

ThyssenKrupp Equity Story

Plant Technology

May 2012

Developing the future.



ThyssenKrupp

Agenda

- **Business Overview**

- Key Financials

- Product Overview

- Market Overview



Business Area Overview

PLANT TECHNOLOGY

Sales (FY 2010/11): €4,004 m; Employees (Sep 30, 2011): 13,478

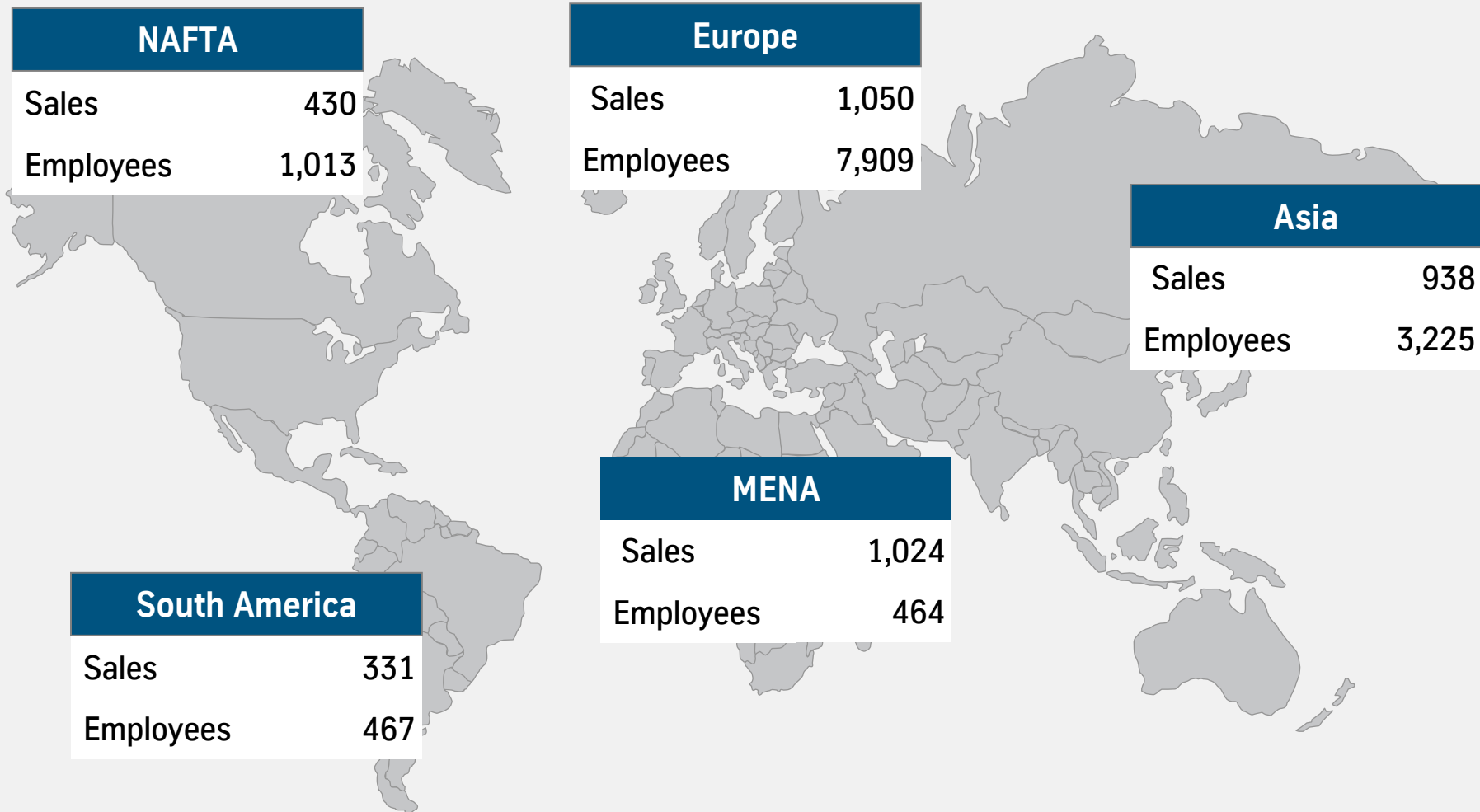
	Chemicals	Cement	Mining	Automotive
Market Segments				
Products/ Services	Plants for: <ul style="list-style-type: none"> Fertilizers & Base Chemicals Petrochemicals Hydrocarbon Processing 	Plants & equipment for: <ul style="list-style-type: none"> Cement industry 	Solutions for: <ul style="list-style-type: none"> Mining Mineral processing Materials handling 	Production systems for Automotive and Aerospace Industry
Sales (€m)*	1,428	680	1,236	683
Employees*	4,780	1,781	3,465	3,427

* Sales: FY 2010/11 (not consolidated); Employees: Sep 30, 2011

Operating Unit "Transrapid" (maglev technology): Sales €6 m; Employees 25

Worldwide Presence of ThyssenKrupp Plant Technology

Sales and employees distribution



2010/11 sales in € million; employees as of September 30, 2011

Rest of World: Sales €231 m, Employees: 400

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Plant Technology

Key figures

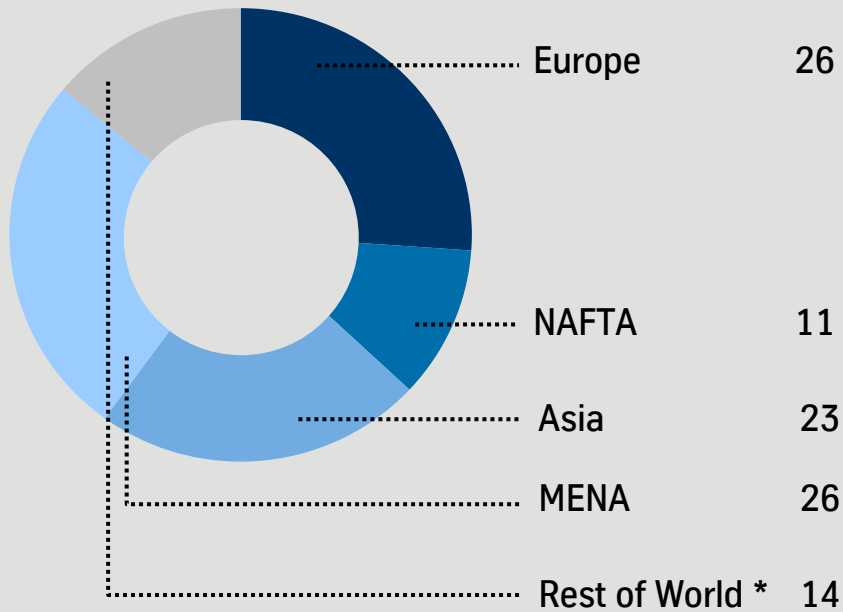
		2010/11				FY	2011/12	
		Q1	Q2	Q3	Q4		Q1	Q2
Order intake	€m	1,016	896	1,098	1,464	4,474	871	934
Sales	€m	897	969	943	1,195	4,004	943	983
EBITDA	€m	115	148	149	138	550	134	125
EBIT	€m	107	139	131	129	506	125	114
EBIT adjusted	€m	107	139	131	129	506	125	115
Ø Capital Employed	€m	303	329	239	245	245	300	326
OCF	€m	118	(26)	129	267	488	(116)	51
CF from divestm.	€m	0	0	1	0	2	1	1
CF for investm.	€m	(7)	(9)	(10)	(21)	(48)	(15)	(6)
FCF	€m	111	(35)	120	247	442	(130)	46
Employees		13,001	13,026	13,194	13,478	13,478	13,786	13,956



Global Business in all Four Market Segment

Total sales of €4 bn by regions and business activities (FY 2010/11)

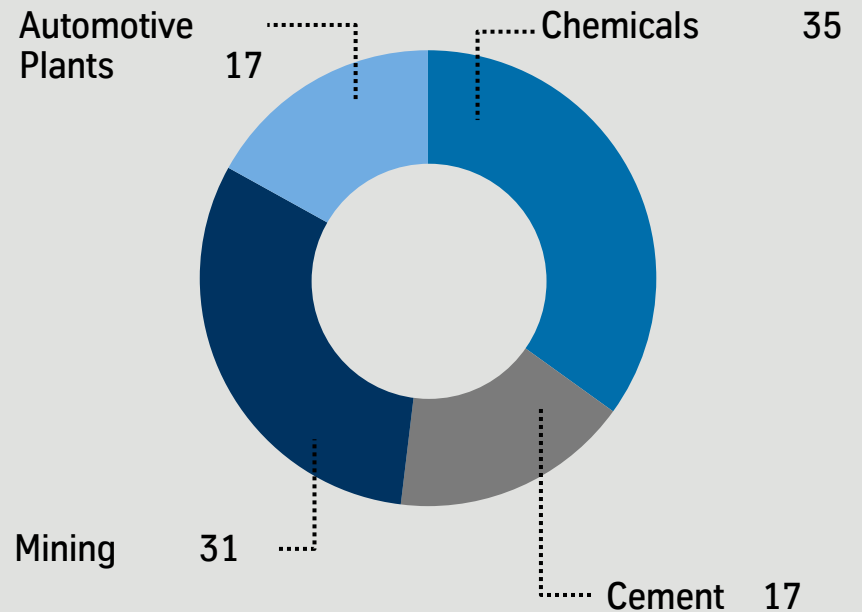
Sales by region



* mainly Australia & Latin America

(in %, not consolidated)

Sales by market segments

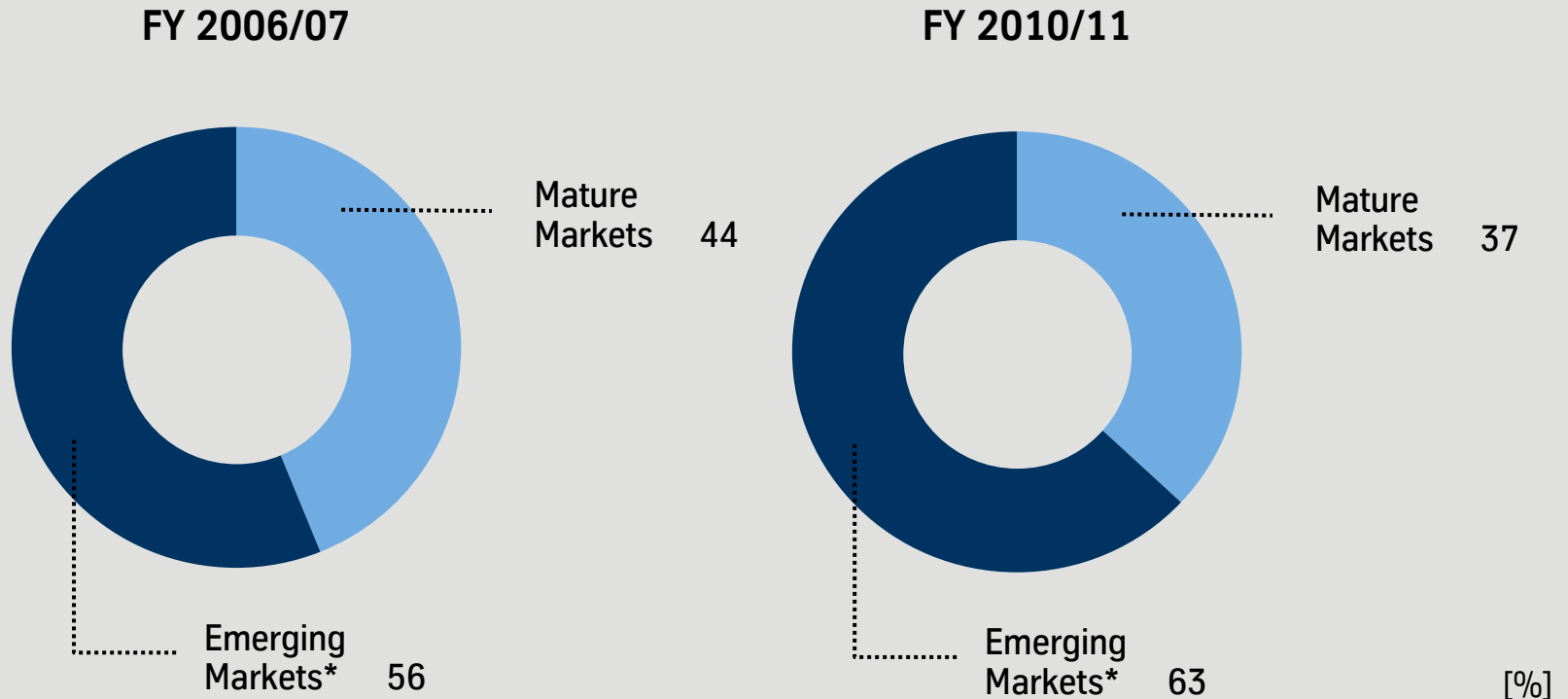


* incl. Contracting, Services

(in %, not consolidated)

Expanding Strong Market Position in Mature and Emerging Markets

Development of sales split between mature and emerging markets



* Middle East/Africa, Latin America (incl. Mexico), Central/Eastern Europe, India, Asia (excl. Japan)

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Plant Technology: Reference Projects

Oil sand mining & processing plant
Canada



Fertilizer complex
(ammonia & urea)
SORFERT, Algeria
Construction time: ~5 yrs



4 fully mobile crushing plants
in open pit coal mine
China Power Investm. Group

Engine assembly line
FORD, United Kingdom



Bodyshop Production Lines
and Service contract
Volkswagen, Russia

3,300 tpd
turnkey cement plant
HONDURER, Honduras
Construction time: ~3 yrs








2,100 tpd
cement production line
OHORONGOFA, Namibia
Construction Time: ~3 yrs



300,000 tpy low-density
polyethylene (LDPE) plant
QAPCO, Qatar
Construction time: ~3 yrs

Chemicals: Broad Technology Portfolio

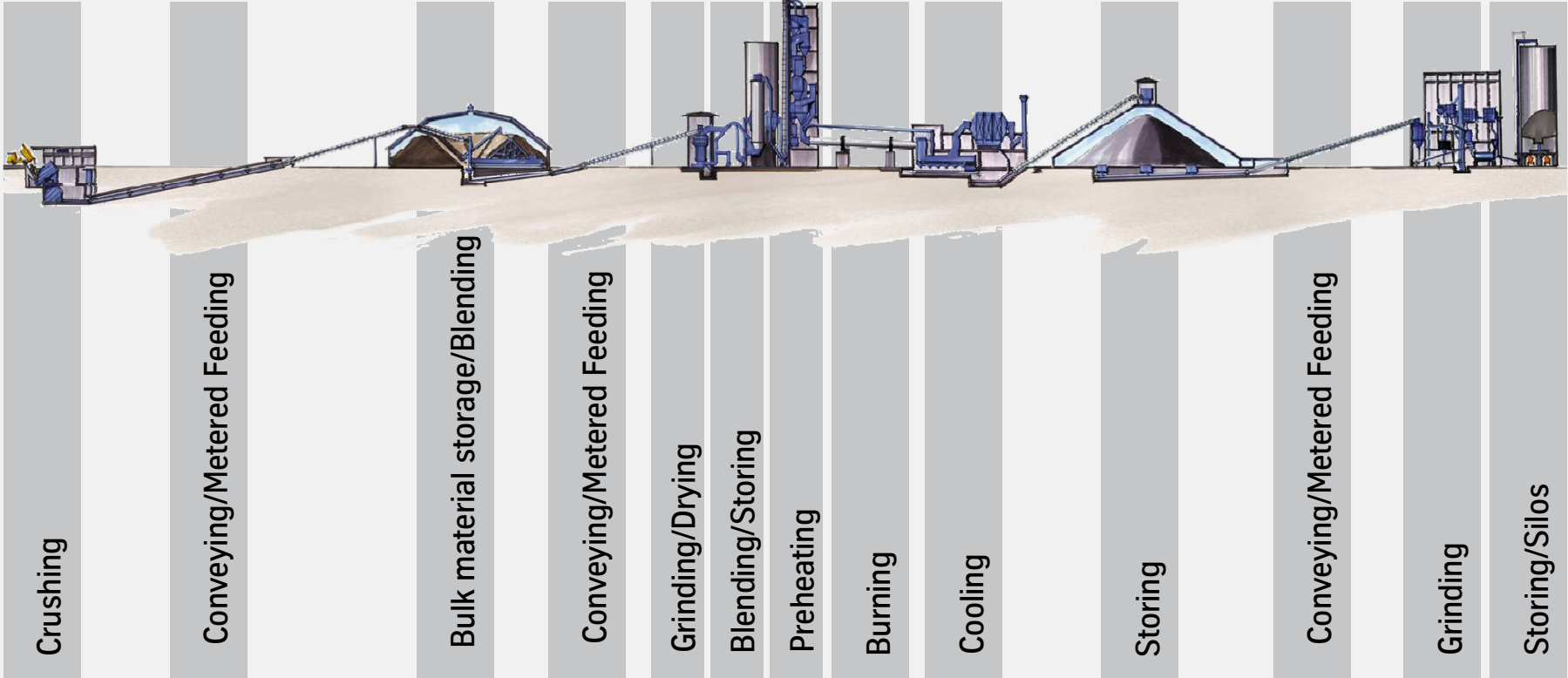
Raw Materials	Conversion Technologies	Precursors & Intermediates	Customer Products	End Markets
Natural Gas 	Gas Reforming	Syngas	Fertilizers	Agriculture
Crude Oil 	Oil Refining	Olefins & Aromatics	Organic Chemicals & Polymers	Packaging Textiles
Biomass 	Biotechnology	Organic Acids	Biopolymers	Automotive Life Sciences
Coal 	Gasification	Syngas	Electric Power	Energy
	Coke Plant Technologies	Coke, Coke Oven Gas	Fuel	
Minerals (Salt) 	Electrolysis	Chlorine, Caustic Soda	Steel	Automotive, Construction, etc.
Inorganic & Organic Chemicals				
Chemical Processing				

Engineering, Procurement, Construction, Commissioning – Contracting & Services

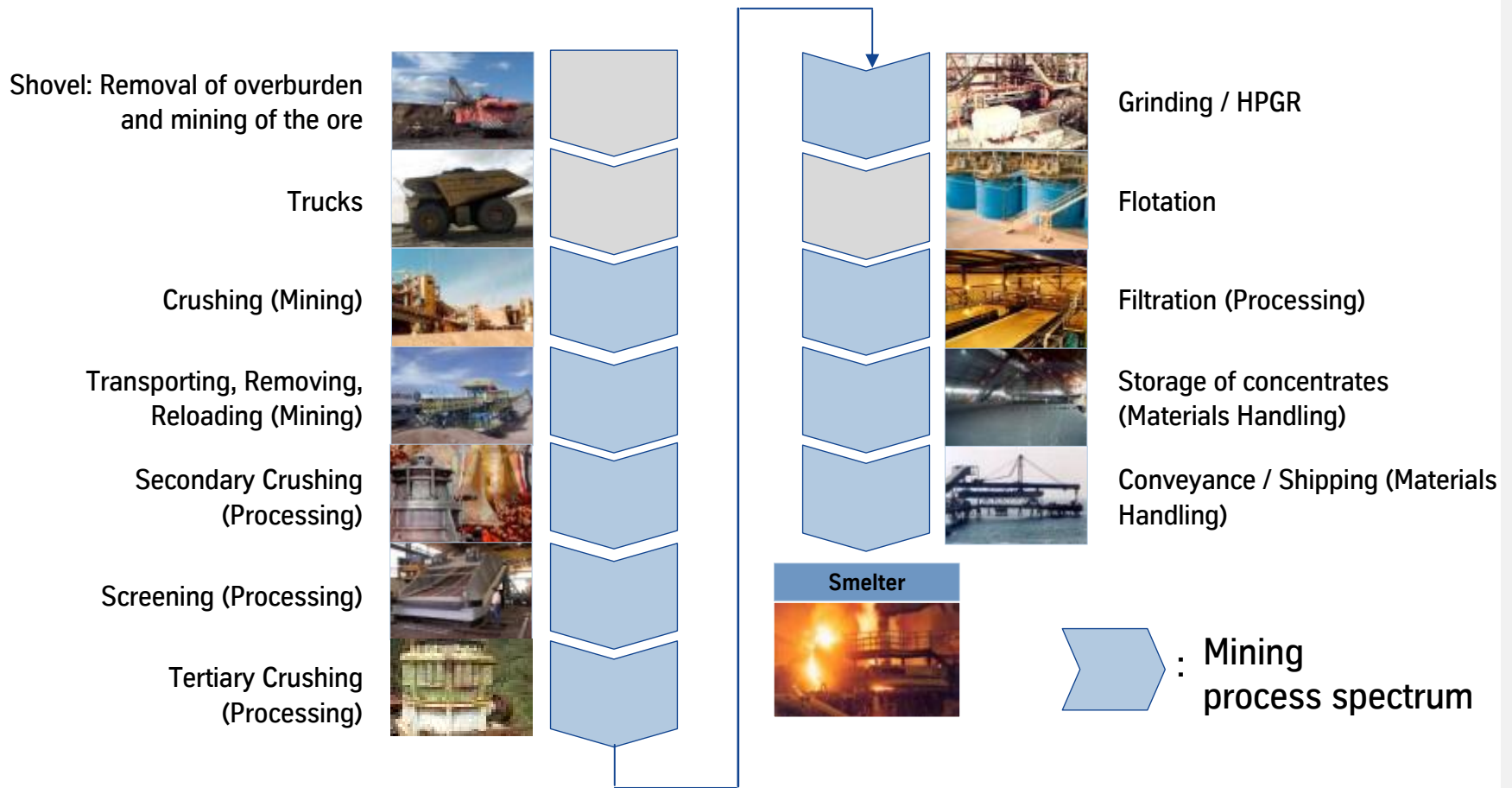
Uhde: Proprietary Technology



Cement: Covering the Whole Value Chain of Cement Production

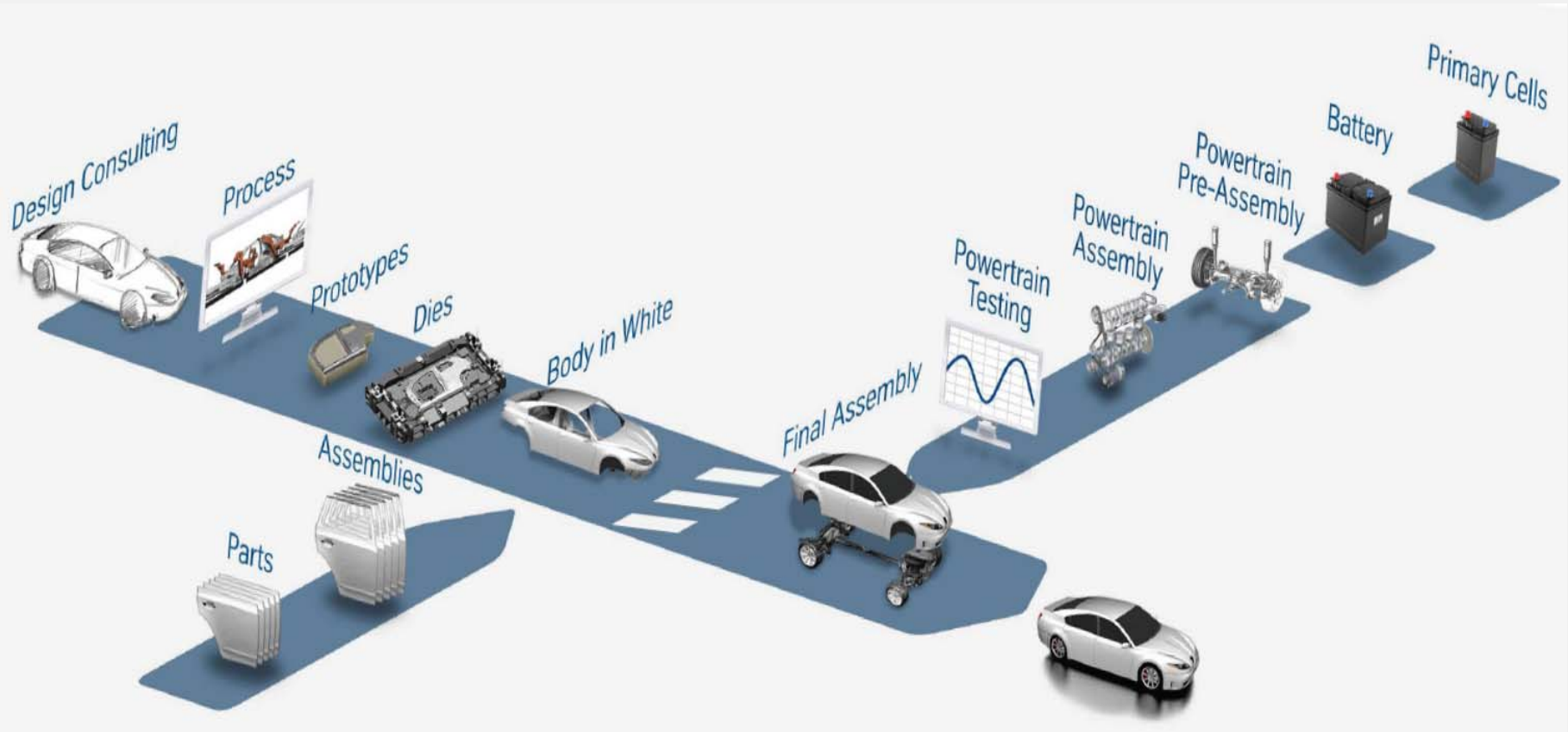


Mining: Broad Spectrum in Processing & Materials Handling



Covering a broad spectrum of raw materials, e.g.:
 Limestone, iron ore, coal, nickel, sulfur, phosphate, copper, bauxite, gold, diamonds, oil sand

Automotive Plants: Technology Portfolio for Process Chain



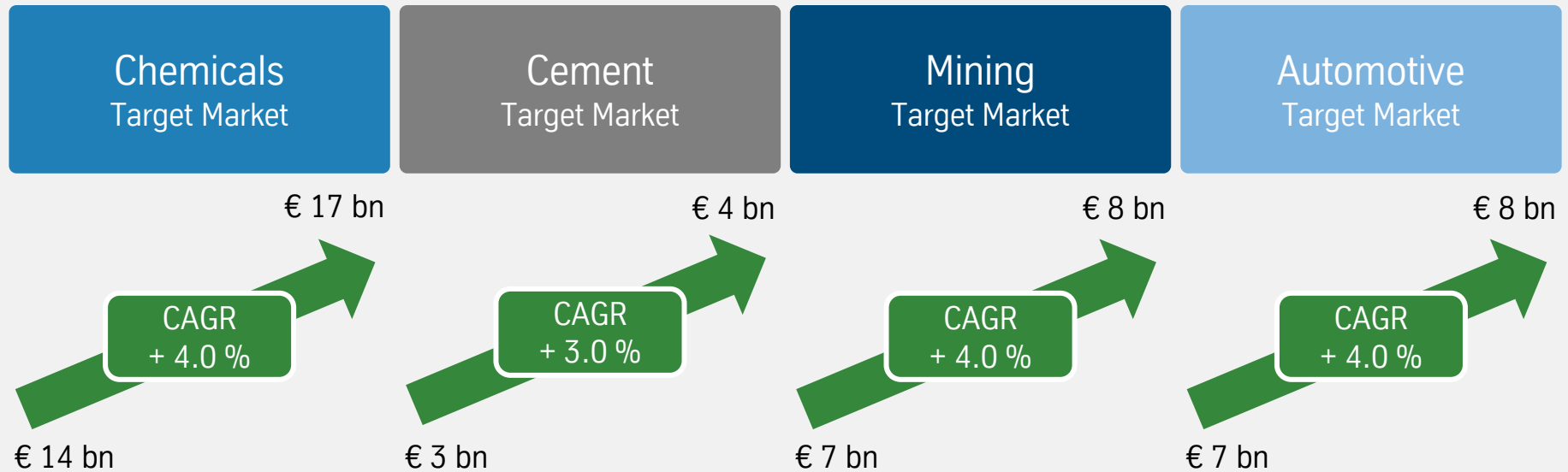
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The segments we supply: Healthy Growth Trends

CAGR Years 2010 – 2015



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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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