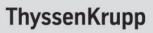
ONDJFMAMJJAS

02

Investors' Information May/June 2005





# Q2 2004/05 – Overview

#### ThyssenKrupp remains on growth course

- Order intake 9% higher yoy at €11.1 billion
- Sales were €10.5 billion, up 12% from the comparable prior-year period
- EBT from continuing operations rose by €95 million to €445 million yoy
- EPS from continuing operations reached €0.52, compared with €0.44 a year earlier
- Net financial payables at €1.7 billion (March 31, 2005) were €1.1 billion less than at Sept 30, 2004 and €2.6 billion less than at March 31, 2004



## **Highlights**

- Strong earnings contribution from the Steel segment
- Main earnings improvement in the Technologies and Services segments
- Portfolio optimization program successfully continued
  - With sale of EWK clear focus on flat Carbon and flat Stainless within the steel segment
  - Sale of ThyssenKrupp Stahlbau and ThyssenKrupp Elastomertechnik to further streamline the activities of the Technologies segment
- Balance sheet strengthened by proceeds of the Residential Real Estate disposal
  - Net financial payables €1.7 billion (March 31, 2005)
  - Gearing: 18.5%
- Strong commitment to sustainable profitability and value enhancement throughout the cycle



# 17 Portfolio Optimizations in 2004/05 (1st half)

Steel	
CS Inox [minority interest] (I)	Acquisition
Eurinox [minority interest] (NL/TUR)	Acquisition
Dortmunder Eisenbahn (D)	Disposal**
MRT (I)	Acquisition
EWK (D)	Disposal

Technologies				
HDW (D)	Acquisition			
Elastomertechnik (D)	Disposal			
Stahlbau Hanover (D)	Disposal			
G&L Motion Control (USA)	Disposal			

Automotive	
QDF (GB)	Disposal
JV TK Gerlach/Sumitomo (CHN)	Acquisition*
Fahrzeugguss (D)	Disposal

Services	
TMH/ThyssenKrupp Mannex (D)	Winding down
MUT (CZ)	Acquisition
Automata (BR)	Acquisition**

Elevator	
Kare Elevators & Engineering (India)	Acquisition

Real Estate	
TK Wohnimmobilien (D)	Disposal

\* 34%/\*\* closing not yet completed



# **Portfolio Optimization – Disposals since October 2002**

	Number of Entities	Sales (annual)	EBT (annual)	Net Financial Debt*	Pension Obligations	Employees
Fiscal year 2002/03	12**	€919 m	€1 m	€242 m	€19 m	4,529
Fiscal year 2003/04	9	€1,458 m	€(8) m	€263 m	€160 m	8,125
1st quarter 2004/05	-	-	-	-	-	-
2nd quarter 2004/05	2	€535 m	€123 m	€173 m***	€50 m***	2,140
Total	23	€2,912 m	€116 m	€678 m	€229 m	14,794
Subsequent Events	3	€855 m	€17 m	€57 m***	€87 m***	3,797

<sup>\*</sup> when company was disposed of \*\* incl. non-consolidated entities \*\*\* as on last reporting date when deal was announced



## **Disposal Residential Real Estate – Key Facts**

Transaction volume : €2,100 m

O Book value : €1,045 m

Selling price : €1,940 m

Disposal gain

(before taxes) : €873 m

(after taxes) : €807 m

Closing /

Deconsolidation : February 2005 / Q2 2004/05

Buyer : Morgan Stanley Real Estate Fund,

Corpus Immobiliengruppe



Sales 2003/04 : €245 m

EBT 2003/04 : €85 m

**Employees** 

(Sept 30, 2004) : 372

Number of housing units: 48,000 (approx. 3.3 m sqm) mainly located in the Rhine-Ruhr area





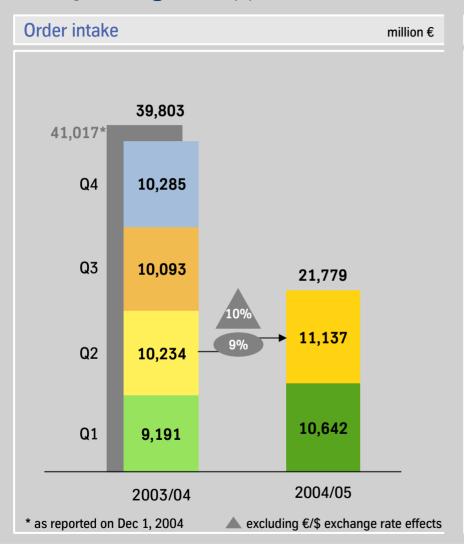
#### Outlook

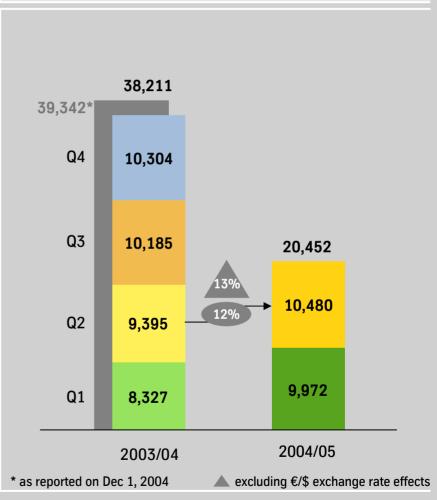
- We expect the encouraging business performance to continue on the whole in the further course of the year. For the full year we plan sales in the magnitude of just over €41 billion (excl. portfolio changes).
- In terms of earnings before taxes, excluding the effects of major disposals and restructuring measures, we aim to surpass the very good level of 2003/2004 (€1,454 million).



Sales

## **Group in Figures (I)**



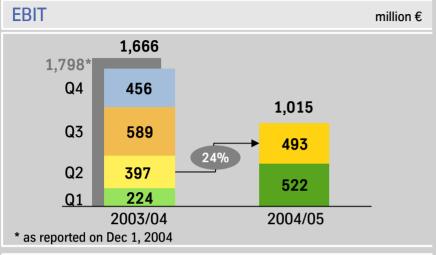


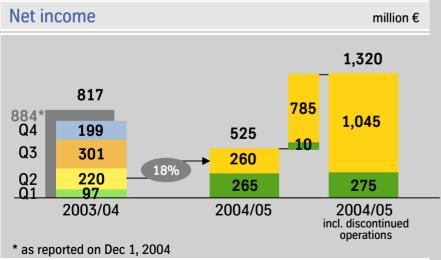


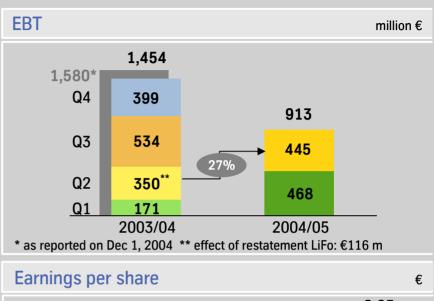


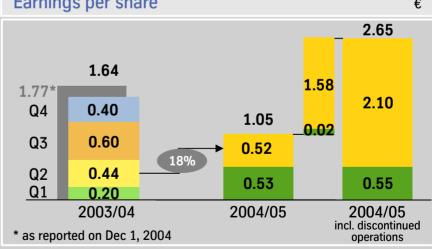
million €

#### **Group in Figures (II)**





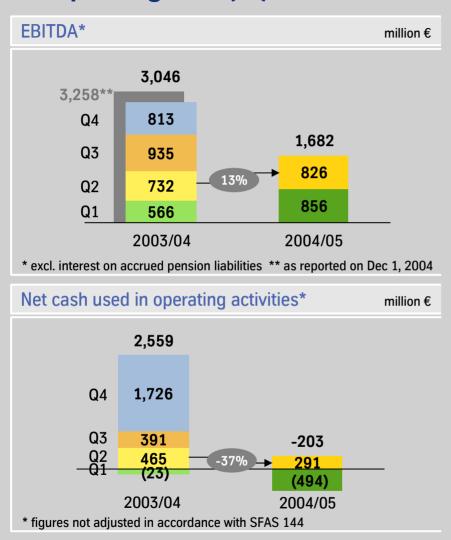


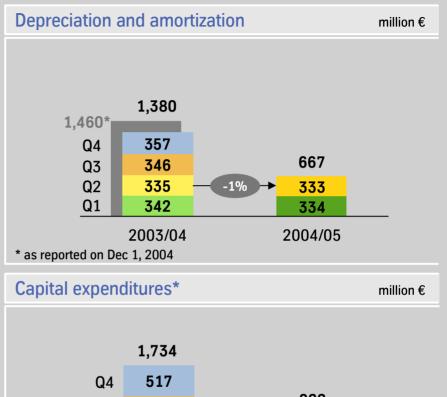


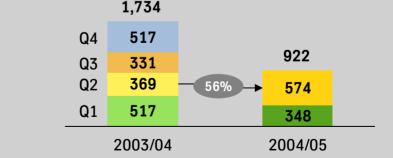




#### **Group in Figures (III)**





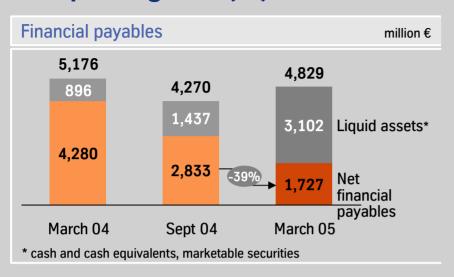


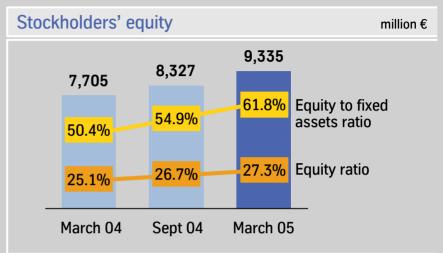
\* incl. financial investments; figures not adjusted in accordance with SFAS 144

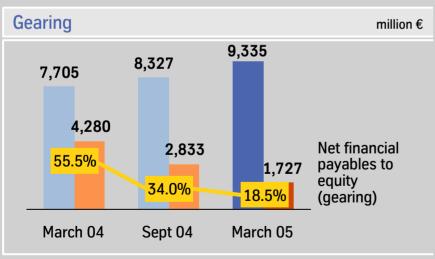


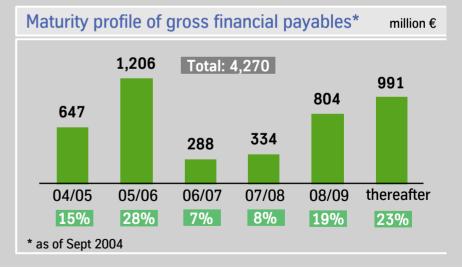


#### **Group in Figures (IV)**













## ThyssenKrupp Group 2003/04

#### ThyssenKrupp AG

Group sales (consolidated): €38.2 billion • EBT (consolidated): €1,454 million • Employees: 179,498

Steel	Automotive	Elevator	Technologies	Services
Sales: €13.2 bn EBT: €912 m Employees: 43,995  • Carbon Steel • Stainless Steel • Special Materials	Sales: €7.4 bn EBT: €258 m Employees: 43,762  • Body&Chassis (NA) • Body&Chassis (EU/AP/LA) • Powertrain (Global)	Sales: €3.6 bn EBT: €370 m Employees: 31,658  • 4 regional Business Units • Accessibility • Escalators/ Passenger Boarding Bridges	Sales: €4.6 bn EBT: €67 m Employees: 25,229  • MetalCutting • Plant Technology • Marine • Mechanical Engineering • Transrapid	Sales: €11.5 bn EBT: €255 m Employees: 33,840  • Materials Services Europe • Materials Services North America • Industrial Services • Special Products
Steel	Capital Good	ds		Services

Employees as at Sept 30, 2004; inter-segment sales unconsolidated





# **Segment Overview - Steel (I)**

#### Steel

Steel market characterized by higher inventory levels in general; build up of own stock to fulfill required internal technical inventory level

#### Steel

- Ongoing efficiency enhancement programs as main driver for earnings improvement
- Decline in orders reflecting softer market conditions in Q2 2004/05

#### **Carbon Steel**

- Increase in sales despite lower order volumes and decrease in shipments due to higher average prices, especially for longterm contracts
- Rise in average revenues and improved operating performance resulting in higher earnings
- Production cut back by 500,000 tons announced for Q2 2005

2nd quarter							
million €	2003/04	2004/05	Change	Change in %			
Order intake	3,952	3,668	-284	-7.2			
	2,477	2,271	-206	-8.3			
	1,445	1,400	-45	-3.1			
	3,396	3,654	258	7.6			
	2,130	2,310	180	8.4			
	1,259	1,392	133	10.6			
EBITDA  Carbon Steel Stainless Steel  EBIT Carbon Steel Stainless Steel  EBT Carbon Steel  Stainless Steel  EBT Stainless Steel	453	533	80	17.7			
	348	396	48	13.8			
	125	153	28	22.4			
	274	363	89	32.5			
	215	264	49	22.8			
	87	117	30	34.5			
	253	344	91	36.0			
	201	253	52	25.9			
	76	102	26	34.2			

#### **ThyssenKrupp**



### **Segment Overview – Steel (II)**

#### Steel

#### Stainless Steel

- Besides efficiency enhancement measures, rise in EBT mainly driven by German and Mexican activities as well as nickel base alloys
- Increase in sales mainly resulting from higher alloy surcharges following steep raw material price increases
- Orders and shipments reflecting weaker demand from Western Europe
- Favorable market conditions for nickel base alloys continue

#### **Special Materials**

- With sale of EWK the Special Materials business unit redundant
- Grain-oriented electrical steel: Positive contribution on sales and EBT level
- Losses at Italian plant (including strike expenses of €17m in Q2 2004/05); termination of electrical steel activities in Italy by the end of 2005

2nd quarter							
	2003/04	2004/05	Change	Change in %			
Crude steel output*** (million tons)	4.2	4.2	-	-			
Carbon Steel	3.5	3.5	-	-			
Stainless Steel	0.7	0.7	-	-			
Shipments (1,000 tpm) • TKS cold-rolled* • TKS hot-rolled** • Stainless total • Stainless cold-rolled	630 431 217 149	552 345 162 126	-78 -86 -55 -23	-12.4 -20.0 -25.3 -15.4			
Employees (March 31)	46,123	43,719	-2,404	-5.2			
Carbon Steel	28,913	30,203	1,290	4.5			
• Stainless Steel	11,744	12,329	585	5.0			
* incl. NGO-Electrical Steel ** excl. hot-strip for NGO-Electrical Steel *** excl. EWK							

#### ThyssenKrupp



#### **Segment Overview – Capital Goods (I)**

#### **Automotive**

2nd quarter						
		2003/04 2004/05 Change in				
Order intake	€m	1,897	1,919	22	1.2	
Sales	€m	1,904	1,925	21	1.1	
EBITDA	€m	151	102	-49	-32.5	
EBIT	€m	73	24	-49	-67.1	
EBT	€m	62	12	-50	-80.6	
Employees	(March 31)	43,158	44,221	1,063	2.5	

- Higher sales at Body&Chassis (NA) and Powertrain supported by favorable truck market;
   Body&Chassis (EU/AP/LA) lower due to strong comparable quarter; at constant €/US\$ exchange rate sales would have been 3.3% higher
- Decrease in EBT mainly due to lower productivity and increase in pensions and healthcare costs (Body&Chassis NA) and exceptionals (Body&Chassis EU/AP/LA); again strong profit at Powertrain
- Effects on sales and EBT from passing-on of steel price increases only partially included as negotiations are still ongoing
- Continuing weakness at certain North American OEMs could lead to restructuring expense of below €100 million in the further course of the year





#### **Segment Overview – Capital Goods (II)**

#### **Elevator**

2nd quarter					
		2003/04	2004/05	Change	Change in %
Order intake	€m	918	1,071	153	16.7
Sales	€m	834	865	31	3.7
EBITDA	€m	99	85	-14	-14.1
EBIT	€m	87	74	-13	-14.9
EBT	€m	80	70	-10	-12.5
Employees	(March 31)	30,817	32,943	2,126	6.9

- Positive signals in new installations business, especially in the US; further growth in service activities with focus on Asia
- Improvement in sales at nearly all business units; jump in order intake due to Dubai airport order contracted in January; unfavorable €/US\$ exchange rate running counter
- EBT slightly lower due to exceptionals (valuation of derivatives and legal dispute in the US), moreover negative effects of significant increase in starting material prices and unfavorable €/US\$ exchange rate effects



#### **Segment Overview – Capital Goods (III)**

#### **Technologies**

		2nd quarter			
		2003/04	2004/05	Change	Change in %
Order intake	€m	1,325	1,898	573	43.2
Sales	€m	1,096	1,528	432	39.4
EBITDA	€m	19	53	34	+
EBIT	€m	(8)	15	23	+
EBT	€m	1	27	26	+
Employees	(March 31)	27,161	31,632	4,471	16.5

- Order intake and sales up in all business units, especially at Marine Systems (inclusion of the HDW group) and Plant Technology
- Significant improvement in EBT against last year's number which was impacted by a negative one-off; double-digit profit at Plant Technology and Mechanical Engineering; MetalCutting still in loss
- Sale of ThyssenKrupp Elastomertechnik and ThyssenKrupp Stahlbau to further streamline the activities in the Technologies segment completed



## **Segment Overview - Services**

#### **Services**

		2nd quarter			
		2003/04 2004/05 Change Char			
Order intake	€m	2,774	3,135	361	13.0
Sales	€m	2,686	3,090	404	15.0
EBITDA	€m	91	119	28	30.8
EBIT	€m	62	91	29	46.8
EBT	€m	54	78	24	44.4
Employees	(March 31)	34,692	33,333	-1,359	-3.9

- Rise in order intake and sales due to growing demand, especially from Poland and France, and continuing high price levels; Materials Services EU main contributor on sales level, Materials Services NA with strongest sales growth; Special Products: benefiting from strong demand for minerals and coke
- Strong EBT due to favorable market conditions with Materials Services EU as main earnings driver; restructurings at Industrial Services result in clear improvement in profit
- Major restructurings in the past two years pay off as loss making units were divested and business portfolio with less volatile earnings contribution was strengthened



# **Value Indicators by Segment**

	Capital Employed*/** in million €	WACC in % 2002/03 and 2003/04	Target ROCE in %		CE** % 2003/04	2002/03	EVA** in million € 2003/04	Change
Group	18,870	9.0	12.0	7.2	12.0✓	(352)	572√	924
thereof								
Steel	8,633	10.0	12.0	7.1	12.5	(255)	212	467
Automotive	3,043	9.5	17.0	9.6	13.1	3	108	105
Elevator	1,709	9.0	18.0	23.6	23.7	241	250	9
Technologies	687	10.0	15.0	4.2	13.0	(68)	21	89
Services	2,769	9.0	14.0	3.8	13.3	(166)	120	286
* average 2003/04 ** incl. discontinued op	* average 2003/04 ** incl. discontinued operations above target ROCE above WACC, below target ROCE below WACC							



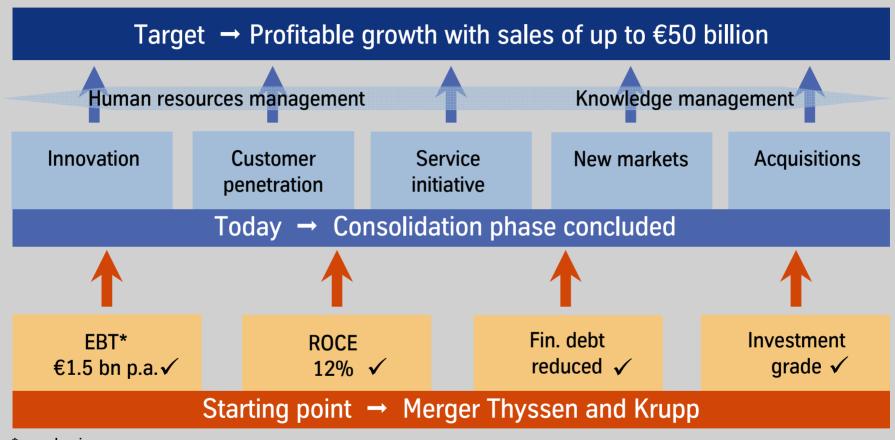


## **Strategic Key Points**

- Manage value systematically by concentrating on high-performance business areas and active portfolio management
- Strong commitment to sustainable profitability and value enhancement throughout the steel cycle
- Strengthen customer and service orientation
- Expand technological and innovative capabilities
- Make optimal use of potential within the Group



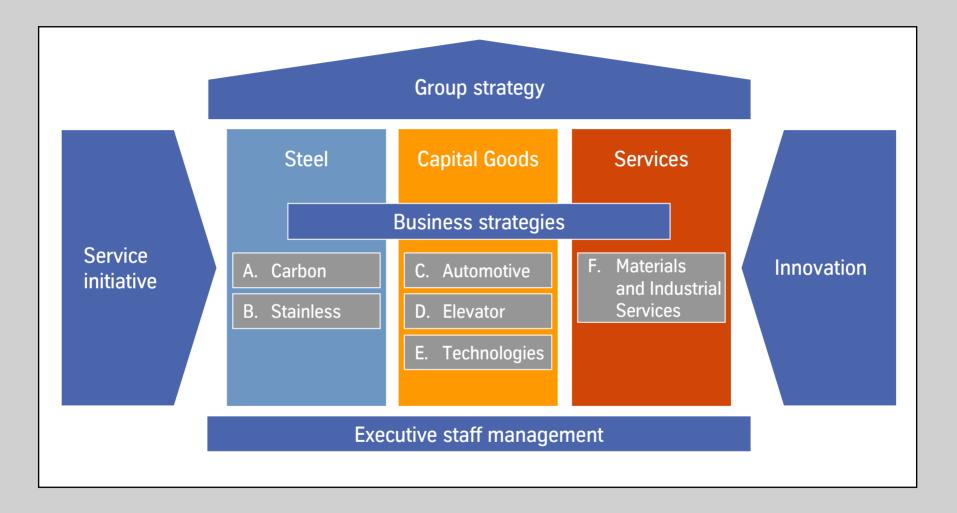
## ThyssenKrupp - From Consolidation to Profitable Growth



<sup>\*</sup> core business



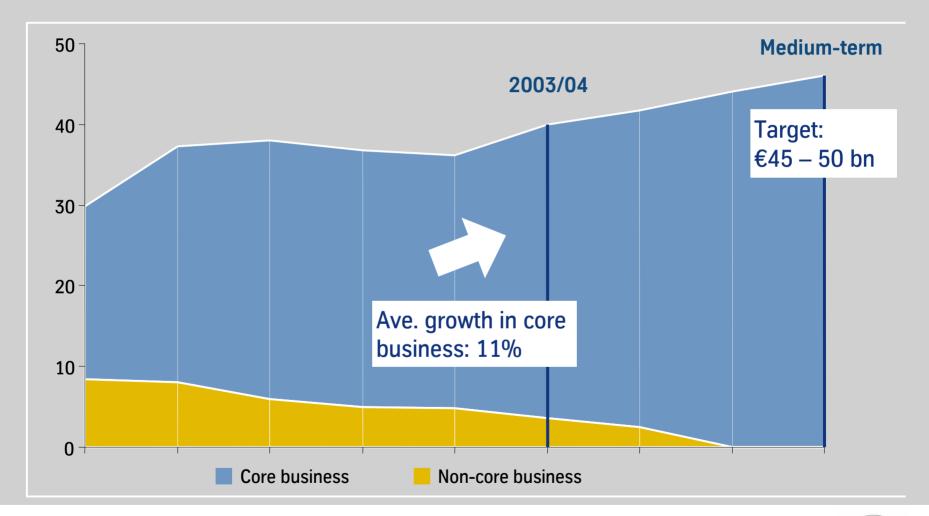
#### **Strategic Development of the Group**





## **Strategic Objectives for the Future**

Disproportionately high growth in core business to boost sales to €45 – 50 bn







22

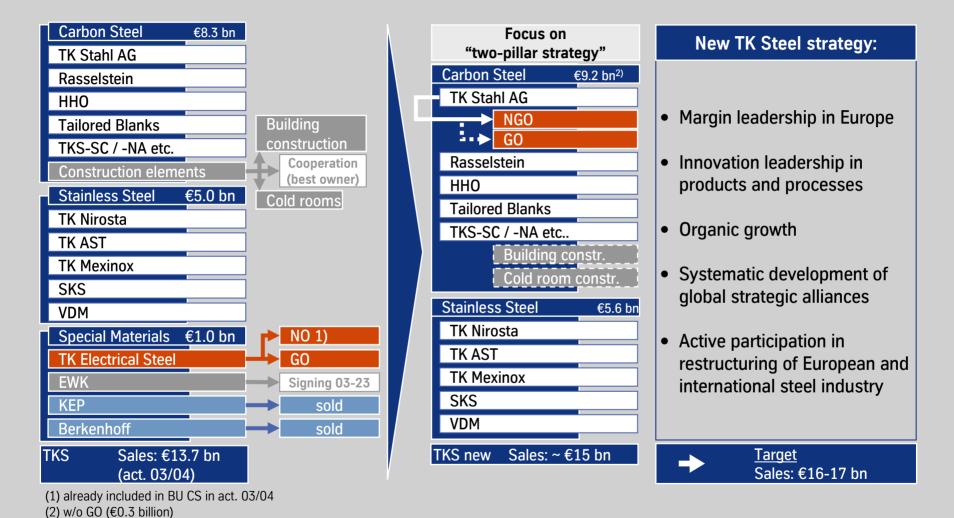
## **Overview of Segment Business Strategies**

Secure and strengthen market position in Europe Carbon Slab production site in Brazil Expand in China, address US market Growth through downstream strategy **Stainless** Secure world market leadership Focus on innovative components and systems/solutions based on them **Automotive** Growth in Asia, in particular China Organic growth and operational acquisitions **Flevator** Strive to achieve no. 2 ranking on world market Focus on three high-performance BUs Plant Technology, Marine **Technologies** Systems and Mechanical Engineering Growth through integrated services (material and industrial services) across customer value chains **Services** Regional growth focused on Eastern Europe and North America





#### Strategic Development of Steel Segment

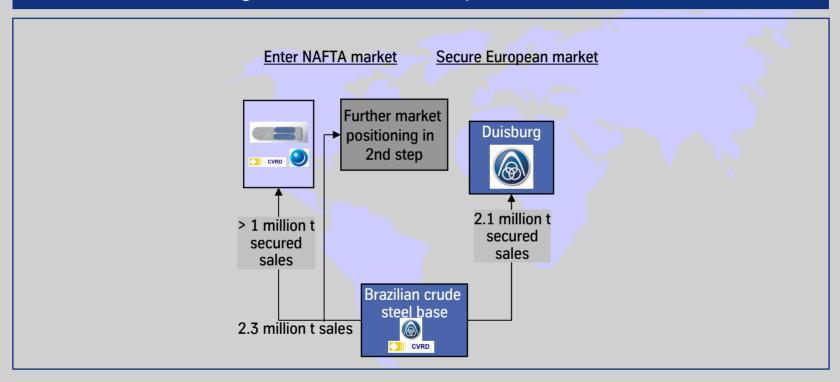


#### **ThyssenKrupp**



# **Establish Competitive Growth Option Through Crude Steel Base In Brazil**

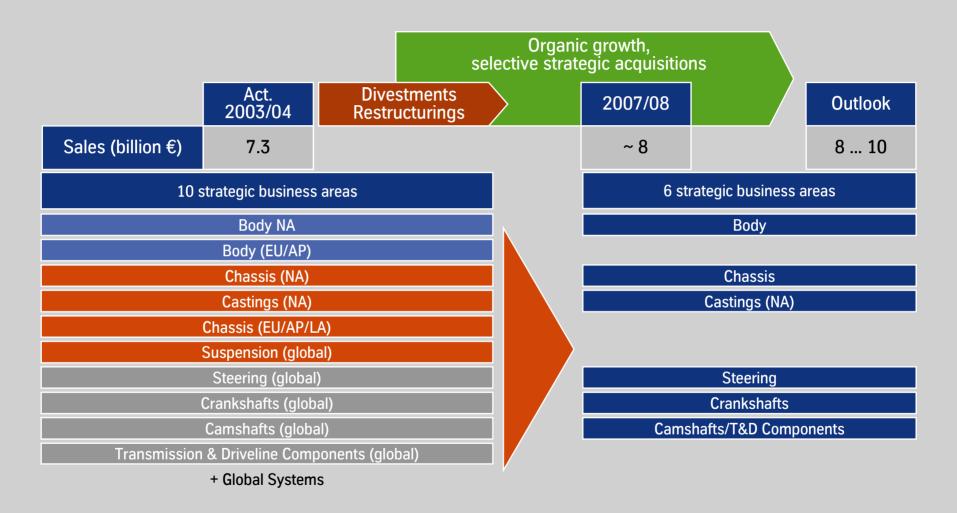
#### Target markets for CSA slab production defined



4.4 million t crude steel base in Brazil with \$29/t cost advantage over home base



## **Automotive: Focus on Growth in Six Strategic Business Areas**





# **Strategic Challenges and Objective**

	ACT. 03/04	Medium-term target
TKE	No. 3	⇒ No. 2
Sales	€3.6 billion	€5-6 billion

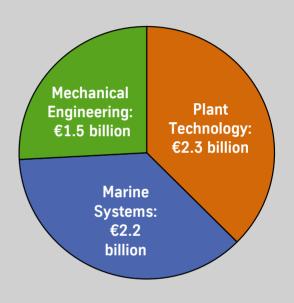
#### Strategic challenges

- Competitor consolidation/overcapacities
- Low market growth
- Increasing pace of innovation
- More demanding service customers



# **Future Structure of ThyssenKrupp Technologies**

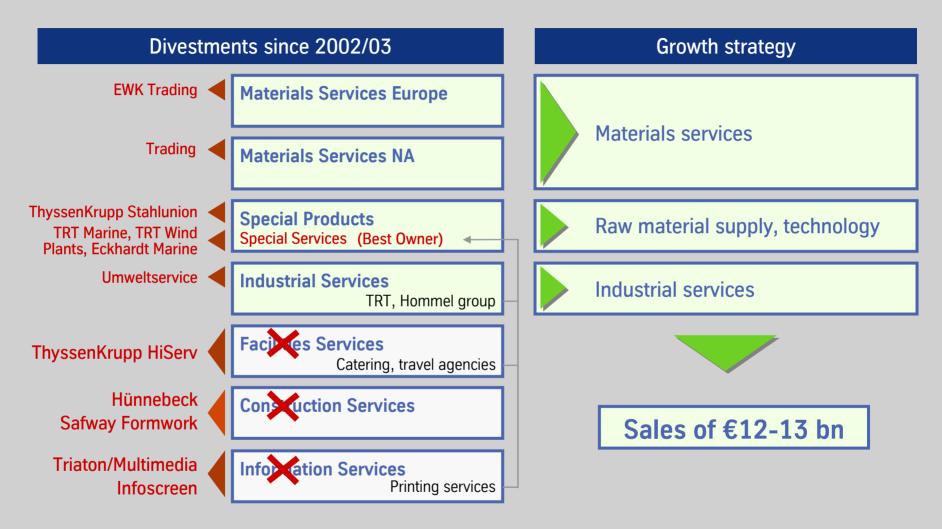
as at 03/04		Actions	Target structure	
Production Systems	<ul><li>MetalCutting</li><li>Autobody Mfg. Syst</li><li>Assembly Plant</li></ul>	<ul><li>Sale/JV</li><li>Transfer to TKA</li><li>Reassign to Mech. Eng.</li></ul>		
Plant Technology	<ul><li>Uhde</li><li>Polysius</li><li>Fördertechnik</li></ul>		<ul><li> Uhde</li><li> Polysius</li><li> Fördertechnik</li></ul>	Plant Technology
Mechanical Engineering	<ul> <li>Rothe Erde</li> <li>Berco</li> <li>B+V Industrietech.</li> <li>Elastomertechnik</li> <li>Noske-Kaeser</li> <li>Stahlbau</li> <li>Turbinenkomp.</li> </ul>	<ul><li>Sale</li><li>Sale</li><li>Sale</li><li>Sale</li></ul>	<ul><li>Rothe Erde</li><li>Berco</li><li>Assembly Plant</li><li>B+V Industrie</li></ul>	Mechanical Engineering
Marine	• Marine	Acquisition HDW	• TK Werften • HDW	Marine Systems
Trans- rapid	• Transrapid	• License / JV		







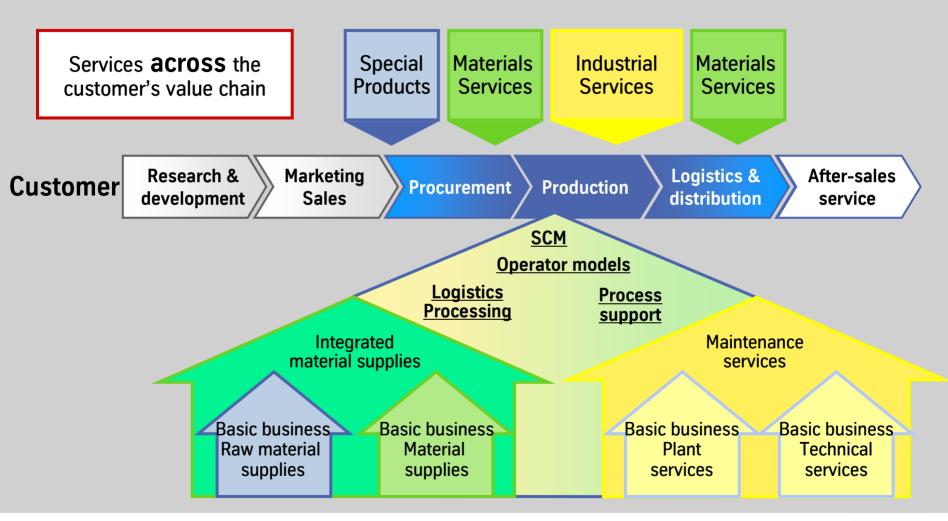
## **Services Focusing and Growth Strategy**







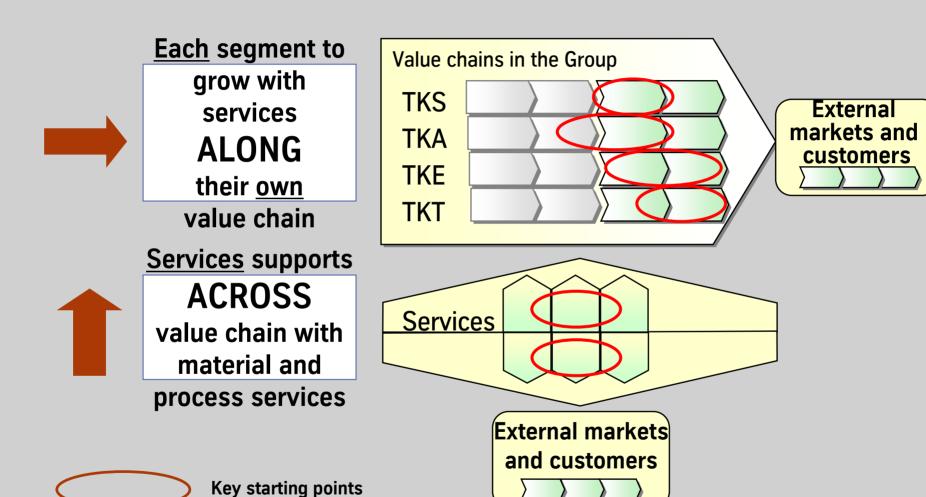
## **ThyssenKrupp Services Business Model**







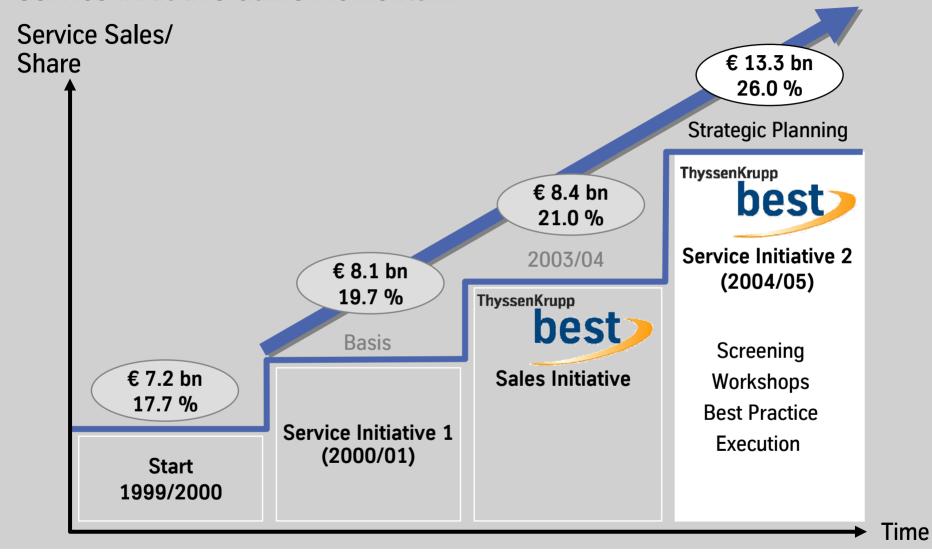
# **Division of Functions in the Group**





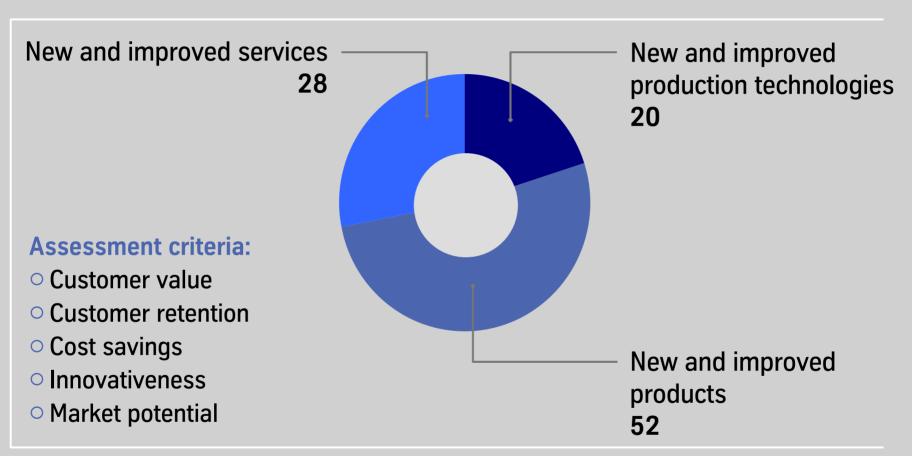


#### **Service Initiative Gains Momentum**



#### **ThyssenKrupp Innovation Contest 2000 - 2005**

No. of entries: 229, 1/3 from outside Germany; 25 prize winners



Figures in %

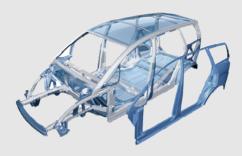


#### **Innovations Pave the Way to Success**

Steel

**Automotive** 

#### NSB® NewSteelBody



- ThyssenKrupp Stahl designed a complete weight-optimized steel body-in-white
- Open source project offered to interested auto manufacturers for further joint development
- Reference vehicle is the Opel Zafira
- The body developed under the project is 24% lighter than the reference vehicle

#### **Elevator**

#### TWIN® elevator





- Production-ready elevator system with two independent cabs in one shaft
- Higher transportation performance using fewer shafts
- Reference projects: ThyssenKrupp Headquarters and University of Stuttgart, commercial projects: e.g. BMW Group headquarters





## **Objective: Group With Sales up to €50 Billion**

in €bn

ThyssenKrupp AG Sales: up to €50 billion

**Objective** 

**Product-oriented businesses** Sales ~ €30 billion

Service-oriented businesses Sales ~ €20 billion

#### Steel

- Carbon
- Stainless

16 - 17



Sales 2003/2004 13.7

#### **Capital Goods**

- Automotive (~8)
- Elevator (5–6)
- Technologies (6–7)

19 - 21



16.0

#### Services

 Materials and **Industrial Services** 

12 - 13



11.9

**ThyssenKrupp** 



#### **Conclusion**

- ThyssenKrupp:

   Focused industrial group based on 3 pillars,
   combining value and growth components
- Clear strategic direction:
   Portfolio optimization will be stepped up
- Cross-segment development:Driver for technological innovations



## **Financial Calendar 2005**

<ul> <li>July 25, 2005</li> <li>to August 11, 2005</li> </ul>	Quiet Period
O August 12, 2005	Interim Report 3rd quarter 2004/05 (April to June) Conference Call with Analysts and Investors
<ul> <li>October 26, 2005</li> <li>to November 30, 2005</li> </ul>	Quiet Period
O December 1, 2005	Annual Press Conference Analysts' and Investors' Meeting (Essen, Germany)
<ul><li>January 27, 2006</li></ul>	Annual General Meeting
<ul><li>January 30, 2006</li></ul>	Payment of dividend for fiscal year 2004/05



# **Financial Calendar 2006**

<ul> <li>End of January 2006</li> <li>to February 10, 2006</li> </ul>	Quiet Period
<ul><li>February 1, 2006</li></ul>	Virtual Classroom-Meeting on IFRS changeover
<ul><li>February 13, 2006</li></ul>	Interim Report 1st quarter 2005/06 (October to December) Conference Call with Analysts and Investors
<ul> <li>End of April 2006</li> <li>to May 11, 2006</li> </ul>	Quiet Period
O May 12, 2006	Interim Report 2nd quarter 2005/06 (January to March)



## **How to Contact ThyssenKrupp 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!



# **Backup**



40

# **Strategic Areas of Emphasis**

Spread to WACC	negative	n/a	positive
	Capital employed	ROCE 📥	Capital employed 📤
Steel			
Automotive			
Elevator			
Technologies			
Services		•	
Strategic actions	<ul><li>Focusing</li><li>Disposals</li></ul>	<ul><li>Efficiency enhancement</li><li>Restructuring</li></ul>	<ul><li>Organic growth</li><li>Acquisitions</li></ul>





#### **Disclaimer**

In this presentation all figures related to the income statement refer to continuing operations unless otherwise stated. Moreover these figures are adjusted due to the change in the method of valuing similar inventories from Last-in, First-out method (LiFo) to average cost method.

This presentation contains certain statements that are neither reported financial results nor other historical information. These statements are forward-looking statements and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements. Many of these risks and uncertainties relate to factors that are beyond ThyssenKrupp's ability to control or estimate precisely, such as future market and economic conditions, the behavior of other market participants, the ability to successfully integrate acquired businesses and achieve anticipated synergies and the actions of government regulators. Readers are cautioned not to place undue reliance on these forward-looking statements, which apply only as of the date of this presentation. ThyssenKrupp does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of these materials.



