# **German Investment Conference UniCredit**

Munich September 25, 2008

2008



# Agenda

- Q3 Financials and Outlook
- Group and Segment Strategy
- Wrap-up and Financial Calendar



# **Group Overview – Q3 2007/08 Highlights**

Top positions in global growth industry sectors pay off:

Order intake€14,181 m(€15,552 m)Sales€14,181 m(€13,444 m)EBT\*€1,073 m(€1,180 m)

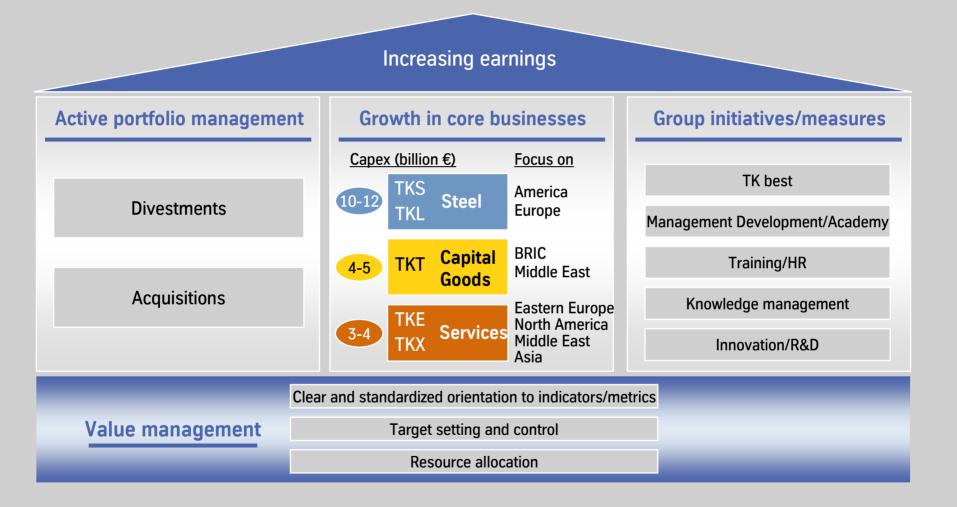
- Order intake at high level, sales at record level
- All segments with QoQ and YoY (except Stainless) improvement in earnings\*
- EBT\* outlook 2007/08: > €3.2 bn

() = Q3 2006/07



<sup>\*</sup> excl. major nonrecurring items

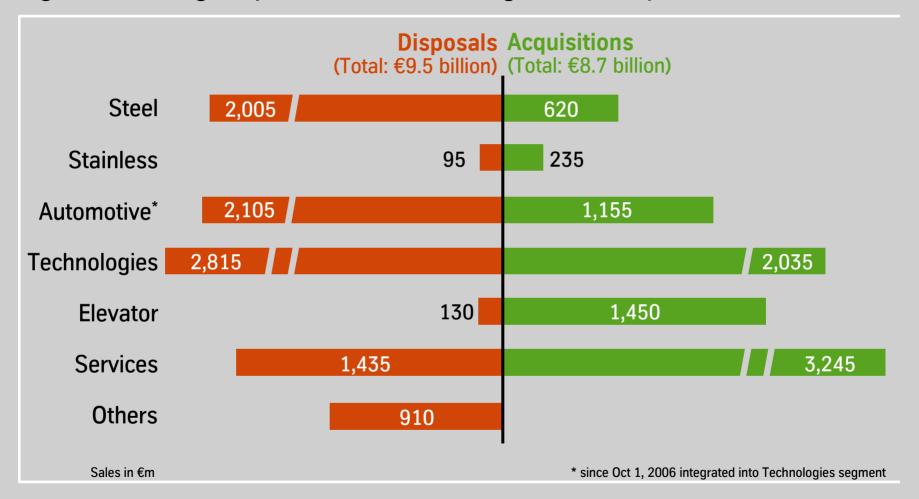
# **Cornerstones of the ThyssenKrupp Group's Strategy**





# Active Portfolio Management at ThyssenKrupp

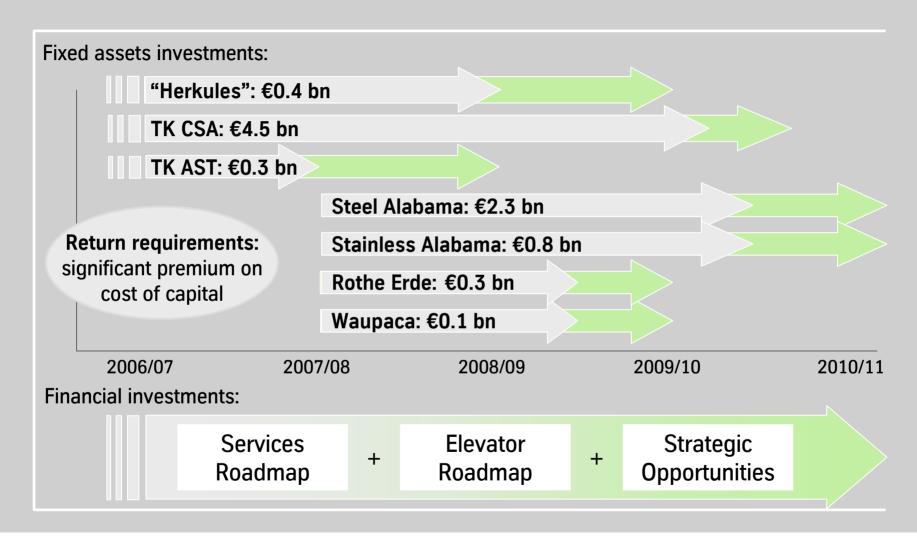
Significant change in portfolio since the merger (as at July 2008)







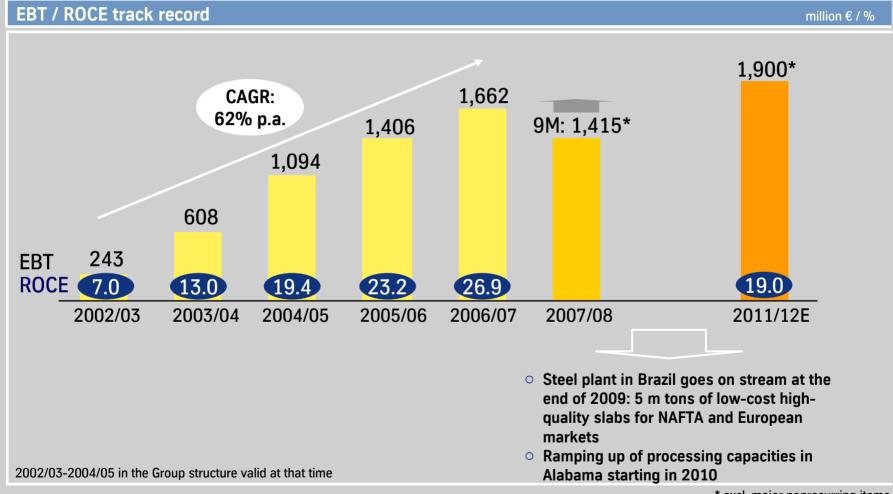
# **Timeframe for Selected Capital Expenditures to Drive Earnings**







### **Steel: Value Drivers**

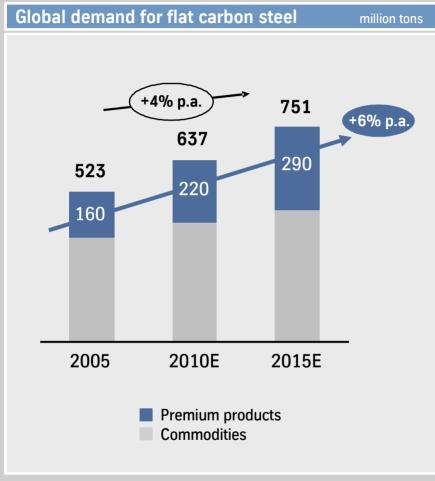


\* excl. major nonrecurring items

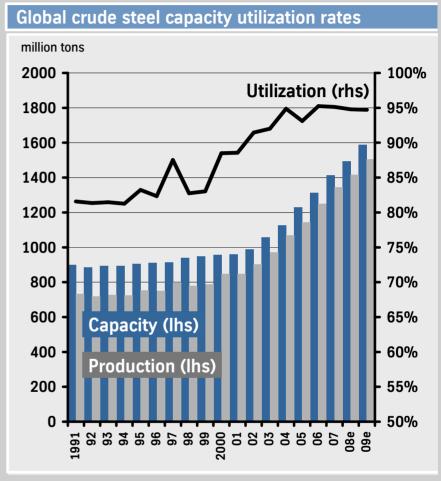




### **Steel: Market Outlook**



Source(s): CRU MerchantSlabMarket 2006-Q4, WSD Global Steel Product Matrix



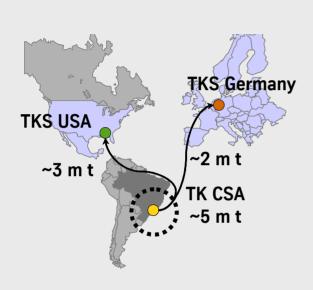
Source(s): German Steel Federation, own estimates



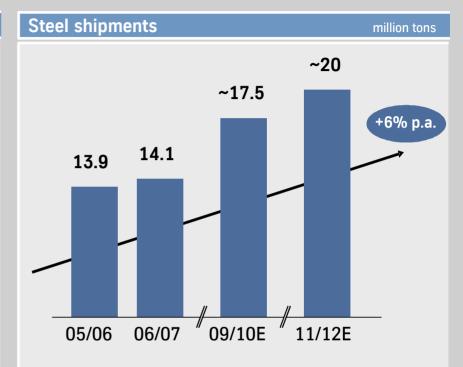


# **Steel: Strategic Concept**

#### Transatlantic forward strategy



- Low-cost and high-quality slabs as ideal basis for further processing in Europe and North America
- Production of first slab at the end of 2009



- Strong organic growth based on proven business model
- Shipments to increase by more than 40% by 2011/12
- Excellently positioned to meet increasing demand for premium products



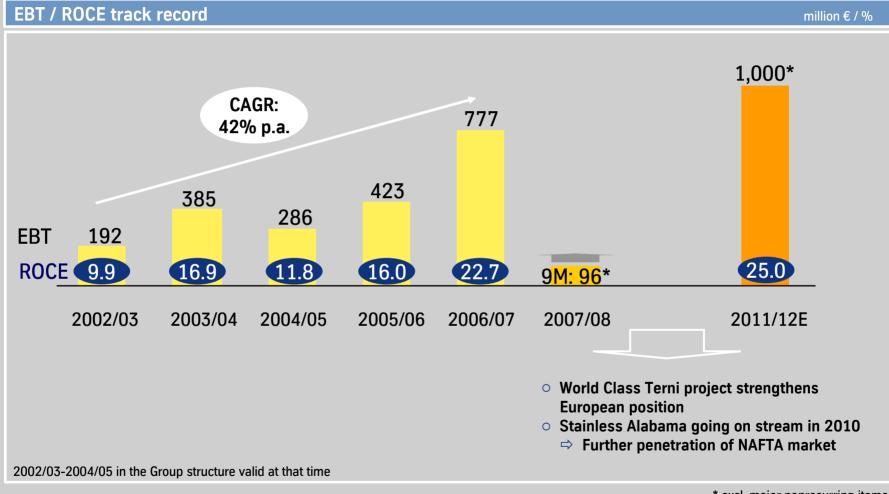
# Steel: Investment Project TK CSA, Brazil







### **Stainless: Value Drivers**



\* excl. major nonrecurring items





# **Stainless: EBT Development**



\* devaluation of inventories



# **Stainless: Cold-Rolled Stock Reach**

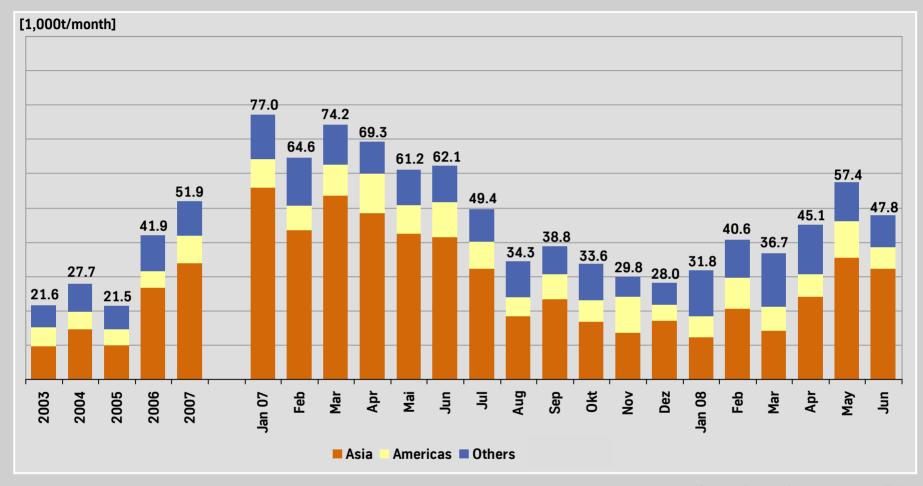


Source: Edelstahlhandels-Vereinigung (EHV) Jul 2008





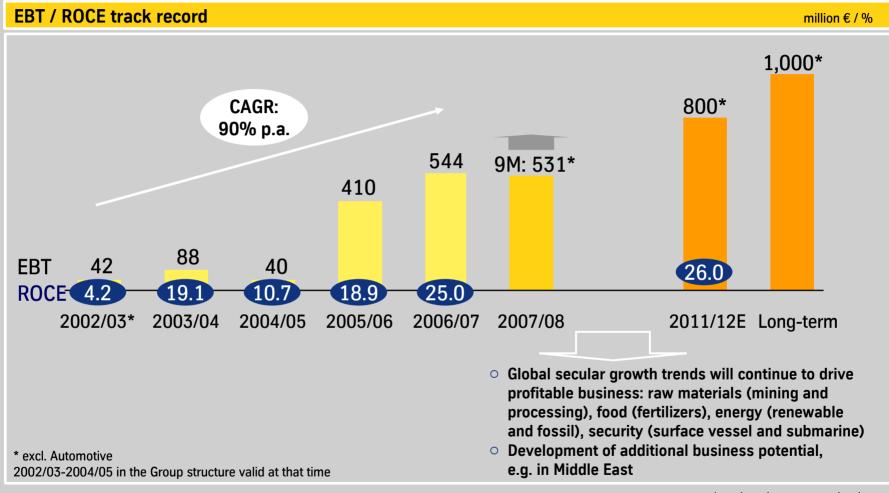
# **Stainless: Cold Rolled Imports from Third Countries**



Source: Eurofer September 2008, TKL



# **Technologies: Value Drivers**

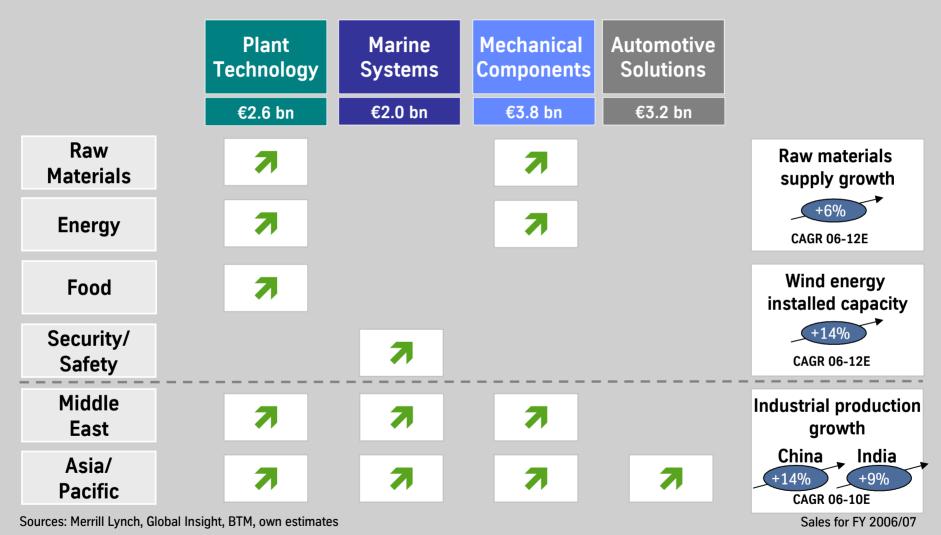


\* excl. major nonrecurring items





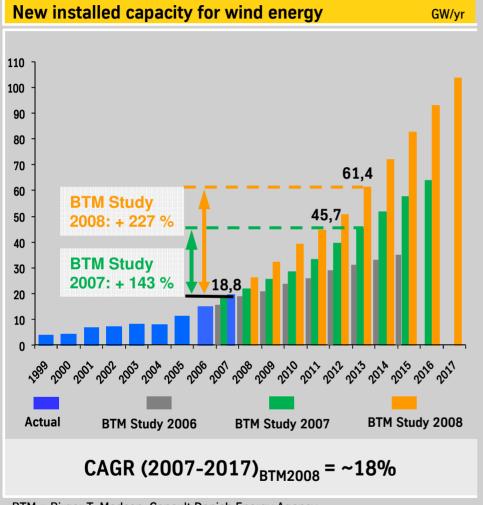
# **Technologies: Strategic Concept**



## ThyssenKrupp



# **Technologies: Growth of Wind Energy in BRIC Countries**



#### Bearings in wind energy plants



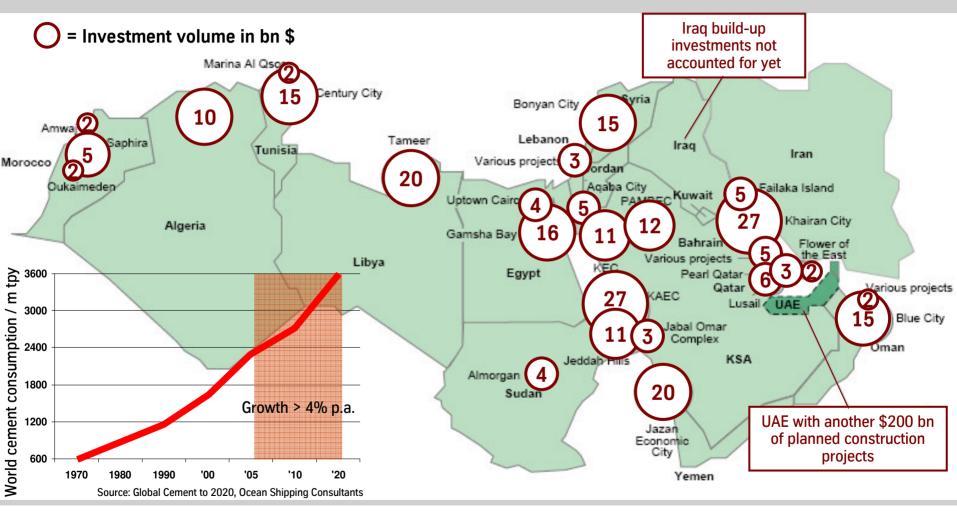
- ThyssenKrupp components are essential for wind turbines
- ⇒ 5 bearings are needed for every wind turbine

BTM = Birger T. Madsen, Consult Danish Energy Agency



# **Urbanisation: Over \$500 bn Planned Construction Projects in MENA**

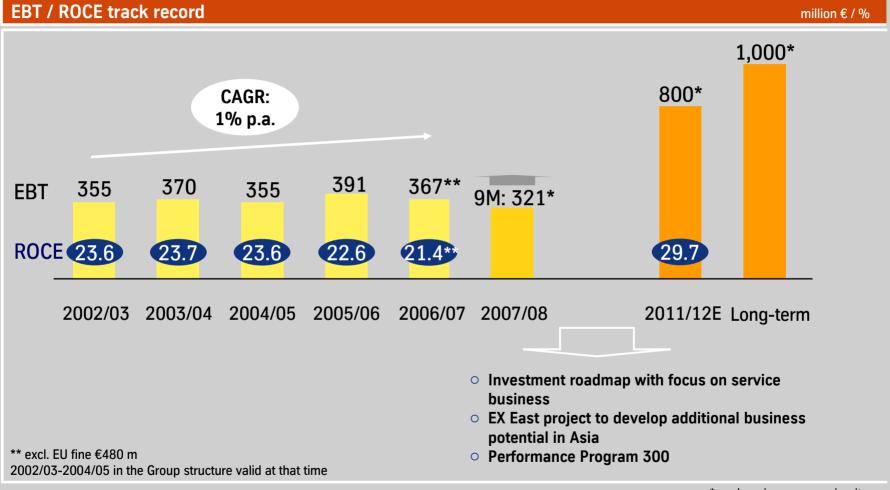
Key driver of demand growth for cement







### **Elevator: Value Drivers**



\* excl. major nonrecurring items





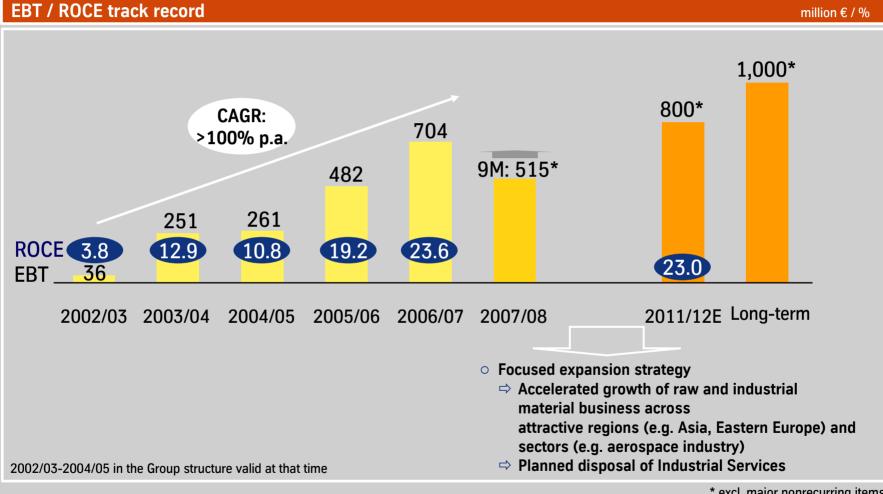
# **Elevator: Market Outlook and Strategic Concept**

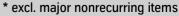






### **Services: Value Drivers**

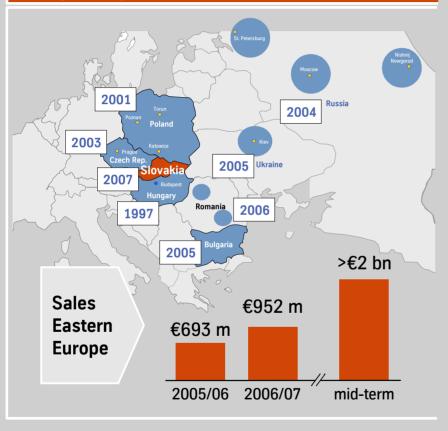




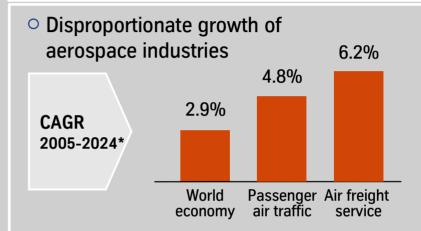


## **Services: Strategic Concept**

# Expansion in growth regions Example: Acquisition of Ferostav, Slovakia



#### Expansion in growth sectors and services Example: Acquisition of Apollo Metals Group



- High demand for corresponding supply chain services
- Apollo acquisition provides ideal geographic fit to existing aerospace activities
- Combined pro-forma sales of ~€0.5 bn

\* Source: Airbus



# **Growth strategy for Materials Services**

### Growth in several directions



**Sectors** 

**Products &** services

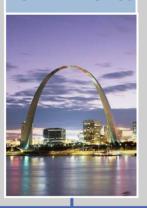
**Eastern Europe** 



Asia



**North America** 



**Aerospace** 



**Processing** 





**Organic growth + acquisitions** 



### Services: Focus on Industrial Materials and Raw Materials

Sales: €16.7 bn **Services** EBT: ~€700 m **Materials Services** Sales: €10.2 bn warehousing o rolled steel. **logistics** o stainless. processing tubes. NF metals, plastics SCM **Industrial Services** Sales: €2.0 bn maintenance, production support services, outsourcing steel mill services **Special Products** Sales: €4.6 bn trading (steel, tubes, raw materials, minerals, coke) system solutions (railways, harbor construction, flood protection)

Reinforce focus Acceleration of growth across attractive regions and sectors: North America. Eastern Europe, Asia, aerospace **Disposal / Best owner** (Sales: ~€1.7 bn) Integration Acceleration of growth

sale of minority interest to

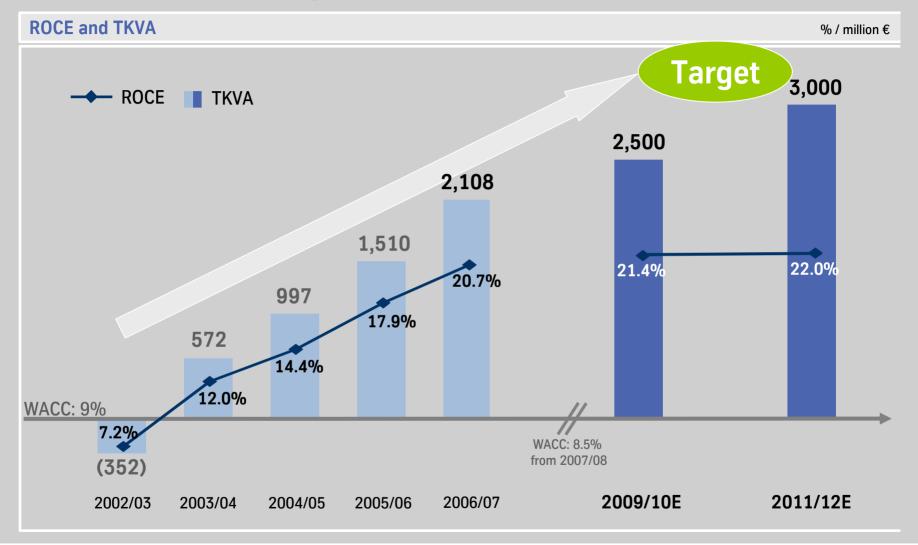
strategic investor

Sales target: >€20 bn **Services** EBT target: €1 bn **Materials Services** Global market leadership **Special Products** Leading international positions

**ThyssenKrupp** 



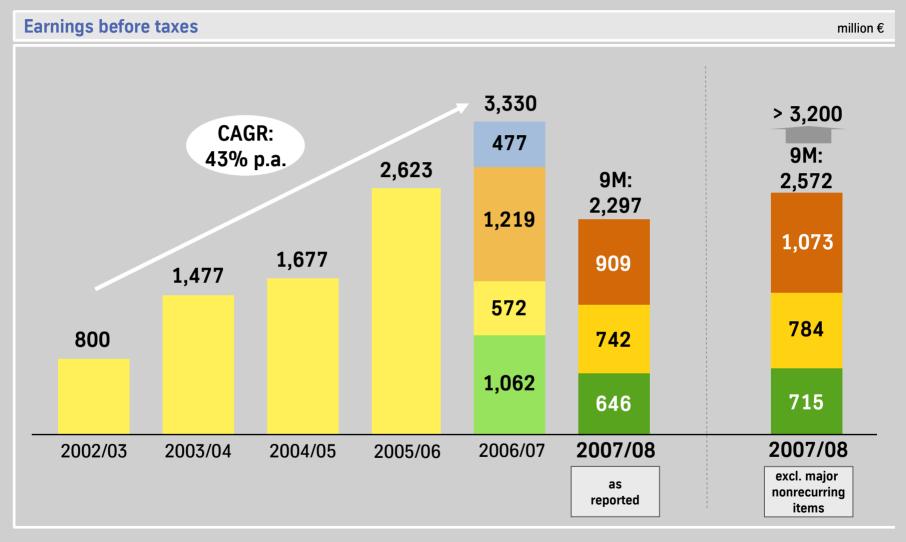
# ThyssenKrupp is a Long-term Delta EVA Story







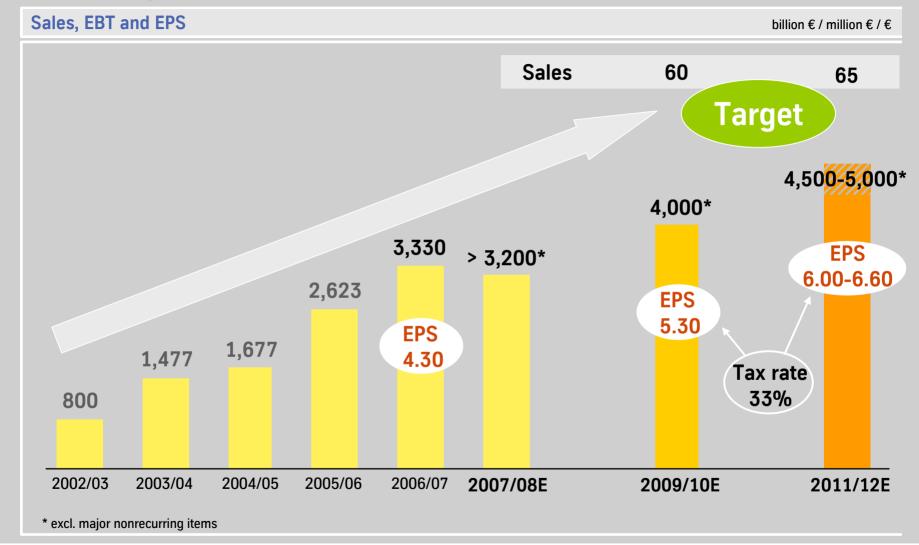
# **Group Financials – EBT Track Record**







# Group Targets 2009/10 and 2011/12







# Financial Calendar – 2008

0	October 16-17, 2008	ThyssenKrupp Field Day: Stainless Dortmund/Germany
0	October 26, 2008 to November 27, 2008	Quiet Period
0	November 28, 2008	Analysts' and Investors' Conference, Essen/Germany Annual Press Conference, Essen/Germany



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- (v) environmental protection and remediation of real estate and associated with rising standards for real estate environmental protection,
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