

**KT**MAG

6.5.2014

**ANFORDERUNGEN EINES INTER-  
NATIONAL ERFOLGREICHEN UNTER-  
NEHMENS AN EIN BUNDESLAND**



**KT**M

# **STARKE REGIONEN NUTZEN GLOBALE CHANCEN**

- **ANFORDERUNGEN EINES OBERÖSTERREICHISCHEN LEITBETRIEBES AN SEIN BUNDESLAND**
- **ANFORDERUNGEN EINES ÖSTERREICHISCHEN UNTERNEHMERS AN SEIN HEIMATLAND**

The KTM logo is displayed in white on an orange square background in the bottom right corner of the slide. The logo consists of the letters 'KTM' in a bold, italicized, sans-serif font.

**KTM**

# CROSSKONZERNSTRUKTUR

**CROSS**

Industries AG ■

**KTM**

**WETHJE**  
Carbon Composites

**pankl**  
RACING SYSTEMS

**Husqvarna**

**durmont**

**MP**  
PERFORMANCE  
SYSTEMS

**KTM TECHNOLOGIES**

**KISKA.**

Gesamtfahrzeug

Leichtbau /Akustik

High Performance

Umsatz: ca. 1.100 Mio. €  
Mitarbeiter: ca. 4.200 (davon 70% in Österreich)

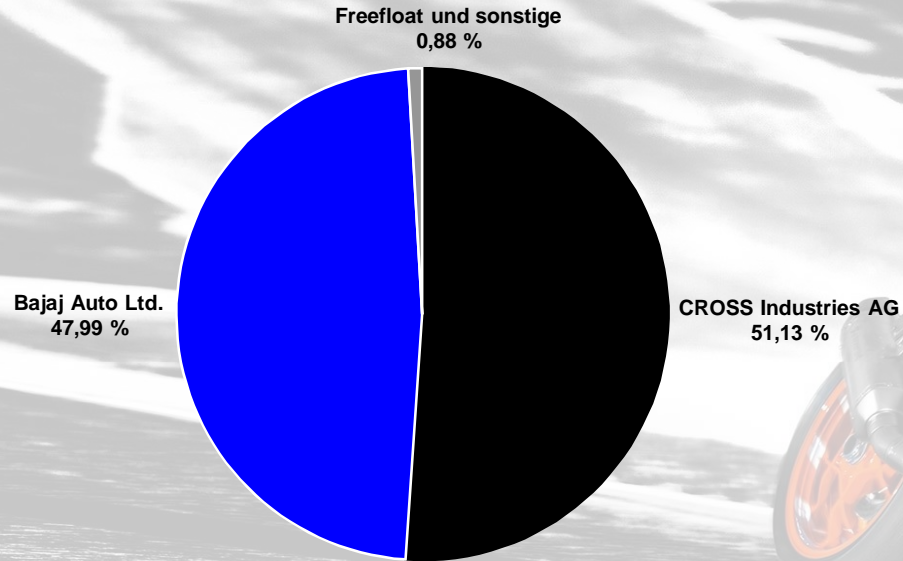


**KTM**

# KTM AKTIONÄRSSTRUKTUR

## KTM AG

Aktionärsstruktur nach Stimmrechten (Grundkapital)  
Aktienanzahl: 10.845.000



# KTM UNTERNEHMENSSTRUKTUR

**KTM AG**

**KTM**  
KTM Technologies GmbH  
(Austria) (50,1%)

**KTM**  
KTM Immobilien GmbH  
(Austria) (99%)

**KTM**  
KTM-Sportmotorcycle AG  
(Austria) (99,18%)

**KTM**  
KTM-Sportcar GmbH

**Husqvarna**  
Husqvarna Motorcycles GmbH  
(Austria)

**Kiska.**  
Kiska GmbH  
(Austria) (24,9%)

**KTM ADVENTURE TOURS**  
KTM Events & Travel Service AG  
(Switzerland)

**KTM RACING**  
KTM-Racing AG  
(Switzerland)

**KTM**  
KTM Dealer & Financial Services GmbH  
(Austria)

**KTM** Sales Companies

Europe			North- & South America		Rest of the World	
KTM Austria	KTM Germany	KTM Nordic	KTM North America	KTM Brazil	KTM South Africa	KTM Japan
KTM Italy	KTM Netherlands	KTM Spain	KTM Canada	KTM Mexico	KTM UAE (25%)	KTM India
KTM Greece	KTM Sweden	KTM Switzerland			KTM New Zealand (26%)	KTM Singapore
KTM Belgium	KTM Slovenia	KTM Slovakia				
KTM UK	KTM France	KTM Hungary				

Full consolidation  
 Vollkonsolidierung  
 at equity / at cost  
 At equity / zu Anschaffungskosten  
 as of February 2014  
 Status: Februar 2014

**Husqvarna** Sales Companies

Europe		North- & South America
HQV Italy	HQV UK	HQV North America <sup>1)</sup>
HQV Germany	HQV Spain	
HQV France	HQV Sweden	

<sup>1)</sup> Subsidiary of KTM North America

all investments 100% unless otherwise stated;  
 excl. non-operating companies  
 Alle Beteiligungen 100%, wenn nicht anders angegeben;  
 ohne nicht operativ tätige Gesellschaften



# GEOGRAPHICAL FOOTPRINT

30 Niederlassungen, 2 Joint Ventures

## NORTH AMERICA:

2 KTM  
1 HQV  
KTM North America  
KTM Canada  
Husqvarna North America

## LATAM:

2 KTM  
KTM Mexico  
KTM do Brasil

## Africa:

1 KTM  
KTM South Africa

## EUROPE:

16 KTM  
6 HQV  
KTM SEE.  
KTM Deutschland  
KTM Switzerland  
KTM UK  
KTM Spain  
KTM France  
KTM Scandinavia AB  
KTM Nederland  
Husqvarna Italia  
Husqvarna Deutschland  
KTM Italy  
KTM Belgium  
KTM Hungary  
KTM CEE  
KTM Österreich  
KTM Nordic  
KTM Slovenia  
KTM Czeck Republic  
Husqvarna Espana  
Husqvarna UK.  
Husqvarna France  
HQV Scandinavia

## ASIA:

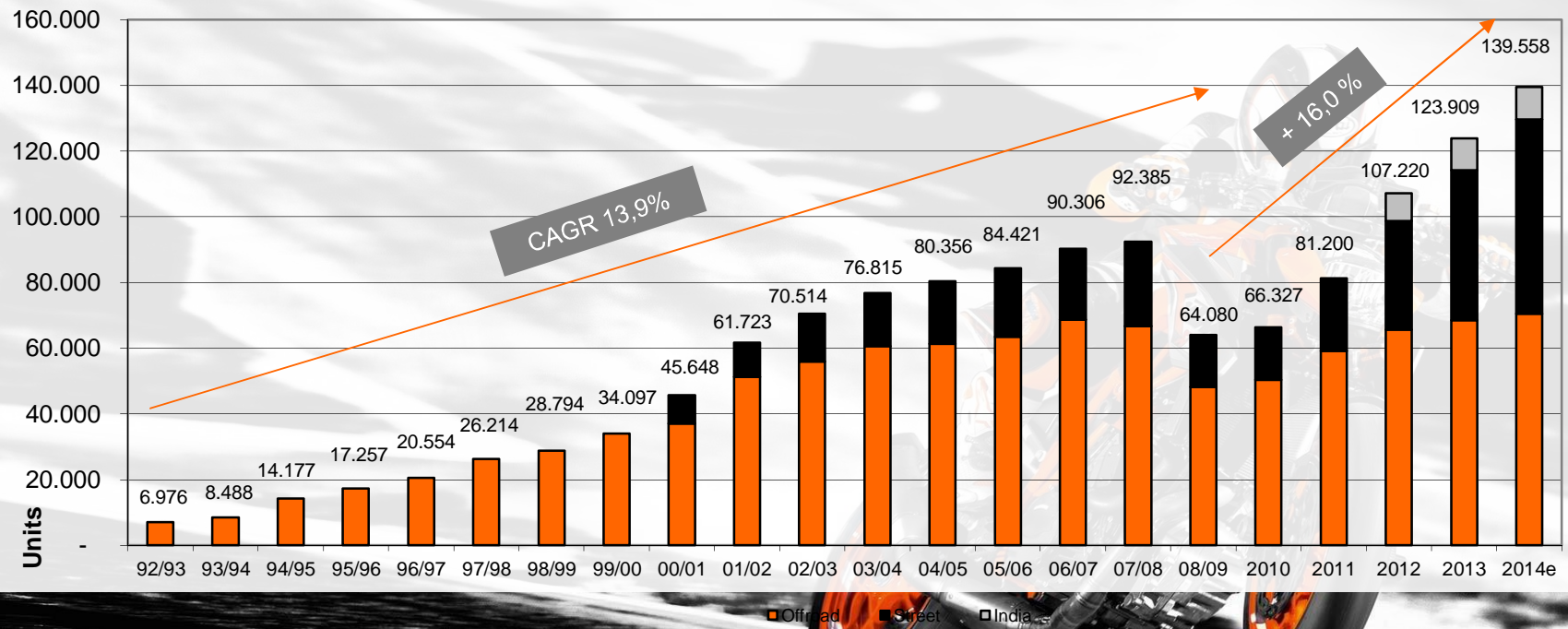
2 KTM  
KTM Japan  
KTM Singapore

## JOINT VENTUES

2 KTM  
KTM New Zealand Ltd.  
KTM MIDDLE EAST  
AL SHAFAR LLC

- 100% Sales Subsidiary
- Joint Venture
- General Importer

# ABSATZENTWICKLUNG 1993-2014



CAGR 13,9%

+ 16,0%

Offroad Street India

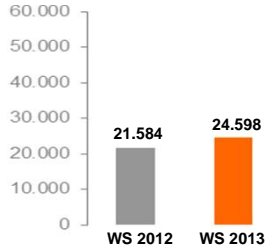
2010 – Kalenderjahr, 2010 (ungeprüft)  
 2012 + 2013 inkl. Units Indien  
 Offroad inkl. Sportminicycles und ATVs  
 Street inkl. X-Bow



# ABSATZWELTWEIT

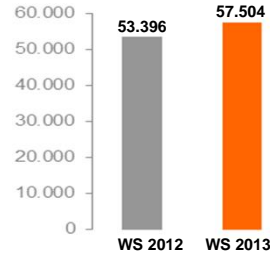
## NORTH AMERICA

WS 2012: 20,1% of total unit sales  
WS 2013: 19,9% of total unit sales



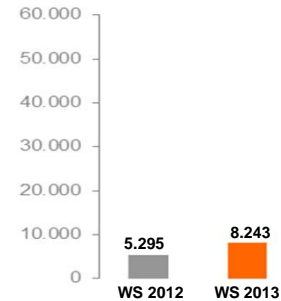
## EUROPE\*

WS 2012: 49,8% of total unit sales  
WS 2013: 46,4% of total unit sales



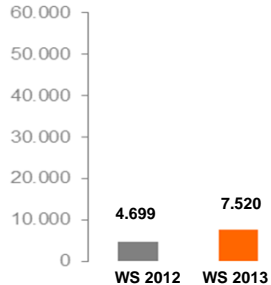
## ASIA (SEA / CHINA)

WS 2012: 4,9% of total unit sales  
WS 2013: 6,7% of total unit sales



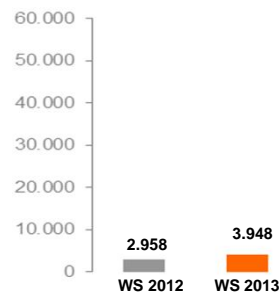
## LATIN AMERICA

WS 2012: 4,4% of total unit sales  
WS 2013: 6,1% of total unit sales



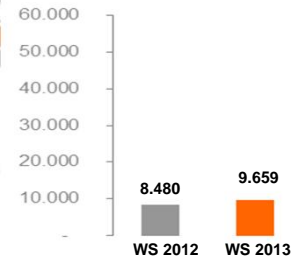
## AFRICA / MIDDLE EAST

WS 2012: 2,8% of total unit sales  
WS 2013: 3,2% of total unit sales



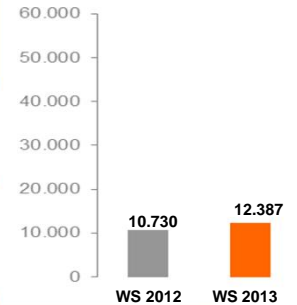
## INDIA

WS 2012: 7,9% of total unit sales  
WS 2013: 7,8% of total unit sales



## OCEANIA

WS 2012: 10,0% of total unit sales  
WS 2013: 10,0% of total unit sales

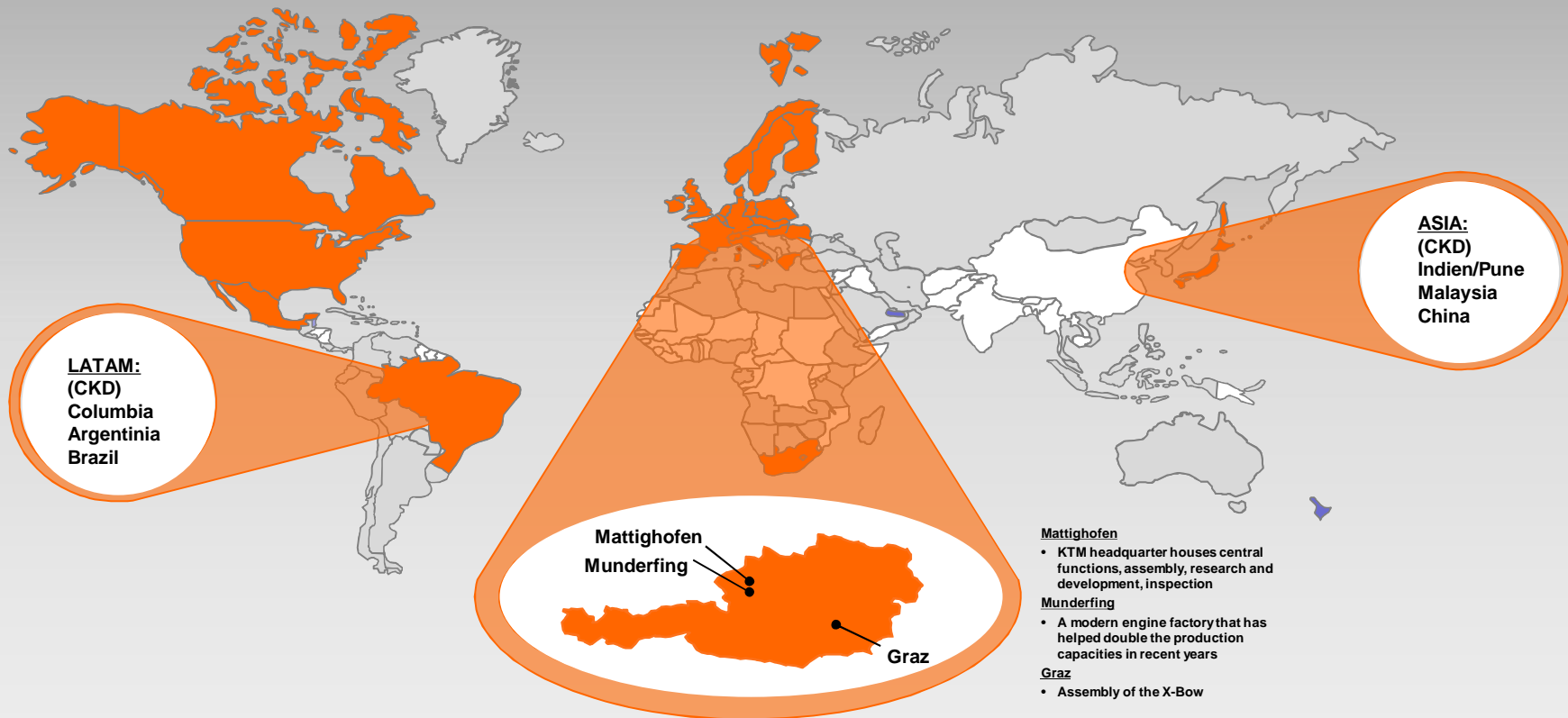


\* Europe incl. Internal cost center sales

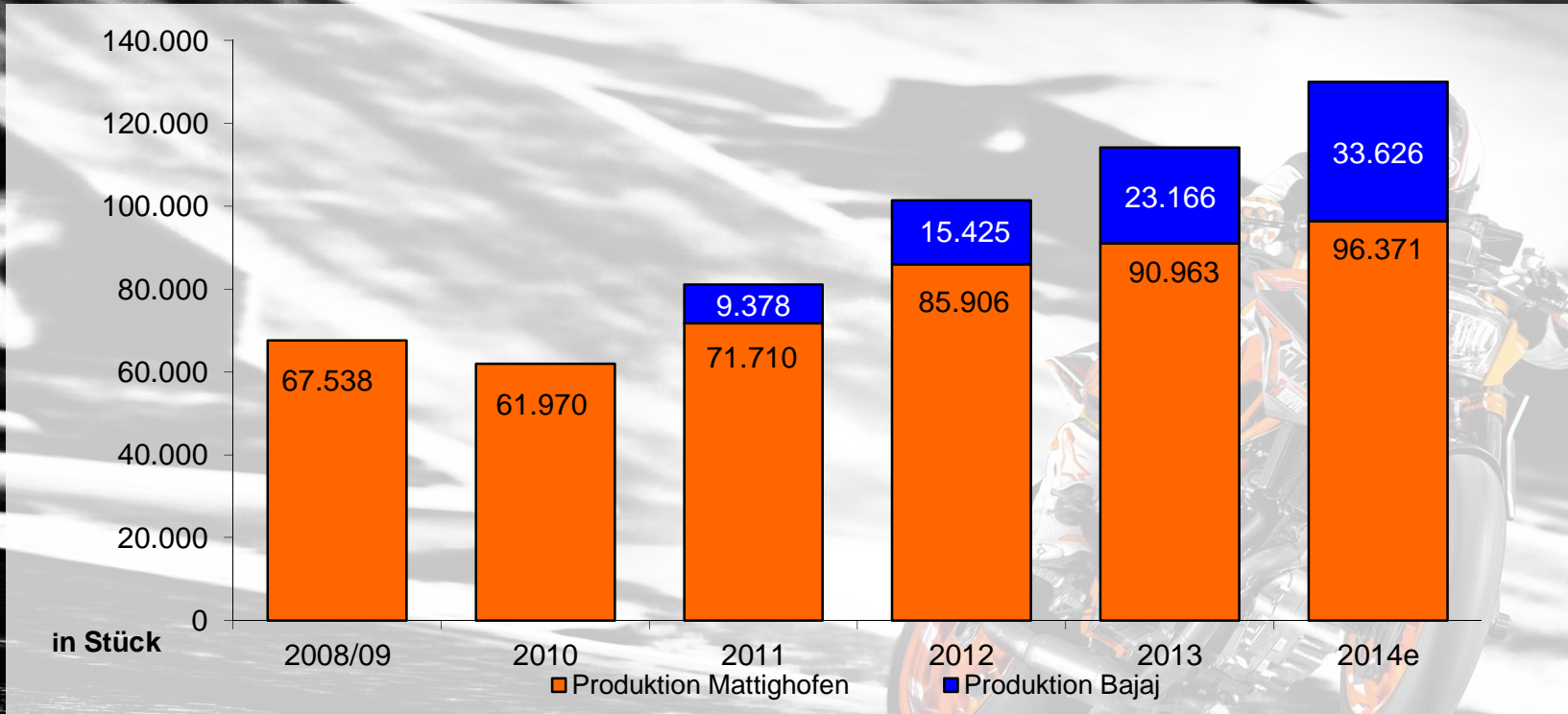


# GEOGRAPHICAL FOOTPRINT

## Produktions- und Assemblierungsstätten



# PRODUKTION



2010 = Kalenderjahr 2010

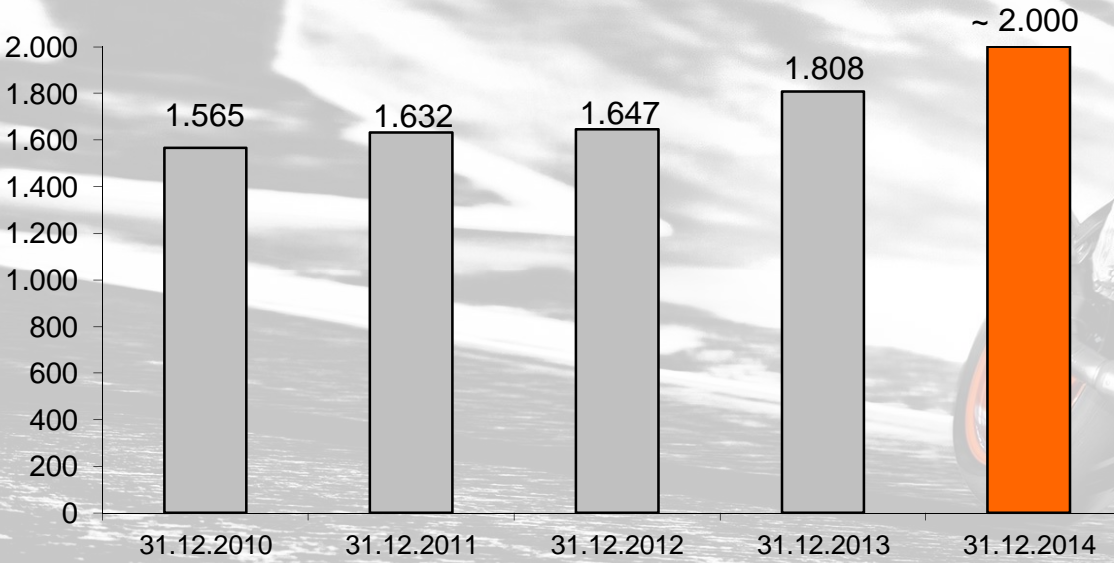


# KENNZAHLEN

in Mio. EUR	2013	2012	2011
Absatz (in Stück)	114.250	98.740	81.200
Umsatz	716,4	612,0	526,8
Bruttoergebnis vom Umsatz	216,3	178,2	155,0
EBITDA	87,7	67,8	64,4
EBITDA Marge (in %)	12,2	11,1	12,2
EBIT	54,9	36,7	31,0
EBIT Marge (in %)	7,7	6,0	5,9
Ergebnis nach Steuern	36,5	25,3	20,7
Free Cash Flow	25,2	15,6	33,1
Bilanzsumme	571,4	521,4	485,8
Eigenkapital	282,8	254,5	220,1
Eigenkapitalquote	49,5%	48,8%	45,3%

- » Absatz (in Stück): +5.824 KTM, + 2.031 Husqvarna, + 7.692 Joint Products
- » Bruttoergebnis vom Umsatz: 24,7 Mio. EUR Preis / Menge, + 5,2 Mio. EUR Produktionskosten, + 7,8 Mio. EUR PG&A

# MITARBEITER



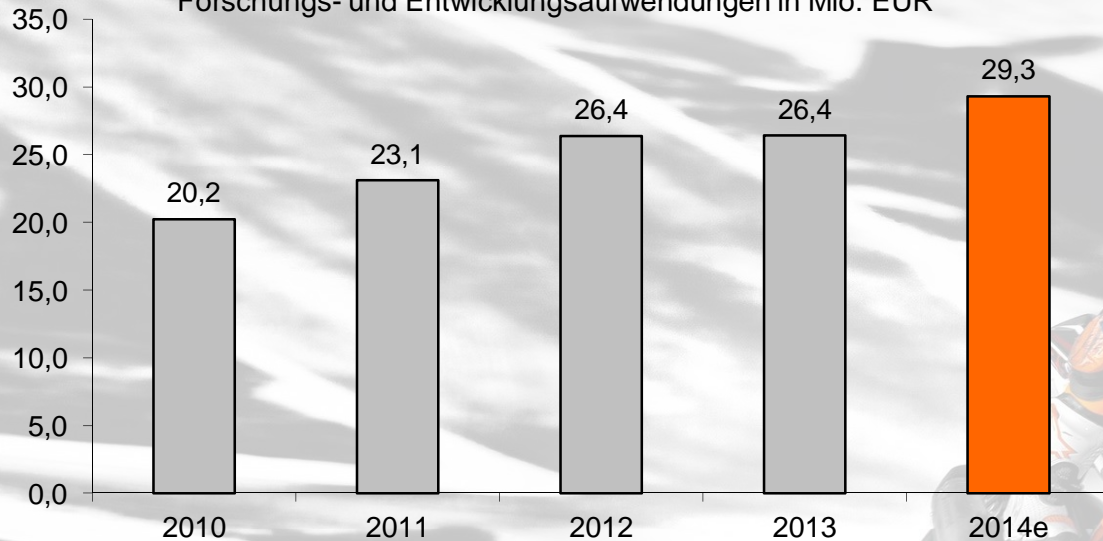
Mitarbeiteranzahl im Jahresdurchschnitt

- » 35,6 Jahre Durchschnittsalter
- » 23% Frauenquote
- » 75 Lehrlinge per 31.12.2013



# FORSCHUNG UND ENTWICKLUNG

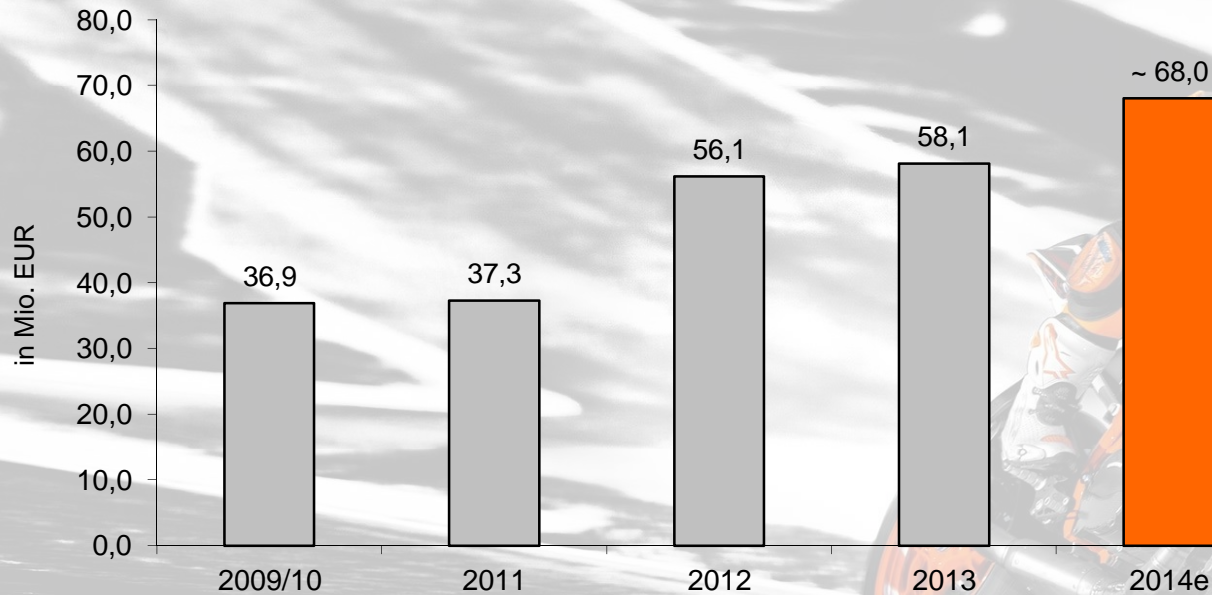
Forschungs- und Entwicklungsaufwendungen in Mio. EUR



- » Durchschnittlich 294 Mitarbeiter im Bereich F&E (16,2%)
- » Forschungsquote 2013: 5,5%



# INVESTITIONEN



**KTM**

# INVESTITIONEN

## 1100M EURO AM STANDORT (1999-2011)



# KTM's WAY TO SUCCESS

## KTM'S WAY TO SUCCESS

READY  
TO »  
RACE

BRAND



GLOBALIZATION



INNOVATION



**KTM**



# STARKE REGIONEN NUTZEN GLOBALE CHANCEN

- **BILDUNG**
- **INFRASTRUKTUR**
- **BÜROKRATIE**



**KTM**

**READY  
TO »  
RACE**



**KTM**