Highlights of the first quarter of 2016

KION continues its prior-year growth path

- Total value of order intake improves by around 4 per cent
- Order book grows by approximately 7 per cent
- Revenue for the quarter rises by roughly 5 per cent year on year
- Adjusted EBIT goes up by nearly 6 per cent
- Profitability improves compared with first quarter of 2015
- KION shares outperform the benchmark indices with a substantial price gain

New milestones in the implementation of Strategy 2020

- Most modern KION plant officially opened in the Czech Republic
- KION Group and Egemin Automation complete acquisition of US systems integrator Retrotech
- Group's financing structure renewed with improved terms
- Improved rating for the KION Group from Moody's

Key figures

KION Group overview

in € million	Q1 2016	Q1 2015	Change
Order intake	1,296.7	1,247.9	3.9%
Revenue	1,220.6	1,164.8	4.8%
Order book[1]	921.5	864.0	6.6%
Financial performance			
EBITDA	190.0	177.6	7.0%
Adjusted EBITDA[2]	191.7	181.4	5.7%
Adjusted EBITDA margin[2]	15.7%	15.6%	–
EBIT	89.0	82.1	8.4%
Adjusted EBIT[2]	98.6	93.4	5.6%
Adjusted EBIT margin[2]	8.1%	8.0%	–
Net income for the period	33.0	41.9	–21.0%
Financial position[1]			
Total assets	6,596.6	6,440.2	2.4%
Equity	1,807.8	1,848.7	–2.2%
Net financial debt	646.8	573.5	12.8%
ROCE[3]	–	11.9%	–
Cash flow			
Free cash flow[4]	–20.4	–19.6	–4.1%
Capital expenditure[5]	27.8	27.4	1.3%
Employees[6]	**23,761**	**23,506**	**1.1%**

1 Figure as at 31/03/2016 compared with 31/12/2015
2 Adjusted for KION acquisition items and non-recurring items
3 ROCE is defined as the proportion of EBIT adjusted to capital employed; ROCE is only calculated at the end of the year
4 Free cash flow is defined as cash flow from operating activities plus cash flow from investing activities
5 Capital expenditure including capitalised development costs, excluding leased and rental assets
6 Number of employees (full-time equivalents) as at 31/03/2016 compared with 31/12/2015

All amounts in this interim report are disclosed in millions of euros (€ million) unless stated otherwise. The addition of the totals presented may result in minor rounding differences. The percentages shown are calculated on the basis of the respective amounts, rounded to the nearest thousand euros.

This interim report is available in German and English at www.kiongroup.com under Investor Relations/Financial Reports. Only the content of the German version is authoritative.

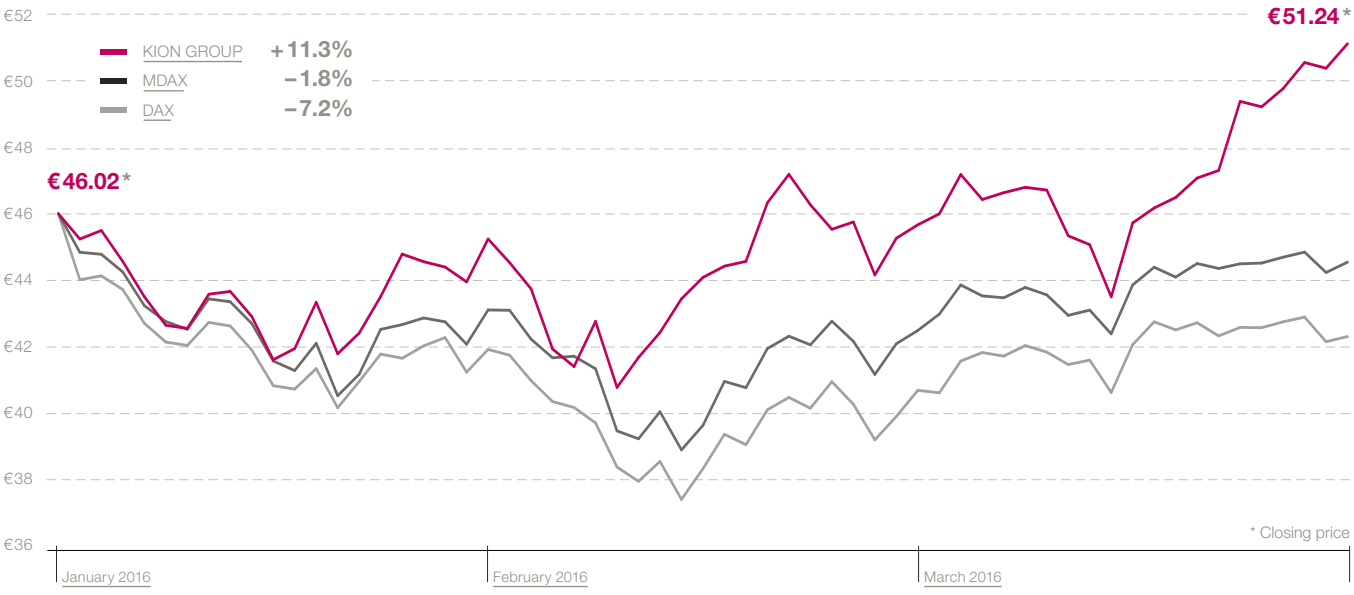
KION shares

Strong outperformance

The stock markets had a volatile start to 2016. Cautious growth forecasts and an oil price that continued to decrease until mid-February triggered a sharp price correction, but prices then began to go up again. However, the DAX was unable to make up all of its initial losses and closed at 9,966 points, down by 7.2 per cent compared with the end of 2015. Despite a more positive trajectory, the MDAX also finished the quarter 1.8 per cent below its level at the end of last year.

KION shares delivered an encouraging performance in the first quarter of 2016, rising by 11.3 per cent to €51.24 (end of 2015: €46.02) and thus beating their benchmark indices. Having largely mirrored the MDAX in the first few weeks of trading and reaching their lowest price of €40.84 on 8 February, the shares then made disproportionately strong gains on the back of a positive market trend. This was due in part to the announcement of the annual results for 2015 along with the guidance ranges for 2016. The share price reached its highest point of the year so far of €51.34 on 30 March. At the end of March, market capitalisation stood at €5.1 billion, of which €3.1 billion was attributable to shares in free float. > DIAGRAM 01

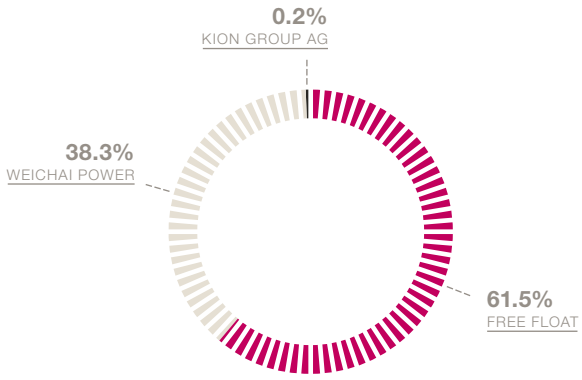
Share price performance from 30 December 2015 to 31 March 2016 DIAGRAM 01



Stable shareholder structure

The shareholder structure remained stable in the reporting period. Weichai Power Co. Ltd. continues to be the biggest single shareholder, holding a 38.3 per cent stake in the KION Group. Weichai Power has undertaken not to acquire more than 49.9 per cent of KION shares before 28 June 2018 (as part of a standstill agreement). As had been the case at the end of 2015, KION GROUP AG held a total of 0.2 per cent of the shares at the end of the quarter. The free float thus still accounted for 61.5 per cent. > DIAGRAM 02

Shareholder structure as at 31 March 2016 DIAGRAM 02



Comprehensive coverage

Sixteen brokerage houses currently publish regular reports on the KION Group. As at 31 March 2015, ten analysts recommended KION shares as a buy and six rated them as neutral. The median target price specified for the shares was €50.00. > TABLE 01

Financing structure successfully renewed

The fixed-rate (6.75 per cent) tranche of the bond issued in February 2013, which had a volume of €450.0 million, was repaid in full ahead of schedule on 15 February 2016. The amounts drawn under the revolving credit facility dating from the time of the IPO and the bond were repaid using funds from a new syndicated loan totalling €1.5 billion, which has been taken out on terms with investment-grade-style features. The new funding significantly reduces interest expenses and provides KION Group with considerable flexibility for continuing with its strategy of profitable growth.

Two rating agencies publish credit ratings on the KION Group. The rating awarded by Standard & Poor's for the KION Group has remained at BB+ with a stable outlook since April 2015. In April 2016, Moody's raised its rating from Ba2 with a positive outlook to Ba1 with a stable outlook.

Share data

TABLE 01

Issuer	KION GROUP AG
Registered office	Wiesbaden
Share capital	€98,900,000; divided into 98,900,000 no-par-value shares
Share class	No-par-value shares
Stock exchange	Frankfurt Stock Exchange
Market segment	Regulated market (Prime Standard)
Index membership	MDAX, STOXX Europe 600, FTSE Euro Mid, MSCI Germany Small Cap
Stock exchange symbol	KGX
ISIN	DE000KGX8881
WKN	KGX888
Bloomberg / Reuters	KGX:GR / KGX.DE
Closing price as at 31/03/2016	€51.24
Performance since beginning of 2016	11.3%
Market capitalisation as at 31/03/2016	€5,067.6 million
Free float	61.5%
Earnings per share*	€0.33

* For the reporting period 01/01/ – 31/03/2016

Quarterly information

Quarterly information TABLE 35

in € million	Q1 2016	Q4 2015	Q3 2015	Q2 2015	Q1 2015	Q4 2014
Order intake*	1,296.7	1,397.1	1,253.3	1,317.3	1,247.9	1,283.5
Revenue	1,220.6	1,440.7	1,236.5	1,256.0	1,164.8	1,305.6
EBIT	89.0	132.6	108.8	99.4	82.1	109.4
Adjusted EBIT	98.6	151.8	121.2	116.4	93.4	134.2
Adjusted EBIT margin	8.1%	10.5%	9.8%	9.3%	8.0%	10.3%
Adjusted EBITDA	191.7	250.0	212.0	206.6	181.4	219.6
Adjusted EBITDA margin	15.7%	17.4%	17.1%	16.4%	15.6%	16.8%

* Figure for 2014 restated to reflect the change in the order intake calculation introduced in 2015