### **UBS Global Basic Materials Conference 2010**

London – June 10, 2010 Dr. Alan Hippe, CFO



### Leveraging Growth and Structural Performance

- Group Overview
- Leveraging Growth
- Leveraging Structural Performance
- Perspective



### ThyssenKrupp Group – Higher Transparency

#### **ThyssenKrupp**

effective since October 1st, 2009

Sales: €40.6 bn

Steel Europe Sales €9,570 m





Materials Services Sales €12,815 m



Plant Technology Sales €4,450 m

Components
Technology
Sales €4,603 m

Marine
Systems
Sales €1,594 m

















#### Reorganization

### ThyssenKrupp

Steel

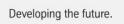
Stainless

**Technologies** 

Elevator

Services

(Sales FY 2008/09; inter-BA sales not consolidated)





### Efficiency, Projects, Portfolio: Growth & Structural Performance

#### **Efficiency**

Targeted sustainable cost savings:

€1.5 - €2 bn
by FY 2010/11

#### **Projects**

Ramp-up of Americas projects

- CSA
- Steel USA
- Stainless USA

#### **Portfolio**

- Exit industrial services
- Exit civil shipbuilding
- Further divestments as soon as M&A market recovers

- Reducing complexity and risk
- Restoring the basis for future value creation

#### Growth



Structural Performance



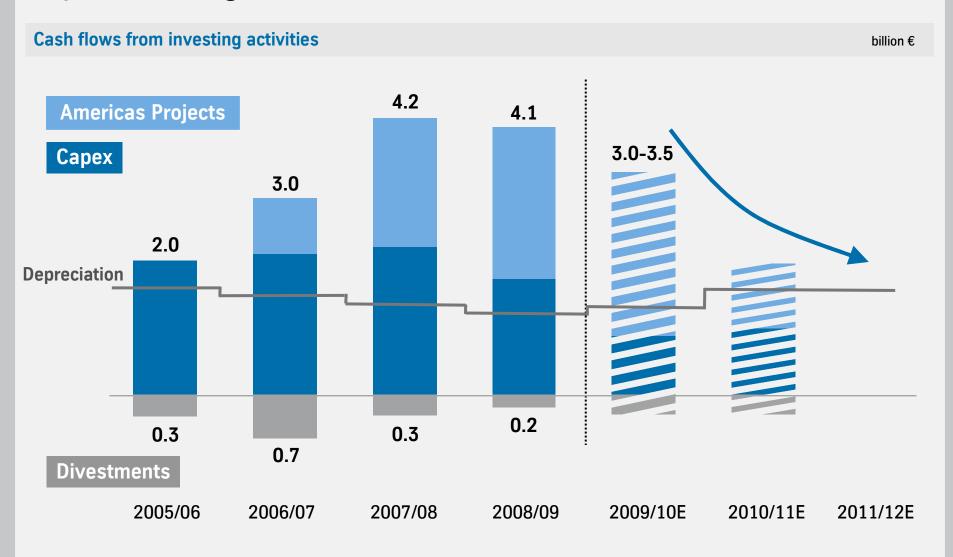


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### Capex Declining – Growth to Come





### **Steel Americas: The Transatlantic Concept**

# Home & key markets



Pipe & Tube



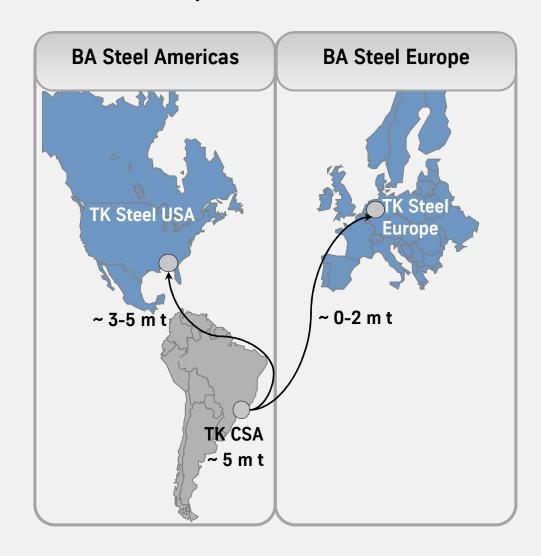
SSC



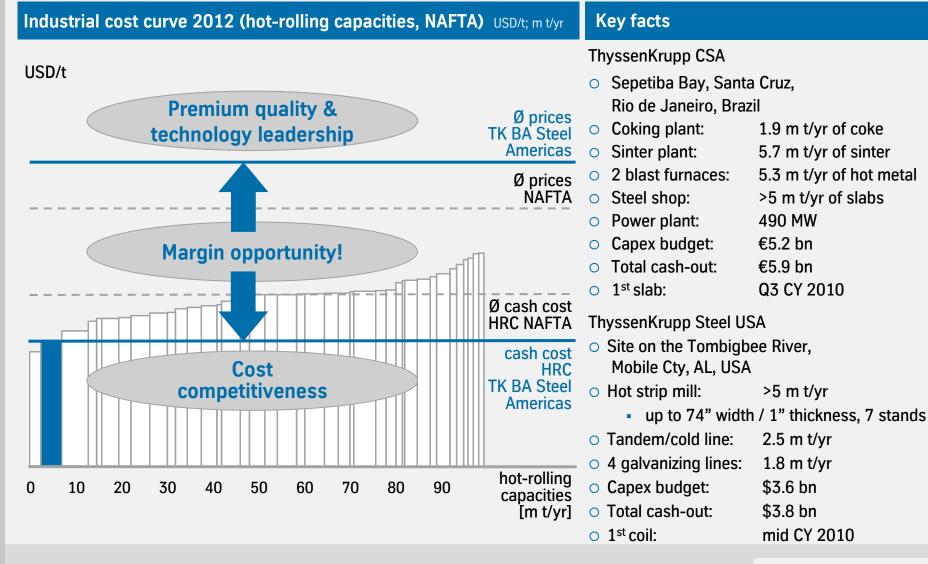
**Appliances** 



Construction



### Transatlantic Strategy Based on Optimum Cost-Quality Position



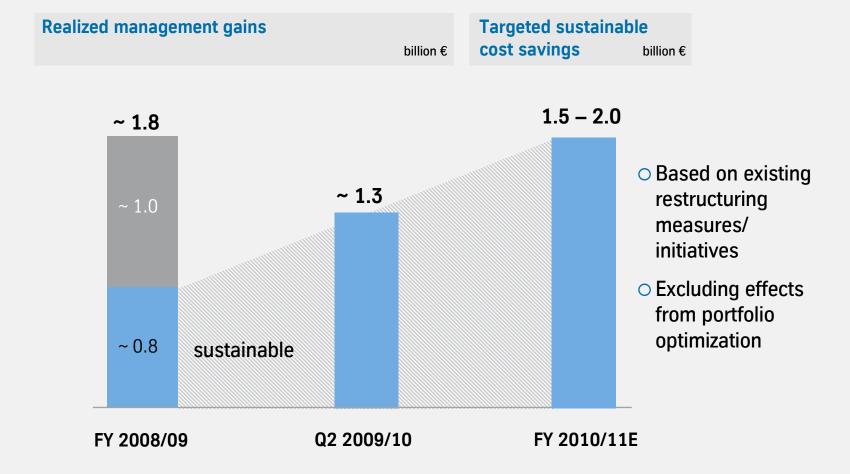


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### Efficiency Improvement – Targeted Sustainable Cost Savings

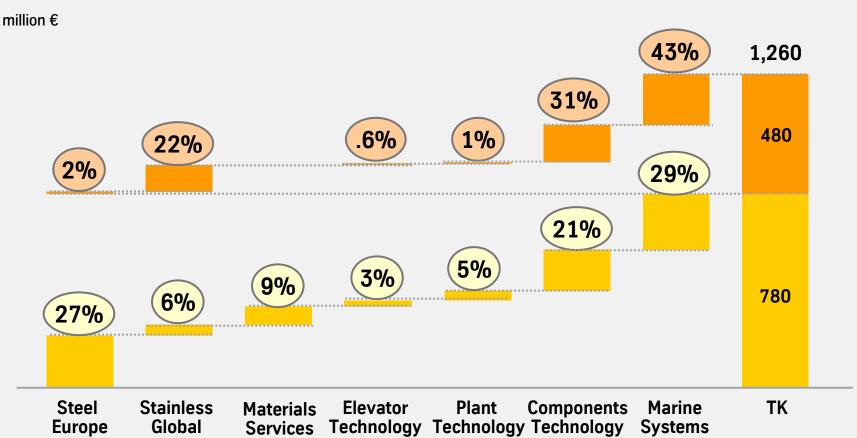




### Efficiency Improvement – Restructuring & Impairments FY 2008/09

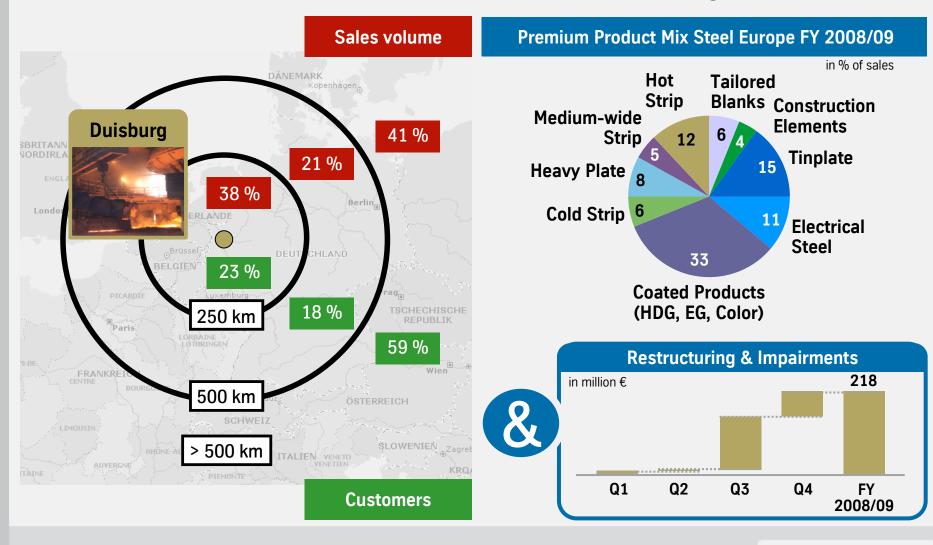








## Steel Europe: Large-Scale, Multiple-Niche Approach Complemented by Comprehensive Performance Program

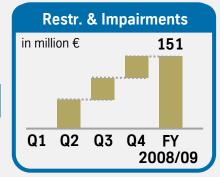


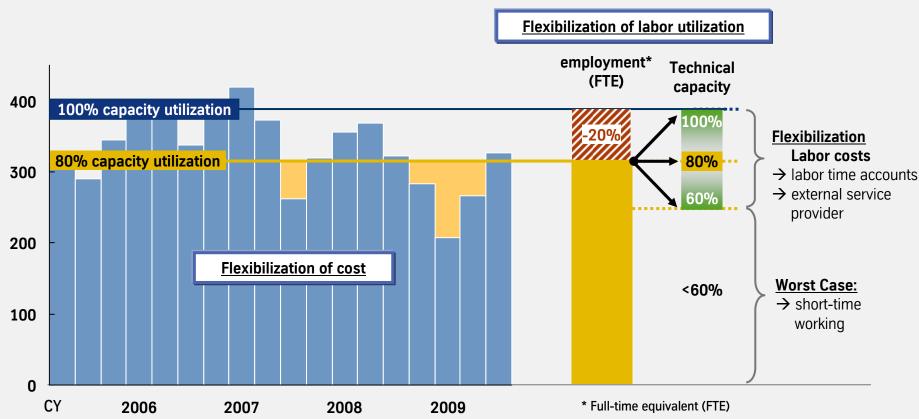


### Stainless Global: Flexibilization of Cost Base

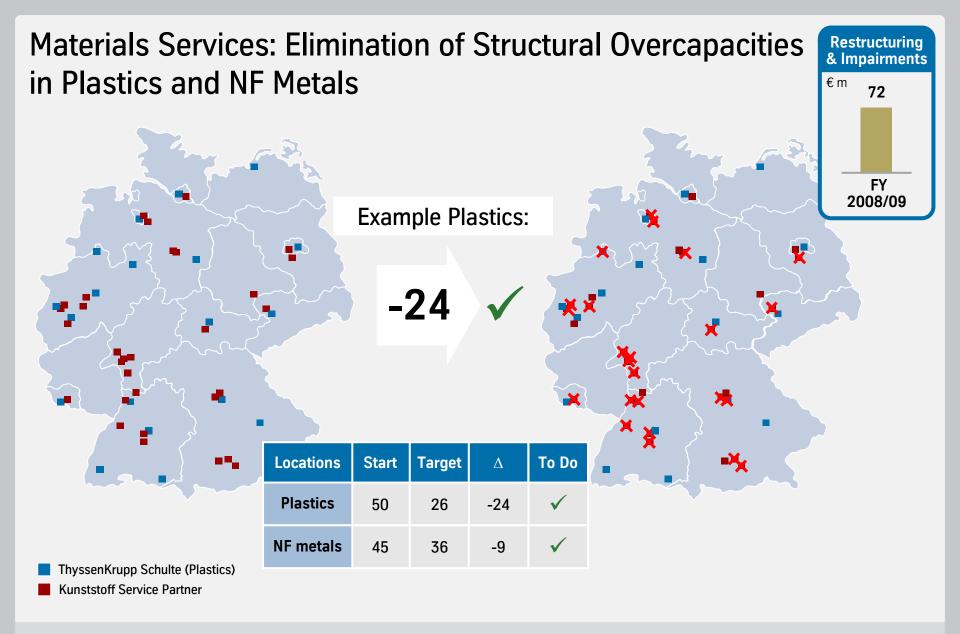
**European cold-rolling production of Stainless Global** 

[1,000t/quarter]









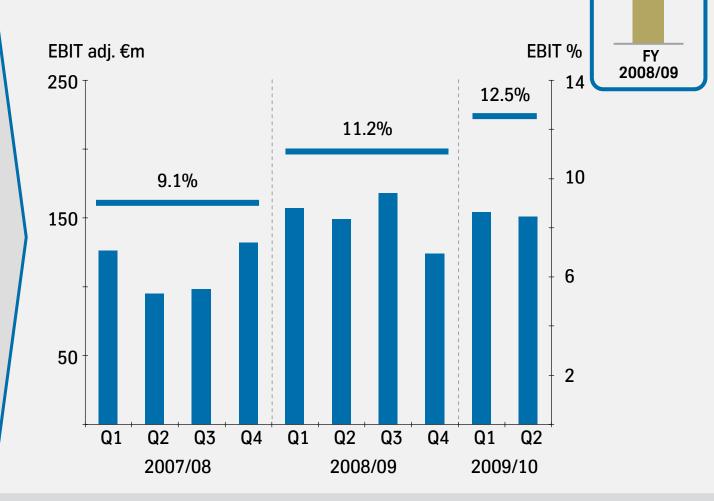




### Performance Improvement at Elevator Technology

#### Performance Improvement

- Efficient and global production network
- Harmonized product portfolio based on global platforms
- Focus on Service & Modernization
- Standardization of processes
- Contract density





Restructuring & Impairments

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€m

### Components Technology: Elimination of Structural Overcapacities

#### **North America**

#### Closure:

- crankshaft plant
- two production plants for steering components (Q2 2009/10)

#### Idling:

 plant for gray iron castings (Dec 2009)

#### **South America**

#### Idling:

 production lines for crankshaft production (Dec 2009)

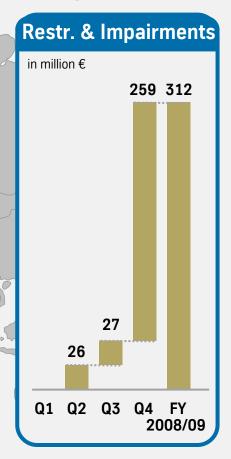
#### **Europe**

#### Closure:

- crankshafts production site (Oct 2009)
- two additional crankshaft production lines (until mid 2010)
- crankshaft machining plant (in process)

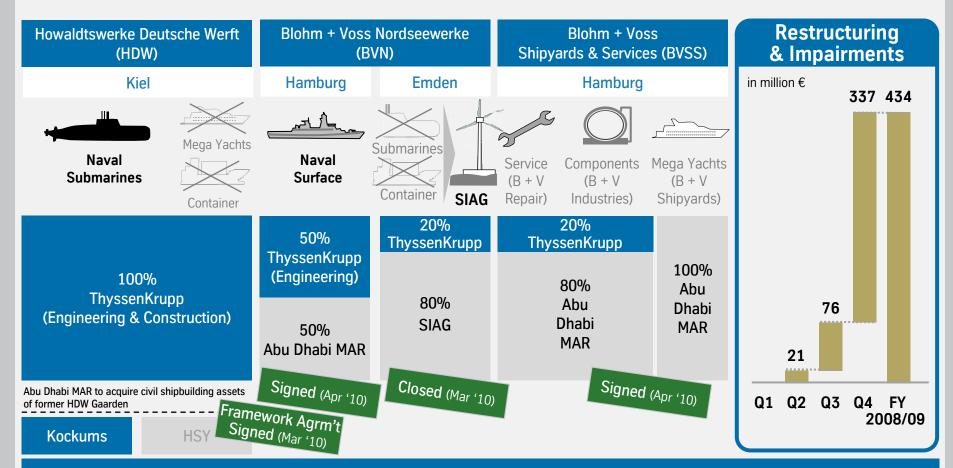
Q2 2009/10: Announcement closure of German plant for chassis components





- End of production in 10 plants and several production lines
- Further restructuring measures under review

### Marine Systems: Elimination of Structural Overcapacities Exit From Civil Shipbuilding; Focus on Naval Engineering & Submarines



Targeted workforce reduction of 60% to ~ 3,500 (from ~ 8,300 as of Sep 30, 2008)



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### Quarterly EBIT Adjusted and Margin

	2008/09				2009/10	
million €	Q1	Q2	Q3	Q4	Q1	Q2
Steel Europe	371	131	(156)	(262)	126	179
%	13.0	5.6	(7.3)	(11.7)	5.5	6.7
Steel Americas	(42)	0	9	(44)	37	7
%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Stainless Global	(228)	(291)	(139)	(55)	(41)	(102)
%	(19.4)	(29.5)	(13.5)	(4.2)	(3.4)	(7.0)
Materials Services	54	(88)	(106)	1	48	70
%	1.4	(2.8)	(3.9)	0.0	1.7	2.4
Elevator Technology	157	149	168	124	154	151
%	11.7	11.5	12.7	9.2	12.6	12.4
Plant Technology	72	62	50	24	82	59
%	6.7	5.2	4.5	2.2	8.6	6.3
Components Technology	66	(7)	(60)	(85)	57	73
%	5.1	(0.6)	(5.6)	(7.4)	4.6	5.4
Marine Systems	32	(45)	(27)	(39)	(1)	11
%	5.9	(12.1)	(8.4)	(11.0)	(0.4)	3.8
Group	416	(112)	(289)	(390)	402	368
<b>%</b>	3.6	(1.1)	(3.1)	(3.9)	4.3	3.6



### Expectations H2 2009/10 – Business Areas

#### **Steel Europe**



Significant raw material price increases



#### **Elevator Technology**



Strength in modernization and services business

#### **Steel Americas**



Start-up losses from Americas projects



#### Plant Technology



Good earnings visibility

#### Stainless Global



Stabilization of volumes, improving prices

#### Components Technology



Relatively robust European automotive markets despite expiration of government programs

### Marine Systems



Increasing underutilization until closing of M&A transactions



#### **Materials Services**



Upside from volumes and prices



### Outlook FY 2009/10 – Return to Profitability

Sales

Moderate stabilization

Significant improvement in earnings, despite negative impact of Americas projects:

**EBT** adjusted

Low three-digit million € positive,

incl. project costs, startup losses, depreciation and interest expenses of Americas projects (mid-range three-digit million €)

**EBIT** adjusted

**High three-digit million € positive,** 

incl. project costs, startup losses and depreciation of Americas projects



### The Way Forward to Sustainable Value Creation

FY 2008/09

FY 2009/10

FY 2010/11 et seq.

Liquidity

**Profitability** 

**EBT > 0** 

**Value Creation** 

TKVA and FCF > 0

- Operating cash flow: €3.7 bn
- Capex reduction: < €4.3 bn spent
- O Increase of Vale stake in CSA to 26.87% (from 10%) for €965 m
- Divestments at Industrial Services

- Strong cost control
- Realization of sustainable cost savings: €1.5 - €2.0 bn targeted in FY 2010/11
- Continued reduction of structural overcapacities
- Increased external transparency and benchmarking

- Strong cost control
- Startup of Steel & Stainless Americas with high degree of flexibility
- Focus on FCF generation
- Portfolio under review

Growth



**Structural Performance** 

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- (i) market risks: principally economic price and volume developments,
- (ii) dependence on performance of major customers and industries,
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- (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;
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