

Financials Factbook  
May 17, 2004

O N D J F M A M J J A S

02

ThyssenKrupp



## Group Overview (I)

		2nd quarter			
		2002/03	2003/04	Change	Change in %
Order intake	€m	9,081	10,744	1,663	18.3
Sales	€m	9,165	9,847	682	7.4
EBITDA	€m	681	656	-25	-3.7
EBIT	€m	305	300	-5	-1.6
EBT	€m	248	249	1	0.4
Net income	€m	157	155	-2	-1.3
EPS	€	0.31	0.31	+/-	+/-
Normalized EPS	€	0.22	0.31	0.09	40.9
Net income incl. Discontinued Operations		158	277	119	75.3
Basic EPS incl. Discontinued Operations		0.31	0.56	0.25	80.6
Normalized EPS incl. Discontinued Operations		0.22	0.56	0.34	154.5



## Group Overview (II)

		2nd quarter			
		2002/03	2003/04	Change	Change in %
Capex	€m	379	369	-10	-2.6
Deprec./amort.	€m	376	356	-20	-5.3
Net cash from operating activities	€m	462	465	3	0.6
Free cash flow	€m	107	428	321	300.0
Employees	(March 31)	187,740	186,204	-1,536	-0.8



## Segment Overview (I)

	2nd quarter 2002/03			2nd quarter 2003/04		
	Order intake in €m	Sales in €m	Employees (March 03)	Order intake in €m	Sales in €m	Employees (March 04)
Steel	3,299	3,222	49,128	4,261	3,617	48,836
Automotive	1,596	1,601	37,736	1,887	1,888	43,158
Elevator	836	812	29,054	918	833	30,817
Technologies	1,068	1,336	31,500	1,436	1,215	27,346
Services	2,792	2,719	38,892	2,882	2,819	34,692
Real Estate	84	84	747	100	100	633
Corporate	8	8	683	8	8	722
Consolidation	(602)	(617)	–	(748)	(633)	–
Group	9,081	9,165	187,740	10,744	9,847	186,204



## Segment Overview (II)

million €	2nd quarter 2002/03			2nd quarter 2003/04		
	EBITDA	EBIT	EBT	EBITDA	EBIT	EBT
Steel	368 *	178 *	157 *	349	161	138
Automotive	123	53	47	159	80	69
Elevator	99	88	83	99	87	81
Technologies	41	3	15	25	(5)	2
Services	66	29	17	75	45	38
Real Estate	34	22	21	34	19	17
Corporate/ Consolidation	(50)	(68)	(92)	(85)	(87)	(96)
<b>Group</b>	<b>681</b>	<b>305</b>	<b>248</b>	<b>656</b>	<b>300</b>	<b>249</b>

\* incl. sale of stainless quarto plate activities €41 m



## Segment Overview – Order Intake

million €	2nd quarter				
	02/03	03/04	Change	Change in %	Change in % excluding €/\$ exchange rate effects
Steel	3,299	4,261	962	29.2	30.6
Automotive	1,596	1,887	291	18.2	26.4
Elevator	836	918	82	9.8	15.9
Technologies	1,068	1,436	368	34.5	36.8
Services	2,792	2,882	90	3.2	5.4
Real Estate	84	100	16	19.0	
Corporate	8	8	+/-	+/-	
Consolidation	(602)	(748)	-146	-24.3	
<b>Group</b>	<b>9,081</b>	<b>10,744</b>	<b>1,663</b>	<b>18.3</b>	<b>21.8</b>

## Segment Overview – Sales

million €	2nd quarter				
	02/03	03/04	Change	Change in %	Change in % excluding €/\$ exchange rate effects
Steel	3,222	3,617	395	12.3	13.6
Automotive	1,601	1,888	287	17.9	26.1
Elevator	812	833	21	2.6	8.3
Technologies	1,336	1,215	-121	-9.1	-7.4
Services	2,719	2,819	100	3.7	5.8
Real Estate	84	100	16	19.0	
Corporate	8	8	+/-	+/-	
Consolidation	(617)	(633)	-16	-2.6	
<b>Group</b>	<b>9,165</b>	<b>9,847</b>	<b>682</b>	<b>7.4</b>	<b>10.7</b>

## Segment Overview – EBT

million €	2nd quarter				
	02/03	03/04	Change	Change in %	Change in % excluding €/\$ exchange rate effects
Steel	157 *	138	-19	-12.1	-10.1
Automotive	47	69	22	46.8	51.2
Elevator	83	81	-2	-2.4	2.7
Technologies	15	2	-13	-86.7	-92.1
Services	17	38	21	123.5	142.8
Real Estate	21	17	-4	-19.0	
Corporate	(91)	(96)	-5	-5.5	
Consolidation	(1)	0	1	+	
<b>Group</b>	<b>248</b>	<b>249</b>	<b>1</b>	<b>0.4</b>	<b>5.2</b>

\* incl. sale of stainless quarto plate activities €41 m





## Segment Overview (I)

million €	1st half 2002/03		1st half 2003/04	
	Order intake	Sales	Order intake	Sales
Steel	6,236	6,014	7,628	6,606
Automotive	3,107	3,093	3,576	3,549
Elevator	1,790	1,632	1,857	1,708
Technologies	2,406	2,699	2,977	2,317
Services	5,491	5,362	5,568	5,424
Real Estate	162	162	163	163
Corporate	17	17	20	20
Consolidation	(1,146)	(1,173)	(1,476)	(1,253)
<b>Group</b>	<b>18,063</b>	<b>17,806</b>	<b>20,313</b>	<b>18,534</b>



## Segment Overview (II)

million €	1st half 2002/03			1st half 2003/04		
	EBITDA	EBIT	EBT	EBITDA	EBIT	EBT
Steel	658*	275*	229*	657	273	229
Automotive	245	81	67	285	126	106
Elevator	203	181	164	206	181	168
Technologies	71	(11)	11	51	(10)	5
Services	145	69	39	139	77	61
Real Estate	68	45	41	62	35	30
Corporate/ Consolidation	(130)	(147)	(163)	(159)	(164)	(187)
<b>Group</b>	<b>1,260</b>	<b>493</b>	<b>388</b>	<b>1,241</b>	<b>518</b>	<b>412</b>

\* incl. sale of stainless quarto plate activities €41 m



# 30+ Portfolio Optimizations - FY 2002/03

## Corporate

Böhler Thyssen Schweißtechnik (D) **Disposal**

## Steel

Galmed (E) **Acquisition**  
 Quarto plate activities (D) **Disposal**  
 LA.RE. (I) **Disposal**  
 TAD (I) **Acquisition**  
 Fischer (F) **Closure**  
 Bauelemente Dinslaken (D) **Closure**

## Automotive

Greening Donald (CAN) **Disposal**  
 Sofedit (F) **Acquisition**  
 Phillips & Temro (USA) **Disposal**  
 Philadelphia Plant (USA) **Closure**  
 Kendalville (USA) **Mothballed**

## Technologies

Polymer (D) **Disposal**  
 Otto India (India) **Disposal**  
 Stahlbau Berlin (D) **Closure**  
 Henschel (D) **Disposal**

## Elevator

Lift Service Lublin (PL) **Acquisition**  
 ECE Elevator (India) **Acquisition**  
 Mahkota (Malaysia) **Acquisition**  
 Ascensores Causi (E) **Acquisition**  
 Bongear/Hang Pak (Hong Kong) **Acquisition**  
 Britannic Lift Co. (GB) **Acquisition**  
 Tepper Aufzüge (D) **Acquisition**  
 HABAG (D) **Acquisition**  
 Mylau Plant (D) **Closure**  
 TK Herouth Ltd. Partnership (ISR) **Acquisition**

## Services

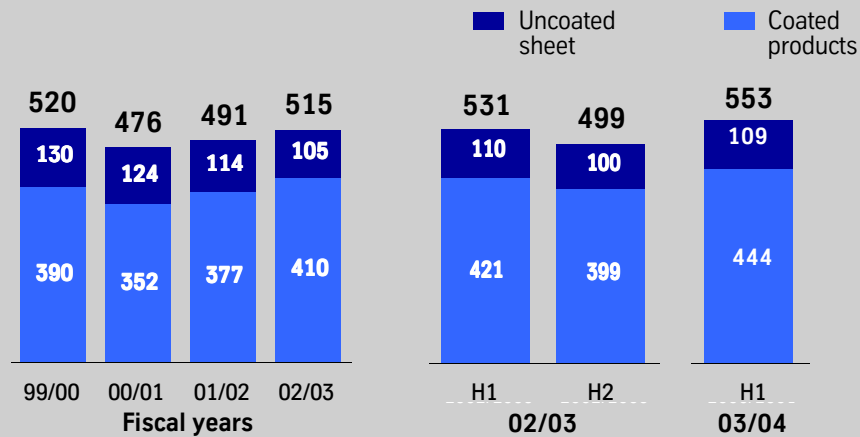
Ferrosta (CZ) **Acquisition**  
 Rodena (DK) **Acquisition**  
 Werkzeugstahl (D) **Disposal**  
 Verder Kunststoffen (NL) **Acquisition**  
 Metal Center Rochester (USA) **Acquisition**  
 TW Metals (USA) **Acquisition**  
 Rodisola (E) **Acquisition**  
 Umweltservice (D) **Disposal**  
 Construction Services (D) **Disposal**  
 Media Services (D) **Disposal**



# Carbon Steel: Shipments and Revenues

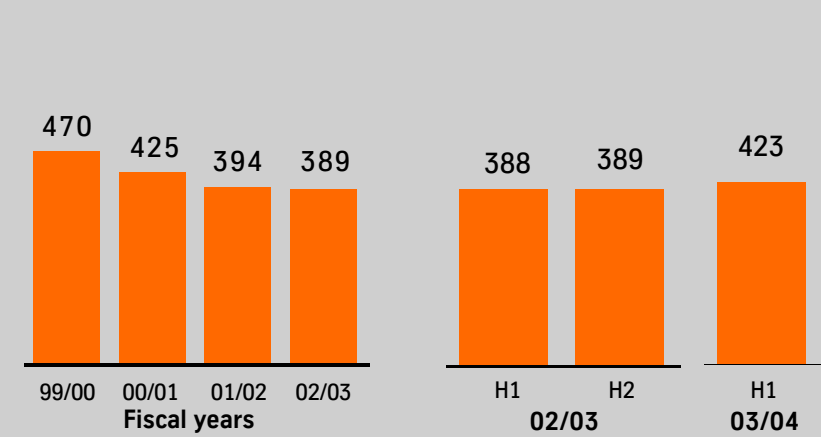
Shipments ThyssenKrupp Stahl AG  
Cold-rolled products

1,000 tpm



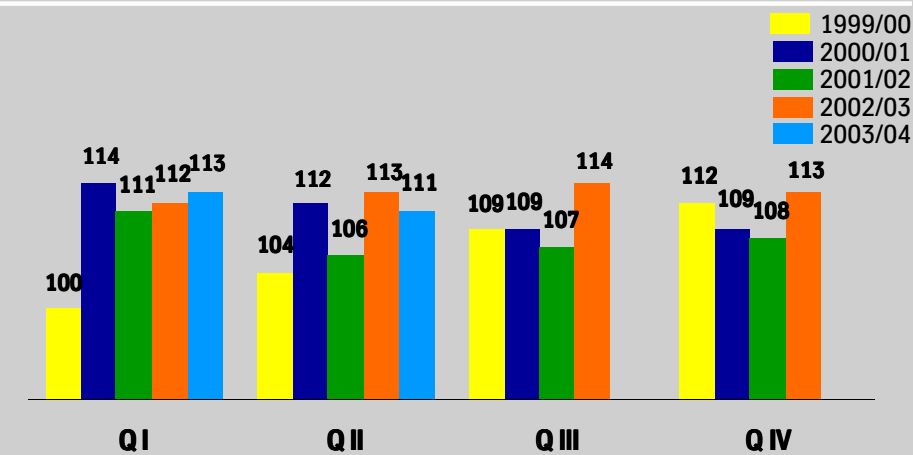
Shipments ThyssenKrupp Stahl AG  
Hot-rolled products (excl. quarto plate)

1,000 tpm



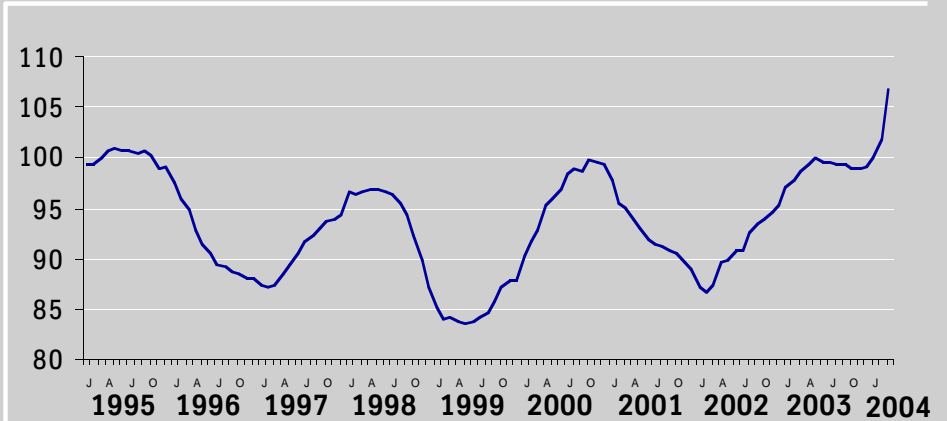
ThyssenKrupp Stahl AG:  
Average revenues per ton

Q1 1999/00 = 100



Rolled steel prices (domestic sales) Germany  
(incl. stainless steel)

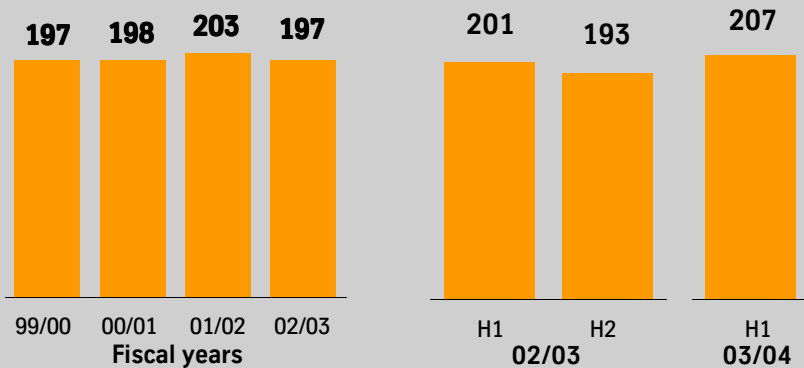
Index 1995 = 100



# Stainless steel: Shipments and Revenues

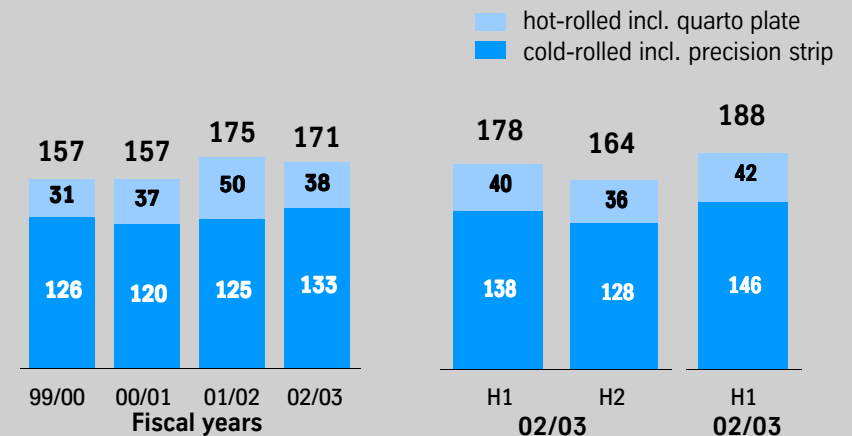
Total shipments ThyssenKrupp Stainless

1,000 tpm



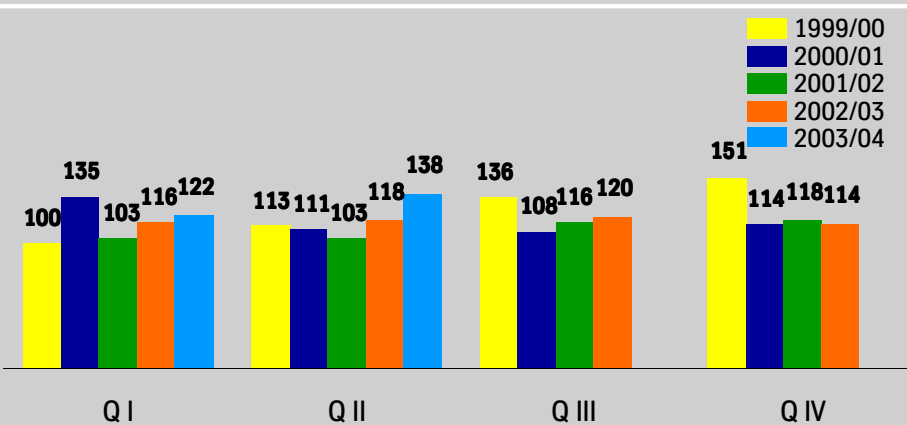
Stainless flat shipments ThyssenKrupp Stainless

1,000 tpm



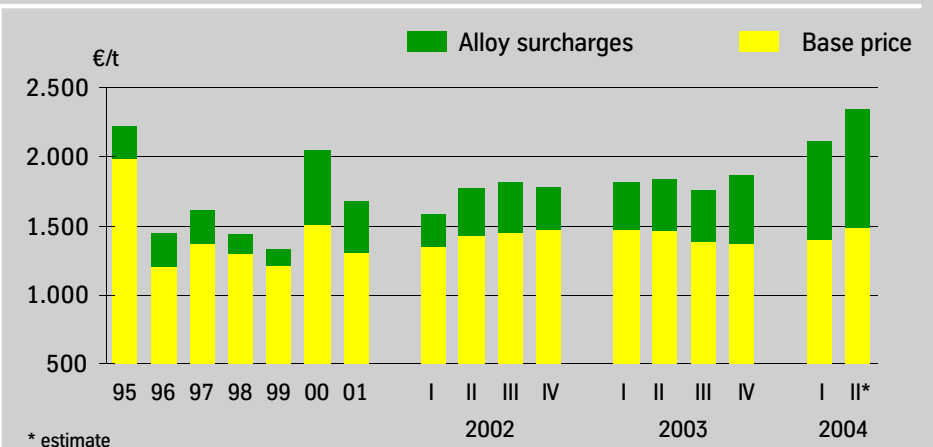
ThyssenKrupp Stainless: Revenues per ton cold strip 4301 (incl. alloy surcharge)

Q1 1999/00 = 100



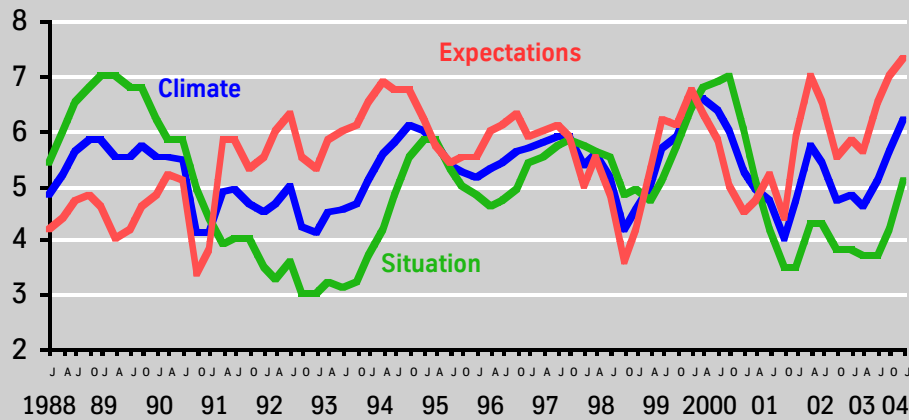
Revenues stainless cold-rolled 4301, Western Europe

(X5 CrNi 18 - 10, 2 x 1250 x 2000, IIIc, trade)



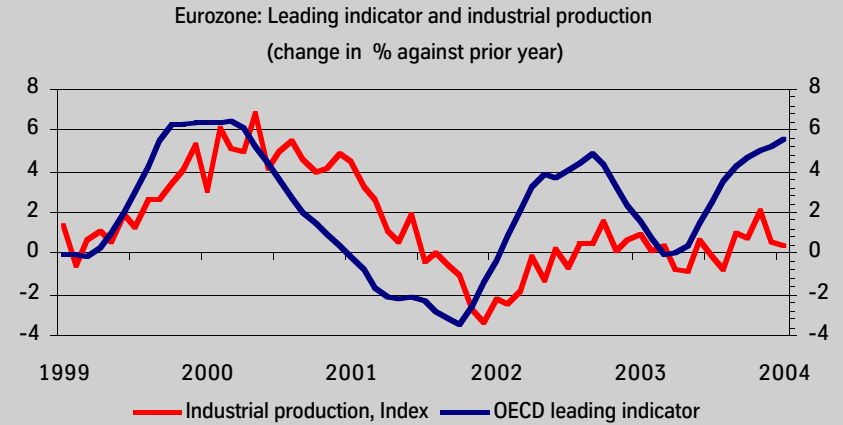
# World economy: World economic upswing gathers pace

## World economic climate (index): Distinct signs of growth



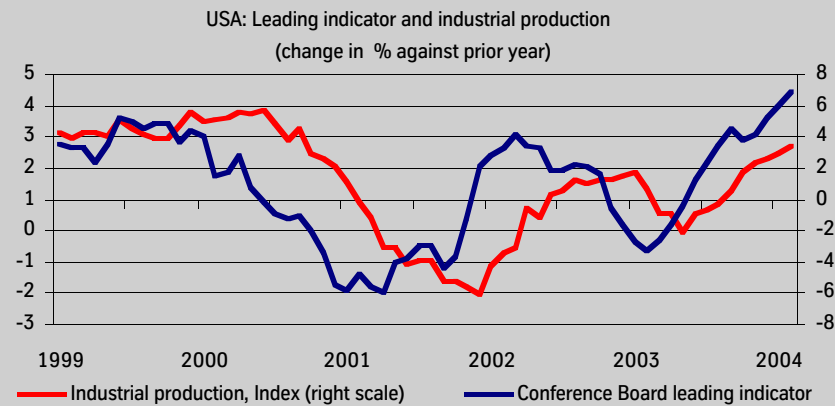
Source: Global Insight

## Euro zone: Moderate production growth



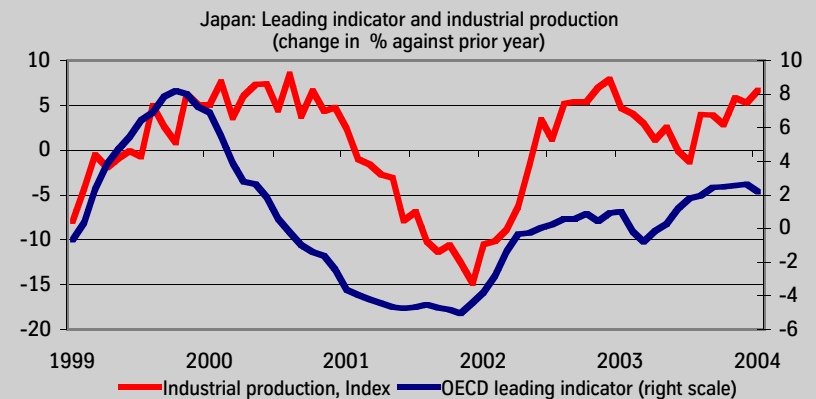
Source: Global Insight

## North America: Dynamic industrial production in the US



Source: Global Insight

## Japan: Recovery in Japan continues

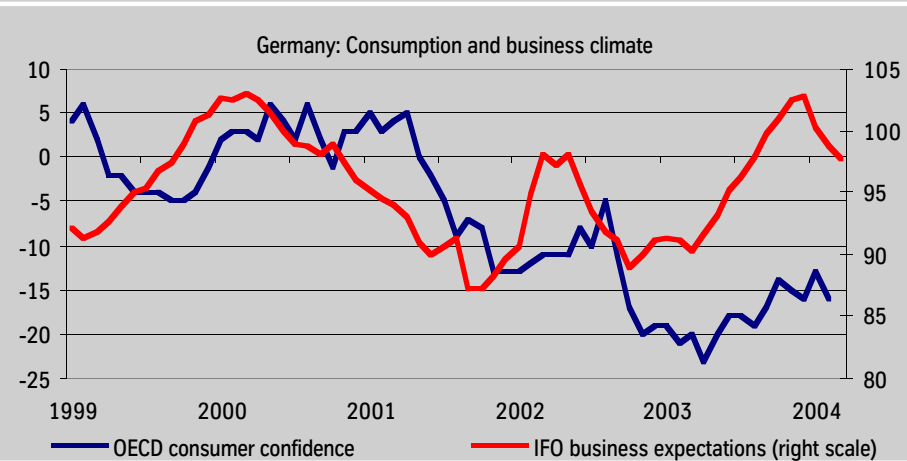


Source: Global Insight

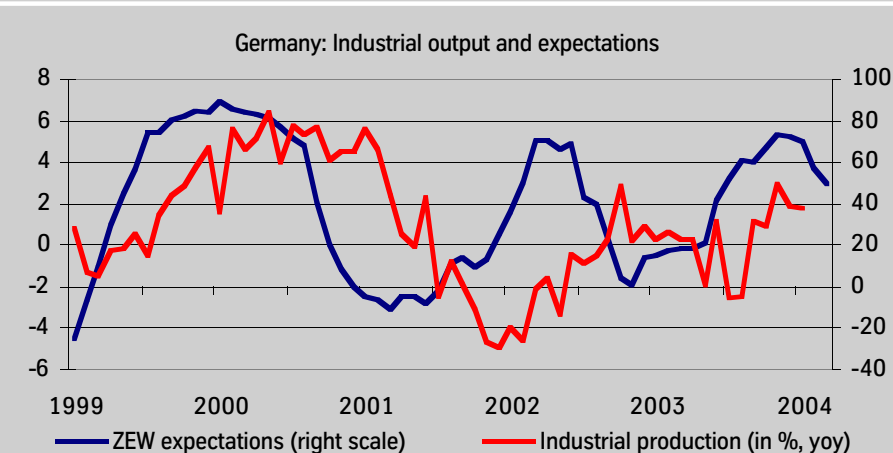


# German economy: Upswing lacks strength

## Consolidation of German consumption and business climate



## Industrial output: Upswing slightly weakened



## Key notes

- The German economy has been in a phase of cyclical recovery since fall 2003. Production and order intake show a moderate upswing, although according to some recent indicators a certain amount of consolidation is taking place – albeit at a high level. Current indicators of the business situation show livelier production activity and a good workload.
- This moderate recovery – despite the strong euro – is being driven largely by exports, while consumption has so far remained weak. One of the main factors responsible for the weak level of consumption is the continued weakness on the labor market. In addition, the ongoing tax and reform debate is dampening consumer sentiment.

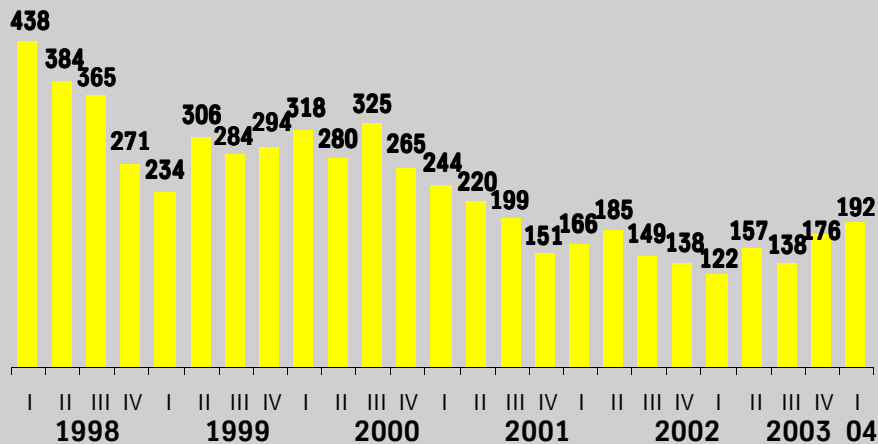
# Mechanical engineering sector worldwide: Strong growth in China

Mechanical engineering output	2003 Real, change in %	2004* Real, change in %	2005* *Forecast
Germany	-1.0	2.0	4.0
Italy	-3.9	1.7	3.0
United Kingdom	0.4	4.6	3.5
France	-4.0	0.7	4.0
Switzerland	-3.5	-0.2	1.0
Sweden	3.8	0.4	2.0
Spain	-2.5	4.2	2.0
Netherlands	-4.6	2.8	5.0
Finland	1.0	2.0	3.0
<b>Western Europe</b>	<b>-2.5</b>	<b>2.5</b>	<b>4.0</b>
USA	-0.4	5.0	3.9
Japan	4.4	4.5	3.8
China	15.1	8.0	6.2

Source: BAK

## Domestic consumption metal cutting machine tools USA

million US\$, monthly average



Source: AMTDA

## Key notes

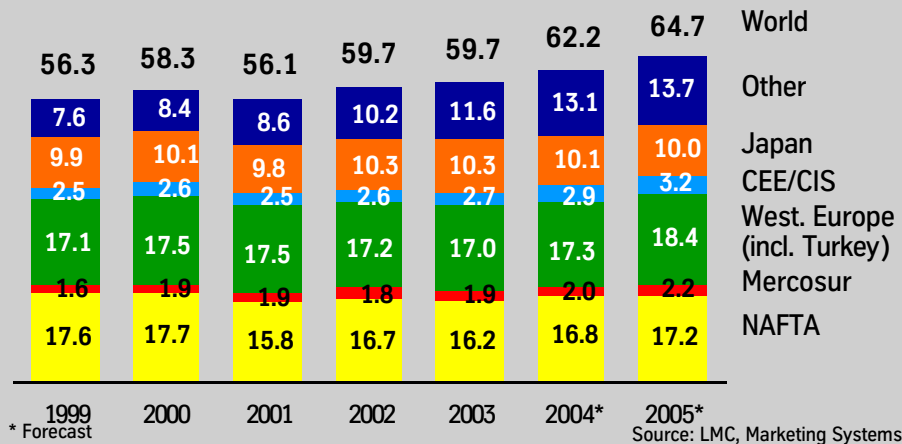
- In the industrialized countries, mechanical engineering production will show moderate growth. While remaining high, growth in China will be down by almost half from 2003.
- The US mechanical engineering industry will perform well, driven by exchange rates. In February 2004 output was 4.3% higher than a year earlier, excluding seasonal factors. For 2004 output is expected to increase by 5% against 2003.
- The Japanese mechanical engineering sector is expected to slow down due to the increasing value of the yen in the course of 2004, but will likewise show 4.5% growth in 2004.
- Consumption of metal-cutting machine tools in the USA will stabilize at a low level.



# World automobile industry: Global upswing supports vehicle production

## World vehicle output

million cars + trucks

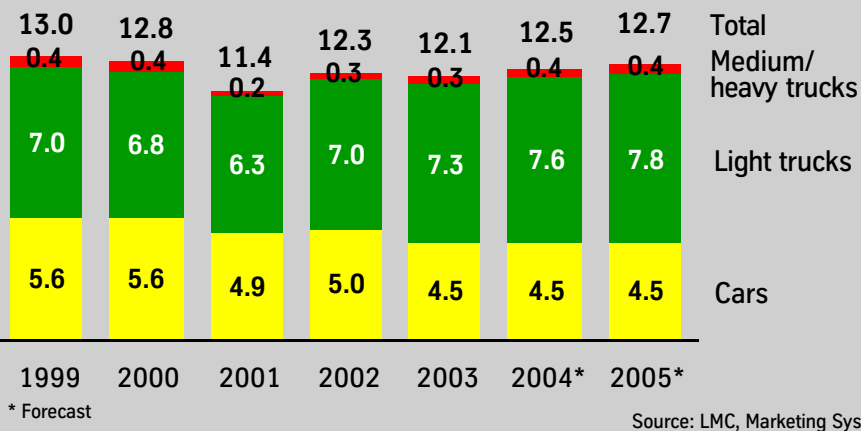


## Key notes

- Continuous growth of world automobile market in 2004 and 2005
- Highest growth rates in Asia (excl. Japan)
- 2005 growth again in Western Europe due to replacement demand and impetus from EU enlargement
- Growth in NAFTA region due to increasing demand for light commercial vehicles (LCVs)
- US output to show only slight growth, with American car market stagnating
- Further consolidation of US truck production
- LCV market in USA growing, supported by continued high discounts and favorable financing schemes

## Vehicle output USA

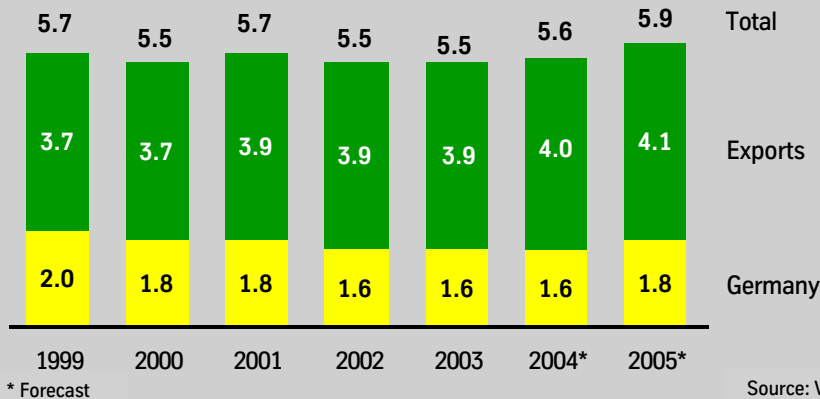
million cars + trucks



# Automobile industry Germany: Weak start in 2004

## Vehicle output Germany

million cars + trucks

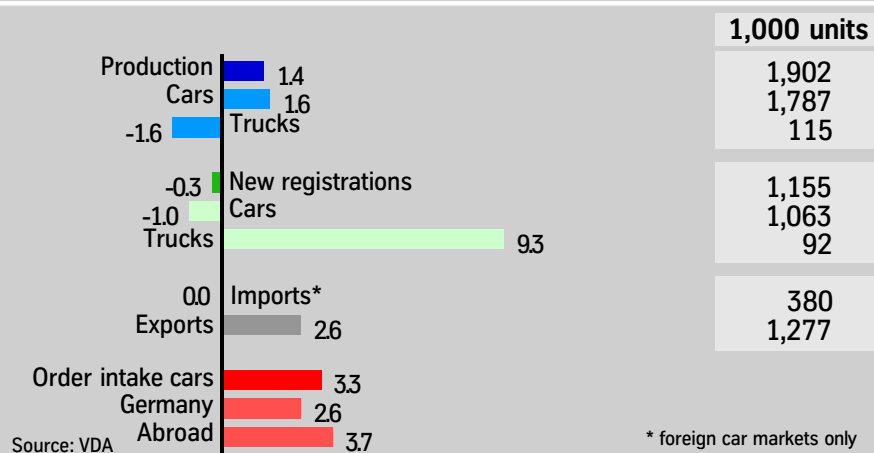


## Key notes

- German automobile market to remain slow in 2004 – only exports remain positive
- Car output slightly above year-earlier level thanks to positive trend in exports
- Improved domestic demand will lead to upswing in 2005
- New models from domestic producers in all key market segments will win back market share
- New passenger-car registrations from January - April still 1,0 % lower than a year earlier, however – trend reversal in March
- Significant increase in new truck registrations (+ 9,3 %) from January - April

## German car market January – April 2004

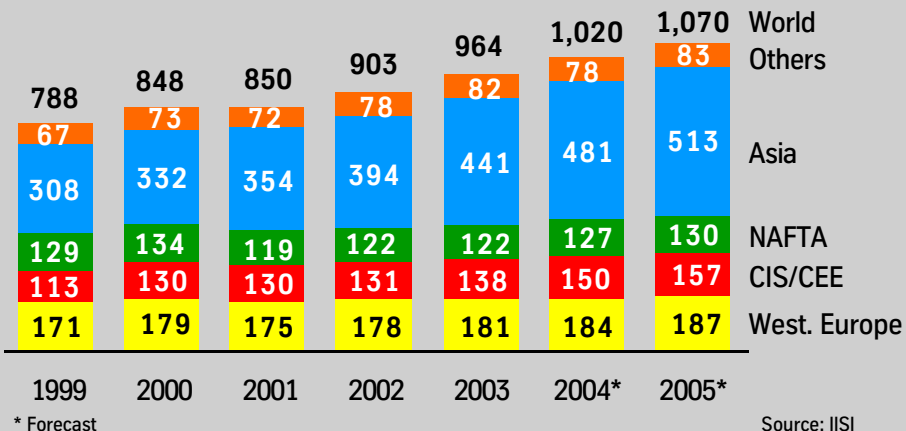
Change in % vs prior year



# World steel industry (carbon steel): Production at record level

Crude steel output, world 1999-2005

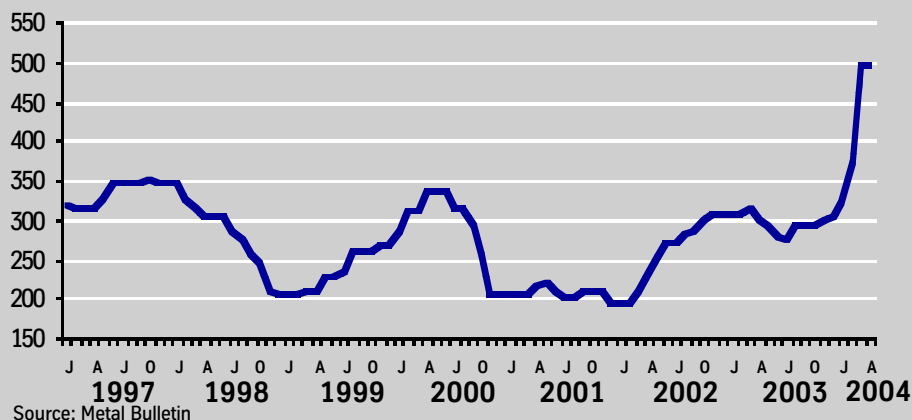
million t



## Key notes

- World crude steel output to increase by almost 6% to 1.02 billion metric tons in 2004, due largely to boom in China (increase of 30 million t or 18%).
- In Western Europe and the USA growth of 2.5% against prior year is expected.
- Average annual worldwide growth in stainless steel of approx. 6.5% stems mainly from Southeast Asia (+7.5 % in 2004). This is also the region with the biggest catch-up demand in the longer term. US output is also set to grow significantly (+7%) in 2004 and net imports will therefore decrease further.
- Prices for hot strip have increased substantially in recent months due to sharp rise in raw material prices.

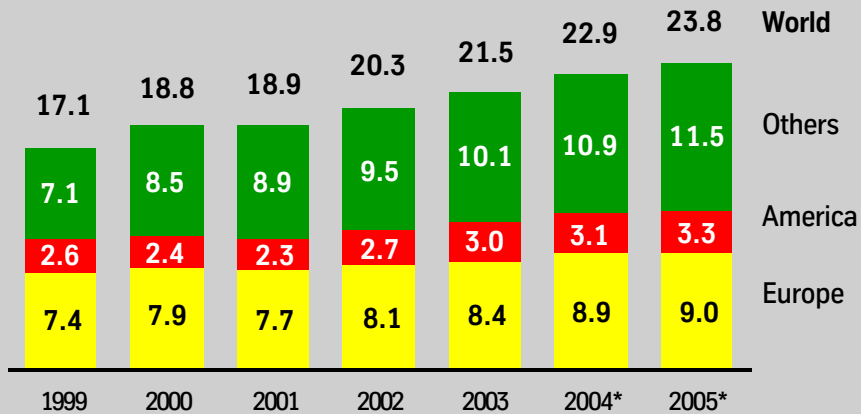
Western Europe: Non-EU export prices for hot wide strip in USD/t



# World steel industry (stainless steel): Steady upswing

Stainless steel output, world 1999-2005

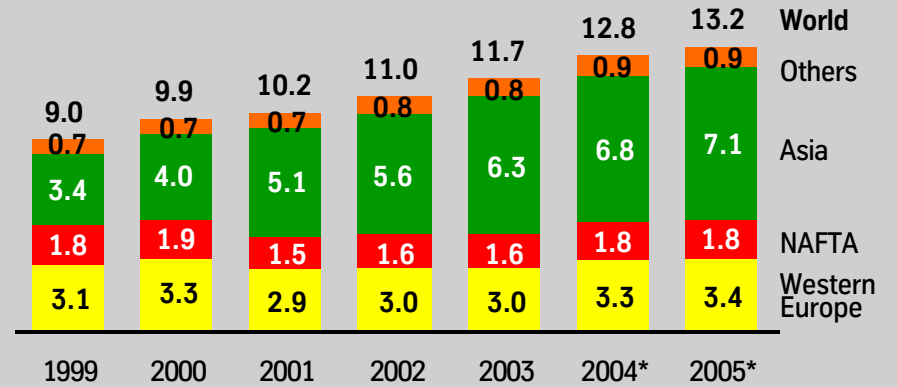
million t ingot



\* Forecaste CRU, TK Stainless

Stainless cold-rolled demand by region 1999-2005

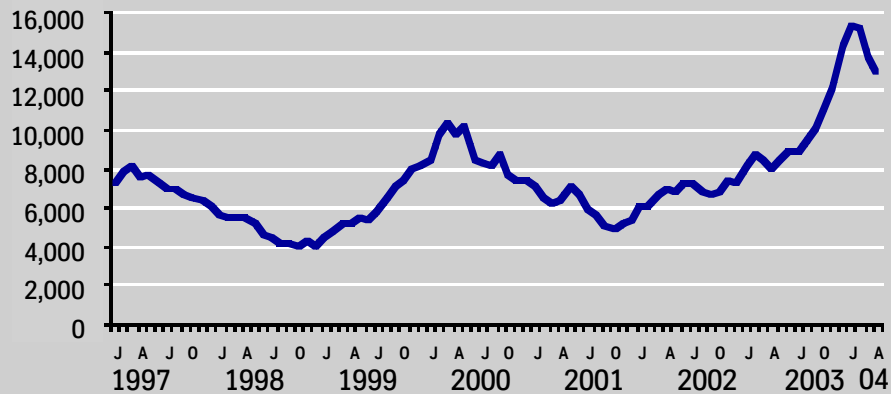
million t/year



\* Forecast CRU, TK Stainless

Nickel prices

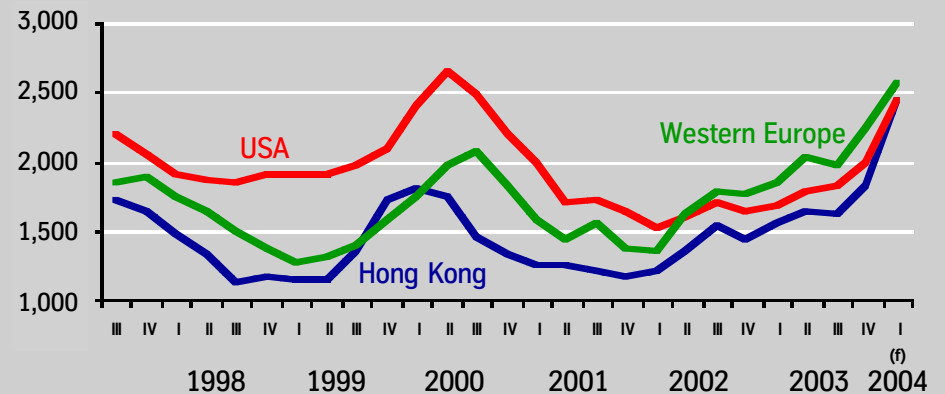
US \$/t spot market



Source: TK Stainless

Stainless cold-rolled prices by region\*

US \$/t



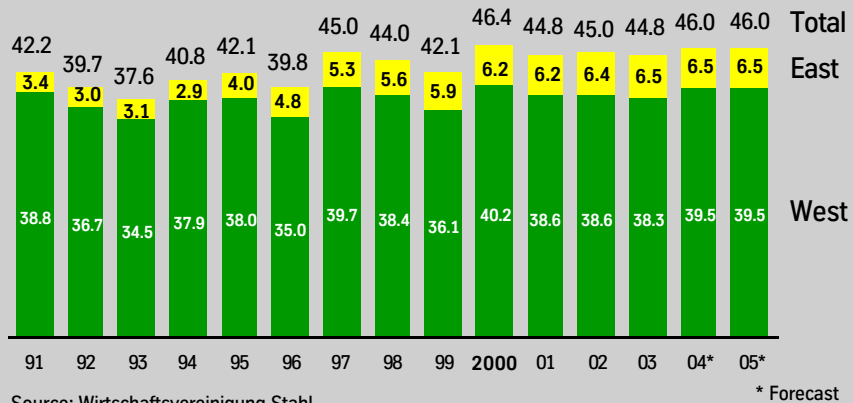
\* CRU, Q1/2004: TK Stainless, (f) Forecast; Standard grade 1.4301 incl. alloy surcharge/nickel price



# Steel industry Germany: Moderate increase in output

## Crude steel output Germany 1991 - 2005

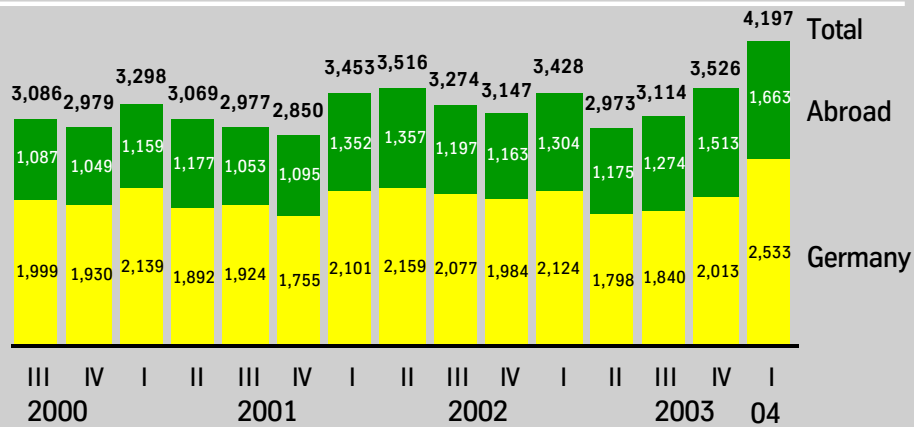
million t



Source: Wirtschaftsvereinigung Stahl

## Order intake German steel industry

1,000 tpy rolled steel



Source: Wirtschaftsvereinigung Stahl

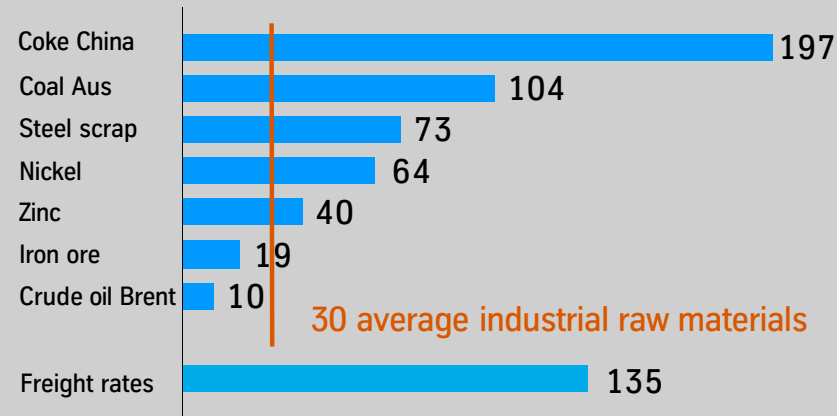
## Key notes

- German crude steel output in Q1 2004 remained stable at a high level, averaging 3.8 million tpm. Despite high starting material prices and incipient raw material shortages, the 46 million t mark will be reached in 2004, an increase of 2.5% versus 2003.
- Stainless output in Germany reached 139,000 t in January 2004, a year-on-year increase of 3.7%, almost reaching the capacity limit. Full-year output of 1.6 million t in 2004 will match the production volume of the previous year.
- In the past 9 months order intake has increased both from abroad and from the domestic market. In Q1 2004 order intake climbed 20% against the same period the year before.

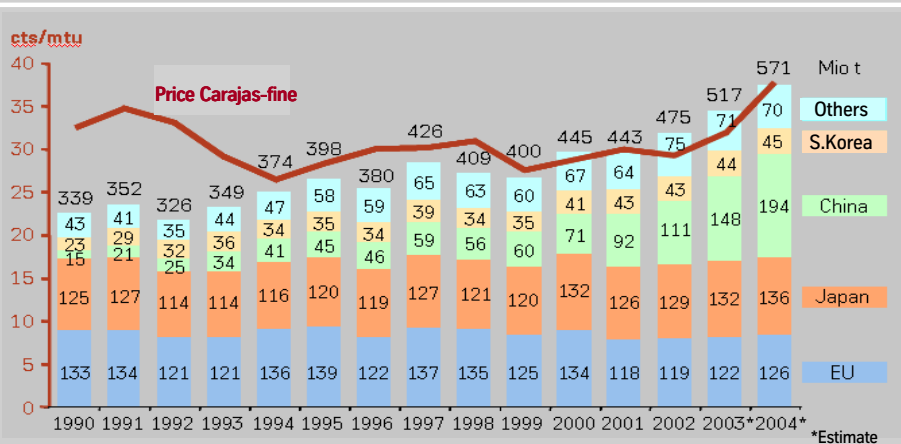
# Raw material prices: Price explosion due to demand pull from China

## Raw material price explosion

March 2004; % change against prior-year month



## Sharp rise in demand for overseas ore since 1990, especially in China



## Key notes

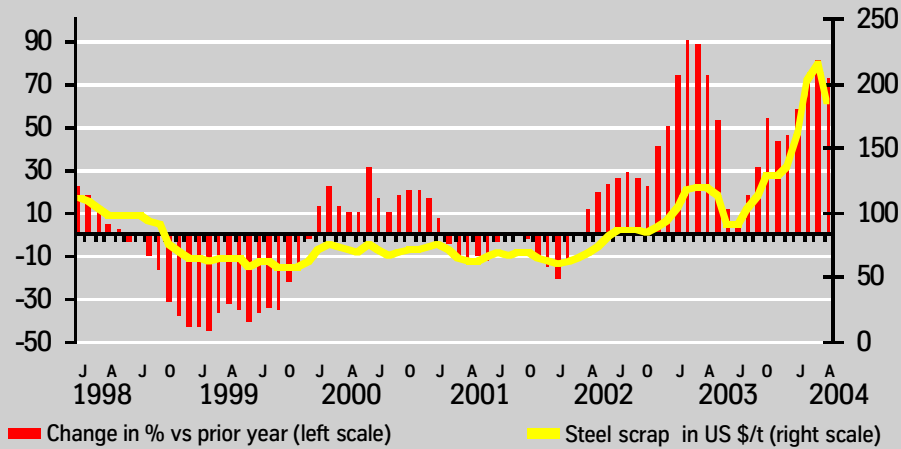
- Prices for internationally traded raw materials have risen sharply in recent months in nearly all areas. Reasons for the price increases are strong demand from emerging economies (especially China) and capacity bottlenecks.
- The strong rise in raw material prices is now becoming a major threat to the global upswing. Inflation rates could increase more sharply than previously anticipated.
- Raw material demand will remain high on account of the global upswing and the demand pull from China. However, growth will lose pace on account of the measures of the Chinese government to prevent overheating in China and an expected slight weakening of the global upswing in 2005 at the latest.



# Raw material prices: Increase across the board

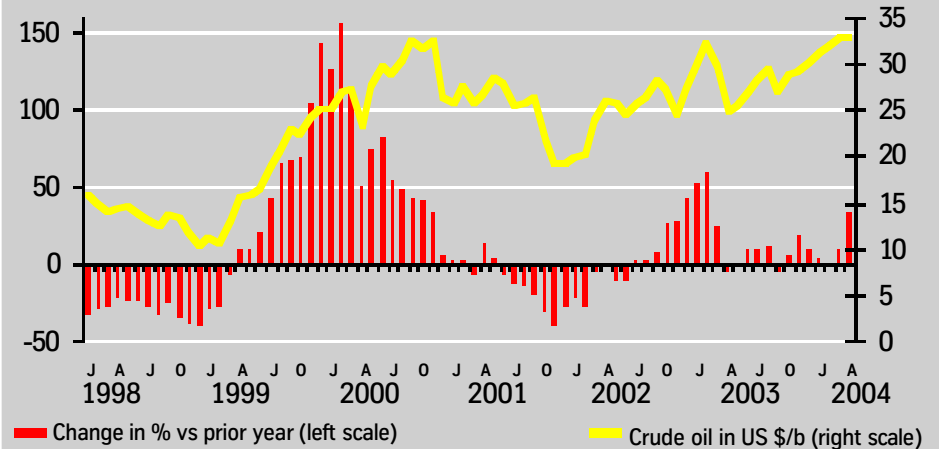
Steel scrap

US \$/t



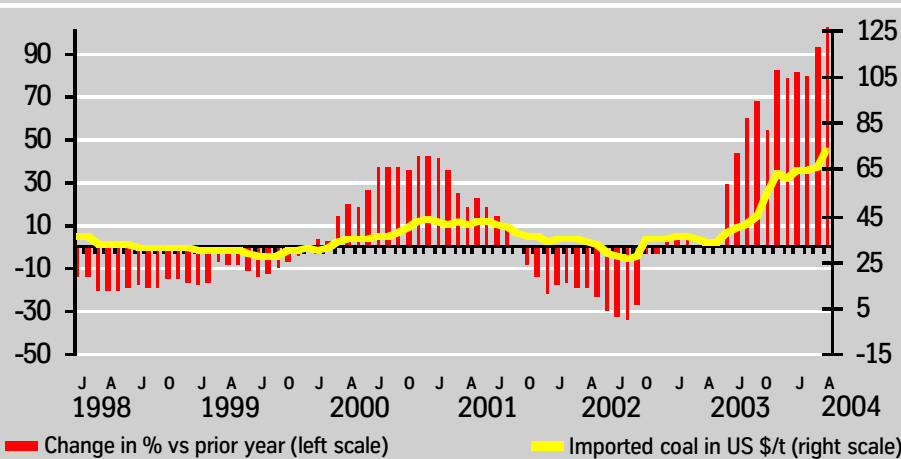
Crude oil (Brent)

US \$/b



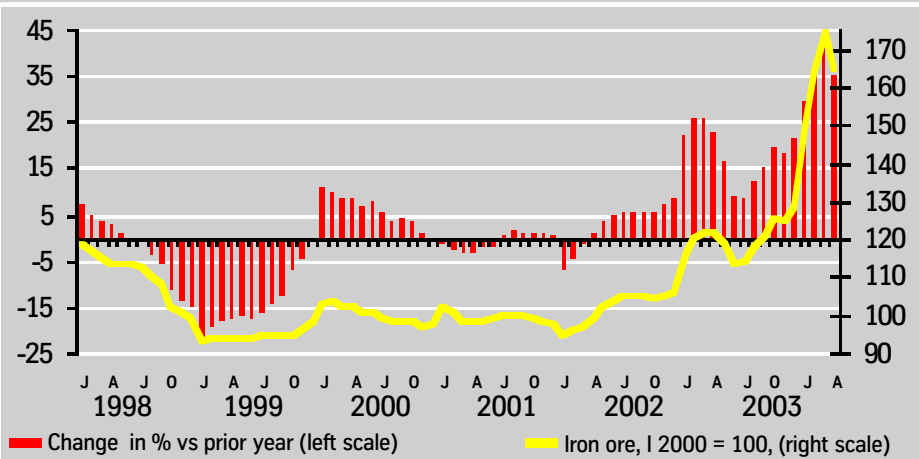
Imported coal

US \$/t



Iron ore

HWWA-Index 2000 = 100



## Disclaimer

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 risk 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.

