

KRONES Q1 2017

Conference Call April 27, 2017

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KRONES Highlights Q1 2017

+ 6.5% 875.5 € Mio.
New orders

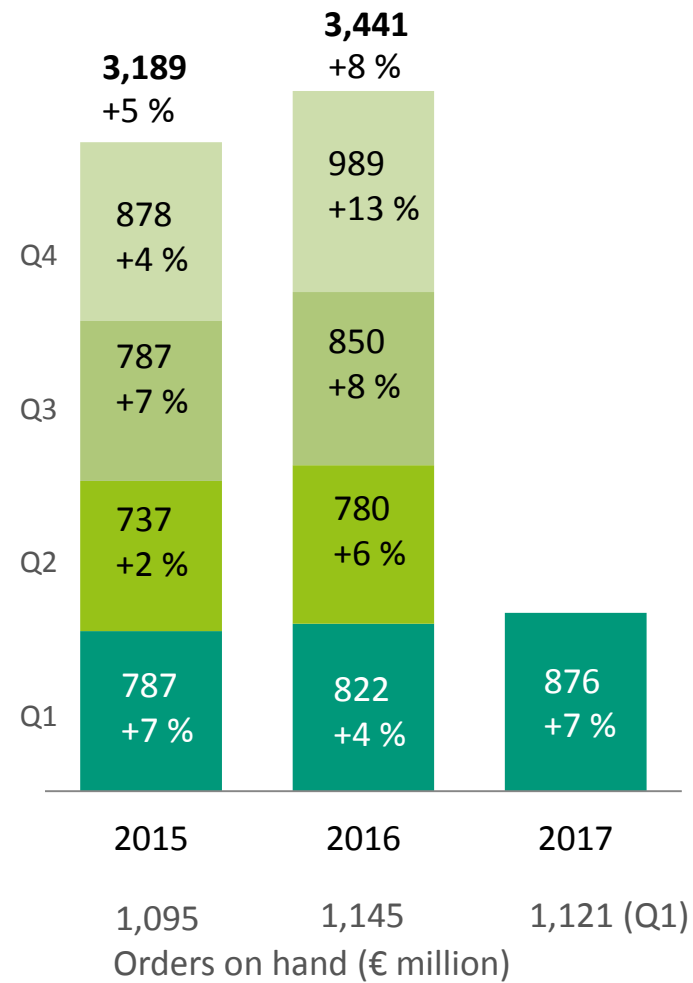
7.3% 66.0 € Mio.
EBT margin

899.4 Revenue (+16.5 %)
€ Mio.

-80.1 Operating cash flow
€ Mio. (PY -115,1 Mio. €)

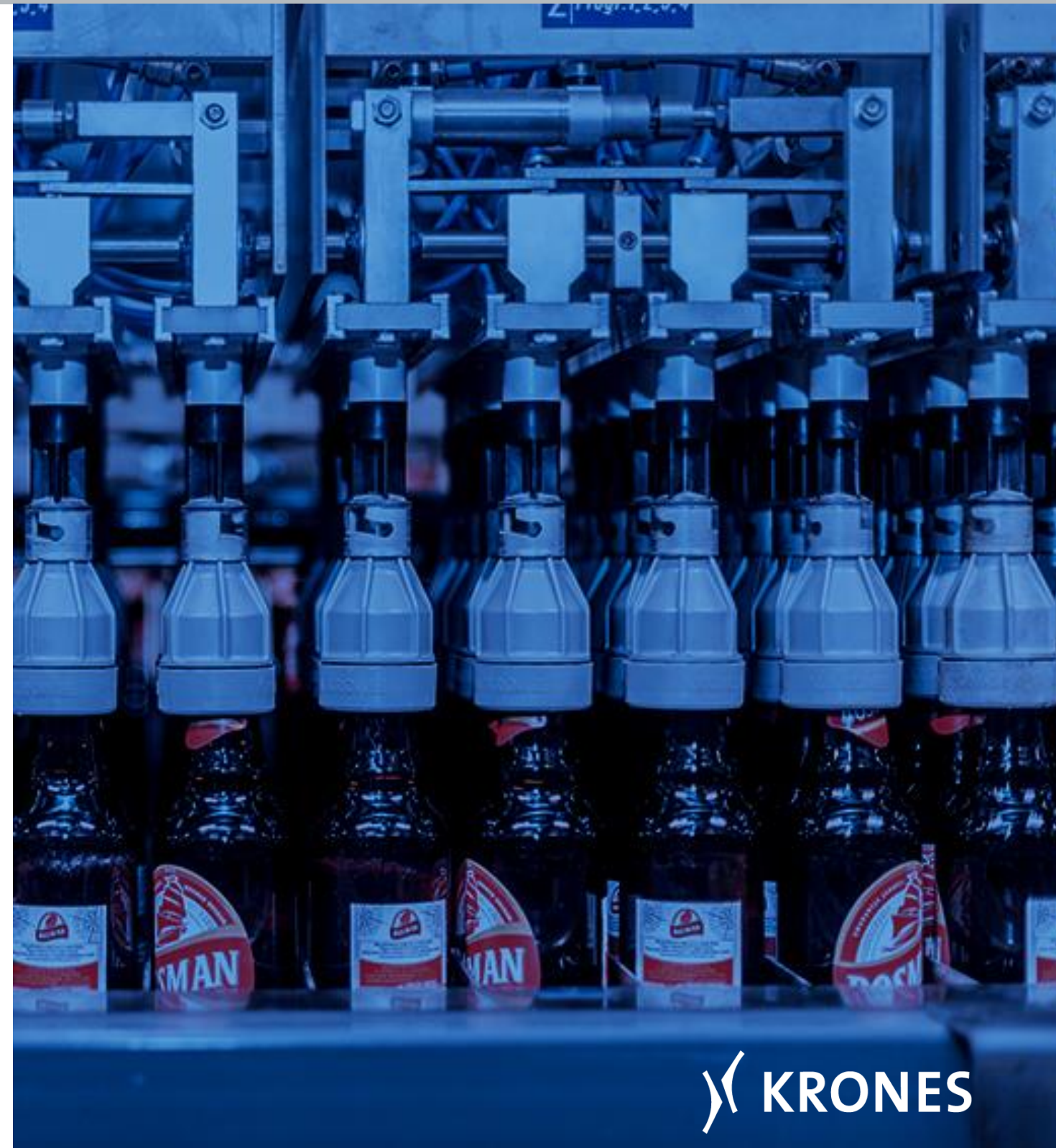
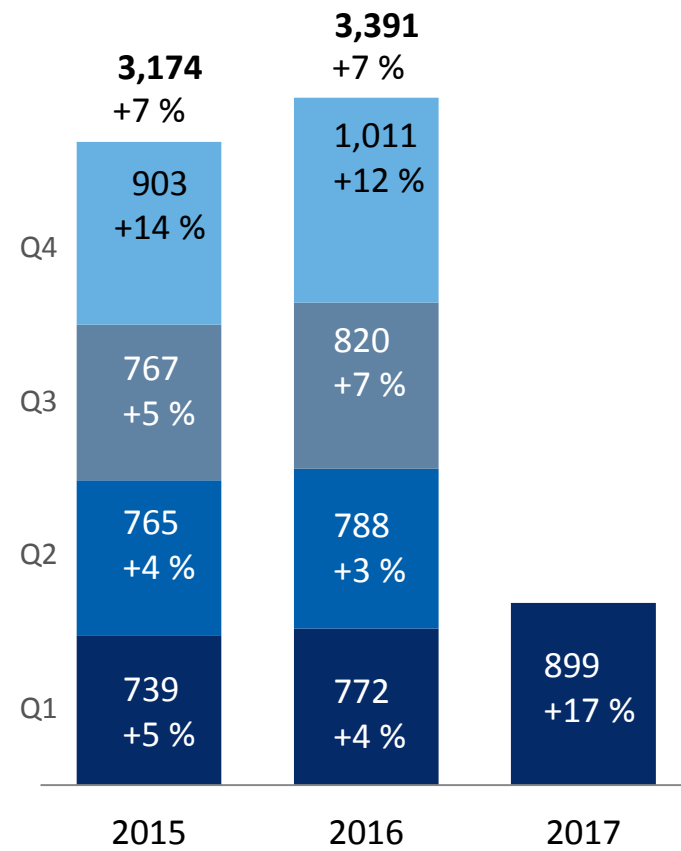
Strong order intake

New orders by quarter (€ million)



Revenue at a high level, partly on earlier project realization

Revenue development by quarter (€ million)



KRONES' revenue is well balanced

Share of revenue (Q1)

North America		
2015	2016	2017
14.5 %	14.1 %	15.1 %

Europe		
2015	2016	2017
39.5 %	41.5 %	40.2 %

CIS/Central Asia		
2015	2016	2017
3.9 %	3.2 %	2.2 %

China		
2015	2016	2017
8.8 %	6.0 %	7.4 %

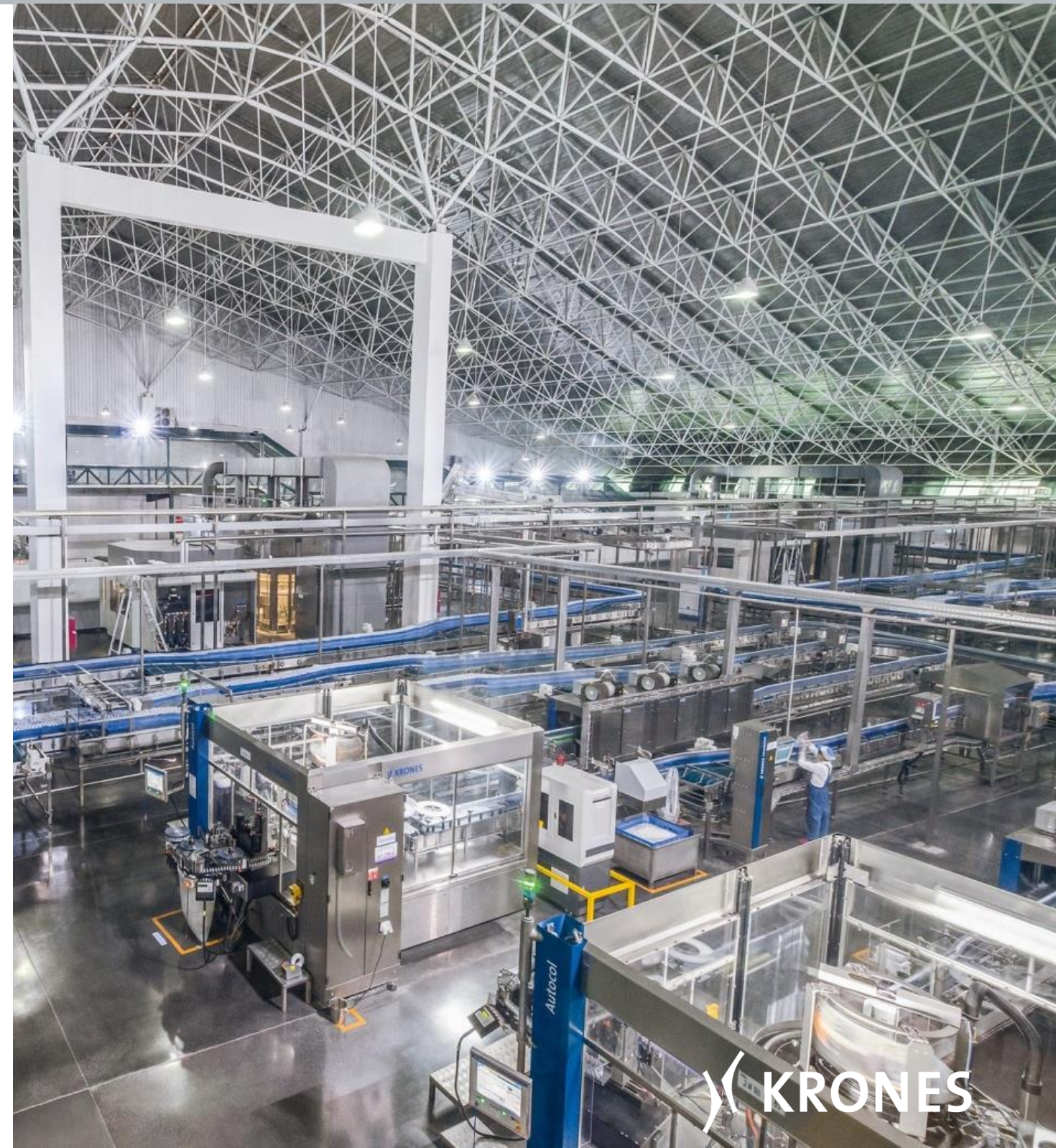
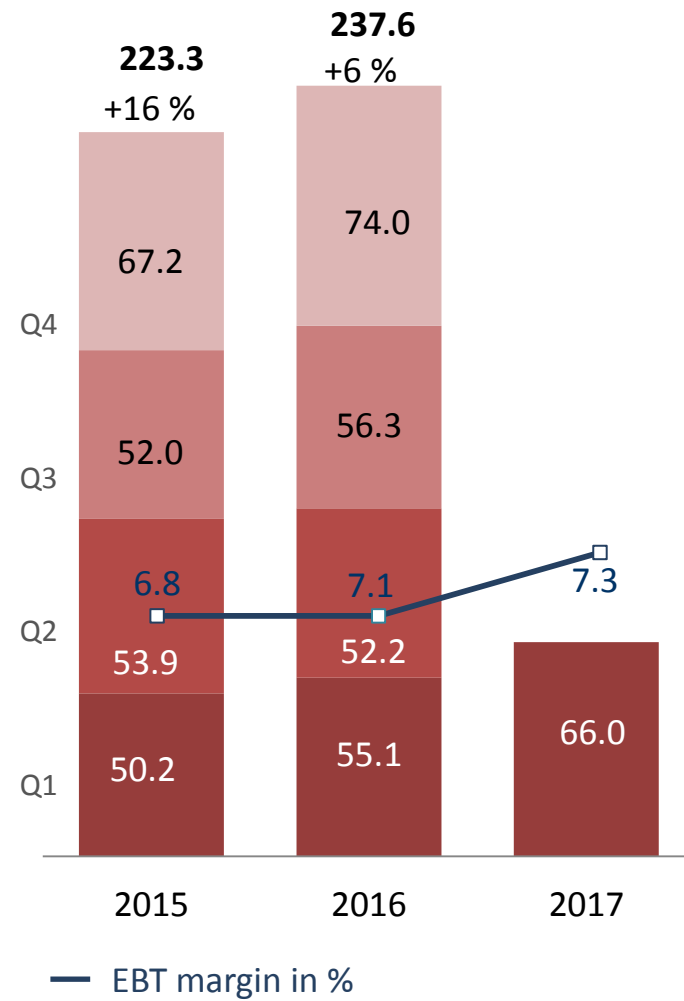
Africa/Middle East		
2015	2016	2017
14.0 %	16.0 %	12.0 %

South America		
2015	2016	2017
8.5 %	7.7 %	7.9 %

Asia/Pazific		
2015	2016	2017
10.8 %	11.5 %	15.2 %

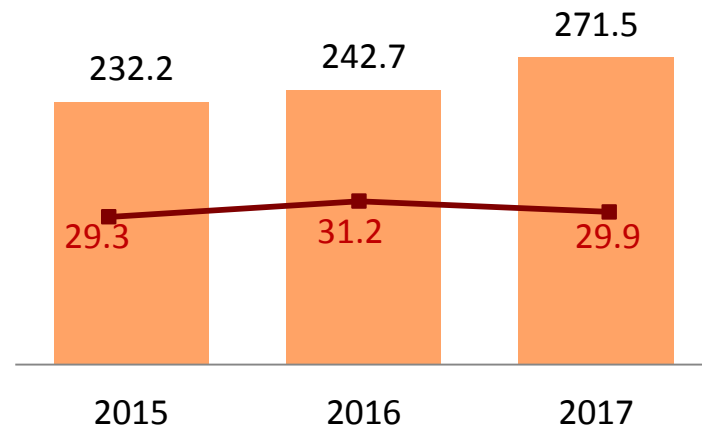
EBT increased as expected, partly on earlier project realization

EBT by quarter (€ million)



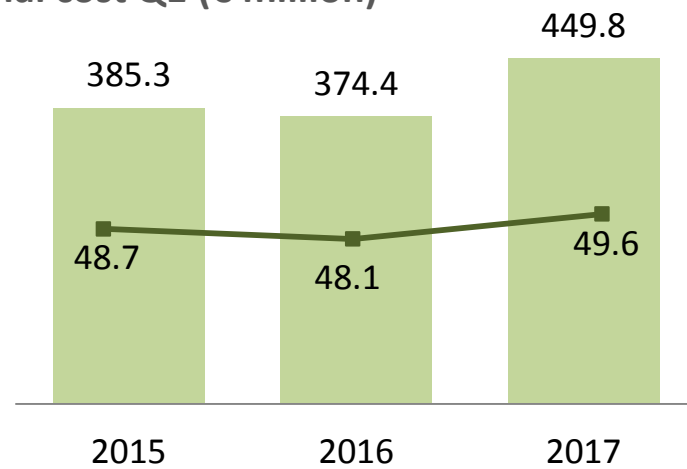
Personnel and material cost

Personnel cost Q1 (€ million)



— Personnel cost to total performance (%)

Material cost Q1 (€ million)

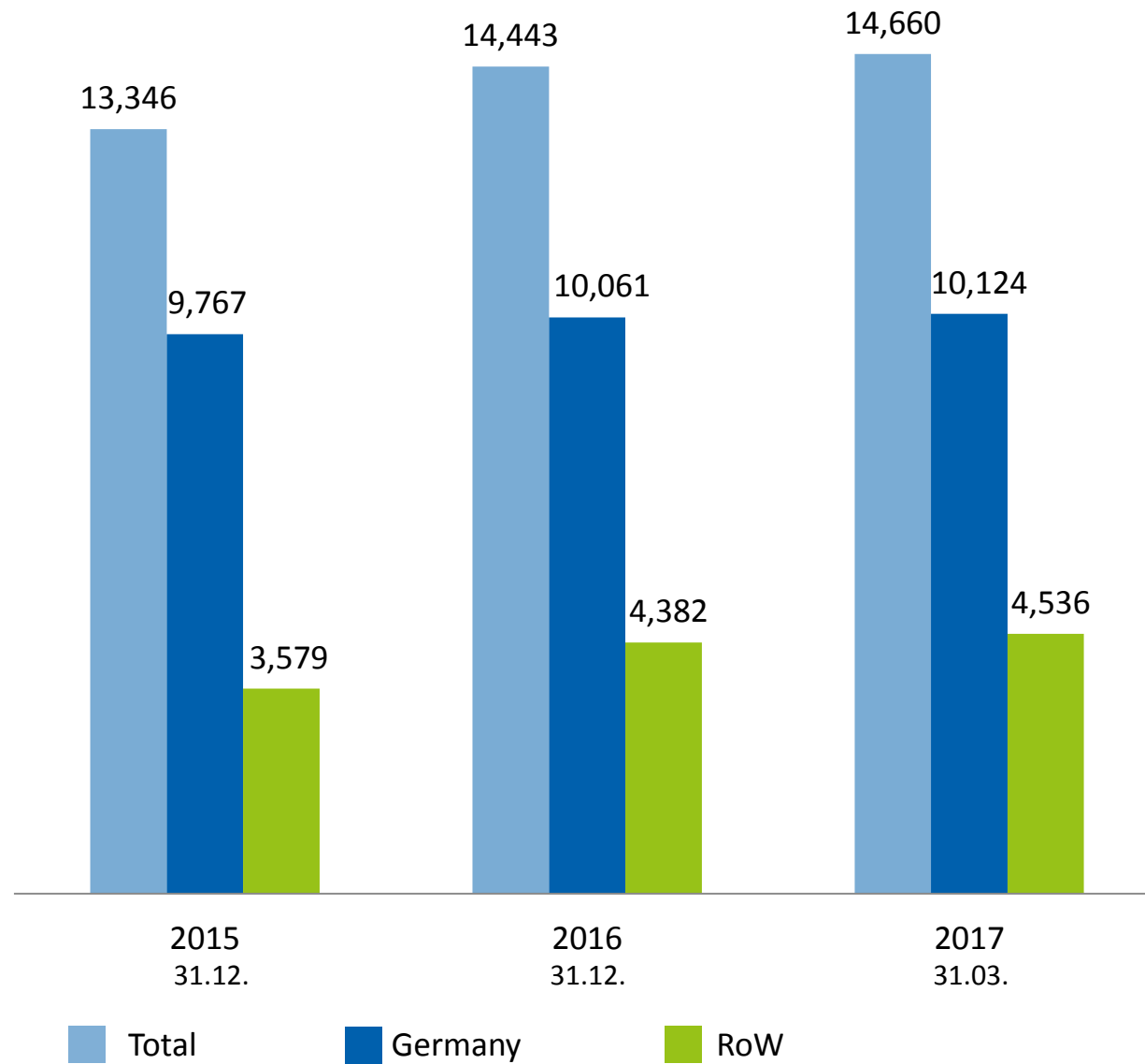


— Material cost to total performance (%)



KRONES continues to grow its workforce in Emerging Markets

KRONES employee worldwide

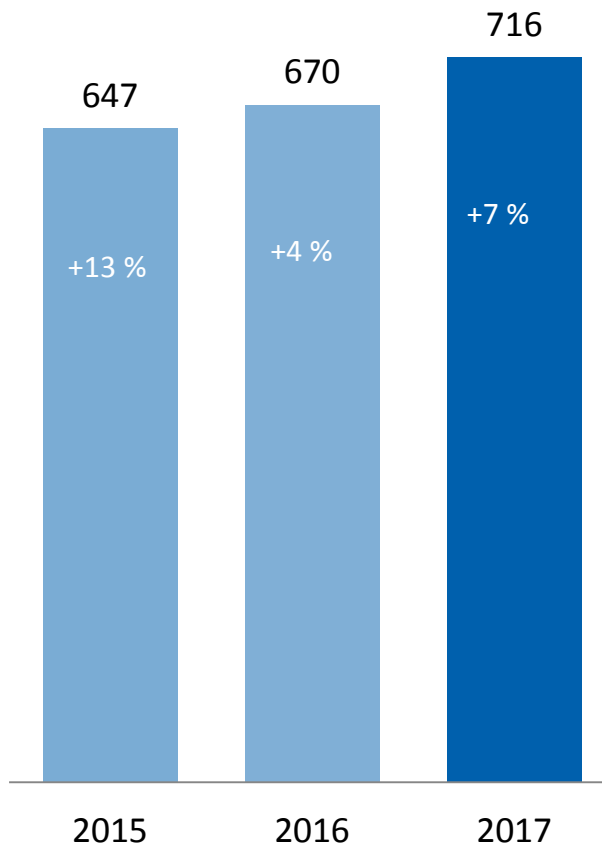


KRONES employee development in the Emerging Markets

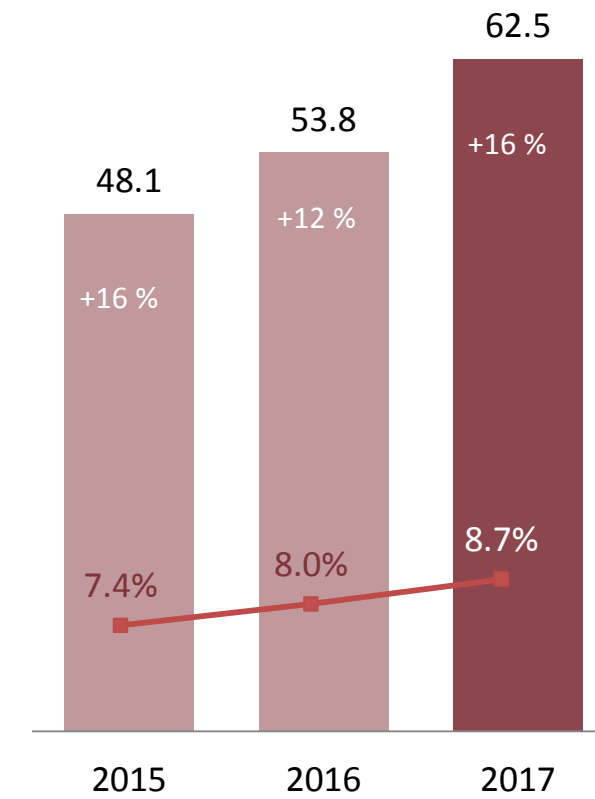
Year	South America	Africa	Asia	CIS/East Europe	China	Total
2015 31.12.	519	376	502	147	451	1,995
2016 31.12.	549	386	602	155	508	2,200
2017 31.03.	562	396	643	164	511	2,276

Product filling and decoration Margin increased

Revenue development Q1
(€ million)



EBT development Q1
(€ million)



— EBT margin in %

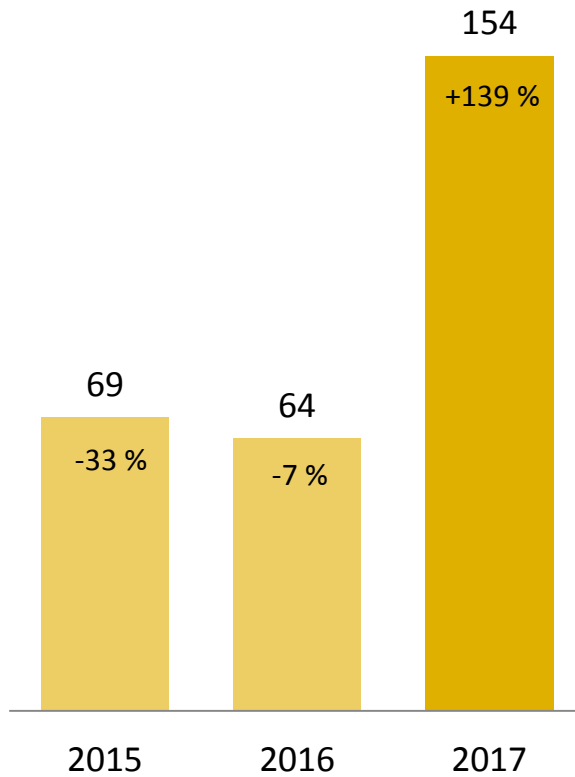
MEDIUM-TERM TARGETS:

4 – 6 %
Growth

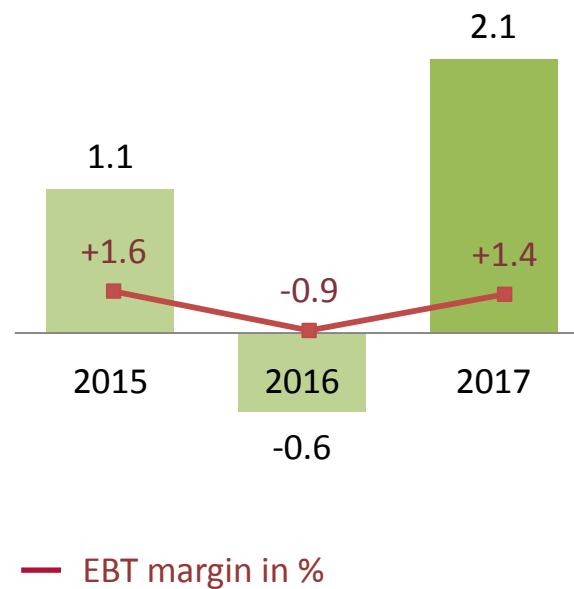
> 8 %
EBT margin

Beverage production/process technology Turnaround achieved

Revenue development Q1
(€ million)



EBT development Q1
(€ million)



MEDIUM-TERM TARGETS:

8 – 10 %

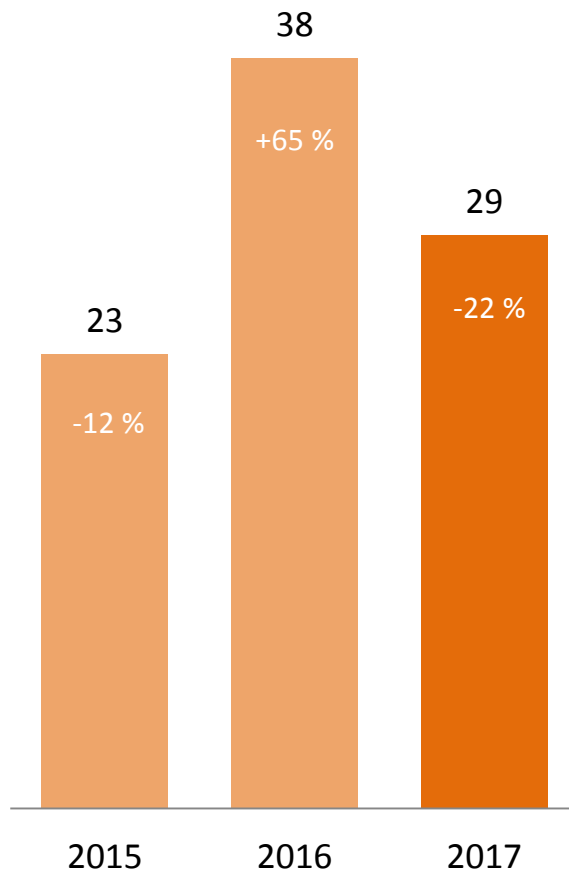
Growth

EBT margin

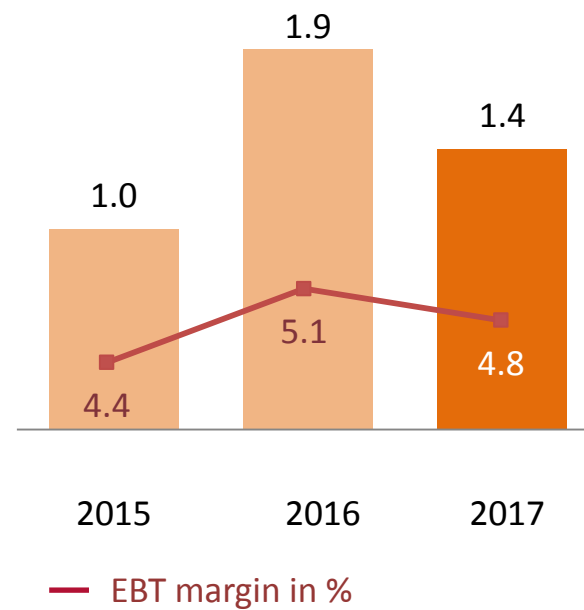
4 %

Compact class Stable margin around 5 % expected

Revenue development Q1
(€ million)



EBT development Q1
(€ million)



MEDIUM-TERM TARGETS:

4 – 6 %
Growth

5 %
EBT margin

Working Capital still at an unsatisfying level

Working capital* in % of revenue (Q1)



ROCE* in % (Q1)

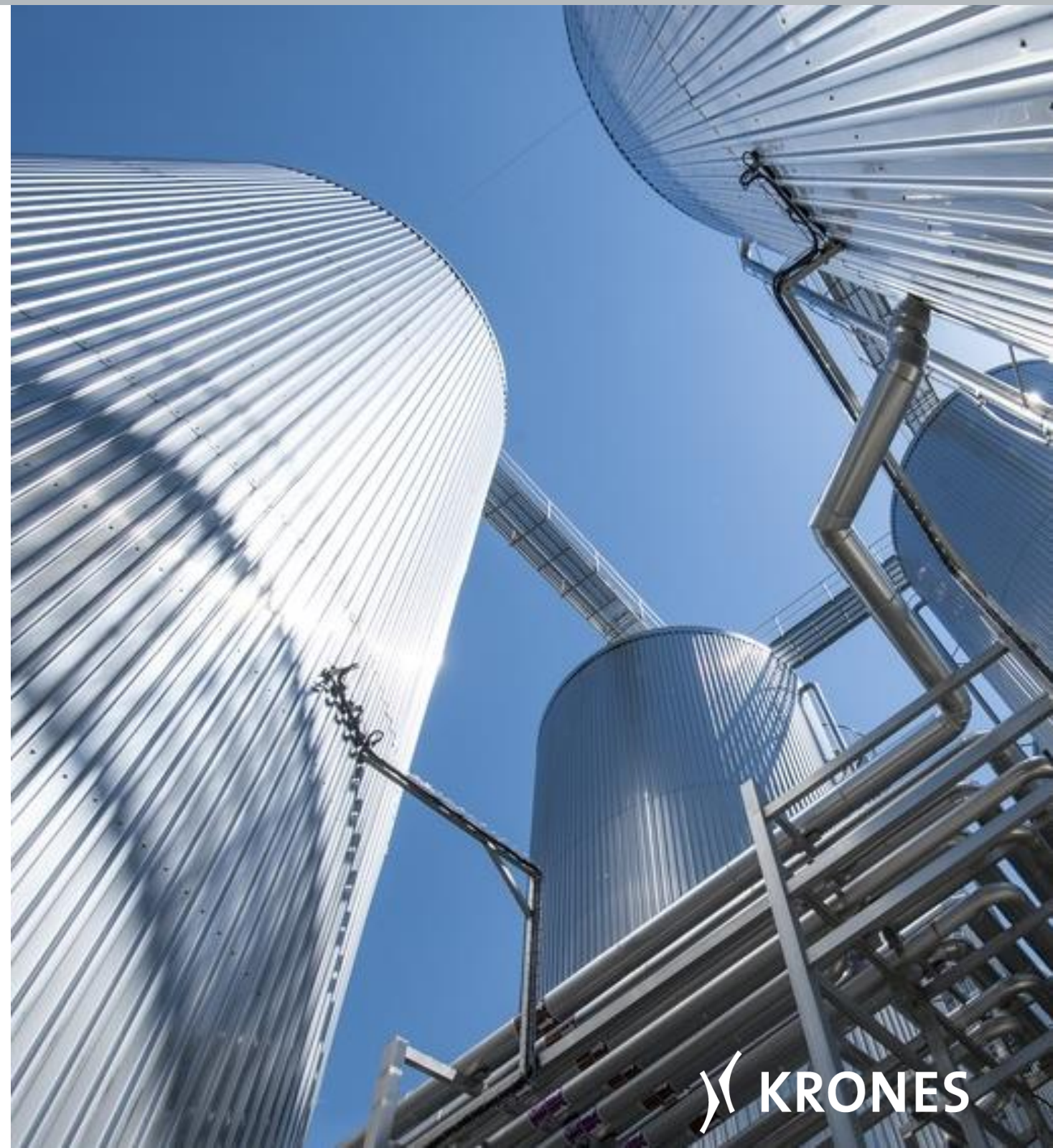


*LTM (Last Twelve Months)



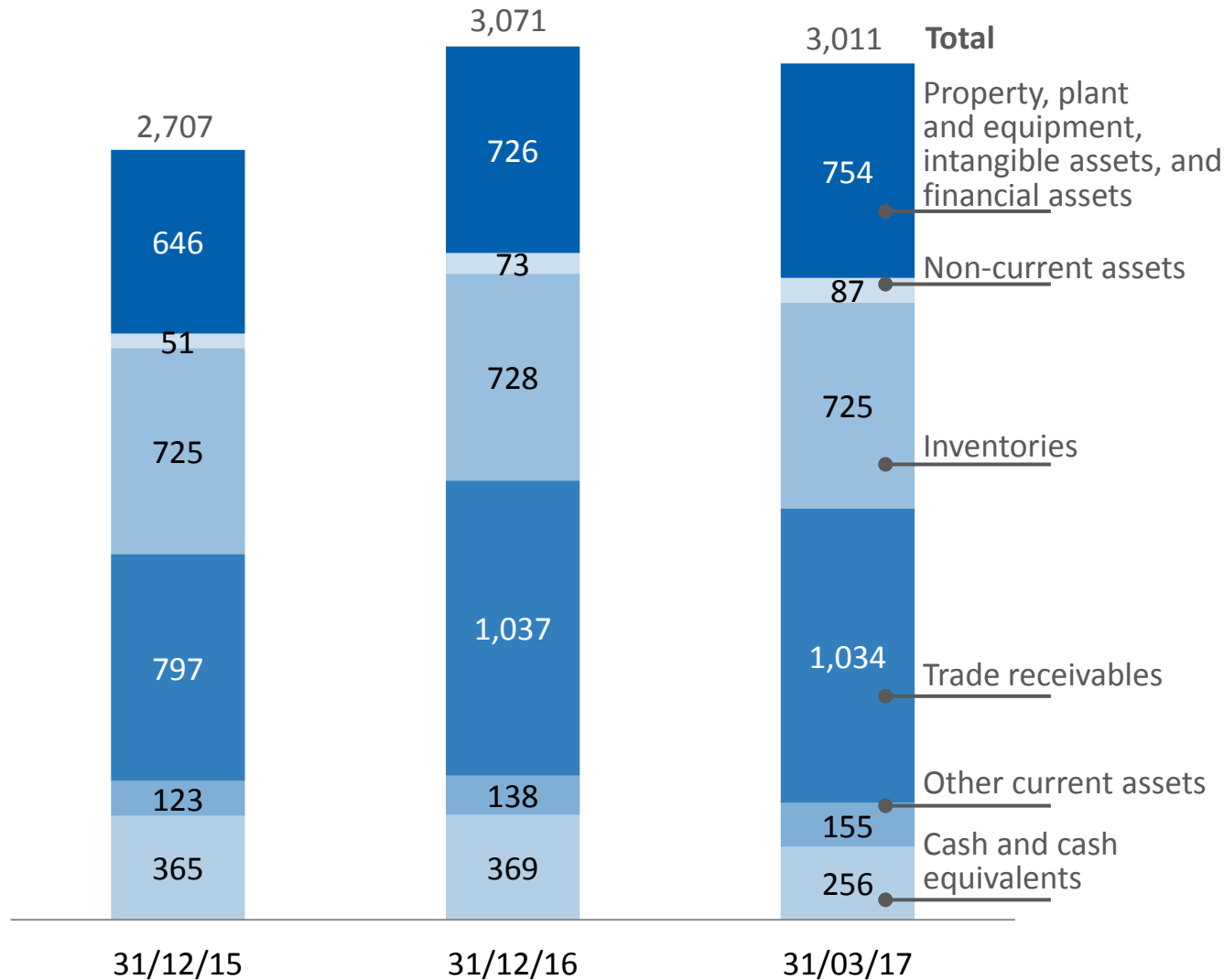
Krones improved free cash flow despite higher capex and acquisitions

Q1 (€ million)	2017	2016
Earnings before taxes	66.0	55.1
+/- Non-cash expenses and income	+43.4	+81.5
+/- Change in Working Capital	-113.2	-114.8
+/- Other assets and liabilities	-58.2	-123.4
Cash flow from operating activities	-62.0	-101.6
+/- Capex	-19.6	-15.2
+/- M&A Activities	-32.7	0.0
+/- Other	+1.5	+1.7
Free cash flow	-112.8	-115.1
+/- Financing activities	0.0	0.0
+/- Others	0.0	0.0
Net change in cash	-112.8	-115.1
Cash at the end of period	256.1	249.5

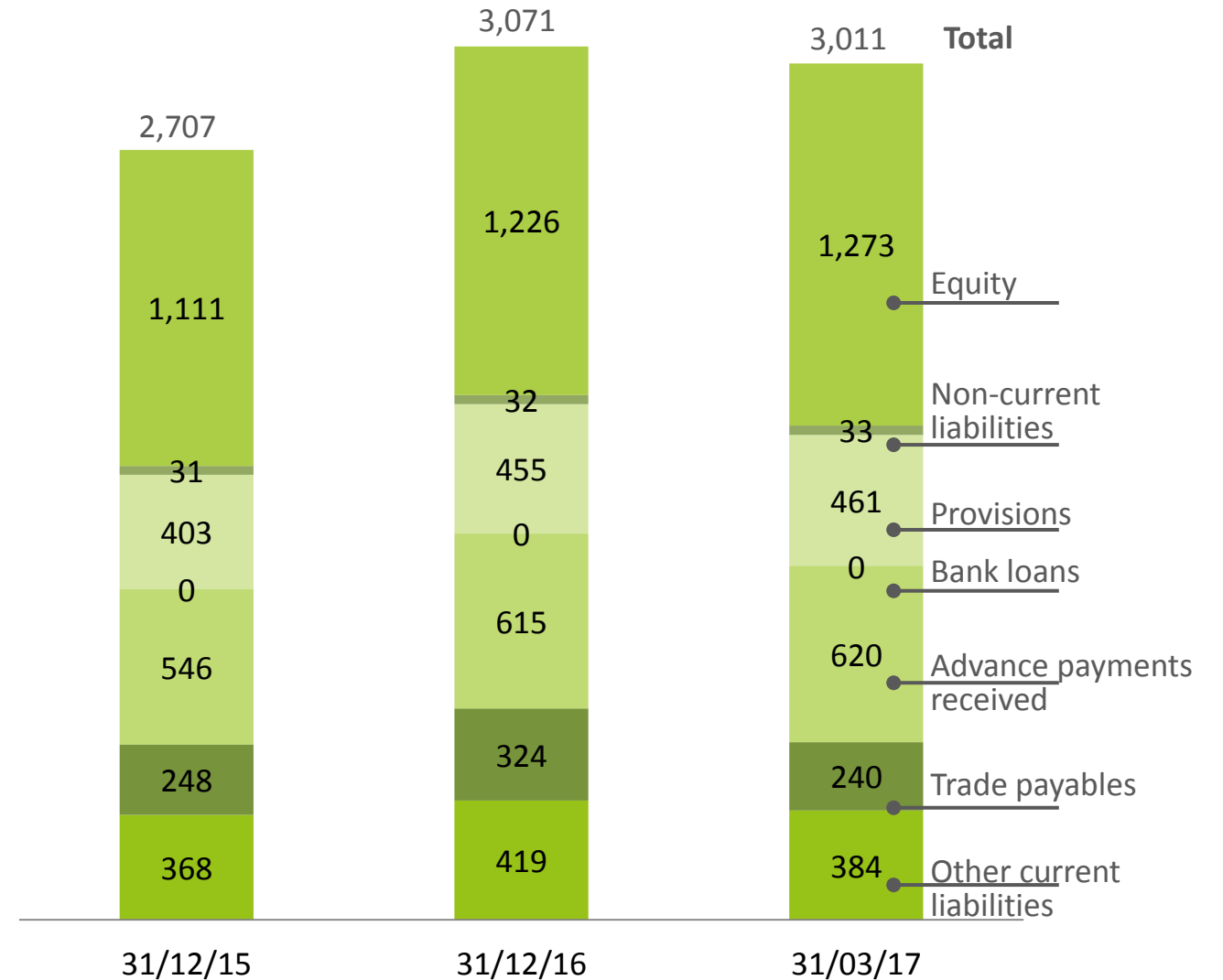


Equity ratio at 42.3 %

Assets in € million



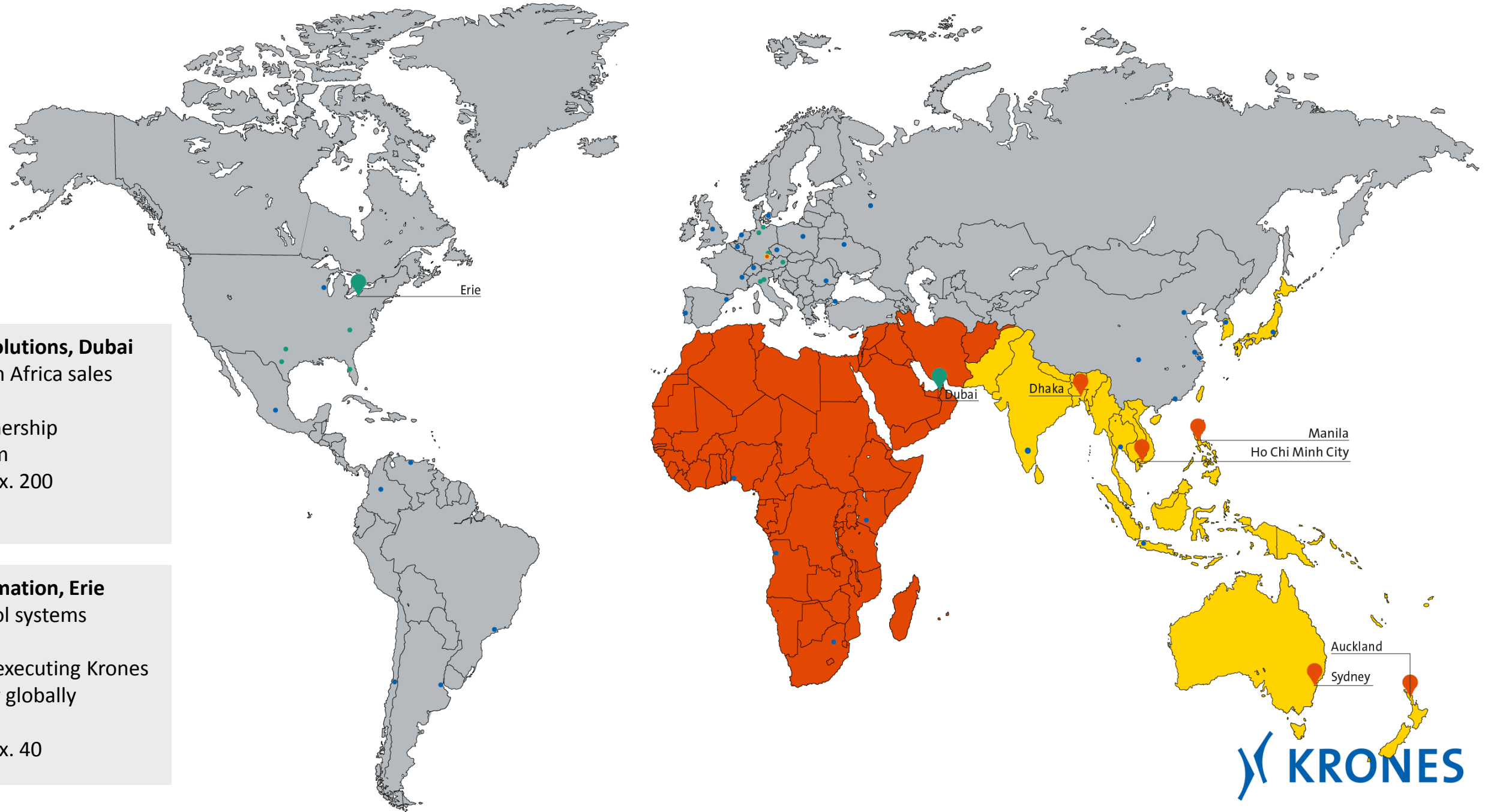
Equity and liabilities in € million



Krones targets 2017



Our latest acquisitions and new subsidiaries



Integrated Packaging Solutions, Dubai

- Middle East/Northern Africa sales and service network
- Krones with 40% ownership
- Revenues: >€20m
- Employees: approx. 200

Process and Data Automation, Erie

- MES/industrial control systems integrator for US
- Represents a step in executing Krones digitalization strategy globally
- Revenues: >€5m
- Employees: approx. 40

Thank you
for your attention!

Financial calendar 2017

June 20, 2017	Annual General Meeting
July 20, 2017	Conference Call Group Q2 2017 and Interim Report as per June 30
October 26, 2017	Conference Call Group Q3 2017 and Quarterly Statement as per September 30



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