



DRIVEN BY VISIONS
OF TOMORROW

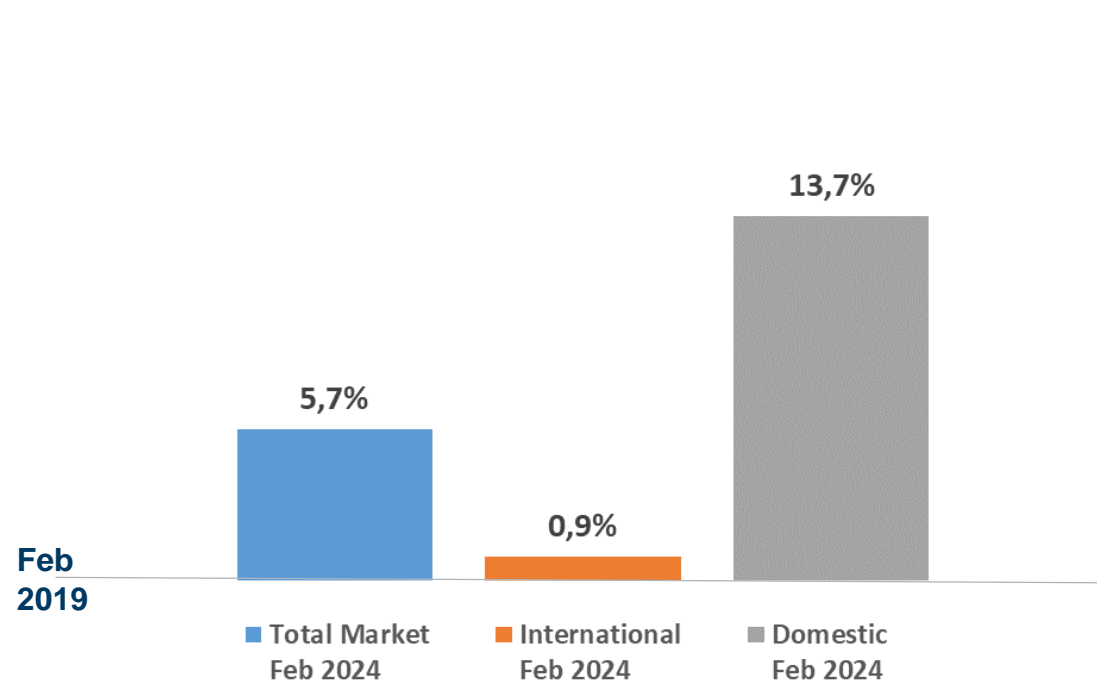
Q1 2024 Results

Conference Call with Investors and Analysts

30 April 2024

Review Q1 2024

AIRLINE INDUSTRY ACHIEVED FULL RECOVERY IN TOTAL PASSENGER TRAFFIC IN FEBRUARY 2024



- | In February 2024 airline industry achieved full recovery in total passenger traffic, surpassing the 2019 threshold by 5.7%
- | Domestic passenger traffic up 13.7% over 2019 levels
- | International traffic was 0.9% higher than February 2019 figures
- | IATA expects 9% annual growth in global traffic compared to 2023
- | Dedicated cargo flights still well above 2019 levels

Source: IATA – Feb 2024 vs Feb 2019

Review Q1 2024

AFTERMARKET DEMAND IN LINE WITH EXPECTATIONS, SUPPLY CHAIN SLOWS EXECUTION

High MRO demand driven by

- | Strong Passenger traffic
- | Delivery of new aircraft significantly behind market demand
- | Increase in utilization of existing equipment

Supply chain challenged in satisfying market demand

- | Parts shortages results in higher TAT in MRO and weaker MRO capacity utilization
- | Reduced throughput leads to limited engine availability and engine inductions
- | Airlines focus on light SV, deferral of LLP & heavy maintenance

Implication

- | Demand in aftermarket not reflected in actual spare parts sales
- | Improvement expected for H2 2024



TAT = turn-around-time, SV = shop visits, LLP = Life limited parts

Review Q1 2024

UPDATE ON GTF

- | FAA published the expected AD for GTF powder metal issue in March 2024
- | Current status of GTF fleet management plan in line with expectations
- | Majority of powder metal parts inspection occurs during scheduled regular SVs – only 600-700 incremental SVs
- | MTU TAT currently in line with expectations, improvement opportunities identified
 - | Increasing MRO capacity
 - | Improve spare parts supply
 - | Smart and intelligent worksopes
- | Spare parts availability in GTF MRO limited in H1 2024 but ramp-up to be accelerated throughout the year
- | Compensation agreements reached with 9 customers, representing ~ 1/3 of the impacted fleet
- | Today 16 GTF MRO shops worldwide, with another 3 expected to be operational by 2025
- | MTU celebrates its 1000th PW1100G-JM engine delivery



FAA = Federal Aviation Administration, AD = airworthiness directive, SV = shop visits, TAT = turn-around-time

Review Q1 2024

CAPACITY EXPANSION ONGOING

- | MTU Zhuhai – 2nd test cell and construction of MTU Zhuhai II
- | Test capabilities at MTU Maintenance Dallas follow move to larger facility in 2023
- | MTU Serbia ramp up of repair capabilities ongoing
- | Start of production at new turbine disk center in Munich

PROMISSORY NOTE

- | € 300m Promissory note issued on April 23, 2024
- | ~ 50% with a duration of 3 years
- | ~ 50% with a duration of 5 years
- | Liquidity buffer for general corporate financing

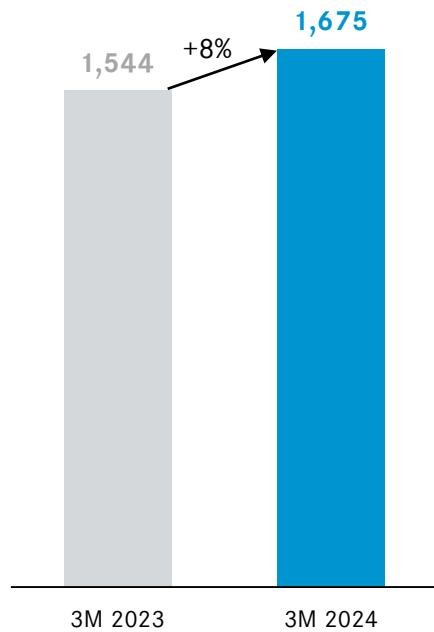
GEOTHERMAL PROJECT SUCCESSFUL

- | Total investment cost amortized within 7 years
- | Covers 80% of our heating needs at our Munich site
- | Drilling work will be finished around summer

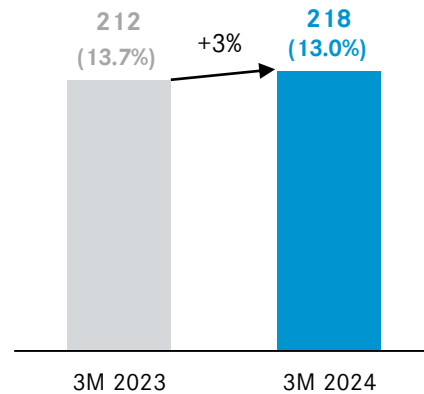


Financial Highlights 3M 2024

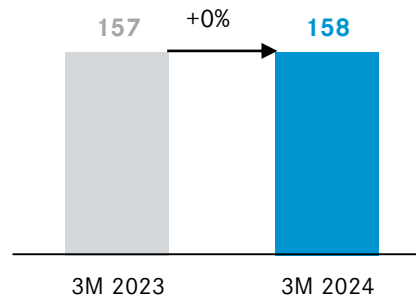
Revenues adj.
(in m€)



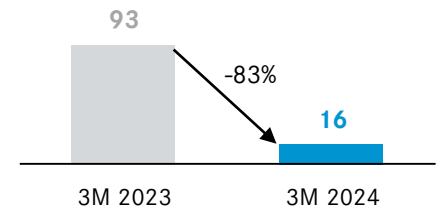
EBIT adj.
(in m€)



Net income adj.
(in m€)



Free Cash Flow adj.
(in m€)



OEM Segment

(in m €)	3M 2023	3M 2024	Change
Revenues*	549	557	2%
Military Business	103	124	21%
Commercial Business*	446	433	-3%
EBIT adj.	141	130	-8%
EBIT adj. margin %	25.8%	23.4%	



- Organic US\$ Commercial revenues up ~9%
- Military revenues up 21% mainly driven by catch up effects and NEFE
- EBIT margin down due to cost effects and business mix

* adjusted

Commercial MRO

	(in m €)	3M 2023	3M 2024	Change
Revenues		1,021	1,141	12%
EBIT adj.		70	88	26%
EBIT adj. margin %		6.8%	7.7%	



- Organic US\$ Revenues up 14%
- EBIT margin up due to business mix

Guidance 2024 - Confirmed

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 €

EBIT adj. margin

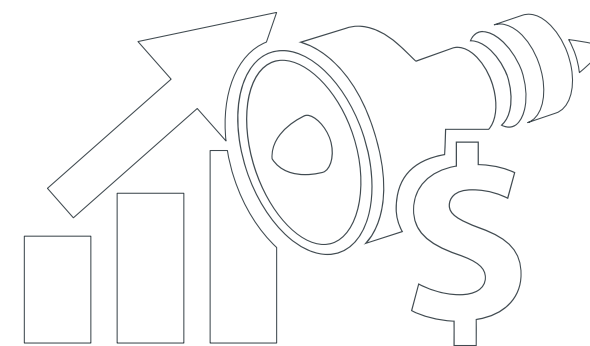
> 12%

Net Income adj.

Growth in line with EBIT adj.

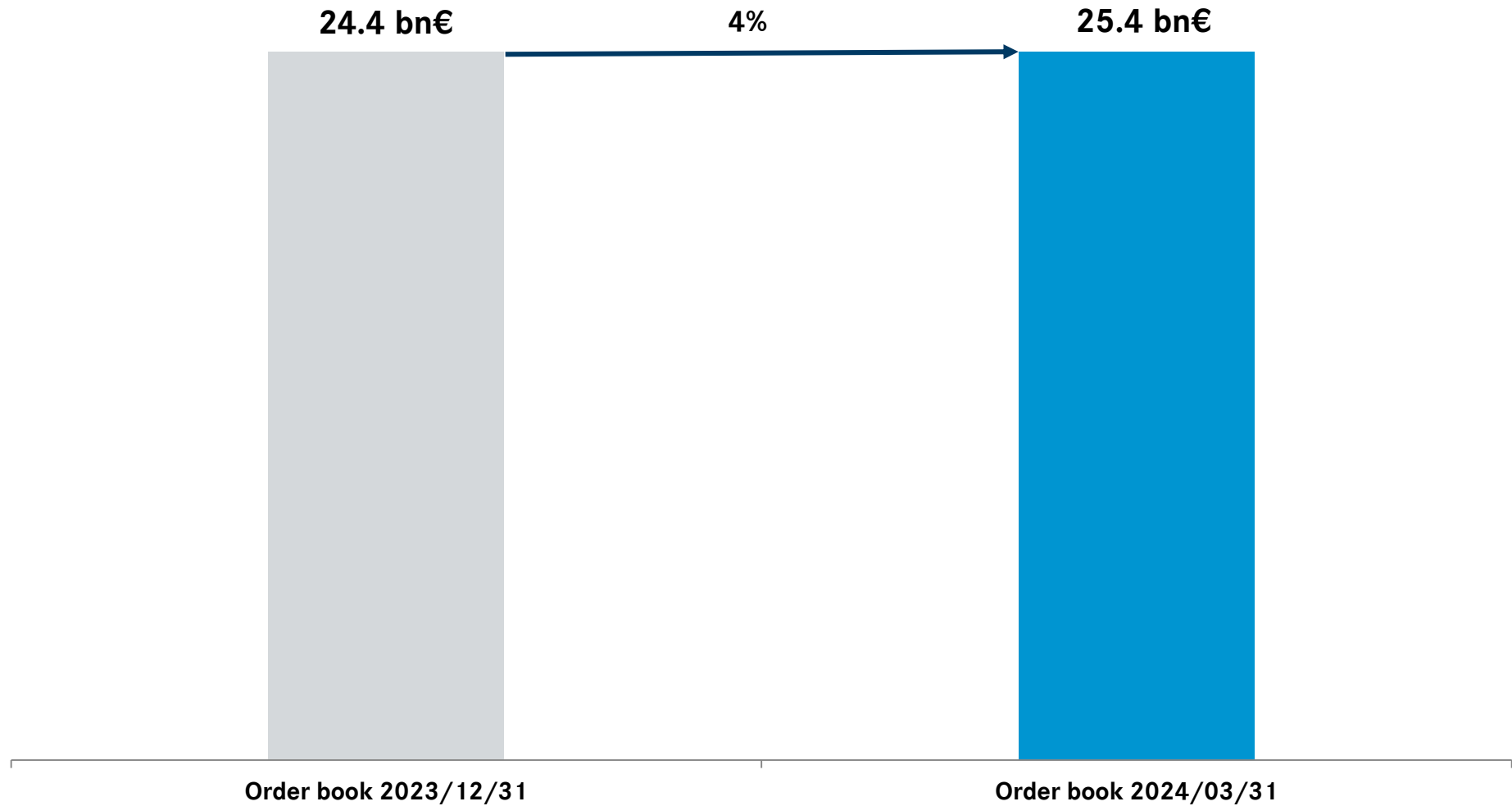
FCF

Low triple digit million €



Appendix

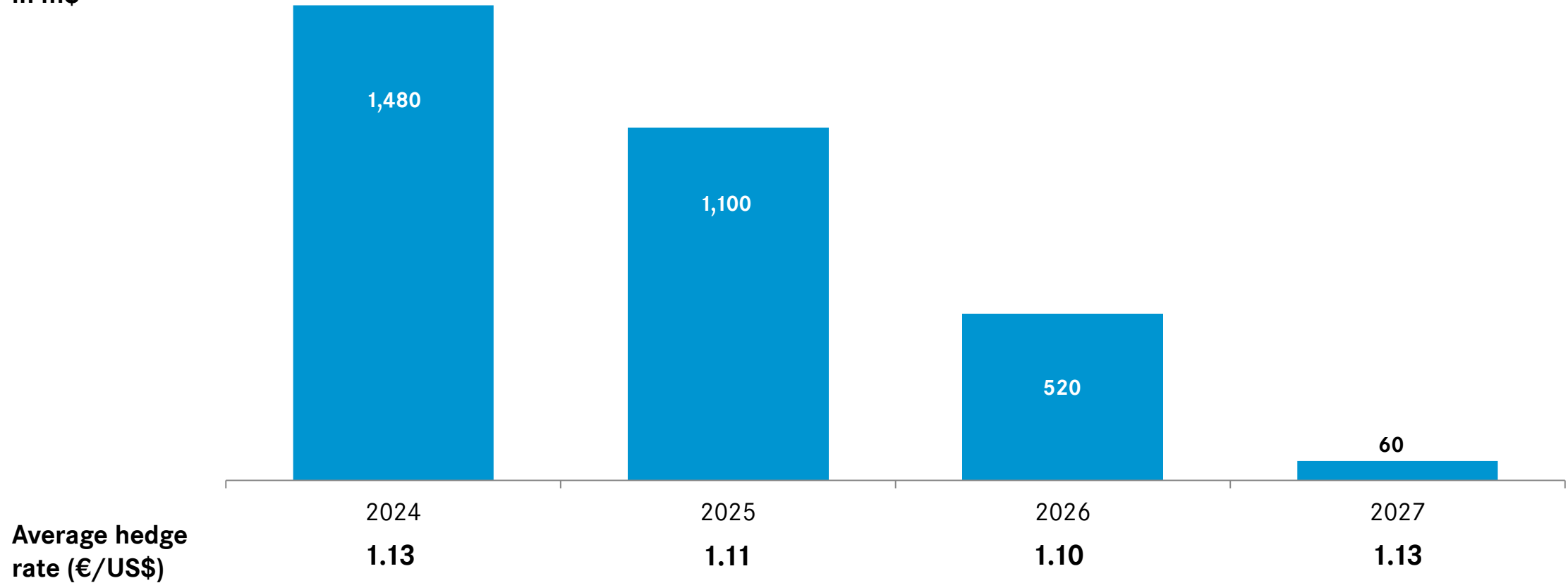
Group Order Book up 4%



US\$ Exchange Rate / Hedge Portfolio

Hedge book as of April 15, 2024

in m\$



Profit & Loss

	(in m €)	3M 2023	3M 2024	Change
Revenues		1,544	1,650	7%
Revenues adjusted*		1,544	1,675	8%
Total cost of sales		-1,271	-1,390	
Gross profit		273	260	-5%
R&D according to IFRS		-26	-26	
SG&A		-56	-52	
Other operating income (expense)		-11	-9	
P&L of companies accounted at equity and equity investments		21	17	
EBIT reported		202	188	-7%
EBIT adjusted		212	218	3%
EBIT adjusted margin %		13.7%	13.0%	
Financial result		-11	-12	
Profit before tax (EBT)		191	176	-7%
Taxes (IFRS)		-57	-50	
Net Income reported		134	126	-6%
Net Income adj.		157	158	
EPS reported**		2.47	2.35	
EPS adj.**		2.95	2.93	

** without non-controlling interests in Q1 2024

* adjusted

Reconciliation to adjusted Key Performance Indicators

	(in m €)	3M 2023	3M 2024	Change
EBIT reported		202	188	-7%
Adjustment (PPA Depreciation & Amortization)		5	5	
Adjustment (IAE Upshare)		5	6	
Adjustment (PW1100G Powder Metal FX)		0	19	
EBIT adjusted		212	218	3%
thereof P&L of companies accounted "at equity"		21	17	
Interest result		0	-2	
Interest for pension provisions		-7	-6	
EBT adj. w/o P&L "at equity"		184	193	5%
Tax rate normalized		-26%	-27%	
Taxes		-48	-52	
Net Income adj.		157	158	0%
EPS adj.*		2.95	2.93	-1%

* without non-controlling interests in Q1 2024

Reconciliation to adjusted Key Performance Indicators

	(in m €)	3M 2023	3M 2024	Change
Revenues		1,544	1,650	7%
Adjustment (PW1100G Powder Metal FX)		0	19	
Adjustment (IAE Upshare)		0	6	
Revenues adjusted		1,544	1,675	8%

Segment Revenues and EBIT adj.

	(in m €)	3M 2023	3M 2024	Change
Revenues Group*		1,544	1,675	8%
OEM Commercial*		446	433	-3%
OEM Military		103	124	21%
MRO		1,021	1,141	12%
Consolidation		-25	-24	
EBIT adjusted Group		212	218	3%
OEM (Commercial / Military)		141	130	-8%
MRO		70	88	26%
Consolidation		1	0	
EBIT adjusted margin Group		13.7%	13.0%	
OEM (Commercial / Military)		25.8%	23.4%	
MRO		6.8%	7.7%	

* adjusted

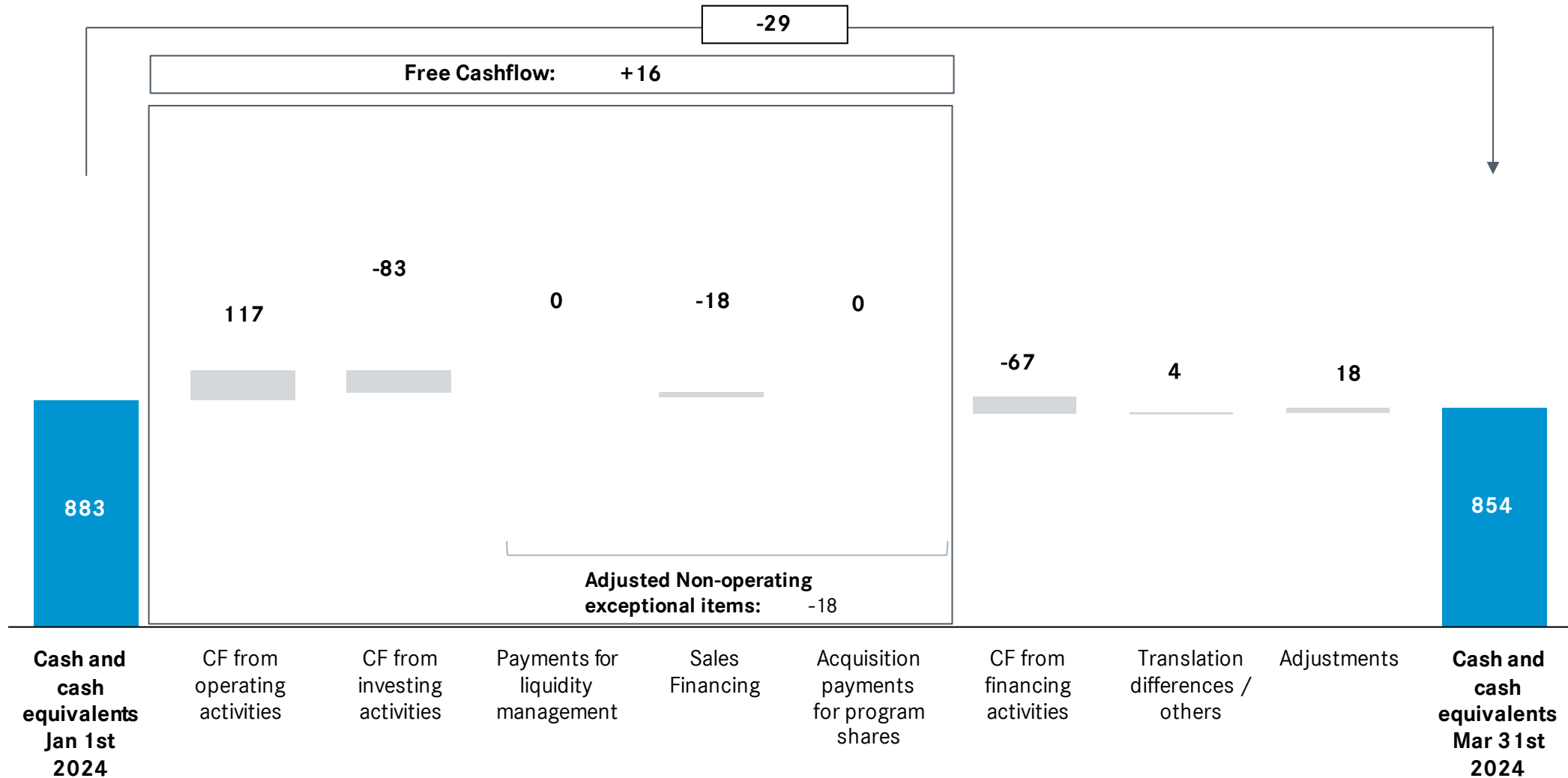
Research & Development

(in m €)	3M 2023	3M 2024	Change
Total R&D	67	80	19%
Customer funded R&D	-21	-24	-19%
Company expensed R&D	47	56	19%
Capitalization of R&D	-13	-21	
Amortisation	7	8	
Total R&D impact P&L (on EBIT)	41	43	3%
thereof booked into sales and COGS	16	16	
thereof booked into R&D according to IFRS (P&L)	26	26	

Financial Result

	(in m €)	3M 2023	3M 2024	Change
Interest income		6	8	39%
Interest expense		-6	-10	-72%
Interest result		0	-2	<-300%
Financial result on other items		-11	-10	
US\$ / non cash valuations / others		-5	-4	
Interest for pension provisions		-7	-6	
Financial result		-11	-12	-7%

MTU's Cash development January – March 2024



Cash Flow

	(in m €)	3M 2023	3M 2024	Change
Net Income IFRS		134	126	-6%
Depreciation and amortization		76	87	
Change in provisions and liabilities		47	49	
Change in working capital		-120	-161	
Taxes		46	4	
Interest, derivatives, others		-12	12	
Cash Flow from operating activities		171	117	-32%
Net Investment in intangible assets		-13	-16	
Net Investment in R&D payments and entry fees		0	-8	
Net Capital expenditure on property, plant and equipment		-62	-74	
Net Investments in financial assets		-7	14	
Cash Flow from investing activities		-82	-83	0%
Adjustments		5	-18	
Free Cash Flow		93	16	-83%
Cash Flow from financing activities		-17	-67	-291%
Cash and cash equivalents at 31.03.		892	854	

Net debt

	(in m €)	31.12.2023	31.03.2024	Change
Bonds and notes		607	612	
Convertible bonds		489	490	
Financial liabilities to bank		7	54	
Revolving Credit Facility		0	0	
Financial lease liabilities		170	171	
Loans from related companies and third parties		0	1	
Other financing liabilities (financing component)		294	209	
thereof arising from acquisition of program participations		73	64	
thereof from compensation payments due to program participations		221	145	
Gross financial debt		1,566	1,537	-2%
Cash and cash equivalents		883	854	
Loans to third parties		52	35	
Financial assets		935	889	-5%
Net financial debt		631	648	3%

Working capital

	(in m €)	31.12.2023	31.03.2024	Change
Inventories		1,629	1,663	
Prepayments		-347	-381	
Receivables		3,000	3,186	
Payables		-2,373	-2,399	
Working Capital		1,908	2,069	8%

Balance Sheet

	(in m €)	31.12.2023	31.03.2024	Change
Intangible assets		1,200	1,202	
Property, plant, equipment		1,501	1,531	
other non-current assets		1,904	1,854	
Total non-current assets		4,604	4,586	0%
Current assets		5,599	5,785	3%
Total assets		10,204	10,371	2%
Equity		2,933	3,043	4%
Non-current liabilities		2,258	2,225	-1%
Current liabilities		5,013	5,103	2%
Total equity and liabilities		10,204	10,371	2%
thereof pension provisions		743	746	

PPA Depreciation / Amortization

	(in m €)	3M 2023	3M 2024	Change
OEM		51	54	
MRO		26	32	
Total depreciation / amortization*		76	87	14%
PPA OEM		5	5	
PPA MRO		0	0	
IAE Upshare OEM		6	6	
PPA depreciation / amortization & IAE Upshare amortization (EBIT adjustments)		10	11	5%
OEM		40	44	
MRO		26	32	
Depreciation / amortization w/o PPA and w/o IAE Upshare		66	76	15%

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

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