86th Koenig & Bauer AG Annual General Meeting
16.06.2011 in Würzburg

Helge Hansen
President and CEO
Perceptible upswing in demand for sheetfed offset presses and niche products

Modest market prospects, need for further consolidation in web press sector

Substantial gains in order intake, sales and earnings in first quarter 2011
Faster, stronger revival in general engineering industry than in press engineering sector

Source: VDMA, inflation-adjusted figures for order intake: 2005 sales = 100

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Only moderate growth in printing-press market*

Normal pre-crisis volume approx. €9bn p.a.

Market volume in crisis year 2009
approx. €3.9bn

- Newspaper web offset approx. €400m
- Commercial web offset approx. €220m
- Sheetfed offset €2.6bn
- Flexo, gravure, other €700m

Market volume in 2010
approx. €4.4bn

- Newspaper web offset approx. €420m
- Commercial web offset approx. €270m
- Sheetfed offset approx. €3bn
- Flexo, gravure, other €730m

*Excluding toner-based technologies and digital print
Group performance in 2010

Order intake
1.1. - 31.12.

<table>
<thead>
<tr>
<th>Year</th>
<th>Sheetfed offset presses</th>
<th>Web and special presses</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>883.9</td>
<td>419.3</td>
</tr>
<tr>
<td>2010</td>
<td>1,284.9 (+45.4%)</td>
<td>663.3</td>
</tr>
</tbody>
</table>

Sales
1.1. - 31.12.

<table>
<thead>
<tr>
<th>Year</th>
<th>Sheetfed offset presses</th>
<th>Web and special presses</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>1,050.4</td>
<td>571.7</td>
</tr>
<tr>
<td>2010</td>
<td>1,179.1 (+12.3%)</td>
<td>628.0</td>
</tr>
</tbody>
</table>

Order backlog
31.12.09/31.12.10

<table>
<thead>
<tr>
<th>Year</th>
<th>Sheetfed offset presses</th>
<th>Web and special presses</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>335.0</td>
<td>242.8</td>
</tr>
<tr>
<td>2010</td>
<td>440.8 (+31.6%)</td>
<td>278.1</td>
</tr>
</tbody>
</table>

©KBA  Group figures as per IFRS
12.3% sales growth in 2010 to €1.18bn

©KBA  Group figures from 2001 as per IFRS
Rise in export level to 88.5%

**2009**
- Germany: 15.5%
- Rest of Europe: 36%
- North America: 13.9%
- Asia/Pacific: 22.5%
- Africa/Latin America: 12.1%

**2010**
- Germany: 11.5%
- Rest of Europe: 28.5%
- North America: 10%
- Asia/Pacific: 29.4%
- Africa/Latin America: 20.6%
Web and special press division 2010

- Sales approx. 10% higher than in previous year
- Weak demand for web presses impacted on earnings

Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>€m</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>571.7</td>
</tr>
<tr>
<td>2010</td>
<td>628.0</td>
</tr>
</tbody>
</table>

Operating profit

<table>
<thead>
<tr>
<th>Year</th>
<th>€m</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>31.8</td>
</tr>
<tr>
<td>2010</td>
<td>14.0</td>
</tr>
</tbody>
</table>

Group figures as per IFRS
Sales 15% higher than in previous year

Higher sales and cost savings boosted earnings

Sales

€m

Sales

Operational profit/loss

€m

2009

2010

478.7

551.1

-23.1

8.2

Group figures as per IFRS
Subsidiaries’ niche business less affected by structural and media shifts

Security printing, metal decorating, UV offset, industrial coding technology and air purification

Early differentiation strategy paid dividends in the crisis

Broad product mix has stabilising impact on sales and revenue
<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit margin</td>
<td>20.8%</td>
<td>26.6%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>+€8.7m</td>
<td>+€22.2m</td>
</tr>
<tr>
<td>Earnings before taxes</td>
<td>+€2.7m</td>
<td>+€15.3m</td>
</tr>
<tr>
<td>Earnings after taxes</td>
<td>+€6.6m</td>
<td>+€12.5m</td>
</tr>
<tr>
<td>Earnings per share</td>
<td>+€0.41</td>
<td>+€0.76</td>
</tr>
</tbody>
</table>
Solid balance and strong financial profile

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Above-average equity ratio</td>
<td>39.6%</td>
<td>39.6%</td>
</tr>
<tr>
<td>Fewer bank debts</td>
<td>€48.3m</td>
<td>€43.1m</td>
</tr>
<tr>
<td>Big jump in liquid assets</td>
<td>€76.1m</td>
<td>€91m</td>
</tr>
<tr>
<td>Comfortable level of net liquidity</td>
<td>+€27.8m</td>
<td>+€47.9m</td>
</tr>
<tr>
<td>Higher free cash flow</td>
<td>+€4.9m</td>
<td>+€20.4m</td>
</tr>
<tr>
<td>Ample cash credit lines</td>
<td>around €100m</td>
<td>around €100m</td>
</tr>
</tbody>
</table>

©KBA  Group figures as per IFRS
Diligent employees the key to our success

- High standard of training
- Four top regional rankings in qualifying exams
- Training level remains high at 6.5%
- KBA apprentices not offered permanent employment are highly prized in the labour market
- Core team of technicians, engineers, qualified sales staff and specialists
- Further training a top priority
Ongoing investment

- Property, plant, equipment and IT the primary focus
- Current project: extension and technical upgrade for the foundry in Würzburg
- Production plants well equipped
- R&D spending represents well over 4% of sales
Group performance to 31.03.2011

- **Order intake 1.1. - 31.03.**
  - 2010: €314.4m (110.9%)
  - 2011: €432.1m (+37.4%)

- **Sales 1.1. - 31.03.**
  - 2010: €209.8m (124.0%)
  - 2011: €253.3m (+20.7%)

- **Order backlog on 31.12.10/31.03.11**
  - 2010: €440.8m
  - 2011: €619.6m (+40.6%)

- **Operating loss**
  - €1.8m (prior year: €19.4m)

- **Earnings before taxes**
  - €3.9m (prior year: €21.3m)

©KBA Group figures as per IFRS
Group performance in first quarter 2011

- 37.4% jump in order intake following brisk demand for sheetfed offset presses and niche products
- 20.7% higher sales compared to 2010
- 40% bigger order backlog
- Earnings in weaker first quarter much better than in previous year
- Strong cash flow, high net liquidity
Successful Print China for KBA

- Over 250 sheetfed offset printing units and two commercial web presses sold
- KBA focus on green printing well received
- China is growth market no. 1 for sheetfed offset presses
Preliminary Group figures to 31.05.2011

Order intake
01.01. - 31.05.

Sales
01.01. - 31.05.

Order backlog
31.12.10/31.05.11

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>494.4</td>
<td>599.7</td>
<td>(+21.3%)</td>
</tr>
<tr>
<td>Sales</td>
<td>268.0</td>
<td>335.4</td>
<td>(+27.0%)</td>
</tr>
<tr>
<td>Order backlog</td>
<td>2010</td>
<td>617.5</td>
<td>(+40.1%)</td>
</tr>
</tbody>
</table>

(+21.3 %)  
(+40.1%)  
(+27.0%)

©KBA Group figures as per IFRS
KBA well positioned in print technology

- World’s second-largest press manufacturer
- Broad, highly advanced product portfolio
- Technological trailblazer
- No. 1 in newspaper press technology
- No. 1 in large-format sheetfed offset
- No. 1 in packaging offset, security printing and metal decorating
- No. 2 in sheetfed offset
- No. 3 in web offset (potential for improvement)
- Strong position in green printing
Group prognosis for 2011

- Single-digit increase in Group sales
- Moderate improvement in earnings
- Further adjustment at web press production plants to more muted market prospects
- Preparations in full swing for Drupa, the world’s biggest print media trade fair
New business line: high-performance digital print

- Agreement with RR Donnelley to develop, manufacture and distribute own-brand digital presses
- Digital printing systems for multiple applications
- Primary target groups: mid-size to large-scale printing plants
- The first KBA digital printing system will be unveiled at Drupa 2012