

Value  create value together 2012 Balance Sheet Press Conference

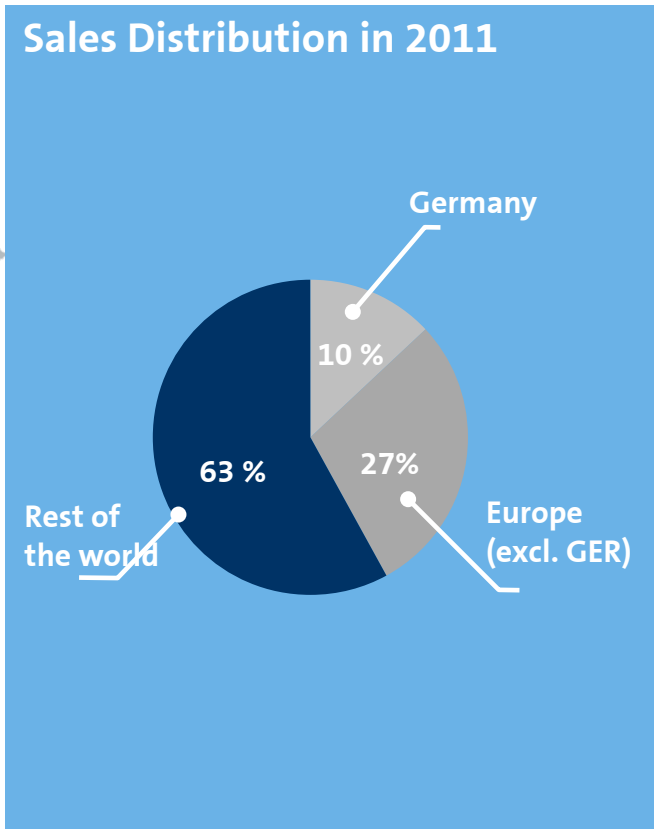
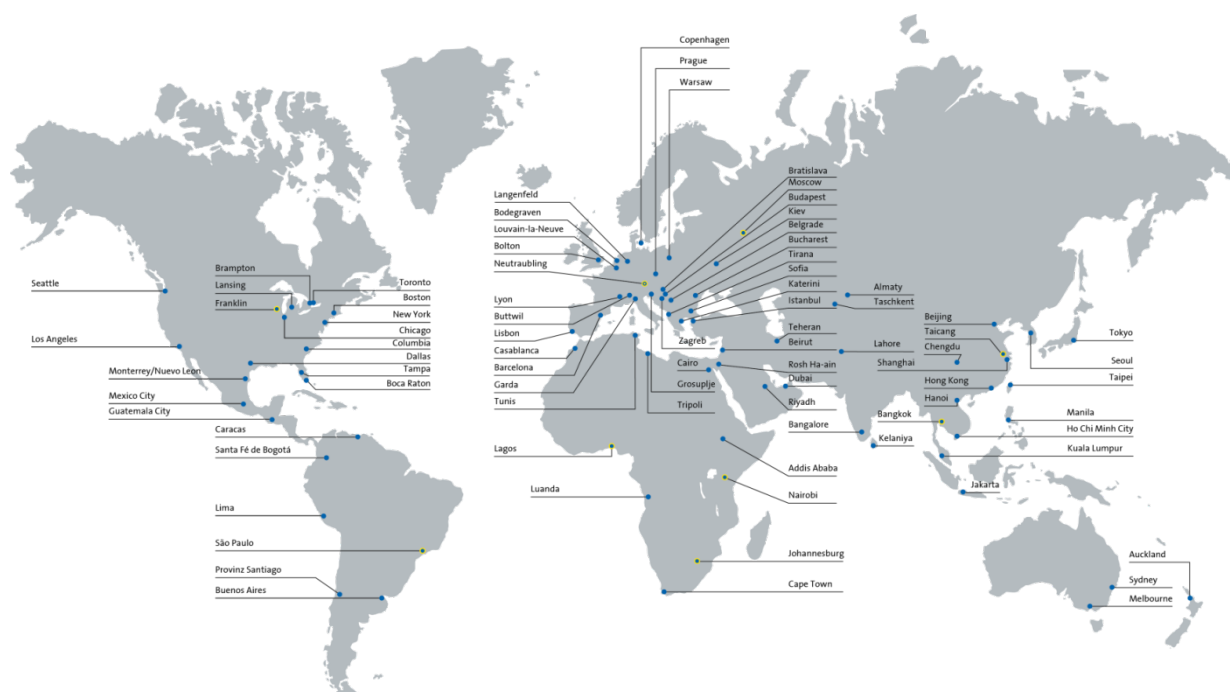
The 2011 financial year

Interim report for Q1 2012

"Value" Strategic Programme and Future Prospects

Market Development 2011

KRONES worldwide



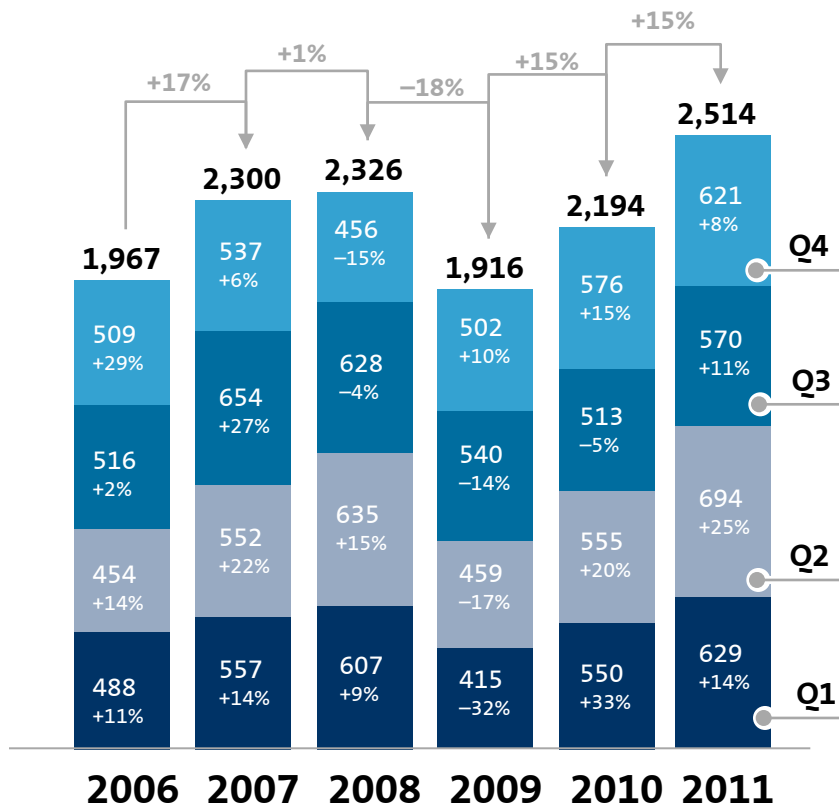
Orders received

Trend according to regions

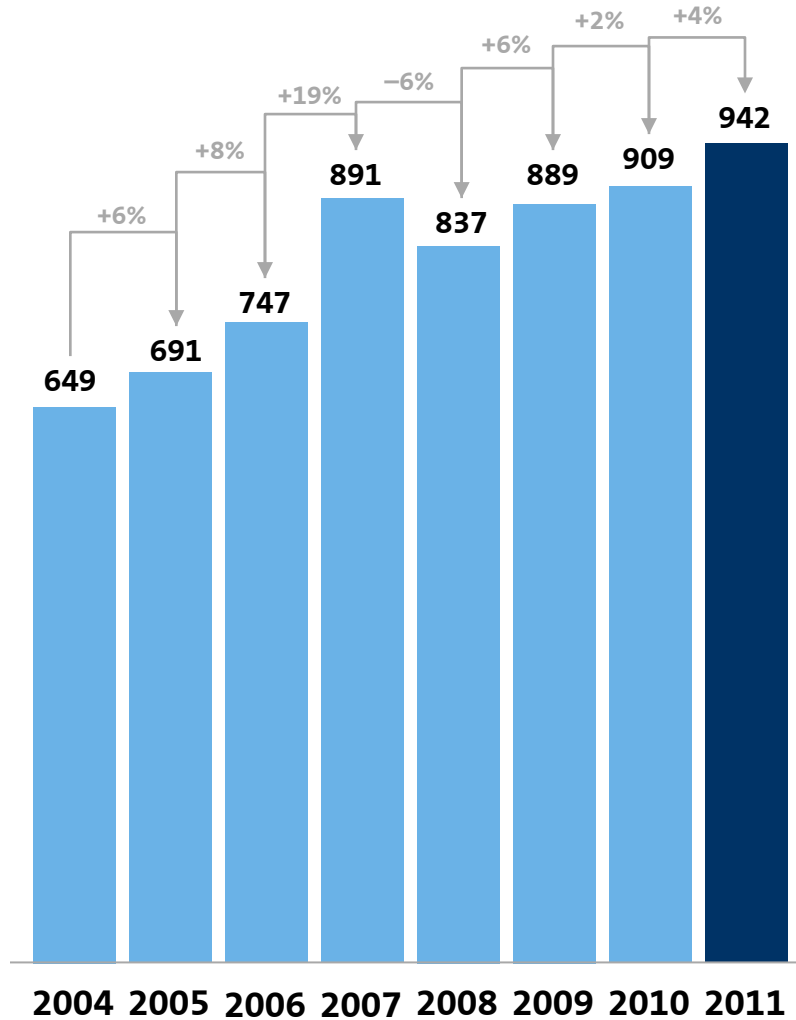
2009 2010 2011



Orders on hand (in million euros)

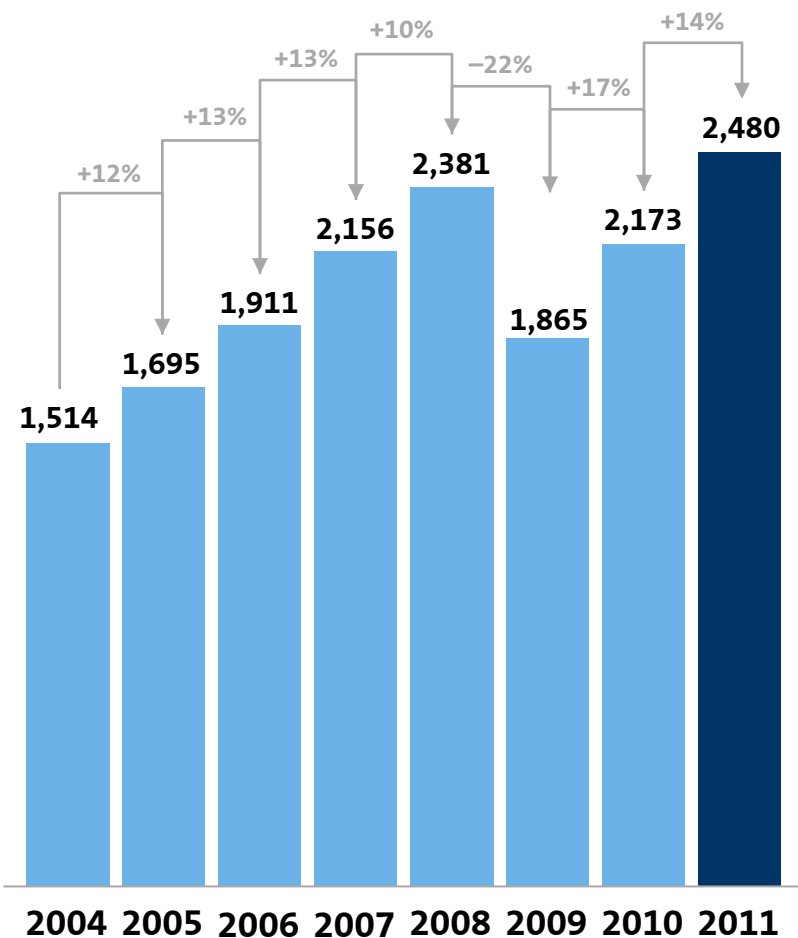


Orders in hand at 31.12. in million €



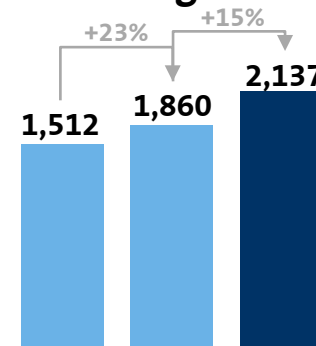
Sales development in the Group in million €

Sales development in the Group

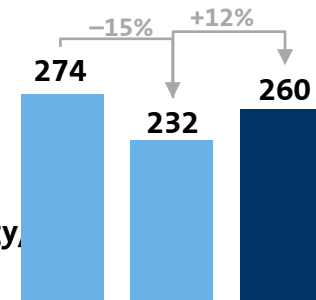


Sales development according to business segments

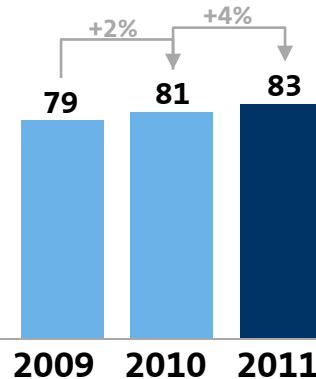
Machines and lines for product bottling and -and decoration



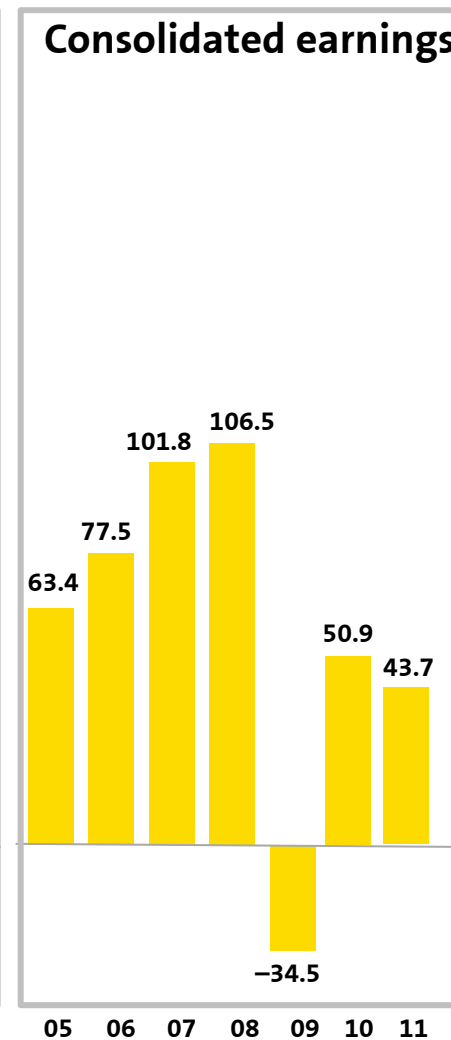
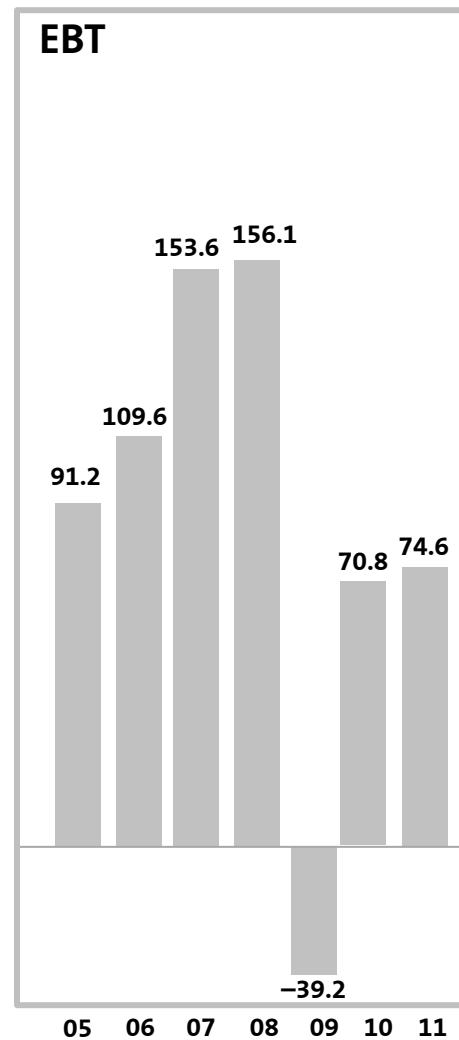
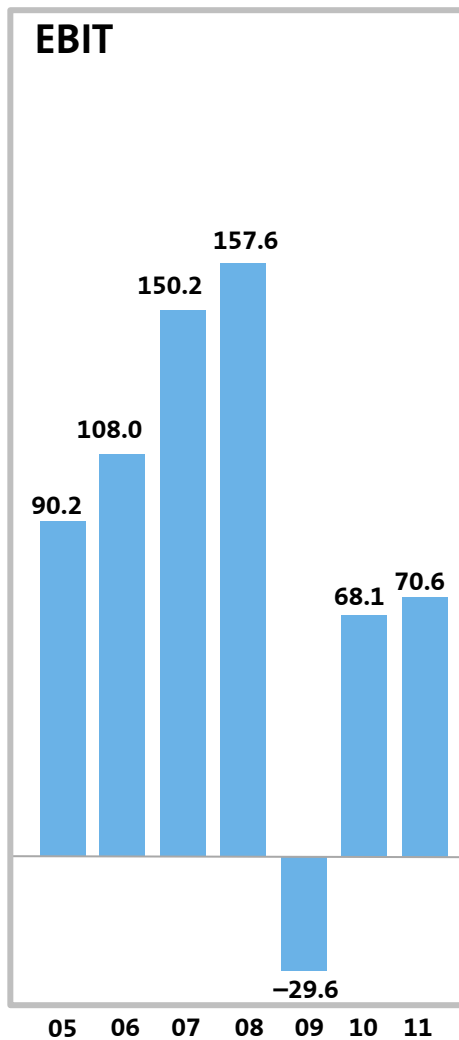
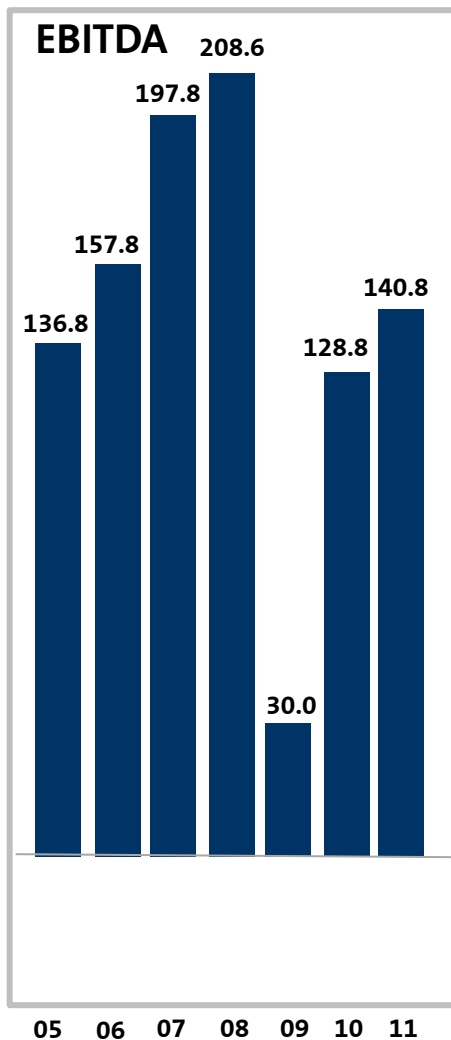
Machines and lines for beverage production/ process technology and material flow technology,



Machines and lines for the lower output range (KOSME)

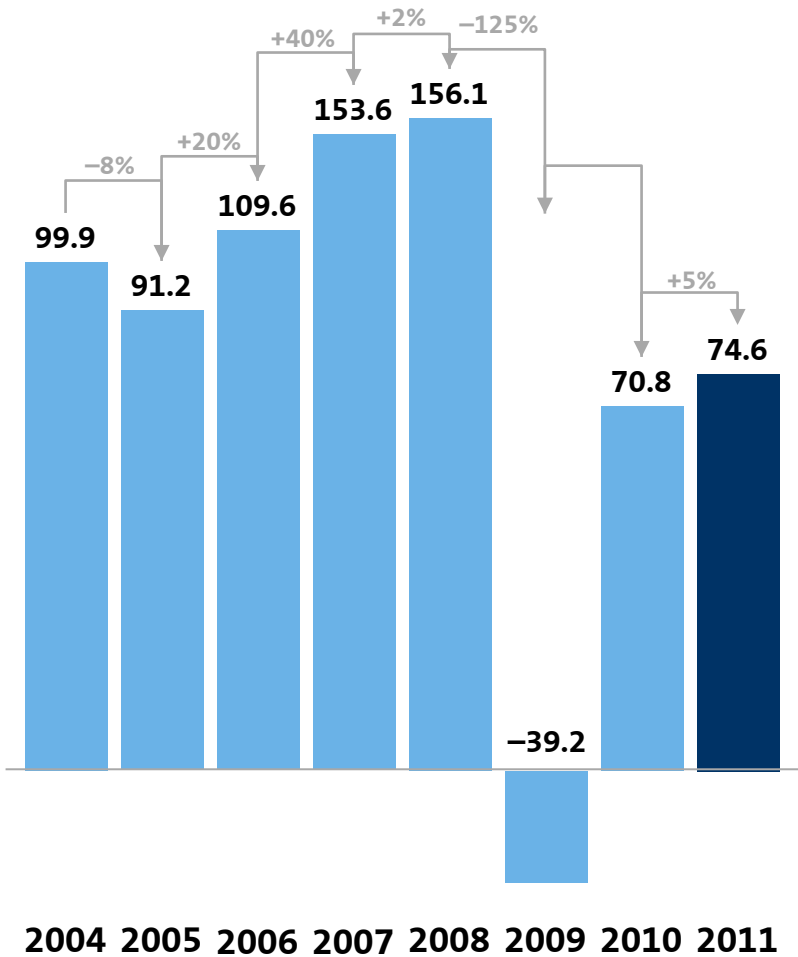


Economic development in the KRONES Group in million €



Earnings development and segments

EBT development in million euro

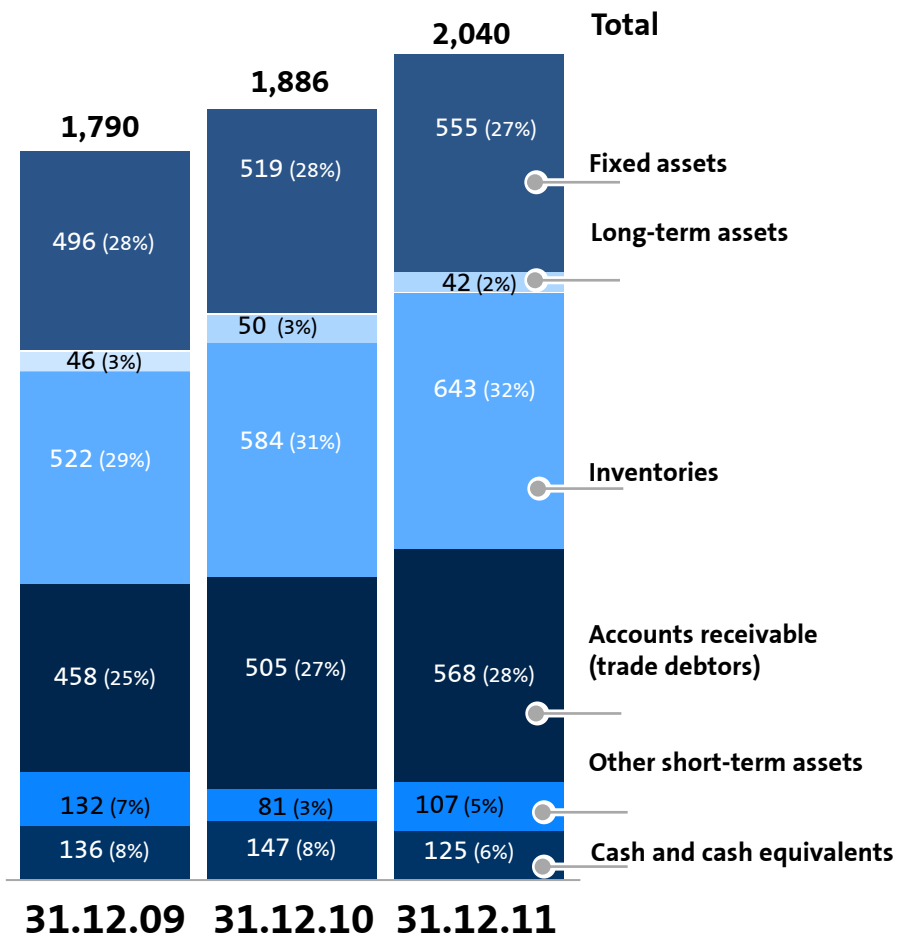


Earnings and their development in the segments

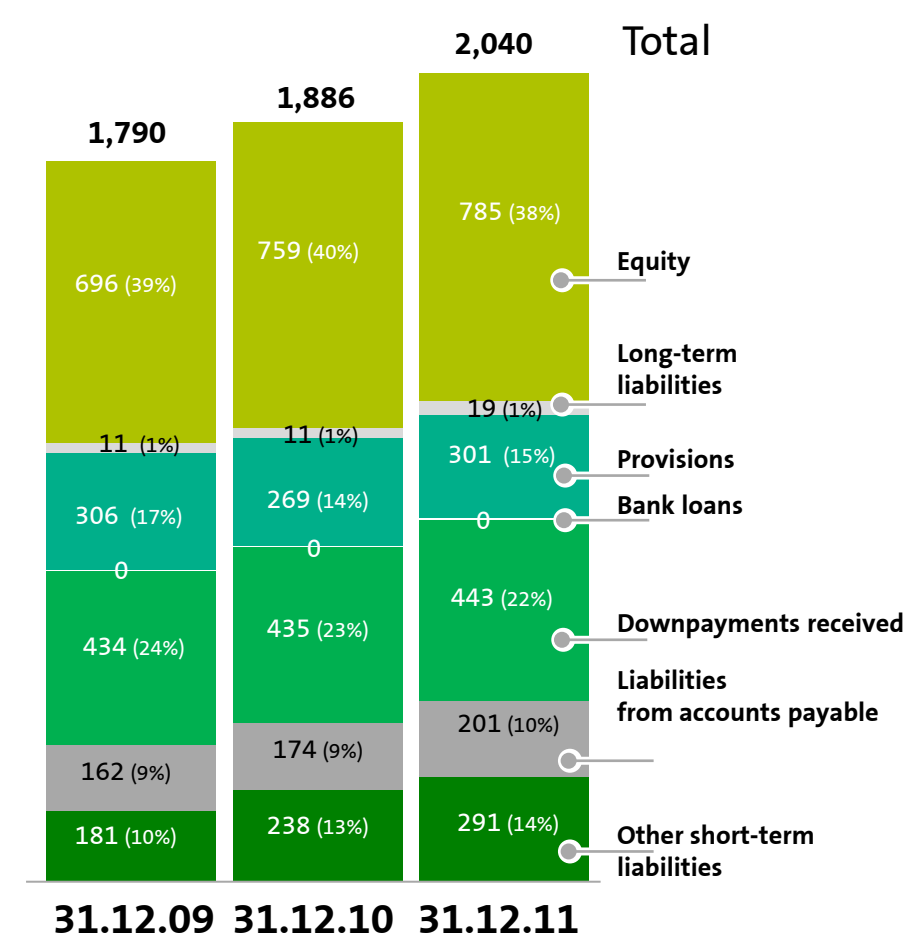
	Earnings 2011	Earnings development
Machines and lines for product bottling and -and decoration		
Machines and lines for beverage production/ process technology and material flow technology/IT		
Machines and lines for the lower output range (KOSME)		

Balance in million €

Assets



Liabilities

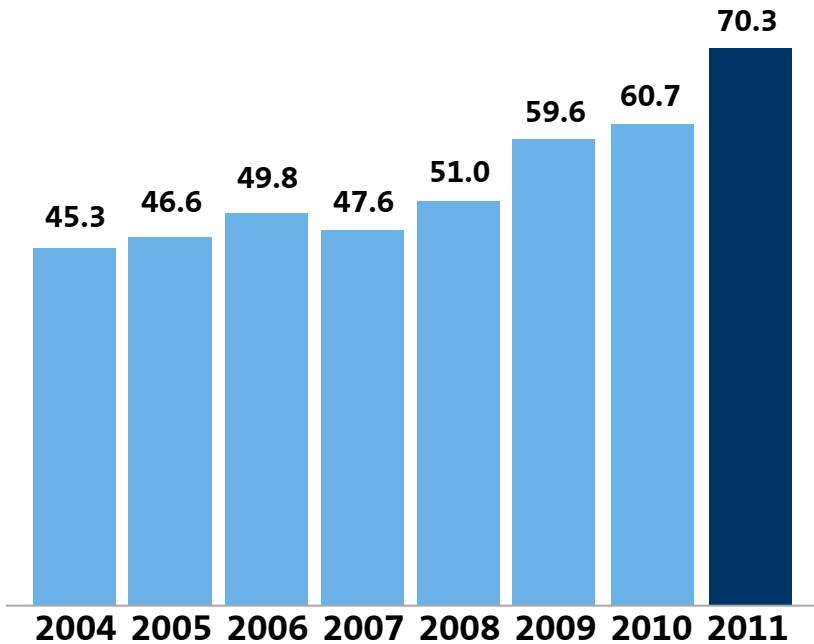


Depreciation and Investments in million €

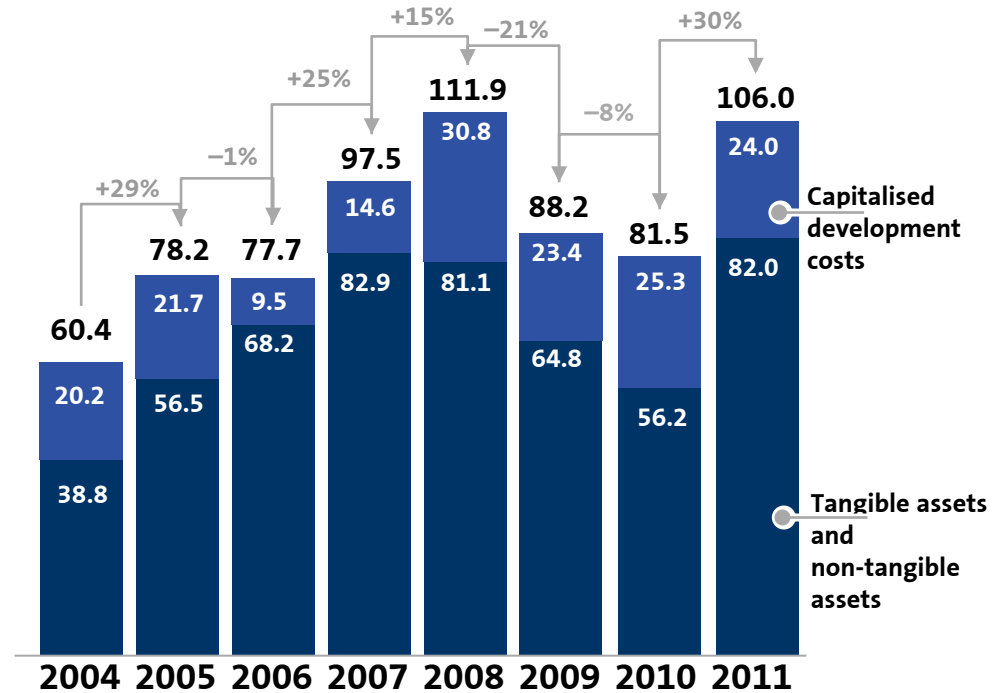
Depreciation

Factor: investments vs. tax depreciation allowance

1.3 1.7 1.6 2.0 2.2 1.5 1.3 1.5

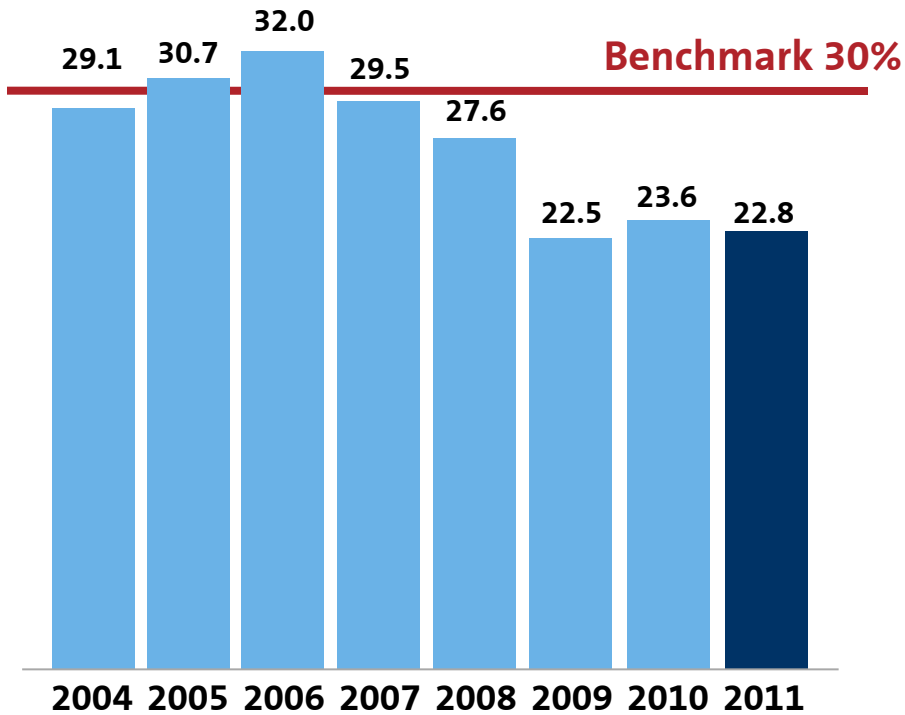


Investments

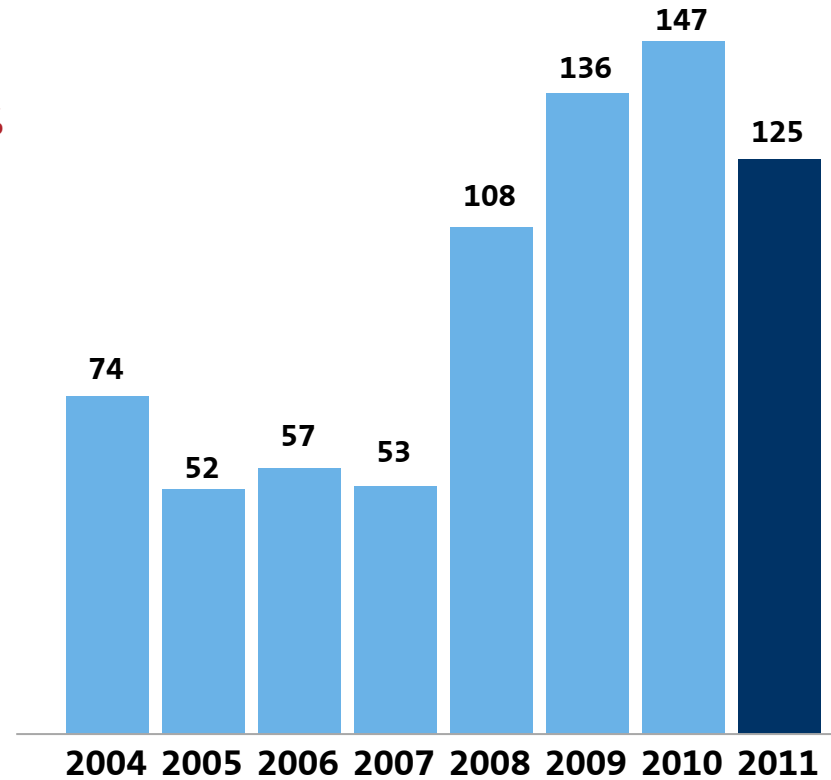


Working capital and financing

Working capital as % of sales

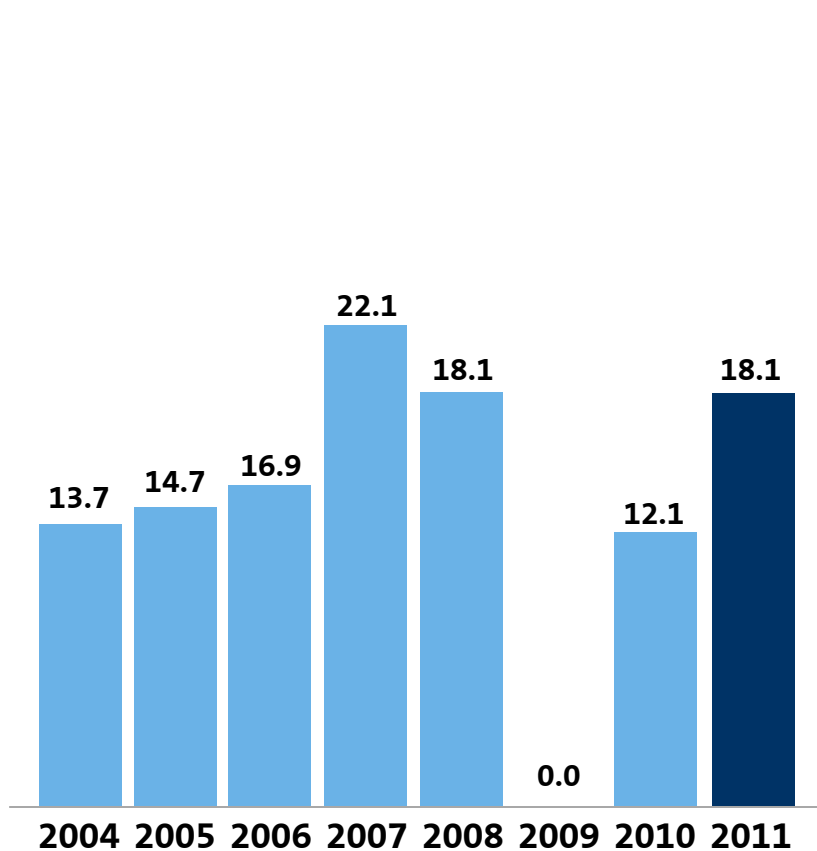


Net cash – Funds less liabilities to banks in million €

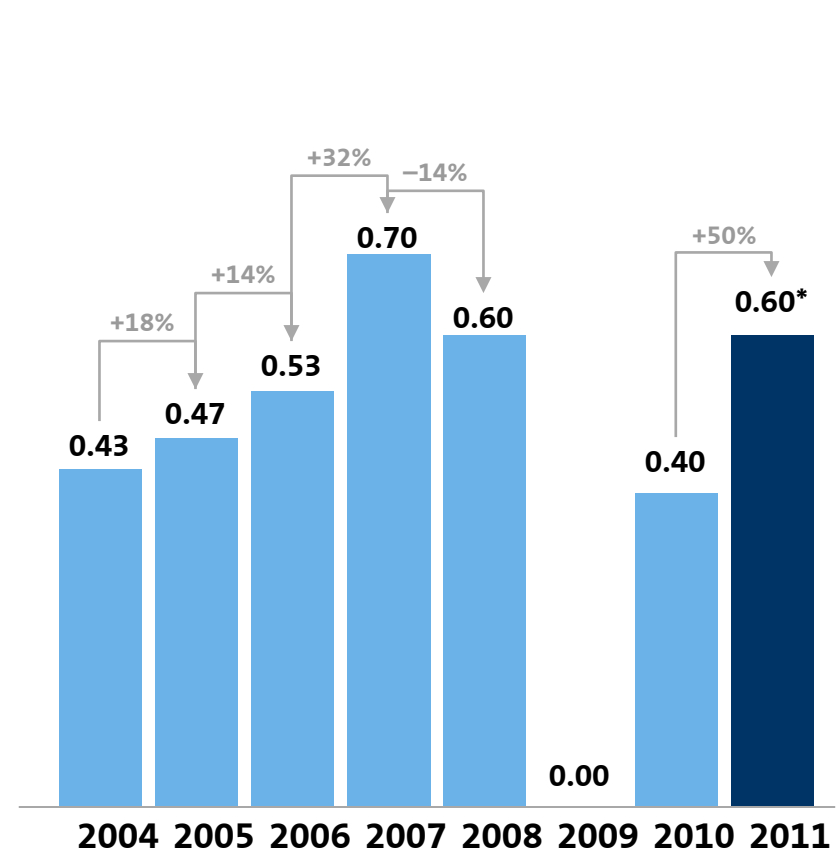


Dividend performance and dividend policy

Issued (in million euros)



Dividend per share in €



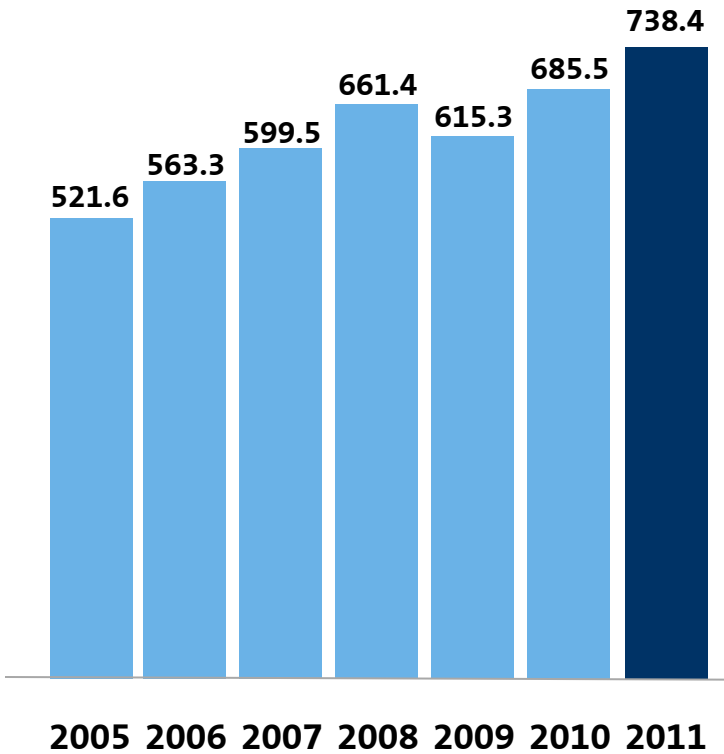
* Information acc. to proposed appropriation of profits

Personnel costs and trends in employee numbers

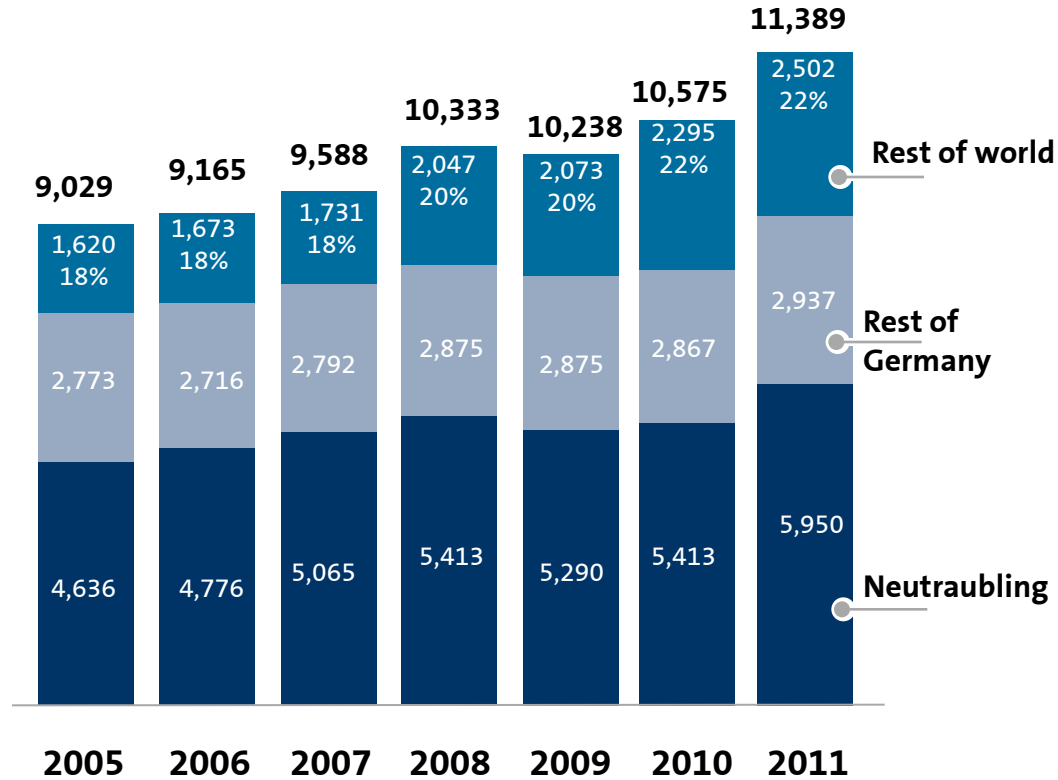
Personnel costs in million euros

Group employees (average over the year)

8,777 8,865 9,169 9,834 10,001 10,221 10,799



Number of employees (31.12.2011)



Group figures 2008 – 2011 in summary

Financial year		2011	2010	2009	2008
Sales revenues	billion €	2.48 (+14%)	2.17 (+17%)	1.86 (-22%)	2.38 (+10%)
EBT	in million €	75 (+15%)	71 (-)	-39 (-)	156 (+15%)
Consolidated earnings	in million €	44 (+5%)	51 (-)	-34 (-)	107 (+5%)
Return on sales (ROS)	in %	3.0 %	3.3 %	-2,1 %	6.6 (+10%)
Dividend per share	in €	0.60*	0.40 (+10%)	0,00	0.60 (+10%)
Net financial position (cash 31.12.)	in million €	125	147	136	108
Orders received in billion €	billion €	2.51 (+15%)	2.19 (+14%)	1.92 (-18%)	2.33 (+1%)
Orders on hand	in billion € (31.12.)	0.94 (+4%)	0.91 (+1%)	0.89 (+6%)	0.84 (-6%)
Investments	in million €	82 (+46%)	56 (-14%)	65 (-20%)	81 (-2%)
Employees	(on 31.12.)	11,389 (+8%)	10,575 (+3%)	10,238 (+3%)	10,333 (+1%)

* Information acc. to proposed appropriation of profits

Litigation with Le Nature's – Phoenix/USA



Situation

- The legal actions are in connection with the financial scandal concerning the bankruptcy of the US company "Le Nature's"
- Damages totalling 850 million US dollars arose from a major fraud perpetrated by the management of the US beverage company between 2002 and 2006
- Entry into an out-of-court settlement

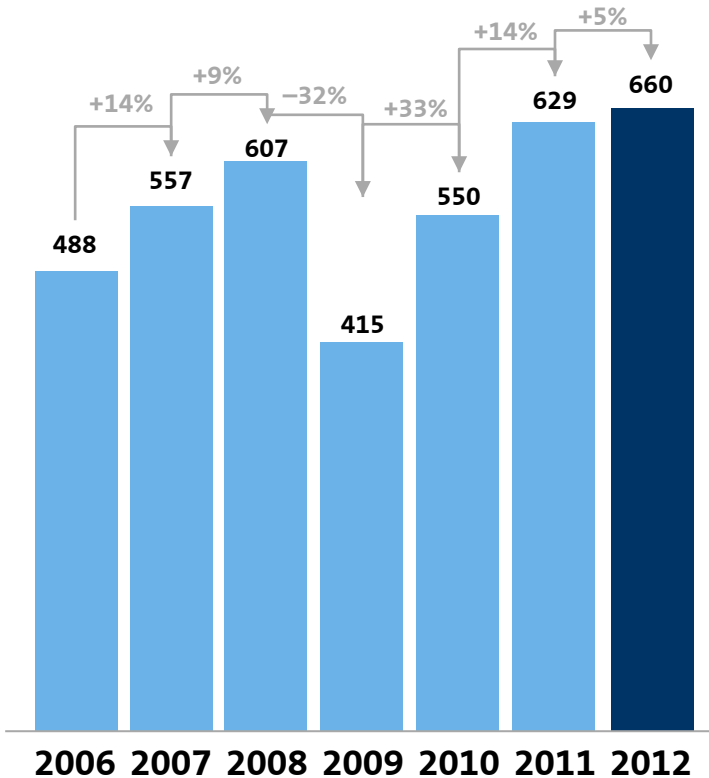
The 2011 financial year

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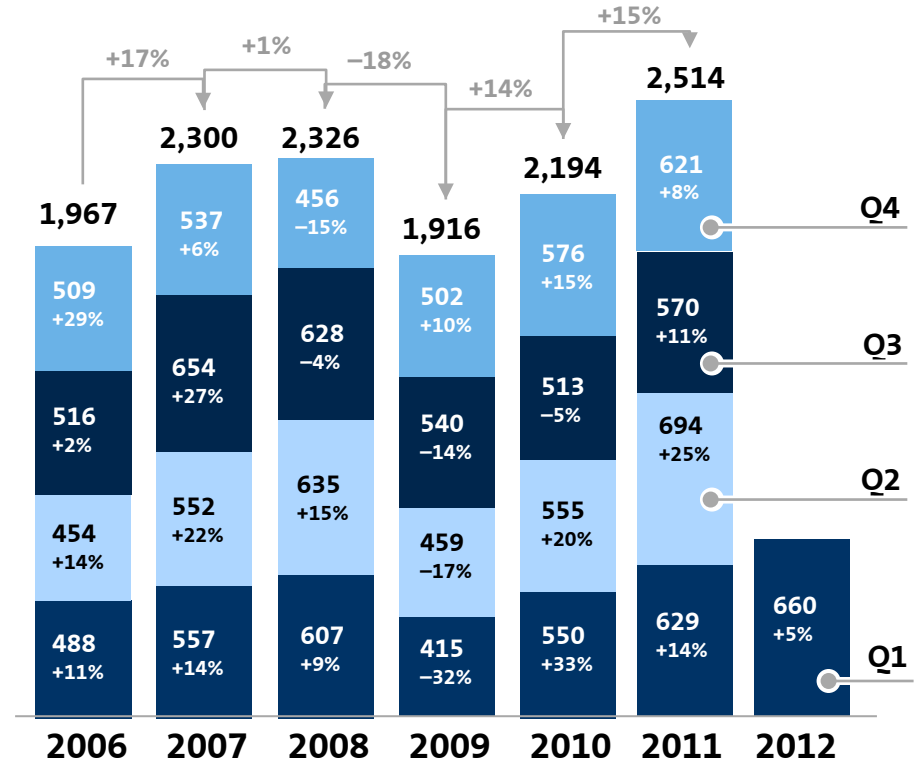
"Value" Strategic Programme and Future Prospects

Interim Report 1st Quarter 2012: Orders on hand in million €

Orders received, 1st quarter

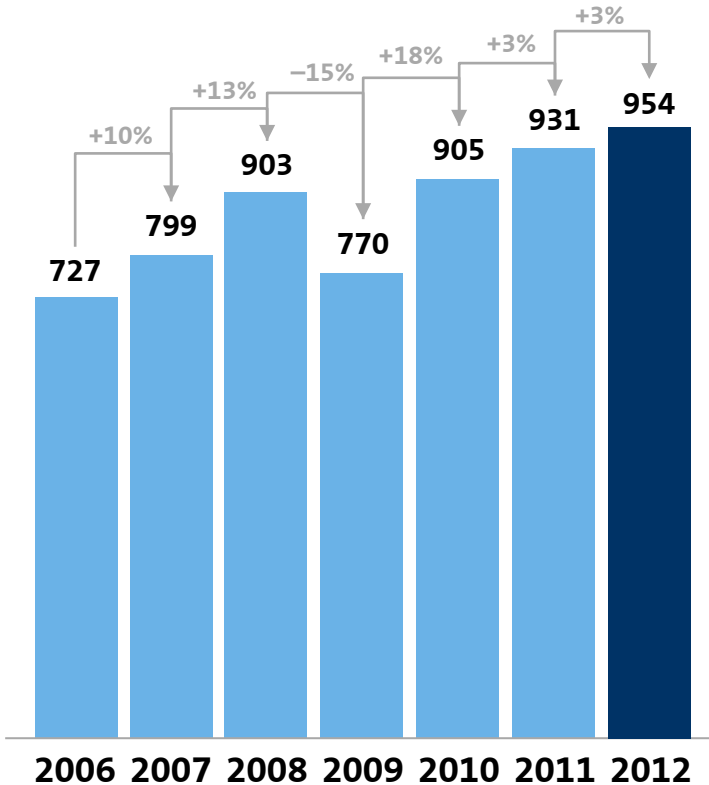


Orders received Q1 – Q4

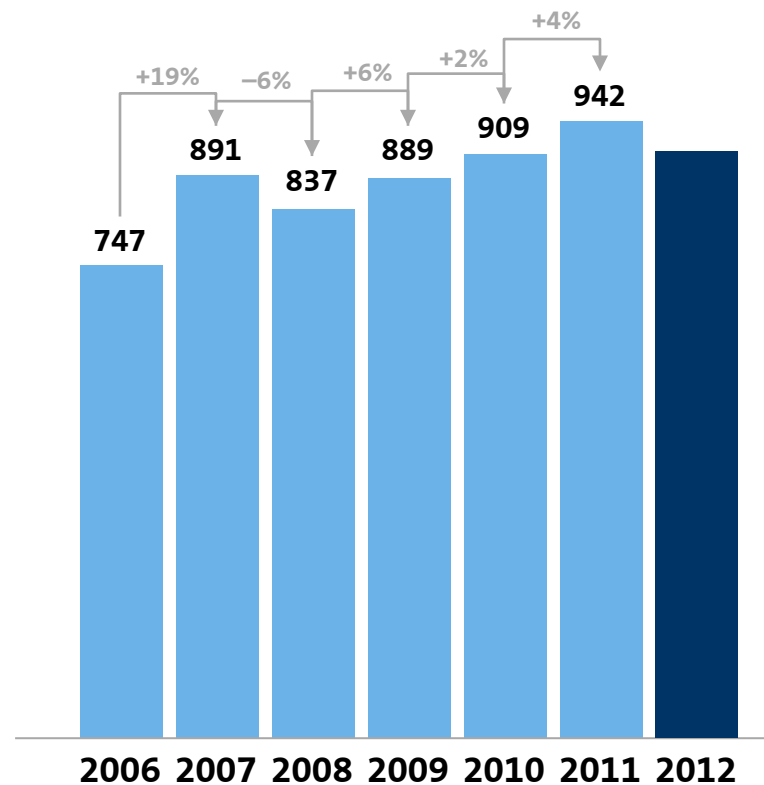


Interim Report 1st Quarter 2012: Orders in hand in million €

Orders in hand, 31.03.

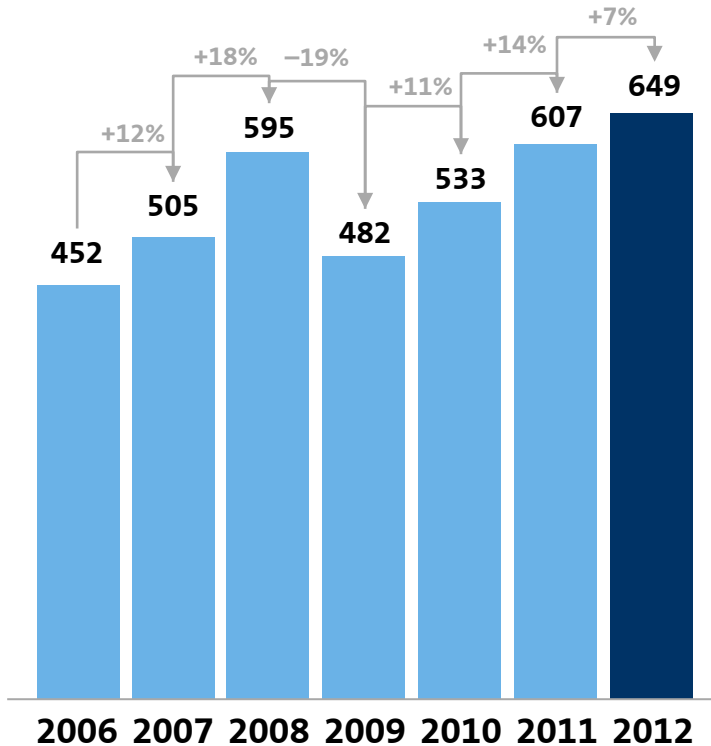


Orders in hand, 31.12.

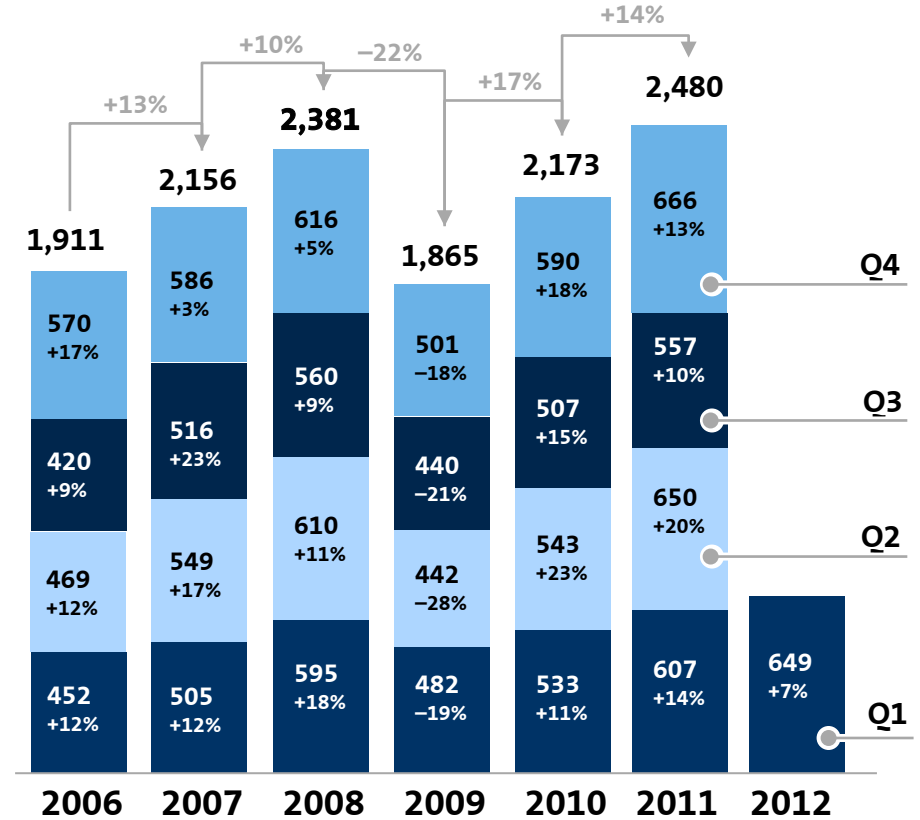


Interim Report 1st Quarter 2012: Sales in million €

Sales, 1st Quarter

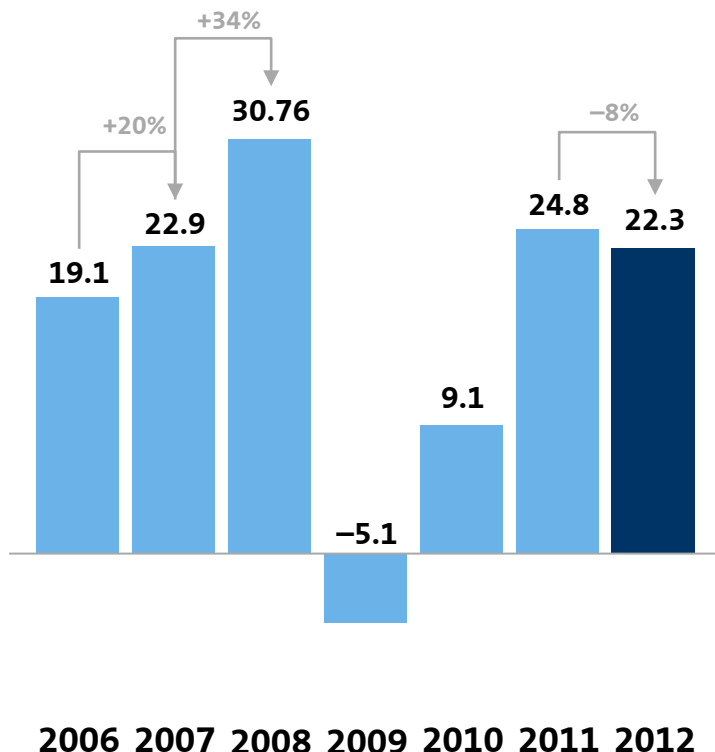


Sales Q1 – Q4

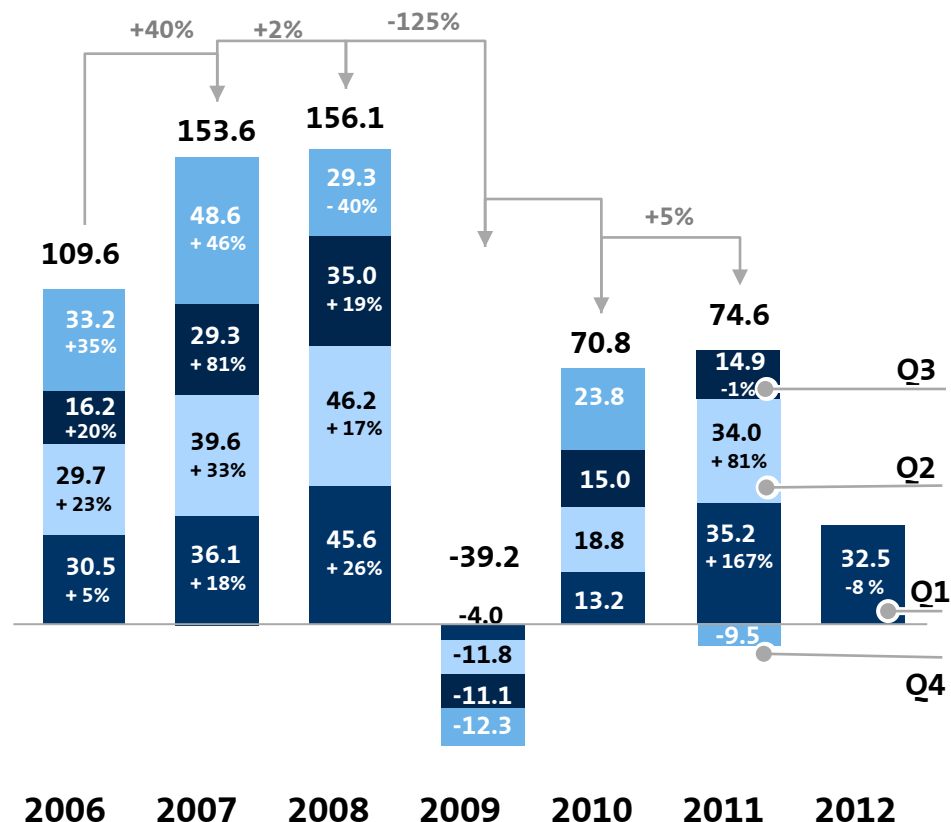


Interim Report 1st Quarter 2012: Consolidated earnings in million €

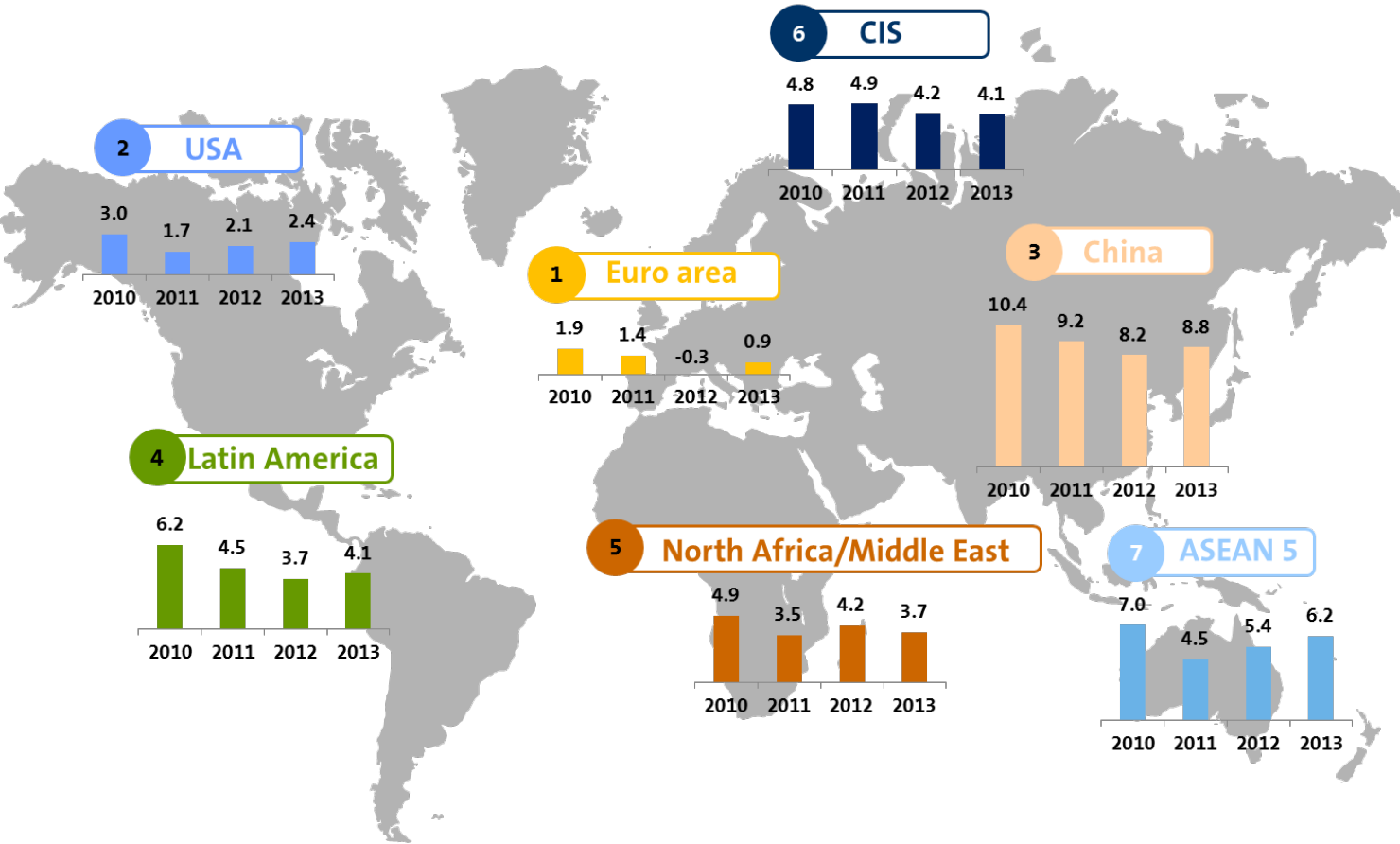
Consolidated earnings, 1st quarter



Consolidated earnings before taxes



Overall economic development, in terms of GDP growth



Global

2010 2011 2012 2013

World Economic and Financial Surveys

WORLD ECONOMIC OUTLOOK
April 2012

Growth Resuming, Dangers Remain

International Monetary Fund

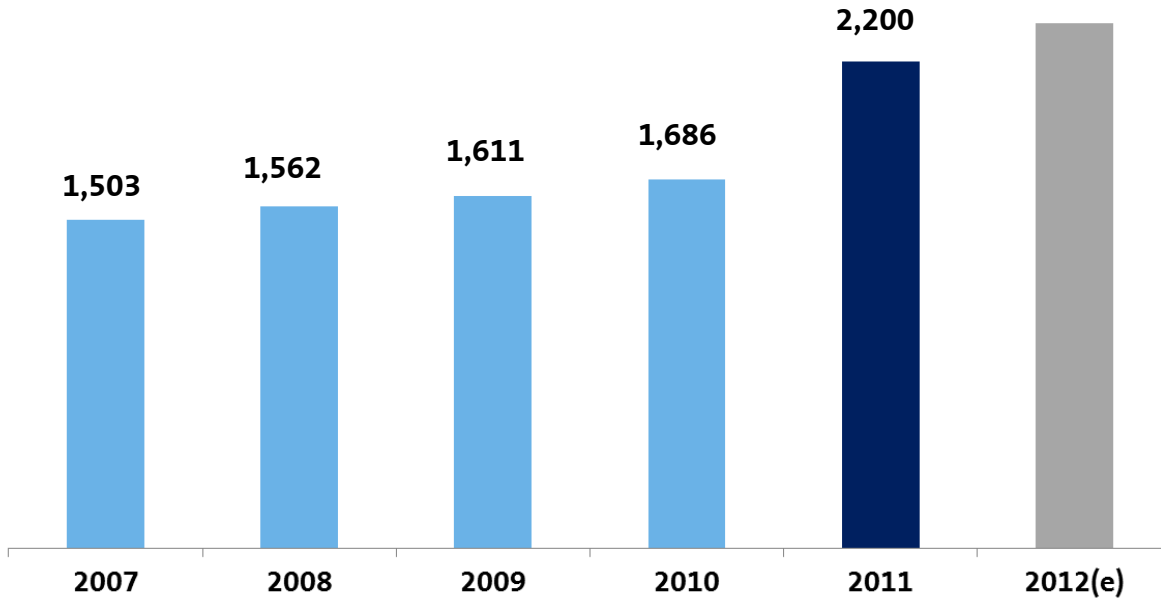
The 2011 financial year

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"Value" Strategic Programme and Future Prospects

Industrial property rights

Patents and registered designs granted

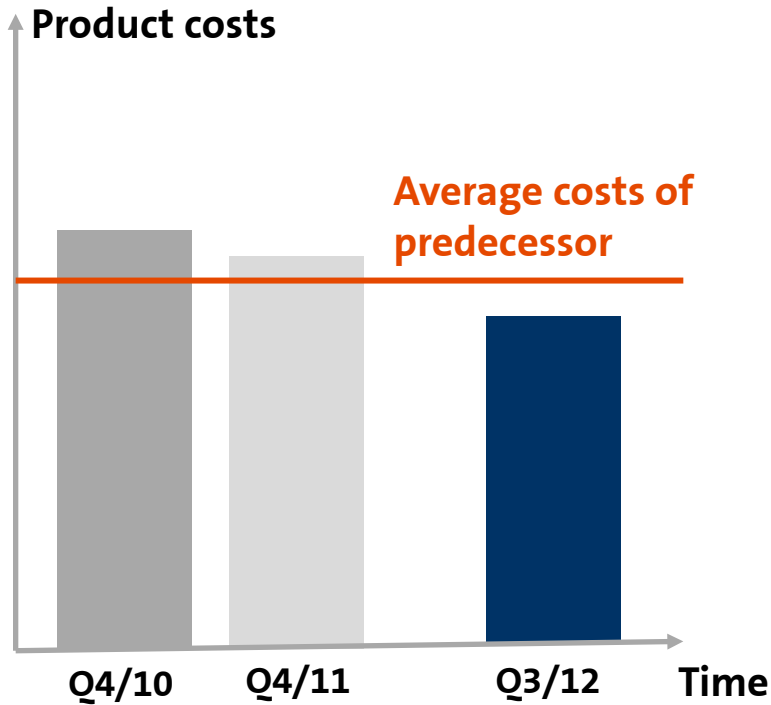


Example of patents granted:
Valves in the EvoGuard product range



Modulfill

Planned trend in product costs (illustrative)

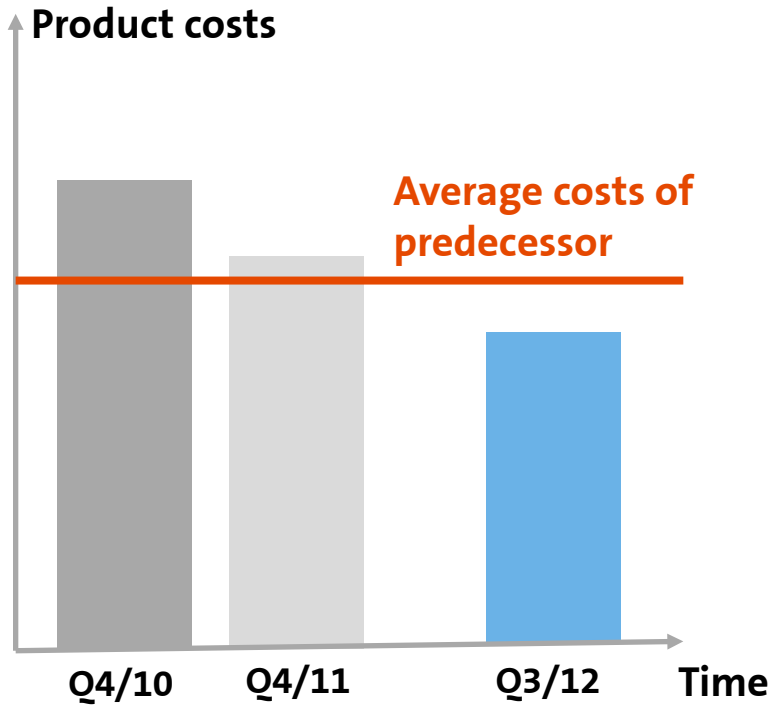


New filler generation: Modulfill



Contiform 3

Planned development of product costs (illustrative)



New stretch blow-moulder: Contiform 3

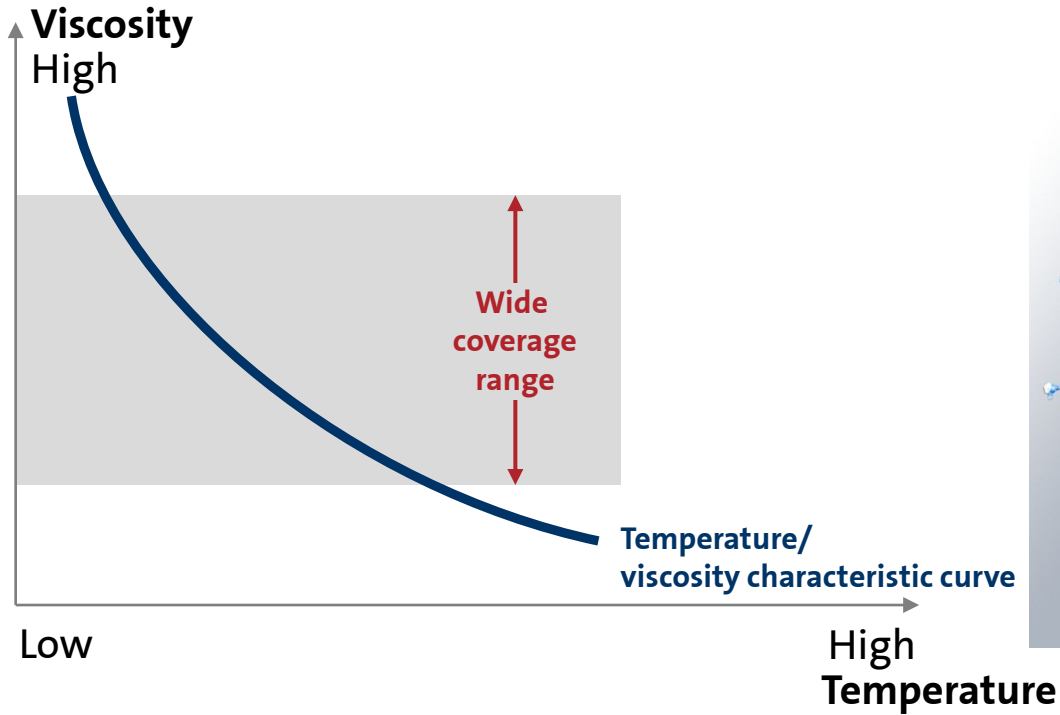


Tubular heat exchanger

Technical attributes

Tubular heat exchanger

(Temperature/viscosity characteristic curve)



New tubular heat exchanger: VarioAsept



KOSME



Product portfolio

Stretch blow moulding machine



Filler



Labeller



Packer and palletiser



Conveyors



Note

Revision of the labelling machine range

Extension to the filler portfolio

Consistent cost reduction

Value

Value



create value together

Focus 2012

1. Cost reductions in our filling and packaging technology, beverage production/process technology segments and in the segment for the lower output range KOSME
2. Opening up of further market potential in the component and lifecycle areas

Value

Value 



create value together

Focus on filling and packaging technology

- Design of efficient cost structures to be able to act profitably in price-sensitive markets
- Making structures flexible
- Modularising of assemblies and machines to reduce costs at the product and process levels
- Consistent use of cyclic assembly philosophy for reducing setting-up times and lowering the working capital
- Product focus on the new filler generation Modulfill and the new stretch blow-moulding machine, Contiform 3

Value

Value 



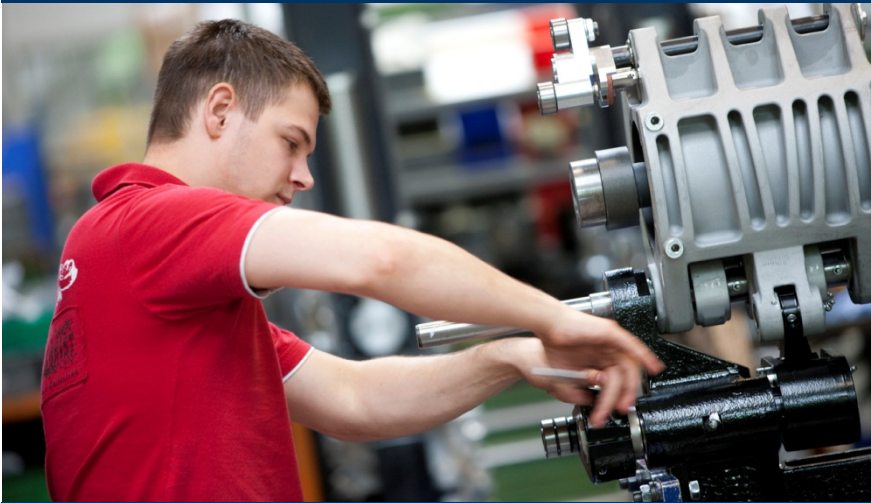
create value together

Focus on beverage production/ process technology

- Investment in the component business
- The component strategy allows expansion of the lucrative lifecycle area also in the beverage production/process technology
- Setting up a complete product range in the field of valve technology
- Opening up of markets that have not been considered up to now and setting up our own sales network for valve technology
- Achieving a sustainable profitability

Value

Value 



create value together

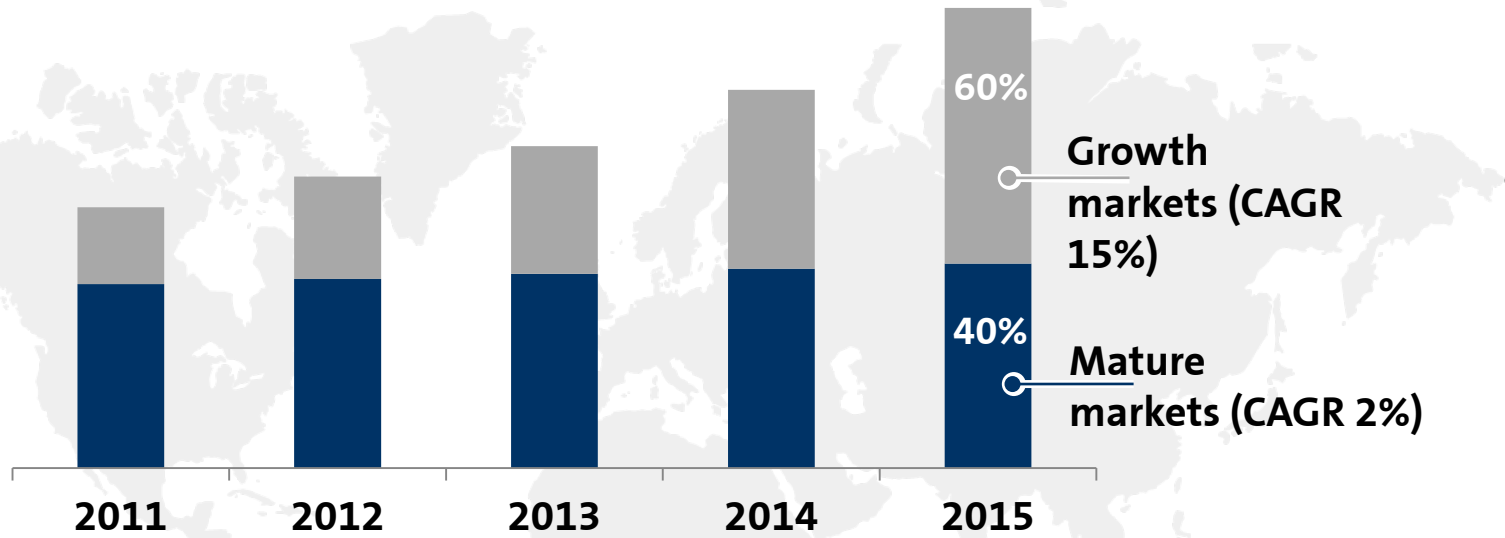
Focus on segment for the lower output range (KOSME)

- Participation in the above-average growth market in the lower output segment
- Changeover by integrating the KOSME sales team into the KRONES sales structure
- Expansion of the lifecycle business
- Designing of a leaner and more efficient structure

Expansion of our lifecycle activities

Trend in machine capacity up to 2015

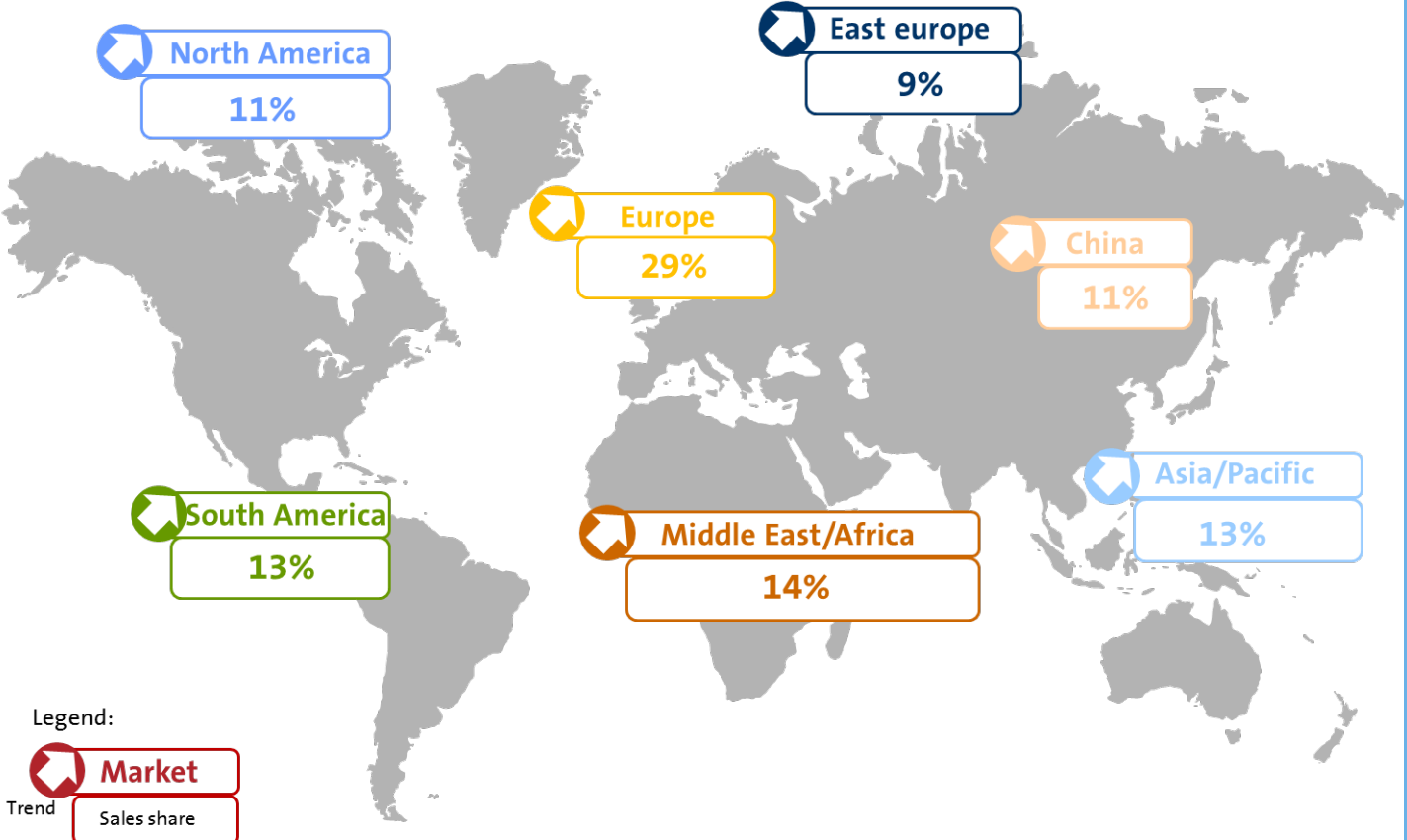
(illustrative)



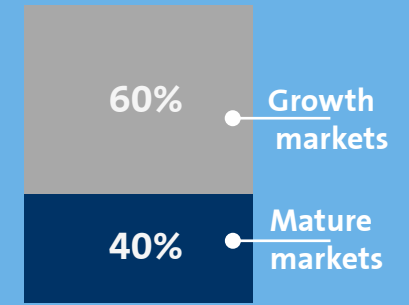
Growth potential

- Machine capacity in Europe will grow only moderately in the future. Despite that fact, we can still exploit a considerable potential with target-oriented products.
- Machine capacity in the emerging markets is growing significantly. Exploitation of potential by setting up local LCS staff and the professional expansion of our supply chain in the lifecycle area.

Sales according to Region



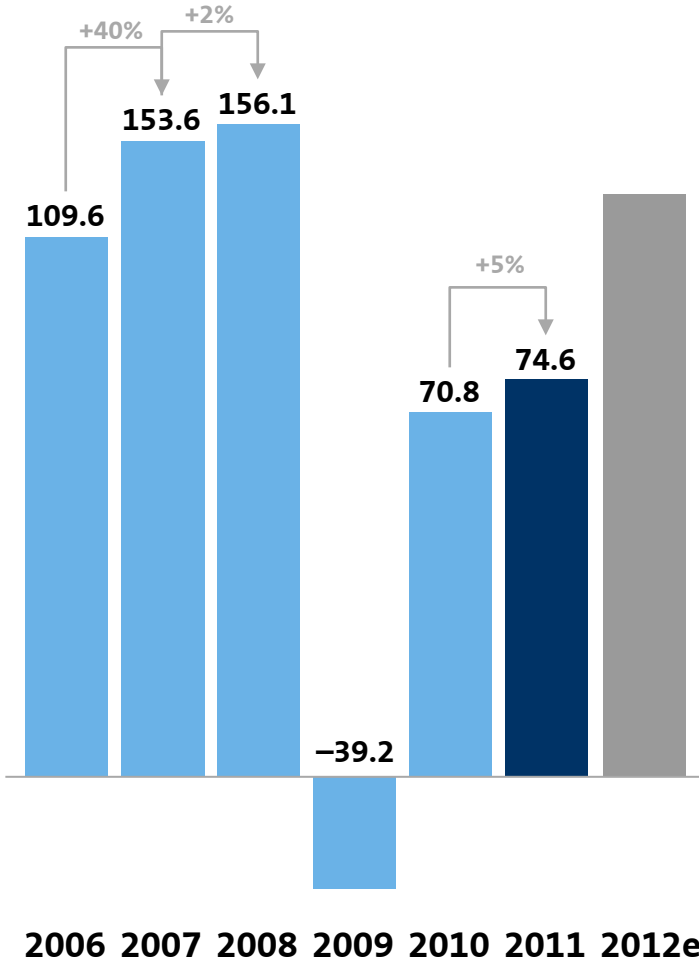
Sales share according to market type



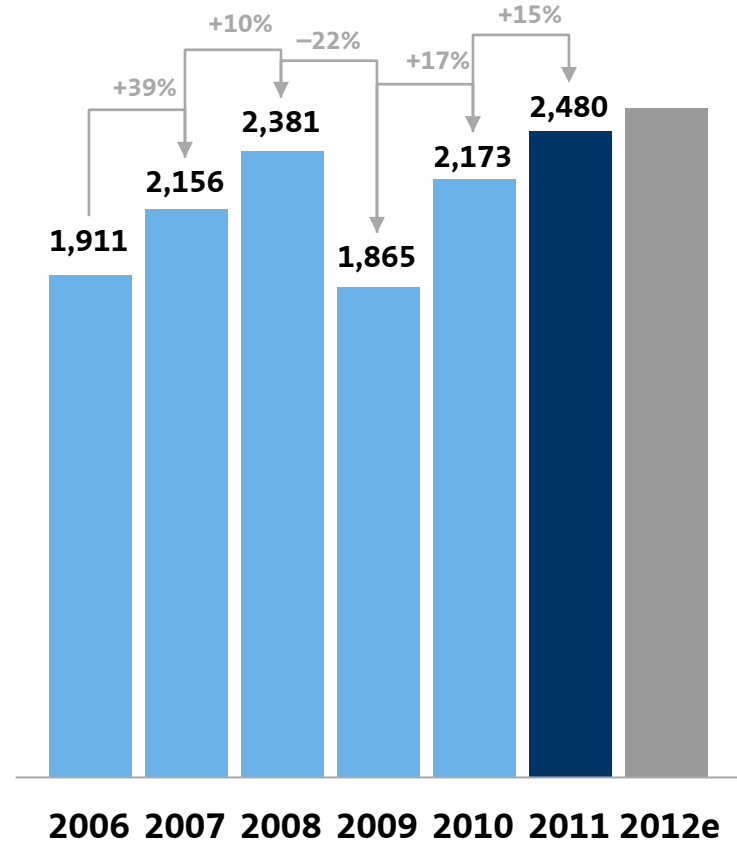
■ KRONES achieved 40% of its sales in mature markets and 60% in growth markets

Future prospects 2012 in million €

EBT development



Development of sales



Thank you!