

# Agenda

#### Dr. Ulrich Middelmann

Vice Chairman of the Executive Board of ThyssenKrupp AG

- Group Overview
- Strategy of the Group
- Steel meets the International Challenges
- Appendix



### ThyssenKrupp – Geared Towards Sustainable Profitable Growth

- Manage value systematically by concentrating on high-performance business areas and active portfolio management
- Strengthen customer and service orientation
- Expand technological and innovative capabilities
- Make optimal use of potential within the Group
- Targeting for the best result ever in 2006



### ThyssenKrupp Group 2004/2005

### ThyssenKrupp AG

Group sales €42.9 billion • EBT €1,677 million • TKVA\* €955 • Employees 185,932

Steel	Stainless	Automotive	Technologies	Elevator	Services
Sales €9.6 bn EBT €1,094 m TKVA €593 m Empl. 31,634	Sales €5.6 bn EBT €286 m TKVA €68 m Empl. 12,201	Sales €7.9 bn EBT €118 m TKVA €-47 m Empl. 43,537	Sales €5.8 bn EBT €40 m TKVA €-204 m** Empl. 28,042	EBT €355 m TKVA €238 m	Sales €12.7 bn EBT €261 m TKVA €50 m Empl. 35,067
<ul><li>Steelmaking</li><li>Industry</li><li>Auto</li><li>Processing</li></ul>	<ul> <li>Nirosta</li> <li>Acciai Speciali Terni</li> <li>Mexinox</li> <li>Shanghai Krupp Stainless</li> <li>Stainless Int.</li> </ul>	<ul><li>Chassis</li><li>Body</li><li>Powertrain</li></ul>	<ul> <li>Plant Technology</li> <li>Marine Systems</li> <li>Mechanical Engineering</li> <li>Transrapid</li> </ul>	<ul> <li>4 regional business units</li> <li>Accessibility</li> <li>Escalators/ Passenger Boarding Bridges</li> </ul>	<ul> <li>Materials Services Europe</li> <li>Materials Services North America</li> <li>Industrial Services</li> <li>Special Products</li> </ul>
Steel	• VDM	Capital Go	Services		

Inter-segment sales unconsolidated; employees as at Sept 30, 2005

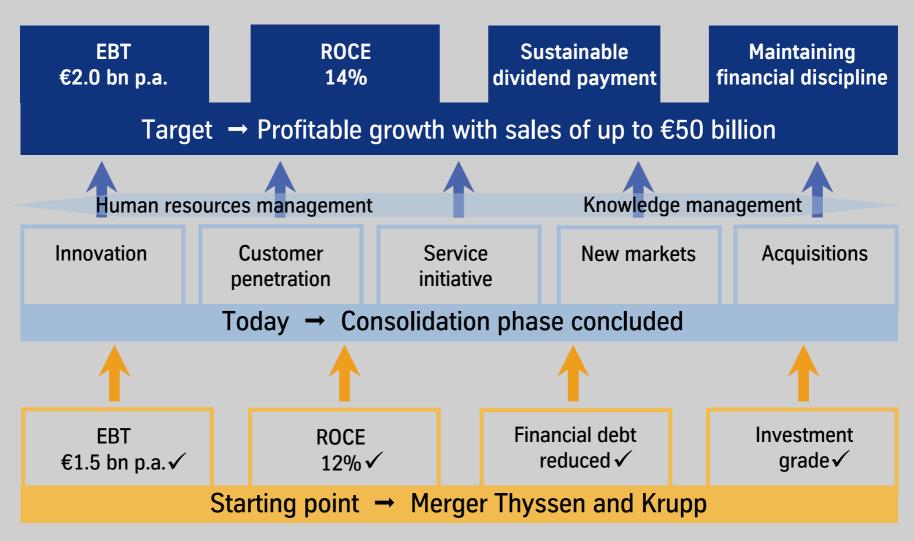




<sup>\*</sup> ThyssenKrupp Value Added

<sup>\*\*</sup> impacted by disposal loss of MetalCutting

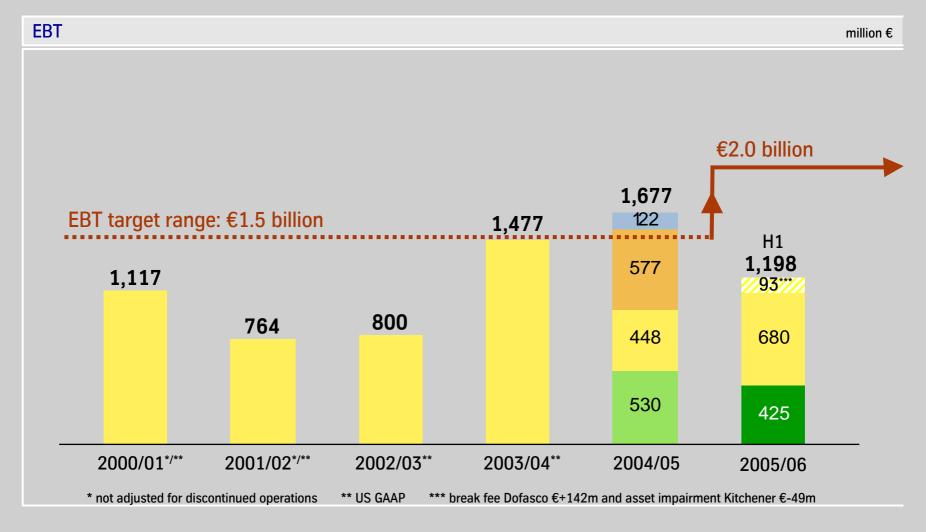
### ThyssenKrupp – Growth Strategy







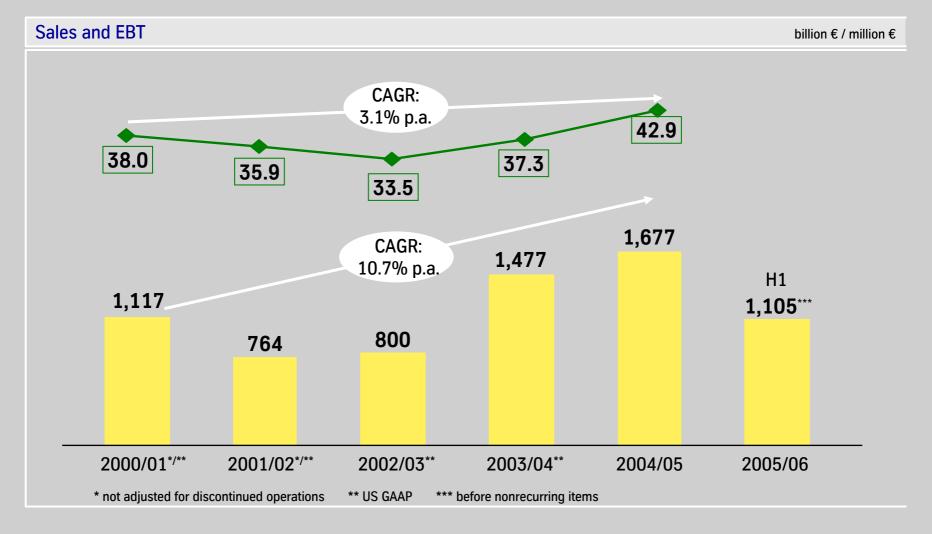
# **EBT – Track Record and Mid-term Target**







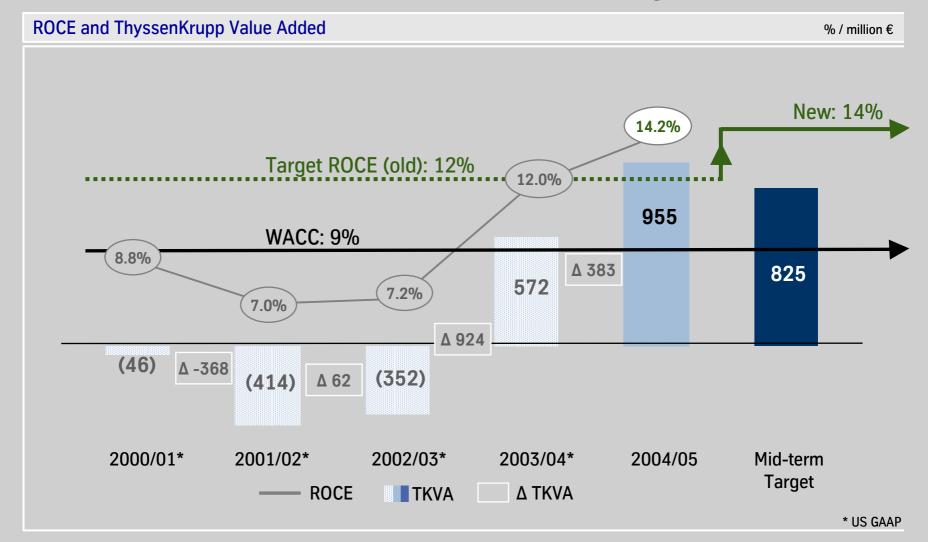
### **Efficiency Enhancement – Track Record**







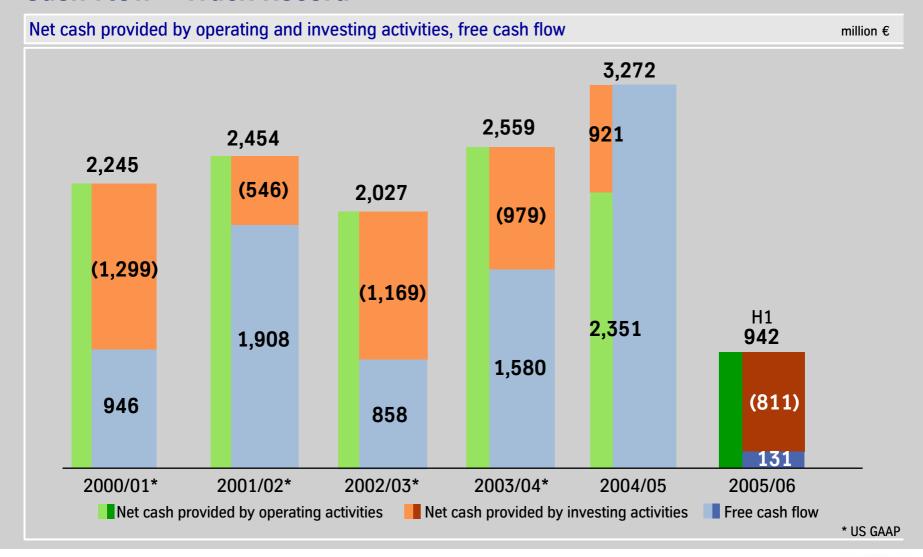
# Value Indicators – Track Record and Mid-term Target







#### Cash Flow – Track Record







### **Overview of Segment Strategies**

#### Steel

- Clear strategy to enter NAFTA market with focus on high value-added products
- Secure growth opportunities by utilizing low-cost slabs from Brazil
- Expand strong European market position

#### **Stainless**

- Further concentration on high-quality stainless steel products and nickel-base alloys
- Customer focus through strong delivery performance and distribution network
- Downstream expansion in high-profit growth markets

#### **Automotive**

- Focus more on consolidation, especially restructuring of North American activities
- Strengthen global market position for competitive products
- Screening future growth opportunities: business in Asia/with Asian OEMs

#### **Technologies**

- Strengthen 3 highly profitable business units and expansion of service business
- Focus on activities with clear growth potential
- Sustainable value creation and generation of cash flow

#### **Elevator**

- · Continuing growth through further acquisitions
- Increasing market share globally and locally, especially Asia and Eastern Europe
- · Developing and introducing innovative products and focus on modernization business

#### **Services**

- Growth through integrated services to further dampen volatility of business
- Expansion through organic growth and acquisitions, especially Eastern Europe and North America

#### ThyssenKrupp



### **Innovations Pave the Way to Success**

#### **Elevator**

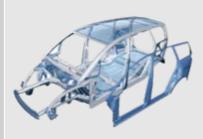
#### TWIN® elevator



- ThyssenKrupp Innovation Award 2003 (1st)
- Production-ready elevator system with two independent cabs in one shaft
- Higher transportation performance using fewer shafts
- Reference projects:
   ThyssenKrupp headquarters
   and University of Stuttgart
   commercial projects: e.g. BMW
   Group headquarters

#### Steel

#### NSB® NewSteelBody



#### **Automotive**

ThyssenKrupp Innovation Award 2004 (1st)

- 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

#### **Technologies**

#### Ammonia plant





- The Dual Pressure Process aimed at a significant increase in plant capacity with simultaneous reduction of the scale-up risk by applying referenced equipment
- Plant capacity increased by 65%, energy consumption to be reduced by around 5%

#### **Technologies**

#### EnviNOx®



- Innovation Award 2005 (1st)
- Reduction in greenhouse gases through almost complete elimination of harmful nitrogen oxides (NUx) and laughing gas (N2O)
- First large-scale implementation completed in Linz, Austria (2003)

#### ThyssenKrupp



# ThyssenKrupp Steel Meets the International Challenges



Globalization of Customers



Worldwide Consolidation of the Steel Industry



in flux







Focus on High Value Added Flat Steel Products

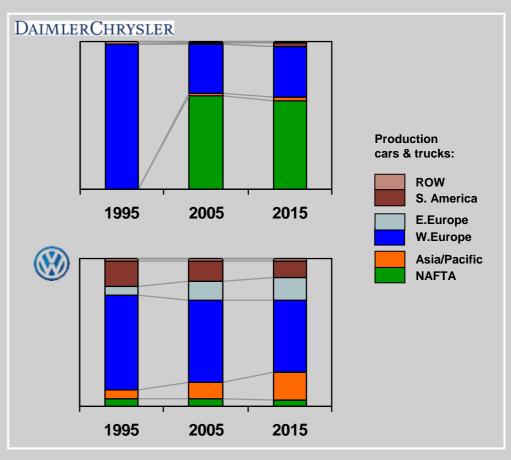






### Same Quality of Pre-Processed Material Worldwide





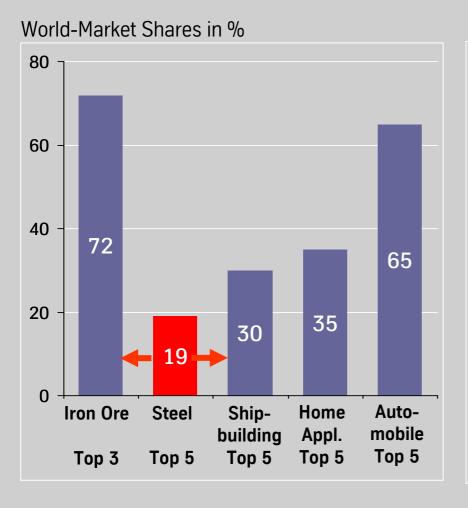
#### Follow the Customer as a Strategic Necessity

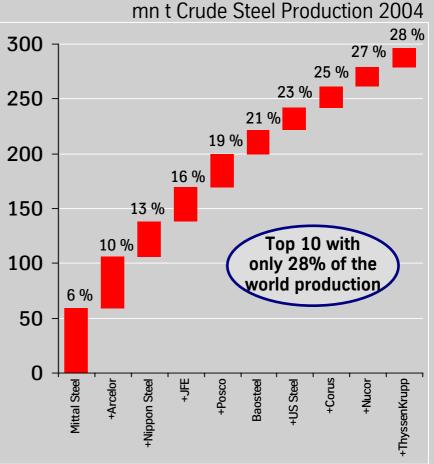
Source: DRI Global Insight; MS; WMA; Company information; Broker reports; Press search; BCG analysis





# "Sandwich-Position" of the Steel Industry Forces Consolidation

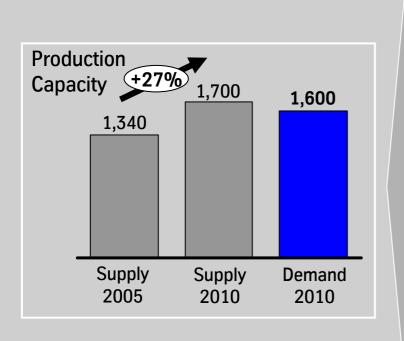


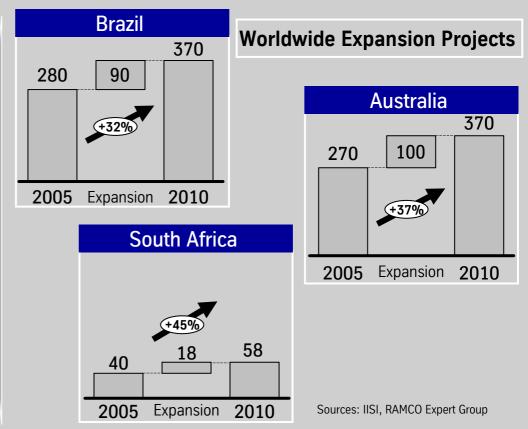






### New Capacities Lead to a Balanced Iron Ore Supply-Demand Level





Indication for Price Reduction of Iron Ore in Mid-term Scenarios





# ThyssenKrupp Steel Meets the International Challenges



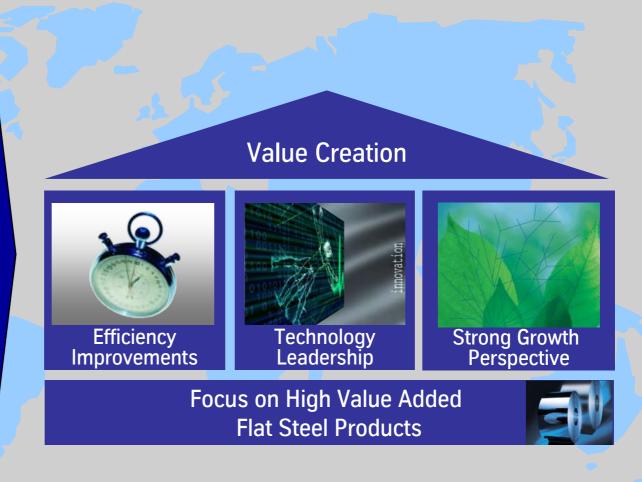
Globalization of Customers



Worldwide Consolidation of the Steel Industry



Raw Material Markets in flux



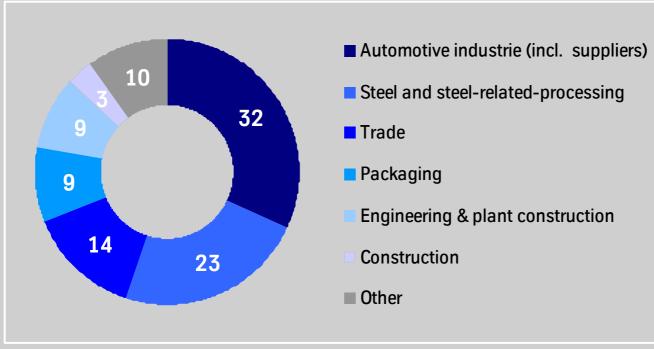
#### ThyssenKrupp



# **Customers with High Quality Requirements in Flat Carbon Steel**

#### Steel: Sales by Industry FY 2004/05

in %



















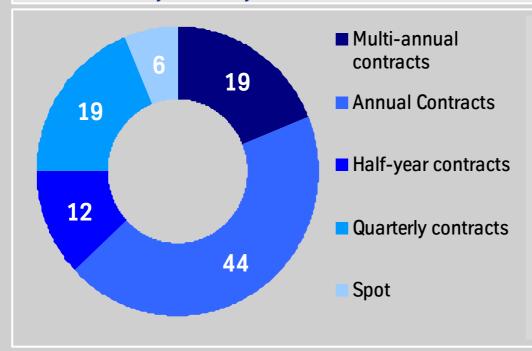




### Long-term Relationships Foster Sustainable Value Performance ...

#### Steel: Sales by maturity (FY 2004/05)

in %



- Customer relationship in focus
- 63% long-term contract exposure as an indicator of reliability and trustworthiness
- Short-term business not an opportunity business

Price premium over the cycle









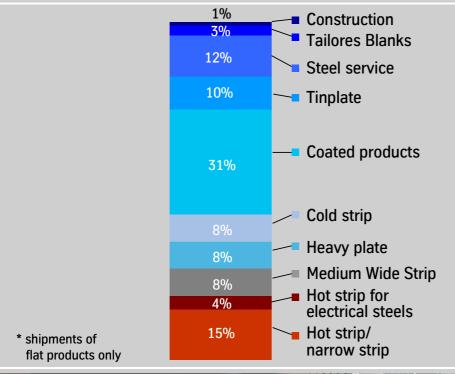






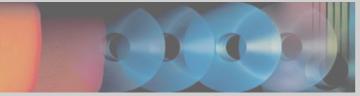
# High Value Added Products Strengthen Market Position ...

#### Product Portfolio Steel (FY 04/05)\*



- Full product range in flat carbon steels
- Permanent development of new grades and products
- Joint R&D with major customers

Secures dealing in a premium market







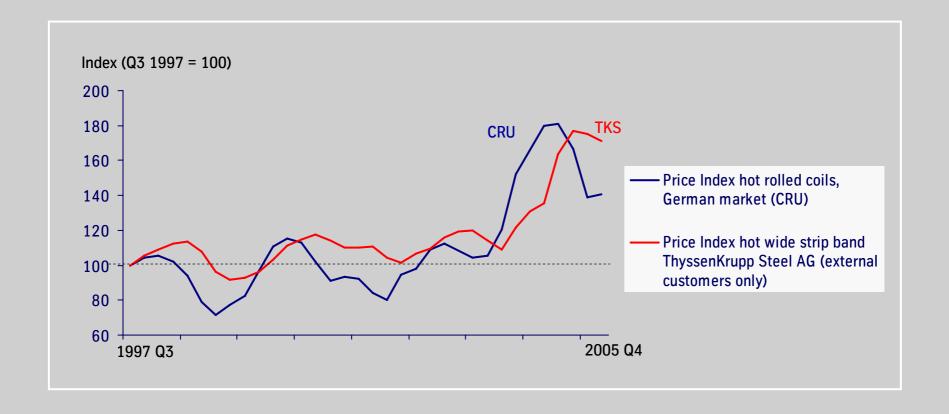








# ... Lead to Lower Earnings Volatility at ThyssenKrupp Steel



Sources: CRU, own calculations based on CRU TKS

all data incl. Q4 2005





# ThyssenKrupp Sticking to Global Growth Strategy for Steel

#### Strategy for growth in Europe and the NAFTA region

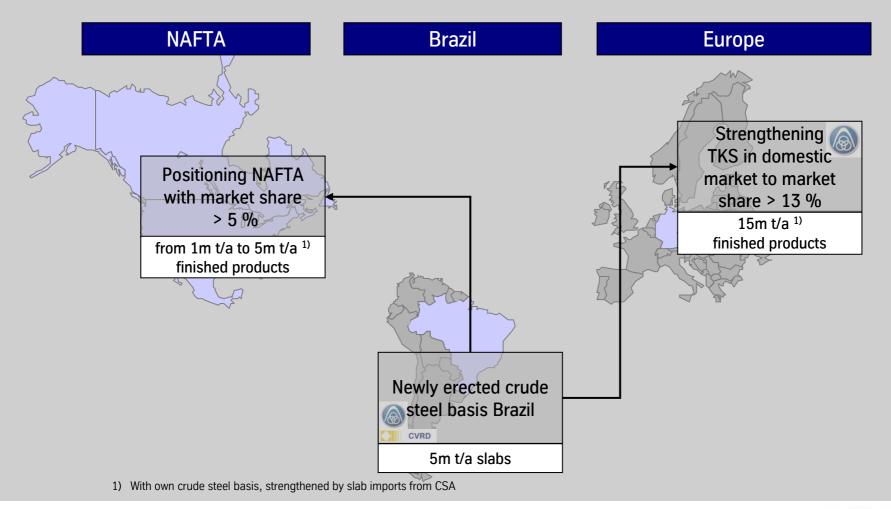
Expand strong European market position

Secure future growth opportunities by utilizing low-cost slabs from Brazil

 Strengthen presence in North America as a core market for high-value products



# Global Strengthening in the Market of High-Quality Flat Steels







#### Conclusion

- ThyssenKrupp:

   Focused industrial group based on 3 pillars,
   combining value and growth components
- Strategic direction:
   From consolidation to controlled profitable growth
- Strategic drivers:
   Innovation, service initiative, human resources development



### Financial Calendar 2006/2007

<ul> <li>July 25, 2006</li> <li>to August 10, 2006</li> </ul>	Quiet Period
o August 11, 2006	Interim Report 3rd quarter 2005/2006 (Apr to Jun) Conference call with analysts and investors
<ul> <li>October 25, 2006</li> <li>to November 30, 2006</li> </ul>	Quiet Period
o December 1, 2006	Annual Press Conference Analysts' and Investors' Meeting (Essen, Germany)
<ul><li>January 19, 2007</li></ul>	Annual General Meeting (Bochum, Germany)
<ul> <li>February 13, 2007</li> </ul>	Interim Report 1st quarter 2006/2007 (Oct to Dec) Conference call with analysts and investors
o May 11, 2007	Interim Report 2nd quarter 2006/2007 (Jan to Mar)





### **How to Contact ThyssenKrupp Investor Relations**

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To be added to the IR mailing list, send us a brief e-mail with your details!

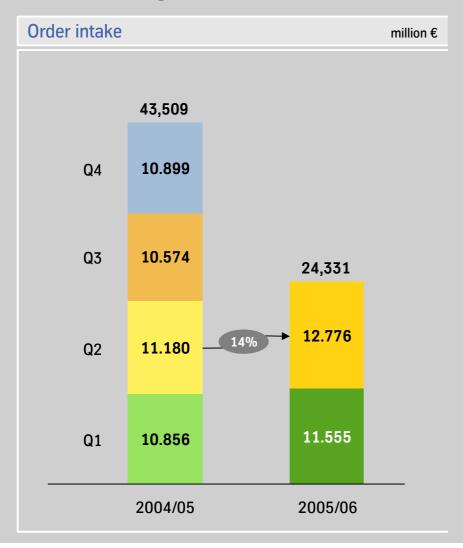


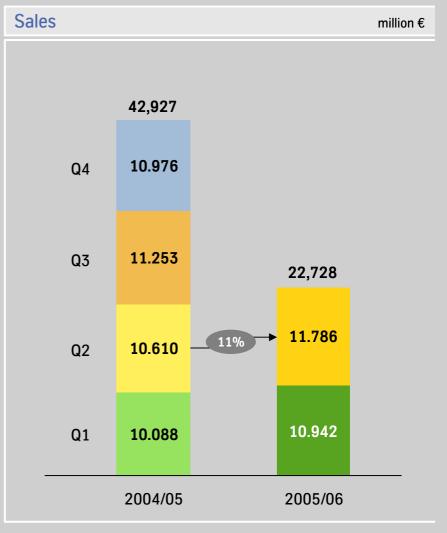


# **Appendix**



# **Group in Figures (I)**

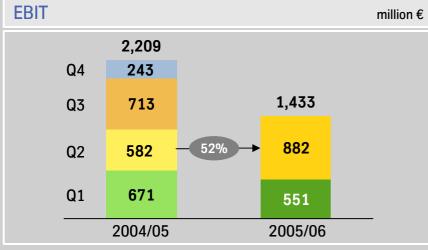


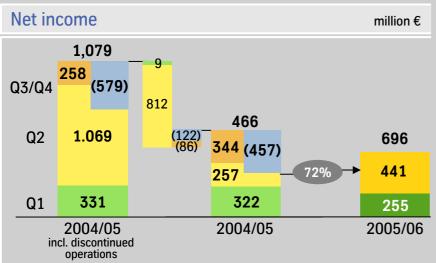


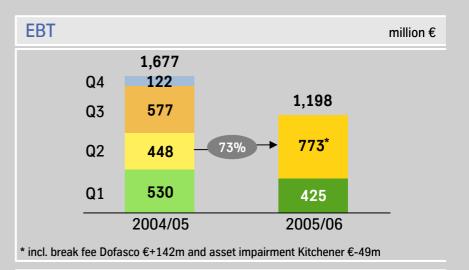


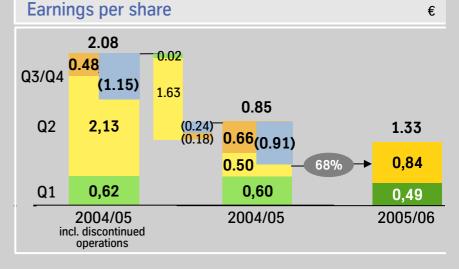


### **Group in Figures (II)**





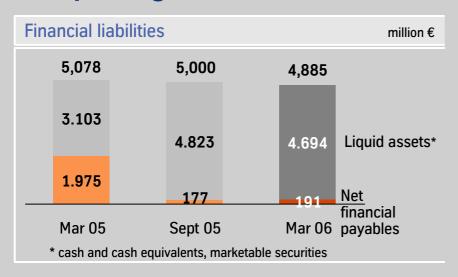


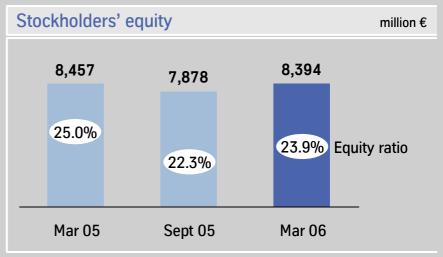


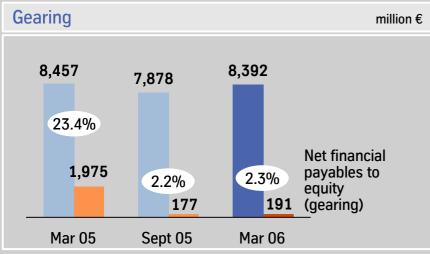


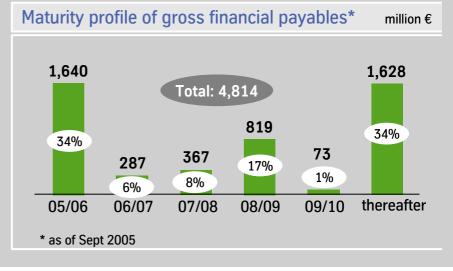


### **Group in Figures (IV)**













# **Group Overview (I)**

		2nd quarter 2004/2005		2nd quarter 2005/2006	Change	Change in %
Order intake	€m	11,180		12,776	1,596	14.3
Sales	€m	10,610		11,786	1,176	11.1
EBITDA	€m	963	1	1,278	315	32.7
EBIT	€m	582	1	882	300	51.5
EBT	€m	448		773	325	72.5
Income from continuing operations	€m	257	П	441	184	71.6
EPS from continuing operations	€	0.50		0.84	0.34	68.0
Net income	€m	1,069		441	-628	-58.7
EPS	€	2.13		0.84	-1.29	-60.6



# **Group Overview (II)**

		2nd quarter 2004/2005	2nd quarter 2005/2006	Change	Change in %
Capital expenditures*	€m	580	492	-88	-15.2
Depreciation/amort.	€m	381	396	15	3.9
Operating Cash flow	€m	324	883	559	+
Free cash flow	€m	2,211	517	-1,694	-76.6
Employees	(Mar 31)	186,930	187,997	1,067	0.6

<sup>\*</sup> incl. financial investments



### **Segment Overview – Steel (I)**

#### Steel

2nd quarter							
		2004/2005	2005/2006	Change	Change in %		
Order intake	€m	2,372	2,945	573	24.2		
Sales	€m	2,359	2,711	352	14.9		
EBITDA	€m	416	575	159	38.2		
EBIT	€m	275	433	158	57.5		
EBT	€m	258	416	158	61.2		
Free cash flow	€m	108	321	213	+		
Employees	(Mar 31)	31,390	30,294	-1,096	-3.5		

- Orders and sales up by volume and revenues on the back of strong underlying demand and accumulation of low inventory levels; volume of orders booked higher than production capacity
- Major sales growth at Auto business unit reflecting price rises of renegotiated long-term contracts; grainoriented electrical steel business performing exceptionally well with significantly higher shipments and revenues
- Crude steel production down yoy due to fire at HKM in January, but with no negative effect on shipments
- Clear increase in EBT benefiting from long-term contract exposure; mainly at Auto and Processing business units (electrical steel with biggest contribution); Industry business unit impacted mainly by higher costs
- Further price increases announced for April (€20-40/t) and July (€30-50/t)





### **Segment Overview – Steel (II)**

#### **Stainless**

2nd quarter						
		2004/2005	2005/2006	Change	Change in %	
Order intake	€m	1,388	2,096	708	51.0	
Sales	€m	1,385	1,626	241	17.4	
EBITDA	€m	149	105	-44	-29.5	
EBIT	€m	114	69	-45	-39.5	
EBT	€m	97	52	-45	-46.4	
Free cash flow	€m	35	181	146	+	
Employees	(Mar 31)	12,328	12,143	-185	-1.5	

- Rise in **order intake** (volume-wise +62%) and shipments due to significant increase in demand and lively restocking; orders in hand cover four months at European plants
- Restrained sales growth mainly due to lower base prices yoy; VDM (nickel-base alloys) again with high growth rates on sustained demand
- Decrease in EBT reflecting lower average base prices yoy and higher costs for energy and transportation;
   VDM again as main earnings contributor
- Following an all-time low in the calendar 4th calender quarter 2005, base price increases were implemented in the main markets

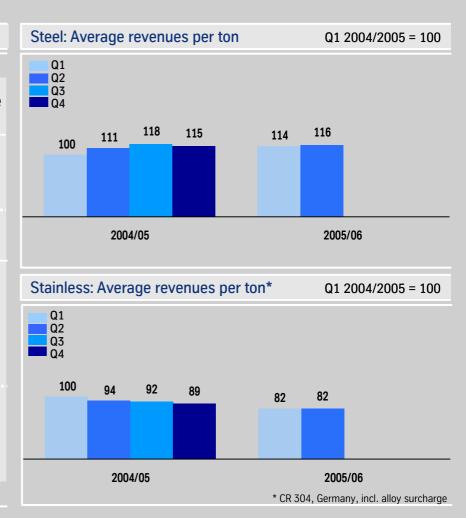




# Segment Overview Steel: Output, Shipments and Revenues per Ton

#### Crude steel output and shipments

in 1,000 tons	2nd q 2004/2005	uarter 2005/2006	Change	Change in %
Crude steel output*  • Steel	4,225	4,011	-214	-5.1
	3,551	3,338	-213	-6.0
Stainless	674	673	-1	-0.1
Shipments • Steel total • Steel CR • Steel HR	3,136	3,633	497	15.8
	2,180	2,567	387	17.8
	956	1,066	110	11.5
<ul><li>Stainless total</li><li>Stainless CR</li><li>Stainless HR</li></ul>	542	698	156	28.8
	380	484	104	27.4
	104	133	29	27.9







### **Segment Overview – Capital Goods (I)**

#### **Automotive**

2nd quarter							
		2004/2005	2005/2006	Change	Change in %		
Order intake	€m	1,927	2,064	137	7.1		
Sales	€m	1,964	2,165	201	10.2		
EBITDA	€m	168	153	-15	-8.9		
EBIT	€m	94	20	-74	-78.7		
EBT	€m	67	(10)	-77			
Free cash flow	€m	(31)	(22)	9			
Employees	(Mar 31)	44,221	42,610	-1,611	-3.6		

- Higher order intake and sales despite continuing difficult market environment and disposals; increase in sales mainly at Chassis business unit (system business: ramp up of new plant in Leipzig; suspension unit: launch of new models in Europe and the US)
- EBT negatively impacted by impairment loss of €49 m for Kitchener plant; all business units with double-digit profit at operating level; prior-year figure includes profits and disposal gain of sold Alu Castings (€41 m)
- Restructuring of North American activities continued: asset impairment for Kitchener plant (BU Chassis), closure of Detroit plant (BU Body) before end of calendar year and shift of production to Shelbyville plant; sale of Stahl Company (aluminum castings) and Budd Plastics division initiated



### **Segment Overview – Capital Goods (II)**

#### **Technologies**

2nd quarter						
		2004/2005	2005/2006	Change	Change in %	
Order intake	€m	1,732	1,503	-229	-13.2	
Sales	€m	1,466	1,456	-10	-0.7	
EBITDA	€m	52	106	54	+	
EBIT	€m	11	71	60	+	
EBT	€m	15	85	70	+	
Free cash flow	€m	525	87	-438	-83.4	
Employees	(Mar 31)	29,015	27,469	-1,546	-5.3	

- Order intake impacted by slipping of major projects (Marine Systems) and disposals (Mechanical Engineering); higher orders at Plant Technology due to raw material exploration and processing projects (e.g. oil sands, coal gasification); order backlog again at €9 bn, covering more than one year's sales
- Significant improvement in EBT due to elimination of loss-making activities and strong business environment;
   all business units with double-digit profit; Mechanical Engineering again as main earnings contributor
- Free cash flow of prior-year quarter positively impacted by acquisition of HDW (net cash taken over)
- Further optimization of business portfolio by acquisition of Maerz Ofenbau (Plant Technology) and disposal of BVI Steam Turbine division (Mechanical Engineering)



### Segment Overview - Capital Goods (III)

#### **Elevator**

2nd quarter						
		2004/2005	2005/2006	Change	Change in %	
Order intake	€m	1,071	1,203	132	12.3	
Sales	€m	863	1,054	191	22.1	
EBITDA	€m	89	114	25	28.1	
EBIT	€m	76	101	25	32.9	
EBT	€m	71	94	23	32.4	
Free cash flow	€m	96	81	-15	-15.6	
Employees	(Mar 31)	32,943	35,109	2,166	6.6	

- Order intake and sales driven by increased demand for new installations (esp. in the Americas, China) and growth in service business (expansion of maintenance portfolio); Accessibility with major increase in orders and sales due to expansion of market presence; Escalators/Passenger Boarding Bridges gaining new mid-size airport and subway projects
- Rising price and cost pressure compensated by increased business volume and efficiency improvements, resulting in higher EBT; Americas business unit and Accessibility almost doubled profits
- With acquisition of KR Liften in the Netherlands (distribution and services), SIAR in Italy (services and modernization) and TEAM in Spain (passenger boarding bridges) continuation of "small step" growth approach





### **Segment Overview – Services**

#### **Services**

2nd quarter							
		2004/2005		2005/2006	Change	Change in %	
Order intake	€m	3,136	П	3,752	616	19.6	
Sales	€m	3,077		3,383	306	9.9	
EBITDA	€m	123	1	138	15	12.2	
EBIT	€m	95	1	108	13	13.7	
EBT	€m	78		91	13	16.7	
Free cash flow	€m	(153)		(31)	122		
Employees	(Mar 31)	33,234	ı	39,016	5,782	17.4	

- Rise in orders and sales especially at Materials Services North America and Industrial Services due to strong
  market environment in the US improving demand and rising prices especially for nonferrous metals (copper,
  titanium, aluminum) as well as expansion of services for various industries (e.g. energy, petrochemicals,
  construction)
- EBT increased on the back of demand and price recovery, moreover enforced by efficiency enhancement programs and sales initiatives; Industrial Services with doubled profit; Materials Services Europe as main earnings contributor
- Acquisition of complementary activities to strengthen materials and industrial services business especially in North and South America (Hearn Group, VPK Metals, RIP) as well as Asia (China, Thailand, South Korea)





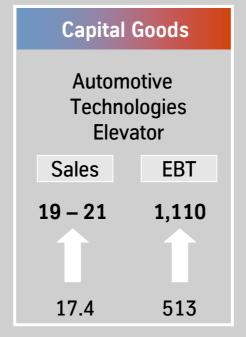
### **Objective: Profitable Growth Across all Businesses**

# ThyssenKrupp AG Sales: up to €50 billion EBT: €2 billion

Product-oriented businesses
Sales: ~ €30 billion

Service-oriented businesses
Sales: ~ €20 billion







\* sales in €bn, EBT in €m





#### **Disclaimer**

In this presentation all figures are prepared in accordance with IFRS. Moreover the figures in the income statement refer to continuing operations unless otherwise stated.

Due to the conversion process figures included here should be seen as provisional as the IASB may still enact provisions that could be applied retroactively. The audit of the restated figures will be in conjunction with the audit of the full financial statements under IFRS for the fiscal year ending September 30, 2006.

This presentation contains certain statements that are neither reported financial results nor other historical information. These statements are forward-looking statements and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements. Many of these risks and uncertainties relate to factors that are beyond ThyssenKrupp's ability to control or estimate precisely, such as future market and economic conditions, the behavior of other market participants, the ability to successfully integrate acquired businesses and achieve anticipated synergies and the actions of government regulators. Readers are cautioned not to place undue reliance on these forward-looking statements, which apply only as of the date of this presentation. ThyssenKrupp does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of these materials.



