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KRONES Q1 2018

Conference Call April 26, 2018

Krones Highlights Q1 2018

+ 13%

New orders

992.4 € Mio.

891.7

Revenue (-1%)
€ Mio.

6.3%

EBT margin

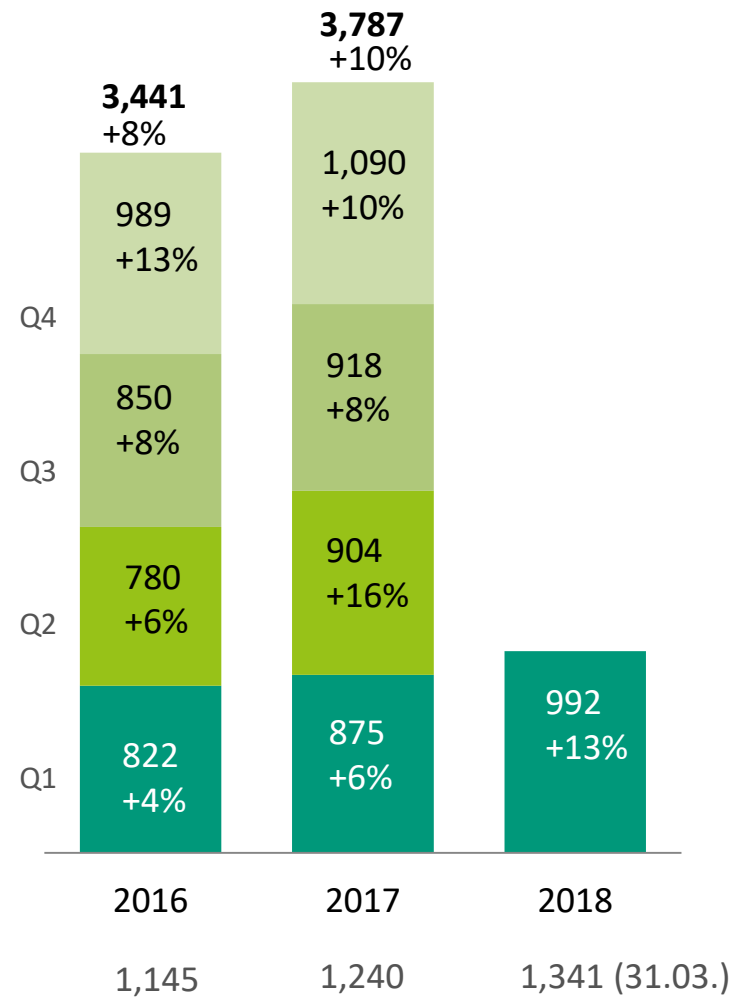
56.2 € Mio.

-10.9

Operating free cash flow
€ Mio. (PY -80.1 € Mio.)

Strong order intake

New orders by quarter (€ million)



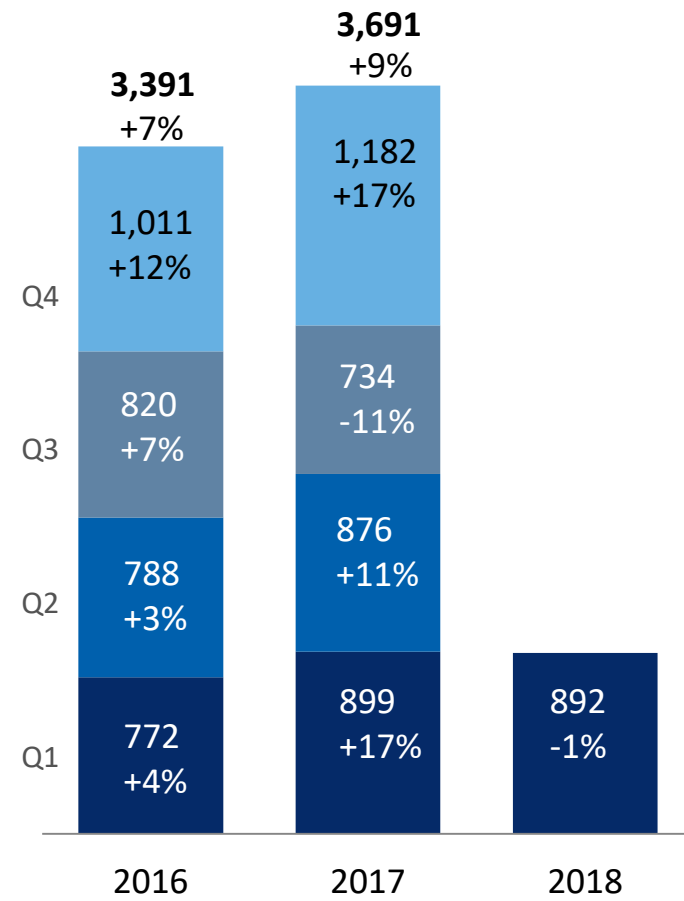
Orders on hand at Dec. 31 (€ million)

1,145 1,240 1,341 (31.03.)



Revenue decrease only slightly from high prior-year figure

Revenue development by quarter (€ million)



Krones' revenue is well balanced

Share of revenue (Q1)

North America	
2017	2018
15.1%	11.7%

CIS/Central Asia	
2017	2018
2.2%	2.6%

South America	
2017	2018
7.9%	11.6%

China	
2017	2018
7.4%	6.7%

Europe	
2017	2018
40.2%	40.4%

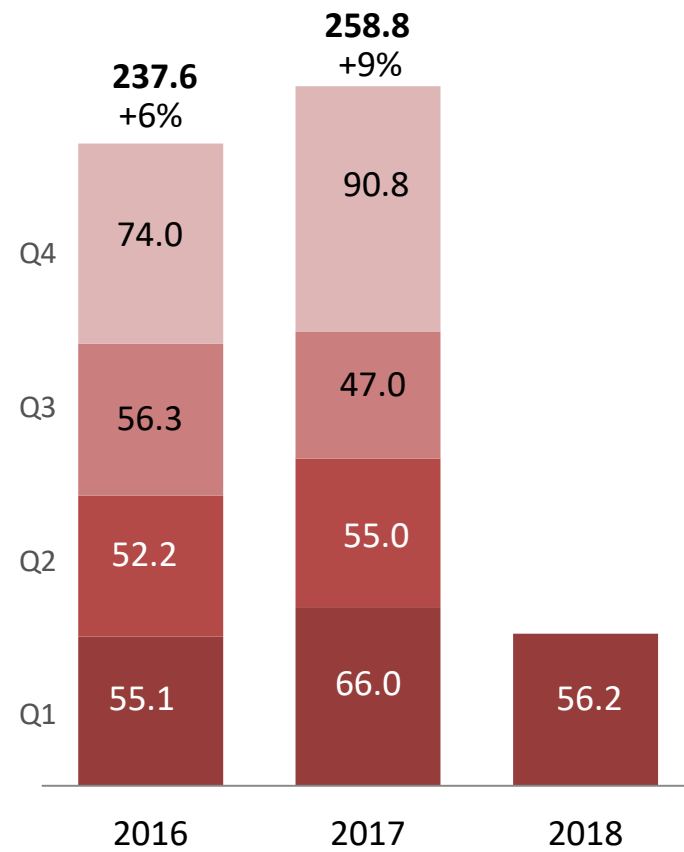
Asia/Pacific	
2017	2018
15.2%	13.0%

Africa/Middle East	
2017	2018
12.0%	14.0%

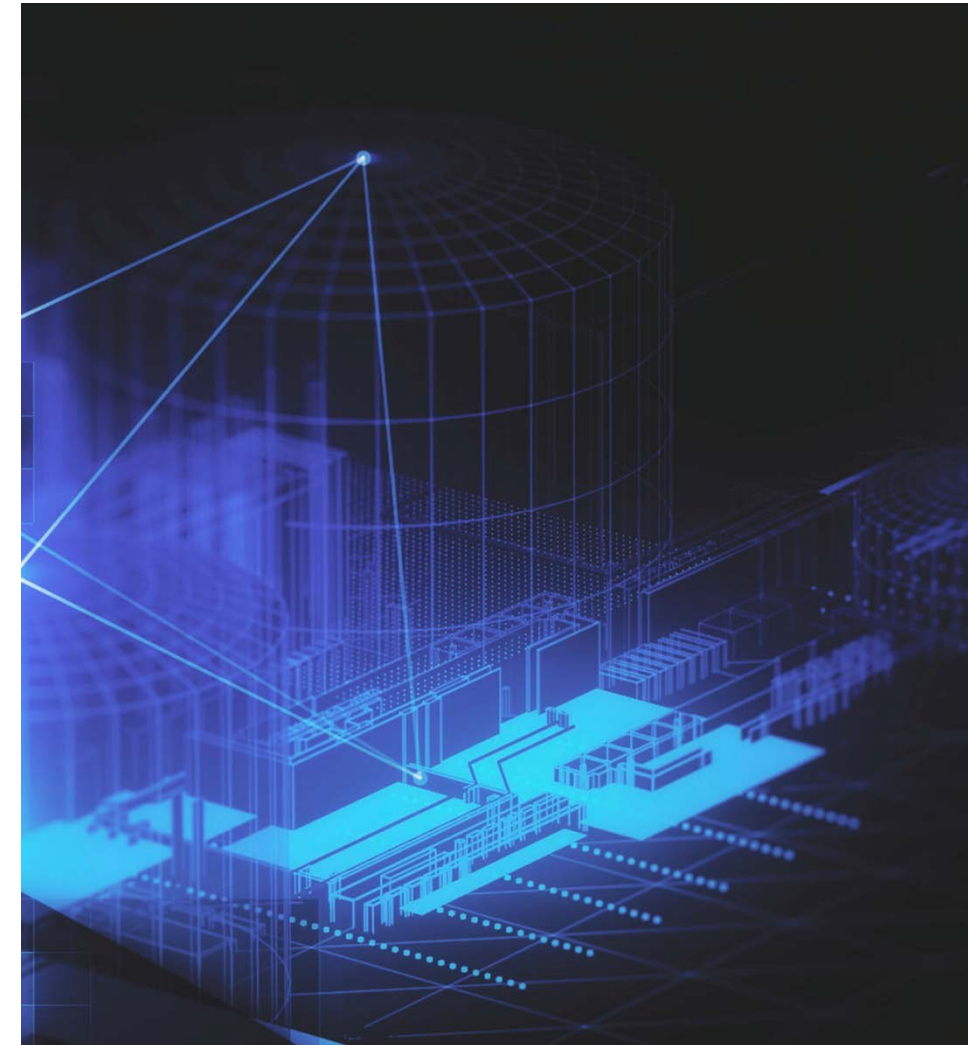
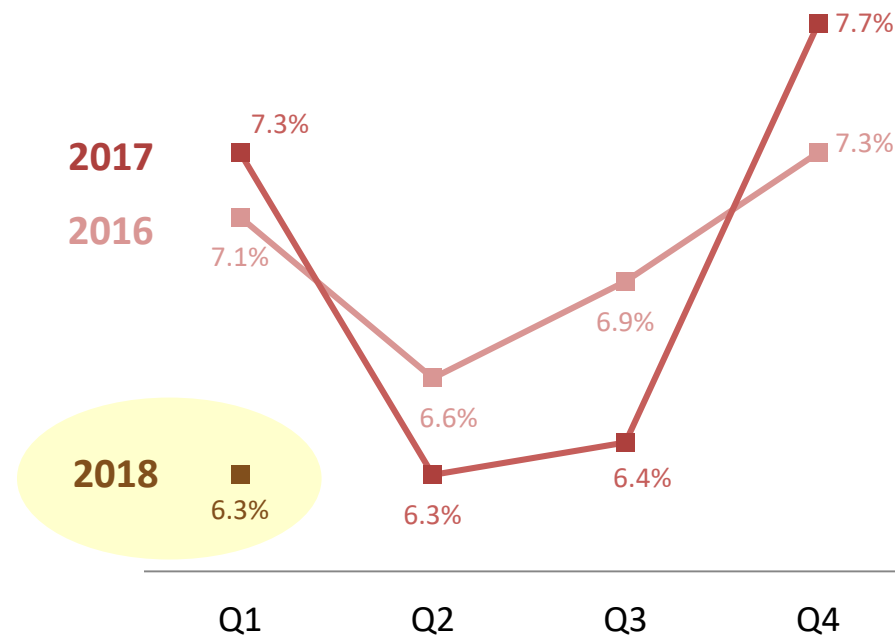


EBT declined temporarily

EBT by quarter (€ million)

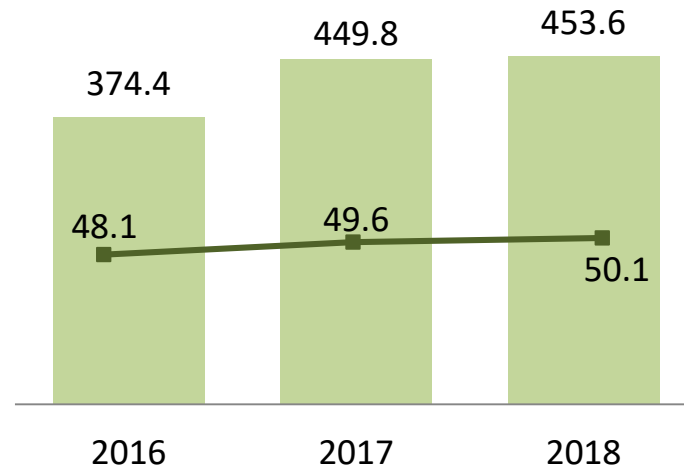


EBT margin by quarter (%)



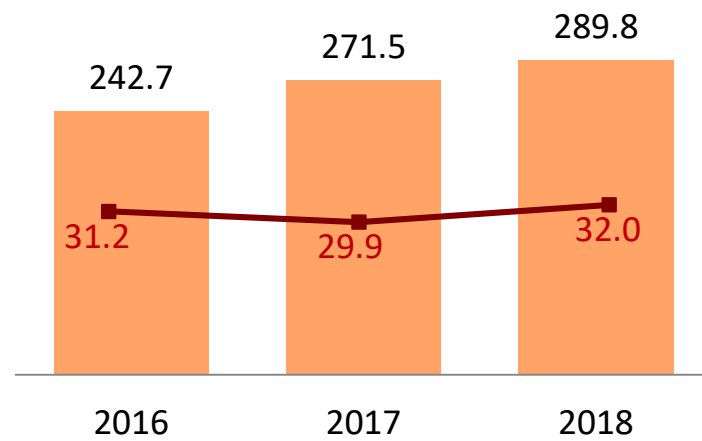
Material and personnel cost

Material cost Q1 (€ million)



— Material cost to total performance (%)

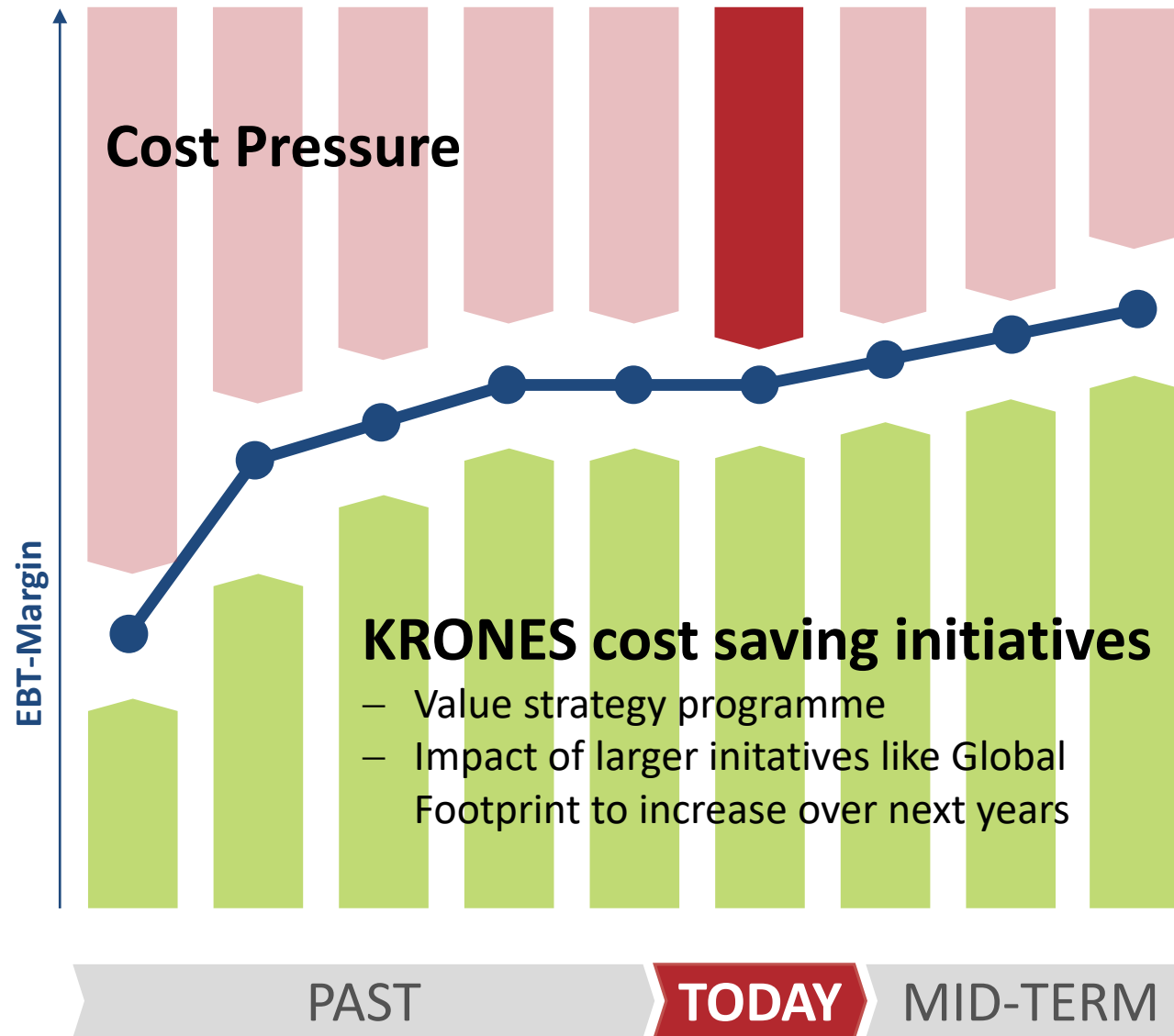
Personnel cost Q1 (€ million)



— Personnel cost to total performance (%)

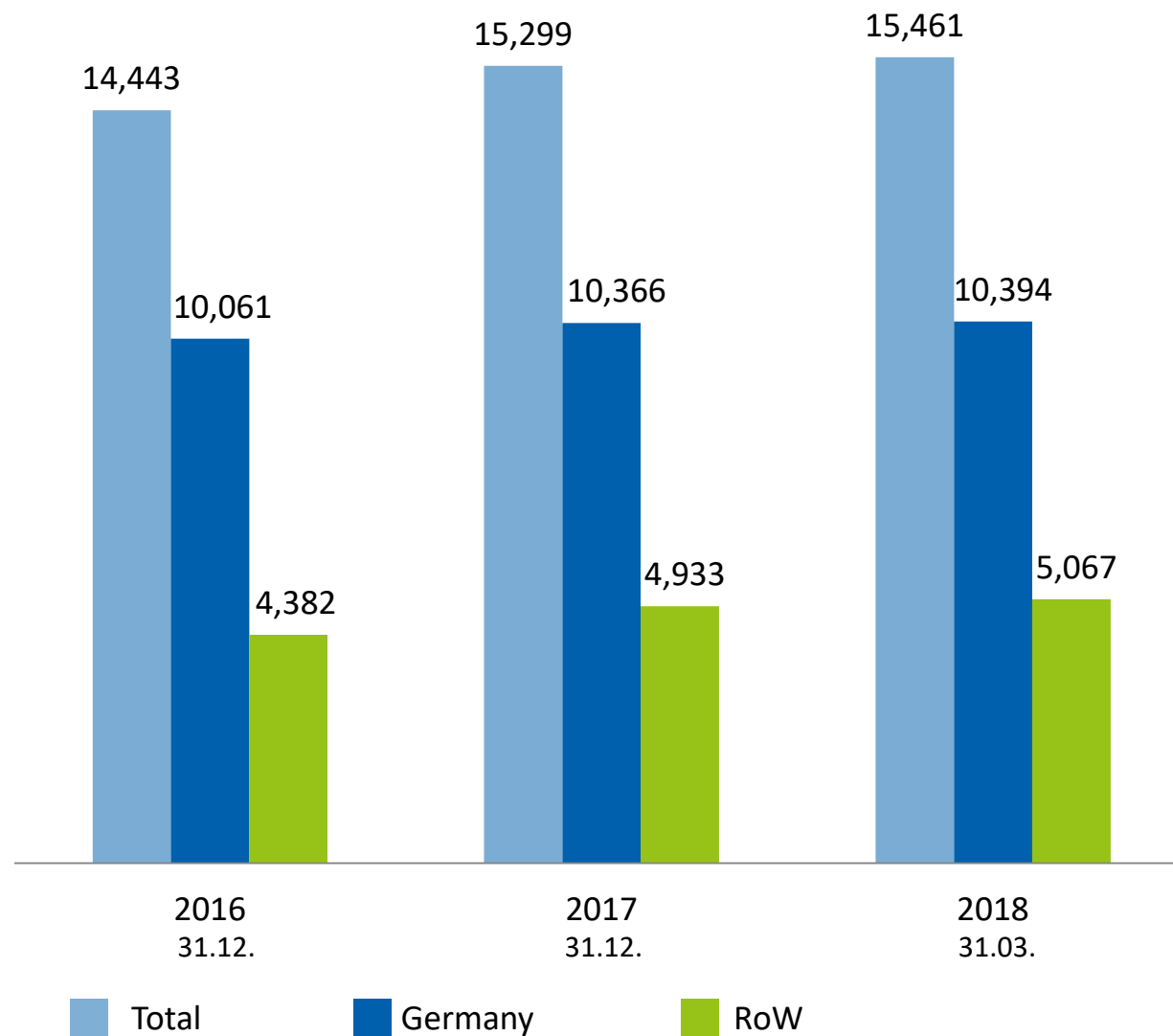


High cost pressure requires additional measures



Krones continues to grow its workforce in Emerging Markets

KRONES employee worldwide

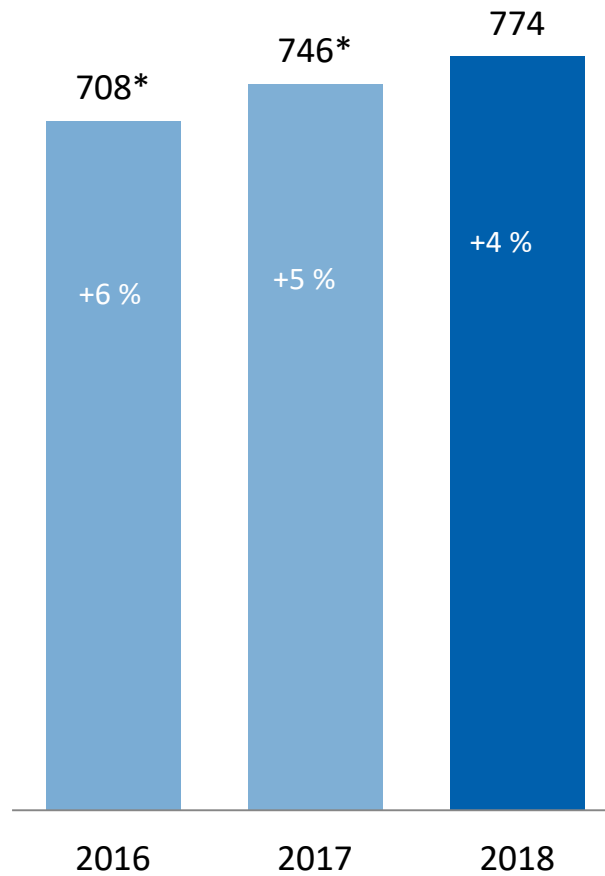


KRONES employee development in the Emerging Markets

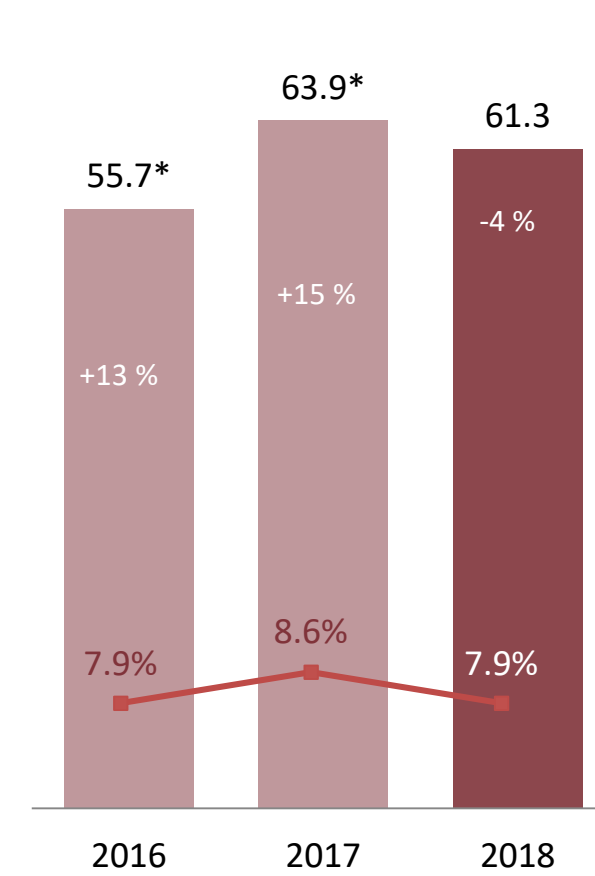
Year	South America	Africa	Asia	CIS/East Europe	China	Total
2016 31.12.	549	386	602	155	508	2,200
2017 31.12.	581	393	734	172	608	2,488
2018 31.03.	593	416	758	165	611	2,543

Product filling and decoration New core segment with stable growth

Revenue development Q1
(€ million)



EBT development Q1
(€ million)



— EBT margin in %

* Prior year figures including Compact Class

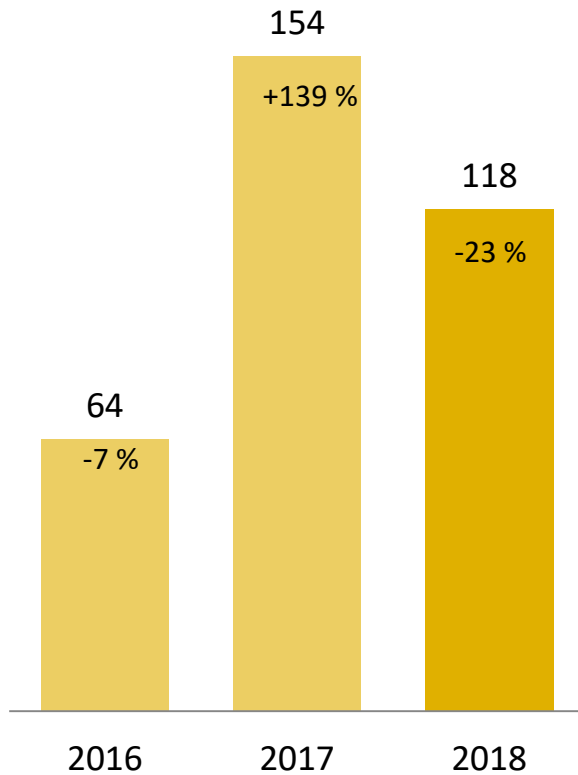
MEDIUM-TERM TARGETS:

4 – 6 %
Growth

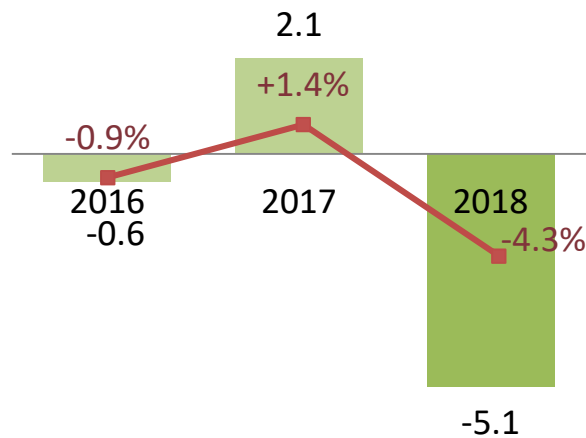
EBT margin
> 8 %

Beverage production/process technology Revenue and earnings decrease as expected

Revenue development Q1
(€ million)



EBT development Q1
(€ million)



— EBT margin in %

MEDIUM-TERM TARGETS:

8 – 10 %

Growth

EBT margin

4 %

Working capital still too high

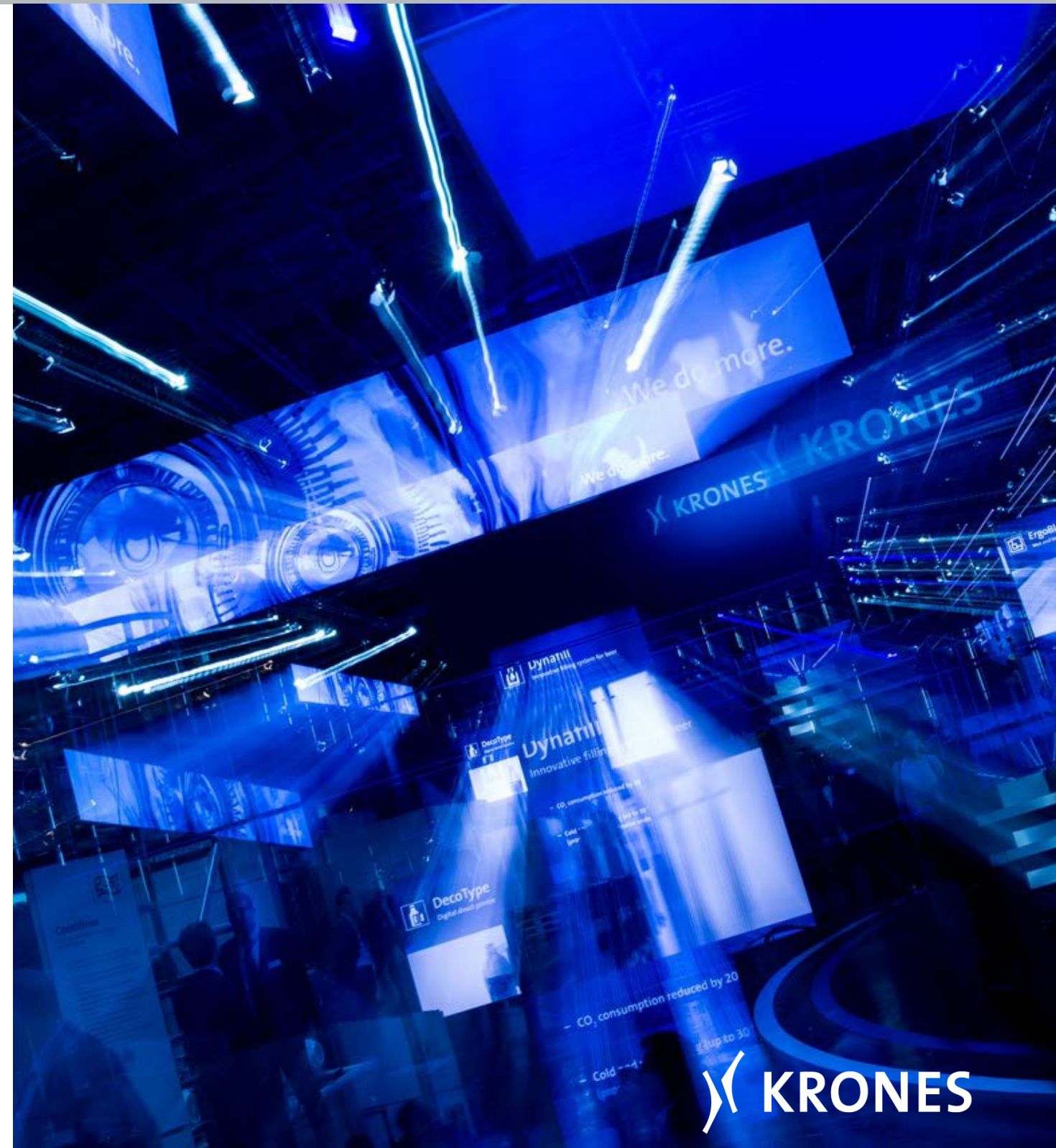
Working capital* in % of revenue (Q1)



ROCE* in % (Q1)



*LTM (Last Twelve Months)



Krones significantly improved cash flow from operating activities and free cash flow

Q1 (€ million)	2018	2017
Earnings before taxes	56.2	66.0
+/- Non-cash changes	+92.2	+43.4
+/- Change in Working Capital	-93.2	-113.2
+/- Other assets and liabilities	-39.4	-58.2
Cash flow from operating activities	+15.8	-62.0
+/- Capex	-27.4	-19.6
+/- M&A Activities	-3.2	-32.7
+/- Other	+0.7	+1.5
Free cash flow	-14.1	-112.8
+/- Financing activities	+50.4	0.0
+/- Others	+0.5	0.0
Net change in cash	+36.8	-112.8
Cash at the end of period	218.8	256.1



Krones targets 2018

Revenue growth

6%

EBT margin

7.0%

Working Capital/
Revenue

26%

Thank you
for your attention!

Financial calendar 2018

June 13, 2018	Annual General Meeting
July 26, 2018	Conference Call Group Q2 2018 and Interim Report as per June 30
October 25, 2018	Conference Call Group Q3 2018 and Quarterly Statement as per September 30



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