





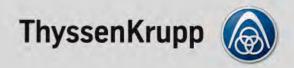




### German & Austrian Corporate Conference

Deutsche Bank, Frankfurt/Main June 23, 2009

2009



# Agenda

- Group Structure and Strategy
- Group Financials
- Segment Performance
- Summary
- Appendix



### **ThyssenKrupp Group FY 2007/08**

### ThyssenKrupp AG

FY 2007/08: Sales €53,426 m • EBT €3,128 m • TKVA €1,916 m • Employees 199,374

### Steel

Sales €14.4 bn EBT €1,540 m TKVA €1,007 m Employees 41,311

- Corporate
- Steelmaking
- Industry
- Auto
- Processing

#### **Stainless**

Sales €7.4 bn EBT €126 m TKVA €(119) m Employees 12,212

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

### **Technologies**

Sales €12.4 bn EBT €741 m TKVA €502 m Employees 54,043

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

#### **Elevator**

Sales €4.9 bn EBT €434 m TKVA €314 m Employees 42,992

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

#### **Services**

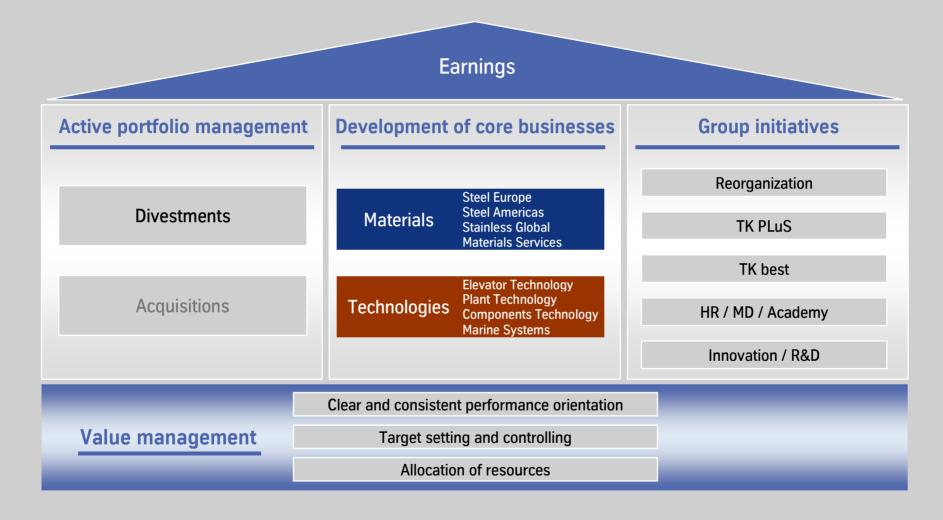
Sales €17.3 bn EBT €750 m TKVA €508 m Employees 46,486

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

Inter-segment sales not consolidated



# Cornerstones of the ThyssenKrupp Group's Strategy

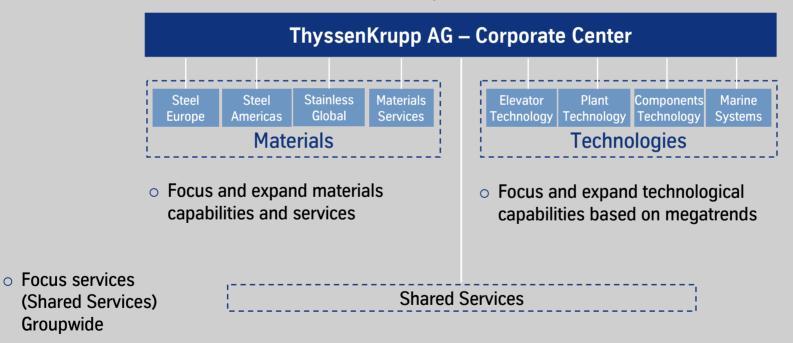






# Reorganization ThyssenKrupp – Overview

- Strong corporate center
- Strategic further development as integrated materials and technology group
- Value-based control
- Active portfolio management
- Selective growth
- Focused corporate initiatives







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# **Group Overview – Q2 2008/09 Highlights**

|                                     |          | pop      | yoy        |
|-------------------------------------|----------|----------|------------|
| Order intake                        | €7,642 m | (41)%    | (46)%      |
| Sales                               | €9,859 m | (14)%    | (25)%      |
| EBT as reported                     | €(455) m | €(695) m | €(1,197) m |
| EBT before major nonrecurring items | €(283) m | €(616) m | €(1,067) m |

- ⇒ Positive earnings at Steel
- ⇒ Negative results at Stainless and Services due to falling prices and volumes
- ⇒ Technologies hit by automotive, construction equipment and civil shipbuilding business
- ⇒ Elevator with strong earnings

### **Operating cash flow**

€1,483 m

+272%

+48%

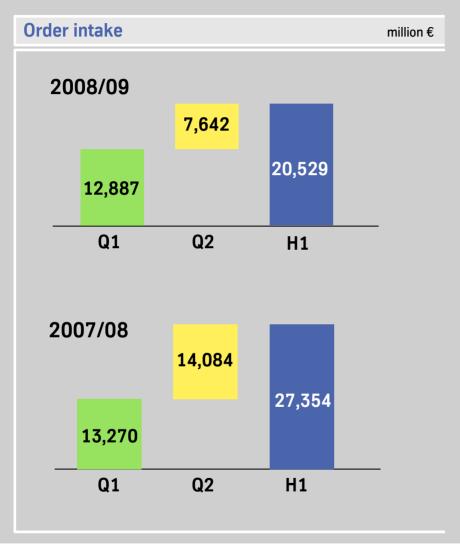
### Group performance hit by:

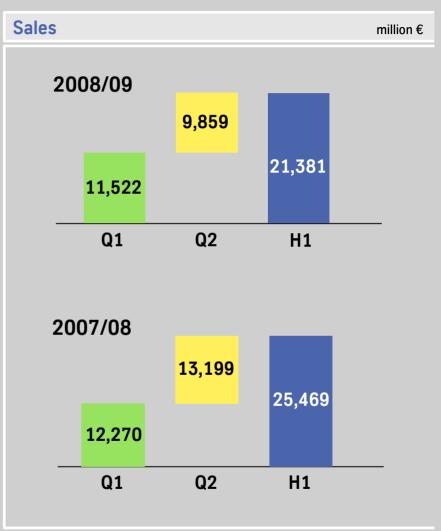
- further deteriorating economic environment
- restructuring charges
- impairments

### ThyssenKrupp



# **Group Financials – Order Intake and Sales**

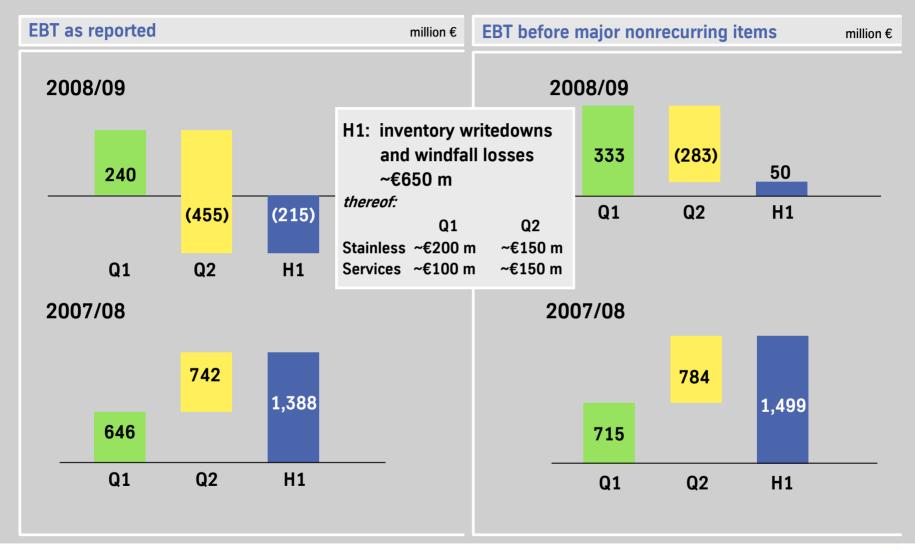








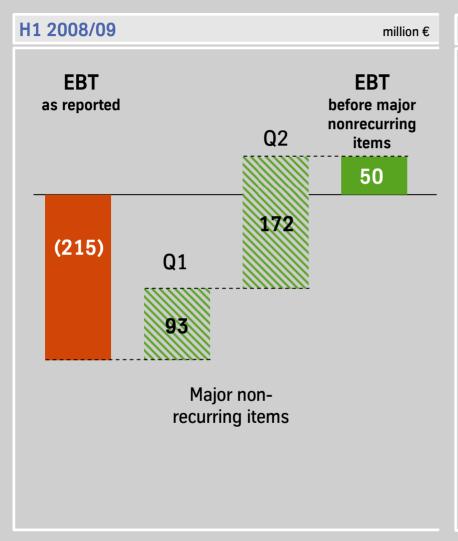
# **Group Financials – EBT**







# **Reconciliation of Group Earnings**



| Major nonrecurring items 2008/09               |      | million € |
|--|------|-----------|
|  |      |           |
|  | Q1   | Q2        |
| <ul> <li>Project costs</li> </ul>              | (83) | (26)      |
| thereof:                                       |      |           |
| TK CSA, Brazil                                 | (57) | (17)      |
| Steel/Stainless Alabama                        | (26) | (9)       |
| <ul> <li>Steel: - restructuring SSC</li> </ul> |      | (5)       |
| - restructuring                                |      |           |
| Metal Forming                                  | (8)  | (3)       |
| Stainless: asset impairment                    |      | (60)      |
| • Technologies: - restructuring/disp.          |      | (60)      |
| - asset impairment                             |      | (16)      |
| Elevator: restructuring                        | (2)  | (2)       |
| Σ  | (93) | (172)     |
|  |      |           |





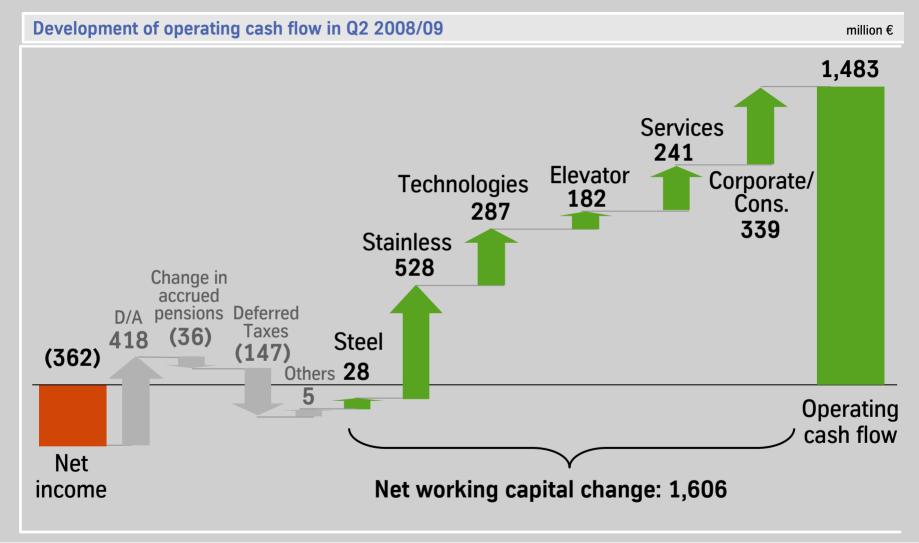
# **Segment Overview – Quarterly EBT**

|  | 2007/08 | 2008/09 |       | change |        |
|--|---------|---------|-------|--------|--------|
| million €                                | Q2      | Q1      | Q2    | pop    | yoy    |
| Steel                                    | 396     | 251     | 56    | (195)  | (340   |
| before major nonrecurring items          | 462     | 335     | 86    | (249)  | (376)  |
| Stainless                                | 38      | (249)   | (373) | (124)  | (411   |
| before major nonrecurring items          | 42      | (242)   | (309) | (67)   | (351   |
| Technologies                             | 186     | 164     | (105) | (269)  | (291   |
| before major nonrecurring items          | 155     | 164     | (29)  | (193)  | (184   |
| Elevator                                 | 90      | 156     | 146   | (10)   | 5      |
| before major nonrecurring items          | 90      | 158     | 148   | (10)   | 58     |
| Services                                 | 135     | 30      | (78)  | (108)  | (213   |
| Corporate                                | (97)    | (108)   | (103) | 5      | (6     |
| Consolidation                            | (6)     | (4)     | 2     | 6      |        |
| before major nonrecurring items          | (3)     | (4)     | 2     | 6      | •      |
| Group                                    | 742     | 240     | (455) | (695)  | (1,197 |
| Group before major<br>nonrecurring items | 784     | 333     | (283) | (616)  | (1,067 |





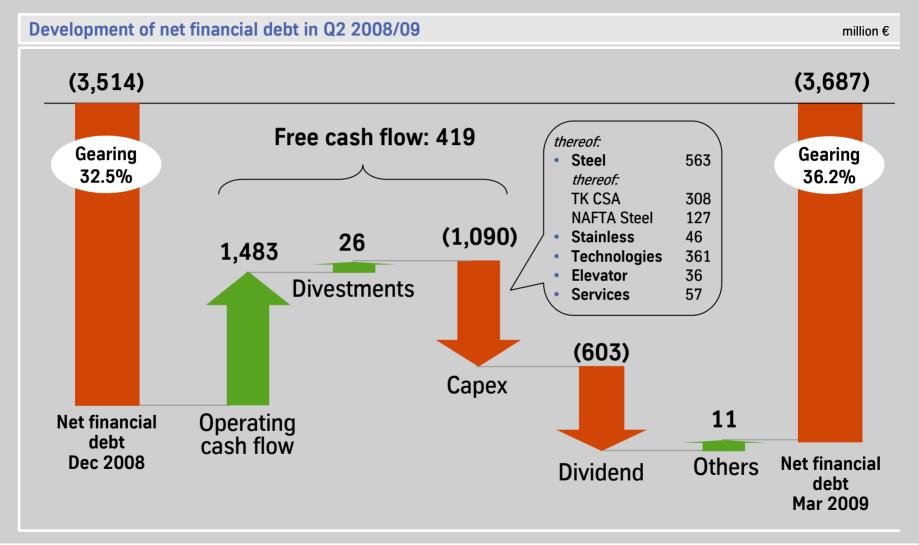
# **Group Financials – Net Income** ⇒ **Operating Cash Flow**







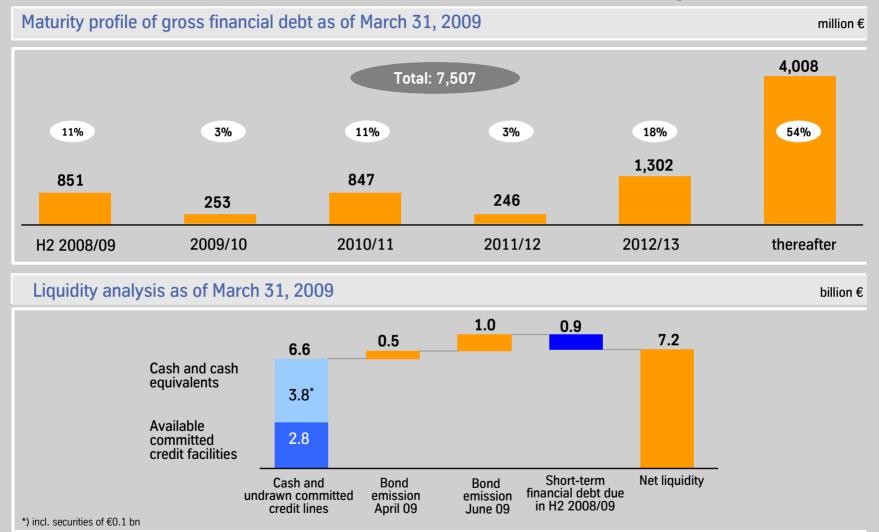
# **Group Financials – Net Financial Debt**







# Solid Financial Situation – No Short-Term Refinancing Needs

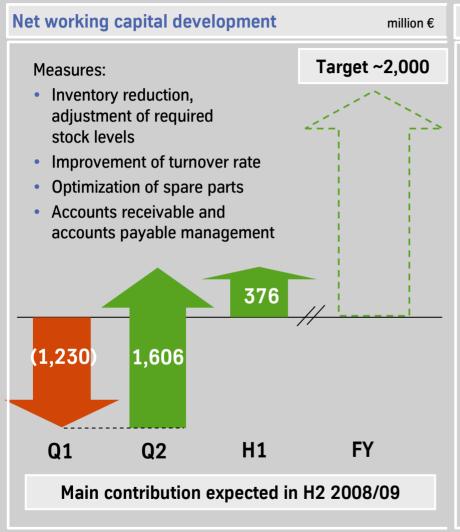






million €

# **Progress of Net Working Capital Reduction and Cost Savings 2008/09**





#### Measures:

- Human Resources measures (e.g. layoff of temporary staff, short-time working)
- Reduction of administrative costs
- Adjustment of maintenance and repair charges
- Optimization of energy management



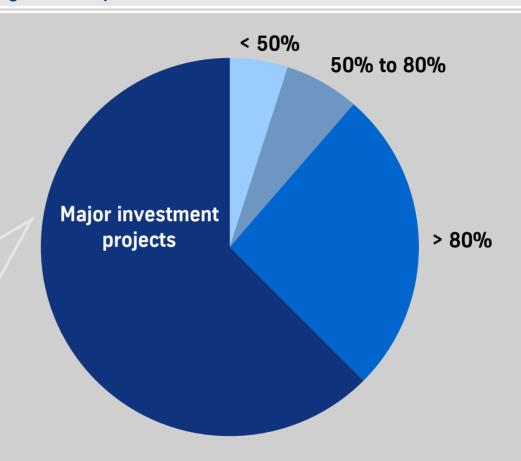
# Capital Expenditures in 2008/09

### Overview of capital expenditures by degree of completion



Capex H1 2008/09:

TK CSA €849 m NAFTA Steel €196 m NAFTA Stainless €24 m  $\Sigma$  €1,069 m







# **Group Outlook 2008/09**

### **EBT**

before major nonrecurring items

Mid-range to upper three-digit million € negative depending on economic environment

# EBT as reported

### Impacted by:

- Restructuring charges:
  - to achieve major cost savings in the future
  - for reorganization
- Project costs for the new steel plants
- Potential impairment charges



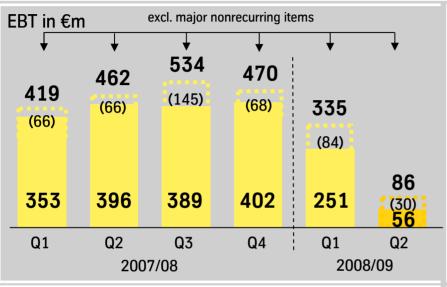
# Agenda

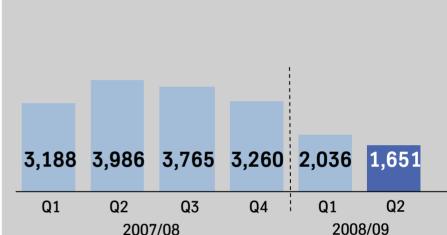
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### Steel

### Q2 2008/09 Highlights





#### Comments Q2 2008/09

- Relatively stable average revenues/ton
- Lower shipments
- Further reduction of capacity utilization
- Net working capital release commenced
- Declining order intake aggravated by de-stocking

#### Outlook H2 2008/09

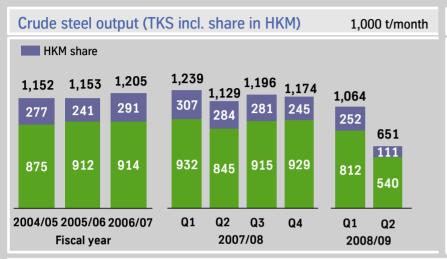
Order intake in €m

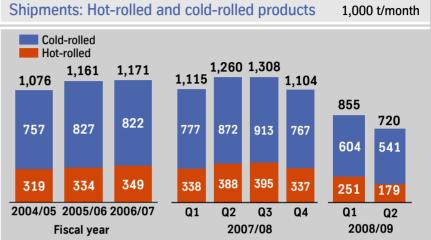
- Further production cuts and underutilization
- Declining average revenues/ton
- Benefit from lower raw material prices from beginning of next fiscal year
- Net working capital release
- Restructuring charges





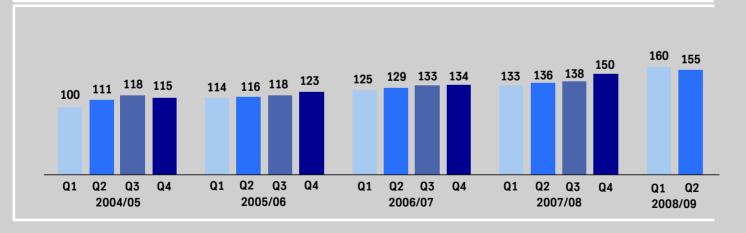
### Steel: Output, Shipments and Revenues per Metric Ton





Average revenues per ton, indexed

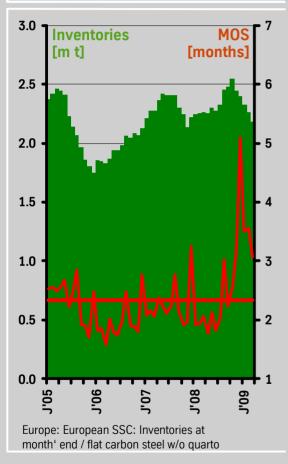




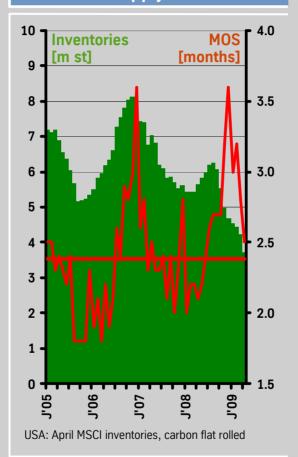


# De-Stocking Peaking in Europe; Virtually Completed in the US

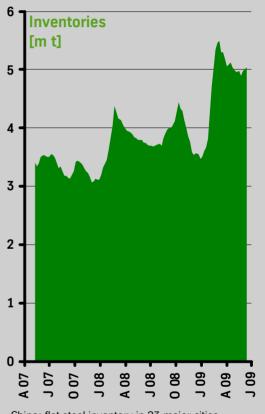
# Inventories and Months of Supply - Europe



### Inventories and Months of Supply - USA



### Inventories China



China: flat steel inventory in 23 major cities (HR, CR and Plate)

Source(s): TKS, EASSC, MAR, MSCI, UBS, MySteel





# After Massive Drop, Order Intake with First Signs of Stabilization?

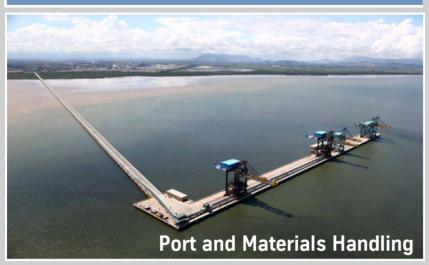


ThyssenKrupp



# ThyssenKrupp CSA & Steel USA

### **CSA Brazil**





### Steel USA



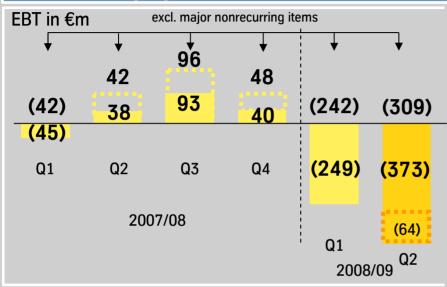


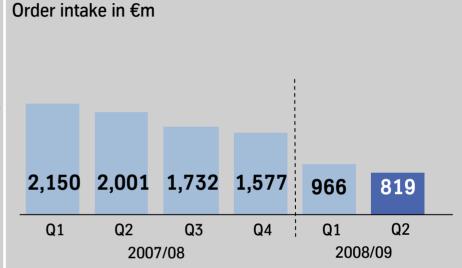




### **Stainless**

### Q2 2008/09 Highlights





#### Comments Q2 2008/09

- EBT effects from asset impairment (€60 m)
- Persisting low capacity utilization
- Modest stabilization of orders in German stainless industry at a low level (month-on-month)
- Net working capital release of €528 m

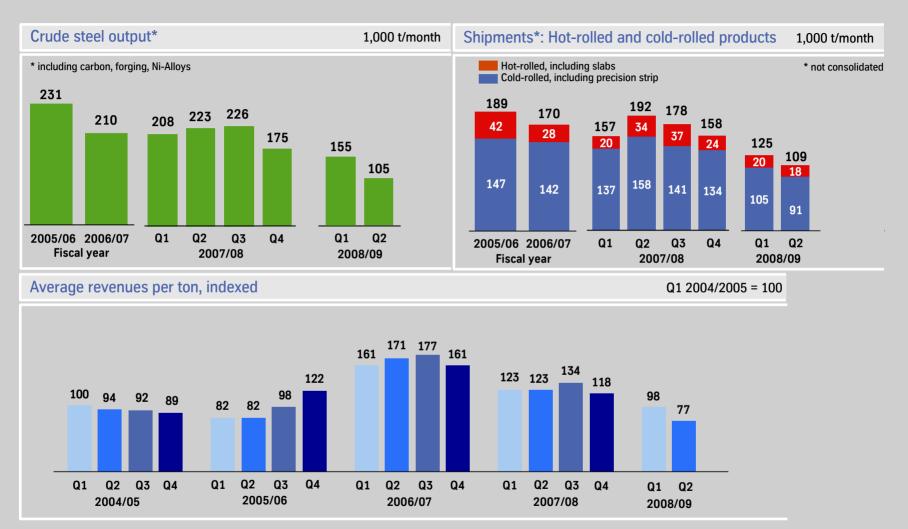
#### Outlook H2 2008/09

- Continued production cuts and underutilization
- Modest volume recovery
- Stabilization of base prices and alloy surcharges expected in coming months
- De-stocking in NAFTA virtually completed; stocks in Europe as well at lower levels





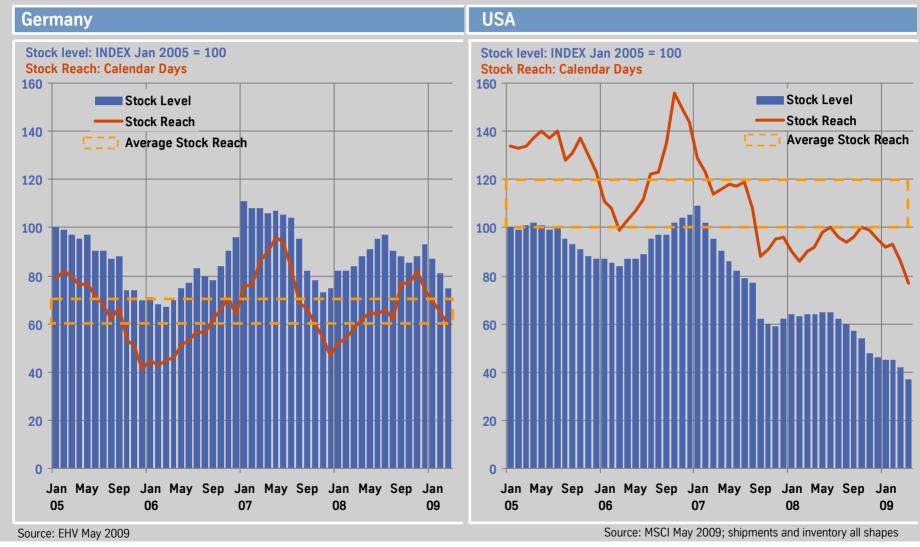
# Stainless: Output, Shipments and Revenues per Metric Ton







### **Market Situation Cold-Rolled Products**







# **Price Development: First Signs of Recovery Observable?**

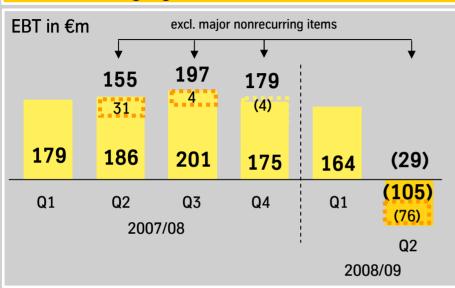


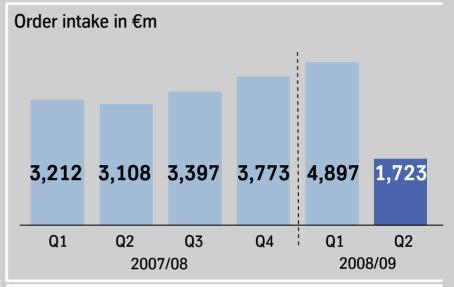
### **ThyssenKrupp**



### **Technologies**

#### Q2 2008/09 Highlights





#### Comments Q2 2008/09

- Solid performance at Plant Technology, naval shipbuilding and wind energy business, but lower new order inquiry activity
- Significant underutilization in automotive & construction equipment business, cancellations in civil shipbuilding
- Major nonrecurring items of €76 m (restructuring charges, disposals and asset impairments) mainly at automotive and civil shipbuilding

#### Outlook H2 2008/09

- High earnings visibility at Plant Technology and naval shipbuilding business due to still strong order backlog (Mar 31, 2009: €17.1 bn)
- Restructuring charges at automotive and civil shipbuilding



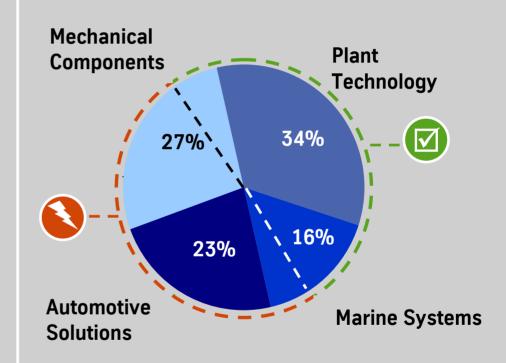


### Technologies: High Sales Coverage by Orders on Hand

# Sales coverage Sales covered from orders on hand (March 31, 2009) Order intake Sales coverage > 3/4 2009/10 2008/09 Plan Plan High sales coverage especially at Plant Technology and Marine Systems



0/0



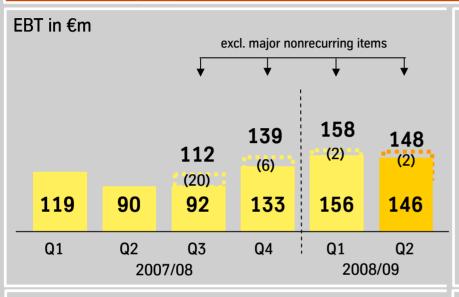
 Solid performance at Plant Technology, naval shipbuilding and wind energy business

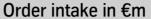


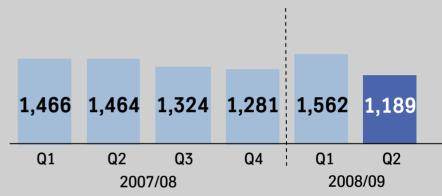


### **Elevator**

### Q2 2008/09 Highlights







#### Comments Q2 2008/09

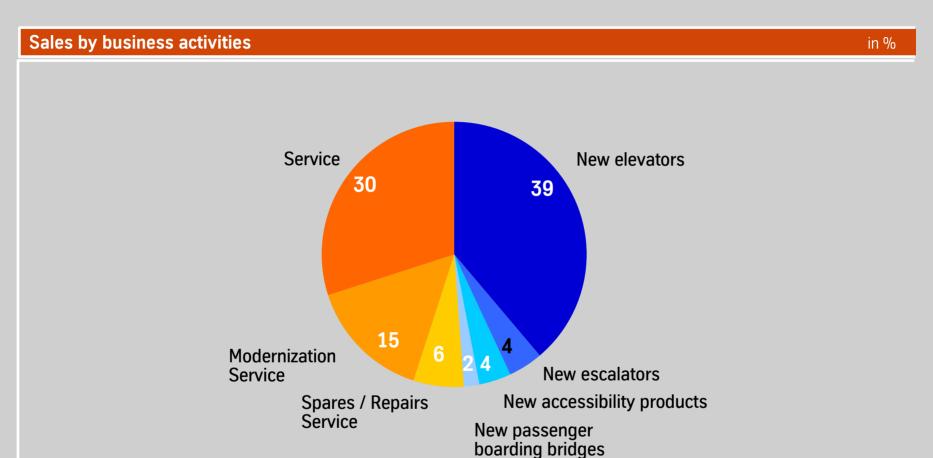
- Excellent EBT development driven by efficiency gains and increased sales level; especially in the US
- Persisting high order backlog, but slowdown of new installation business

#### Outlook H2 2008/09

 Very strong earnings due to highly effective performance program and high services share



# **Elevator: Sales by Business Activities**

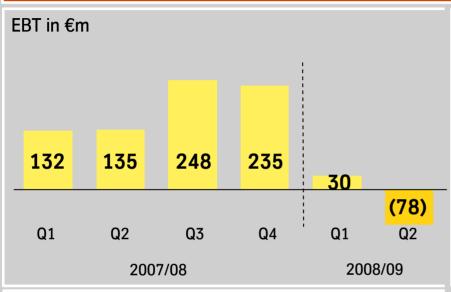


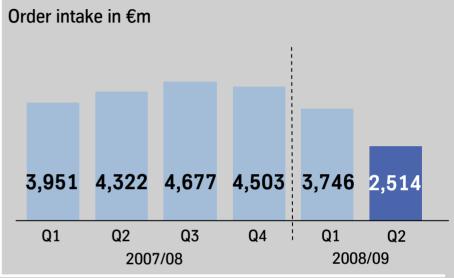
Sales for FY 2007/08



### **Services**

### Q2 2008/09 Highlights





#### Comments Q2 2008/09

- Ongoing decreases in prices and volumes in (raw) materials trading and materials distribution business
- Cash generation due to net working capital release of €241 m

#### Outlook H2 2008/09

- Stabilization of prices and volumes expected
- Industrial Services predominantly stable, construction and rail equipment activities could profit from high infrastructure spending
- Net working capital release



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### **Summary**

- First signs of stabilization, but...
- Difficult economic environment prevailing
- Countermeasures implemented:
  - Efficiency Improvement
  - Portfolio Optimization
  - Management of Investment Projects



### Financial Calendar – 2009/10

| 0 | July 26, 2009<br>to August 13, 2009      | Quiet Period  |
|---|--|---|
| 0 | August 14, 2009                          | Interim Report 9 months 2008/09 (Oct to Jun) Conference Call with analysts and investors    |
| 0 | October 22, 2009<br>to November 26, 2009 | Quiet Period  |
| 0 | November 27, 2009                        | Analysts' and Investors' Conference, Essen/Germany Annual Press Conference, Essen/Germany   |
| 0 | January 21, 2010                         | Annual General Meeting, Bochum/Germany  |
| 0 | February 12, 2010                        | Interim Report 1st quarter 2009/10 (Oct to Dec) Conference Call with analysts and investors |
| 0 | May 12, 2010                             | Interim Report 1st half 2009/10 (Oct to Mar)  |





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

### Institutional Investors and Analysts:

- Phone: +49 211 824-36464
- Fax: +49 211 824-36467
- E-mail: ir@thyssenkrupp.com
- Internet: www.thyssenkrupp.com

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





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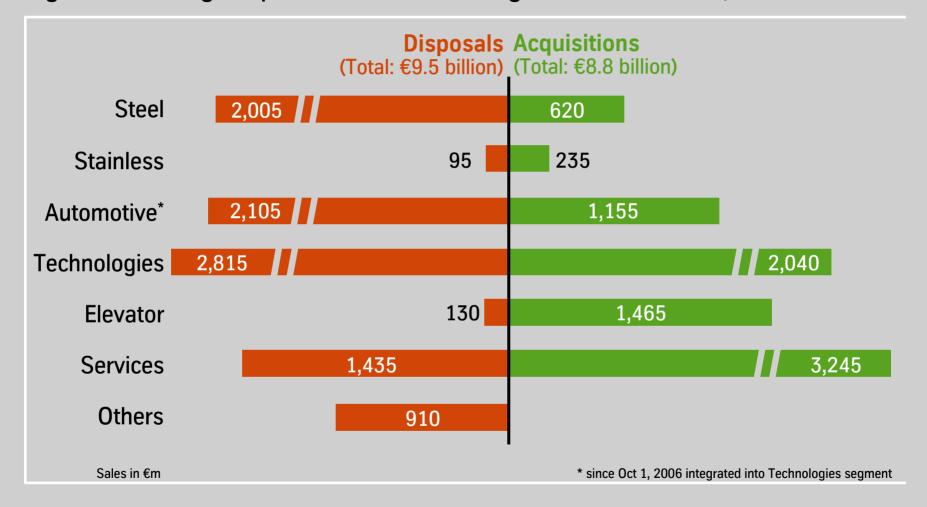
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### Active Portfolio Management at ThyssenKrupp

Significant change in portfolio since the merger (as at March 31, 2009)







# **Group Overview (I)**

|                    |    | 2006/07 |        |        | 2007/08 |        | 2008/09 |        |        |
|--------------------|----|---------|--------|--------|---------|--------|---------|--------|--------|
|                    |    | FY      | Q1     | Q2     | Q3      | Q4     | FY      | Q1     | Q2     |
| Order intake       | €m | 54,605  | 13,270 | 14,084 | 14,181  | 13,670 | 55,205  | 12,887 | 7,642  |
| Sales              | €m | 51,723  | 12,270 | 13,199 | 14,181  | 13,776 | 53,426  | 11,522 | 9,859  |
| EBITDA             | €m | 5,254   | 1,083  | 1,197  | 1,366   | 1,330  | 4,976   | 764    | 142    |
| EBIT               | €m | 3,728   | 748    | 849    | 1,019   | 956    | 3,572   | 407    | (276)  |
| EBT                | €m | 3,330   | 646    | 742    | 909     | 831    | 3,128   | 240    | (455)  |
| Net income         | €m | 2,190   | 435    | 502    | 613     | 726    | 2,276   | 163    | (362)  |
| Earnings per share | €  | 4.30    | 0.85   | 1.00   | 1.21    | 1.53   | 4.59    | 0.36   | (0.71) |
| TK Value Added     | €m | 2,108   | 353    | 438    | 600     | 525    | 1,916   | (39)   | (734)  |
| ROCE               | %  | 20.7    | 16.1   | 16.9   | 18.2    | 18.3   | 18.3    | 7.8    | 1.2    |



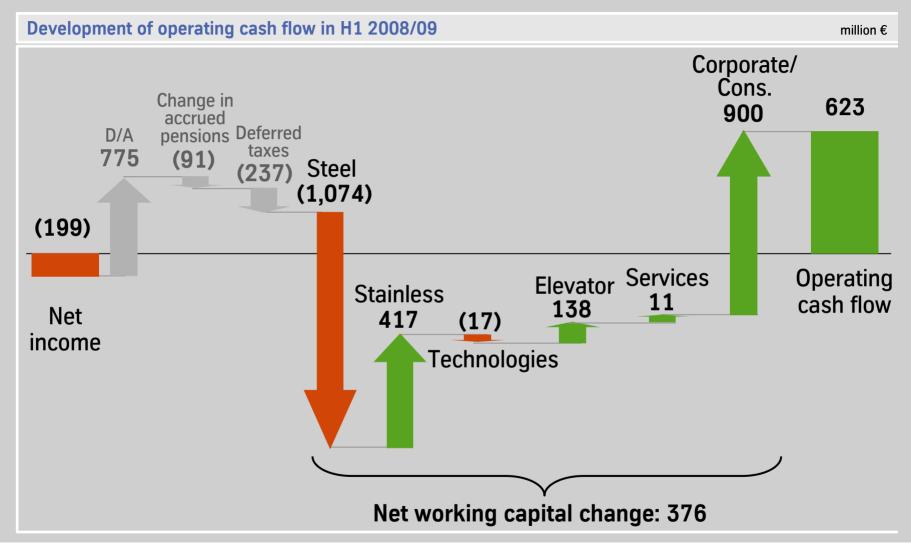
# **Group Overview (II)**

|                              |             | 2006/07 |         |         | 2007/08 |         | 2008/09 |         |         |
|------------------------------|-------------|---------|---------|---------|---------|---------|---------|---------|---------|
|                              |             | FY      | Q1      | Q2      | Q3      | Q4      | FY      | Q1      | Q2      |
| Capital expenditures*        | €m          | 2,997   | 889     | 1,014   | 975     | 1,349   | 4,227   | 1,105   | 1,090   |
| Depreciation/amort.          | €m          | 1,527   | 335     | 349     | 346     | 374     | 1,404   | 357     | 418     |
| Operating cash flow          | €m          | 2,220   | (170)   | 1,003   | 676     | 2,170   | 3,679   | (860)   | 1,483   |
| + Cash flow from divestment  | s <b>€m</b> | 673     | 40      | 80      | 107     | 102     | 329     | 106     | 26      |
| - Cash flow from investments | ₃€m         | 2,997   | 889     | 1,014   | 975     | 1,349   | 4,227   | 1,105   | 1,090   |
| Free cash flow               | €m          | (104)   | (1,018) | 68      | (192)   | 923     | (219)   | (1,859) | 419     |
| Net financial debt           | €m          | (223)   | 859     | 1,988   | 2,127   | 1,584   | 1,584   | 3,514   | 3,687   |
| Employees                    |             | 191,350 | 193,137 | 195,828 | 198,033 | 199,374 | 199,374 | 197,175 | 192,521 |

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



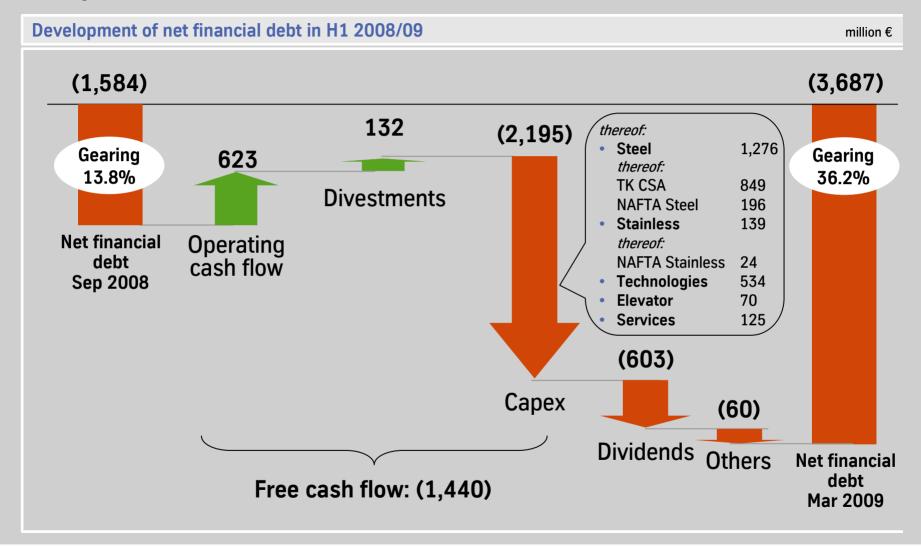
## **Group Financials – Net Income** ⇒ **Operating Cash Flow**







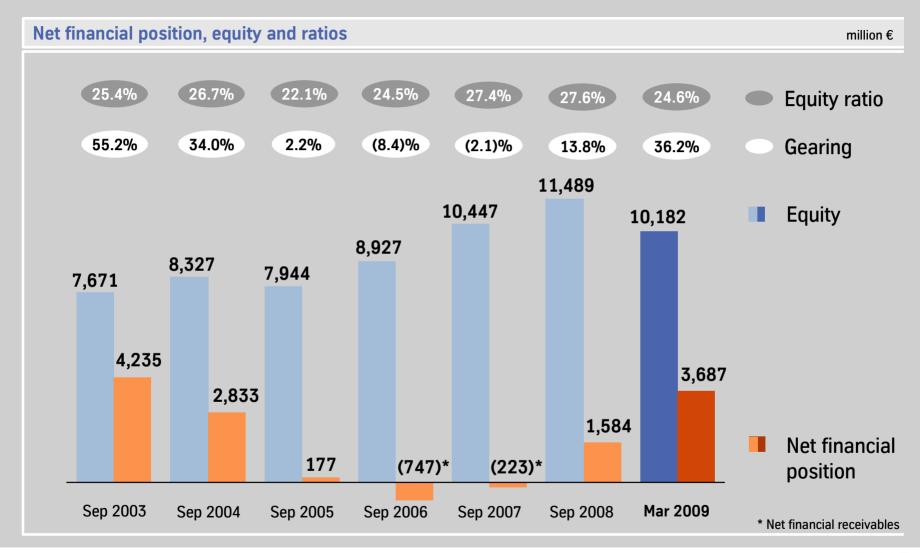
### **Group Financials – Net Financial Debt**







#### **Balance Sheet Structure**







# **Steel: Segment Overview**

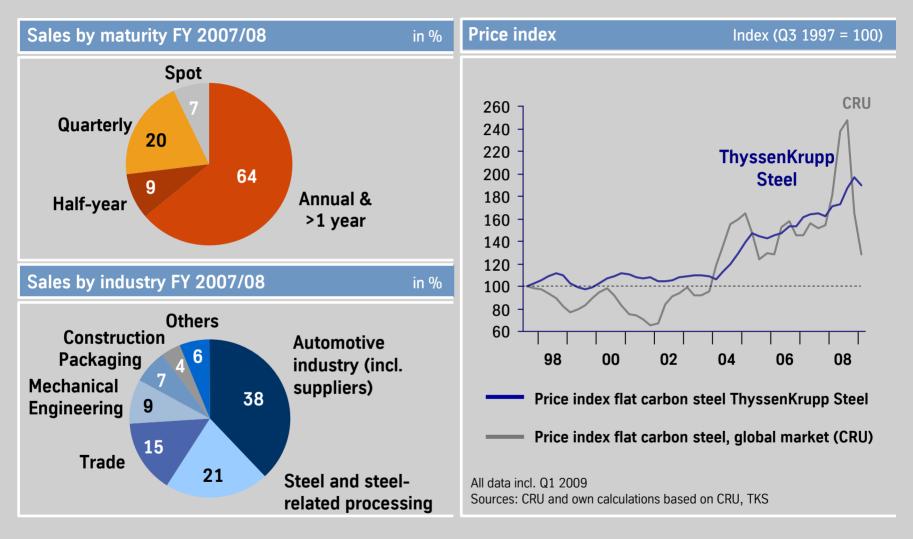
#### Steel

|                                     |    | 2006/07 |        |        | 2007/08 |        |         | 2008/09 |        |
|-------------------------------------|----|---------|--------|--------|---------|--------|---------|---------|--------|
|                                     |    | FY      | Q1     | Q2     | Q3      | Q4     | FY      | Q1      | Q2     |
| Order intake                        | €m | 12,718  | 3,188  | 3,986  | 3,765   | 3,260  | 14,199  | 2,036   | 1,651  |
| Sales                               | €m | 13,209  | 3,214  | 3,639  | 3,902   | 3,603  | 14,358  | 2,925   | 2,405  |
| EBITDA                              | €m | 2,470   | 561    | 599    | 587     | 599    | 2,346   | 475     | 255    |
| EBIT                                | €m | 1,761   | 392    | 434    | 426     | 448    | 1,700   | 309     | 103    |
| EBT                                 | €m | 1,662   | 353    | 396    | 389     | 402    | 1,540   | 251     | 56     |
| TK Value Added                      | €m | 1,138   | 236    | 263    | 246     | 262    | 1,007   | 107     | (121)  |
| ROCE                                | %  | 26.9    | 22.6   | 22.8   | 22.2    | 22.1   | 22.1    | 13.7    | 8.7    |
| OCF                                 | €m | 1,898   | (330)  | 352    | 555     | 908    | 1,485   | (779)   | 223    |
| + CF from divestm.                  | €m | 43      | (3)    | 25     | (31)    | 89     | 80      | (1)     | 20     |
| <ul> <li>CF for investm.</li> </ul> | €m | 1,659   | 632    | 577    | 533     | 878    | 2,620   | 714     | 563    |
| FCF                                 | €m | 282     | (965)  | (200)  | (9)     | 119    | (1,055) | (1,494) | (320)  |
| Employees                           |    | 39,559  | 39,922 | 40,636 | 40,733  | 41,311 | 41,311  | 40,753  | 40,071 |





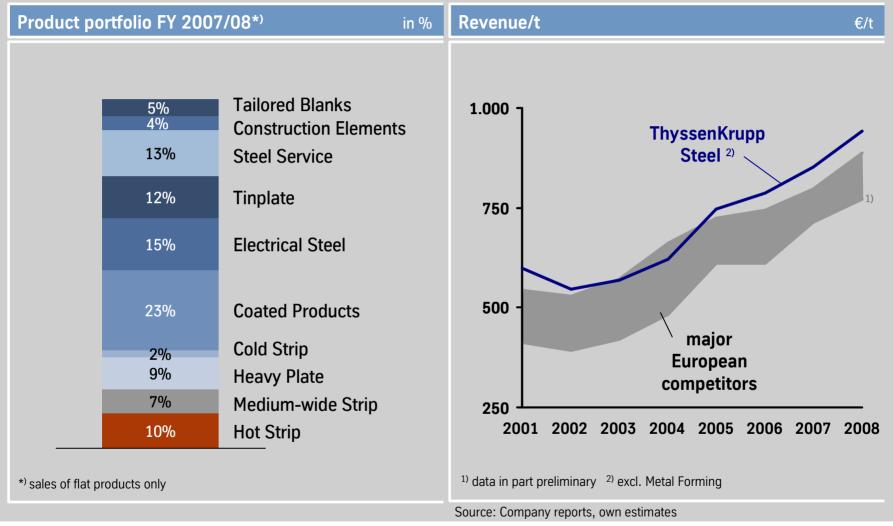
## **Long Term Customer Relations Reduce Volatility**







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







# **Stainless: Segment Overview**

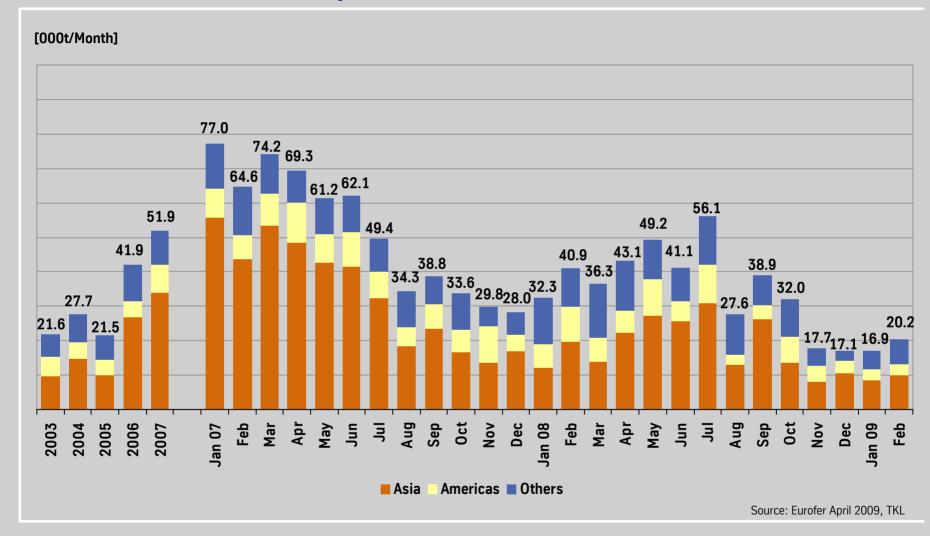
#### Stainless

|                                     |    | 2006/07 |        |        | 2007/08 |        | 2008/09 |        |        |
|-------------------------------------|----|---------|--------|--------|---------|--------|---------|--------|--------|
|                                     |    | FY      | Q1     | Q2     | Q3      | Q4     | FY      | Q1     | Q2     |
| Order intake                        | €m | 7,684   | 2,150  | 2,001  | 1,732   | 1,577  | 7,460   | 966    | 819    |
| Sales                               | €m | 8,748   | 1,838  | 1,955  | 1,933   | 1,694  | 7,420   | 1,173  | 988    |
| EBITDA                              | €m | 1,034   | 8      | 98     | 154     | 103    | 363     | (189)  | (251)  |
| EBIT                                | €m | 871     | (23)   | 60     | 115     | 62     | 214     | (228)  | (351)  |
| EBT                                 | €m | 777     | (45)   | 38     | 93      | 40     | 126     | (249)  | (373)  |
| TK Value Added                      | €m | 507     | (107)  | (23)   | 31      | (20)   | (119)   | (310)  | (428)  |
| ROCE                                | %  | 22.7    | (2.4)  | 2.0    | 5.4     | 5.8    | 5.8     | (25.1) | (32.7) |
| OCF                                 | €m | 228     | (169)  | 243    | 119     | 365    | 558     | (325)  | 256    |
| + CF from divestm.                  | €m | 16      | 3      | 2      | 0       | 20     | 25      | 2      | 2      |
| <ul> <li>CF for investm.</li> </ul> | €m | 328     | 47     | 168    | 60      | 113    | 388     | 92     | 46     |
| FCF                                 | €m | (84)    | (213)  | 77     | 59      | 272    | 195     | (415)  | 212    |
| Employees                           |    | 12,182  | 12,075 | 12,042 | 12,037  | 12,212 | 12,212  | 12,167 | 12,079 |





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







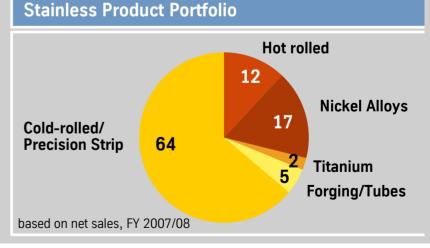
### Stainless: Increasing Non-Volatile Customer Bases

### Sales Structure within ThyssenKrupp Stainless Group



#### Nickel Alloy Sales by Customer Group **Electronics** Chemical/ 11 **Automotive** 6 **Energy** 29 Aerospace/ 20 **Turbines** 17 Oil/ Gas 17 Distribution based on net sales, FY 2007/08

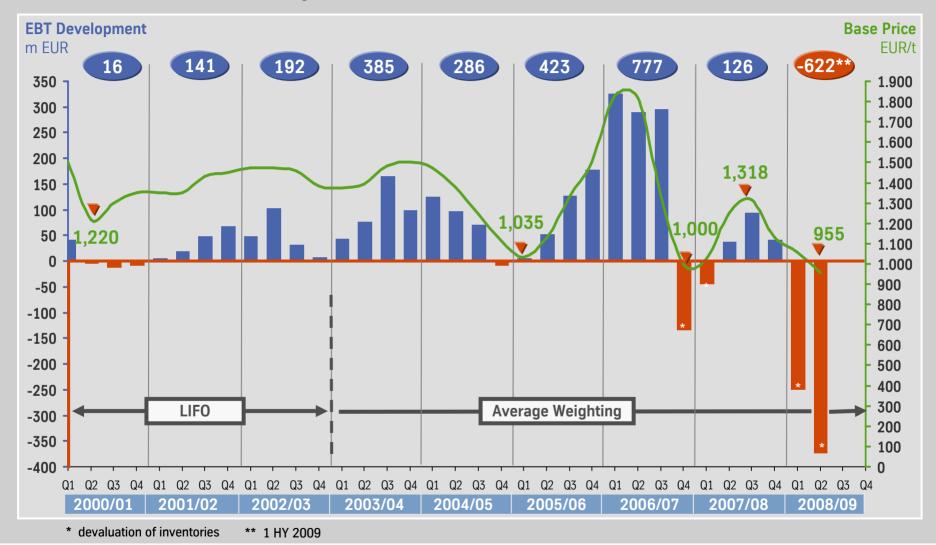








### **Stainless: EBT Development**







# **Technologies: Segment Overview**

#### **Technologies**

|                                     |    | 2006/07 |        |        | 2007/08 |        | 2008/09 |        |        |
|-------------------------------------|----|---------|--------|--------|---------|--------|---------|--------|--------|
|                                     |    | FY      | Q1     | Q2     | Q3      | Q4     | FY      | Q1     | Q2     |
| Order intake                        | €m | 14,844  | 3,212  | 3,108  | 3,397   | 3,773  | 13,490  | 4,897  | 1,723  |
| Sales                               | €m | 11,523  | 2,822  | 3,029  | 3,357   | 3,204  | 12,412  | 2,921  | 2,656  |
| EBITDA                              | €m | 888     | 256    | 261    | 272     | 257    | 1,046   | 245    | 5      |
| EBIT                                | €m | 518     | 170    | 178    | 188     | 142    | 678     | 154    | (99)   |
| EBT                                 | €m | 544     | 179    | 186    | 201     | 175    | 741     | 164    | (105)  |
| TK Value Added                      | €m | 348     | 127    | 135    | 145     | 95     | 502     | 100    | (158)  |
| ROCE                                | %  | 25.0    | 28.9   | 29.4   | 29.8    | 27.6   | 27.6    | 22.5   | 5.0    |
| OCF                                 | €m | 627     | 22     | 326    | 117     | 201    | 666     | (113)  | 267    |
| + CF from divestm.                  | €m | 179     | 46     | 118    | 36      | 51     | 251     | 18     | 43     |
| <ul> <li>CF for investm.</li> </ul> | €m | 581     | 160    | 171    | 153     | 278    | 762     | 173    | 361    |
| FCF                                 | €m | 225     | (91)   | 272    | 0       | (26)   | 155     | (268)  | (52)   |
| Employees                           |    | 54,762  | 55,567 | 53,637 | 54,334  | 54,043 | 54,043  | 53,167 | 50,978 |





# **Technologies: Organizational Overview\***

#### **ThyssenKrupp Technologies AG**

Sales: €12.4 bn



Plant Technology
Sales: €3.2 bn

**Transrapid** 

- Uhde
- Polysius
- Fördertechnik



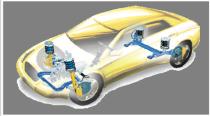
Marine Systems
Sales: €2.0 bn

- Naval
- Shipyards & Services



Mechanical Components

Sales: €3.9 bn



Automotive Solutions

Sales: €3.2 bn

- Rothe Erde
- Berco
- Presta Camshafts
- Forging Group
- Waupaca

- System Engineering
- Presta Steering
- Bilstein Group

**Business Unit** 

Operating Group

former TK Automotive

Sales for FY 2007/08, inter-segment sales not consolidated

\* until Sep 30, 2009



# **Elevator: Segment Overview**

#### Elevator

|                                     |    | 2006/07 |        |        | 2007/08 |        | 2008/09 |        |        |
|-------------------------------------|----|---------|--------|--------|---------|--------|---------|--------|--------|
|                                     |    | FY      | Q1     | Q2     | Q3      | Q4     | FY      | Q1     | Q2     |
| Order intake                        | €m | 5,281   | 1,466  | 1,464  | 1,324   | 1,281  | 5,535   | 1,562  | 1,189  |
| Sales                               | €m | 4,712   | 1,184  | 1,164  | 1,211   | 1,371  | 4,930   | 1,343  | 1,293  |
| EBITDA                              | €m | 12*     | 134    | 112    | 113     | 150    | 509     | 173    | 164    |
| EBIT                                | €m | (75)*   | 126    | 94     | 98      | 132    | 450     | 157    | 148    |
| EBT                                 | €m | (113)*  | 119    | 90     | 92      | 133    | 434     | 156    | 146    |
| TK Value Added                      | €m | (226)*  | 89     | 60     | 66      | 99     | 314     | 124    | 116    |
| ROCE                                | %  | (4.2)*  | 27.6   | 24.7   | 24.7    | 26.5   | 26.5    | 38.1   | 37.2   |
| OCF                                 | €m | (233)*  | 49     | 196    | 131     | 149    | 525     | 72     | 287    |
| + CF from divestm.                  | €m | 101     | 2      | (1)    | 1       | 6      | 8       | 9      | 4      |
| <ul> <li>CF for investm.</li> </ul> | €m | 122     | 17     | 35     | 49      | 31     | 132     | 33     | 36     |
| FCF                                 | €m | (254)   | 34     | 160    | 83      | 124    | 401     | 48     | 254    |
| Employees                           |    | 39,501  | 40,191 | 40,873 | 42,108  | 42,992 | 42,992  | 43,599 | 43,306 |

ROCE: based on 3, 6, 9 and 12 months

\* incl. EU fine €480 m





# **Services: Segment Overview**

#### Services

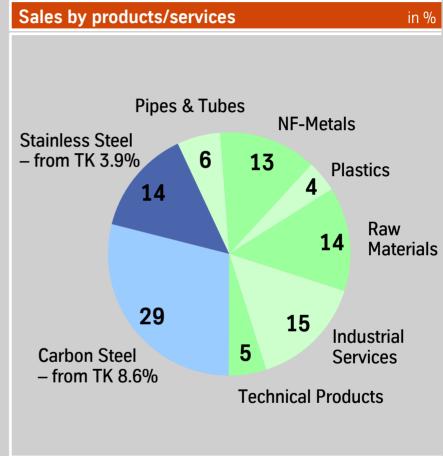
|                                     |    | 2006/07 |        |        | 2007/08 |        | 200    | 2008/09 |        |
|-------------------------------------|----|---------|--------|--------|---------|--------|--------|---------|--------|
|                                     |    | FY      | Q1     | Q2     | Q3      | Q4     | FY     | Q1      | Q2     |
| Order intake                        | €m | 16,823  | 3,951  | 4,322  | 4,677   | 4,503  | 17,453 | 3,746   | 2,514  |
| Sales                               | €m | 16,711  | 3,867  | 4,232  | 4,603   | 4,634  | 17,336 | 3,726   | 2,903  |
| EBITDA                              | €m | 947     | 190    | 195    | 306     | 297    | 988    | 94      | (21)   |
| EBIT                                | €m | 787     | 153    | 156    | 268     | 257    | 834    | 54      | (60)   |
| EBT                                 | €m | 704     | 132    | 135    | 248     | 235    | 750    | 30      | (78)   |
| TK Value Added                      | €m | 487     | 79     | 75     | 183     | 171    | 508    | (29)    | (143)  |
| ROCE                                | %  | 23.6    | 17.5   | 16.9   | 20.4    | 21.7   | 21.7   | 5.5     | (0.3)  |
| OCF                                 | €m | 331     | (421)  | 115    | (80)    | 579    | 193    | (221)   | 205    |
| + CF from divestm.                  | €m | 88      | 12     | 10     | 29      | 20     | 71     | 38      | 4      |
| <ul> <li>CF for investm.</li> </ul> | €m | 279     | 70     | 169    | 55      | 75     | 369    | 68      | 57     |
| FCF                                 | €m | 140     | (479)  | (44)   | (106)   | 524    | (105)  | (251)   | 151    |
| Employees                           |    | 43,012  | 43,054 | 46,318 | 46,506  | 46,486 | 46,486 | 45,173  | 44,512 |





## Services: Sales by Customer Groups and Products/Services





Sales for FY 2007/08



# **Major Nonrecurring Items**

|  |    | 2006/07 |      |      |       |      | 2007/08 |       |           |       |      | 2008/09 |  |
|--|----|---------|------|------|-------|------|---------|-------|-----------|-------|------|---------|--|
|  | Q1 | Q2      | Q3   | Q4   | FY    | Q1   | Q2      | Q3    | Q4        | FY    | Q1   | Q2      |  |
| Project costs:                                 |    |         |      |      |       | (68) | (60)    | (34)  | (108)     | (270) | (83) | (26)    |  |
| thereof:<br>TK CSA                             |    |         |      |      |       | (61) | (51)    | (24)  | (97)      | (233) | (57) | (17)    |  |
| NAFTA Steel/Stainless                          |    |         |      |      |       | (7)  | (9)     | (10)  | (11)      | (37)  | (26) | (9)     |  |
| Steel:   |    |         |      |      |       |      |         |       | · ·       |       |      |         |  |
| Restructuring SSC                              |    |         |      |      |       |      |         |       |           |       |      | (5)     |  |
| Restr./disposal Metal Forming                  |    |         |      |      |       |      | (10)    | (115) | 32        | (93)  | (8)  | (3)     |  |
| Impairment Metal Forming                       |    |         | (76) |      | (76)  |      |         |       |           |       |      |         |  |
| Stainless:                                     |    |         |      |      |       |      |         |       |           |       |      |         |  |
| Asset impairment                               |    |         |      |      |       |      |         |       |           |       |      | (60)    |  |
| Technologies:                                  |    |         |      |      |       |      | 0.      | _     | <b></b> \ | 07    |      | (00)    |  |
| Restructuring/disposals                        |    |         |      | (20) | (28)  |      | 27      | 5     | (5)       | 27    |      | (60)    |  |
| Restructuring Drauz Nothelfer Asset Impairment |    |         |      | (28) | (20)  |      |         |       |           |       |      | (16)    |  |
| Elevator:                                      |    |         |      |      |       |      |         |       |           |       |      |         |  |
| Restructuring                                  |    |         |      |      |       |      |         | (19)  | (6)       | (25)  | (2)  | (2)     |  |
| EU fine  |    | (480)   |      |      | (480) |      |         |       |           |       |      |         |  |
| Corporate:                                     |    |         |      |      |       |      |         |       |           |       |      |         |  |
| Disposal gain real estate                      |    |         | 115  |      | 115   |      |         |       |           |       |      |         |  |
| Group  | -  | (480)   | 39   | (28) | (469) | (68) | (43)    | (163) | (87)      | (361) | (93) | (172)   |  |

### ThyssenKrupp



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