



KBA in the year of drupa 2016 – Developments, Strategy and Future

Does KBA spring to mind when you see these products?



60% share of group turnover

37% market share

No.1 in large format and packaging printing

7,500 presses in use on the market

50 years unit design principle

1,600 employees

360 demonstrations per year

20,000 sheets per hour

35m The longest medium-format sheetfed offset press

2.05m sheet width on RA 205,
world's largest sheetfed press in terms of format

9 mill. large-format sheets/month = World record!

- Strong order intake in Q2 of €352.5m, +2% in H1 y-o-y
- Sheetfed Q2 orders surpass target, two thirds of drupa orders to follow in H2
- 29.7% rise in revenue, strong gains in all segments
- Order backlog up to €640m

Order intake

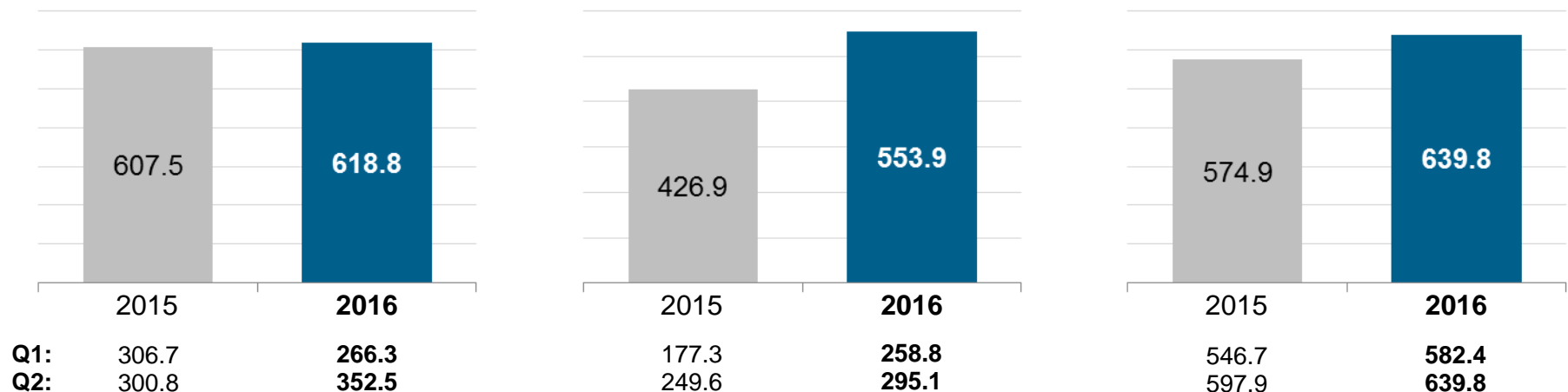
01.01. – 30.06.2016

Revenue

01.01. – 30.06.2016

Orders on hand

31.12.15/ 30.06.16



- Order intake of €291m exceeds plan, only one third of Drupa orders booked
- High order backlog of €282m
- Revenue 22% up y-o-y
- Clear earnings increase to €8.6m, all Drupa costs and development expenses for digital sheetfed press already booked

Order intake

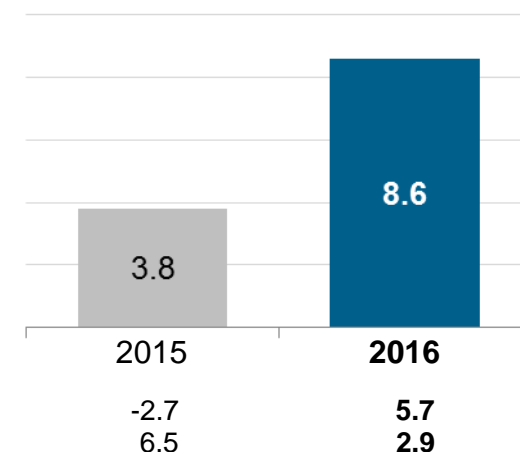
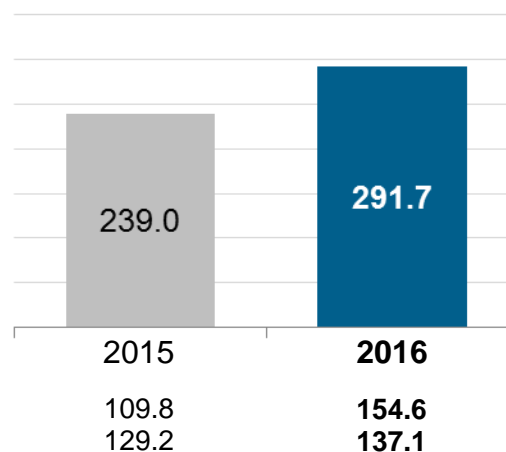
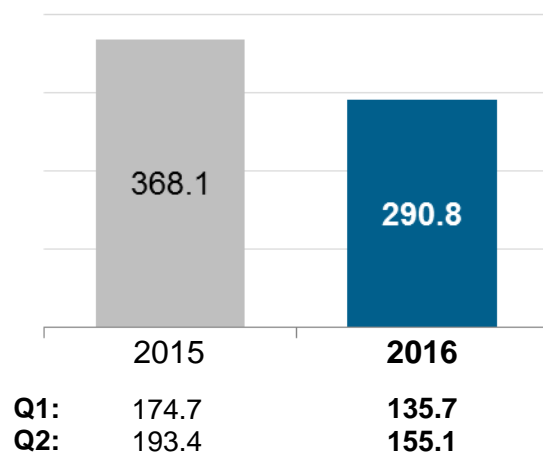
01.01. - 30.06.2016

Revenue

01.01. - 30.06.2016

EBIT

01.01. - 30.06.2016



Group figures (in €m) according to IFRS

Success- full H1

- Positive book-to-bill ratio
- Substantial revenue and earnings growth
- Good capacity utilisation

Good Prospects

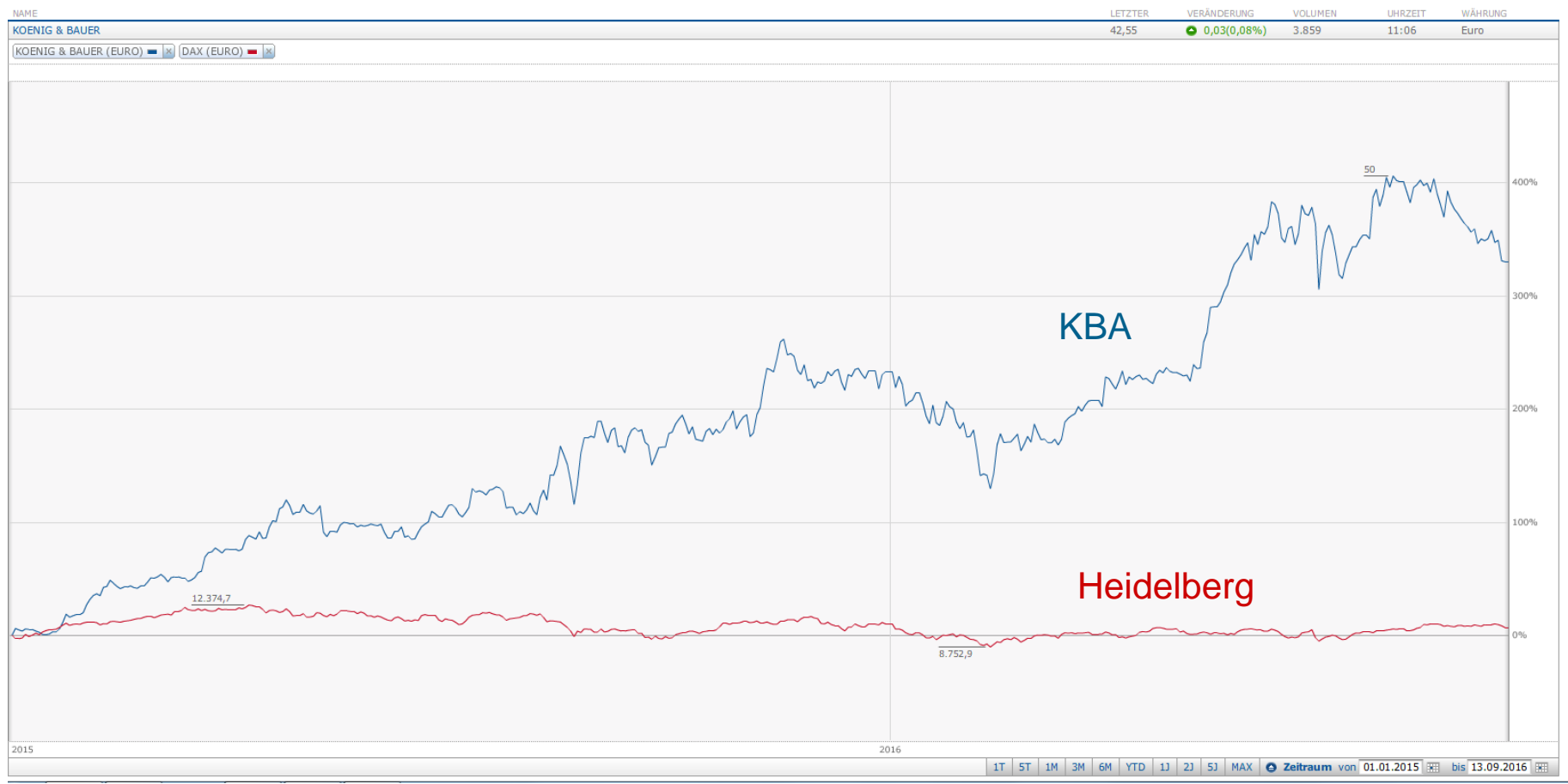
- High order backlog of €640m
- Two thirds of Drupa Sheetfed orders to follow in H2
- Promising customer projects and growing service business

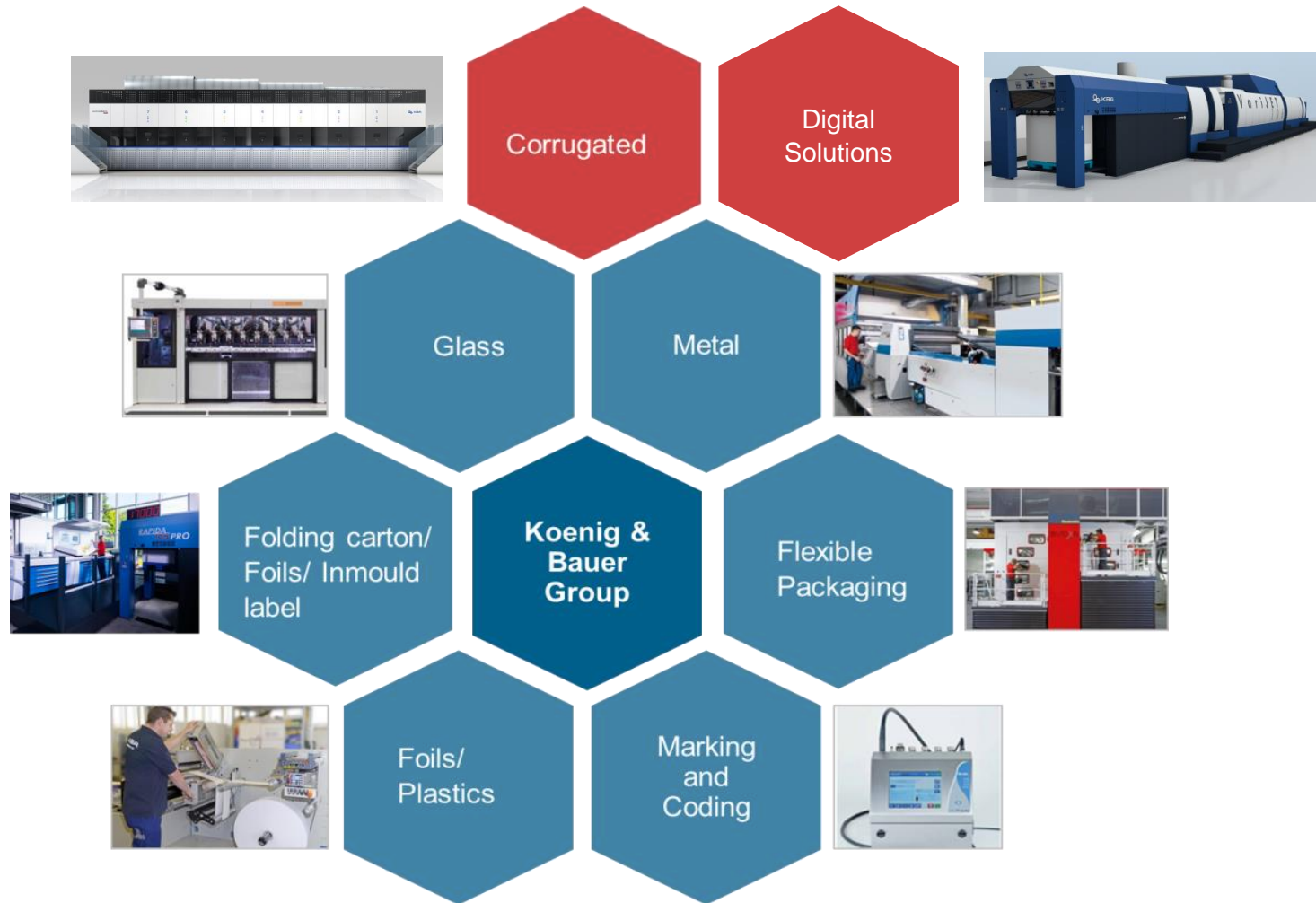
Good Prospects

- Group revenue between €1.1bn and €1.2bn
- EBT margin of around 4%
- Profits in all business fields

This outlook excludes all significant portfolio effects or influences which may be occasioned by legislative developments or authority stipulations. It is furthermore dependent on continuation of the present growth in earnings and on the absence of short-term disruptive changes in market conditions.

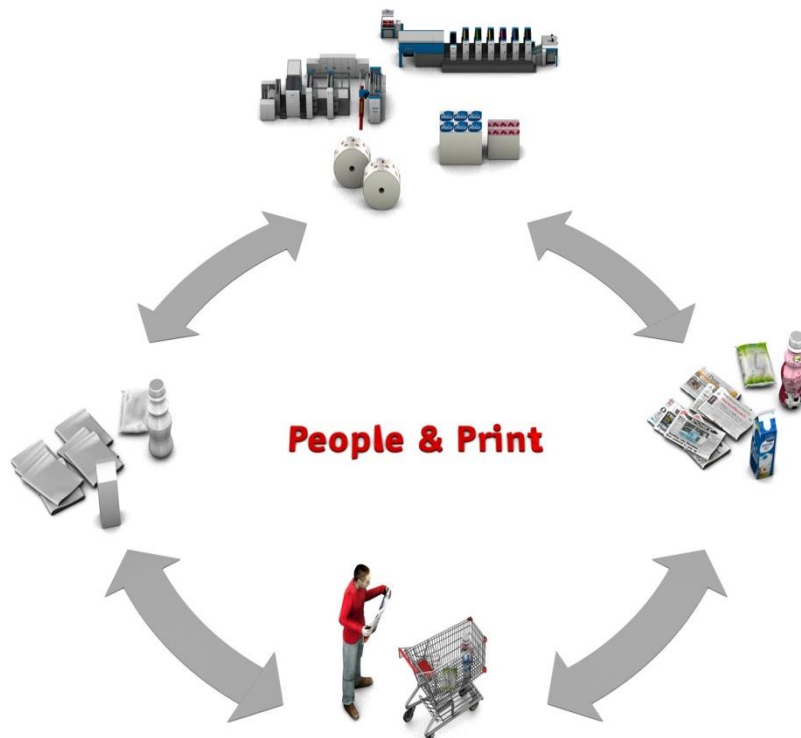
Development of share price





ADD
MORE KBA
TO YOUR
DAY

ADD
MORE VALUE
TO YOUR
DAY

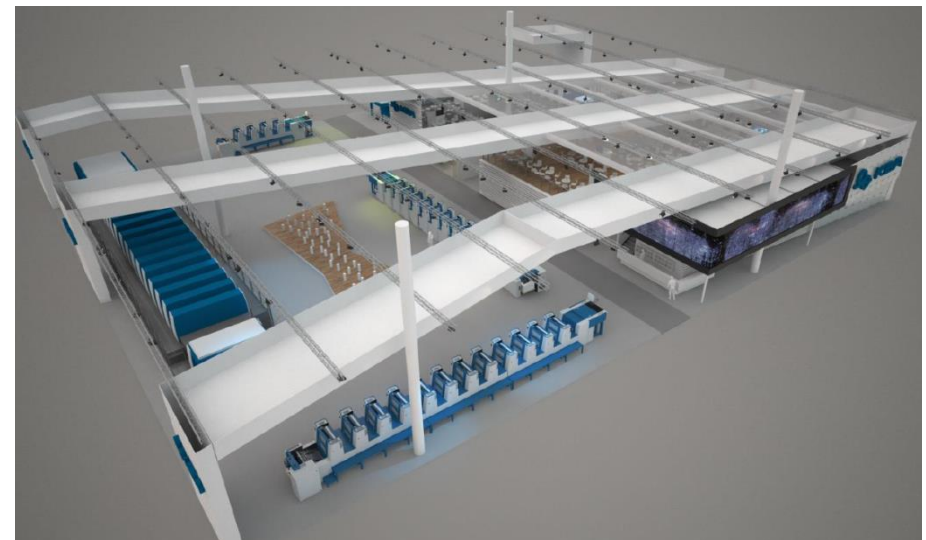
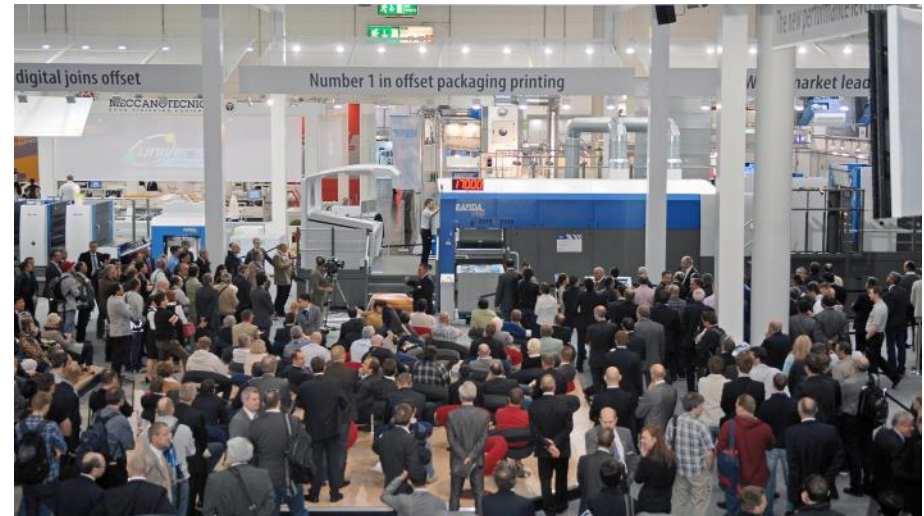


- The unique breadth of applications and technical variety of the print solutions “Made by KBA”
- The meaning of print as a constant companion of our daily lives
- The digitalisation of the value-added chain from creation to consumers and vice versa
- Partnerships and new business models resulting from digital transformation

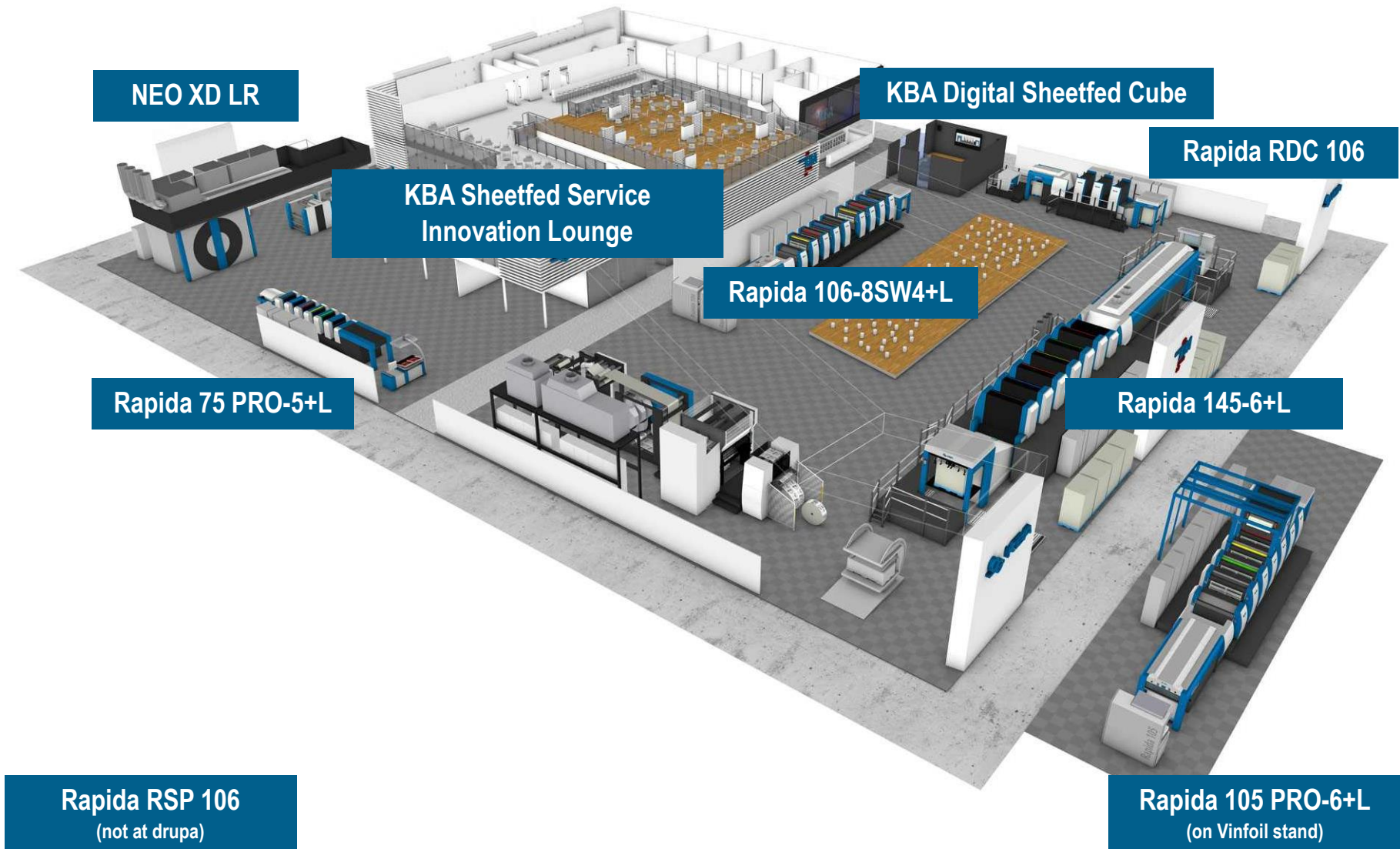


KBA at drupa

- Stand occupied approx. 3,000 m² in Hall 16
- Exhibits in all format classes
- Focus on packaging and commercial, also with UV and LED-UV applications
 - RA 145-6+L
 - RA 106-8SW4+L
 - RA 75 PRO-5+L
 - Rapida RDC 106-3
- KBA Technology Lounge
- RotaJet L series of high-volume digital web presses
- NEO XD flexo web press for flexible packaging



**More than
300 live presentations
in 11 days!**



KBA-Sheetfed Solutions is

- the leading partner of the print and packaging industry
- the branch-independent benchmark in terms of customer orientation, innovative solutions and proactive service





Thank you.

Koenig & Bauer AG
www.kba.com