

## Agenda

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



## Q1 2010/11: On Track For Group Targets

<ul><li>Order intake</li><li>Sales</li></ul>	Q4 €10.6 bn €11.5 bn	Q1 €11.3 bn €11.4 bn	<ul><li>Highest order intake in 2 years</li><li>Volumes and prices gaining momentum</li></ul>
EBIT adj.  thereof Steel Americas	€105 m €(320) m	€273 m €(378) m	<ul> <li>Improving structural earning power</li> <li>All BAs with positive contribution (except Steel Americas)</li> <li>Margin expansion at all BAs (except Materials Services)</li> <li>Trough level performance at Steel Americas</li> </ul>
• Capex	€1,053 m	€778 m	Decrease in line with target
• NFD	€3.78 bn	€5.81 bn	<ul> <li>Temporary increase</li> <li>NWC build-up in preparation for rising demand</li> <li>Capex for Americas projects</li> <li>Significant positive FCF in H2 targeted</li> </ul>

Confirmation of Group guidance EBIT adj. ~ €2 bn
 Steel Americas: higher three-digit million € negative



## Management Focus

### **Efficiency**

- Sustainable cost savings and restructuring most pronounced at Steel Europe, Components Technology and Marine Systems
- Capex (excl. Steel Americas) remaining below depreciation
- Significant NWC release and FCF generation targeted for H2 2010/11

### **Projects**

- Steel Americas:
  - BF #2 fired up on Dec 16
  - Continued positive reactions from all US customer segments
- Stainless USA:
  - Accelerated construction of Stainless USA meltshop
  - Start-up of first CRM

#### **Portfolio**

- Best owner process Metal Forming
- Best owner process Xervon
- Exit from civil shipbuilding and reorganization of shipyards

- Restore financial flexibility
- Reduce complexity and risk
  - Create value

#### Growth



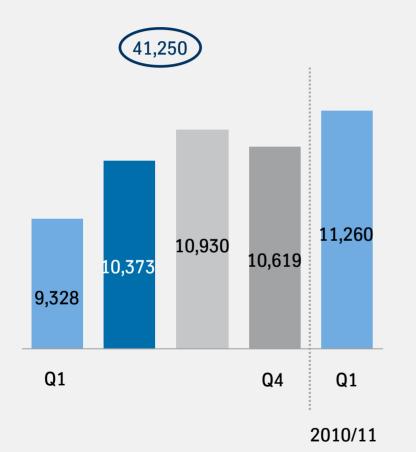
**Structural Performance** 



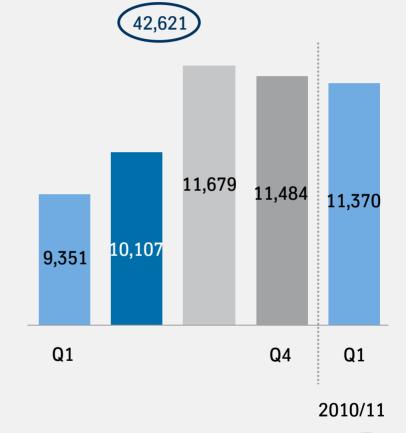


### **Order Intake and Sales**

Order intake (million €)



Sales (million €)



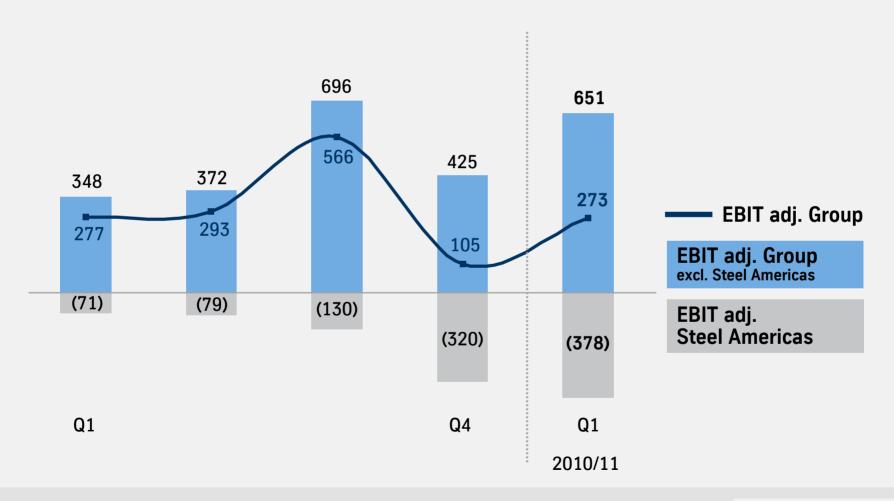






## **Improving Structural Earning Power**

#### **EBIT adjusted development** (million €)





## **Quarterly EBIT Adjusted and Margin**

	2009	2010/11		
million €	Q1	Q4	Q1	
Steel Europe	127	193	258	
%	<i>5.6</i>	6.6	8.7	
Steel Americas	(71)	(320)	(378)	
%	n.a.	n.a.	n.a.	
Stainless Global	(42)	5	7	
%	(3.5)	0.3	0.4	
Materials Services	48	108	85	
%	1.7	3.1	2.6	
Elevator Technology	165	156	171	
%	<i>13.5</i>	10.9	13.2	
Plant Technology	111	102	107	
%	11.7	9.6	11.9	
Components Technology	57	58	127	
%	4.6	3.7	7.9	
Marine Systems	21	(9)	46	
%	8.1	(3.8)	9.1	

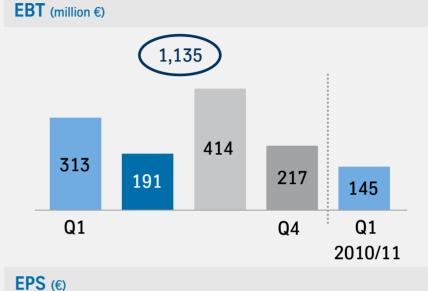
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## EBIT, EBT, Net Income and EPS



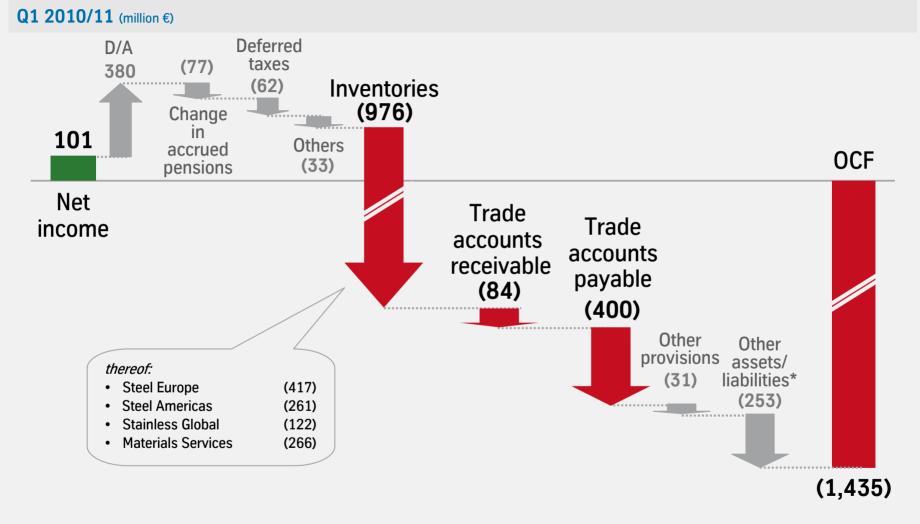








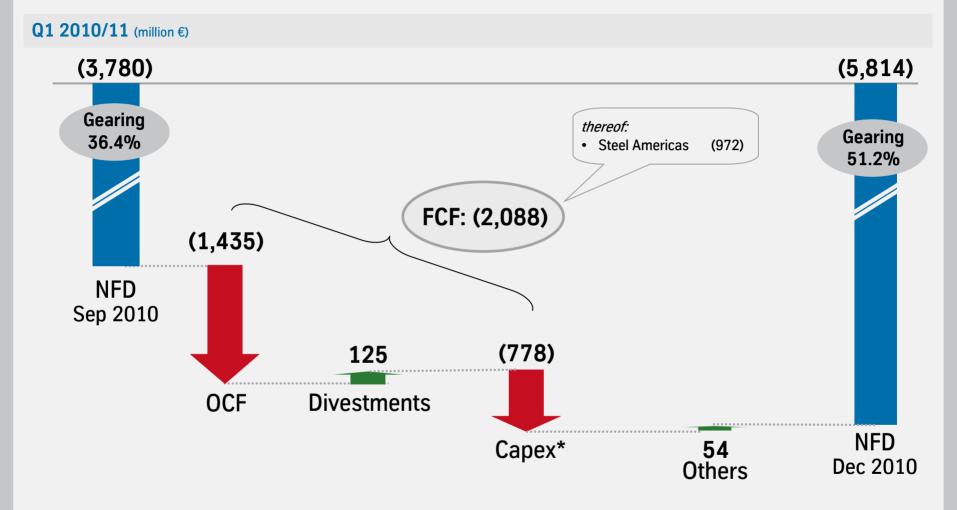
## **Operating Cash Flow**



<sup>\*</sup> not related to investing or financing activities



### **Net Financial Debt**

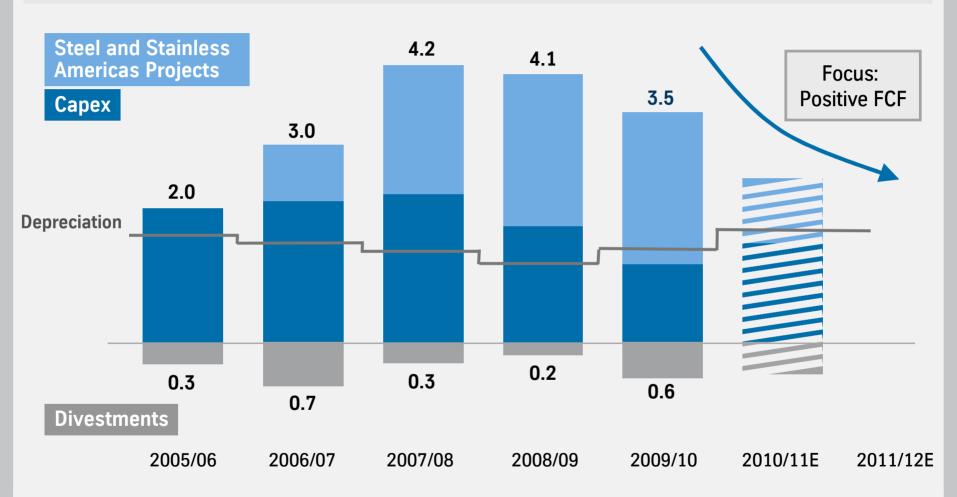


<sup>\*</sup> Capex for property, plant & equipment, financial & intangible assets and financial investments



## **Tight Capex Management Going Forward**

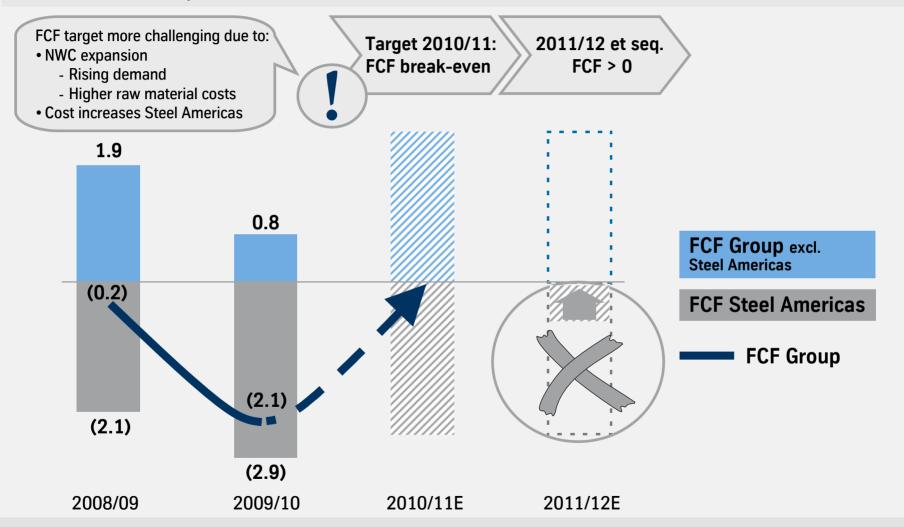
**Cash flows from investing activities** (billion €)





## Focus on Progressively Improving FCF Generation

#### Free cash flow development (billion €)





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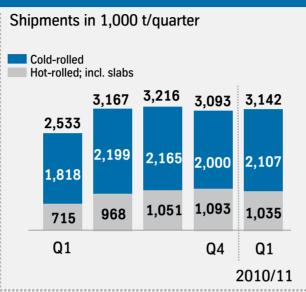
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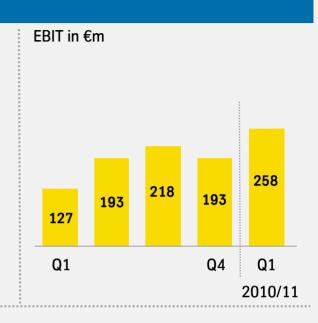


## **Steel Europe**

#### Q1 2010/11 Highlights







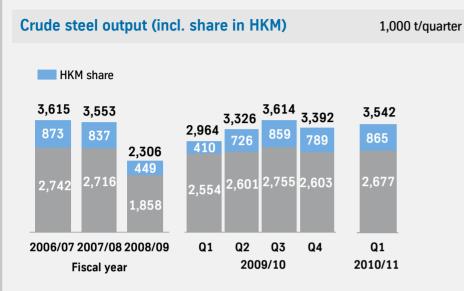
#### Comments Q1 (qoq)

- Increase in earnings driven by efficiency gains as well as by slightly higher production, shipments and average steel revenues per ton
- Continuing high downstream utilization; upstream capacities fully loaded

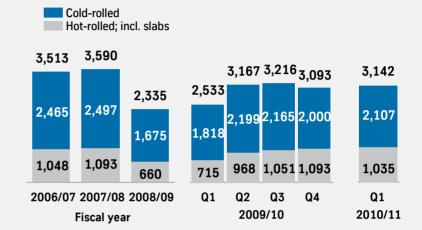
- High utilization, higher average revenues per ton and increasing raw material prices
- Strong order intake and continuing robust demand from key customer groups
- Tight market bodes well for price development
- Best owner process for Metal Forming business



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



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



#### Average revenues per ton\*, indexed

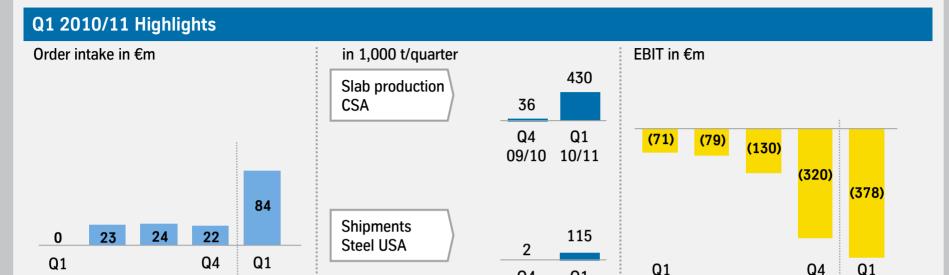
Q1 2004/2005 = 100



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



#### **Steel Americas**



04

09/10 10/11

#### Comments Q1 (qoq)

 Increasing depreciation (+∆€27 m) in line with ramp-up curve and esp. coke plant-related higher costs could not be offset by higher volumes

2010/11

- CSA: High specific consumption and high specific cost of input factors (e.g. high share of imported coke); ramp-up of coking plant slower than expected
- Steel USA: With good progress; Grand Opening Calvert, AL on Dec 10, 2010

#### **Current trading conditions**

Ω1

- Progressively improving utilization, mix, profitability and cash-flow profile
- CSA: Excellent slab quality (ahead of expectations); output capped to ≤70% until granting of the final operating license
- Steel USA: Very positive response from customer side about material quality
- Market fundamentals improving

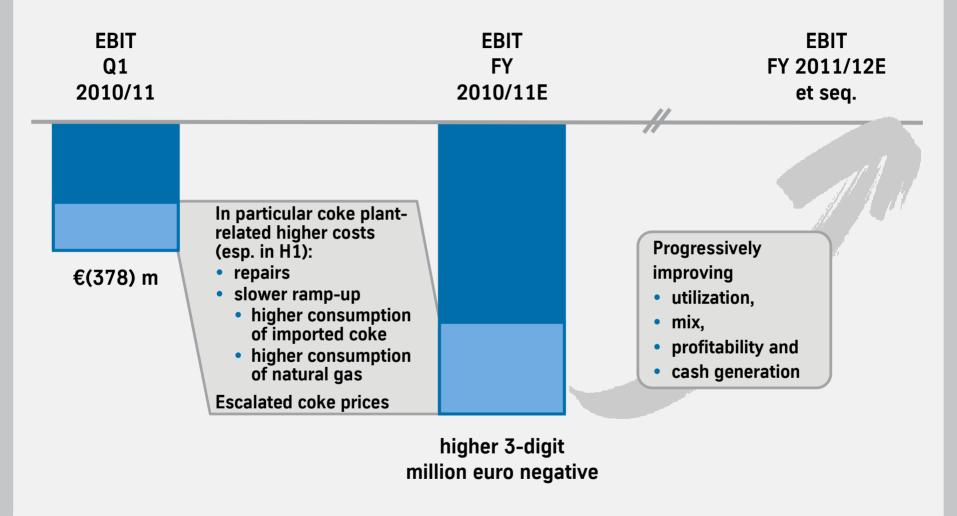


**Q4** 

Q1

2010/11

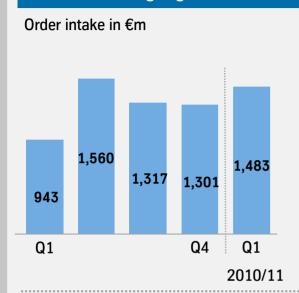
## Steel Americas: Improvements from Trough Level Performance

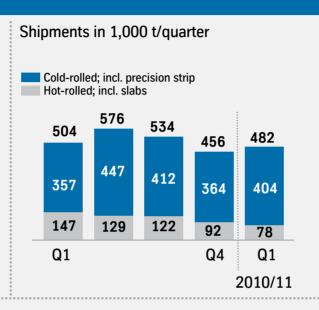


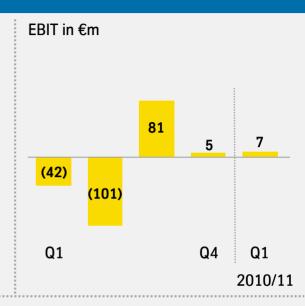


#### Stainless Global

#### Q1 2010/11 Highlights







#### Comments Q1 (qoq)

- Slightly increased earnings with higher shipments and softer base prices
- Earnings impacted by negative EBIT (Q1: ~ €7 m,
   Q4 2009/10: ~ €11 m) of Stainless USA / ramp-up
- Order intake with accelerating dynamics

- Increasing demand from end customers, especially automotive industry and household applications
- Improving base prices and alloy surcharges expected
- Imports have to be monitored



## Stainless Global: Output, Shipments and Average Transaction Price



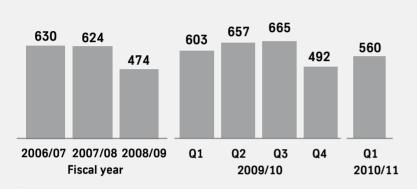
\* including carbon, forging, Ni-Alloys

1,000 t/guarter

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

Cold-rolled, including slabs
Hot-rolled, including precision strip

\* consolidated





Average transaction price per ton, indexed

 $Q1\ 2004/2005 = 100$ 





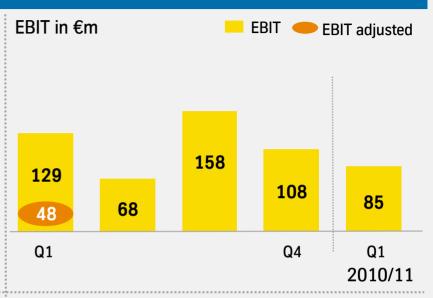
#### **Materials Services**

#### Q1 2010/11 Highlights

Order intake in €m

3,695
3,370
3,259

Q1
Q4
Q1
2010/11



#### Comments Q1 (qoq)

- Stable order intake in industrial metals and processingrelated services, severe winter impacted direct-to-customer business (pipes/tubes, railway/construction)
- Continuing good demand from automotive, engineering and aerospace industries
- Higher prices not yet fully realized in the market

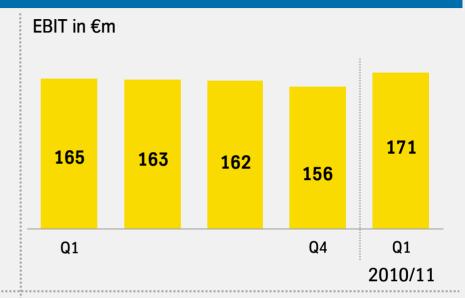
- Continuing support from automotive and engineering industries
- Demand- and cost-driven price increases gaining momentum
- Inventories in Europe and US at moderate levels; short-term materials planning and no stock cycle
- Best owner process Xervon



## **Elevator Technology**

#### Q1 2010/11 Highlights





#### Comments Q1 (qoq)

- Higher order intake driven by growth in Asia/Pacific; strong New Installation business in China
- Seasonally slower sales in all regions
- Units under maintenance >1 million
- Solid earnings trend continues

- Improving environment in OU Americas, especially Brazil, in all business lines
- Asia/Pacific (especially China) with highest growth in New Installation; infrastructure projects contributing well
- Maintenance business continuously growing in all regions

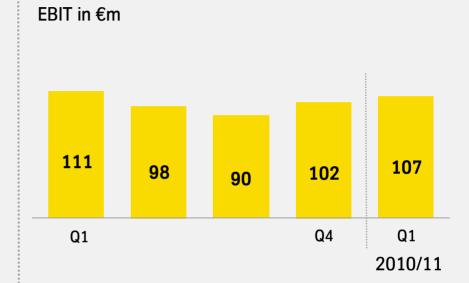


## **Plant Technology**

#### Q1 2010/11 Highlights

Order intake in €m





#### Comments Q1 (qoq)

- Good order intake across all businesses, esp. strong in mining equipment business with new orders from India
- Slightly lower sales compared to strong Q4, partly deferred PoC revenues in chemical plant business
- Continuing high EBIT level
- Restructuring measures at production systems for auto industry on track, business with good order intake and back to positive earnings

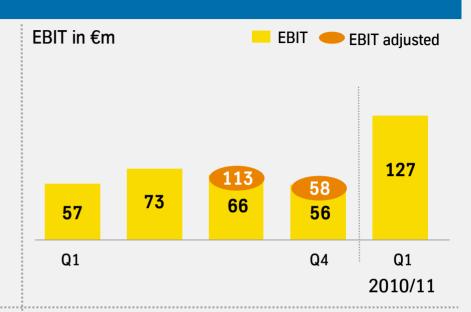
- Order backlog of €6.5 bn (1.7x sales)
- Cement plant business further recovering, new orders from Mexico and China in Q1
- Well on track to achieving FY targets of increased order intake as well as stable sales and earnings



## **Components Technology**

#### Q1 2010/11 Highlights





#### Comments Q1 (qoq)

- Sales and order intake remaining at high levels in auto supply and industrial components businesses
- Strong EBIT improvement (EBIT margin 7.9%), all Operating Units contributing positively
- Restructuring measures and structural capacity adjustments – mainly in auto supply businesses – leading to sustainable lower cost levels

- Record levels for German car industry (domestic production and exports) expected for 2011
- Solid recovery in construction equipment business (driven by exports); slewing bearings business benefiting from orders in Brazil, India and China



## Marine Systems

#### Q1 2010/11 Highlights

Order intake in €m

426

110

139

108

Q1

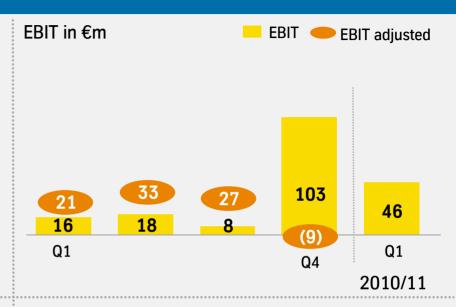
Q1

Q1

Q1

Q1

2010/11



#### Comments Q1 (qoq)

- Resumption/completion of Greek submarine orders resulting in positive effects on order intake & sales (€185 m) and EBIT (~€20 m)
- Positive earnings in stable submarine business; delivery of 2nd class 209PN submarine to Portuguese navy
- Components business (shaft components & stabilizers)
   with good utilization and positive earnings contribution
- Delivery of mega yacht Eclipse

- Order backlog of €5.4 bn (mainly in submarine business) supporting sales and earnings development in FY 2010/11
- Underutilization in shipbuilding to continue until closing of Hamburg deal with Abu Dhabi MAR

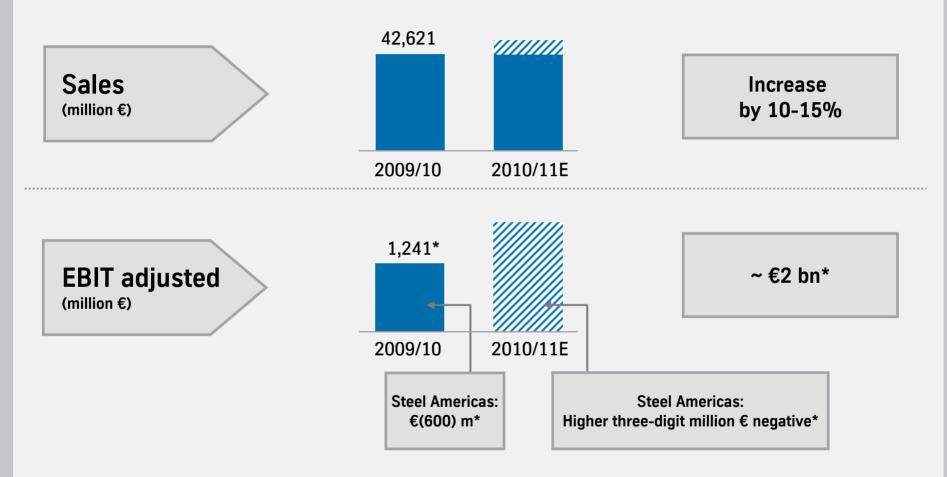


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## Outlook FY 2010/11 - Group



<sup>\*</sup> Figures are based on the modified EBIT-definition



## Group: The Way Back to Sustainable Value Creation

FY 2009/10

FY 2010/11

FY 2011/12 et seq.

**Profitability** 



Value Creation FCF break-even

**Value Creation** 

FCF > 0

FCF target more challenging due to:

- NWC expansion
  - Rising demand
  - Higher raw material costs
- Cost increases Steel Americas

- Strong cost control
- Continued reduction of structural overcapacities
- Ramp-up and optimization of Steel Americas and Stainless USA
- Solve structural issues at Stainless Global
- Tight capex management going forward
- Focus on progressively improving FCF generation
- Portfolio under review
- Investment grade rating with all three rating agencies

Growth



**Structural Performance** 



### Financial Calendar – FY 2010/11

<ul><li>March</li></ul>	Conferences HSBC "European Blue Chips Conference", Frankfurt (31st)
<ul><li>April</li></ul>	Conferences Bankhaus Lampe "Kapitalmarktkonferenz", Baden-Baden (1st)
<ul><li>May</li></ul>	2nd Quarter 2010/11 (13th)
	Conferences
	CA Cheuvreux "Pan-Europe Forum", London (17th)
	Deutsche Bank "German & Austrian Corporate Conference", Frankfurt (19th-20th)

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## Agenda

Appendix



## ThyssenKrupp Group

### ThyssenKrupp\*

FY 2009/10: Sales €42.6 bn • EBIT\* €1,346 m • TKVA €(419) m • Employees 177,346

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

## Steel **Europe**

Sales: €10.8 bn EBIT\*: €731 m

- Premium flat carbon steels
- Large-scale, multiple niche approach
- Long-term customer relations
- Technology leadership in products and processes

## Elevator Technology

€5.2 bn €646 m

- Elevators
- Escalators & moving walks
- Passenger boarding bridges
- Stair lifts, home elevator
- Maintenance, Repair & Modernization

#### Steel Americas

€68 m €(600) m

- Premium flat carbon steels
- CSA: slab mill in Brazil,5 m t capacity,SoP Q3 CY 2010
- Steel USA: processing plant (hot / cold rolling and coating), SoP Jul. 31, 2010

## Plant Technology

€3.9 bn €401 m

- Specialty and large-scale plant construction, e.g.:
- Petrochemical complexes
- Cement plants
- Systems for open-pit mining & materials handling

#### Stainless Global

€5.9 bn €(57) m

€5.7 bn

€252 m

- Stainless steel flat products & high-performance materials
- Operations in Germany, Italy, Mexico and China
- Stainless steel plant project in USA

## Components Technology

 Components for the automotive industry (e.g. crankshafts, axle modules, steering systems)

- Large-diameter bearings & rings (e.g. for wind energy)
- Undercarriages for tracked earthmoving machinery

#### Materials Services

€12.8 bn

- Global materials distribution (carbon & stainless steel, pipes & tubes, nonferrous metals, aluminum, plastics)
- Technical and infrastructure services for production & manufacturing sectors

## Marine Systems

€1.2 bn €145 m

Focus on naval shipbuilding:

- Engineering & Construction of non-nuclear submarines
- Engineering of Naval Surface Vessels (frigates & corvettes)

Sales & EBIT\* for FY 2009/10

\* Modified EBIT-definition



## **Group Overview (I)**

			2010/11				
		Q1	Q2	Q3	Q4	FY	Q1
Order intake	€m	9,328	10,373	10,930	10,619	41,250	11,260
Sales	€m	9,351	10,107	11,679	11,484	42,621	11,370
EBITDA	€m	683	622	845	619	2,769	645
EBIT	€m	353	278	500	215	1,346	273
EBIT adjusted	€m	277	293	566	105	1,241	273
EBT	€m	313	191	414	217	1,135	145
EBT adjusted	€m	237	206	480	107	1,030	145
Net income	€m	195	234	298	200	927	101
Earnings per share	€	0.35	0.45	0.58	0.39	1.77	0.31
TK Value Added	€m					(419)	
Ø Capital Employed	l€m	19,446	19,834	20,379	20,767	20,767	22,832
Goodwill	€m	3,710	3,800	3,940	3,808	3,808	3,866



## **Group Overview (II)**

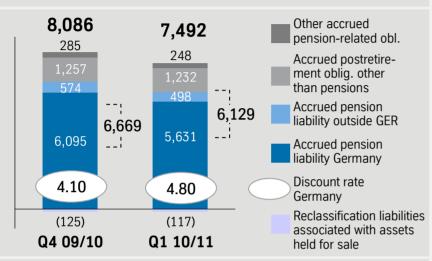
			2010/11				
		Q1	Q2	Q3	Q4	FY	Q1
Capital expenditures* €	€m	777	738	942	1,053	3,510	778
Depreciation/amort. €	€m	331	346	349	412	1,437	380
Operating cash flow €	€m	(308)	184	(24)	1,016	868	(1,435)
Cash flow from divestm. €	€m	488	17	16	31	552	125
Cash flow from investm. €	€m	(777)	(738)	(942)	(1,053)	(3,510)	(778)
Free cash flow €	€m	(597)	(537)	(950)	(6)	(2,090)	(2,088)
Cash and cash equivalents (incl. short-term securities) €	€m	5,073	4,614	3,914	3,681	3,681	2,869
Net financial debt €	€m	2,131	2,652	3,754	3,780	3,780	5,814
Employees		174,763	172,576	174,541	177,346	177,346	178,291

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



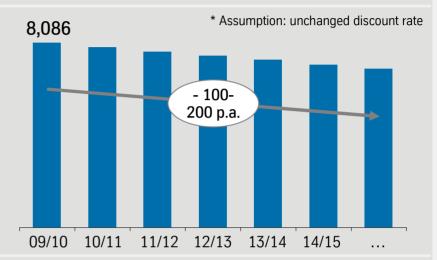
## Pension and Similar Obligations

## Accrued Pension and Similar Obligations (in € m)



- "Patient" long-term debt, no immediate redemption in one go
- Interest cost independent of ratings, covenants etc.
- Mainly funded by TK's operating assets
- Decrease in pension obligations in Q1 mainly driven by higher discount rate (actuarial gains), no cash impact
- >90% of pension provision in Germany; German pension system requires no mandatory funding of plan assets

# Expected Normalized\* Development of Accrued Pension and Similar Obligations (in € m)



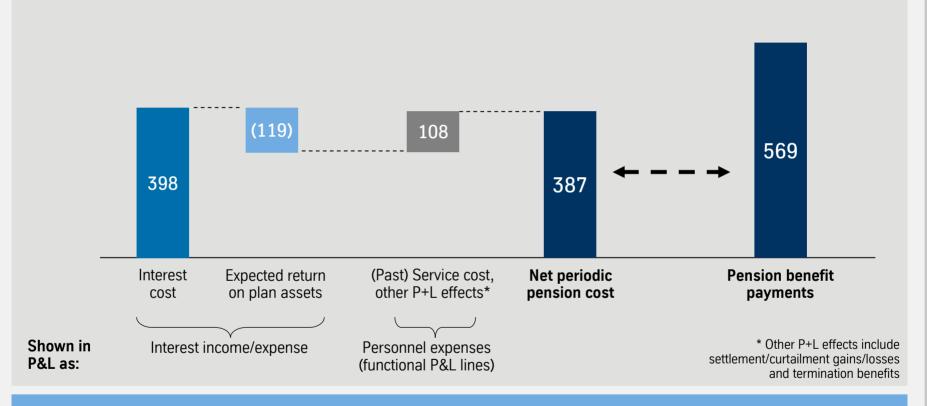
- Number of plan participants steadily decreasing
- >70% of obligations owed to retired employees, average age ~73 years
- Declining pension obligations over time (short-term variation possible, mainly due to change in discount rate)
- Declining cash-out from pension benefit payments in medium to long term (2009/10: €569 m; exp. 10 year average from 2010/11 onwards: €557 m)



## Pension Obligations: TK with Mature Pension Schemes

#### Net Periodic Pension Cost vs. Pension Benefit Payments

(Defined Benefit Obligations; FY 2009/10; in € m)

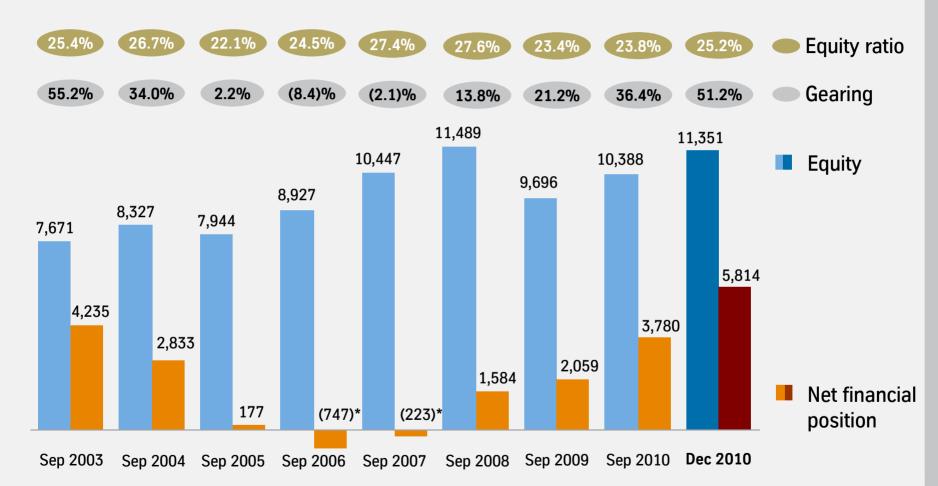


# Pension payments higher than pension cost: Indicator for mature pension schemes



## **Balance Sheet Structure**

## Net financial position, equity and ratios (million €)



<sup>\*</sup> Net financial receivables



## Solid Financial Situation – No Short-Term Refinancing Needs

Liquidity analysis and maturity profile of gross financial debt as of December 31, 2010 (million €)



<sup>\*</sup> incl. securities of €6 million



## ThyssenKrupp Rating

Long term- Short term- Outlook rating rating

Standard & Poor's BB+ B stable

Moody's Baa3 Prime-3 stable

Fitch BBB- F3 stable

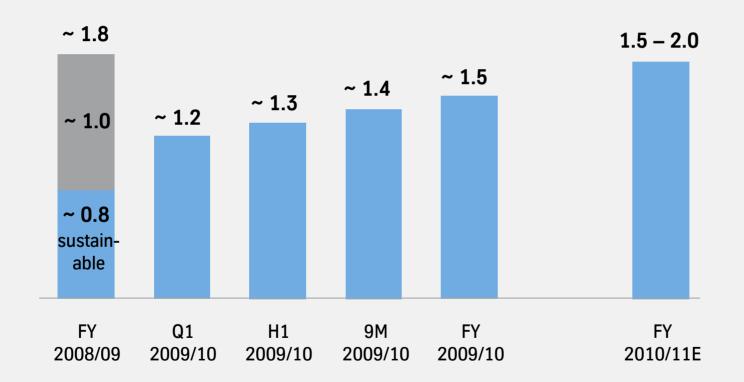
Restoring / maintaining investment grade status with all three rating agencies is key!



## Earnings Recovery Driven by Realization of Sustainable Cost Savings

Realized sustainable cost savings (billion €)

Targeted sustainable cost savings (billion €)



## Outlook FY 2010/11 – Business Areas

## **Steel Europe**



Continuing good capacity utilization; improvement in shipments and average selling prices

## **Steel Americas**



Negative EBIT in the higher 3-digit million € range, mainly due to higher depreciation, startup losses for the new plants and higher expenditures for input materials during the ramp-up phase at CSA; to improve as the ramp-up progresses

## Stainless Global



Improvement in volumes and base prices

## **Materials Services**



Improvement in volumes and selling prices

## **Elevator Technology**



Continuing high earnings contribution thanks to high orders in hand and steady maintenance business

## Plant Technology



Stable sales and earnings from high project order backlog; increased order intake

## **Components Technology**



Increased sales and earnings from components for the automotive, construction and machinery sectors

## Marine Systems



Positive earnings contribution from remaining business with submarines and naval surface vessels



## **Steel Europe**

Key figures									
			2009/10						
		Q1	Q2	Q3	Q4	FY	Q1		
Order intake	€m	2,500	2,999	2,706	2,781	10,986	2,929		
Sales	€m	2,281	2,667	2,887	2,935	10,770	2,958		
EBITDA	€m	274	339	359	329	1,301	399		
EBIT	€m	127	193	218	193	731	258		
EBIT adjusted	€m	127	193	218	193	731	258		
TK Value Added	€m					248			
Ø Capital Employed	€m	5,070	5,212	5,320	5,370	5,370	5,695		
OCF	€m	(123)	235	152	329	593	(433)		
CF from divestm.	€m	4	(1)	3	6	11	0		
CF for investm.	€m	(39)	(68)	(54)	(127)	(288)	(100)		
FCF	€m	(159)	166	101	208	316	(533)		
Employees		35,582	34,872	34,434	34,711	34,711	34,204		



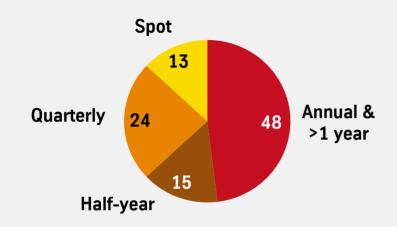
## Steel Europe: Long Term Customer Relations Establish Lower Volatility

Sales by Maturity Q4 2009/10

in %

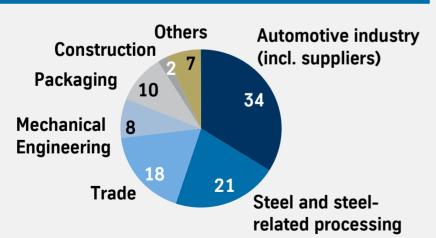
## **Price Index Flat Steel**

Index (Q3 1997 = 100)





in %





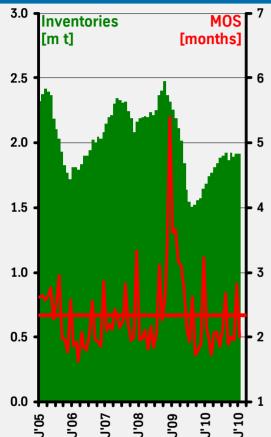
All data incl. Q4 2010

Sources: CRU and own calculations based on CRU, TKSE



## Steel: Inventories and Months of Supply

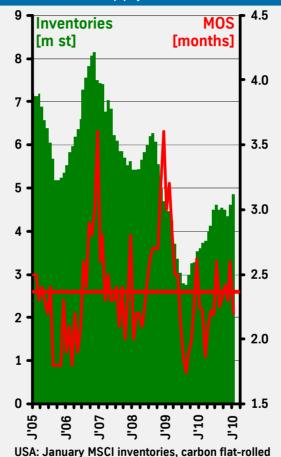
## Inventories and Months of Supply - Europe



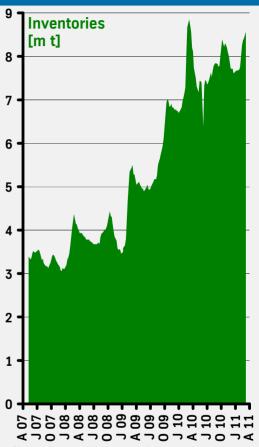
Europe: European SSC: Inventories at month end / flat carbon steel w/o quarto

Source(s): TKS, EASSC, Credit Suisse, MSCI, UBS, MySteel

## Inventories and Months of Supply - USA



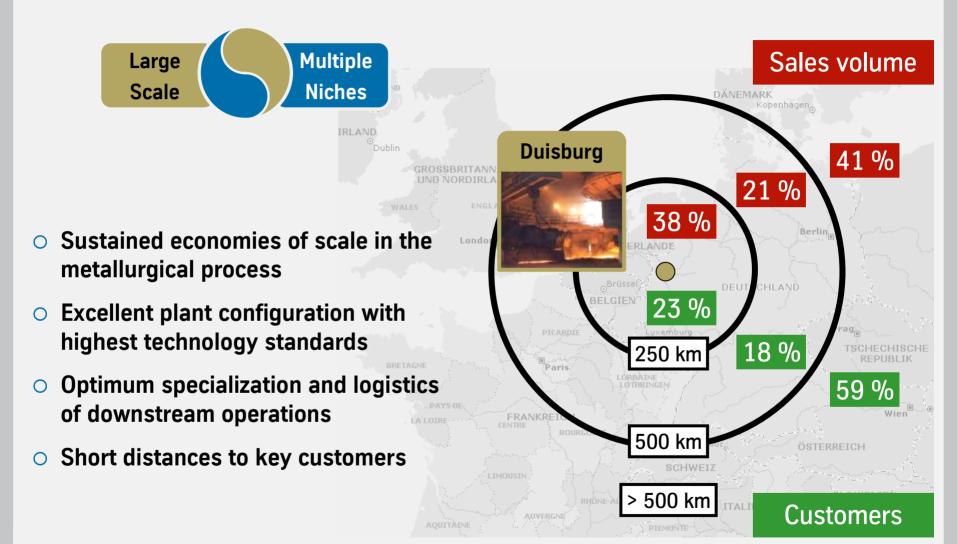
Inventories China

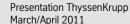


China: flat steel inventory in 23 major cities (HR. CR and Plate)



## Unique Steel Site Configuration in Europe: 17 m tpy Capacity at one Site





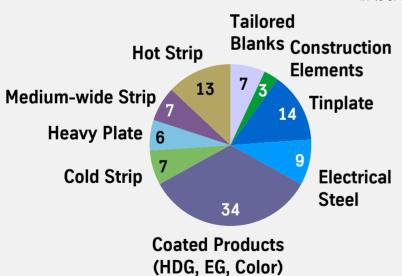


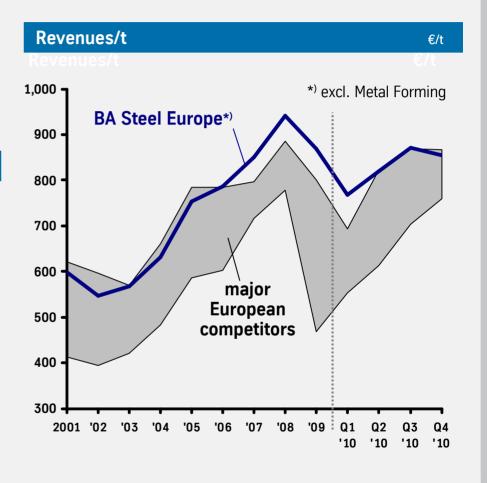
## Premium Product Mix Generates Above-Average Revenues



## **Premium Product Mix Steel Europe FY 2009/10**

in % of sales





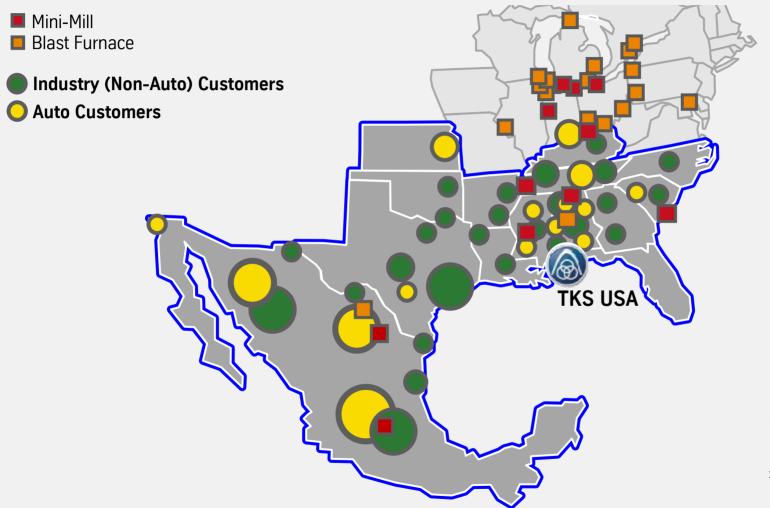




## **Steel Americas**

Key figures										
			2009/10							
		Q1	Q2	Q3	Q4	FY	Q1			
Order intake	€m	0	23	24	22	69	84			
Sales	€m	0	23	24	21	68	86			
EBITDA	€m	(70)	(78)	(119)	(297)	(564)	(328)			
EBIT	€m	(71)	(79)	(130)	(320)	(600)	(378)			
EBIT adjusted	€m	(71)	(79)	(130)	(320)	(600)	(378)			
TK Value Added	€m					(1,111)				
Ø Capital Employed	€m	4,620	5,006	5,359	5,678	5,678	7,230			
OCF	€m	(171)	(93)	(221)	(361)	(847)	(585)			
CF from divestm.	€m	2	1	5	(4)	4	90			
CF for investm.	€m	(455)	(447)	(623)	(530)	(2,054)	(477)			
FCF	€m	(624)	(539)	(839)	(895)	(2,897)	(972)			
Employees		1,794	2,256	2,876	3,319	3,319	3,571			

## Well Positioned in Southeastern United States with Proximity to Mexico Geographic position of TKS USA, our home market and BF & EAF competitors



- Size of Industry and Auto bubbles reflect the approximate number of customer locations in the given area.
- 2) Includes all steelmaking (EAF, BF) locations, excluding West Coast of U.S. and Canada.



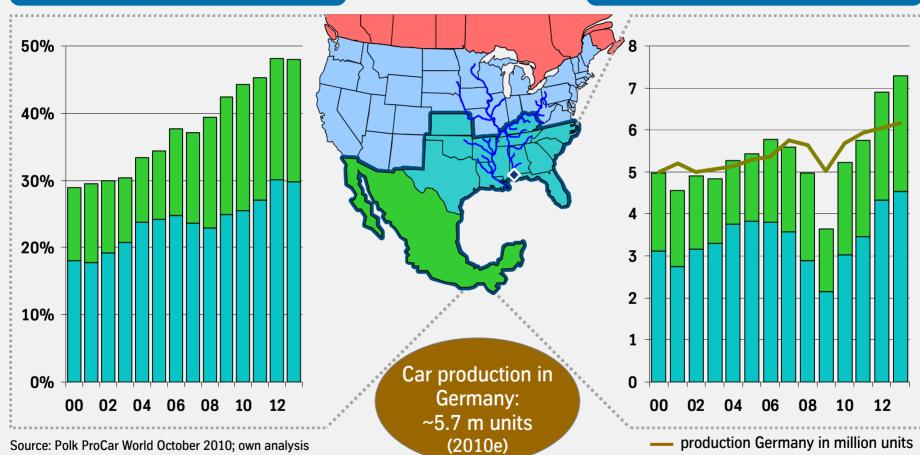
## Migration of Automotive Production from North to South –

Production in TKS USA home market to exceed pre-crisis-levels by 2012

Light-Vehicle Production NAFTA
Share of TKS USA Home Market in %

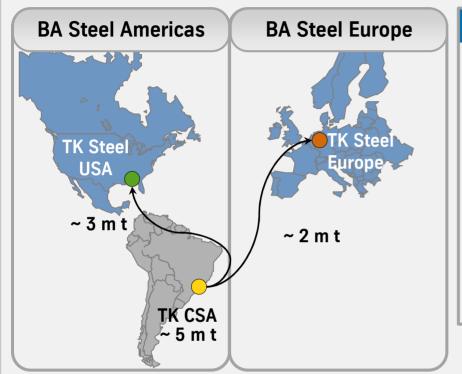
Light-Vehicle Production TKS USA Home Market

in million units





## **Transatlantic Steel Concept**



rargeted major transatiantic production capacities								
Capacity in m metric tons p.a.	Steel A Brazil	Steel Europe**						
Slabs	>5	-	15					
Hot-rolled	-	>5*	17					
Cold-rolled	-	2.5	10					
Coated	-	1.8	8					

Targeted major transationtic production canacities

- Production cost advantage from production in Brazil
- Build on and expand strong European market position in premium flat carbon steels
- Transfer of proven business model into the modern industrial center of the U.S.





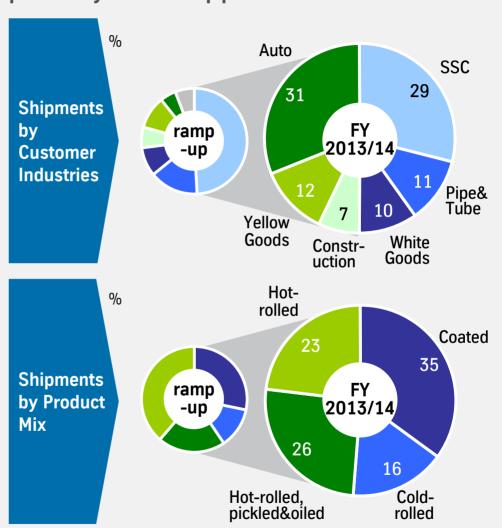


## **Comprehensive Customer Development Activities**

## Geared to market-oriented ramp-up at ThyssenKrupp Steel USA

**Around 1,500 customers visits** 







## Stainless Global

Key figures										
			2009/10							
		Q1	Q2	Q3	Q4	FY	Q1			
Order intake	€m	943	1,560	1,317	1,301	5,121	1,483			
Sales	€m	1,210	1,461	1,708	1,522	5,901	1,605			
EBITDA	€m	(4)	(60)	121	46	103	48			
EBIT	€m	(42)	(101)	81	5	(57)	7			
EBIT adjusted	€m	(42)	(101)	81	5	(57)	7			
TK Value Added	€m					(323)				
Ø Capital Employed	€m	2,789	2,795	2,864	2,948	2,948	3,362			
OCF	€m	(100)	88	(261)	57	(216)	(308)			
CF from divestm.	€m	1	1	1	3	6	6			
CF for investm.	€m	(68)	(87)	(88)	(101)	(344)	(62)			
FCF	€m	(168)	3	(348)	(41)	(554)	(364)			
Employees		11,597	11,235	11,150	11,235	11,235	11,196			



## Secure and Consolidate – Step 1: Relocate Benrath to Krefeld



Effects from relocation concept of Benrath production to Krefeld site

- Forward strategy on ferritics
  - high product quality
  - global market leader
- Required Capex: ~€240 m
- Significant cost reduction/synergies
  - specific processing costs(e.g. specific energy consumption)
  - production and location costs
  - logistics costs

### **EBITDA** effect

Mid to higher double-digit-million €
 EBITDA benefit by FY 2014/15

\* use of hot-rolling mill of Steel Europe

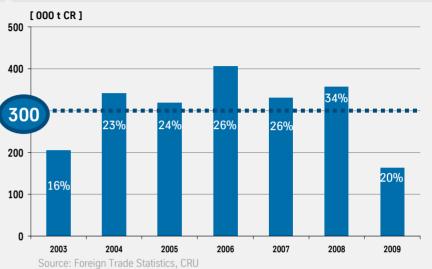


## Structural Market Logic for TK Stainless USA

## Moderate, but stable growth of NAFTA stainless demand

# [ 000 t CR ] 2,250 Actual Apparent Consumption CRU Forecast (August 2010) 1,750 1,500 1,000

## Imports reflect structural supply gap in the US



## Majority of existing US stainless facilities fragmented

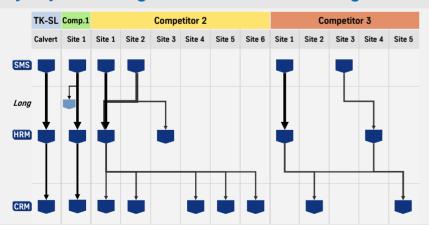
2008

2009

2010

2011

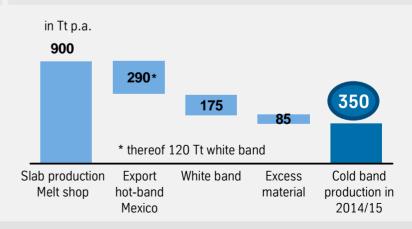
2012



## **Industrial concept TK Stainless USA**

2014

2013



Presentation ThyssenKrupp March/April 2011



750

2003

Source: CRU

2004

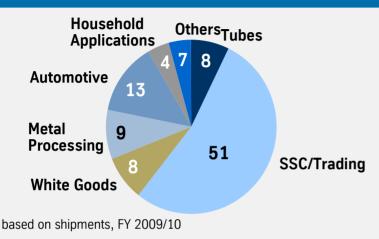
2005

2006

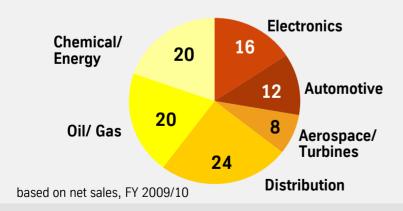
2007

## Increasing Non-Volatile Customer Bases Sales structure within ThyssenKrupp Stainless

## **Stainless Steel Sales by Customer Group**



## **Nickel Alloy Sales by Customer Group**



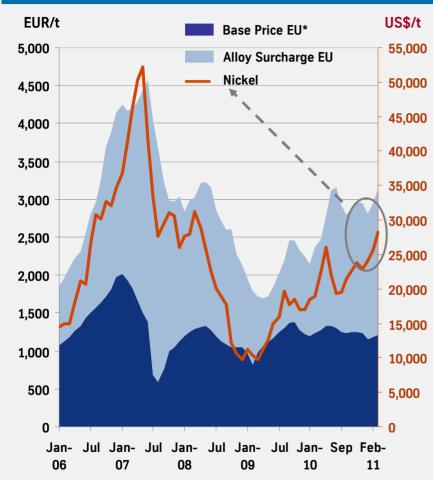
### **General Stainless Steel Contract Structure**





## Stainless Global: Price Development and Import Situation

## Price development: recovery gaining sustainability

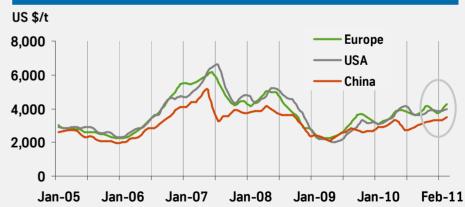


<sup>\*</sup> Base Price Germany, Traders/SSC, 304, 2 mm sheet Source: CRU March 2011, Metalprices (NICKEL) March 2011

## **Cold-rolled EU imports from third countries** [000t/Month]



## Regional price development\*



<sup>\*</sup> AISI 304 (1.4301) CR Flat, 2 mm

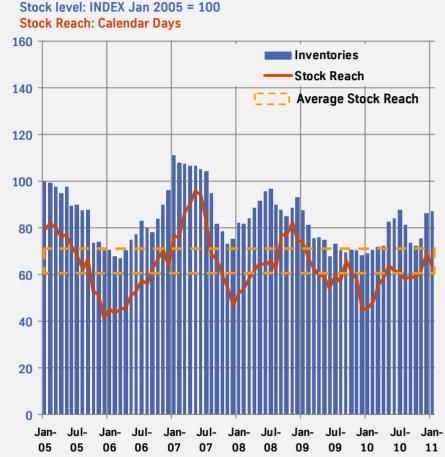
Source: CRU March 2011





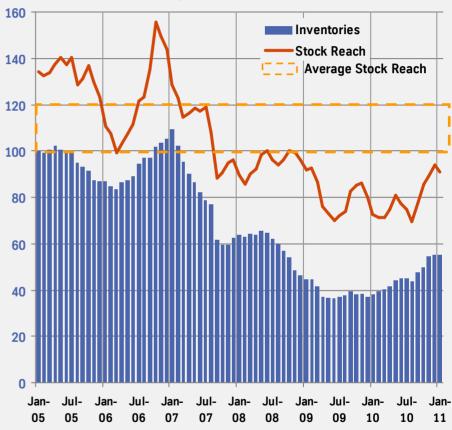
## Stainless: Inventories and Stock Reach

## **Germany (cold-rolled products)**



USA (hot- and cold-rolled products all shapes)

Stock level: INDEX Jan 2005 = 100 Stock Reach: Calendar Days



Source: MSCI March 2011

Presentation ThyssenKrupp March/April 2011

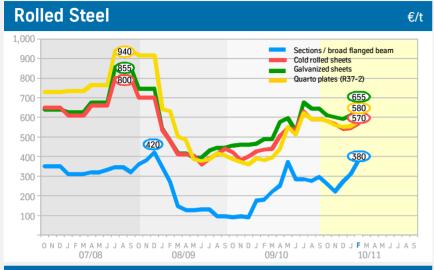
Source: EHV March 2011



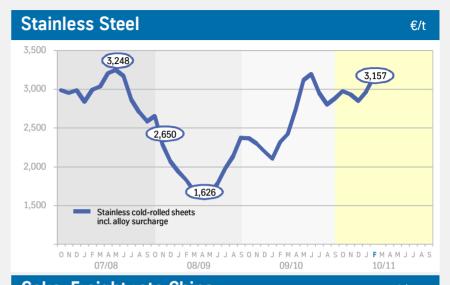
## **Materials Services**

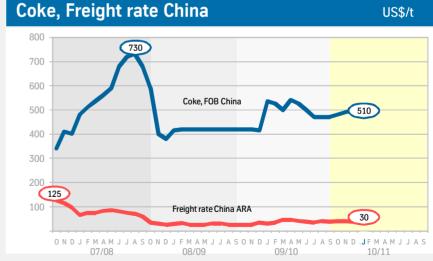
Key figures									
			2009/10						
		Q1	Q2	Q3	Q4	FY	Q1		
Order intake	€m	2,681	3,059	3,695	3,370	12,805	3,259		
Sales	€m	2,760	2,881	3,598	3,524	12,763	3,311		
EBITDA	€m	168	101	191	150	610	117		
EBIT	€m	129	68	158	108	463	85		
EBIT adjusted	€m	48	68	158	108	382	85		
TK Value Added	€m					193			
Ø Capital Employed	€m	3,146	3,094	3,165	3,179	3,179	3,273		
OCF	€m	(82)	(101)	(24)	538	330	(497)		
CF from divestm.	€m	308	6	2	21	337	10		
CF for investm.	€m	(90)	(22)	(29)	(49)	(190)	(64)		
FCF	€m	136	(118)	(52)	510	477	(551)		
Employees		31,972	31,482	32,096	33,856	33,856	34,196		

## Materials Services: Price Development











## **Elevator Technology**

Key figures										
			2009/10							
		Q1	Q2	Q3	Q4	FY	Q1			
Order intake	€m	1,230	1,215	1,390	1,264	5,099	1,306			
Sales	€m	1,226	1,221	1,313	1,428	5,188	1,299			
EBITDA	€m	182	180	180	185	727	189			
EBIT	€m	165	163	162	156	646	171			
EBIT adjusted	€m	165	163	162	156	646	171			
TK Value Added	€m					461				
Ø Capital Employed	€m	2,208	2,254	2,301	2,307	2,307	2,249			
OCF	€m	87	238	73	165	563	53			
CF from divestm.	€m	6	3	1	2	12	4			
CF for investm.	€m	(18)	(13)	(19)	(36)	(85)	(19)			
FCF	€m	75	229	55	131	490	38			
Employees		42,926	42,787	43,066	44,024	44,024	44,489			



## Strategic Direction of Elevator Technology

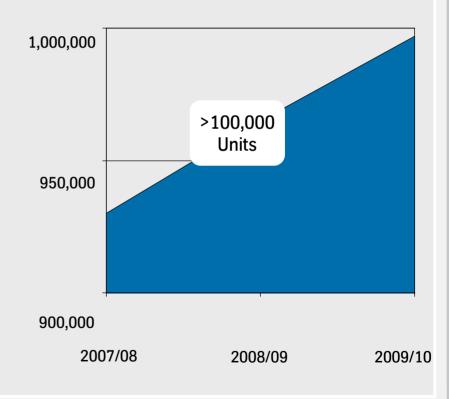
## **Performance Improvement**

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



## **Growth of Service Business**

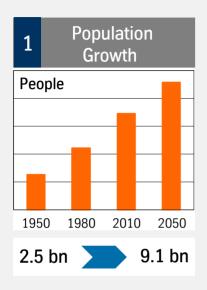


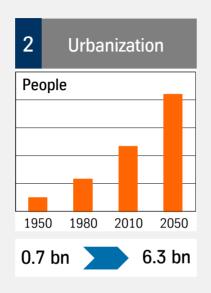


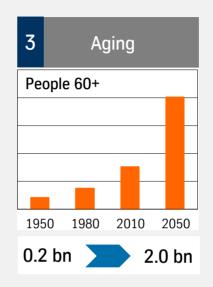




## Fundamental Trends for Demand in the Elevator Industry









More people demand for safe transportation within a building

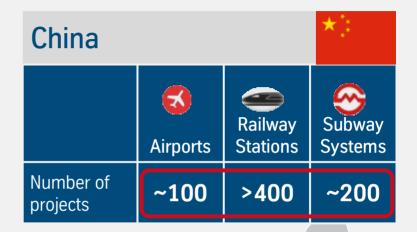
Source: United Nations \* Safety Norm of Existing Lifts



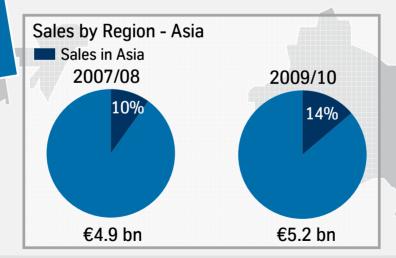
## **Growth Markets India & China**

Infrastructure projects provide growth opportunities until 2019/20





350 Projects planned



> 700 Projects planned



## **Plant Technology**

Key figures										
			2009/10							
		Q1	Q2	Q3	Q4	FY	Q1			
Order intake	€m	1,324	824	800	911	3,859	1,016			
Sales	€m	954	940	970	1,067	3,931	897			
EBITDA	€m	119	106	99	116	440	115			
EBIT	€m	111	98	90	102	401	107			
EBIT adjusted	€m	111	98	90	102	401	107			
Ø Capital Employed	€m	333	368	378	365	365	303			
OCF	€m	114	161	251	91	618	118			
CF from divestm.	€m	0	0	1	1	2	0			
CF for investm.	€m	(5)	(6)	(6)	(15)	(32)	(7)			
FCF	€m	109	155	245	78	588	111			
Employees		12,977	12,934	12,975	12,972	12,972	13,001			

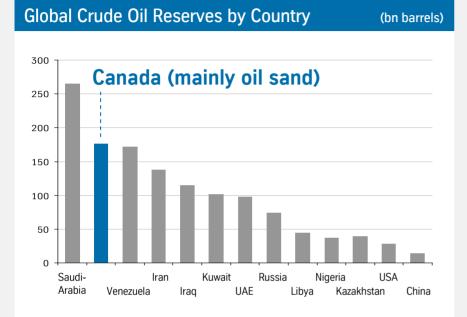


## Plant Technology: Technology Portfolio Offering Growth Potential

OU **Market Positions Technologies** Uhde **Conversion Technologies Customer Products** Fertilizers: No.1 Polymers: No.2 Coke Plant Tech.: No.1 **Electrolysis:** No.1 **Polysius** Clinker production Cement manufacturing Raw material preparation Cement **No.3** plants: Förder-Mining Handling **Processing** Handling technik Mining and Materials Handling **Equipment:** No.1

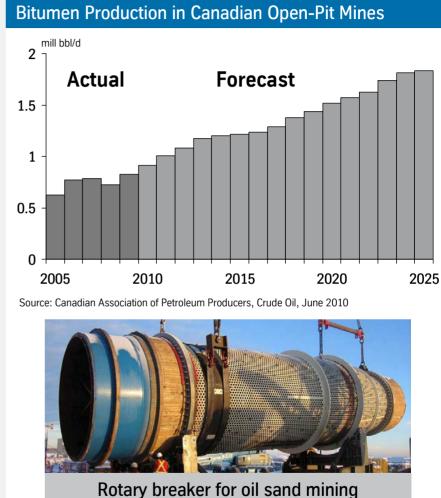


## Plant Technology: Growth Trend Oil Sand Mining



Source: BP Statistical Review of World Energy, June 2010

- Mineable oil sand reserves in Canada:
  - ~ 170 bn barrel
- State-of-the-art technology crucial for efficiency
- Plant Technology (Fördertechnik) as main supplier for ore preparation plants







## Plant Technology: Selected Orders Q1 2010/11

## **Chemical Plants**

Construction of new coke oven battery



- Capacity: 1.2m t/y
- Customer: HKM (Hüttenwerke Krupp Mannesmann), Germany
- Order volume: ~ €200 m
- Commissioning: 2014

## **Cement Plants**

Cement grinding mill (turnkey)



- O Capacity: 175 t/h
- Customer: LAGCEM, Cruz Azul, Mexico
- Order volume: < €50 m</p>
- Commissioning: 2012

## **Mining Equipment**

Coal Handling Plant



- Inside power plant boundary (4 x 600 MW)
- Customer: Jindal Power Ltd., India
- Order volume: < €50 m
- Commissioning: 2012

(Pictures show comparable projects)



## **Components Technology**

Key figures										
			2009/10							
		Q1	Q2	Q3	Q4	FY	Q1			
Order intake	€m	1,169	1,337	1,584	1,563	5,653	1,602			
Sales	€m	1,237	1,344	1,568	1,575	5,724	1,599			
EBITDA	€m	124	144	144	154	566	196			
EBIT	€m	57	73	66	56	252	127			
EBIT adjusted	€m	57	73	113	58	301	127			
TK Value Added	€m					14				
Ø Capital Employed	€m	2,575	2,603	2,641	2,647	2,647	2,688			
OCF	€m	70	80	212	189	551	(25)			
CF from divestm.	€m	4	9	(3)	4	14	4			
CF for investm.	€m	(66)	(51)	(47)	(125)	(289)	(33)			
FCF	€m	8	38	161	67	275	(54)			
Employees		27,997	27,894	28,860	29,144	29,144	29,649			



## Components Technology: Recovery of Order Intake

## **COMPONENTS TECHNOLOGY**

## Passenger Cars/ Light Comm. Vehicles Heavy Commercial Vehicles

# Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 2007/08 2008/09 2009/10 2010/11

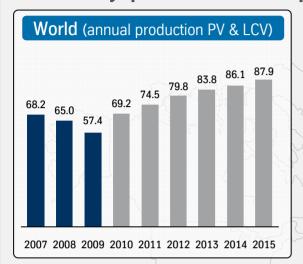


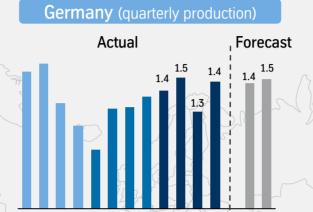


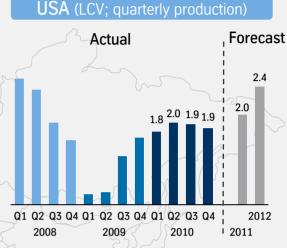


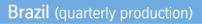
## **Components Technology:**

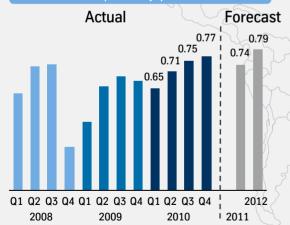
## Quarterly production of passenger vehicles [million]











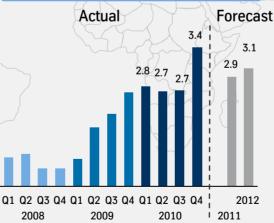


2010

Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 !

2009

2008



Source: Polk; (linear breakdown of 2011 & 2012 estimates on quarterly basis)

Presentation ThyssenKrupp March/April 2011



2012

7 2011

## **Intentionally Left Blank**



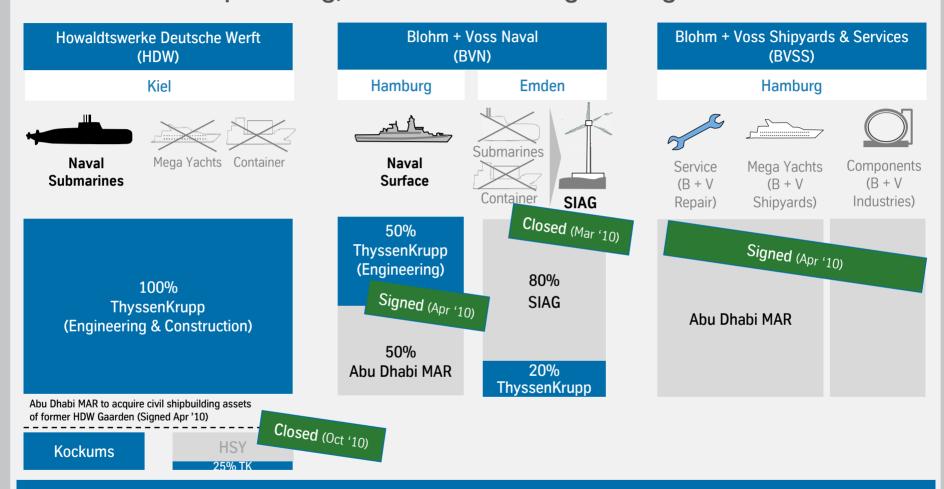
# **Marine Systems**

Key figures							
				2009/10			2010/11
		Q1	Q2	Q3	Q4	FY	Q1
Order intake	€m	110	139	108	174	531	426
Sales	€m	254	287	423	247	1,211	504
EBITDA	€m	21	33	19	106	179	51
EBIT	€m	16	18	8	103	145	46
EBIT adjusted	€m	21	33	27	(9)	72	46
Ø Capital Employed	€m	1,151	1,159	1,165	1,174	1,174	1,289
OCF	€m	(124)	145	(82)	31	(31)	(26)
CF from divestm.	€m	0	2	0	0	2	11
CF for investm.	€m	(1)	(1)	(1)	(4)	(8)	(1)
FCF	€m	(126)	146	(84)	27	(36)	(16)
Employees		7,593	6,669	6,588	5,488	5,488	5,407



### Marine Systems: Target Structure

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



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

Presentation ThyssenKrupp March/April 2011



# **Corporate: Overview**

Corporate											
			2009/10 2010/11								
		Q1	Q2	Q3	Q4	FY	Q1				
Order intake	€m	31	31	32	38	132	31				
Sales	€m	31	30	32	38	131	31				
EBITDA	€m	(58)	(58)	(69)	(61)	(246)	(78)				
EBIT	€m	(65)	(71)	(76)	(80)	(291)	(88)				
OCF	€m	(33)	(964)	192	(22)	(827)	257				
Employees		2,325	2,447	2,496	2,597	2,597	2,578				

# Business Area Overview – Quarterly Order Intake

			2009/10			2010/11
million €	Q1	Q2	Q3	Q4	FY	Q1
Steel Europe	2,500	2,999	2,706	2,781	10,986	2,929
Steel Americas	0	23	24	22	69	84
Stainless Global	943	1,560	1,317	1,301	5,121	1,483
Materials Services	2,681	3,059	3,695	3,370	12,805	3,259
Elevator Technology	1,230	1,215	1,390	1,264	5,099	1,306
Plant Technology	1,324	824	800	911	3,859	1,016
Components Technology	1,169	1,337	1,584	1,563	5,653	1,602
Marine Systems	110	139	108	174	531	426
Corporate	31	31	32	38	132	31
Consolidation	(660)	(814)	(726)	(805)	(3,005)	(876)
Group	9,328	10,373	10,930	10,619	41,250	11,260



# Business Area Overview – Quarterly Sales

			2009/10			2010/11
million€	Q1	Q2	Q3	Q4	FY	Q1
Steel Europe	2,281	2,667	2,887	2,935	10,770	2,958
Steel Americas	0	23	24	21	68	86
Stainless Global	1,210	1,461	1,708	1,522	5,901	1,605
Materials Services	2,760	2,881	3,598	3,524	12,763	3,311
Elevator Technology	1,226	1,221	1,313	1,428	5,188	1,299
Plant Technology	954	940	970	1,067	3,931	897
Components Technology	1,237	1,344	1,568	1,575	5,724	1,599
Marine Systems	254	287	423	247	1,211	504
Corporate	31	31	32	37	131	31
Consolidation	(602)	(748)	(844)	(872)	(3,066)	(920)
Group	9,351	10,107	11,679	11,484	42,621	11,370



# Business Area Overview – Quarterly EBITDA

			2009/10			2010/11
million €	Q1	Q2	Q3	Q4	FY	Q1
Steel Europe	274	339	359	329	1,301	399
Steel Americas	(70)	(78)	(119)	(297)	(564)	(328)
Stainless Global	(4)	(60)	121	46	103	48
Materials Services	168	101	191	150	610	117
Elevator Technology	182	180	180	185	727	189
Plant Technology	119	106	99	116	440	115
Components Technology	124	144	144	154	566	196
Marine Systems	21	33	19	106	179	51
Corporate	(58)	(58)	(69)	(61)	(246)	(78)
Consolidation	(73)	(85)	(80)	(109)	(347)	(64)
Group	683	622	845	619	2,769	645



# Business Area Overview – Quarterly EBIT

			2009/10			2010/11
million €	Q1	Q2	Q3	Q4	FY	Q1
Steel Europe	127	193	218	193	731	258
adjusted	127	193	218	193	<i>731</i>	258
Steel Americas	(71)	(79)	(130)	(320)	(600)	(378)
adjusted	(71)	(79)	(130)	(320)	(600)	(378)
Stainless Global	(42)	(101)	81	5	(57)	7
adjusted	(42)	(101)	81	5	(57)	7
Materials Services	129	68	158	108	463	85
adjusted	48	68	<i>158</i>	108	<i>382</i>	<i>85</i>
Elevator Technology	165	163	162	156	646	171
adjusted	165	163	162	<i>156</i>	646	171
Plant Technology	111	98	90	102	401	107
adjusted	111	98	90	102	401	107
Components Technology	57	73	66	56	252	127
adjusted	<i>57</i>	73	113	<i>58</i>	<i>301</i>	127
Marine Systems	16	18	8	103	145	46
adjusted	21	33	27	(9)	<i>72</i>	46
Corporate	(65)	(71)	(75)	(80)	(291)	(88)
Consolidation	(74)	(84)	(78)	(108)	(344)	(62)
Group <i>adjusted</i>	353 <i>277</i>	278 <i>293</i>	500 <i>566</i>	215 <i>105</i>	1,346 <i>1,241</i>	273 <i>273</i>

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# Quarterly EBIT adjusted and Margin

			2009/10			2010/11
million €	Q1	Q2	Q3	Q4	FY	Q1
Steel Europe	127	193	218	193	731	258
%	5.6	7.2	7.6	6.6	6.8	8.7
Steel Americas	(71)	(79)	(130)	(320)	(600)	(378)
%	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Stainless Global	(42)	(101)	81	5	(57)	7
%	(3.5)	(6.9)	4.7	0.3	(1.0)	0.4
Materials Services	48	68	158	108	382	85
%	1.7	2.4	4.4	3.1	3.0	2.6
Elevator Technology	165	163	162	156	646	171
%	<i>13.5</i>	<i>13.3</i>	12.4	10.9	12.4	13.2
Plant Technology	111	98	90	102	401	107
%	<i>11.7</i>	10.4	9.3	9.6	10.2	11.9
Components Technology	57	73	113	58	301	127
%	4.6	5.4	7.2	3.7	<i>5.3</i>	7.9
Marine Systems	21	33	27	(9)	72	46
%	8.1	11.5	6.4	(3.6)	<i>5.9</i>	9.1
Group	277	293	566	105	1,241	273
%	3.0	2.9	4.8	0.9	2.9	2.4

Presentation ThyssenKrupp March/April 2011



# Business Area Overview – Quarterly Operating Cash Flow

			2009/10			2010/11
million €	Q1	Q2	Q3	Q4	FY	Q1
Steel Europe	(123)	235	152	329	593	(433)
Steel Americas	(171)	(93)	(221)	(361)	(847)	(585)
Stainless Global	(100)	88	(261)	57	(216)	(308)
Materials Services	(82)	(101)	(24)	538	330	(497)
Elevator Technology	87	238	73	165	563	53
Plant Technology	114	161	251	91	618	118
Components Technology	70	80	212	189	551	(25)
Marine Systems	(124)	145	(82)	31	(31)	(26)
Corp./Cons.	22	(569)	(122)	(23)	(692)	268
Group	(308)	184	(24)	1,016	868	(1,435)



# **Special Items**

Business Area			2009/10	)		2010/11
(million €)	Q1	Q2	Q3	Q4	FY	Q1
Materials Services:						
Disposal Gain TKIN and Safway	81				81	
Components Technology:						
Restructuring Bilstein			(26)	(5)	(31)	
Restructuring Berco			(17)	2	(15)	
Restruturing total			(43)	(3)	(46)	
Impairment Bilstein			(3)	1	(2)	
Impairment Berco			(1)		(1)	
Impairment total			(4)	1	(3)	
Marine Systems:						
Hellenic Shipyards	(5)	(15)	(19)	112	73	
ThyssenKrupp						
Restructuring total			(43)	(3)	(46)	
Impairment total			(4)	1	(3)	
Special Items	76	(15)	(66)	110	105	-



## ThyssenKrupp-specific Key Figures (I): EBIT Definition

Q1 2010/11: Reconciliation "Income from operations" (P&L Structure) to EBIT

Net sales	11,370	Net	sales	11,370
- Cost of sales 1)	(9,815)	-	Cost of sales 1)	(9,815)
- SG&A <sup>1)</sup>	(1,283)	-	SG&A 1)	(1,283)
+/- Other operating income/expenses	(21)	+/-	Other operating income/expenses	(21)
+/- Gain/loss on disposal of subsidiaries	3	+/-	Gain/loss on disposal of subsidiaries	3
= Income from operations	254	+/-	Income from companies using equity met	hod 16
		+/-	Operating items in other fin. income/exper	nse <sup>2)</sup> (6
+/- Income from companies using equity method	16	+	Adjustm. for depreciation on cap. interest	ç
		= EB	IT	273
+/- Interest income/expense incl. capitalized interest exp. of €45 m	(112)	+/-	Interest income/expense incl. capitalized interest exp. of €45 m	(112
		-	Depreciation on capitalized interest	(9)
+/- Other financial income/expense	(13)	+/-	Other financial income/expense	(7
= EBT	145	= EB	T.	145

1) incl. depreciation on capitalized interest expenses of €(9) m

2) Mainly: Interest from long-term provisions, net; Income from other investments



## ThyssenKrupp-specific Key Figures (II): EBIT/EBT adjusted & TKVA

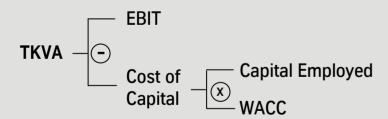
#### EBIT / EBT adjusted (= Key Performance Indicator of ThyssenKrupp)

### Earnings adjusted for special, nonrecurring items:

O Special items to be eliminated include disposal gains/losses, restructuring expense, impairment losses, other non-operating expense and other non-operating income. These special items are positive or negative effects that occur only once or infrequently, are of material importance due to their type or amount and thus affect the results of our operating activities.

#### ThyssenKrupp Value Added (TKVA)

 Measurement of value added in a period at all levels of the Group



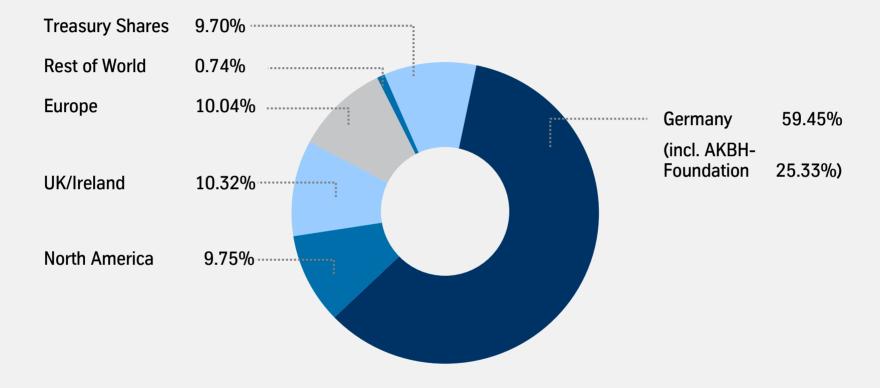
Reported only on full-year basis

### **EBIT & Capital Employed at Business Area level:**

- EBIT increased by an imputed income contribution calculated by assigning a return to the average net advance payments surplus equal to the WACC for the business areas
- Capital Employed is also increased by the amount of the net advance payments surpluses
- Imputed income contributions in EBIT and increases to Capital Employed are eliminated at Group level during consolidation and therefore not included in the Group's key figures



# Shareholder Structure – by Region



Source: ThyssenKrupp Shareholder ID 09/2010, ThyssenKrupp AGM registrations



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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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