

Conference Call Half Year Closing 2016

Zurich, 11 August 2016

Highlights 1st Half Year 2016

Continued profitable growth for the Kardex Group

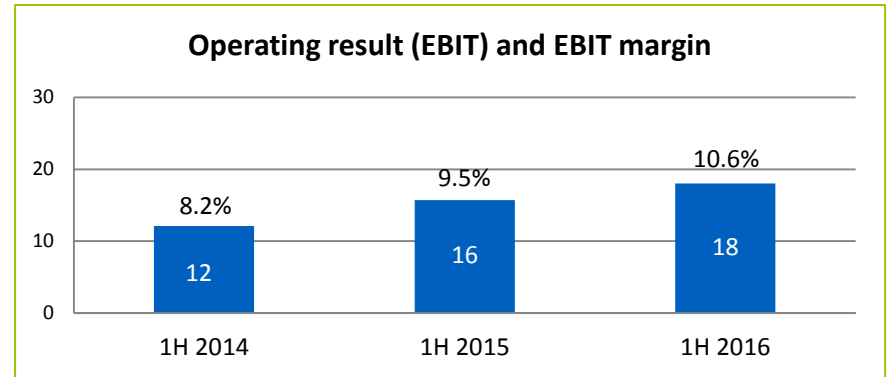
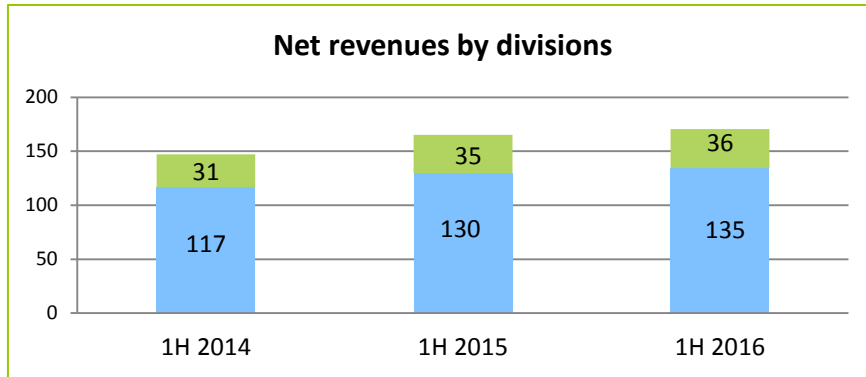
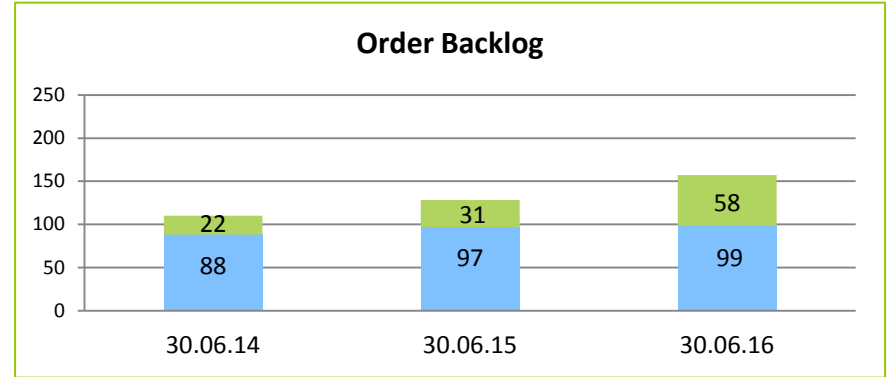
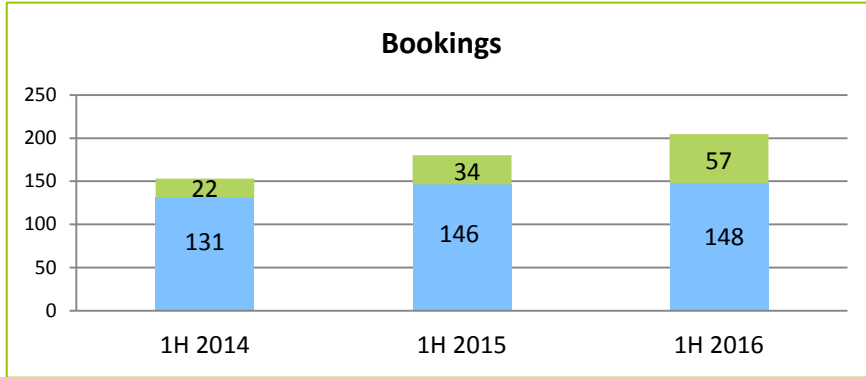
- Bookings increased significantly and surpassed the EUR 200 million-mark
- Strong order backlog is only partially transferred to net revenues
- Further increase in profitability and EBIT-margin stays in double digit range
- Lower free cash flow due to fluctuating levels of prepayments based on project maturity
- Strong balance sheet and cash position

Key Figures

EUR millions	1H 2015	in %	1H 2016	in %	+/- in %
Bookings	180.3	109.3%	204.7	120.1%	+ 13.5%
Order backlog (30.6.)	128.2	77.7%	157.2	92.2%	+ 22.6%
Net revenues	164.9	100.0%	170.5	100.0%	+ 3.4%
Gross profit	56.1	34.0%	60.5	35.5%	+ 7.8%
EBIT	15.7	9.5%	18.0	10.6%	+ 14.6%
Result for the period	12.3	7.5%	13.0	7.6%	+ 5.7%
Net cash flow from operating activities	23.8		14.3		- 39.9%
ROCE	40.4%		47.8%		+ 18.3%

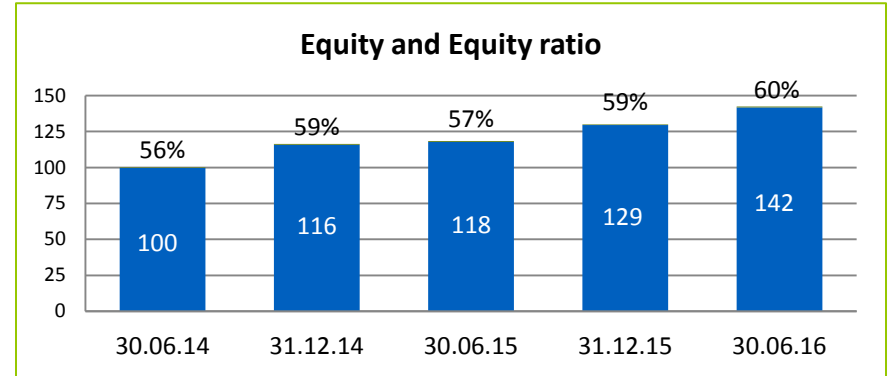
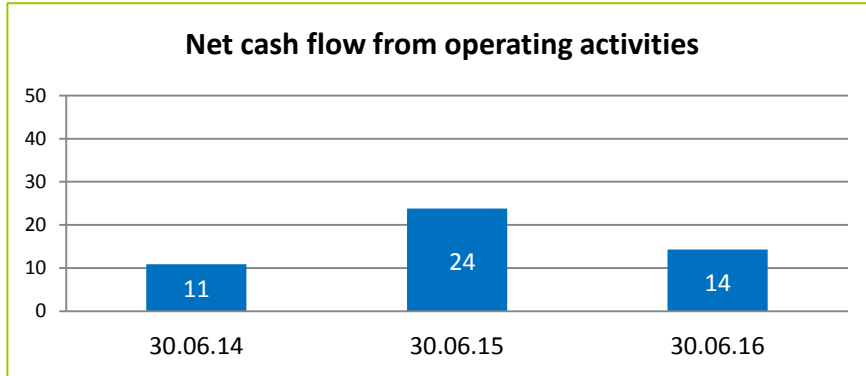
Key Figures 2014–2016 (1)

EUR millions



Key Figures 2014–2016 (2)

EUR millions



Income Statement (1)

EUR millions	1H 2015	1H 2016	+/-	+/- in %
Net revenues	164.9	170.5	+ 5.6	+ 3.4%
Gross profit	56.1	60.5	+ 4.4	+ 7.8%
OPEX	- 40.4	- 42.5	+ 2.1	+ 5.2%
<i>thereof R&D</i>	- 3.9	- 4.9	+ 1.0	+ 25.6%
EBIT	15.7	18.0	+ 2.3	+ 14.6%
EBIT Margin	9.5%	10.6%		+ 11.6

Income Statement (2)

EUR millions	1H 2015	1H 2016	+/-	+/- in %
EBIT	15.7	18.0	+ 2.3	+ 14.6%
Financial result, net	0.5	- 1.1	- 1.6	
<i>thereof currency gain/loss</i>	<i>1.3</i>	<i>- 0.5</i>	<i>- 1.8</i>	
EBT	16.2	16.9	+ 0.7	+ 4.3%
Income tax	- 3.9	- 3.9	+ 0.0	+ 0.0%
Income tax rate	24.1 %	23.1 %		- 4.1%
Result for the period	12.3	13.0	+ 0.7	+ 5.7%
EBITDA	18.2	20.3	+ 2.1	+ 11.5%
EBITDA Margin	11.0%	11.9%		+ 8.2%

Balance Sheet

EUR millions	YE 2015	1H 2016	+/-	+/- in %
Balance sheet total	220.4	237.1	+ 16.7	+ 7.6%
Non-current assets	33.9	35.2	+ 1.3	+ 3.8%
Net working capital (NWC)	51.4	52.0	+ 0.6	+ 1.2%
Interest-bearing debt	0.0	0.0	-	-
Net cash	112.3	122.4	+ 10.1	+ 9.0%
Equity	129.4	141.7	+ 12.3	+ 9.5%
Equity ratio	58.7%	59.8%		1.9%

Cash Flow Statement

EUR millions	1H 2015	1H 2016	+/-	+/- in %
Net CF from operating activities	23.8	14.3	- 9.5	- 39.9%
<i>thereof change in accounts receivables</i>	3.5	- 2.2	- 5.7	
<i>thereof change in tax accruals</i>	- 0.2	- 2.0	- 1.8	+ 900.0%
Net CF from investing activities	- 1.7	- 3.6	- 1.9	+ 111.8%
Free cash flow	22.1	10.7	- 11.4	- 51.6%
Net CF from financing activities	- 12.0	- 0.2	+ 11.8	- 98.3%
FX effect	1.9	- 0.6	- 2.5	
Net change in cash and cash eq.	12.0	9.9	- 2.1	- 17.5%

Kardex Divisions

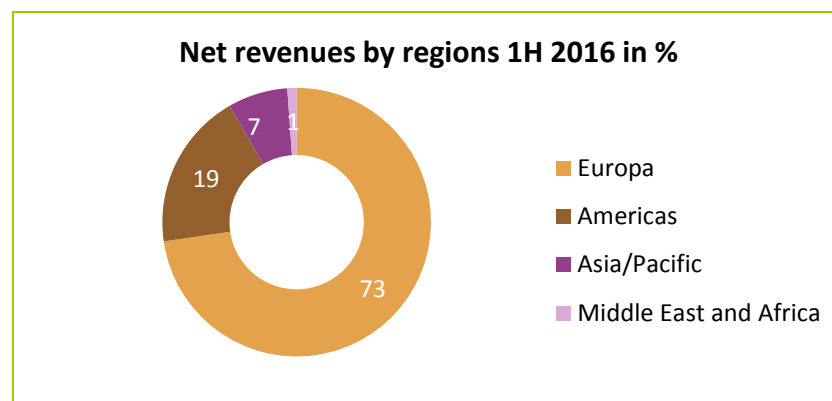
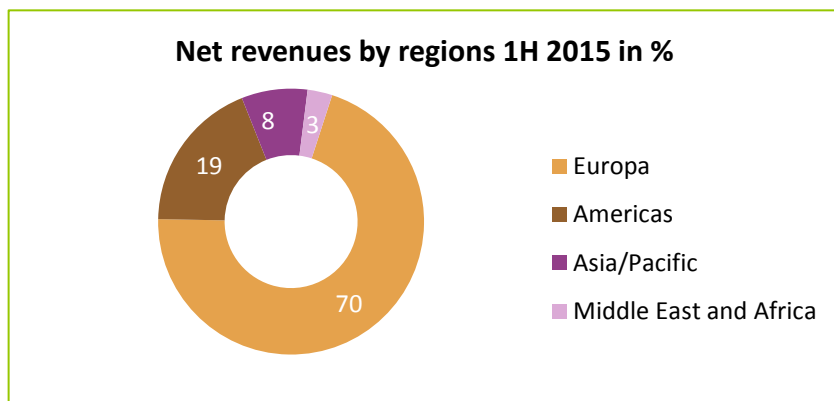
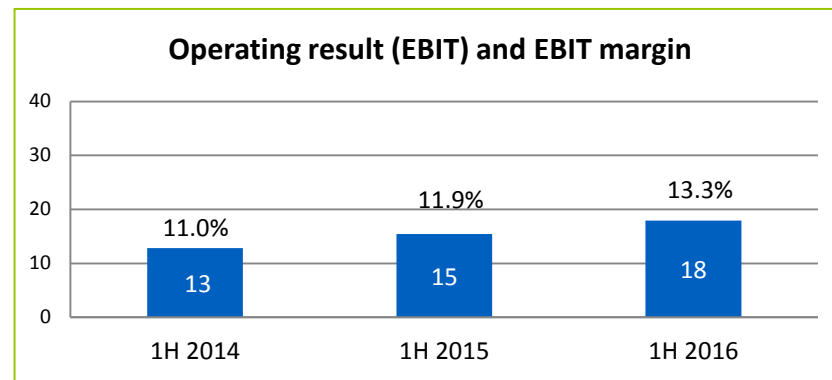
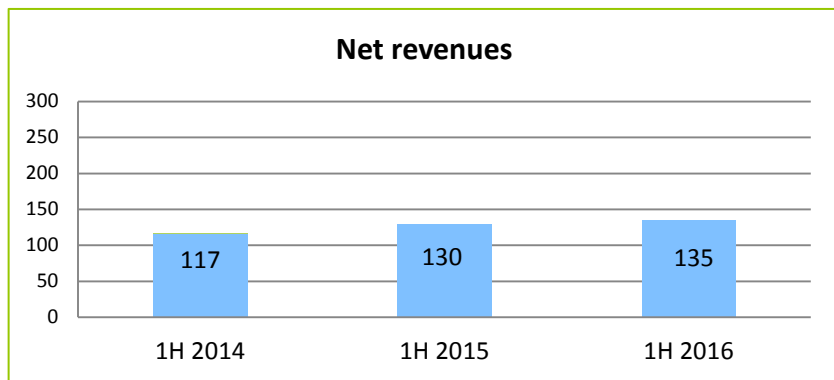
Kardex Remstar Division

EUR million	1H 2015	1H 2016	+/-
Bookings	146.5	148.3	+ 1.2%
Order backlog	96.9	98.8	+ 2.0%
Net revenues	129.6	134.6	+ 3.9%
EBIT	15.4	17.9	+ 16.2%
<i>EBIT in %</i>	<i>11.9%</i>	<i>13.3%</i>	
EBITDA	17.6	19.9	+ 13.1%
<i>EBITDA in %</i>	<i>13.6%</i>	<i>14.8%</i>	
Employees (FTE)	1 253	1 250	- 3

- Bookings at same level due to slow down in Middle East/Africa and partially Asia
- Bookings performance in Europe and North America stronger than previous period
- OEM performance improved
- Life Cycle Service with higher net revenues and increased contribution
- Continued increase in investments in R&D
- EBIT increased over proportionally compared to net revenues
- Profitability from previous period continued

Key Figures 2014-2016

EUR millions



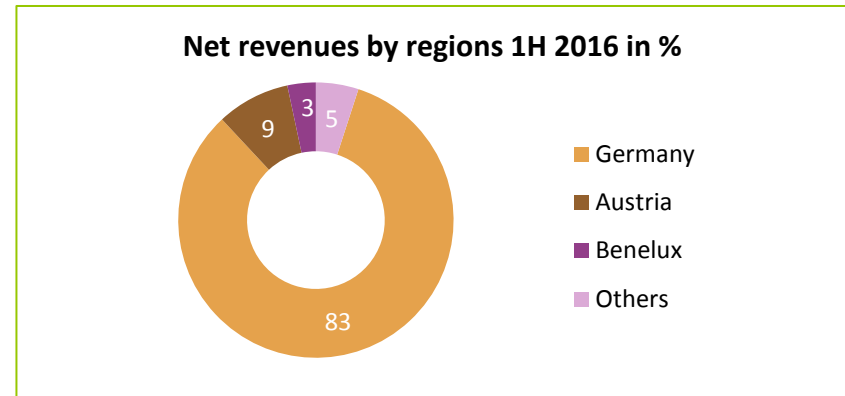
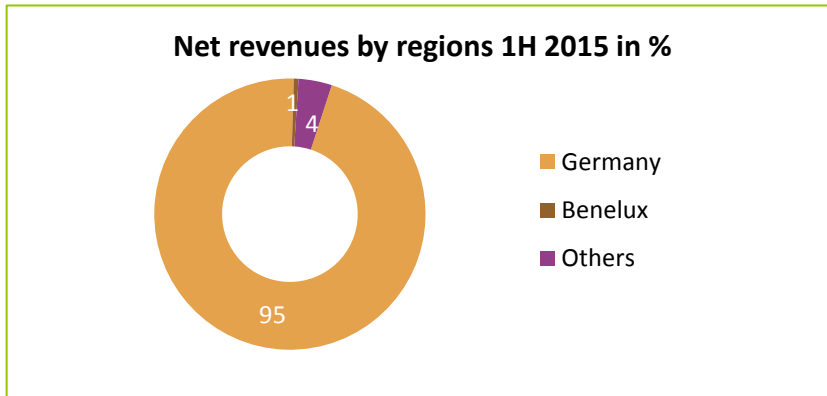
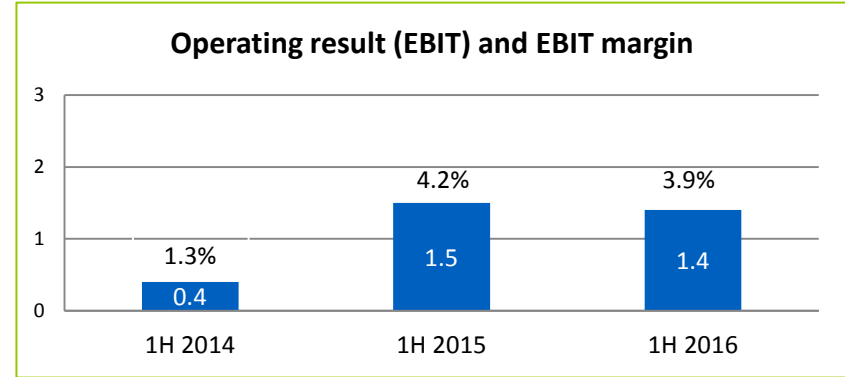
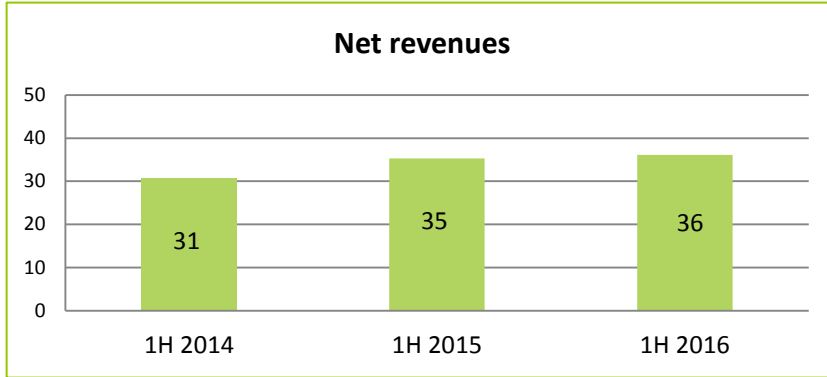
Kardex Mlog Division

EUR million	1H 2015	1H 2016	+/-
Bookings	33.9	56.6	+ 67.0%
Order backlog	31.4	58.4	+ 86.0%
Net revenues	35.3	36.1	+ 2.3%
EBIT	1.5	1.4	- 6.7%
<i>EBIT in %</i>	4.2%	3.9%	
EBITDA	1.7	1.6	- 5.9%
<i>EBITDA in %</i>	4.8%	4.4%	
Employees (FTE)	239	263	+ 24

- Bookings and order backlog significantly exceed past year's level and provide base for further growth
- Net revenues marginally higher compared to previous year period, with a higher share of Greenfield business
- R&D costs increased to 1% of net revenues
- FTE increase in line with growth in bookings and order backlog
- EBIT stable in the range of previous year's period

Key Figures 2014-2016

EUR millions



Outlook

Continuation of positive development expected

- The market and the global trend of growing demand for efficient intralogistic solutions continues
- Global market environment expected to be heterogeneous across the world – Europe and North America with steady growth, Middle East/Africa with further downturn and Asia Pacific with recovery
- Kardex Remstar will sustain profitable growth in absolute numbers, driven by some regions' over-performance, further increased OEM sales and an expanded life cycle portfolio
- Kardex Mlog will confirm established profit range and is ready for further profitable growth
- Solid order backlog establishes base to continue positive development in line with the communicated financial target range
- Further investment in R&D required to expand technology base and improve service levels to customers

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