# German & Austrian Corporate Conference Deutsche Bank

Frankfurt/Main – May 20, 2010 Dr. Alan Hippe, CFO



# ThyssenKrupp Group – Higher Transparency

# ThyssenKrupp\*

Sales: €40.6 bn

effective since October 1st, 2009

Steel Europe Sales €9,570 m









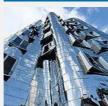
Plant Technology Sales €4,450 m

Components
Technology
Sales €4,603 m

Marine Systems Sales €1,594 m

















### Reorganization

# ThyssenKrupp

Steel

**Stainless** 

**Technologies** 

Elevator

Services

\* The ThyssenKrupp Group consists of more than 800 legally independent companies, organized, existing and operating under the laws of 70 countries, ultimately led by ThyssenKrupp AG.

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



# Agenda

- Group Performance and Financials
- Business Area Performance
- Group Outlook



# Management Focus in Q2 2009/10

# **Efficiency**

- Effective restructuring
- Sustainable cost savings
- Continuous reduction of structural overcapacities (e.g. Components Technology)

### **Projects**

- Commissioning of first facilities:
  - Port & materials handling
  - Gas turbine (April)
  - Sinter plant (April)
- Intensive marketing across all US customer segments

### **Portfolio**

- Marine Systems:
  - SIAG Schaaf deal closed
  - ADM deal signed
  - HSY framework agreement signed
- Continuous portfolio optimization

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

### Growth

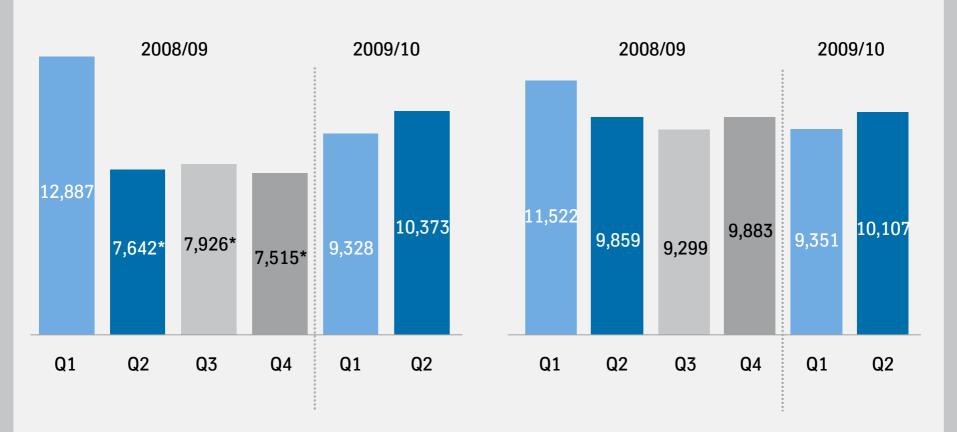


**Structural Performance** 



# Order Intake and Sales – Q2 Book-to-Bill >1 again

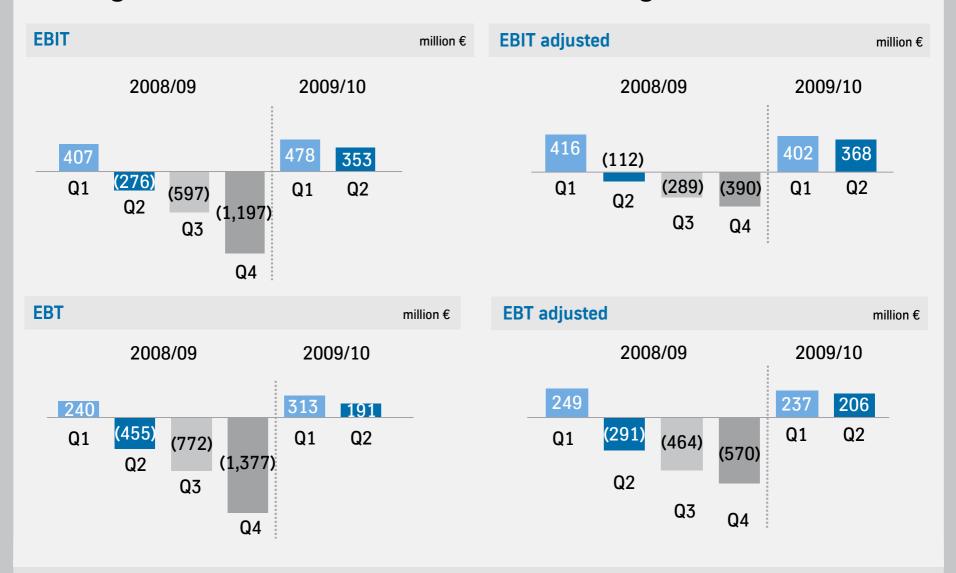
 Order intake
 million €
 Sales



<sup>\*</sup> including cancellations (container ships, mega yachts, submarines Greece)
Q2: ~ €100 m, Q3: ~ €500 m; Q4: ~ €1,000 m



# Earnings Before Interest and Taxes and Earnings Before Taxes





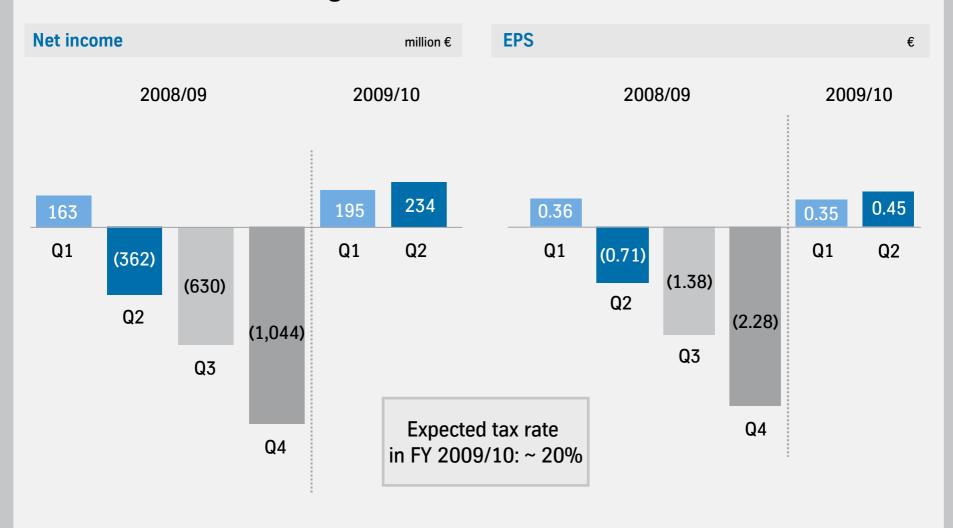
# **Quarterly EBIT Adjusted and Margin**

	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	<i>5.2</i>	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
%	3.6	(1.1)	(3.1)	(3.9)	4.3	3.6





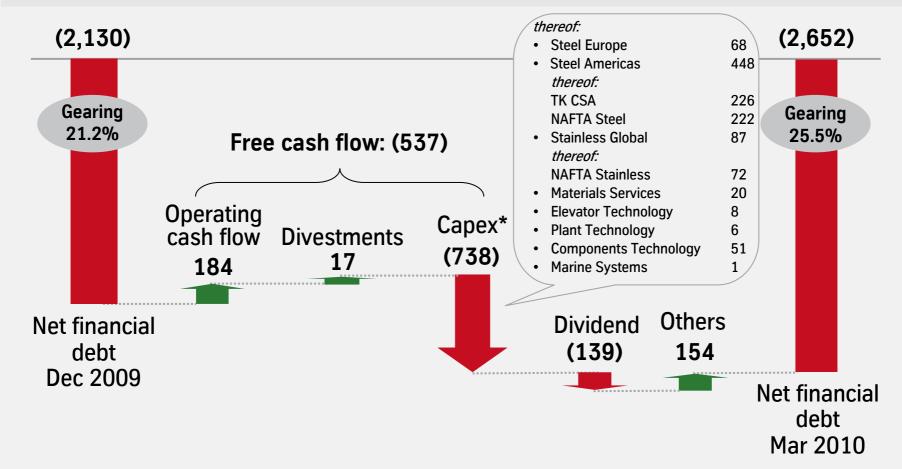
# **Net Income and Earnings Per Share**



# **Net Financial Debt**

### Development of net financial debt in Q2

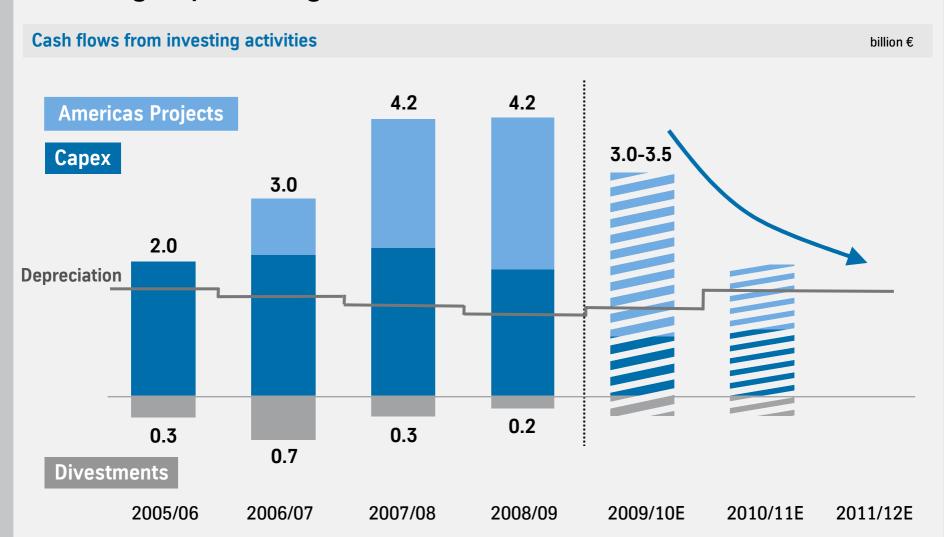
million €



<sup>\*</sup> Capex for property, plant & equipment + financial & intangible assets



# **Declining Capex Going Forward**







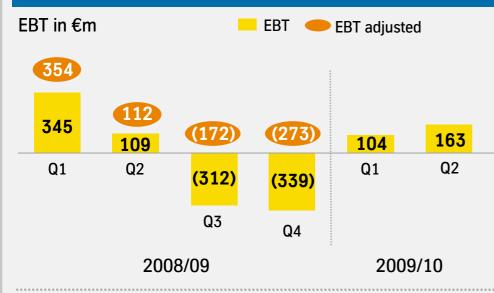
# Agenda

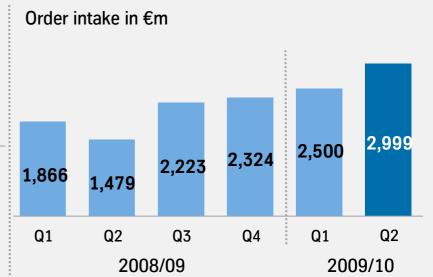
- Group Performance and Financials
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# **Steel Europe**

### Q2 2009/10 Highlights





### Comments Q2 (qoq)

- Significant recovery of order intake
- After restart of BF HKM A early January, all BFs in operation
- Higher capacity utilization and shipments overcompensate lower average revenues per ton

### **Current trading conditions**

- Inventory levels at distributors and SSC remain low;
   order intake and capacity utilization remain high
- Massive increase in raw material prices
- Tight market and low stock levels allowed for price increases from April 1
- Market conditions bode well for pricing in 3<sup>rd</sup> calendar quarter

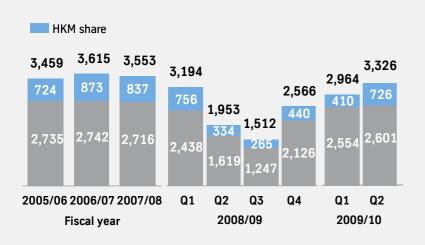


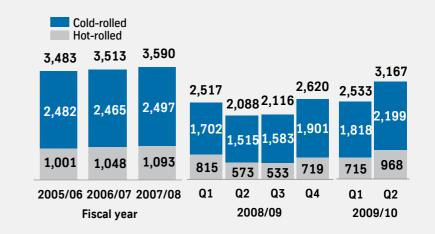
# Steel Europe: Output, Shipments and Revenues per Metric Ton

Crude steel output (incl. share in HKM)

1,000 t/quarter

Shipments\*: Hot-rolled and cold-rolled products 1,000 t/quarter





### Average revenues per ton\*, indexed

Q1 2004/2005 = 100



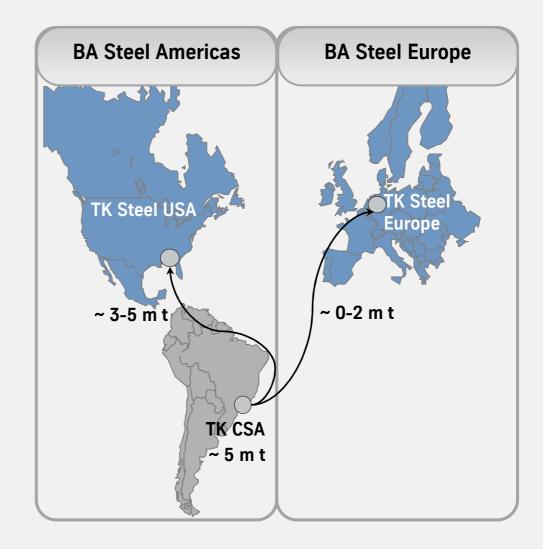
<sup>\*</sup> shipments and average revenues per ton until FY 2007/08 relate to former Steel segment



# **Steel Americas: The Transatlantic Concept**

# Home & key markets **Automotive** Pipe & Tube **Appliances**

Construction

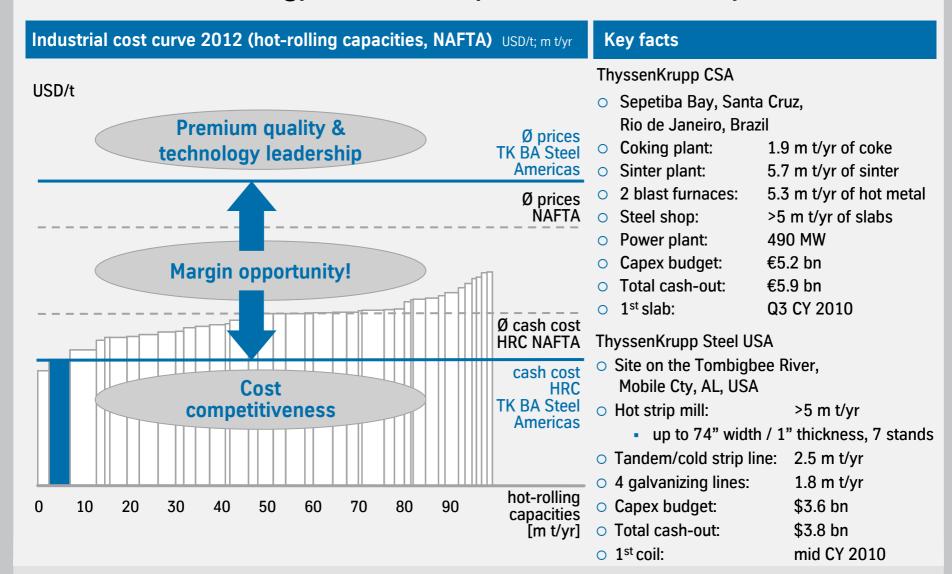




SSC



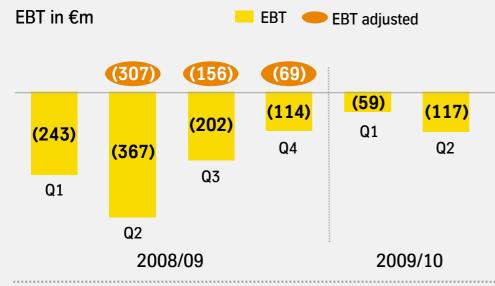
# Transatlantic Strategy Based on Optimum Cost-Quality Position

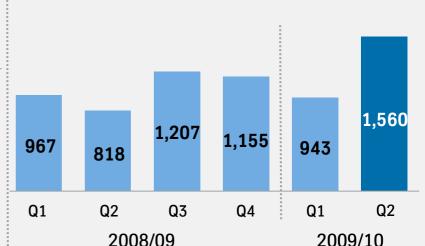




# Stainless Global

### Q2 2009/10 Highlights





### Comments Q2 (qoq)

- Loss expansion due to lower <u>average</u> base prices and higher raw material costs
- Gradual improvement of base prices and alloy surcharges (since February)
- Positive development of order intake and shipments due to increasing demand from end customers

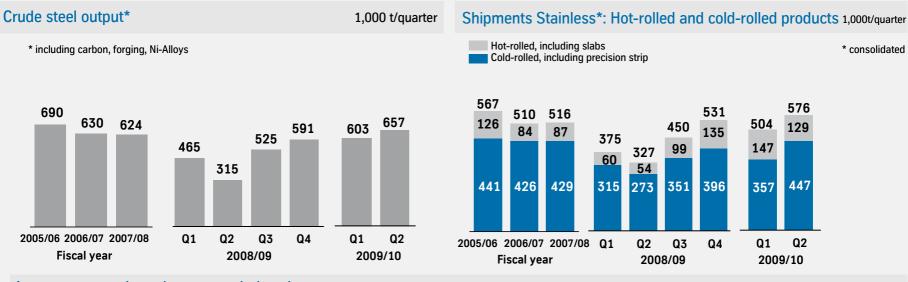
### **Current trading conditions**

Order intake in €m

- Demand and pricing to result in earnings improvement
- Further increase in base prices and alloy surcharges as well as high capacity utilization rates expected
- Progress in re-stocking, but stock levels still below average



# Stainless Global: Output, Shipments and Average Transaction Price



Average transaction price per ton, indexed

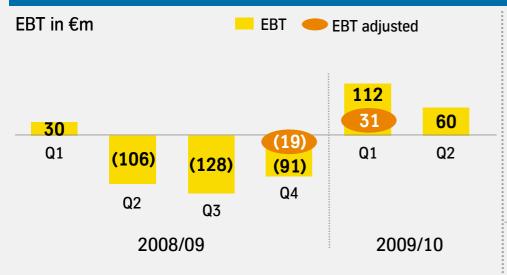
Q1 2004/2005 = 100

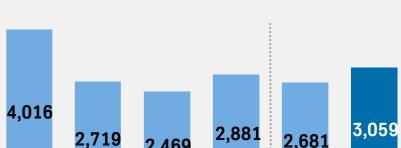




### **Materials Services**

### Q2 2009/10 Highlights





2,469

**Q3** 

### Comments Q2 (qoq)

- Gradual improvement of volumes and prices throughout all product groups
- Metals Services with significant earnings turnaround
- Cost control and implementation of restructuring (e.g. optimization of branch network)

### **Current trading conditions**

2008/09

**Q2** 

Order intake in €m

Q1

 Profit upside from price hikes in steel, stainless steel, NF metals and raw materials

**Q4** 

Q1

2009/10

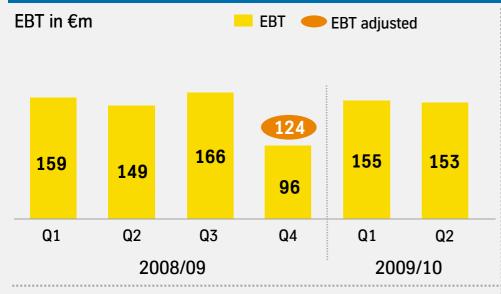
Q2

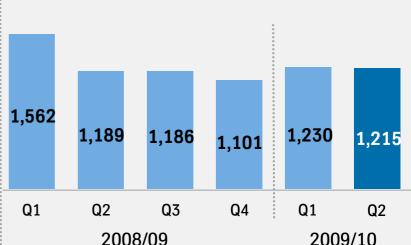
- Inventory levels remain low
- Customers still acting cautiously; only modest "pre-buying"



# **Elevator Technology**

### Q2 2009/10 Highlights





### Comments Q2 (qoq)

- High profit and margin levels
- Profit contribution across all operating units
- Americas with strong profits
- Efficiency improvement measures paying off

### **Current trading conditions**

Order intake in €m

- New Installations bottoming out
- Demand recovery in USA
- Growth in New Installations in Asia, especially in China
- Growth potential from Services and Modernization



# Strategic Direction of Elevator Technology

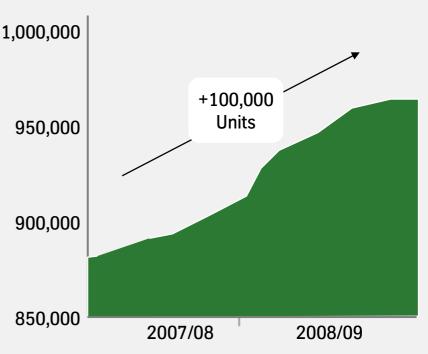
### **Performance Improvement**

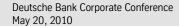
- Efficient and global production network
- Harmonized product portfolio based on global platforms
- Focus on Service & Modernization
- Standardization of processes



### **Growth of Service Business**

Units under maintenance

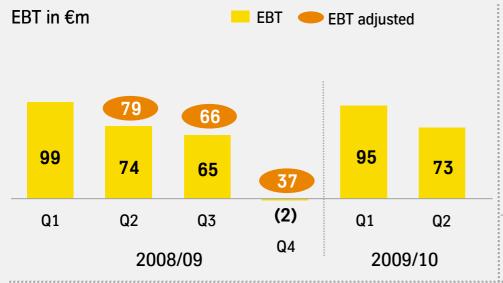


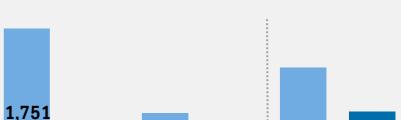




# **Plant Technology**

### Q2 2009/10 Highlights





463

**Q4** 

### Comments Q2 (qoq)

- Normalization of order intake after very strong Q1 which was positively impacted by some bulk orders
- Further gratifying order situation in Minerals & Mining industry
- Delay of few large projects for cement plants
- EBT margin at 7.7% very positive again and above adjusted FY level 2008/09 (6.3%)

### **Current trading conditions**

2008/09

517

**Q2** 

Q1

Order intake in €m

Increasing project activities observed in all operating units

807

**Q3** 

- Stable order backlog of €6.7 bn (1.6 x sales) endorsing sales and earnings development
- Business still impacted by delayed investment decisions, partly due to tight credit markets



1,324

Q1

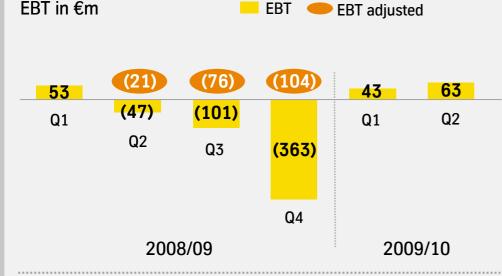
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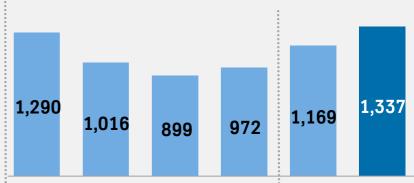
02

2009/10

# **Components Technology**

### Q2 2009/10 Highlights





**Q4** 

Q1

02

2009/10

**Q3** 

### Comments Q2 (qoq)

- Increasing demand from automotive industry and restructuring measures delivering positive results
- All 5 operating units in automotive supply industry with positive earnings contribution
- Further restructuring measures initiated (chassis components)
- Further increase in order intake from rings and largediameter bearings, continuing significant profit contribution

### **Current trading conditions**

2008/09

**Q2** 

Order intake in €m

Q1

- Limited visibility for H2 on European automotive markets due to expiration of government programs, more stable development expected for USA and China
- First positive signs of recovery in construction machinery due to low inventory levels at customers



# Plant Technology & Components Technology:

Relevant industries behind the trough?

## **Plant Technology**

### Components Technology

### **Plant Engineering**

**Chemical Plants** 

Cement, Minerals, Mining







Mar. 2010 Time

Volume

Uhde

**Polysius** 

Fördertechnik

### **Automotive**

Passenger Cars/ Light Comm. Veh.







**Presta Steering** 

Bilstein-Gruppe

**Forging Group** 

Waupaca

**System Engineering** 





Volume



### **Presta Camshafts**

**Presta Steering** 

Bilstein-Gruppe

Forging Group

Waupaca

### Infrastructure and Energy

Earth-moving Equipment





Volume



Time



Rothe Erde



**Waupaca** 

Berco

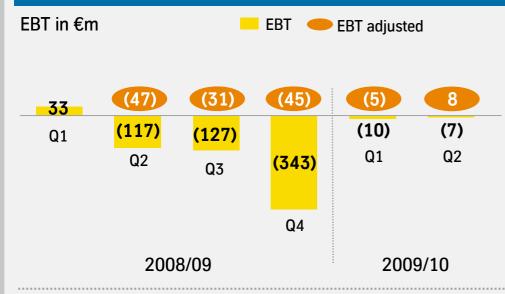
Volume

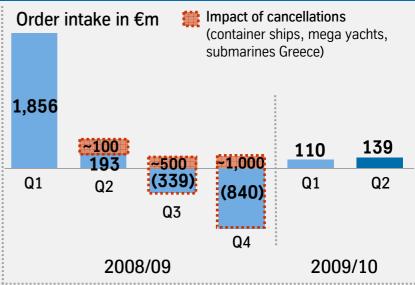
Rothe Erde



# Marine Systems

### Q2 2009/10 Highlights





### Comments Q2 (qoq)

- New target structure (exit from civil shipbuilding) close to completion
- Higher earnings in Components/Service business
- Negative earnings of Hellenic Shipyards (HSY) adjusted as "special items" due to non-going-concern assumption

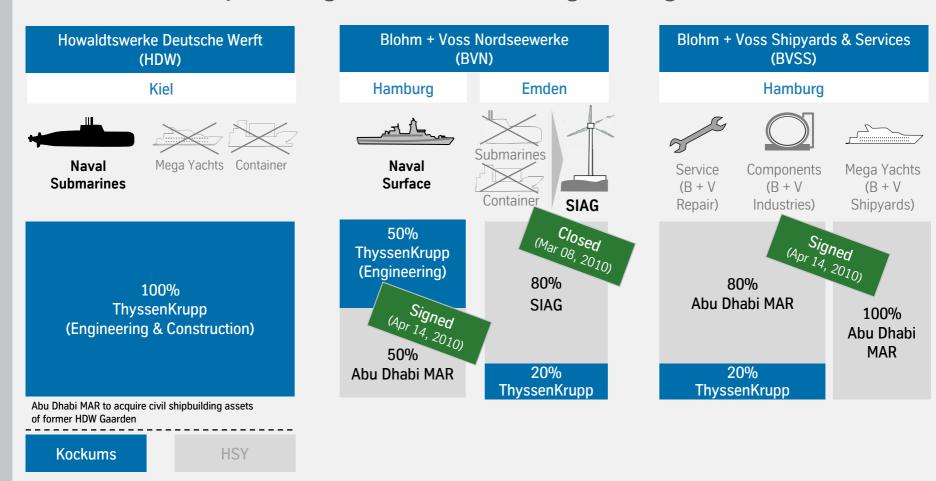
### **Current trading conditions**

- Large submarine material packages order for Turkey signed in FY 2008/09, effective order intake expected within FY 2009/10
- Losses expected in surface vessel construction, caused by underutilization until closing of deals with Abu Dhabi MAR



# Marine Systems: Target Structure

# Exit from civil shipbuilding; focus on naval engineering and submarines



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





# Agenda

- Group Performance and Financials
- Business Area Performance
- Group Outlook



# 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



# 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**



Limited visibility for European automotive markets after expiration of government programs

# **Materials Services**



Upside from volumes and prices

### Marine Systems



Increasing underutilization until closing of M&A transactions





# 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</li>
- 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,
- (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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