



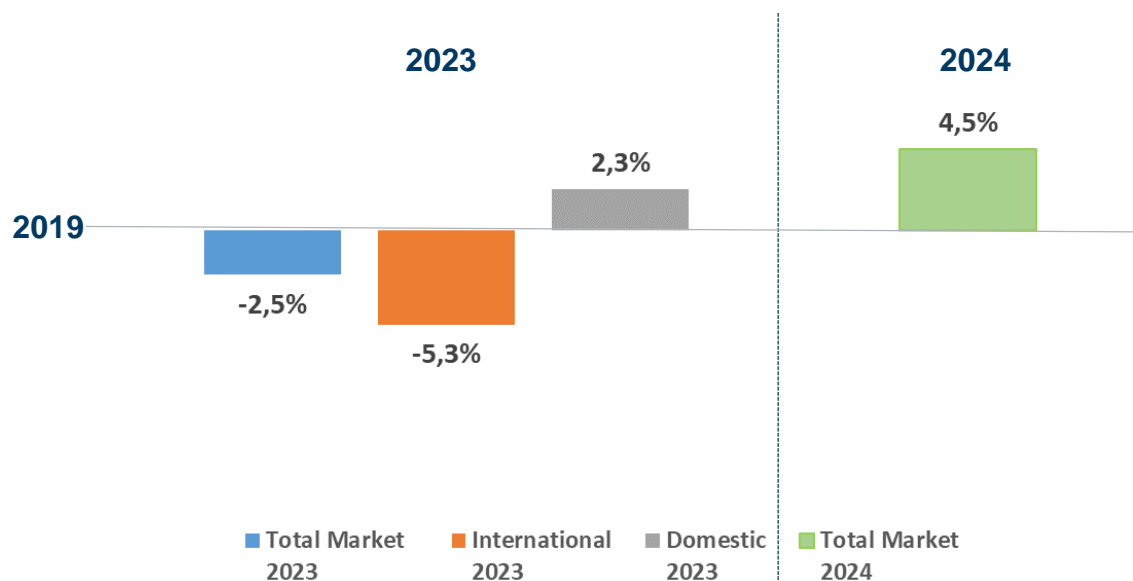
Preliminary FY 2023 Results

Conference call with Analysts and Investors

02/29/2024

Review 2023

AIR TRAFFIC ALMOST RECOVERED TO 2019 LEVELS



- | RPK 2023 reached 98% of 2019 level
- | RPK 2024 expected to grow 9.8% compared to 2023 (or up 4.5% compared to 2019)
- | Domestic RPKs have exceeded 2019 levels since April 2023
- | International RPK reached 95% of pre-Covid level
- | Dedicated cargo flights still well above 2019 levels
- | Strong momentum in the aviation industry shown by rising production rates, high MRO demand and incoming orders at the Paris, Dubai and Singapore Airshows

Source: IATA – Dec 2023 vs Dec 2019

Review 2023

ONGOING INVESTMENT IN MTU CAPACITY



@ MTU Munich:

- | New turbine disk center project finalized, production to start 4/24
- | Ground breaking ceremony for new engineering building
- | Drilling for geothermal project started

@ MTU Zhuhai II:

- | 2nd test cell running since June 2023
- | MTU Zhuhai II construction progressing

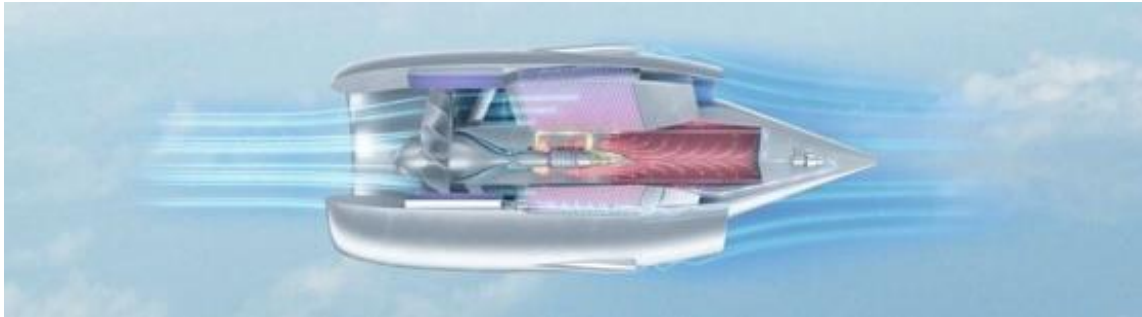
MTU PLAYS KEY ROLE IN SOLUTION OF GTF FLEET MANAGEMENT PLAN



- | Very close collaboration with P&W
- | Determining factor is to increase MRO capacity, reduce TAT and secure part availability
- | Financial and operational outlook remains unchanged
- | GTF fleet management plan to impact FCF in 2024 and the following years

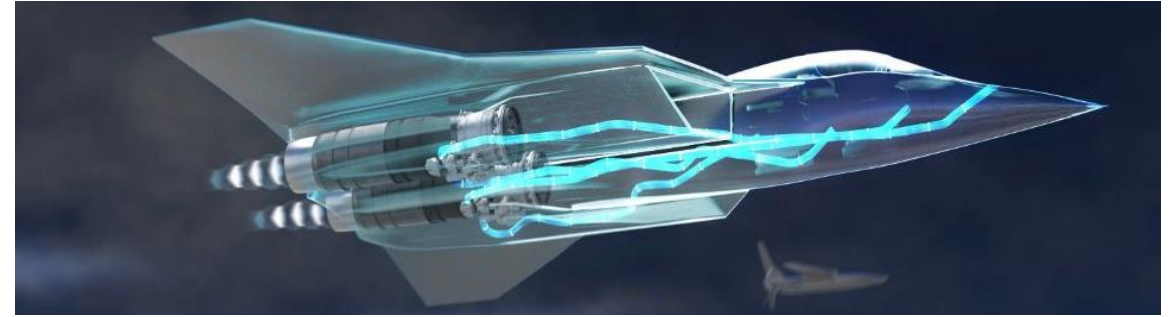
Review 2023

FURTHER PROGRESS OF OUR TECHNOLOGY ROADMAP



- | Project SWITCH progressing
- | Flying fuel cell leading to Clean Aviation project HEROPS

GOOD PROGRESS ON MILITARY TECHNOLOGY PROGRAMS



- | Demonstrator phase 1b contract signed for FCAS
- | National contract for additional technology studies within the demonstrator phase
- | MTU and Safran to form an all-European team for development of helicopter engine technologies (ENGRT)

Review 2023

MTU – STRONG EXECUTION AND EXCELLENT GROWTH PROSPECTS

- | Another record year in 2023 in adjusted terms
- | Guidance 2024 sees growth in all business segments
- | Target 8-1-25 confirmed
- | Dividend of 2.00 Euro to be proposed to the AGM



Guidance 2023 achieved

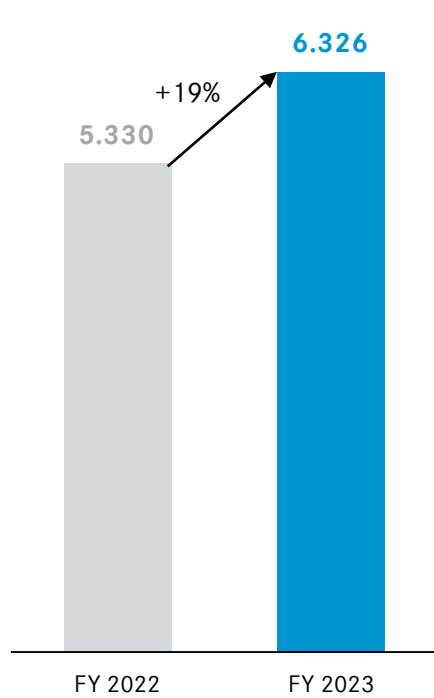
	Guidance 2023	Actuals 2023	
Revenues adjusted*	~ 6.1 – 6.3 bn€	6.3 bn€	✓
EBIT adjusted *	>800 m€	818 m€ (12.9%)	✓
FCF adjusted	> 2022 actuals (326 m€)	352 m€	✓

		Actuals 2023	
Revenues reported		5.4 bn€	
EBIT reported		-161 m€	

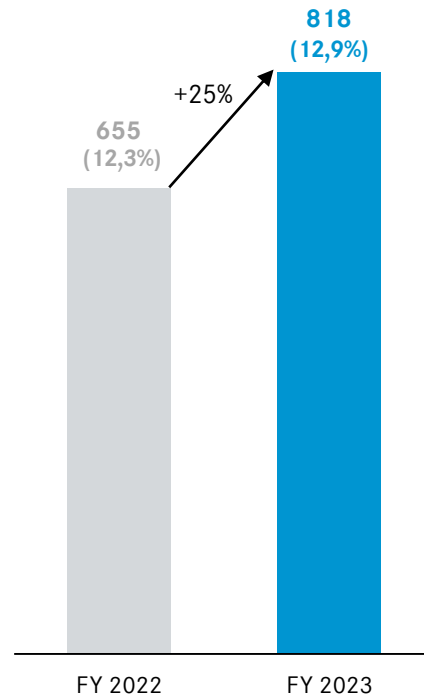
*) in 2023 adjusted by PW1100G Power Metal issue

Financial Highlights 2023

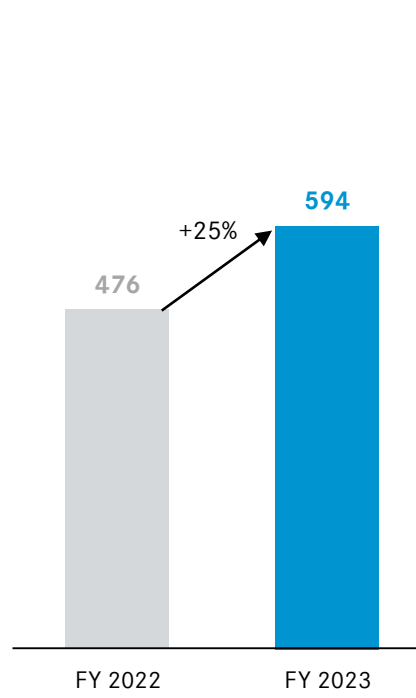
Revenues*
(in m€)



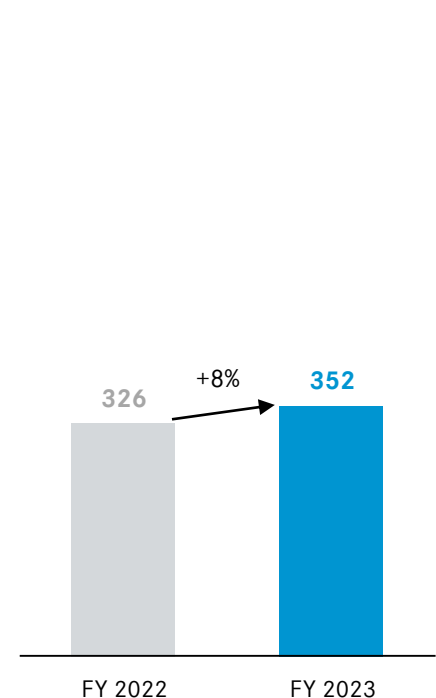
EBIT adj.
(in m€)



Net income adj.
(in m€)



Free Cash Flow adj.
(in m€)



* in 2023 adjusted

OEM Segment

(in m €)	FY 2022	FY 2023	Change
Revenues*	1,831	2,212	21%
Military Business	496	538	8%
Commercial Business*	1,335	1,675	25%
EBIT adj.	387	488	26%
EBIT adj. margin %	21.1%	22.1%	



- Organic US\$ Commercial revenues up by 20%
- Military revenues up by 8%
- EBIT margin up due to business mix

* in 2023 adjusted

Commercial MRO

(in m €)	FY 2022	FY 2023	Change
Revenues	3,616	4,225	17%
EBIT adj.	268	329	23%
EBIT adj. margin %	7.4%	7.8%	



- Organic US\$ Revenues up by 20%
- EBIT margin up due to business mix

Guidance 2024 – Growth in all business segments

ORGANIC REVENUE

Military

~ up low to mid teens %



Commercial OE

~ up low to mid twenties %



Commercial Spares

~ up low teens %



Commercial MRO

~ up mid to high teens %
GTF share at ~ 40-45%



Total Group Sales

EUR 7.3 – 7.5 bn €

Net Income adj.

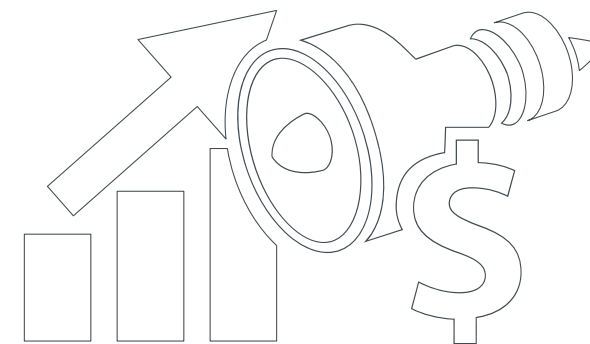
Growth in line with EBIT adj.

EBIT adj. margin

> 12%

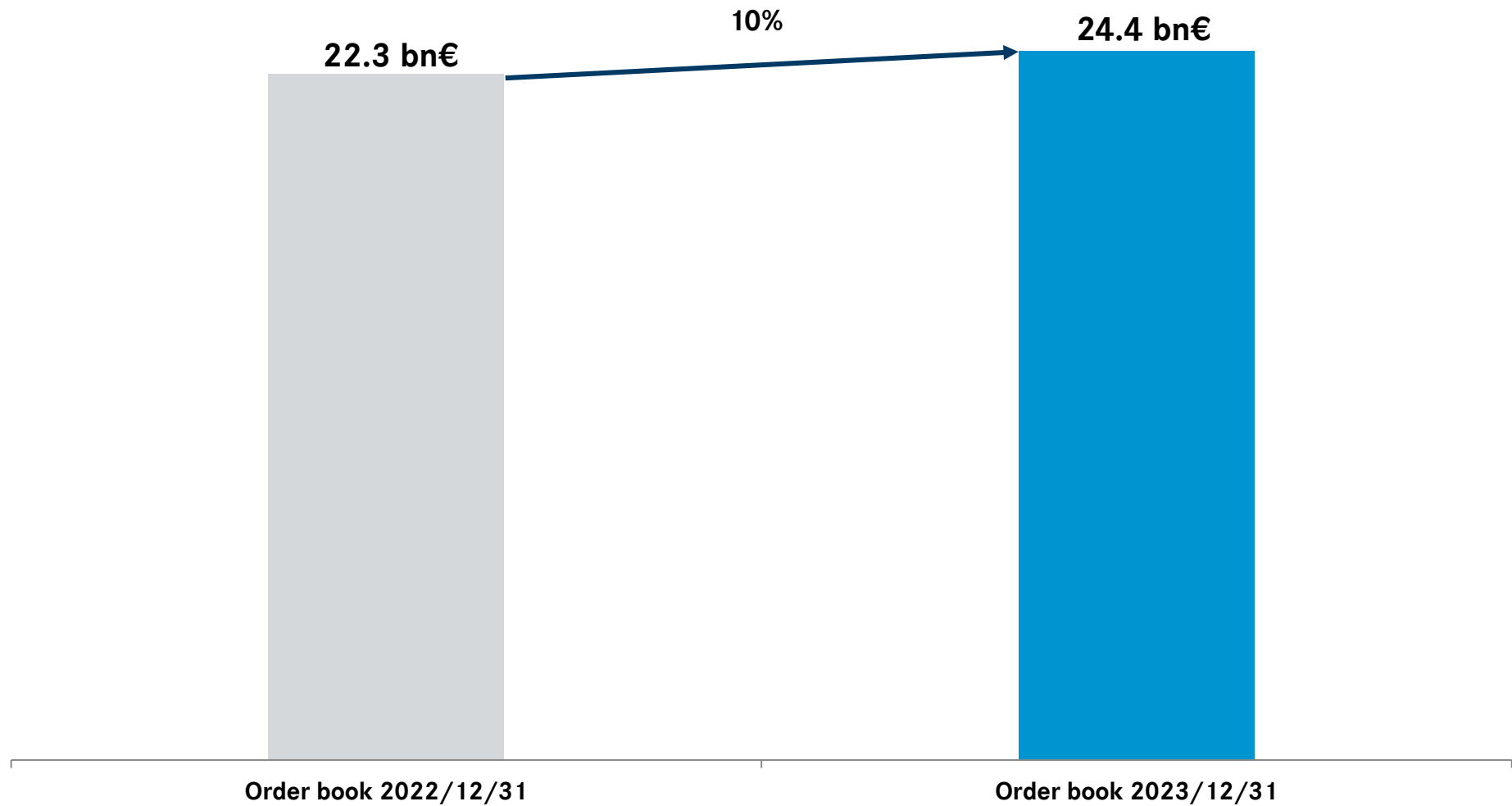
FCF

Low triple digit million €



Appendix

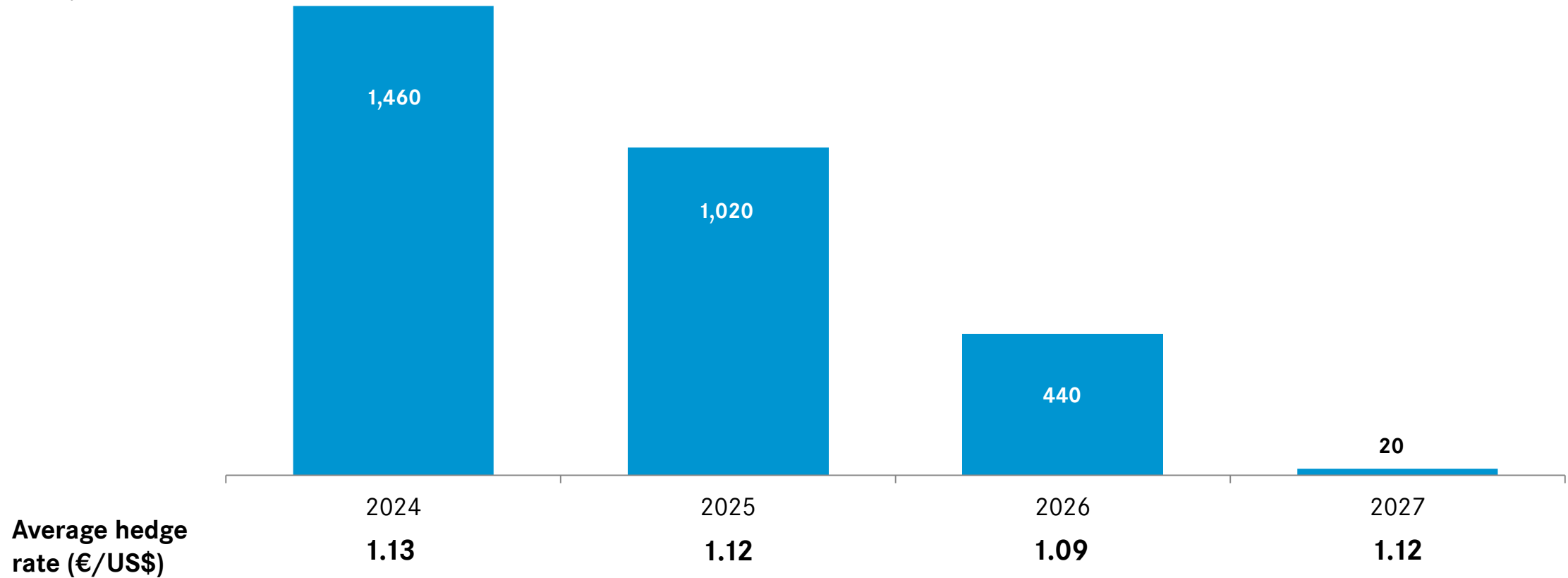
Group Order Book up 10%



US\$ Exchange Rate / Hedge Portfolio

Hedge book as of February 29, 2024

in m\$



Profit & Loss

	(in m €)	Q4 2022	Q4 2023	Change	FY 2022	FY 2023	Change
Revenues		1,513	1,711	13%	5,330	5,363	1%
Revenues adjusted*		1,513	1,717	13%	5,330	6,326	19%
Total cost of sales		-1,243	-1,389		-4,475	-5,245	
Gross profit		270	321	19%	855	118	-86%
R&D according to IFRS		-30	-32		-106	-114	
SG&A		-63	-64		-254	-250	
Other operating income (expense)		-27	-8		-50	-14	
P&L of companies accounted at equity and equity investments		27	33		62	99	
EBIT reported		177	249	41%	508	-161	-132%
EBIT adjusted		207	221	7%	655	818	25%
EBIT adjusted margin %		13.7%	12.9%		12.3%	12.9%	
Financial result		-14	-13		-45	-45	
Profit before tax (EBT)		163	236	45%	463	-205	-144%
Taxes (IFRS)		-42	-21		-130	108	
Net Income reported		121	215	78%	333	-97	-129%
Net Income adj.		156	155		476	594	
EPS reported**		2.23	3.96		6.21	-1.90	
EPS adj.**		2.93	2.80		8.91	10.96	

** without non-controlling interests

* in 2023 adjusted

Reconciliation to adjusted Key Performance Indicators

(in m €)	Q4 2022	Q4 2023	Change	FY 2022	FY 2023	Change
EBIT reported	177	249	41%	508	-161	-132%
Adjustment (PPA Depreciation & Amortization)	5	5		20	19	
Adjustment (IAE Upshare)	6	6		23	23	
Adjustment (Impairment / Ukraine Impacts)	19	0		104	-21	
Adjustment (PW1100G Powder Metal)	0	-41		0	932	
Adjustment (Exceptional Items Credit- and Litigation Risk)	0	2		0	26	
EBIT adjusted	207	221	7%	655	818	25%
thereof P&L of companies accounted "at equity"	25	31		60	97	
Interest result	-2	-4		-22	-12	
Interest for pension provisions	-3	-8		-11	-28	
EBT adj. w/o P&L "at equity"	177	178	0%	562	681	21%
Tax rate normalized	-26%	-30%		-26%	-27%	
Taxes	-46	-53		-146	-184	
Net Income adj.	156	155	-1%	476	594	25%
EPS adj.*	2.93	2.80	-5%	8.91	10.96	23%

* without non-controlling interests

Reconciliation to adjusted Key Performance Indicators

(in m €)	Q4 2022	Q4 2023	Change	FY 2022	FY 2023	Change
Revenues	1,513	1,711	13%	5,330	5,363	1%
Adjustment (PW1100G Powder Metal)	0	-40		0	917	
Adjustment (Exceptional Items Credit- and Litigation Risk)	0	23		0	23	
Adjustment (IAE Upshare)	0	23		0	23	
Revenues adjusted	1,513	1,717	13%	5,330	6,326	19%

Segment Revenues and EBIT adj.

	(in m €)	Q4 2022	Q4 2023	Change	FY 2022	FY 2023	Change
Revenues Group*		1,513	1,717	13%	5,330	6,326	19%
OEM Commercial*		388	457	18%	1,335	1,675	25%
OEM Military		187	171	-9%	496	538	8%
MRO		973	1,117	15%	3,616	4,225	17%
Consolidation		-36	-29		-117	-111	
EBIT adjusted Group		207	221	7%	655	818	25%
OEM (Commercial / Military)		136	115	-15%	387	488	26%
MRO		72	106	47%	268	329	23%
Consolidation		0	0		0	1	
EBIT adjusted margin Group		13.7%	12.9%		12.3%	12.9%	
OEM (Commercial / Military)		23.5%	18.3%		21.1%	22.1%	
MRO		7.4%	9.5%		7.4%	7.8%	

* in 2023 adjusted

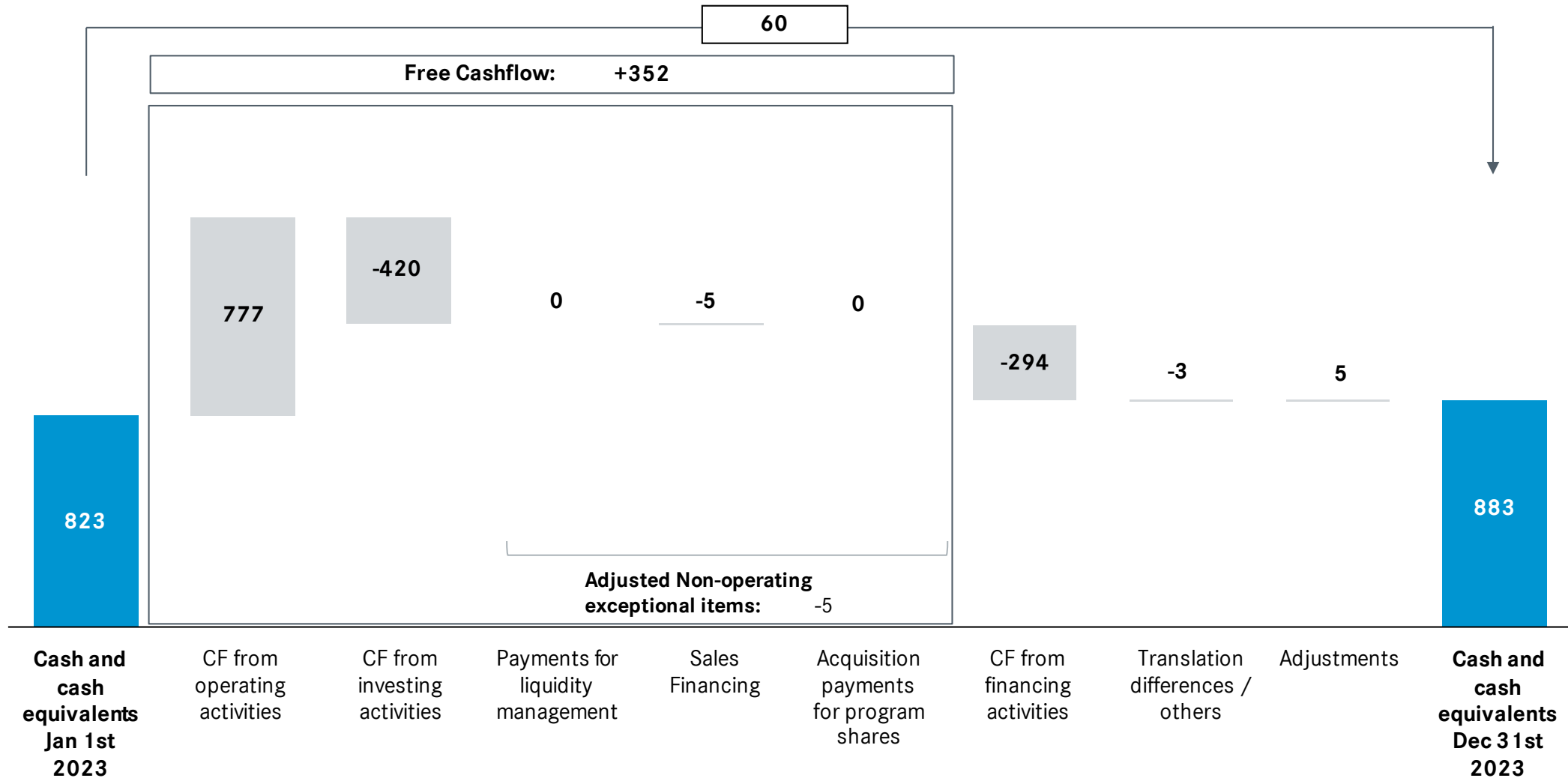
Research & Development

(in m €)	Q4 2022	Q4 2023	Change	FY 2022	FY 2023	Change
Total R&D	74	82	11%	265	306	15%
Customer funded R&D	-20	-28	-41%	-65	-83	-28%
Company expensed R&D	54	53	0%	201	223	11%
Capitalization of R&D	-15	-16		-66	-77	
Amortisation	8	8		30	32	
Impairment	0	0		63	0	
Total R&D impact P&L (on EBIT)	46	46	0%	228	178	-22%
thereof booked into sales and COGS	16	14		123	64	
thereof booked into R&D according to IFRS (P&L)	30	32		106	114	

Financial Result

	(in m €)	Q4 2022	Q4 2023	Change	FY 2022	FY 2023	Change
Interest income		4	9	102%	7	29	>300%
Interest expense		-7	-13	-94%	-29	-41	-42%
Interest result		-2	-4	-77%	-22	-12	46%
Financial result on other items		-12	-9		-23	-32	
US\$ / non cash valuations / others		-9	-1		-12	-4	
Interest for pension provisions		-3	-8		-11	-28	
Financial result		-14	-13	7%	-45	-45	1%

MTU's Cash development January – December 2023



Cash Flow

	(in m €)	FY 2022	FY 2023	Change
Net Income IFRS		333	-97	-129%
Depreciation and amortization		356	332	
Change in provisions and liabilities		219	964	
Change in working capital		-293	-81	
Taxes		54	-345	
Interest, derivatives, others		59	5	
Cash Flow from operating activities		728	777	7%
Net Investment in intangible assets		-59	-80	
Net Investment in R&D payments and entry fees		-21	-21	
Net Capital expenditure on property, plant and equipment		-306	-302	
Net Investments in financial assets		-14	-17	
Cash Flow from investing activities		-400	-420	-5%
Adjustments		-2	-5	
Free Cash Flow		326	352	8%
Cash Flow from financing activities		-224	-294	-31%
Cash and cash equivalents at 31.12.		823	883	

Net debt

	(in m €)	31.12.2022	31.12.2023	Change
Bonds and notes		605	607	
Convertible bonds		531	489	
Financial liabilities to bank		0	7	
Revolving Credit Facility		0	0	
Financial lease liabilities		166	170	
Loans from related companies and third parties		0	0	
Other financing liabilities (financing component)		333	294	
thereof arising from acquisition of program participations		114	73	
thereof from compensation payments due to program participations		219	221	
Gross financial debt		1,635	1,566	-4%
Cash and cash equivalents		823	883	
Loans to third parties		60	52	
Financial assets		883	935	6%
Net financial debt		753	631	-16%

Working capital

	(in m €)	31.12.2022	31.12.2023	Change
Inventories		1,514	1,629	
Prepayments		-363	-347	
Receivables		2,710	3,000	
Payables		-1,960	-2,373	
Working Capital		1,901	1,908	0%

Balance Sheet

	(in m €)	31.12.2022	31.12.2023	Change
Intangible assets		1,151	1,200	
Property, plant, equipment		1,384	1,501	
other non-current assets		1,611	1,904	
Total non-current assets		4,146	4,604	11%
Current assets		5,085	5,599	10%
Total assets		9,230	10,204	11%
Equity		3,107	2,933	-6%
Non-current liabilities		2,343	2,258	-4%
Current liabilities		3,780	5,013	33%
Total equity and liabilities		9,230	10,204	11%
thereof pension provisions		707	743	

PPA Depreciation / Amortization

	(in m €)	Q4 2022	Q4 2023	Change	FY 2022	FY 2023	Change
OEM		54	59		271	215	
MRO		25	36		87	116	
Total depreciation / amortization*		78	95	22%	357	331	-7%
PPA OEM		5	5		18	18	
PPA MRO		0	0		2	0	
IAE Upshare OEM		6	6		23	23	
PPA depreciation / amortization & IAE Upshare amortization (EBIT adjustments)		11	11	-2%	43	42	-4%
OEM		43	48		229	174	
MRO		24	36		85	116	
Depreciation / amortization w/o PPA and w/o IAE Upshare		67	84	25%	314	290	-8%

* incl. amortization of intangible assets, capitalized program assets and purchased development

Guidance for PPA and IAE Upshare Amortization

	(in m€)	2023	2024E	2025E	2026E
PPA depreciation / amortization		19	19	19	19
IAE Upshare		23	23	23	23
Adjustments PPA / IAE Upshare		42	42	42	42

Guidance for R&D Amortization

	(in m€)	2023	2024E	2025E	2026E
R&D amortization		32	34	37	41

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