

Excerpt Financials, Fiscal Year 2006 – 2007

December 04, 2007

06—07

Fiscal Year 2006/07 Results Confirm New Earnings Strength

○ Order intake	€54,605 m	+8%
○ Sales	€51,723 m	+10%
○ EBT		
as reported	€3,330 m	+27%
excl. major nonrecurring items	€3,799 m	+36%
○ EPS	€4.30	+33%
○ TKVA / ROCE	€2,108 m / 21%	+40% / +3%-p.
○ Net financial receivables	€223 m	
○ Dividend proposal	€1.30	+30% yoy



Group Outlook 2007/08: EBT excl. Major Nonrecurring Items >€3 bn

Outlook 2007/08

2007/08

- Assumption:**
- Robust economic growth

**Robust
earnings
platform**

- EBT 2007/08: >€3 bn
excl. major nonrecurring items
- Tax rate reduced to 32%

Group Overview (I)

		2005/2006	2006/2007	Change	Change in %
Order intake	€m	50,782	54,605	3,823	7.5
Sales	€m	47,125	51,723	4,598	9.8
EBITDA	€m	4,700	5,254	554	11.8
EBIT	€m	3,044	3,728	684	22.5
EBT	€m	2,623	3,330	707	27.0
Net income	€m	1,704	2,190	486	28.5
Earnings per share	€	3.24	4.30	1.06	32.7
TK Value Added	€m	1,510	2,108	598	39.6
ROCE	%	17.9	20.7	2.8%-p.	15.6



Group Overview (II)

		2005/2006	2006/2007	Change	Change in %
Capital expenditures*	€m	2,077	3,001	924	44.5
Depreciation/amort.	€m	1,655	1,534	-121	-7.3
Operating cash flow	€m	3,467	2,220	-1,247	-36.0
+ Cash flow from divestments	€m	344	673	329	95.6
– Cash flow for investments	€m	2,040	2,997	957	46.9
Free cash flow	€m	1,771	(104)	-1,875	–
Net financial receivables	Sept 30, €m	747	223	-524	-70.1
Employees	(Sept 30)	187,586	191,350	3,764	2.0

* incl. financial investments



Segment Overview – Order Intake

million €	2005/2006	2006/2007	Change	Change in %
Steel	12,343	12,718	375	3.0
Stainless	7,292	7,684	392	5.4
Technologies	13,160	14,844	1,684	12.8
Elevator	4,690	5,281	591	12.6
Services	14,602	16,823	2,221	15.2
Corporate	1,469	288	-1,181	-80.4
Consolidation	(2,774)	(3,033)	-259	–
Group	50,782	54,605	3,823	7.5



Segment Overview – Sales

million €	2005/2006	2006/2007	Change	Change in %
Steel	12,087	13,209	1,122	9.3
Stainless	6,437	8,748	2,311	35.9
Technologies	11,366	11,523	157	1.4
Elevator	4,298	4,712	414	9.6
Services	14,204	16,711	2,507	17.6
Corporate	1,469	288	-1,181	-80.4
Consolidation	(2,736)	(3,468)	-732	–
Group	47,125	51,723	4,598	9.8



Segment Overview – EBITDA

million €	2005/2006	2006/2007	Change	Change in %
Steel	2,115	2,470	355	16.8
Stainless	667	1,034	367	55.0
Technologies	831	888	57	6.9
Elevator	476	12*	-464	-97.5
Services	685	947	262	38.2
Corporate	(34)	(56)	-22	–
Consolidation	(40)	(41)	-1	–
Group	4,700	5,254	554	11.8

* incl. EU fine



Segment Overview – EBIT

million €	2005/2006	2006/2007	Change	Change in %
Steel	1,482	1,761	279	18.8
Stainless	489	871	382	78.1
Technologies	408	518	110	27.0
Elevator	423	(75) [*]	-498	–
Services	553	787	234	42.3
Corporate	(267)	(95)	172	+
Consolidation	(44)	(39)	5	+
Group	3,044	3,728	684	22.5

* incl. EU fine



Segment Overview – EBT

million €	2005/2006	2006/2007	Change	Change in %
Steel	1,406	1,662	256	18.2
Stainless	423	777	354	83.7
Technologies	410	544	134	32.7
Elevator	391	(113)*	-504	–
Services	482	704	222	46.1
Corporate	(446)	(205)	241	+
Consolidation	(43)	(39)	4	+
Group	2,623	3,330	707	27.0

* incl. EU fine



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