

ThyssenKrupp Group 2002/2003

ThyssenKrupp AG

Group sales (consolidated): €36.1 billion • EBT (consolidated): €714 million • Employees: 190,102

Steel

Sales: €12.0 bn EBT: €384 m Employees: 49,286

- Carbon Steel
- Stainless Steel
- Special Materials

Automotive

Sales: €6.3 bn EBT: €188 m Employees: 41,414

- Chassis
- Body
- Powertrain

Elevator

Sales: €3.4 bn EBT: €355 m Employees: 29,689

- Germany/ Austria/Switzerland
- France/Benelux
- Spain/Portugal/ Latin America
- North America/ Australia
- · Other countries
- Passenger Boarding Bridges
- Accessibility

Technologies

Sales: €5.4 bn EBT: €42 m

Employees: 29,871

- Production Systems
- Plant Technology
- Marine
- Mechanical Engineering

Services

Sales: €11.3 bn EBT: €32 m

Employees: 38,487

- MaterialsServices Europe
- MaterialsServices North America
- Industrial Services
- Special Products

Services

Steel

Capital Goods

Inter-segment sales unconsolidated; emloyees on Sept. 30, 2003





Elements of Strategy

- Development of technically advanced products
- High technological capabilities and innovative strength
 - 3,000 engineers in 40 R&D centers
 - ⇒ approx. €640 m for R&D projects in the Group
- Optimal utilization of potential in the Group
 - Harness cross-selling effects
 - Technological developments across segments
 - Groupwide access to know-how through knowledge management
- Value-based management: integrated controlling strategy and continuous value reporting
- Intensified customer focus
- Stronger Groupwide service focus
 - Development of new service applications



ThyssenKrupp Steel





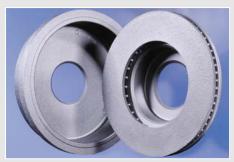


- European No. 2 and world No. 6 in carbon steel flat products
- World market leader in stainless steel flat products, nickel-base alloys, electrical steel and tailored blanks
- Focus on flat products with high value added
- Profit leader in Europe through: portfolio optimization, investment policy, performance enhancement
- Site configuration unique in Europe: 17.3 mt/yr crude steel capacity in Duisburg
- Innovation leader in products and processes
- International presence further strengthened with production facilities in the world's growth markets; systematic development of global strategic alliances



ThyssenKrupp Automotive







- 80% of sales from TOP 3 positions
- Sales growth to €10 billion through organic growth and acquisitions
- Technology leadership in product and process technologies
- Materials capabilities: processing of all key materials like iron, steel, aluminum, magnesium, plastic
- Parallel expansion of component and system business capabilities
- Further participation of outsourcing trends of automobile manufacturers
- Expansion of presence in Asia and increase in deliveries to Asian OEMs



ThyssenKrupp Elevator







- No. 3 on world market, top global market positions
- 700,000 service contracts worldwide
- Full range of products and services from a single source
- Strong service network benefiting from full maintenance products
- 50% of segment sales through services
- Increase market share globally and locally, especially in Asia
- Growth to continue through further acquisitions and even stronger focus on services



ThyssenKrupp Technologies







- Portfolio with strong regional and global market positions
- High technological competencies throughout product portfolio
- World market leader in large-diameter bearings, e.g. for general engineering applications as well as solar and wind power plants
- World market leader for engine, transmission, axle and steering assembly systems
- Technology leader in body-in-white equipment



ThyssenKrupp Services: Materials + Serv







- One of the world's leading full-range suppliers of carbon and stainless steel, tubes, nonferrous metals and plastics
- Leading materials service provider in Germany and Europe and one of the leading suppliers of special products in North America
- Services: Materials and applications advice, warehousing, processing, project and inventory management, just-in-time logistics
- After portfolio streamlining the new "Industrial Services" will offer: industrial services incl. maintenance of plant and machinery as well as a wide range of production-related services, scaffold services, as well as technical, infrastructural and commercial facility management for key automotive, steel, chemical and petrochemical sectors
- Number one maintenance operation in Germany, among the leaders in Europe
- Number one worldwide in scaffolding services

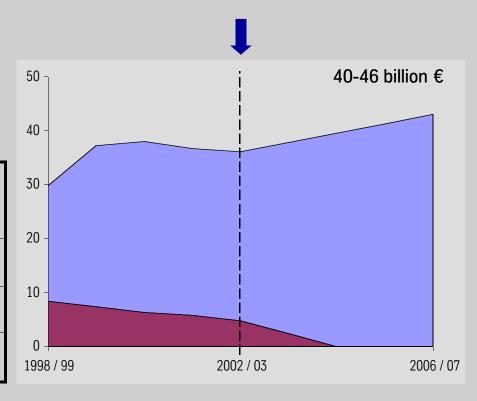


Portfolio optimization through focusing

Structural changes since the merger (fiscal 1998/99 to 2002/03)

Sales (billion €)

	Activities disposed of/ for disposal	Core activities	Group (total)
1998/99	8.4	21.4	29.8
2002/03	4.8	31.3	36.1
Ave. growth		10.0%	4.9%



Core activities

■ Non-strategic activities





30+ Portfolio Optimizations in 2002/03

Corporate		Elevator		
Böhler Thyssen Schweißtechnik (D)	Disposal	Lift Service Lublin (PL)	Acquisition	
Steel		ECE Elevator (India) Mahkota (Malaysia)	Acquisition Acquisition	
Galmed (E) Quarto plate activities (D) LA.RE. (I) TAD (I) Fischer (F) Bauelemente Dinslaken (D)	Acquisition Disposal Disposal Acquisition Closure Closure	Ascensores Causi (E) Bongear/Hang Pak (Hong Kong) Britannic Lift Co. (GB) Tepper Aufzüge (D) HABAG (D) Mylau Plant (D)	Acquisition Acquisition Acquisition Acquisition Acquisition Closure	
Automotive		TK Herouth Ltd. Partnership (ISR) DongYang Elevator (South Korea)	Acquisition Acquisition*	
Greening Donald (CAN) Sofedit (F) Phillips & Tomas (USA)	Disposal Acquisition Disposal Closure Mothballed Acquisition*	Technologies Technologies		
Phillips & Temro (USA) Philadelphia Plant (USA) Kendalville (USA) MB Lenk (D)		Polymer (D) Otto India (India) Stahlbau Berlin (D) Henschel (D)	Disposal Disposal Closure Disposal	
Materials		Novoferm (Ď)	Disposal*	
Ferrosta (CZ)	Acquisition Acquisition Disposal Acquisition Acquisition Acquisition	Serv		
Rodena (DK) Werkzeugstahl (D) Verder Kunststoffen (NL) Metal Center Rochester (USA) TW Metals (USA)		Rodisola (E) Umweltservice (D) Construction Services (D) Media Services (D) * closing after Sept. 30, 2003	Acquisition Disposal Disposal Disposal	

ThyssenKrupp



Portfolio Optimization – Disposals in 2002/03

	Number of Entities	Sales	EBT	Net Financial Debt	Pension Obligations	Employees
9 Months	11*	€752 m	-€3 m	€155 m	€13 m	3,707
4th Quarter	1	€167 m	€4 m	€87 m	€6 m	822
Total	12	€919 m	€1 m	€242 m	€19 m	4,529
Subsequent Event	1	€327 m	€8 m	€1 m	€14 m	2,177

^{*} incl. non-consolidated entities



Portfolio Optimization – Major Acquisitions in 2002/03

	Sales	EBT	Transaction Volume	Employees	Status
Galmed, Spain	≈€100 m	+	€51 m	≈60	consolidated
Steel Hot dip galvanizer; access to high-growth Spanish automobile market; further step in internationalization of downstream activities					
Tepper Aufzüge, Germany	≈€40 m	+	€42 m	≈300	consolidated
Elevator Biggest elevator manufacturer in NRW; further strengthening market position in Germany					
Sofedit, France	≈€600 m	+	€66 m*	≈ 4,000	consolidated
Automotive French supplier, further strengthening position in OEM market					
DongYang, South Korea	≈€200 m	+	not disclosed	≈1,000	closed
Elevator Strengthen the segment's market position in Asia, especially in Korea					
MB Lenk, Germany	≈€300 m	+	€42 m	≈ 1,600	closed
Automotive Competence in steering gears; further step to becoming major global player in steering systems					

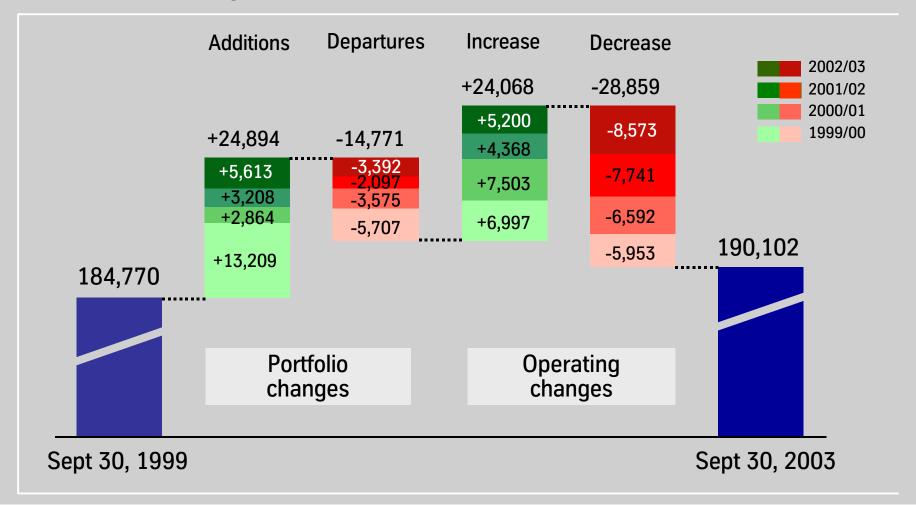
^{*} excl. factoring





ThyssenKrupp Group Workforce

Movements during the past 4 fiscal years







2002/03 – Overview (I)

Despite an adverse environment ThyssenKrupp held up well and achieved significant performance improvements

The adverse factors we had to weather:

- Economic headwind, mainly in key industries
- Strong appreciation of the euro against the US dollar
- Rating downgrade in February 2003
- Forced share repurchase in May 2003



2002/03 – Overview (II)

Despite an adverse environment ThyssenKrupp held up well and achieved significant performance improvements

- Although sales and orders were down (incl. currency effects), we achieved a significant improvement in normalized EBT from €419 million to €734 million
- This signifies the improvement in quality of our earnings: efficiency enhancement program (TK best) continues to make an impact
- Adjusted for a positive tax effect and disposal effects, EPS climbed to €0.89 from €0.48; in line with earnings improvement increased dividend of €0.50 per share will be proposed
- Against September 30, 2002 net financial payables were reduced by €0.5 billion to €4.2 billion; despite the forced share repurchase of €406 million, gearing is significantly below 60%



2002/03 – Overview (III)

Major achievements in the segments

- Price stabilization in Carbon Steel
- Ongoing significant earnings and value contribution from Elevator
- Positive value contribution from Automotive
- Streamlining of the portfolio at Technologies and Serv (including a €61million loss from sale of Construction Services)
- As of October 1, 2003 the former segments Materials and Serv were combined into the new segment Services to focus materials competency and industrial services



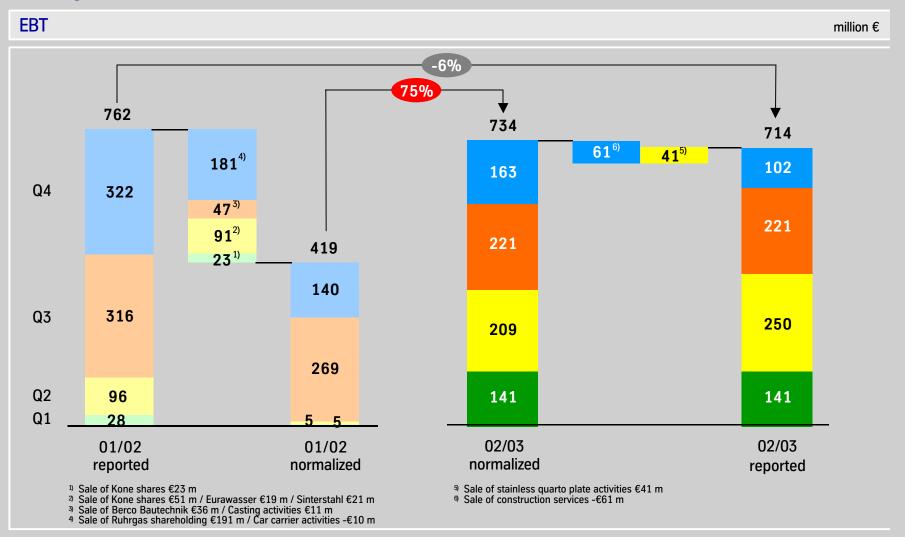
2002/03 – Overview (IV)

Optimization of the portfolio

- Focus on disposal program of over 30 non-strategic or low performing investments; companies with sales of €5 billion still to be divested
- Since the beginning of fiscal 2002/03 a total sales volume of €1.0 billion have been disposed of and acquisitions with sales of €1.5 billion have been closed
- We actively continue to pursue our 2002/03 strategy and stick tight to our investment policy



Group



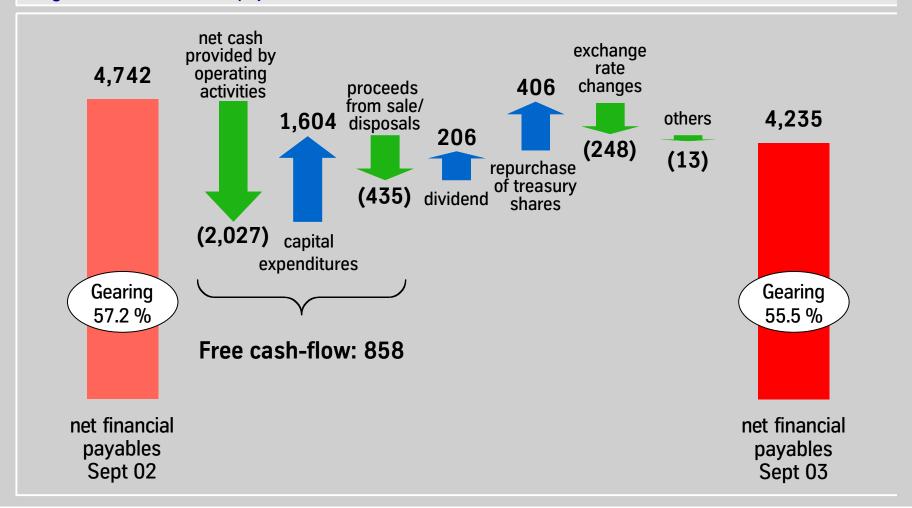




Balance Sheet

Progression of net financial payables

million €







Outlook

- The uncertainties over the economic outlook persist at the beginning of the new fiscal year. Most forecasts predict only a moderate recovery for 2004.
 If the widely forecast weak economic recovery materializes, this would of course also benefit our business performance.
- In fiscal year 2003/04 we aim to achieve a significant increase in normalized earnings before taxes.
- We will continue to pay a dividend based on our earnings performance.



Cross Segment Development of Client Solutions

ThyssenKrupp capabilities for the automotive industry

Steel



Carbon Steel



Stainless



Coated Products



Downstream Products (tailored blanks, SSC)



Technology partnerships

Automotive



Body- and Chassis-Stampings



Axles/ Chassissystems



Body assemblies



Engine components



Steering systems

Technologies



Bodyin-white (Tools and Fixtures)



Plant assembly

Services



Material supply



Performance of operating functions

Facility Mgt.

incl. HVAC



Management



Maintenance



Plant logistics

Steel

Capital Goods

Goods Services

Sales with automotive clients: ~€10 bn





ThyssenKrupp Innovations (I)

Steel design wheels with Nirosta® cover

- High-quality appearance
- Integrated design flexibility
- Lighter and lower in cost than cast aluminum wheels



Off-road stabilizers for sport utility vehicles





- Stiff suspension
- High damping
- torsional rigidity
- Soft suspension
- Low damping
- Stabilizers with high
 Stabilizers with very low torsional rigidity

Stabilizer can be switched hydraulically under load

Steel sheet piling and top structures for flood protection systems

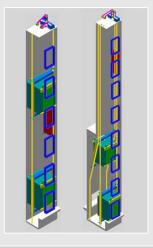
 System solution for effective and economic flood protection



 Combination of engineering expertise, environmentally compatible materials and advanced equipment technology

TWIN elevator

- Production-ready elevator system with two independent cabs in one shaft
- Higher transportation performance using fewer shafts







ThyssenKrupp Innovations (II)

NewSteelBody



- ThyssenKrupp Stahl designed a complete weight-optimized steel body-in-white
- Open source project to interested auto manufacturers for joint further development
- Reference vehicle is the Opel Zafira
- The body developed under the project is 24% lighter than the reference vehicle

Innovative air suspension system for the new Jaguar XJ



- Air suspension which has considerable comfort advantages over conventional spring suspensions
- The system ensures that the entire spring travel is permanently available, regardless of vehicle load, to compensate for uneven road surfaces

Modular door from ThyssenKrupp Stahl and Nothelfer



- The new, modular door is 12 kilograms lighter than the benchmarked model and costs significantly less to manufacture and assemble
- The modular approach means that door production and door assembly can be separated

Preprimed sheet: organic coated steel

- The prepainted sheet already has half of the paint system needed for body outer parts
- The usual paint system applied by car manufacturers consists of primer, filler, top coat and clear coat
- The aim of the project is to supply the auto industry increasingly with prepainted sheet from coil
- The process produces extremely uniform coatings of consistently high quality



Conclusion

- ThyssenKrupp: Focused industrial group based on 3 pillars
- High degree of internationalization: Focusing on Asia and China
- Still a conglomerate combining value and growth components
- Clear strategic direction: Portfolio optimization will be forced
- Cross segment development: Driver for innovations

