# **3rd Basic Materials Seminar Exane BNP Paribas**

London March 19, 2008

2008



# Agenda

### Peter Urban

Vice Chairman and CFO ThyssenKrupp Steel AG

- Overview ThyssenKrupp Group
- Track Record and Strategic Positioning ThyssenKrupp Steel
- Strategic Guidelines
- Forward Strategy for Profitable Growth



## ThyssenKrupp Group FY 2006/07

## ThyssenKrupp AG

Sales €51.7 bn • EBT €3,330 m • TKVA €2,108 m • Employees 191,350

#### Steel

Sales €13.2 bn EBT €1,662 m TKVA €1,138 m Employees 39,559

- Steelmaking
- Industry
- Auto
- Processing

#### **Stainless**

Sales €8.7 bn EBT €777 m TKVA €507 m Employees 12,182

- Nirosta
- Acciai Speciali Terni
- Mexinox
- Shanghai Krupp Stainless
- Stainless Int.
- VDM

#### **Technologies**

Sales €11.5 bn EBT €544 m TKVA €348 m Employees 54,762

- Plant Technology
- Marine Systems
- Mechanical Components
- Automotive Solutions
- Transrapid

#### **Elevator**

Sales €4.7 bn EBT\* €(113) m TKVA\* €(226) m Employees 39,501

- 4 regional business units
- Escalators/ Passenger Boarding Bridges
- Accessibility

#### **Services**

Sales €16.7 bn EBT €704 m TKVA €487 m Employees 43,012

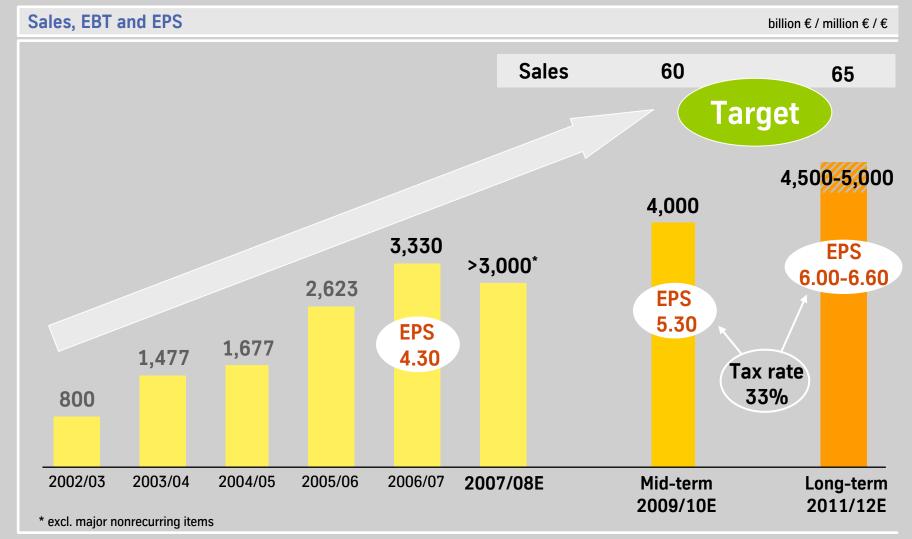
- Materials Services International
- Materials Services North America
- Industrial Services
- Special Products

Inter-segment sales not consolidated

\* incl. EU fine



# ThyssenKrupp Group – Targets 2009/10 and 2011/12





# Track Record ThyssenKrupp Steel



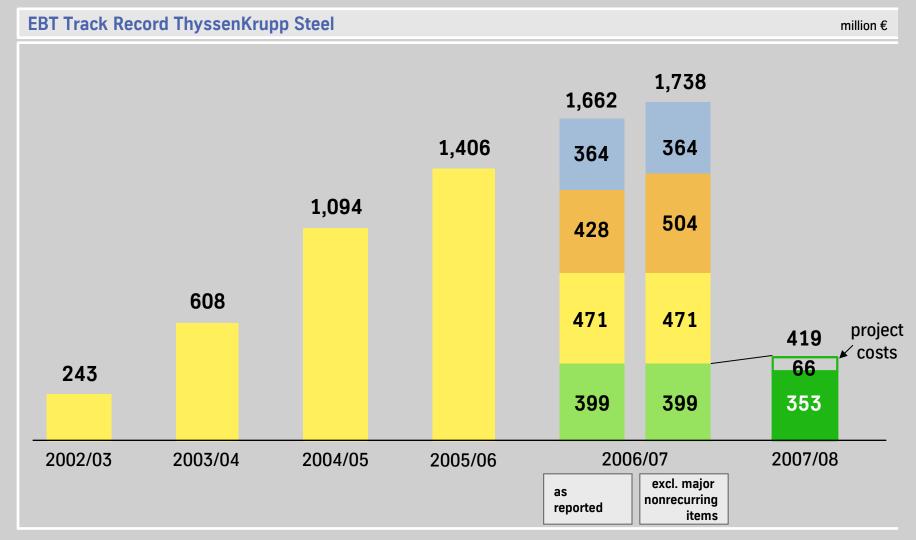
	K	2001/021)	2002/031)	2003/041)	2004/052)	2005/06 <sup>3)</sup>	2006/07³)
Sales	€m	6,861	7,448	8,387	9,568	12,087	13,209
Crude steel prod.	1,000 t	13,145	13,557	13,978	13,826	13,837	14,459
ЕВТ	€m	15	243	608	1,094	1,406	1,662
ROCE	%	2.6	7.0	13.0	19.6	23.2	26.9
TKVA	€m	(417)	(162)	164	600	876	1,138
<b>⊘</b> Capital Employed	€m	5,623	5,430	5,520	5,965	6,380	6,557
Employees (Sept. 30)	#	29,222	29,249	30,618	31,634	38,840	39,559

<sup>1)</sup> Business Unit Carbon Steel, incl. discontinued operations US GAAP



<sup>2)</sup> ThyssenKrupp Steel (new) IFRS 3) incl. Metal Forming

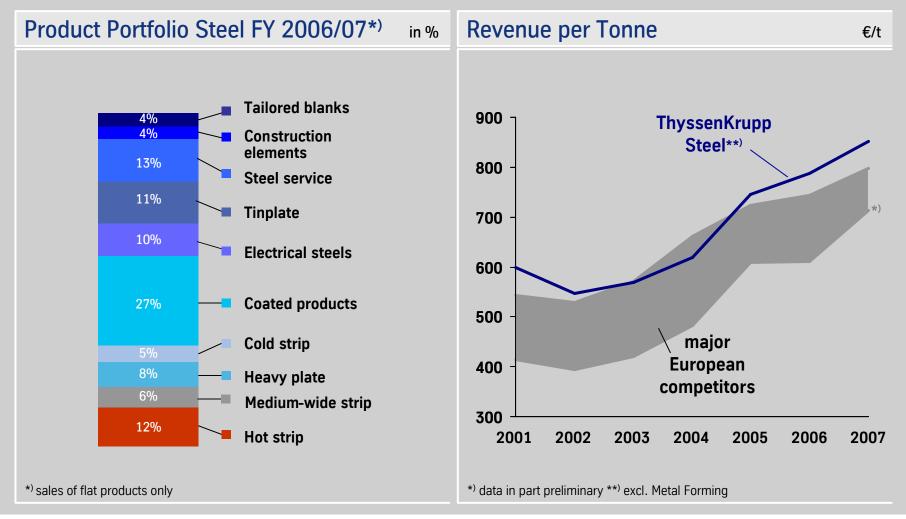
## Successful Start into the New Fiscal Year







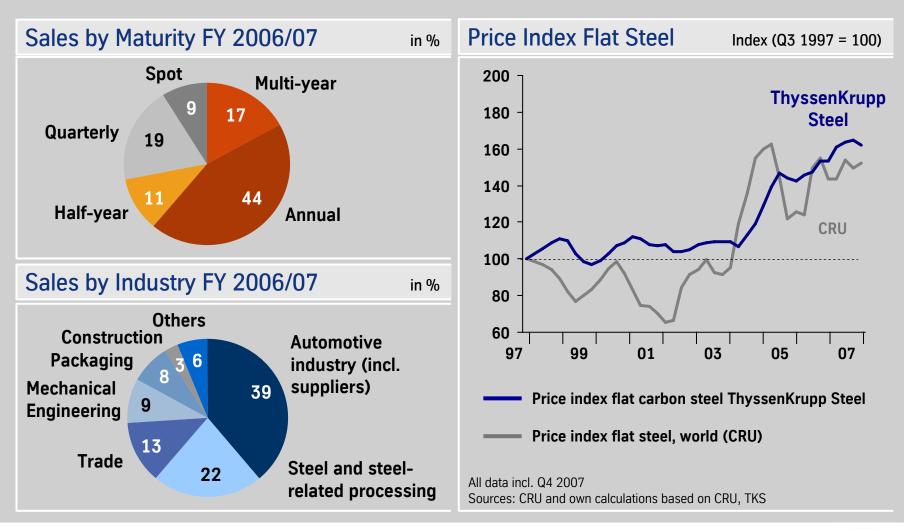
## **Premium Product Portfolio Generates Above-Average Revenues**







# Long Term Customer Relations Establish Lower Volatility

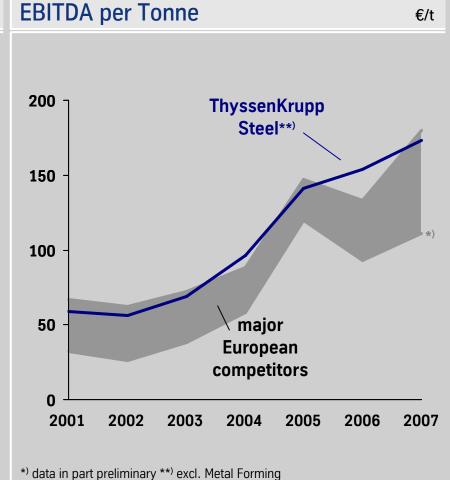






# **Strong Market Positions and Profitability**

Market Positions	by production 2005	EBITDA
<ul> <li>Total Flat Carbon Steel</li> </ul>	# 2 Europe	
<ul> <li>Tailored Blanks</li> </ul>	# 1 World	200 7
<ul><li>Tinplate</li></ul>	# 3 Europe	150 -
<ul><li>Electrical Steel # 2 Wo</li></ul>	orld / # 1 Europe	100 -
<ul> <li>Coated Products</li> </ul>	# 2 Europe	50 -
O Heavy Plate, quenched & tempered	# 2 Europe	0
<ul> <li>Medium-wide Strip</li> </ul>	# 1 / USP	2001
		*) data in par







# Strategic Guidelines ThyssenKrupp Steel

## Sustainable value growth







Focus on attractive markets for premium flat steel products







# Leadership in Technology

Example: Strong Partner to the Automotive Industry

**Materials** Innovative steels hot-rolled strip with cold performance and New materials Surface coatings Surfaces Zink Magnesium X-IP-Steels Technology Support in applications Leadership **Innovations** Simultaneous Engineering and in technology Tailored Blanks **Engineering**  BONDAL® Tailored Blanks **Production** Parts and components Solutions for auto bodies T³ -Technique<sup>®</sup> and Chassis systems NewSteelBody® Service

Overall competence in automobile market as a basis for leadership in technology



# Pioneer and Innovation Leader in Tailored Products 2007: Strategic Milestones and Product Examples First to supply **Tailored Blanks** for hot forming 2006: **Tailored Strips** Continuous Innovation in Products and Processes 2003: Start of Tailored Orbitals Tailored Blanks 1985

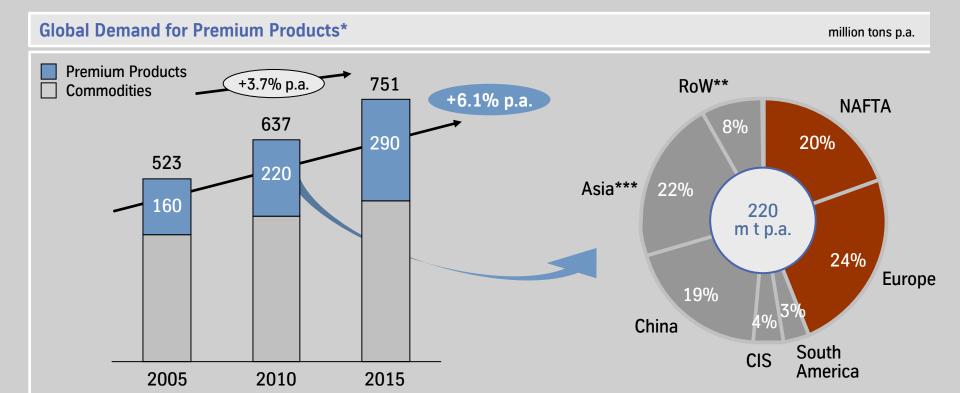
1991:

Linear Tailored Blanks with differential thickness Thyssen Tailored Tubes® 2<sup>nd</sup> generation



# Premium Flat Carbon Steel Market with Above-Average Growth

## Global Market Development: Market Forecasts up to 2015

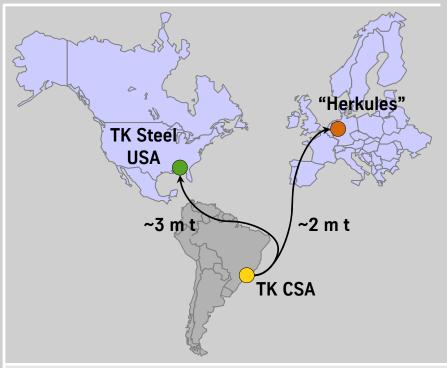


#### **Europe and NAFTA with almost 45% Share in Global Demand for Premium Products**



<sup>\*</sup> Flat steel products with above-average quality requirements and technological properties \*\* esp. India \*\*\* esp. Japan and South Korea Source(s): CRU MerchantSlabMarket 2006-Q4 – absolute numbers, WSD Global Steel Product Matrix

# **Investment Strategy Steel: The Transatlantic Concept**



- Utilizing low-cost slabs from Brazil
- Build on and expand strong European market position
- Clear strategy to enter NAFTA market with focus on high value-added products

#### Targeted major transatlantic production capacities

Capacity in m metric tons p.a.	Brazil	NAFTA	Europe **
Slabs	5	-	15
Hot-rolled	-	5.2*	17.5
Cold-rolled	-	2.5	10
Coated	-	1.8	8

- ⇒ Significant dilution of cost base by highly competitive steel mill in Brazil
- De-bottlenecking and modernization to process2 m t of additional slabs from Brazil ("Herkules")
- Transfer of proven business model into the modern industrial center of the U.S.





## Slab Facility in Brazil Will Create Competitive Advantages

### Start of Production in March 2009

#### Location

- · Sepetiba, Brazil
- Link to ore logistics from Minas Gerais (South ore mine system of Vale )
- Rail connection and captive port
- Ample space for expansion

# Plant configuration





plant





furnace







Capacity: 5 million tons p.a.

Capex: €3 billion

SOP

March 2009 production of first slab

# Competitive advantages

- High-quality, secure ore supply
- Site advantages
- Modern and efficient technologies and processes
- Excellent logistics

Outstanding cost position

Low-cost and high-quality slabs as ideal basis for further processing in Europe and North America



# **ThyssenKrupp Steel USA: Proposed Facility Layout**



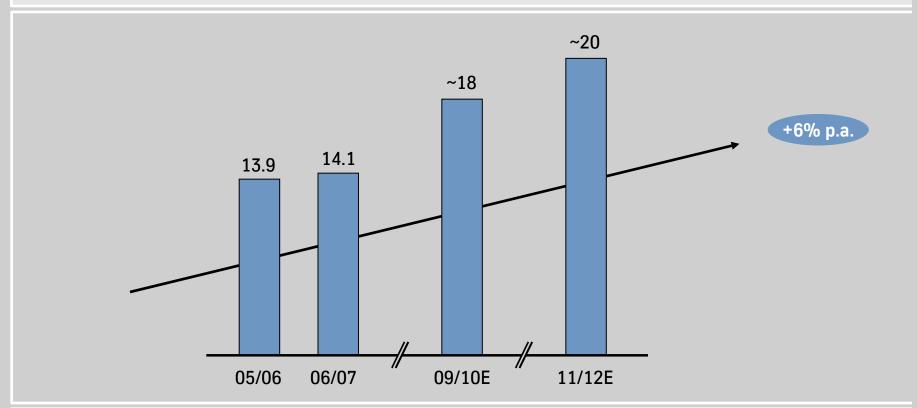




# **Excellent Positioned and on Track to Meet Increasing Demand for Premium Products**

#### **Steel Shipments ThyssenKrupp Steel**

million tons p.a.



Shipments to Increase by more than 40% by 2011/12





# Forward Strategy Creates Potential For Significant Value Growth

### Strong Organic Growth Based on Proven Business Model









Focus on attractive markets for premium flat steel products



- Capex
  - Forward Strategy Europe
  - Forward Strategy NAFTA
  - Forward Strategy Brazil

Return hurdle for growth investments

≥ 15 %

€5.7bn

- Committed to
  - Reliable and significant profit contribution
  - Drive value for the Group!

Proceeding to Schedule and Budget!



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"The information set forth and included in this presentation is not provided in connection with an offer or solicitation for the purchase or sale of a security and is intended for informational purposes only.

This presentation contains forward-looking statements that are subject to risks and uncertainties. Statements contained herein that are not statements of historical fact may be deemed to be forward-looking information. When we use words such as "plan," "believe," "expect," "anticipate," "intend," "estimate," "may" or similar expressions, we are making forward-looking statements. You should not rely on forward-looking statements because they are subject to a number of assumptions concerning future events, and are subject to a number of uncertainties and other factors, many of which are outside of our control, that could cause actual results to differ materially from those indicated. These factors include, but are not limited to, the following:

- (i) market risks: principally economic price and volume developments,
- (ii) dependence on performance of major customers and industries,
- (iii) our level of debt, management of interest rate risk and hedging against commodity price risks;
- (iv) costs associated with, and regulation relating to, our pension liabilities and healthcare measures,
- (v) environmental protection and remediation of real estate and associated with rising standards for real estate environmental protection,
- (vi) volatility of steel prices and dependence on the automotive industry,
- (vii) availability of raw materials;
- (viii) inflation, interest rate levels and fluctuations in exchange rates;
- (ix) general economic, political and business conditions and existing and future governmental regulation; and
- (x) the effects of competition.

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