



Conference Call Financials H1 2018

Zurich, 2 August 2018

Agenda

Introduction

T. Reist, CFO

Financials H1 2018

T. Reist, CFO

Division Reports Kardex Remstar and Kardex Mlog

J. Fankhänel, CEO

Outlook

J. Fankhänel, CEO

Questions and Answers

Introduction

Thomas Reist, CFO

Highlights 1st Half Year 2018

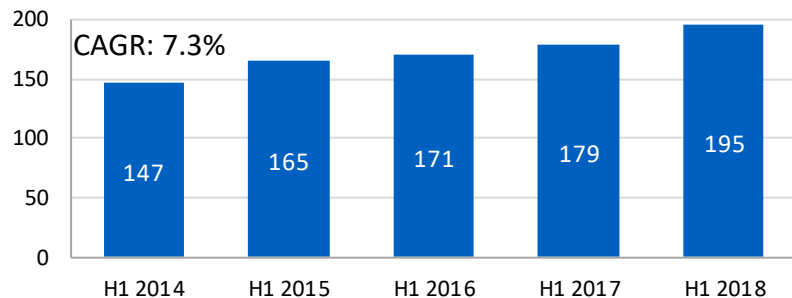
- Kardex Group accelerates Profitable Growth
- Both Divisions benefit from good market conditions and their strong position in the intralogistics market
- Double digit growth of Bookings and EBIT in both divisions
- Kardex Remstar and Kardex Mlog increase profitability further
- Higher Accounts Receivables position and investments reduce Free Cash Flow
- Tax rate in target range

Financials H1 2018

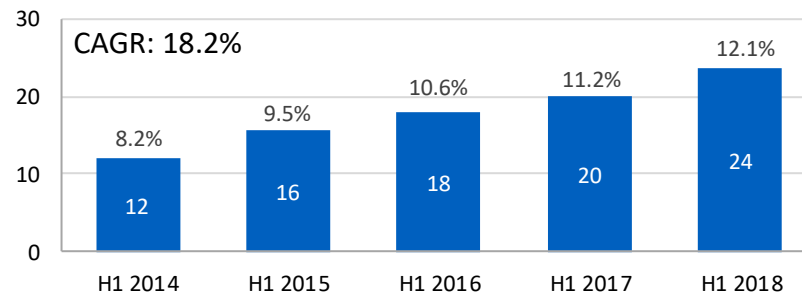
Thomas Reist, CFO

Key Figures H1 2014–2018 in EUR millions

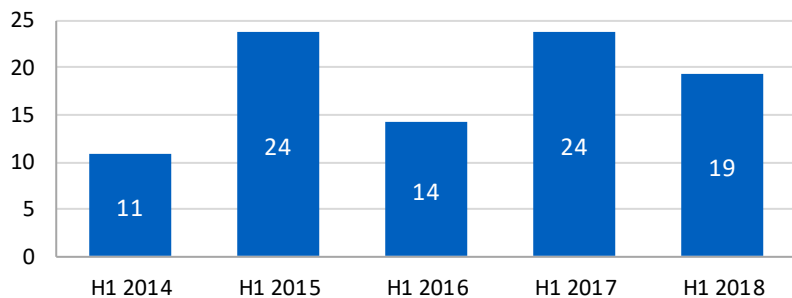
Net revenues



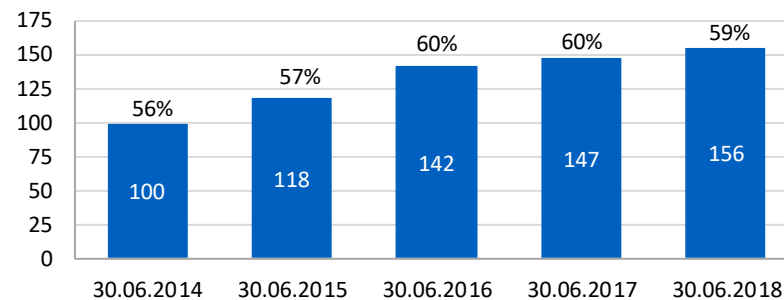
Operating result (EBIT) and EBIT margin



Net cash flow from operating activities



Equity and Equity ratio



Income Statement (1/2)

EUR millions	H1 2018	<i>in %</i>	H1 2017	<i>in %</i>	<i>+/- in %</i>
Bookings	246.0	126.1%	209.1	117.1%	17.6%
Order Backlog (31.12.)	222.1	113.8%	168.3	94.2%	32.0%
Net revenues	195.1	100.0%	178.6	100.0%	9.2%
Gross profit	69.7	35.7%	64.3	36.0%	8.4%
OPEX	46.1	23.6%	44.3	24.8%	4.1%
EBIT	23.6	12.1%	20.0	11.2%	18.0%

- New Business as main driver of Bookings in both divisions
- Order Backlog significantly above previous year
- Profitability on EBIT level further increased

Income Statement (2/2)

EUR millions	H1 2018	<i>in %</i>	H1 2017	<i>in %</i>	<i>+/- in %</i>
EBIT	23.6	12.1%	20.0	11.2%	18.0%
Financial result, net	-0.6	-0.3%	-1.1	-0.6%	45.5%
EBT	23.0	11.8%	18.9	10.6%	21.7%
Income tax	-6.0	-3.1%	-4.9	-2.7%	-22.4%
<i>Tax rate</i>	<i>26.1%</i>		<i>25.9%</i>		
Result for the period	17.0	8.7%	14.0	7.8%	21.4%

- Financial Result positively affected by lower negative FX effects
- Tax rate remains in target range
- Result for the period increased over proportionally

Balance Sheet

EUR millions	H1 2018	YE 2017	+/-	+/- in %
Non-current assets	38.3	37.6	0.7	1.9%
Current assets	225.4	202.6	22.8	11.3%
<i>thereof cash and cash equivalents</i>	130.7	114.9	15.8	13.8%
Assets	263.7	240.2	23.5	9.8%
Equity	155.7	139.0	16.7	12.0%
Liabilities	108.0	101.2	6.8	6.7%
Equity and liabilities	263.7	240.2	23.5	9.8%

- Increased current assets according seasonal pattern
- Cash and Equity further increased
- Reduction of nominal share value as per 3 July 2018 will reduce Cash and Equity level in Q3/18 by EUR 24 millions

Cash Flow Statement

EUR millions	H1 2018	H1 2017	+/-	+/- in %
Net CF from operating activities	19.4	23.8	-4.4	-18.5%
<i>thereof change in NWC</i>	2.6	7.7	-5.1	<i>n.m.</i>
Net CF from investing activities	-3.8	-4.7	0.9	19.1%
Free cash flow	15.6	19.1	-3.5	-18.3%
Net CF from financing activities	0.1	-	0.1	<i>n. a.</i>
FX effect	0.1	-1.3	1.4	107.7%
Net change in cash and cash equivalents	15.8	17.8	-2.0	-11.2%

- NWC reduced since YEC but less significantly than in previous year
- Higher CAPEX

Division Report Kardex Remstar

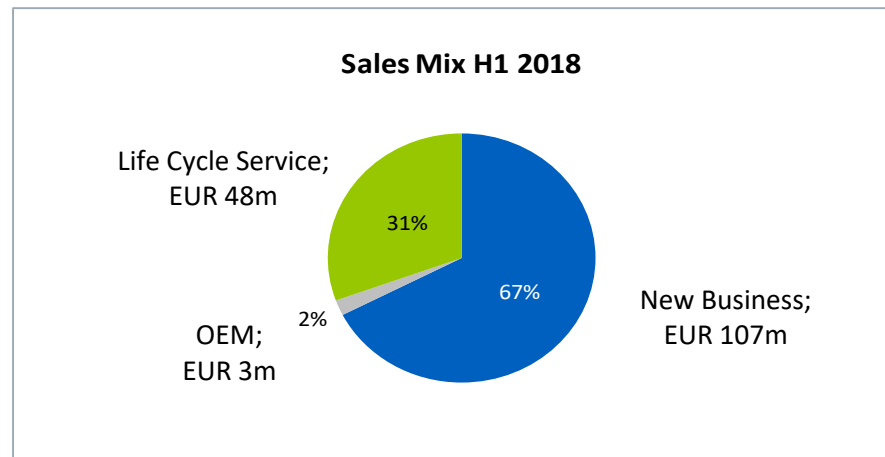
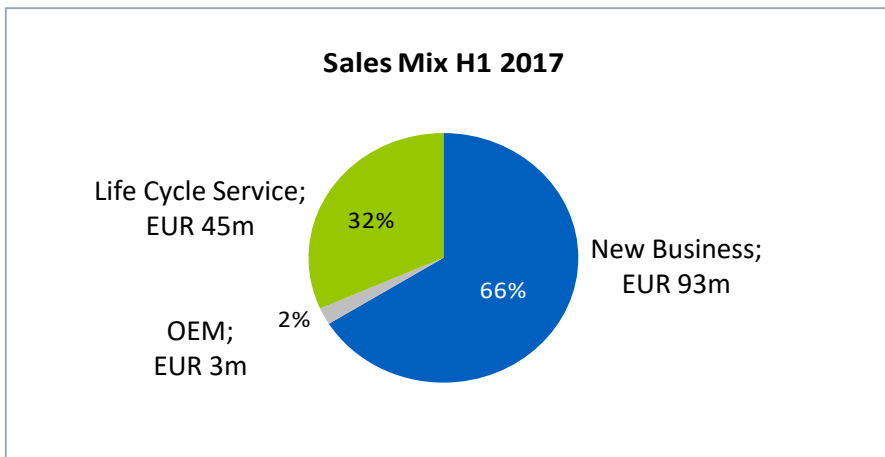
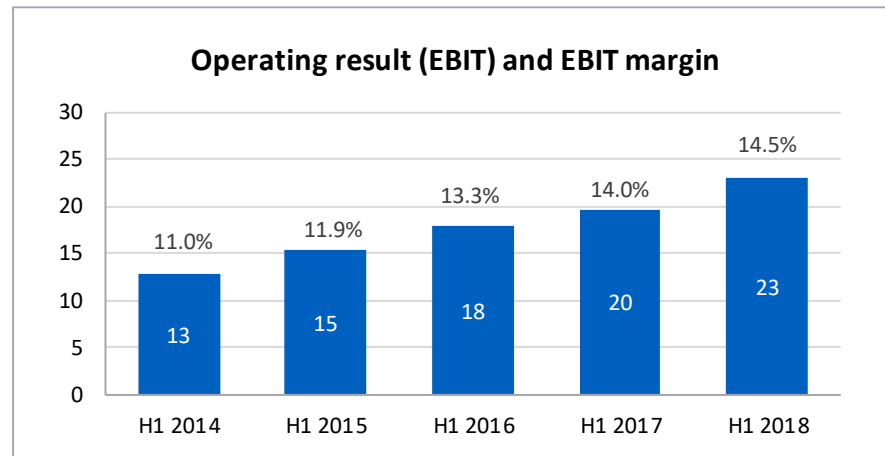
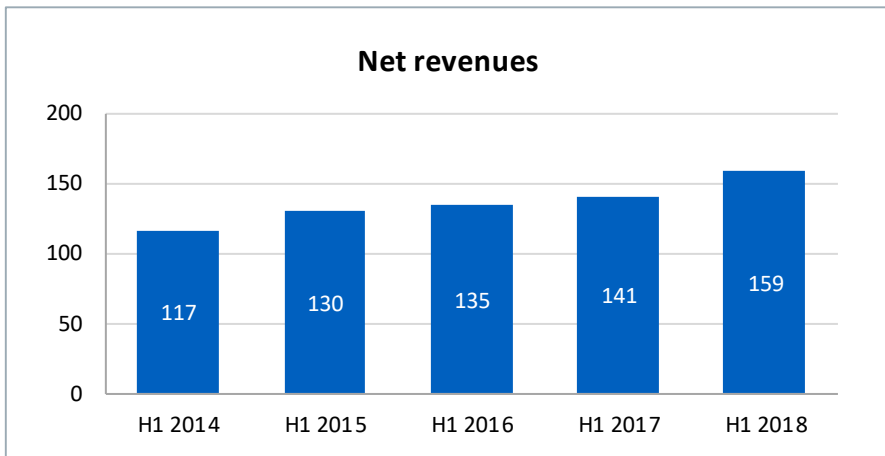
Jens Fankhänel, CEO

Kardex Remstar Division

EUR millions	H1 2018	H1 2017	+/-%
Bookings	196.8	164.2	19.9%
Order backlog	160.1	113.7	40.8%
Net revenues	158.8	140.9	12.7%
EBITDA	25.3	21.8	16.1%
<i>EBITDA in %</i>	15.9%	15.5%	
EBIT	23.0	19.7	16.8%
<i>EBIT in %</i>	14.5%	14.0%	
Employees	1 418	1 329	6.7%

- Double digit Bookings growth in most regions - North America, Asia and Europe as growth drivers
- Total Net Revenues and Profitability further improved in double digit range
- Record high Order Backlog
- Life Cycle Service defends Net Revenues share (close to 30%)
- Continued investments in R&D
- Selected investments in Supply Chain to increase capacities
- EBIT margin further improved

Key Figures H1 2014-2018 in EUR millions



Division Report Kardex Mlog

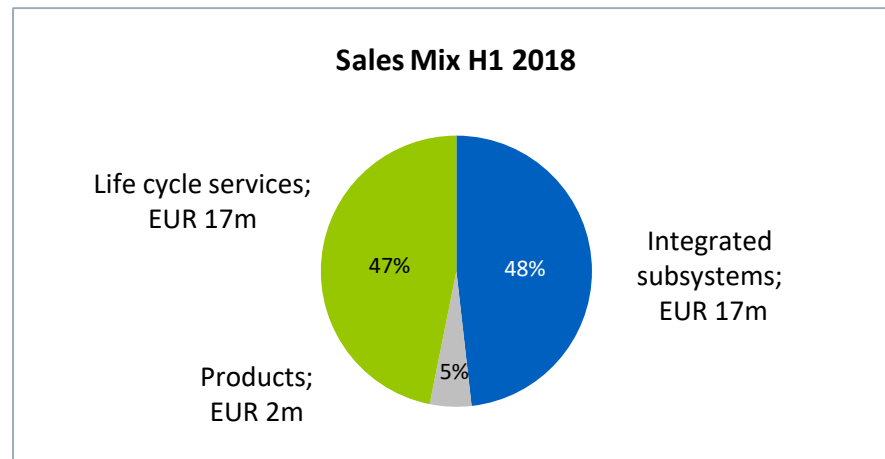
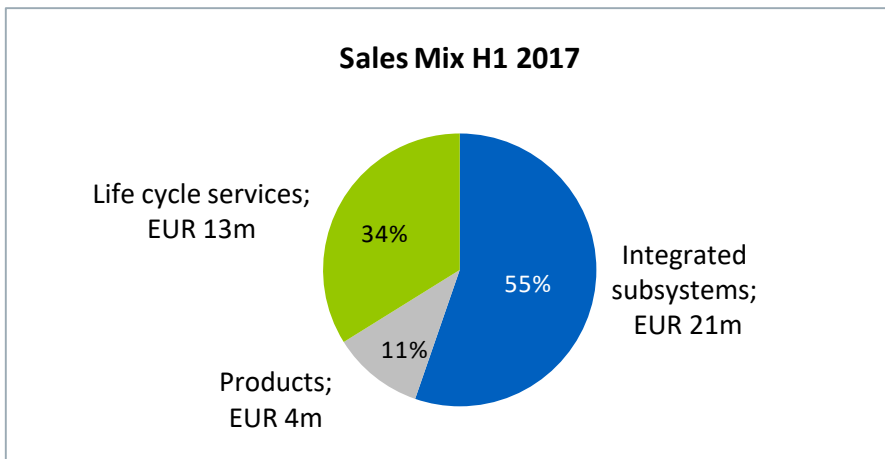
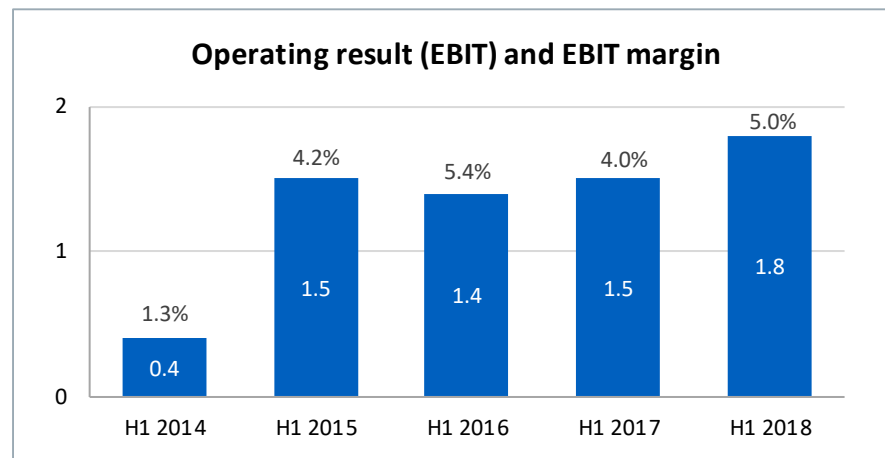
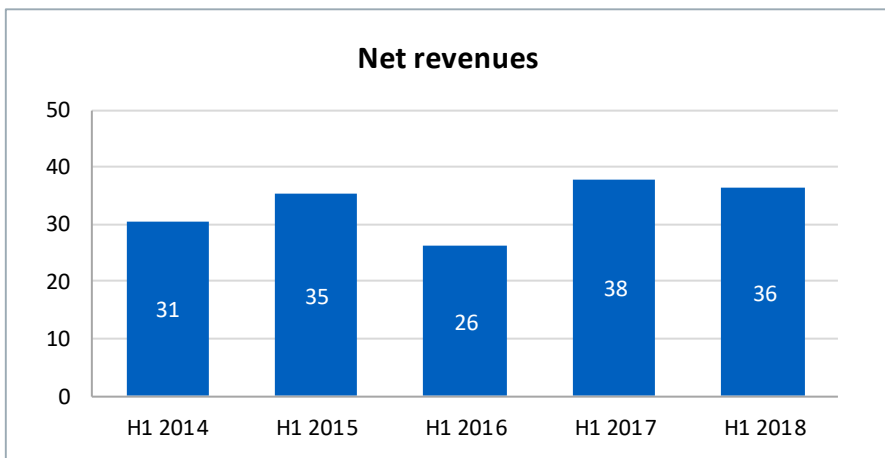
Jens Fankhänel, CEO

Kardex Mlog Division

EUR millions	H1 2018	H1 2017	+/-%
Bookings	49.4	45.0	9.8%
Order backlog	62.1	54.7	13.5%
Net revenues	36.3	37.8	-4.0%
EBITDA	2.2	1.8	22.2%
<i>EBITDA in %</i>	6.1%	4.8%	
EBIT	1.8	1.5	20.0%
<i>EBIT in %</i>	5.0%	4.0%	
Employees	282	268	5.2%

- Increased Bookings and Order Backlog
- Net Revenues below previous year level (with high amount of work in progress)
- Gross Profit margin increased (improved Net Revenue mix and better cost control)
- Under proportional growth of OPEX (despite increased investment in Sales Organization)
- Improved EBIT margin

Key Figures H1 2014-2018 in EUR millions



Outlook

Jens Fankhänel, CEO

Continuation of positive development in second half year

- Continued global trend of growing demand for efficient Intralogistics Solutions
- Stable Regional Market environment and regional performance expected similar to first half year
- Kardex Remstar with increased Net Revenues driven by Order Backlog and market demand
- Kardex Mlog with continuous improvement process and strong focus on profitable growth
- Increased investments in Supply Chain and IT infrastructure to expand manufacturing capacities and improve internal efficiencies
- Similar levels of investments in R&D and Sales Organization to further improve technology base and Sales success
- Communicated financial targets will be achieved

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Questions and Answers