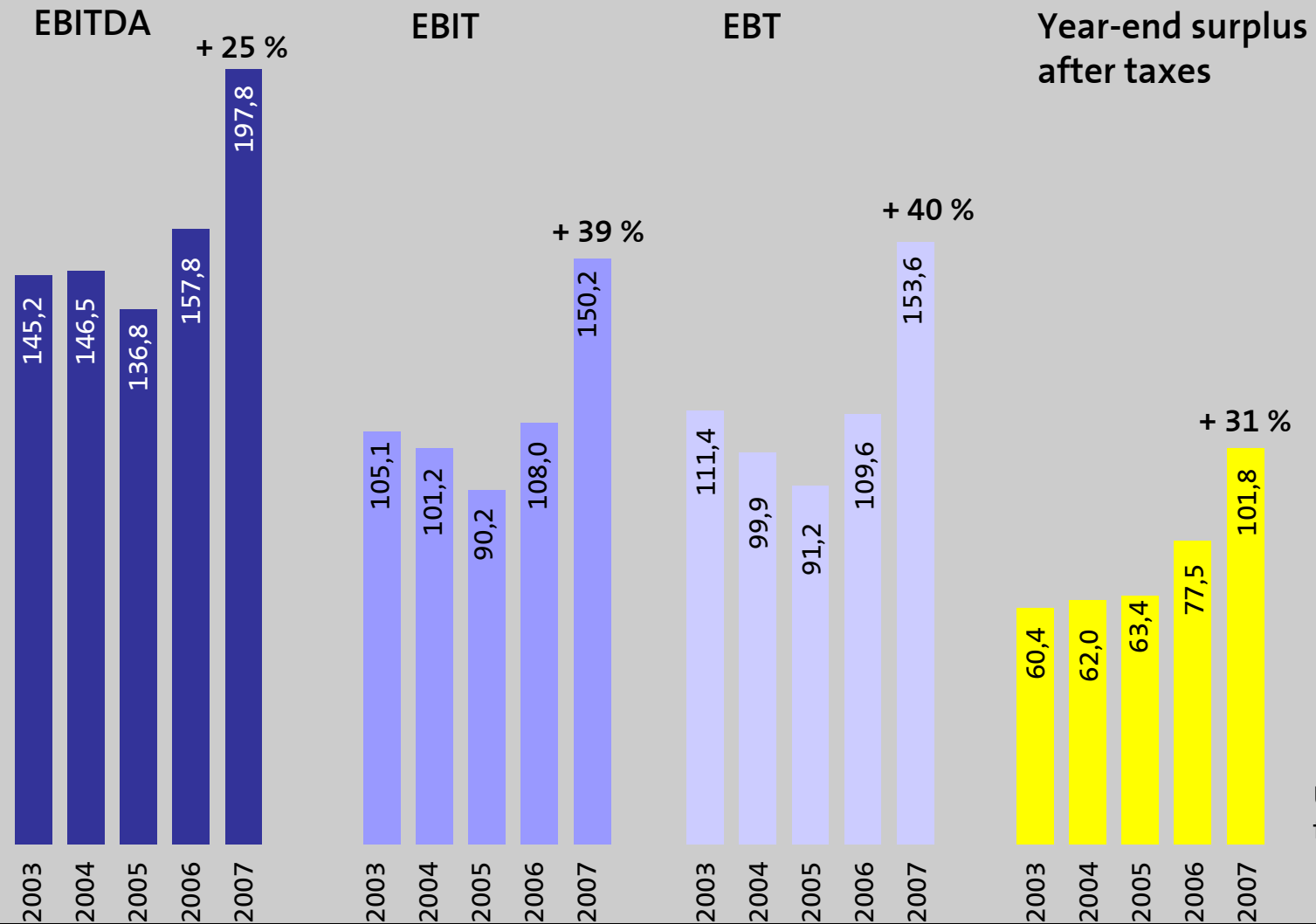
Machines and equipment for beverage production/ process technology and material-flow technology/IT



Machines and equipment for product filling and decoration



Economic development, KRONES Group in € m



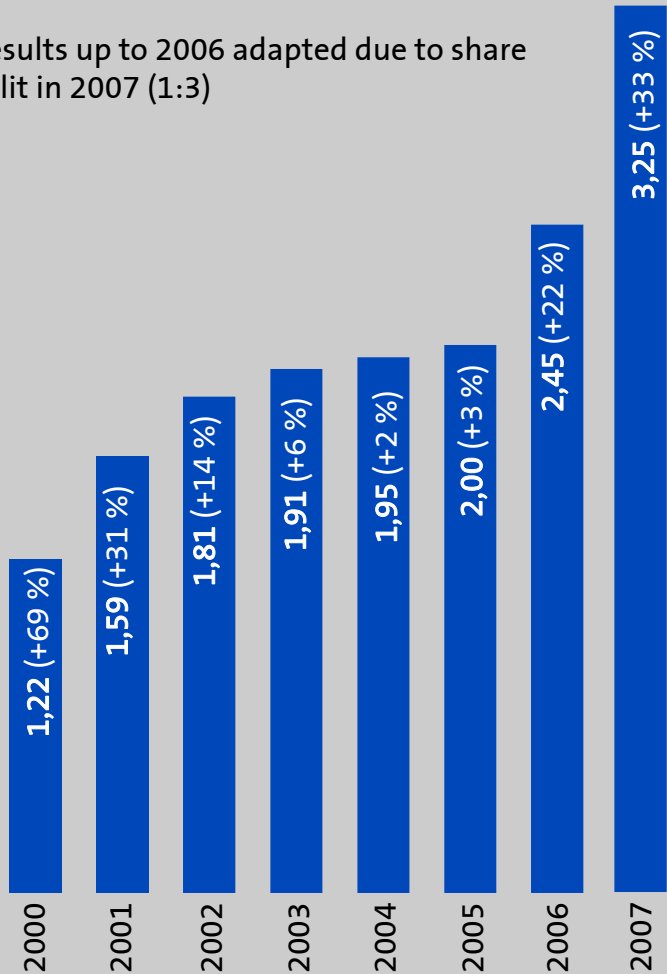
Until 2003 HGB,
from 2004 IFRS



KRONES Group, DVFA earnings/dividends

DVFA/SG earnings per share in €

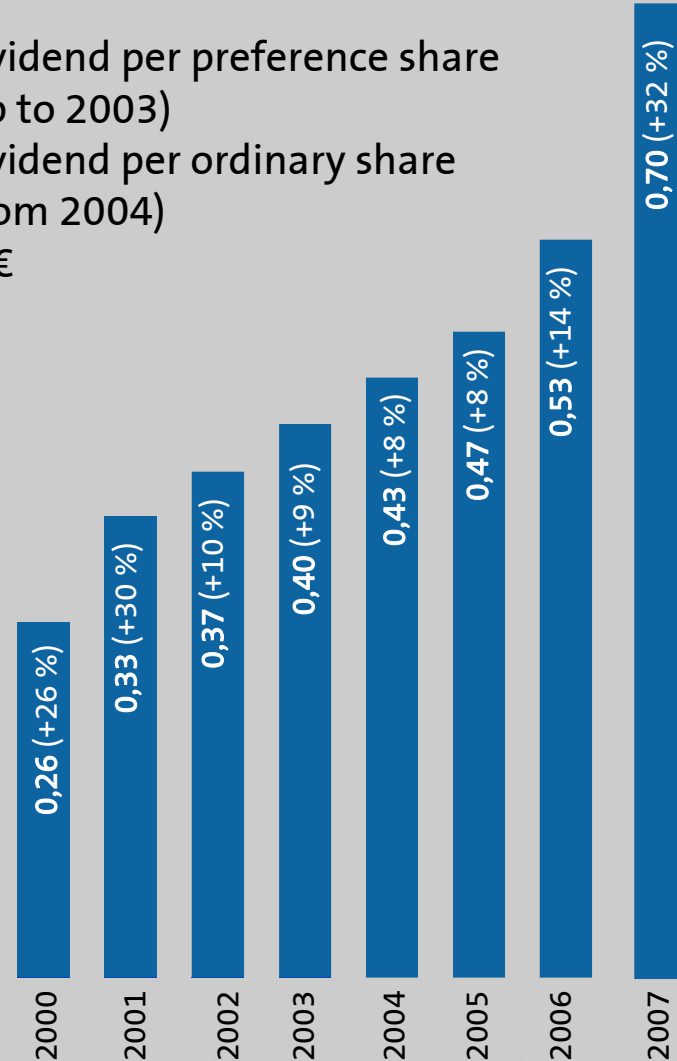
Results up to 2006 adapted due to share split in 2007 (1:3)



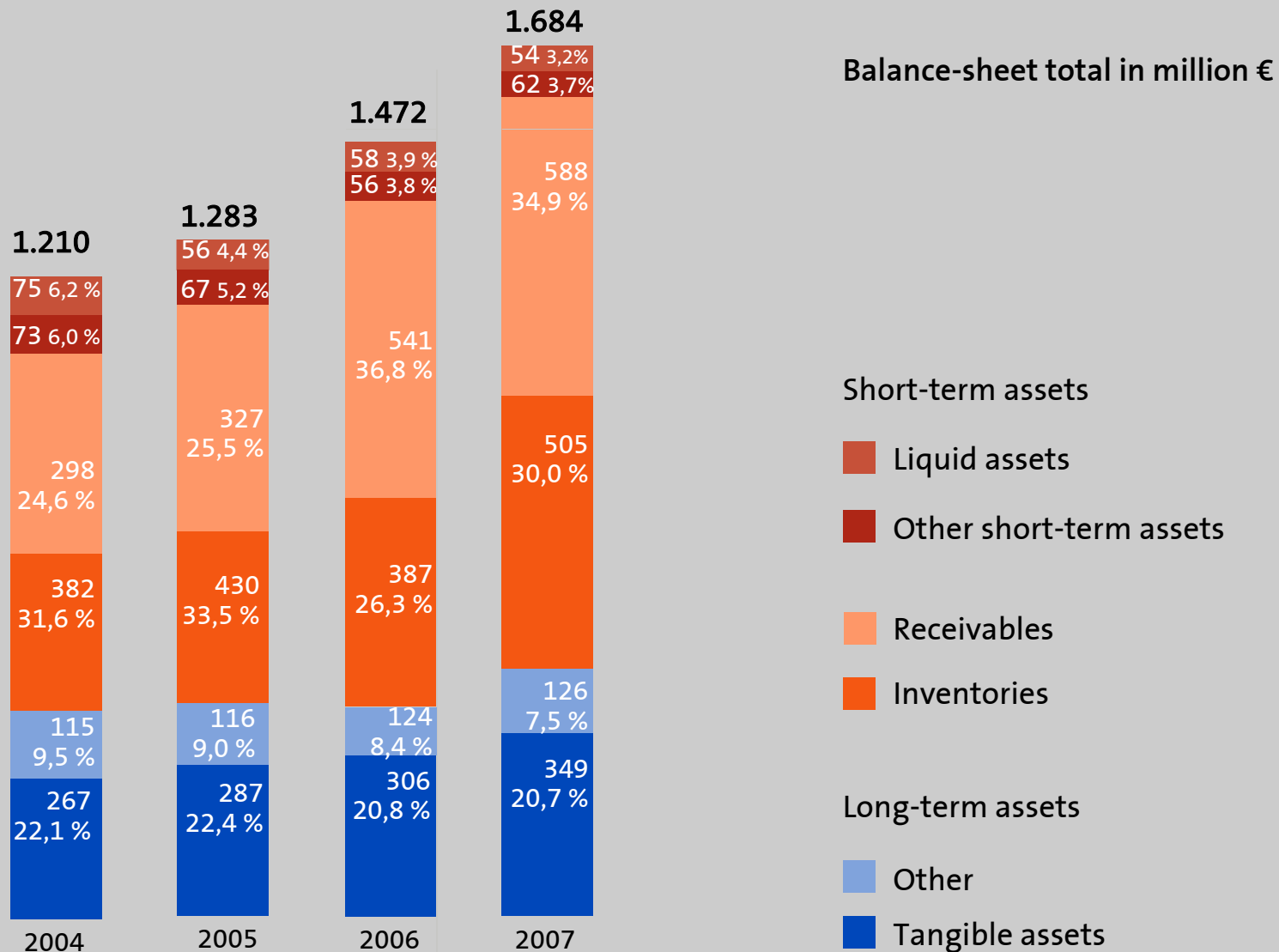
Dividend per preference share (up to 2003)

Dividend per ordinary share (from 2004)

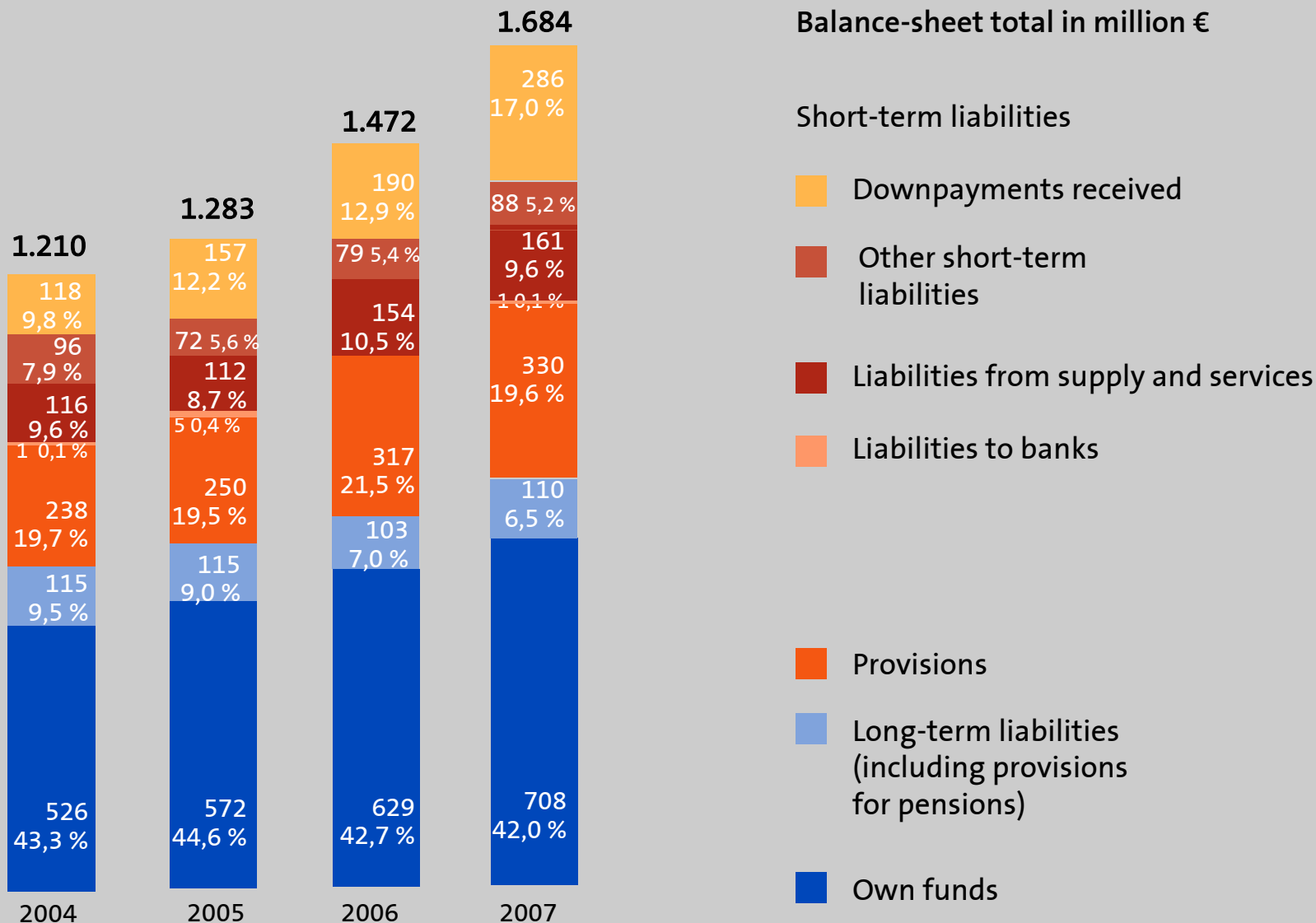
in €



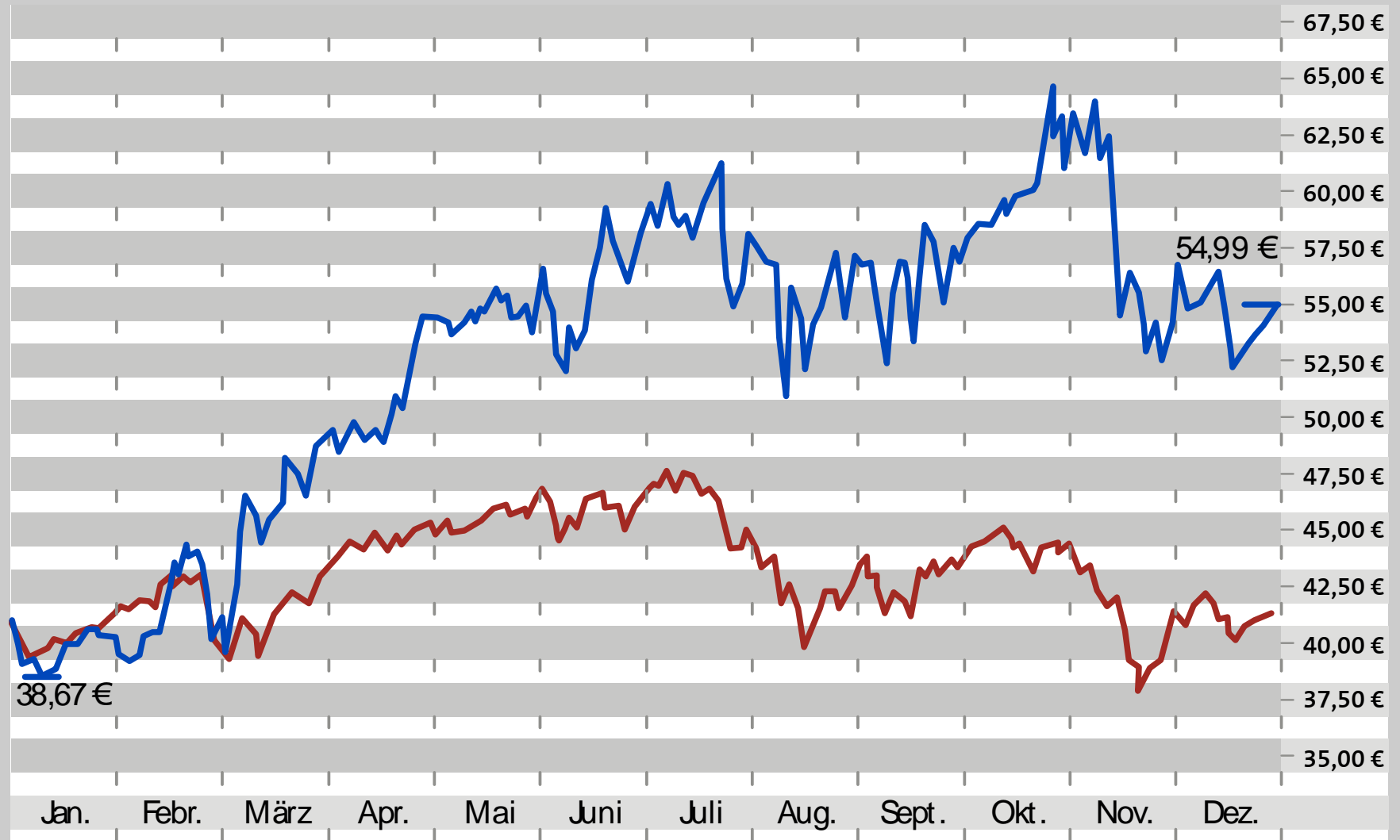
KRONES Group balance – assets (IFRS)



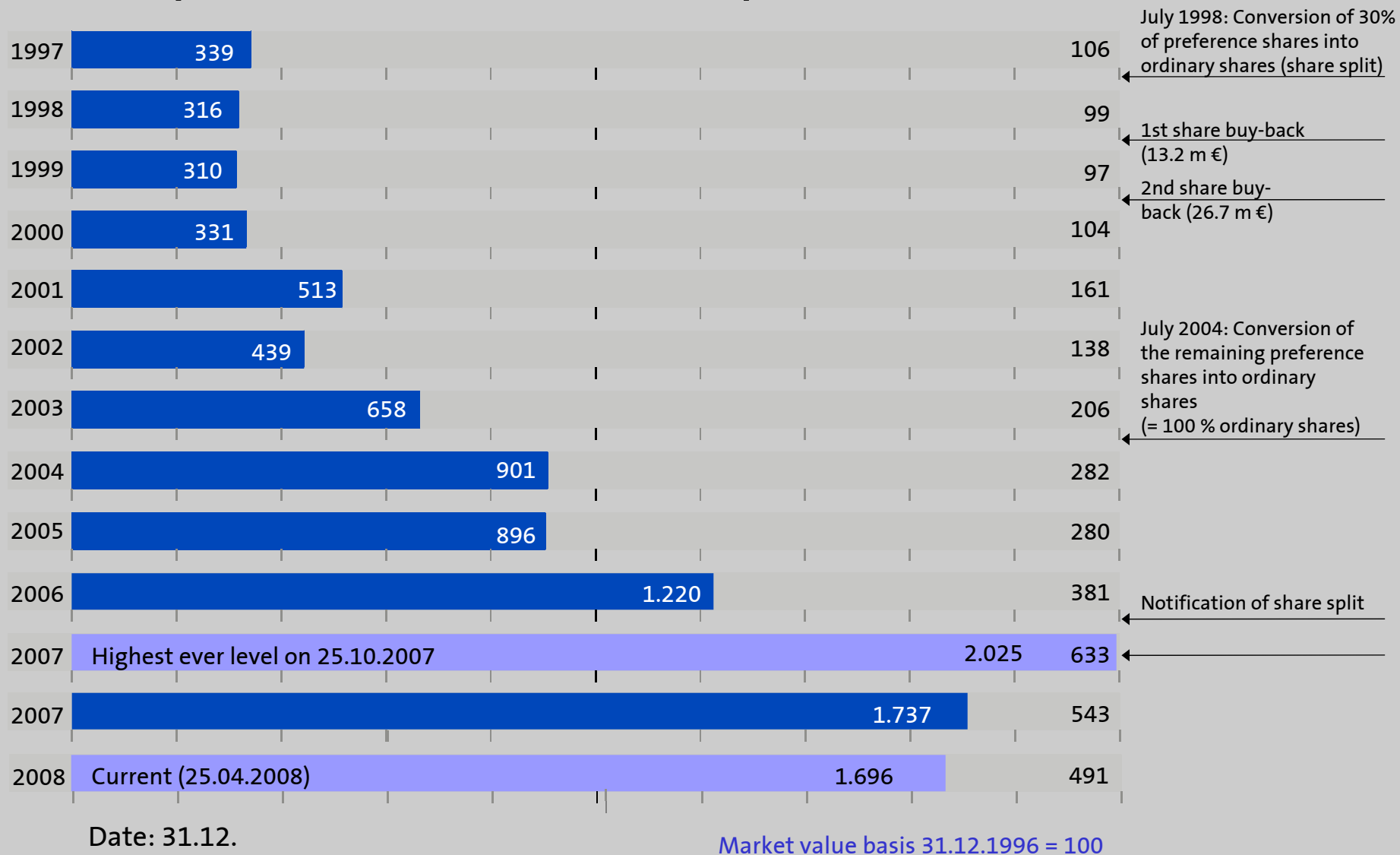
KRONES Group balance – liabilities (IFRS)



Share development



Development of the KRONES Group market value in m €



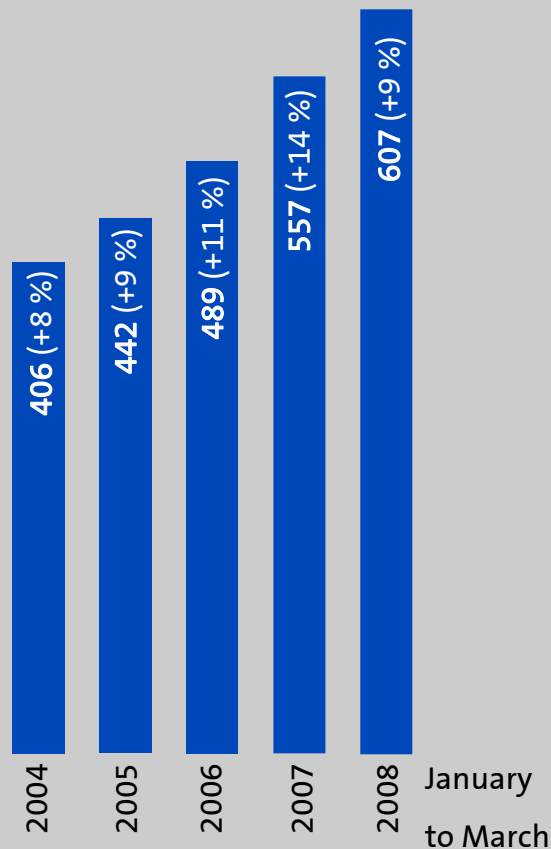


First quarter of 2008

 KRONES

Interim report for 1st quarter of 2008 (Group) in million €

Orders received

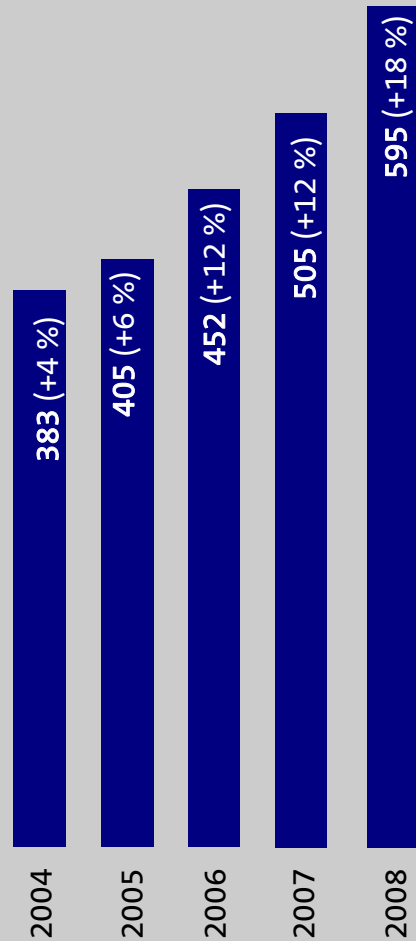


Orders on hand

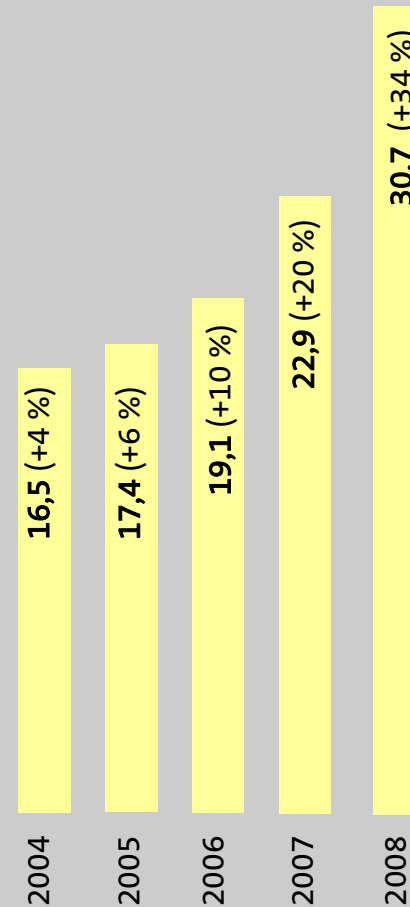


Interim report for 1st quarter of 2008 (Group) in million €

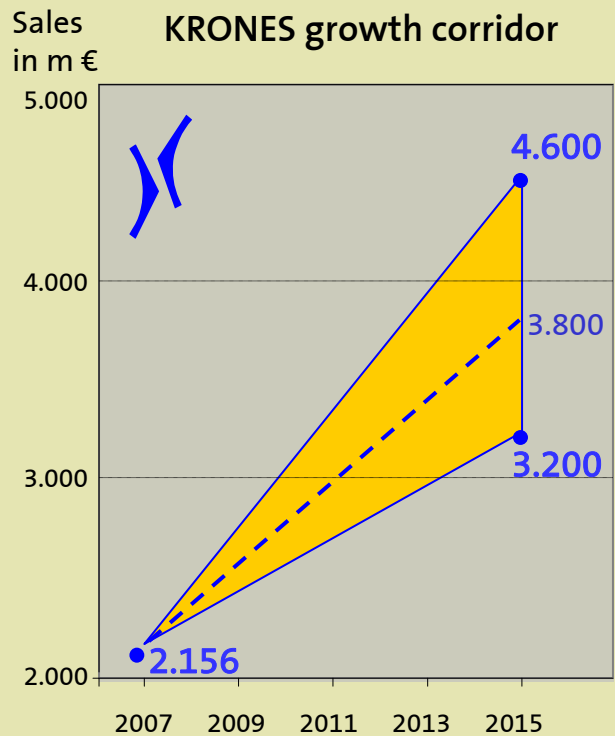
Sales



Profit after tax



“Growth strategy 2015“



Lasting economic targets:

- At least 5 – 10 % increase in sales per year
- \geq 7 % return on sales before taxes (EBT)
- \geq 20 % return on equity (ROCE)
- \leq 30 % working capital

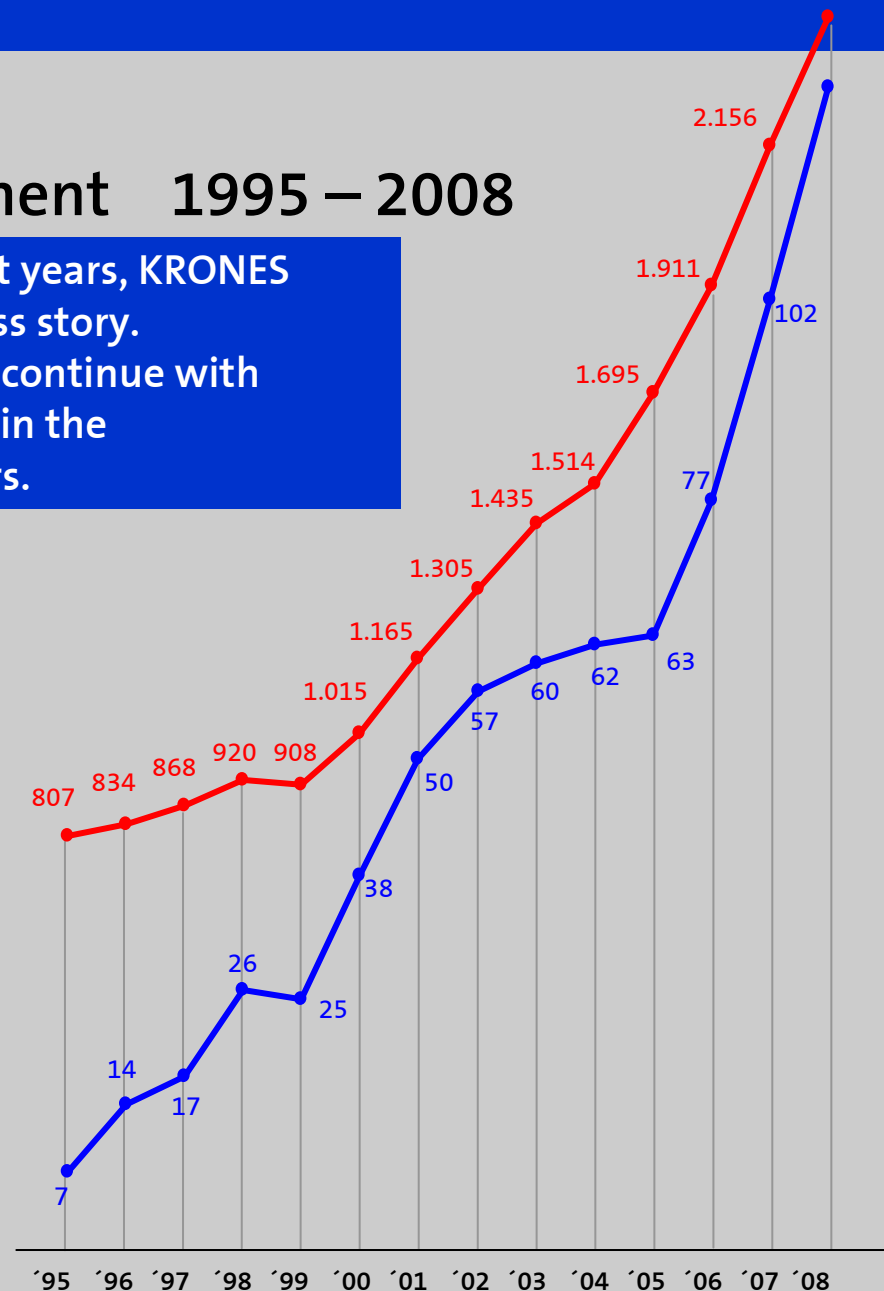
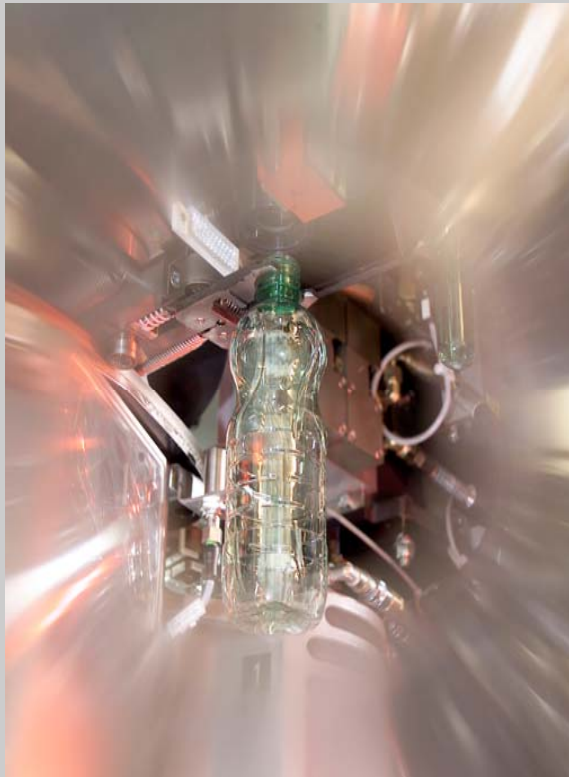
Targets:

- Growth disproportionate to the global market
- Systematic utilisation of the full potential in the "line and packing technology" core business
- Growth dynamics in
 - process technology
 - material flow technology/logistics
 - IT/MES
- Innovation, new technologies, engineering and systems business
- Expansion of lifecycle services
- Process optimisation, increase in productivity
- Reduction in complexity

Turnover and result development 1995 – 2008

- Sales of KRONES Group in € million
- Net profit for the year in € million (after taxes)

Over the last years, KRONES was a success story. We want to continue with this success in the coming years.





Thank you!

 KRONES