# Charts on 2nd Quarter 2009/10 May 12, 2010

Dr. Alan Hippe, CFO



# Agenda

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



# **Q2: Continued Profit Generation**

# Cautiously optimistic for sustained economic recovery in H2

- Progressive improvement of order intake from January to March
  - Continued tight capex management
    - Disciplined cost control

• EBT adjusted EBT	€206 m €191 m	- €31 m qoq - €122 m qoq
<ul> <li>Net income</li> </ul>	€234 m	+ 20.0% qoq
<ul> <li>Order intake</li> </ul>	€10,373 m	+ 11.2% qoq
Net debt     incl. dividend payment of	€2.65 bn	+ <b>€522 m qoq</b> €139 m



# 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

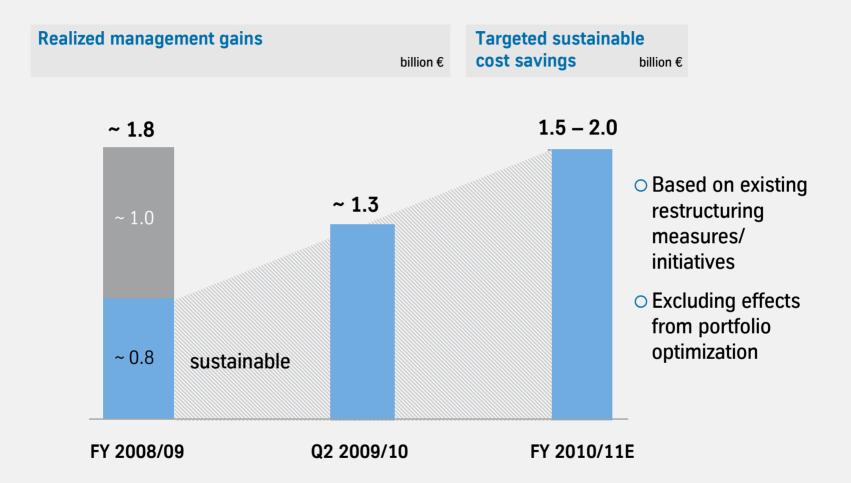
#### Growth



**Structural Performance** 



# Efficiency Improvement – Targeted Sustainable Cost Savings

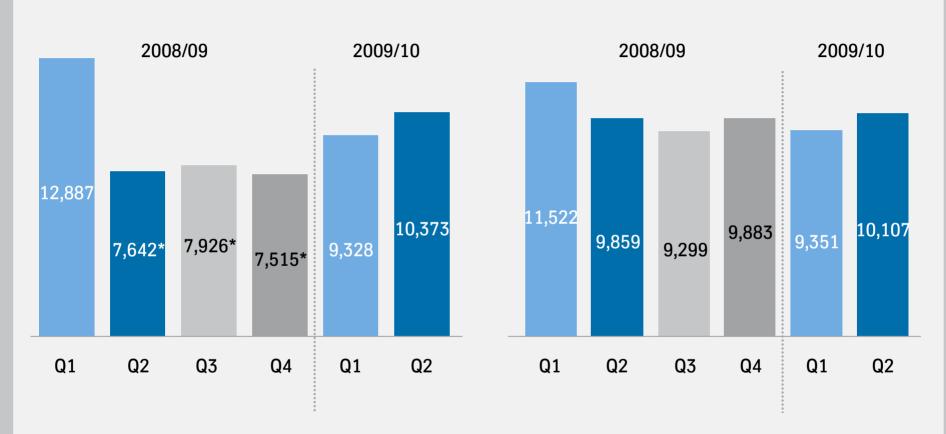




# Order Intake and Sales – Book-to-Bill >1 again

 Order intake
 million €

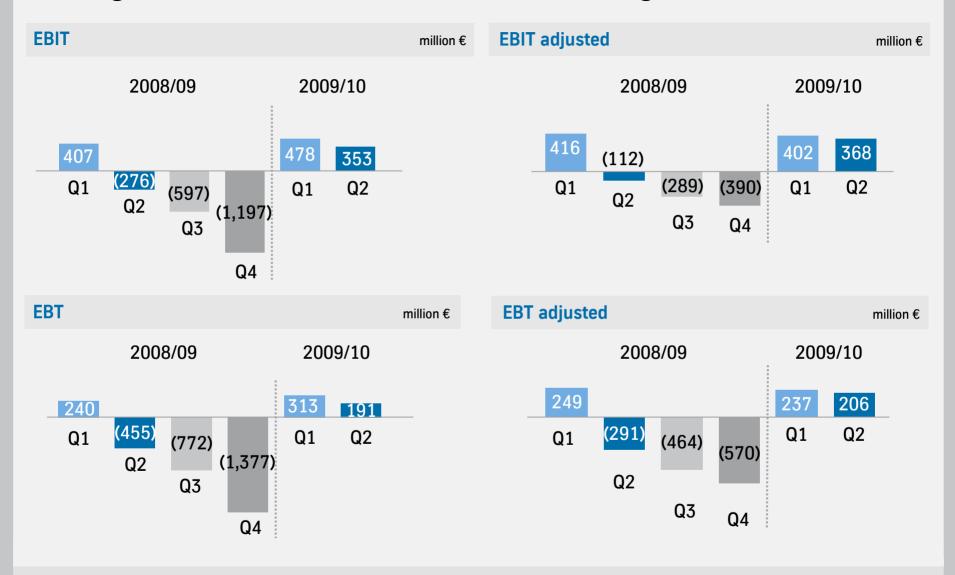
 Sales
 million €



<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



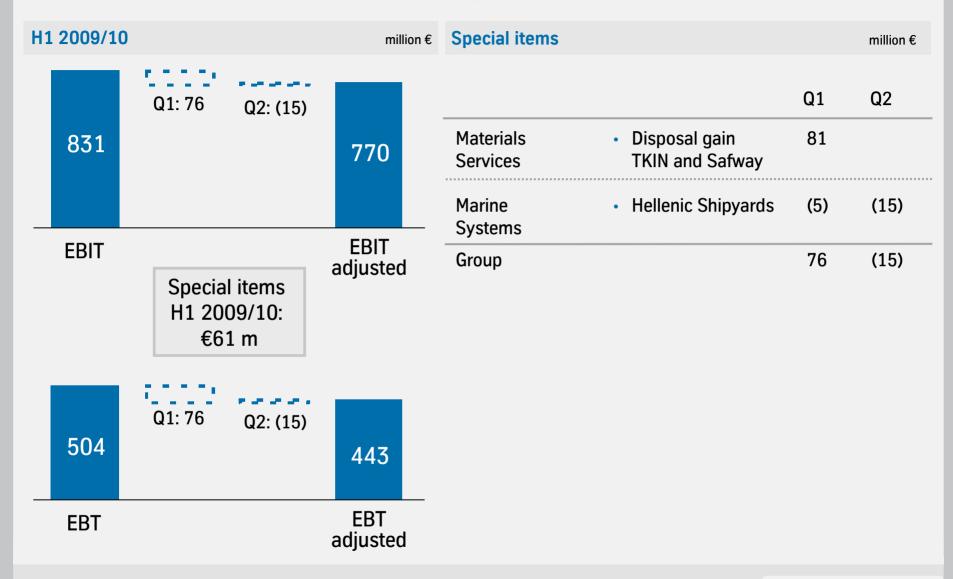


# **Quarterly EBIT Adjusted and Margin**

	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	5.2	4.5	2.2	8.6	6.3
Components Technology	66	(7)	(60)	(85)	57	73
%	5.1	(0.6)	(5.6)	(7.4)	4.6	5.4
Marine Systems	32	(45)	(27)	(39)	(1)	11
%	5.9	(12.1)	(8.4)	(11.0)	(0.4)	3.8
Group	416	(112)	(289)	(390)	402	368
%	3.6	(1.1)	(3.1)	(3.9)	4.3	3.6

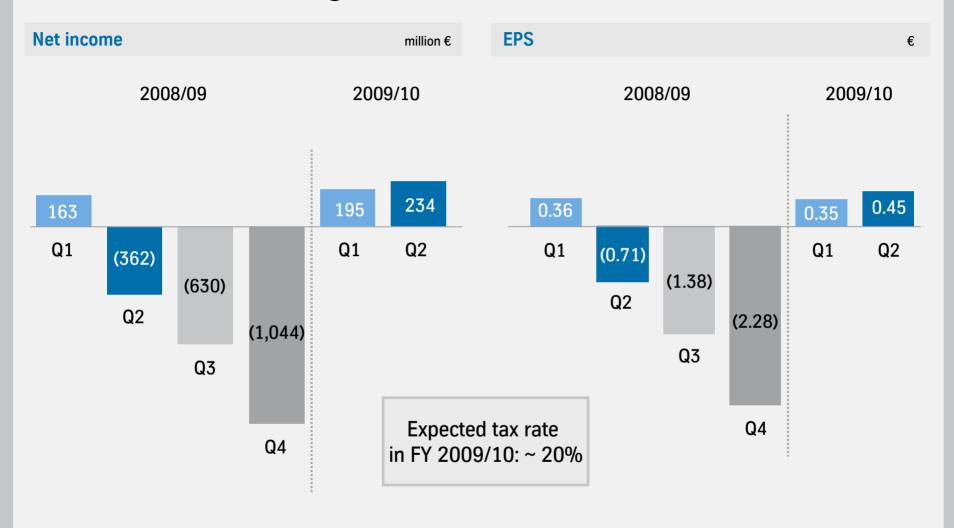


# Reconciliation of EBIT and EBT Adjusted





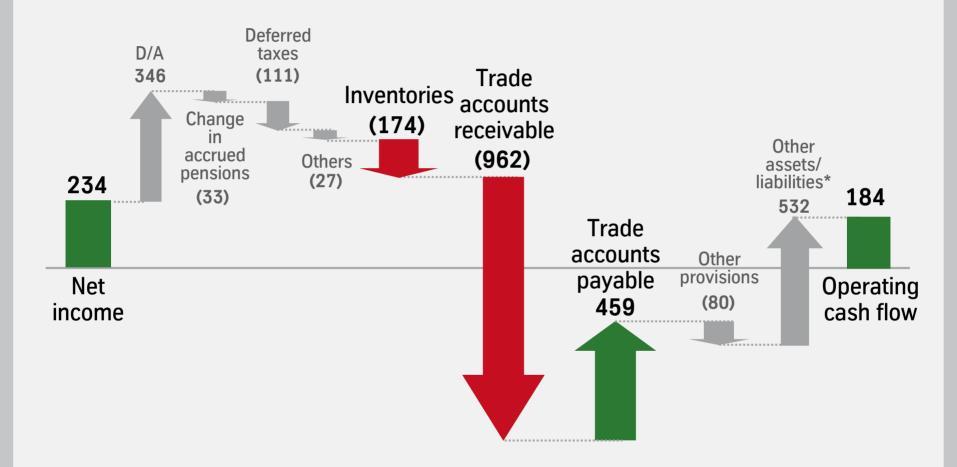
# **Net Income and Earnings Per Share**



# **Operating Cash Flow**

#### Development of operating cash flow in Q2

million €



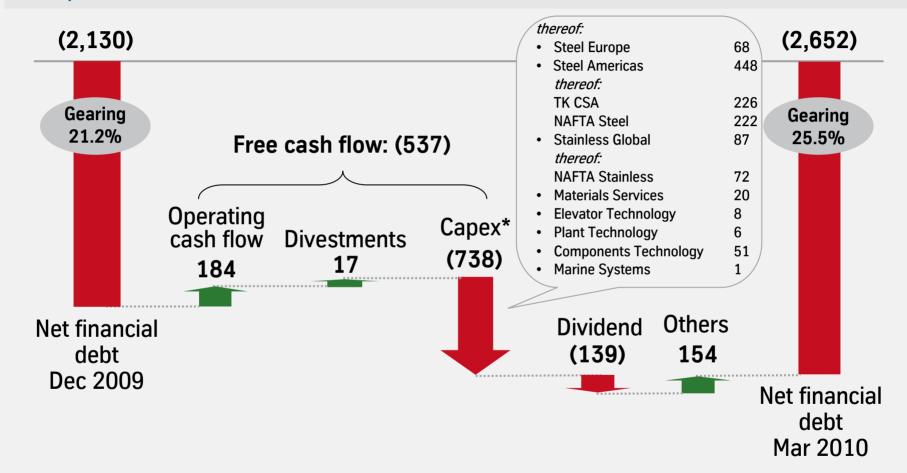
\* not related to investing or financing activities



### **Net Financial Debt**

#### Development of net financial debt in Q2

million €



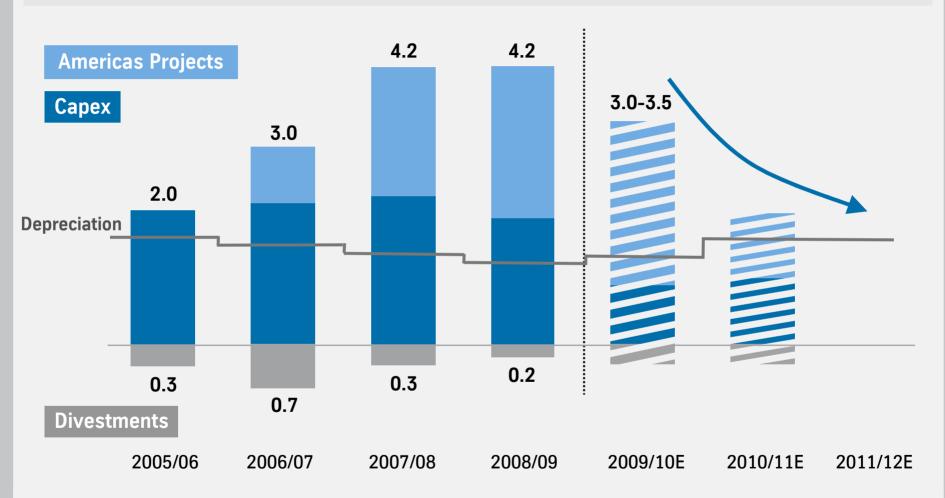
<sup>\*</sup> Capex for property, plant & equipment + financial & intangible assets



# **Declining Capex Going Forward**



billion €

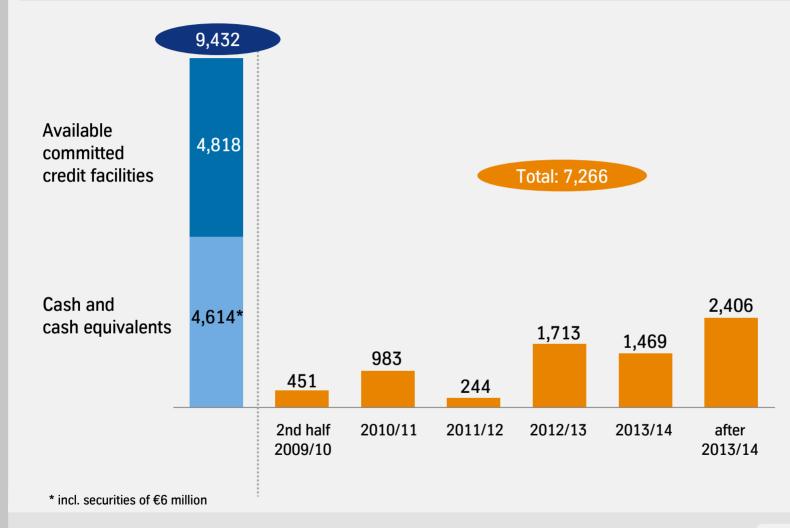




# Solid Financial Situation – No Short-Term Refinancing Needs

Liquidity analysis and maturity profile of gross financial debt as of March 31, 2010

million €





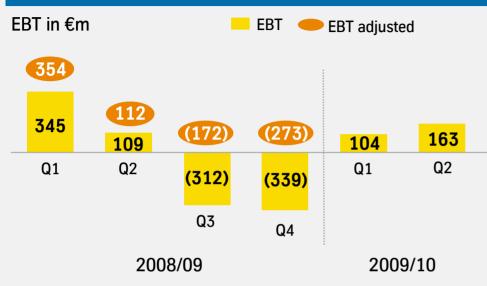
# Agenda

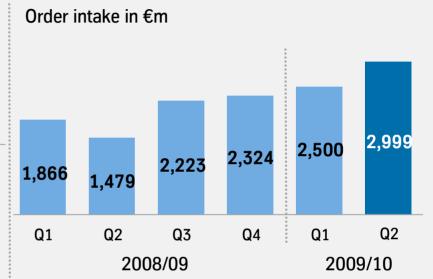
- Group Performance and Financials
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# Steel Europe

#### 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

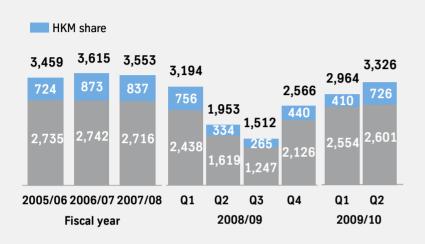


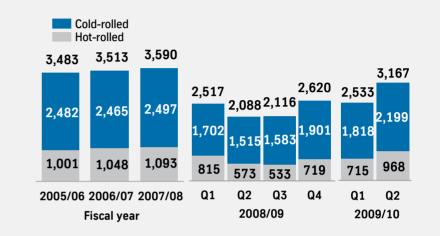
# Steel Europe: Output, Shipments and Revenues per Metric Ton

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

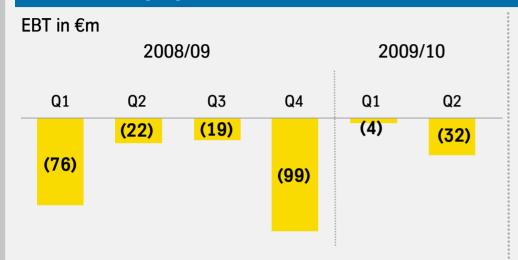


<sup>\*</sup> shipments and average revenues per ton until FY 2007/08 relate to former Steel segment



### **Steel Americas**

#### Q2 2009/10 Highlights



#### ThyssenKrupp CSA

- Sepetiba Bay, Santa Cruz, Rio de Janeiro, Brazil
- Coking plant:1.9 m t/yr of coke
- Sinter plant:5.7 m t/yr of sinter
- 2 blast furnaces:5.3 m t/yr of hot metal
- Steel shop: >5 m t/yr of slabs
- Power plant: 490 MWCapex budget: €5.2 bn
- o 1st slab: Q3 CY 2010

#### **Comments Q2**

- Project costs partially compensated by positive translation effect (Brazilian Real/€)
- First slabs ex Duisburg arrived in Alabama
- Commissioning of first facilities started:
  - Port & materials handling
  - Gas turbine (April)
  - Sinter plant (April)
- Intensive marketing continues across all customer sectors with very positive feedback

#### ThyssenKrupp Steel USA

O Total cash-out:

O Site on the Tombigbee River, Mobile Cty, AL, USA

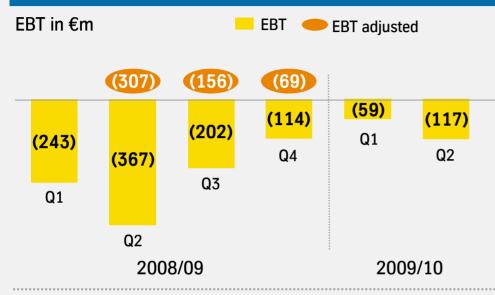
€5.9 bn

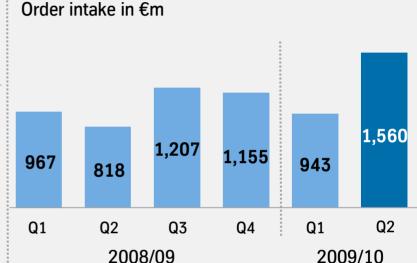
- Hot strip mill: >5 m t/yr
  - up to 74" width / 1" thickness, 7 stands
- Tandem/cold strip line: 2.5 m t/yr
- 4 galvanizing lines: 1.8 m t/yr
- Capex budget: \$3.6 bn
- Total cash-out: \$3.8 bn
- o 1st coil: mid CY 2010



## Stainless Global

#### Q2 2009/10 Highlights





#### Comments Q2 (qoq)

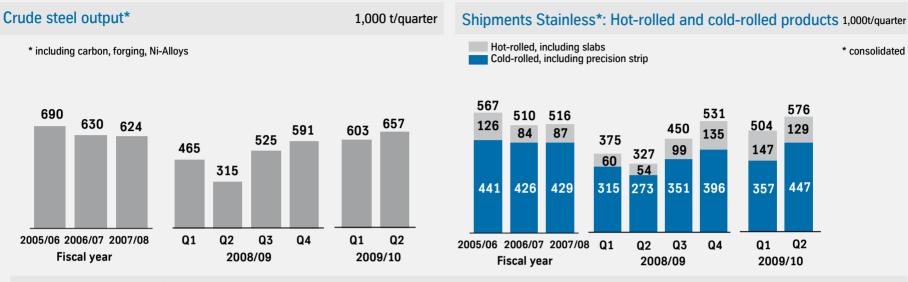
- Loss expansion due to lower <u>average</u> base prices and higher raw material costs
- Gradual improvement of base prices and alloy surcharges (since February)
- Positive development of order intake and shipments due to increasing demand from end customers

#### **Current trading conditions**

- 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

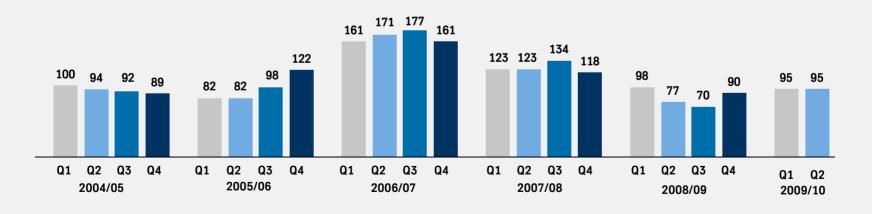


# Stainless Global: Output, Shipments and Average Transaction Price



Average transaction price per ton, indexed

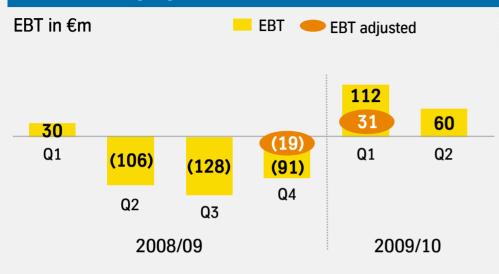
 $Q1\ 2004/2005 = 100$ 

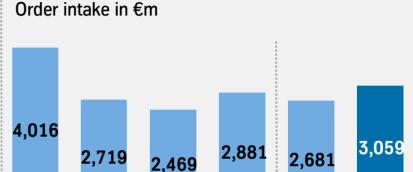




### **Materials Services**

#### Q2 2009/10 Highlights





**Q4** 

Q1

2009/10

**Q2** 

#### 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

02

01

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

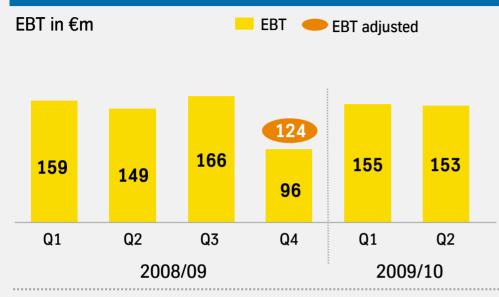
**Q3** 

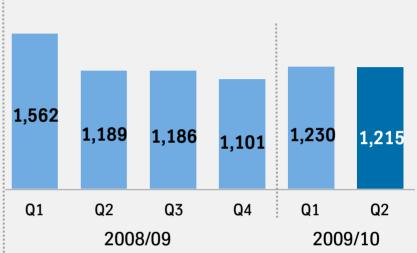
- Inventory levels remain low
- Customers still acting cautiously; only modest "pre-buying"



# **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**

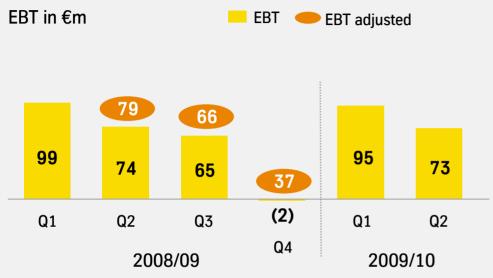
Order intake in €m

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



# Plant Technology

#### Q2 2009/10 Highlights





#### 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

Order intake in €m

- Increasing project activities observed in all operating units
- 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



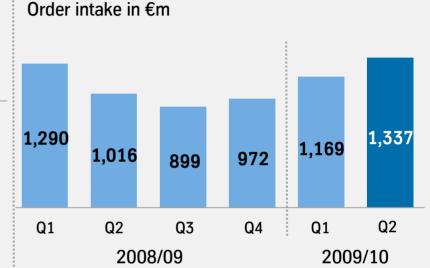
2009/10

# **Components Technology**

#### Q2 2009/10 Highlights EBT in €m **FBT EBT** adjusted (104)43 63 53 (47) (101)Q1 Q1 02 **Q2** (363)03

**Q4** 

2009/10



#### 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)

2008/09

 Further increase in order intake from rings and largediameter bearings, continuing significant profit contribution

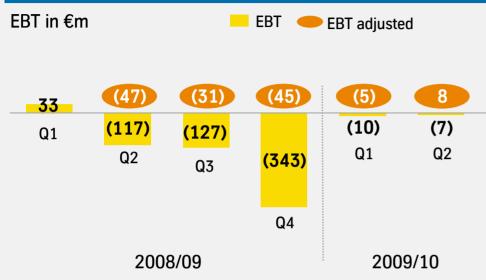
#### **Current trading conditions**

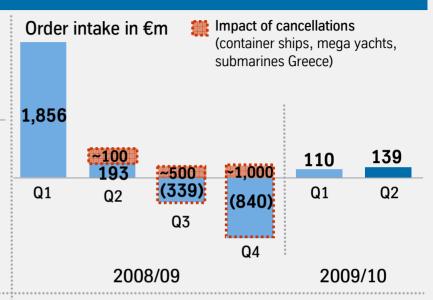
- Limited visibility for H2 on European automotive markets due to expiration of government programs, more stable development expected for USA and China
- First positive signs of recovery in construction machinery due to low inventory levels at customers



# 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

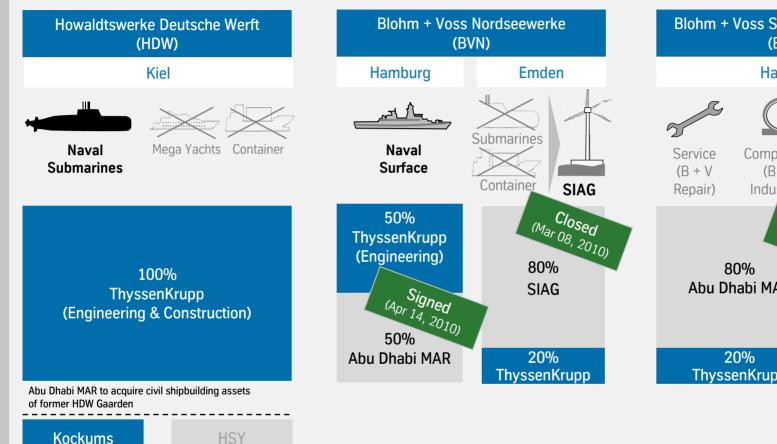
#### **Current trading conditions**

- 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



Blohm + Voss Shipyards & Services (BVSS) Hamburg Components Mega Yachts (B + V)(B + V)Industries) Shipyards) Signed (Apr 14, 2010) Ahu Dhahi MAR 100% Abu Dhabi MAR **ThyssenKrupp** 

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 €)

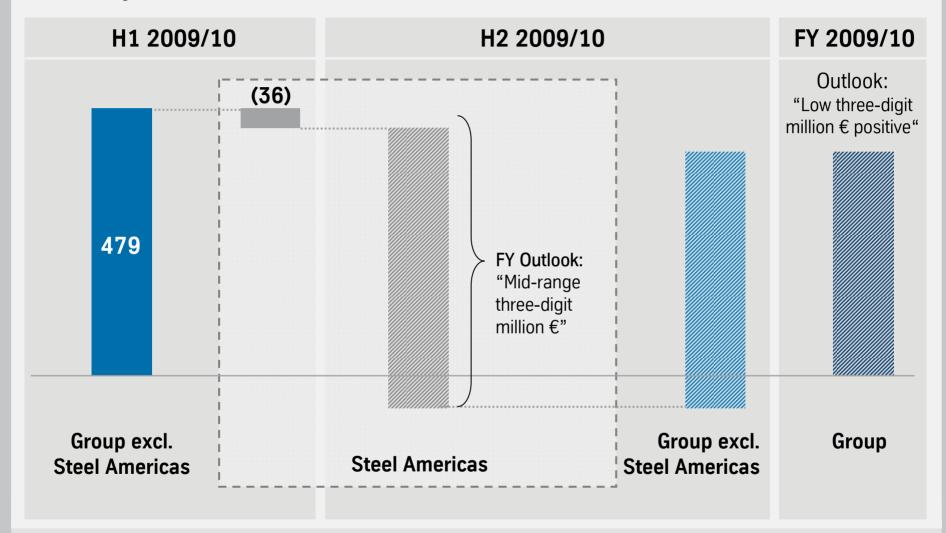
**EBIT** adjusted

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

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



# Outlook FY 2009/10 – H2 in Perspective (EBT adjusted, €m)





# 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

**Materials Services** 



Stabilization of volumes, improving prices

# **Components Technology**



Limited visibility for European automotive markets after expiration of government programs

# 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>
- €3 bn bonds issued
- 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

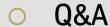
Growth



**Structural Performance** 



# Agenda



# **NEW** Contact Details as of JUNE 21, 2010:

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- Internet: www.thyssenkrupp.com



# Charts on 2nd Quarter 2009/10 May 12, 2010

Dr. Alan Hippe, CFO



# Financial Calendar – FY 2009/10 and FY 2010/11 (I)

<ul><li>May</li></ul>	Roadshows Luxembourg (18th), Paris (25th), Stockholm (31st) Conferences Deutsche Bank "German and Austrian Corporate Conference", Frankfurt (20th-21st)
O June	Roadshows Kopenhagen (1st), New York and Boston (14th-16th) Conferences UBS "Global Basic Materials Conference", London (10th)
<ul><li>August</li></ul>	Interim Report 3rd Quarter 2009/10 Conference Call with analysts and investors (13th) Conferences Commerzbank "Capital Goods Conference", Frankfurt (26th)
<ul> <li>September</li> </ul>	Conferences Credit Suisse "Capital Goods and Aerospace Conference", London (15th) UBS "Best of Germany Conference", New York (16th) UniCredit "German Investment Conference", Munich (22nd) Credit Suisse "Global Steel & Mining Conference", London (23rd)



# Financial Calendar - FY 2009/10 and FY 2010/11 (II)

November Annual Report FY 2009/10

Analysts' and Investors' Conference & Annual Press Conference (30th)

February Interim Report 1st Quarter 2010/11 (11th)

May Interim Report 2nd Quarter 2010/11 (13th)

#### **Institutional Investors and Analysts:**

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# Agenda





# **Group Overview (I)**

				2008/09			200	9/10
		Q1	Q2	Q3	Q4	FY	Q1	Q2
Order intake	€m	12,887	7,642	7,926	7,515	35,970	9,328	10,373
Sales	€m	11,522	9,859	9,299	9,883	40,563	9,351	10,107
EBITDA	€m	764	142	(180)	(534)	192	808	700
EBIT	€m	407	(276)	(597)	(1,197)	(1,663)	478	353
EBIT adjusted	€m	416	(112)	(289)	(390)	(375)	402	368
EBT	€m	240	(455)	(772)	(1,377)	(2,364)	313	191
EBT adjusted	€m	249	(291)	(464)	(570)	(1,076)	237	206
Net income	€m	163	(362)	(630)	(1,044)	(1,873)	195	234
Earnings per share	€	0.36	(0.71)	(1.38)	(2.28)	(4.01)	0.35	0.45
TK Value Added	€m	(39)	(734)	(1,030)	(1,616)	(3,419)	70	(67)
ROCE	%	7.8	1.2	(3.0)	(8.1)	(8.1)	10.0	8.5
Ø Capital Employed	€m	21,025	21,270	20,975	20,662	20,662	19,193	19,483
Goodwill	€m	3,846	3,942	3,927	3,902	3,902	3,830	3,920

ROCE based on 3, 6, 9 and 12 months

ThyssenKrupp

# **Group Overview (II)**

				2008/09			200	2009/10	
		Q1	Q2	Q3	Q4	FY	Q1	Q2	
Capital expenditures*	€m	1,105	931	898	1,143	4,077	777	738	
Depreciation/amort.	€m	357	418	417	663	1,854	331	346	
Operating cash flow	€m	(860)	1,483	1,331	1,745	3,699	(308)	184	
Cash flow from divestments	€m	106	26	57	10	199	488	17	
Cash flow from investments	€m	(1,105)	(931)	(898)	(1,143)	(4,077)	(777)	(738)	
Free cash flow	€m	(1,859)	578	490	612	(179)	(597)	(537)	
Cash and cash equivalents (incl. short-term securities)	€m	3,439	3,820	5,235	5,545	5,545	5,073	4,614	
Net financial debt	€m	3,514	3,687	3,122	2,059	2,059	2,130	2,652	
Employees		197,175	192,521	188,501	187,495	187,495	174,763	172,576	

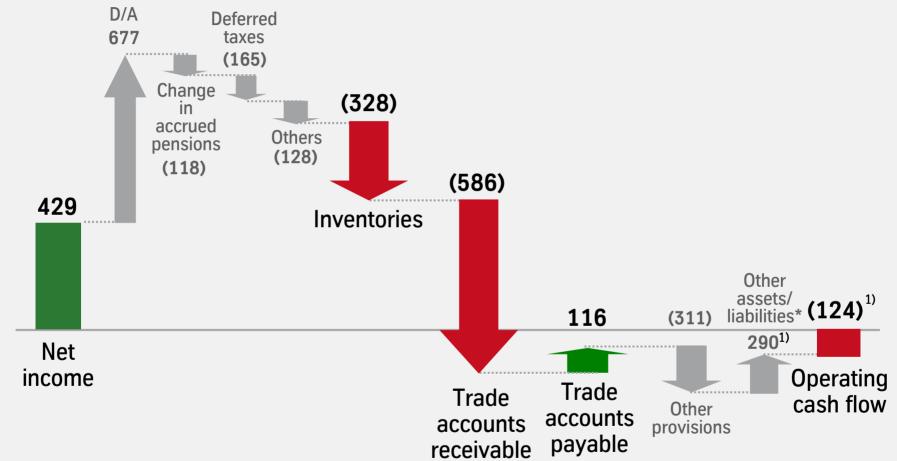
<sup>\*</sup> incl. financial investments



## **Operating Cash Flow**

#### Development of operating cash flow in H1

million €



<sup>1)</sup> Other assets/liabilities & operating cash flow in Q1 restated by €170m to €(242)m & €(308)m related to disposal of TKIN and Safway

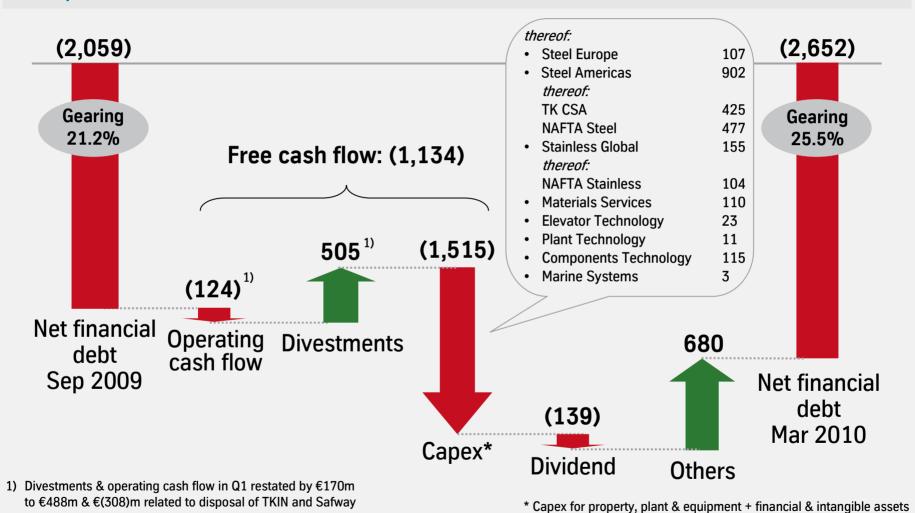
<sup>\*</sup> not related to investing or financing activities



### **Net Financial Debt**

#### Development of net financial debt in H1

million €



Charts on 2nd Quarter 2009/10 May 12, 2010



### **Balance Sheet Structure**

### Net financial position, equity and ratios

million €





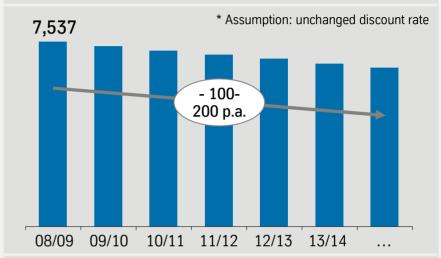
## Pension Obligations: TK with Mature Pension Schemes

# Accrued Pension and Similar Obligations (Mar 31, 2010; 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
- Vital part of compensation system

# 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 >75 years
- Declining pension obligations over time (short-term variation possible, mainly due to change in discount rate)
- Declining cash-out from pension benefit payments (2008/09: €578 m; 2010/11e: €555 m)



# ThyssenKrupp Rating

Long term- Short term- Outlook rating rating

Standard & Poor's BB+ B stable

Moody's Baa3 Prime-3 negative

Fitch BBB- F3 negative

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



# **Steel Europe: Overview**

Steel Europe								
				2008/09			200	9/10
		Q1	Q2	Q3	Q4	FY	Q1	Q2
Order intake	€m	1,866	1,479	2,223	2,324	7,892	2,500	2,999
Sales	€m	2,848	2,326	2,151	2,245	9,570	2,281	2,667
EBITDA	€m	518	277	(147)	(161)	487	275	327
EBIT	€m	362	128	(296)	(328)	(134)	126	179
EBIT adjusted	€m	371	131	(156)	(262)	84	126	179
EBT	€m	345	109	(312)	(339)	(197)	104	163
EBT adjusted	€m	354	112	(172)	(273)	21	104	163
TK Value Added	€m	231	(13)	(431)	(449)	(662)	14	62
ROCE	%	24.9	16.3	4.3	(2.3)	(2.3)	10.1	12.0
Ø Capital Employed	€m	5,816	6,023	6,039	5,864	5,864	4,989	5,089
OCF	€m	(790)	279	576	588	653	(123)	235
CF from divestments	€m	1	14	(9)	180	184	3	(1)
CF for investments	€m	(102)	(125)	(103)	(106)	(436)	(39)	(68)
FCF	€m	(893)	168	465	661	401	(159)	166
Employees		38,048	37,380	36,607	36,416	36,416	35,582	34,872

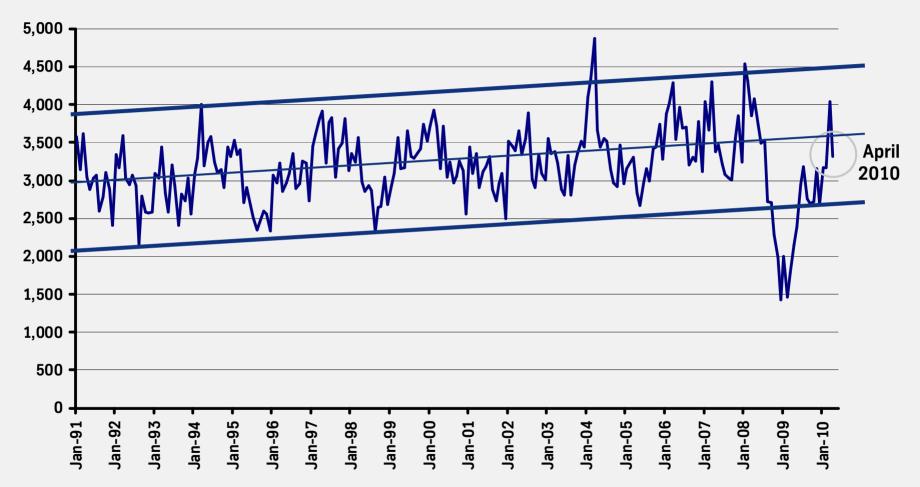
ROCE based on 3, 6, 9 and 12 months



## Steel: Recovery of Order Intake



1,000 t

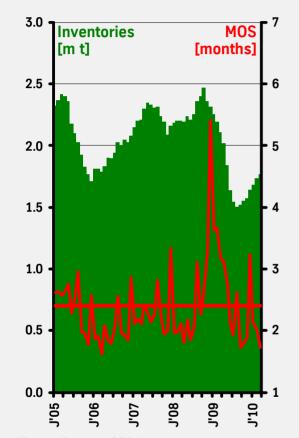


Source: WV



# Steel: Inventories and Months of Supply

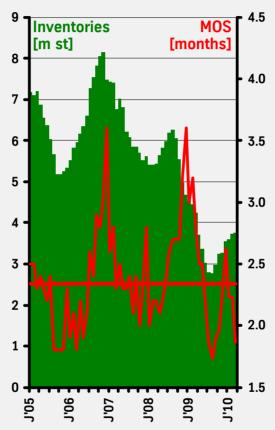
# Inventories and Months of Supply - Europe



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

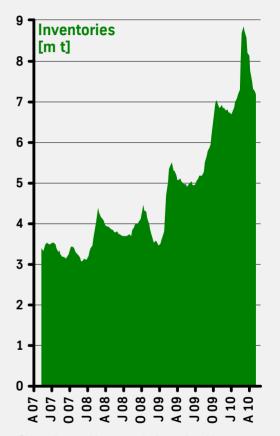
Source(s): TKS, EASSC, Credit Suisse, MSCI, UBS, MySteel

# Inventories and Months of Supply - USA



USA: March MSCI inventories, carbon flat-rolled

### Inventories China



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



## **Steel Americas: Overview**

Steel Americas								
				2008/09			200	09/10
		Q1	Q2	Q3	Q4	FY	Q1	Q2
Order intake	€m	0	0	0	0	0	0	23
Sales	€m	0	0	0	0	0	0	23
EBITDA	€m	(40)	0	10	(43)	(73)	38	8
EBIT	€m	(42)	0	9	(44)	(77)	37	7
EBIT adjusted	€m	(42)	0	9	(44)	(77)	37	7
EBT	€m	(76)	(22)	(19)	(99)	(216)	(4)	(32)
EBT adjusted	€m	(76)	(22)	(19)	(99)	(216)	(4)	(32)
TK Value Added	€m	(102)	(73)	(73)	(141)	(389)	(80)	(125)
ROCE	%	(6.2)	(2.8)	(1.4)	(2.2)	(2.2)	2.8	1.6
Ø Capital Employed	€m	2,698	2,960	3,184	3,475	3,475	5,219	5,527
OCF	€m	(39)	(55)	15	69	(10)	(171)	(93)
CF from divestments	€m	0	0	19	(1)	19	2	1
CF for investments	€m	(610)	(435)	(483)	(608)	(2,135)	(455)	(448)
FCF	€m	(649)	(490)	(448)	(540)	(2,126)	(624)	(539)
Employees		1,263	1,529	1,590	1,659	1,659	1,794	2,256

ROCE based on 3, 6, 9 and 12 months



## Stainless Global: Overview

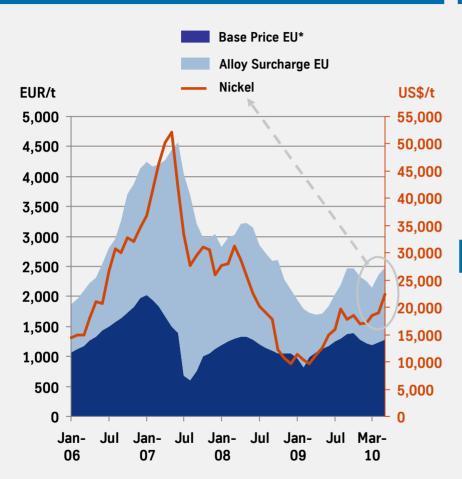
Stainless Global								
				2008/09			200	9/10
		Q1	Q2	Q3	Q4	FY	Q1	Q2
Order intake	€m	967	818	1,207	1,155	4,147	943	1,560
Sales	€m	1,173	988	1,030	1,295	4,486	1,210	1,461
EBITDA	€m	(189)	(251)	(98)	(62)	(600)	(3)	(61)
EBIT	€m	(228)	(351)	(185)	(100)	(864)	(41)	(102)
EBIT adjusted	€m	(228)	(291)	(139)	(55)	(713)	(41)	(102)
EBT	€m	(243)	(367)	(202)	(114)	(926)	(59)	(117)
EBT adjusted	€m	(243)	(307)	(156)	(69)	(775)	(59)	(117)
TK Value Added	€m	(310)	(428)	(254)	(164)	(1,156)	(104)	(166)
ROCE	%	(25.1)	(32.7)	(30.2)	(26.7)	(26.7)	(5.9)	(10.2)
Ø Capital Employed	€m	3,636	3,542	3,376	3,240	3,240	2,804	2,815
OCF	€m	(319)	262	122	183	248	(100)	88
CF from divestments	€m	2	3	4	(2)	7	0	1
CF for investments	€m	(92)	(47)	(79)	(125)	(343)	(68)	(87)
FCF	€m	(409)	218	47	56	(88)	(168)	3
Employees		12,167	12,079	11,869	11,755	11,755	11,597	11,235

ROCE based on 3, 6, 9 and 12 months



## Stainless Global: Price Development and Import Situation

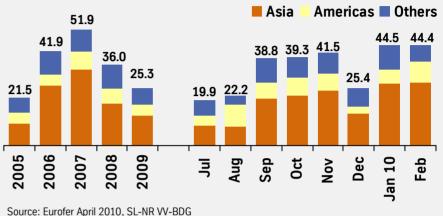
### Price development: recovery gaining sustainability



<sup>\*</sup> Base Price Germany, Traders/SSC, 304, 2mm sheet Source: CRU April 2010, Metalprices (NICKEL) April 2010

### **Cold-rolled imports from third countries**

[000t/Month]



### Regional price development\*



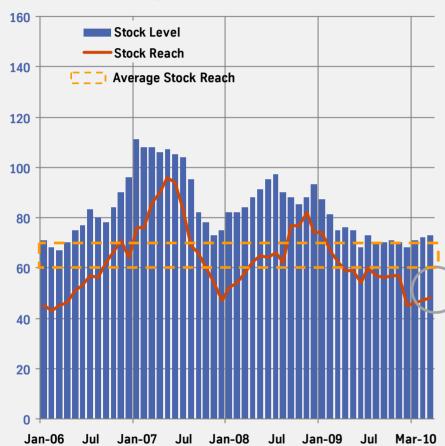
<sup>\*</sup> AISI 304 (1.4301) CR Flat, 2 mm Source: CRU April 2010 (EU+USA), SL-SKS April 2010 (Wuxi Market prices CHINA)



### Stainless: Inventories and Stock Reach

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

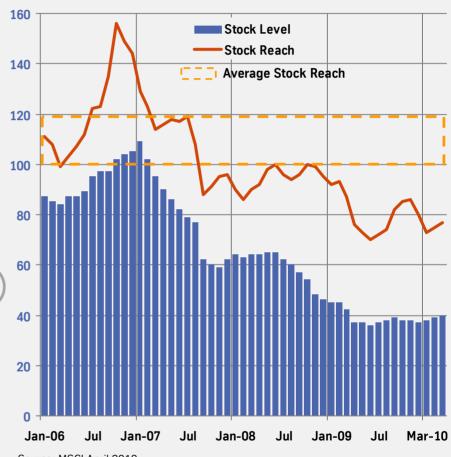
Stock level: INDEX Jan 2005 = 100 Stock Reach: Calendar Days



Source: EHV April 2010

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

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



Source: MSCI April 2010



### **Materials Services: Overview**

Materials Services									
				2008/09			200	9/10	
		Q1	Q2	Q3	Q4	FY	Q1	Q2	
Order intake	€m	4,016	2,719	2,469	2,881	12,085	2,681	3,059	
Sales	€m	3,995	3,109	2,751	2,960	12,815	2,760	2,881	
EBITDA	€m	100	(46)	(64)	(28)	(38)	168	103	
EBIT	€m	54	(88)	(106)	(71)	(211)	129	70	
EBIT adjusted	€m	54	(88)	(106)	1	(139)	48	70	
EBT	€m	30	(106)	(128)	(91)	(295)	112	60	
EBT adjusted	€m	30	(106)	(128)	(19)	(223)	31	60	
TK Value Added	€m	(37)	(178)	(189)	(142)	(546)	64	7	
ROCE	%	5.0	(1.6)	(4.5)	(5.3)	(5.3)	16.7	13.2	
Ø Capital Employed	€m	4,290	4,257	4,133	3,943	3,943	3,081	3,006	
OCF	€m	(202)	197	390	569	953	(82)	(102)	
CF from divestments	€m	38	10	11	3	62	308	3	
CF for investments	€m	(70)	(59)	(50)	(100)	(279)	(90)	(20)	
FCF	€m	(234)	147	352	470	735	136	(118)	
Employees		46,367	45,674	44,744	44,316	44,316	31,972	31,482	

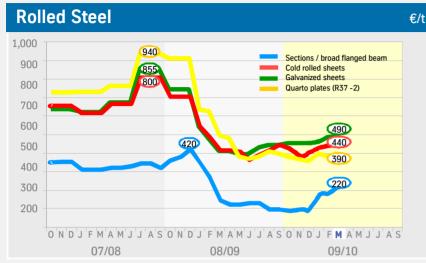
Charts on 2nd Quarter 2009/10

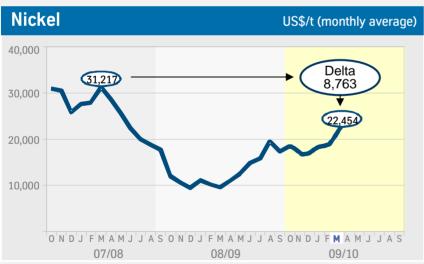
ROCE based on 3, 6, 9 and 12 months

May 12, 2010



### **Materials Services: Price Developments**











# **Elevator Technology: Overview**

Elevator Technology								
				2008/09			200	9/10
		Q1	Q2	Q3	Q4	FY	Q1	Q2
Order intake	€m	1,562	1,189	1,186	1,101	5,038	1,230	1,215
Sales	€m	1,343	1,293	1,328	1,344	5,308	1,226	1,221
EBITDA	€m	174	165	183	118	640	171	168
EBIT	€m	157	149	168	96	570	154	151
EBIT adjusted	€m	157	149	168	124	598	154	151
EBT	€m	159	149	166	96	570	155	153
EBT adjusted	€m	159	149	166	124	598	155	153
TK Value Added	€m	125	116	137	68	446	127	123
ROCE	%	38.3	37.4	39.6	36.7	36.7	45.0	44.7
Ø Capital Employed	€m	1,646	1,639	1,596	1,554	1,554	1,371	1,364
OCF	€m	75	289	170	220	754	87	238
CF from divestments	€m	10	4	2	3	19	3	(1)
CF for investments	€m	(33)	(37)	(17)	(48)	(135)	(15)	(8)
FCF	€m	52	256	155	175	638	75	229
Employees		43,599	43,306	42,761	42,698	42,698	42,926	42,787

ROCE based on 3, 6, 9 and 12 months



# Plant Technology: Overview

Plant Technology	Plant Technology									
				2008/09			200	09/10		
		Q1	Q2	Q3	Q4	FY	Q1	Q2		
Order intake	€m	1,751	517	807	463	3,538	1,324	824		
Sales	€m	1,078	1,187	1,101	1,084	4,450	954	940		
EBITDA	€m	81	66	58	1	206	90	67		
EBIT	€m	72	57	49	(15)	163	82	59		
EBIT adjusted	€m	72	62	50	24	208	82	59		
EBT	€m	99	74	65	(2)	236	95	73		
EBT adjusted	€m	99	79	66	37	281	95	73		
Ø Capital Employed	€m	(1,054)	(1,048)	(1,035)	(1,034)	(1,034)	(1,132)	(1,177)		
OCF	€m	74	80	(52)	152	254	114	161		
CF from divestments	€m	1	0	0	0	1	0	0		
CF for investments	€m	(20)	(15)	(8)	(18)	(61)	(5)	(6)		
FCF	€m	55	65	(60)	135	195	109	155		
Employees		13,416	13,186	13,062	13,043	13,043	12,977	12,934		



# **Components Technology: Overview**

Components Technology										
				2008/09			200	9/10		
		Q1	Q2	Q3	Q4	FY	Q1	Q2		
Order intake	€m	1,290	1,016	899	972	4,177	1,169	1,337		
Sales	€m	1,299	1,100	1,063	1,141	4,603	1,237	1,344		
EBITDA	€m	137	37	(6)	(133)	35	124	143		
EBIT	€m	66	(33)	(85)	(344)	(396)	57	73		
EBIT adjusted	€m	66	(7)	(60)	(85)	(86)	57	73		
EBT	€m	53	(47)	(101)	(363)	(458)	43	63		
EBT adjusted	€m	53	(21)	(76)	(104)	(148)	43	63		
TK Value Added	€m	(1)	(105)	(155)	(406)	(667)	(1)	13		
ROCE	%	8.9	2.1	(2.6)	(13.7)	(13.7)	8.9	9.9		
Ø Capital Employed	€m	2,996	3,086	3,089	3,011	3,011	2,584	2,614		
OCF	€m	(70)	48	176	228	382	70	80		
CF from divestments	€m	10	33	15	225	283	2	9		
CF for investments	€m	(141)	(155)	(125)	(119)	(540)	(64)	(51)		
FCF	€m	(201)	(74)	67	332	124	8	38		
Employees		31,418	29,223	27,963	27,973	27,973	27,997	27,894		

ROCE based on 3, 6, 9 and 12 months; calculation with the higher of average equity and average capital employed



# Marine Systems: Overview

Marine Systems										
				2008/09			200	9/10		
		Q1	Q2	Q3	Q4	FY	Q1	Q2		
Order intake	€m	1.856	193	(339)	(840)	870	110	139		
Sales	€m	546	371	321	356	1.594	254	287		
EBITDA	€m	42	(90)	(93)	(178)	(319)	(1)	11		
EBIT	€m	32	(115)	(123)	(337)	(543)	(6)	(4)		
EBIT adjusted	€m	32	(45)	(27)	(39)	(79)	(1)	11		
EBT	€m	33	(117)	(127)	(343)	(554)	(10)	(7)		
EBT adjusted	€m	33	(47)	(31)	(45)	(90)	(5)	8		
Ø Capital Employed	€m	430	449	420	379	379	245	232		
OCF	€m	(168)	169	(50)	(179)	(228)	(124)	145		
CF from divestments	€m	2	8	21	1	32	0	3		
CF for investments	€m	(12)	(165)	(19)	0	(196)	(1)	(2)		
FCF	€m	(179)	12	(47)	(178)	(392)	(126)	147		
Employees		8.319	8.305	8.057	7.770	7.770	7.593	6.669		



# Corporate/Consolidation: Overview

Corporate/Consolidation										
				200	2009/10					
		Q1	Q2	FY	Q1	Q2				
Order intake	€m	(421)	(289)	(526)	(541)	(1,777)	(629)	(783)		
Sales	€m	(760)	(515)	(446)	(542)	(2,263)	(571)	(717)		
EBITDA	€m	(59)	(16)	(23)	(48)	(146)	(54)	(66)		
EBIT	€m	(66)	(23)	(28)	(54)	(171)	(60)	(80)		
EBT	€m	(160)	(128)	(114)	(122)	(524)	(123)	(165)		
OCF	€m	579	214	(16)	(85)	693	21	(568)		
Employees (Corpora	te)	2,578	1,839	1,848	1,865	1,865	2,325	2,447		



# Business Area Overview – Quarterly Order Intake

			20	2009/10			
million €	Q1	Q2	Q3	Q4	FY	Q1	Q2
Steel Europe	1,866	1,479	2,223	2,324	7,892	2,500	2,999
Steel Americas	0	0	0	0	0	0	23
Stainless Global	967	818	1,207	1,155	4,147	943	1,560
Materials Services	4,016	2,719	2,469	2,881	12,085	2,681	3,059
Elevator Technology	1,562	1,189	1,186	1,101	5,038	1,230	1,215
Plant Technology	1,751	517	807	463	3,538	1,324	824
Components Technology	1,290	1,016	899	972	4,177	1,169	1,337
Marine Systems	1,856	193	(339)	(840)	870	110	139
Corporate	34	26	22	45	127	31	31
Consolidation	(455)	(315)	(548)	(586)	(1,904)	(660)	(814)
Group	12,887	7,642	7,926	7,515	35,970	9,328	10,373



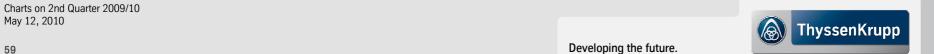
# Business Area Overview – Quarterly Sales

			2009/10				
million €	Q1	Q2	Q3	Q4	FY	Q1	Q2
Steel Europe	2,848	2,326	2,151	2,245	9,570	2,281	2,667
Steel Americas	0	0	0	0	0	0	23
Stainless Global	1,173	988	1,030	1,295	4,486	1,210	1,461
Materials Services	3,995	3,109	2,751	2,960	12,815	2,760	2,881
Elevator Technology	1,343	1,293	1,328	1,344	5,308	1,226	1,221
Plant Technology	1,078	1,187	1,101	1,084	4,450	954	940
Components Technology	1,299	1,100	1,063	1,141	4,603	1,237	1,344
Marine Systems	546	371	321	356	1,594	254	287
Corporate	34	26	22	45	127	31	31
Consolidation	(794)	(541)	(468)	(587)	(2,390)	(602)	(748)
Group	11,522	9,859	9,299	9,883	40,563	9,351	10,107



# Business Area Overview – Quarterly EBITDA

			2009/10				
million €	Q1	Q2	Q3	Q4	FY	Q1	Q2
Steel Europe	518	277	(147)	(161)	487	275	327
Steel Americas	(40)	0	10	(43)	(73)	38	8
Stainless Global	(189)	(251)	(98)	(62)	(600)	(3)	(61)
Materials Services	100	(46)	(64)	(28)	(38)	168	103
Elevator Technology	174	165	183	118	640	171	168
Plant Technology	81	66	58	1	206	90	67
Components Technology	137	37	(6)	(133)	35	124	143
Marine Systems	42	(90)	(93)	(178)	(319)	(1)	11
Corporate	(54)	(28)	(37)	(32)	(151)	(52)	(55)
Consolidation	(5)	12	14	(16)	5	(2)	(11)
Group	764	142	(180)	(534)	192	808	700



May 12, 2010

# Business Area Overview – Quarterly EBIT

			20	09/10			
million €	Q1	Q2	Q3	Q4	FY	Q1	Q2
Steel Europe	362	128	(296)	(328)	(134)	126	179
adjusted	371	131	(156)	(262)	<i>84</i>	126	179
Steel Americas	(42)	0	9	(44)	(77)	37	7
adjusted	(42)	0	9	(44)	(77)	<i>37</i>	7
Stainless Global	(228)	(351)	(185)	(100)	(864)	(41)	(102)
adjusted	(228)	(291)	(139)	(55)	(713)	(41)	(102)
Materials Services	54	(88)	(106)	(71)	(211)	129	70
adjusted	54	(88)	(106)	1	(139)	48	70
Elevator Technology	157	149	168	96	570	154	151
adjusted	<i>157</i>	149	168	124	<i>598</i>	154	151
Plant Technology	72	57	49	(15)	163	82	59
adjusted	<i>72</i>	<i>62</i>	<i>50</i>	24	208	<i>82</i>	59
Components Technology	66	(33)	(85)	(344)	(396)	57	73
adjusted	66	(7)	(60)	(85)	(86)	<i>57</i>	73
Marine Systems	32	(115)	(123)	(337)	(543)	(6)	(4)
adjusted	32	(45)	(27)	(39)	(79)	(1)	11
Corporate	(60)	(36)	(45)	(40)	(181)	(59)	(68)
Consolidation	(6)	13	17	(14)	10	(1)	(12)
Group	407	(276)	(597)	(1,197)	(1,663)	478	353
adjusted	416	(112)	(289)	(390)	(375)	402	<i>368</i>



# Business Area Overview – Quarterly EBT

	2008/09						09/10
million €	Q1	Q2	Q3	Q4	FY	Q1	Q2
Steel Europe	345	109	(312)	(339)	(197)	104	163
adjusted	354	112	(172)	(273)	21	104	163
Steel Americas	(76)	(22)	(19)	(99)	(216)	(4)	(32)
adjusted	(76)	(22)	(19)	(99)	(216)	(4)	(32)
Stainless Global	(243)	(367)	(202)	(114)	(926)	(59)	(117)
adjusted	(243)	(307)	(156)	(69)	(775)	(59)	(117)
Materials Services	30	(106)	(128)	(91)	(295)	112	60
adjusted	<i>30</i>	(106)	(128)	(19)	(223)	31	60
Elevator Technology	159	149	166	96	570	155	153
adjusted	159	149	166	124	<i>598</i>	155	153
Plant Technology	99	74	65	(2)	236	95	73
adjusted	99	79	66	<i>37</i>	281	95	73
Components Technology	53	(47)	(101)	(363)	(458)	43	63
adjusted	53	(21)	(76)	(104)	(148)	43	63
Marine Systems	33	(117)	(127)	(343)	(554)	(10)	(7)
adjusted	33	(47)	(31)	(45)	(90)	(5)	8
Corporate	(155)	(141)	(131)	(107)	(534)	(121)	(154)
Consolidation	(5)	13	17	(15)	10	(2)	(11)
Group	240	(455)	(772)	(1,377)	(2,364)	313	191
adjusted	249	(291)	(464)	(570)	(1,076)	237	206



# Business Area Overview – Quarterly Operating Cash Flow

			2009/10				
million €	Q1	Q2	Q3	Q4	FY	Q1	Q2
Steel Europe	(790)	279	576	588	653	(123)	235
Steel Americas	(39)	(55)	15	69	(10)	(171)	(93)
Stainless Global	(319)	262	122	183	248	(100)	88
Materials Services	(202)	197	390	569	953	(82)	(102)
Elevator Technology	75	289	170	220	754	87	238
Plant Technology	74	80	(52)	152	254	114	161
Components Technology	(70)	48	176	228	382	70	80
Marine Systems	(168)	169	(50)	(179)	(228)	(124)	145
Corp./Cons.	579	214	(16)	(85)	693	21	(568)
Group	860	1,483	1,331	1,745	3,699	(308)	184



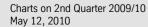
# Special Items (I)

	2008/09						9/10
Business Area	Q1	Q2	Q3	Q4	FY	Q1	Q2
Steel Europe:							
Restructuring Metal Forming	(9)	(3)	(10)	(38)	(60)		
Restructuring TK Steel			(125)	(1)	(126)		
Restructuring Color/Construction			(5)	(18)	(23)		
Impairment Metal Forming				(6)	(6)		
Impairment Color/Construction				(3)	(3)		
Stainless Global:							
Restructuring Nirosta				(46)	(46)		
Impairment SKS		(60)		1	(59)		
Impairment Nirosta			(46)		(46)		
Materials Services:							
Restructuring Metals Germany				(57)	(57)		
Restructuring Western Europe				(6)	(6)		
Restructuring Plastics Services				(9)	(9)		
Disposal Gain TKIN and Safway						81	
Elevator Technology:							
Restructuring Fahrtreppen Hamburg				(25)	(25)		
Impairment Fahrtstreppen Hamburg				(3)	(3)		



# Special Items (II)

			2009/10				
Business Area	Q1	Q2	Q3	Q4	FY	Q1	Q2
Plant Technology:							
Restructuring System Engineering			(1)	(22)	(23)		
Restructuring Transrapid		(5)		(10)	(15)		
Impairment Transrapid				(7)	(7)		
Components Technology:							
Restructuring Forging Group		(19)	(12)	(97)	(128)		
Restructuring Bilstein		(2)	(5)	(12)	(19)		
Restructuring Presta Steering		(2)	(2)	(9)	(13)		
Restructuring Waupaca				(3)	(3)		
Impairment Forging Group		(2)		(35)	(37)		
Impairment Bilstein				(22)	(22)		
Impairment Presta Steering		(1)	(8)	(5)	(14)		
Impairment Waupaca				(76)	(76)		
Divestment Bilstein			2		2		
Marine Systems:							
Restructuring Marine Systems		(25)	(78)	(124)	(227)		
Impairment Marine Systems		(14)	(19)	(174)	(207)		
Divestment Nobiskrug		(31)	1		(30)		
Hellenic Shipyards						(5)	(15)





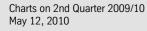
# **Business Area Overview (I)**

	Order Int	ake (€m)	Sales	(€m)	Employees		
	H1 2008/09	H1 2009/10	H1 2008/09	H1 2009/10	Mar 31, 2009	Mar 31, 2010	
Steel Europe	3,345	5,499	5,174	4,948	37,380	34,872	
Steel Americas	0	23	0	23	1,529	2,256	
Stainless Global	1,785	2,503	2,161	2,671	12,079	11,235	
Materials Services	6,735	5,740	7,104	5,641	45,674	31,482	
Elevator Technology	2,751	2,445	2,636	2,447	43,306	42,787	
Plant Technology	2,268	2,148	2,265	1,894	13,186	12,934	
Components Technology	2,306	2,506	2,399	2,581	29,223	27,894	
Marine Systems	2,049	249	917	541	8,305	6,669	
Corporate	60	62	60	62	1,839	2,447	
Consolidation	(770)	(1,474)	(1,335)	(1,350)	-	-	
Group	20,529	19,701	21,381	19,458	192,521	172,576	



# **Business Area Overview (II)**

	EBITD	A (€m)	EBIT	(€m)	EBT (€m)		
	H1 2008/09	H1 2009/10	H1 2008/09	H1 2009/10	H1 2008/09	H1 2009/10	
Steel Europe	795	602	490	305	454	267	
Steel Americas	(40)	46	(42)	44	(98)	(36)	
Stainless Global	(440)	(64)	(579)	(143)	(610)	(176)	
Materials Services	54	271	(34)	199	(76)	172	
Elevator Technology	339	339	306	305	308	308	
Plant Technology	147	157	129	141	173	168	
Components Technology	174	267	33	130	6	106	
Marine Systems	(48)	10	(83)	(10)	(84)	(17)	
Corporate	(82)	(107)	(96)	(127)	(296)	(275)	
Consolidation	7	(13)	7	(13)	8	(13)	
Group	906	1,508	131	831	(215)	504	





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- (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
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