Steel Europe (Discont’d Operation)\(^1\)

Overview

Sales 2017/18 [€ mn]

Sales: 9,470

Cost center

- Logistics
- Slabs
- Hot rolled
- Cold rolled/Coating

Profit center

- Market units

Products and services

High-quality flat carbon steels especially for the auto industry and other steel using sectors with demanding quality and service requirements:
- Hot strip
- Medium-wide strip
- Heavy plate
- Cold strip
- Coated products
- Electrical steel
- Tinplate

Key figures [€ mn]

<table>
<thead>
<tr>
<th></th>
<th>2016/17</th>
<th>2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>8,969</td>
<td>9,157</td>
</tr>
<tr>
<td>Sales</td>
<td>8,915</td>
<td>9,470</td>
</tr>
<tr>
<td>EBITDA</td>
<td>905</td>
<td>894</td>
</tr>
<tr>
<td>EBIT</td>
<td>493</td>
<td>471</td>
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<tr>
<td>Adjusted EBIT</td>
<td>547</td>
<td>687</td>
</tr>
<tr>
<td>Ø Capital Employed</td>
<td>5,286</td>
<td>5,545</td>
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<tr>
<td>Crude steel [kt]</td>
<td>12,060</td>
<td>11,839</td>
</tr>
<tr>
<td>Shipments [kt]</td>
<td>11,433</td>
<td>11,302</td>
</tr>
</tbody>
</table>

Key strategic elements and financial target

- Profound knowledge of customer needs and the ability to develop custom solutions
- Technical know-how gained through years of experience and economies of scope being part of a strong group
- Continuous quality and process improvement initiatives
- Focus on R&D to reinforce differentiation and drive economic weight reduction
- Financial target: Ø tkVA > 0 sustainable across the cycle based on efficiency gains & differentiation

Sales by region (fiscal year 2017/18)

- Middle East & Africa
- Asia/Pacific
- South America
- North America
- Europe (ex Germany)
- Germany

Sales by customer group (fiscal year 2017/18)

- Energy & utilities
- Engineering
- Packaging
- Trading
- Others
- Automotive
- Steel & related processing

Competitors

- ArcelorMittal Europe
- Salzgitter Strip Steel
- Tata Steel Europe
- voestalpine Steel Division

1. Signing of Joint Venture with Tata Steel on June 30th, 2018

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