



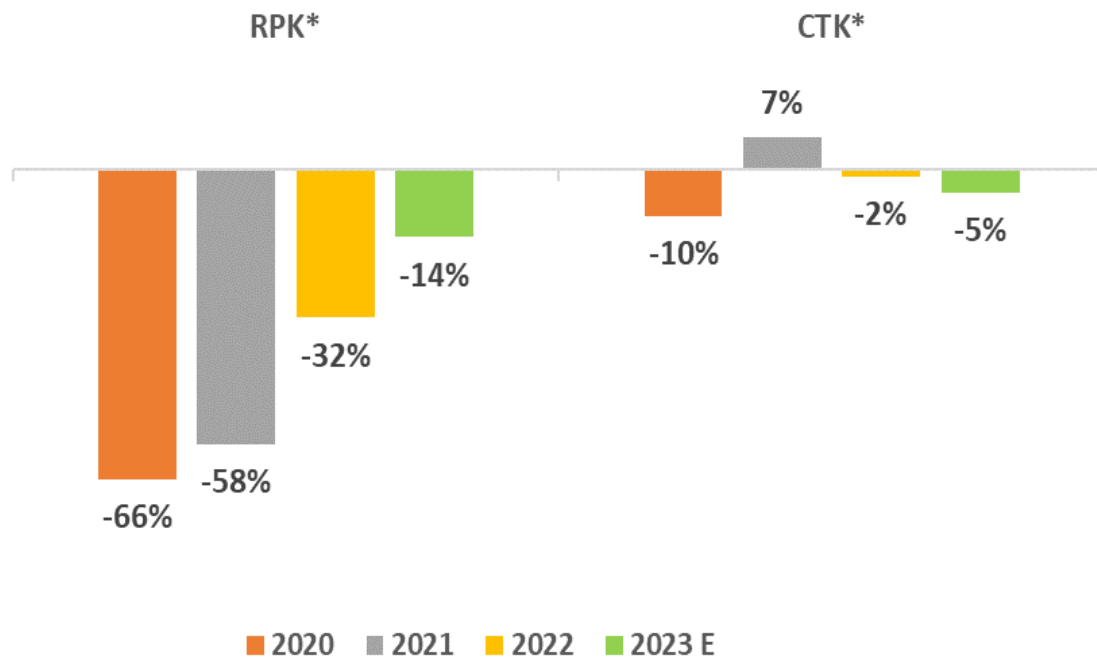
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OF TOMORROW

Preliminary FY 2022 Results – Conference call with Investors and Analysts

02/14/2023 – Investor Relations

Review 2022

STRONG RECOVERY IN AIR TRAFFIC



- | Passenger traffic improved to 68% of 2019 levels
- | Cargo traffic stabilized in 2022
- | China lifts COVID restrictions
- | 2023 passenger traffic to reach 86% of 2019 levels
- | Cargo traffic is expected to slow down slightly in 2023
- | Market environment remains challenging

Source: IATA; comparison to 2019

* RPK Revenue passenger-kilometers, CTK Cargo tonne-kilometers

Review 2022

MILITARY BUSINESS



- | FCAS Phase 1B contract signed in Dec. 2022
- | Prioritized maintenance support for German armed forces

COMMERCIAL OEM



- | Flight tests with GTF Advantage on A320neo
- | Strong recovery in narrow body flight activity
- | Pick up in wide body flying

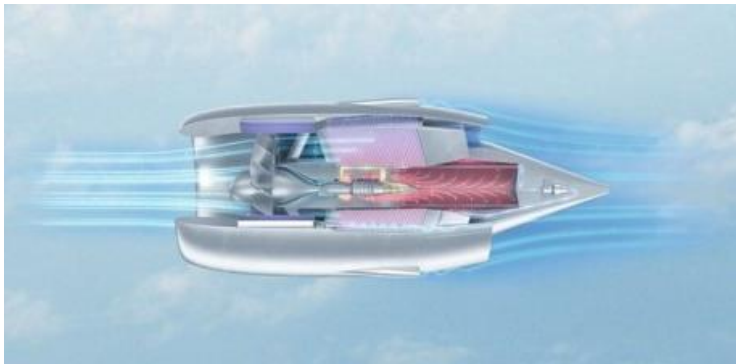
COMMERCIAL MRO



- | MRO contract wins of ~3.6 bn US\$ in 2022
- | MRO product portfolio expanded
- | Repair shop MTU Serbia opened in Oct. 2022
- | Engine test runs with SAF in MRO

Review 2022

TECHNOLOGY



- | Clean Air Engine technology agenda shows path to zero-emissions flight
- | Key projects WET Engine concept and Flying fuel cell
- | Clean Aviation selected Switch* program

*SUSTAINABLE WATER-INJECTING TURBOFAN COMPRISING HYBRID-ELECTRICS

FINANCIALS



Mio. €	328,4	300,0
Mio. €	218,7	200,0
Mio. €	150,5	150,0
Mio. €	61,4	50,0
Mio. €	89,1	30,0
Mio. €	3,7	1,0
€	121,8	55,0
Mio. €	1.752,7	1.793,3
Mio. €	1.359,5	1.053,6
Mio. €	562,3	528,0
Mio. €	18,1	18,5
Mio. €	1.492,1	1.299,3
€	1.057,8	1.023,4
€	3.112,2	2.850,7
Mio. €	102,2	22,0
Mio. €	115,7	257,8

- | Dividend proposal of 3.20 Euro per MTU share
- | Guidance 2023 updated

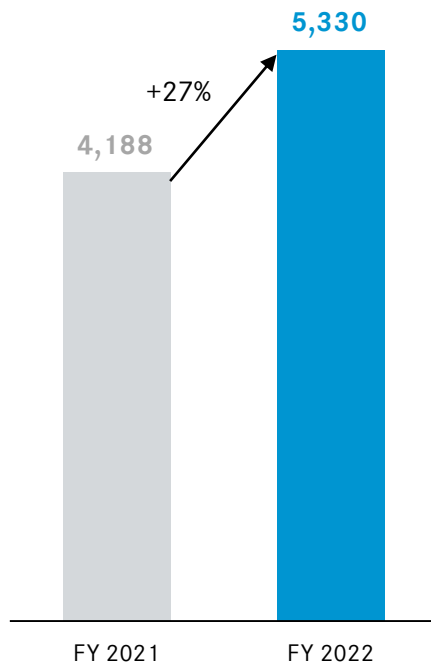
MANAGEMENT



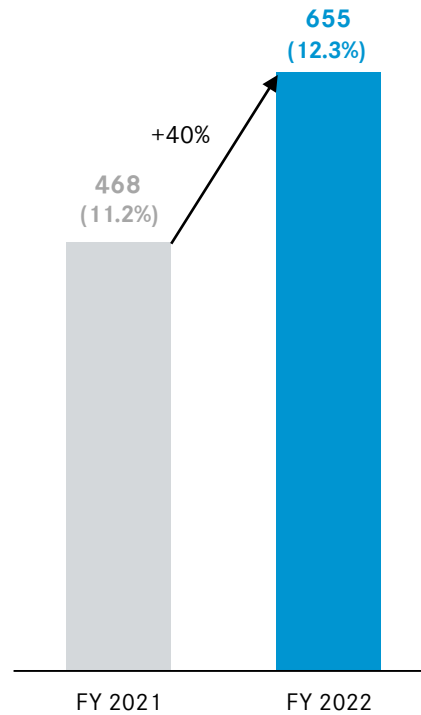
- | Lars Wagner new CEO since Jan 1, 2023
- | Dr. Silke Maurer, new COO, has joined MTU Management Board on Feb 1, 2023
- | Gordon Riske, Chairman of Supervisory Board, elected in May 2022

Financial Highlights FY 2022

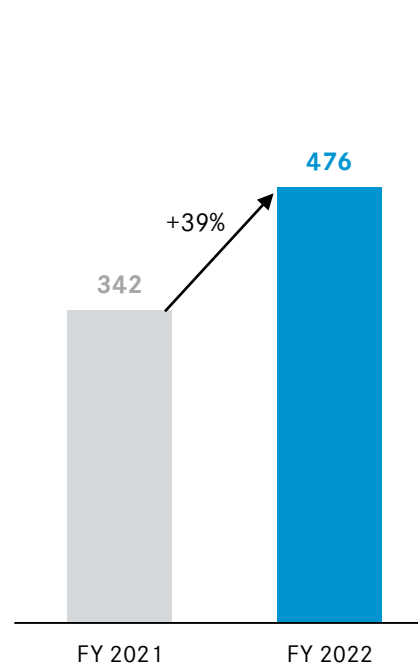
Revenues
(in m€)



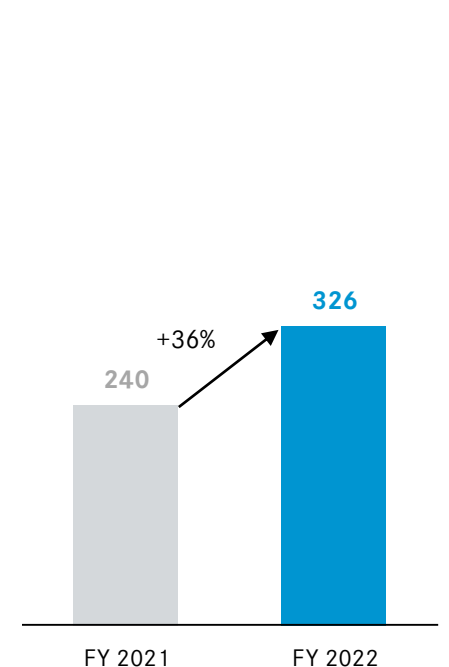
EBIT adjusted
(in m€)



Net income adj.
(in m€)



Free Cash Flow
(in m€)



Full year results broadly in line with our Guidance 2022

	Guidance 2022	Actuals 2022	
Revenues	~ 5.4 - 5.5 bn€	5.3 bn€	
EBIT adj. margin	~ up low thirties %	12.3% (655 m€)	✓
Net Income adj.	Growth in line with EBIT adj.	476 m€	✓
CCR	Expected at 60 -70%	69% (326 m€)	✓

OEM Segment

(in m €)	FY 2021	FY 2022	Change
Revenues	1,547	1,831	18%
Military Business	482	496	3%
Commercial Business	1,066	1,335	25%
EBIT adj.	320	387	21%
EBIT adj. margin %	20.7%	21.1%	



- US\$ Commercial revenues up by 11%
- Military revenues up by 3%
- EBIT margin slightly up

Commercial MRO

	(in m €)	FY 2021	FY 2022	Change
Revenues		2,741	3,616	32%
EBIT adj.		149	268	80%
EBIT adj. margin %		5.4%	7.4%	



- US\$ Revenues up by 17%
- EBIT margin up due to business mix and strong FX-tailwind

Guidance 2023 - adjusted

ORGANIC REVENUE

Military

Up ten %



Commercial OE

Up thirty %



Commercial Spares

Up high teens to low twenties %



Commercial MRO

MRO up high teens %
GTF share at mid to high thirties % of revenue

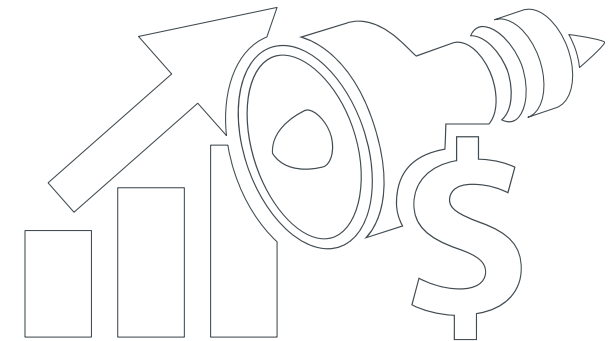


Total Group Sales

EUR 6.1 – 6.3 bn €

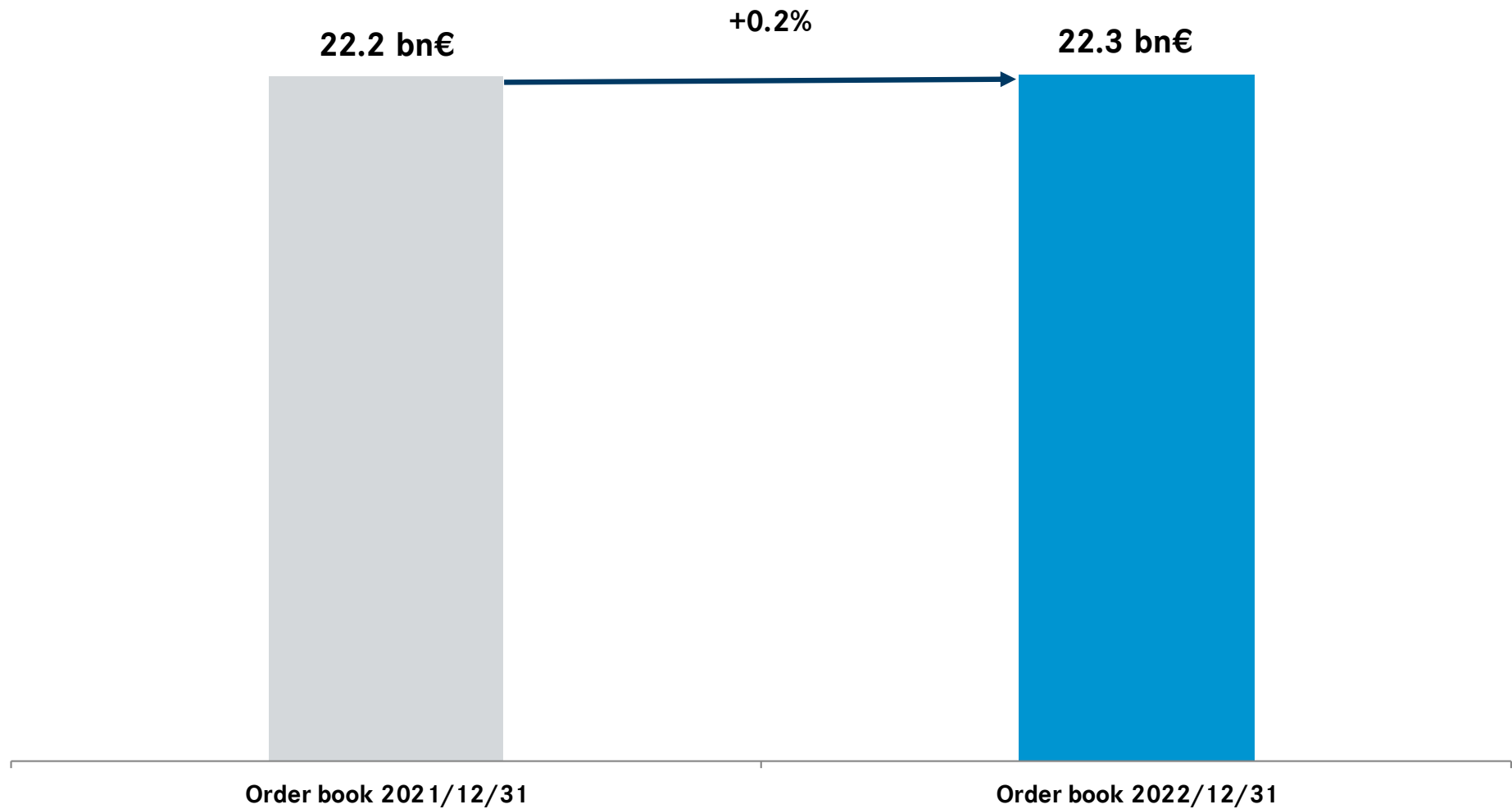
EBIT adj. margin

Stable



Appendix

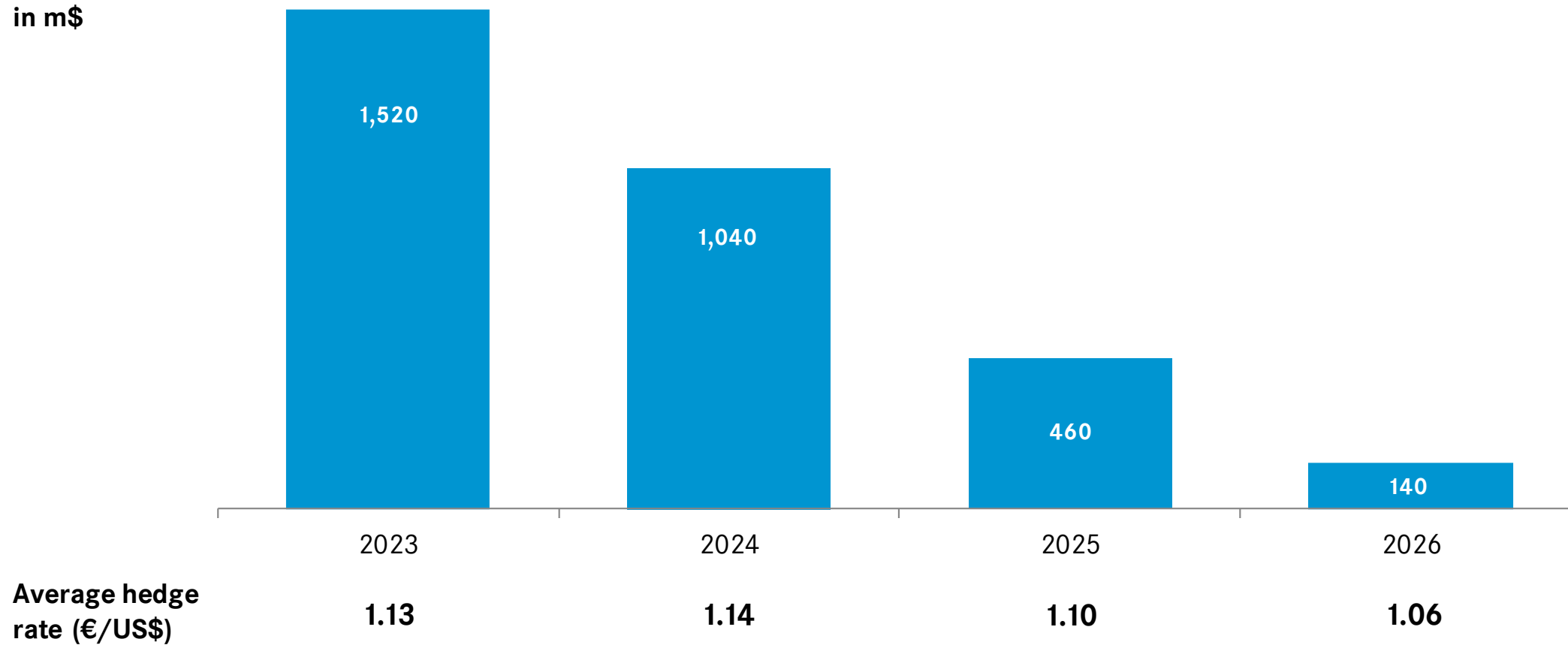
Group Order Book stable



US\$ Exchange Rate / Hedge Portfolio

Hedge book as of January 6th, 2023

in m\$



Profit & Loss

	(in m €)	Q4 2021	Q4 2022	Change	FY 2021	FY 2022	Change
Revenues		1,180	1,513	28%	4,188	5,330	27%
Total cost of sales		-1,058	-1,243		-3,601	-4,475	
Gross profit		122	270	122%	586	855	46%
Gross profit margin %		10.3%	17.8%		14.0%	16.0%	
R&D according to IFRS		-24	-30		-83	-106	
SG&A		-60	-63		-216	-254	
Other operating income (expense)		-5	-27		-16	-50	
P&L of companies accounted at equity and equity investments		33	27		84	62	
EBIT reported		67	177	165%	355	508	43%
EBIT adjusted		161	207	29%	468	655	40%
EBIT adjusted margin %		13.6%	13.7%		11.2%	12.3%	
Financial result		-5	-14		-39	-45	
Profit before tax (EBT)		62	163	163%	315	463	47%
Taxes (IFRS)		-21	-42		-84	-130	
Net Income reported		41	121	192%	231	333	44%
Net Income adj.		122	156		342	476	
EPS reported*		0.67	2.23		4.17	6.21	
EPS adj.		2.28	2.93		6.41	8.91	

* without non-controlling interests

Reconciliation to adjusted Key Performance Indicators

	(in m €)	Q4 2021	Q4 2022	Change	FY 2021	FY 2022	Change
EBIT reported		67	177	165%	355	508	43%
Adjustment (PPA Depreciation & Amortization)		5	5		21	20	
Adjustment (IAE Upshare)		6	6		23	23	
Adjustment (Vericor sale)		0	0		-13	0	
Adjustment (Impairment)		83	19		83	104	
EBIT adjusted		161	207	29%	468	655	40%
thereof P&L of companies accounted "at equity"		32	25		81	60	
Interest result		-6	-2		-29	-22	
Interest for pension provisions		-2	-3		-6	-11	
EBT adj. w/o P&L "at equity"		121	177	47%	352	562	60%
Tax rate normalized		-26%	-26%		-26%	-26%	
Taxes		-31	-46		-91	-146	
Net Income adj.		122	156	28%	342	476	39%
EPS adj.		2.28	2.93	28%	6.41	8.91	39%

Segment Revenues and EBIT adj.

	(in m €)	Q4 2021	Q4 2022	Change	FY 2021	FY 2022	Change
Revenues Group		1,180	1,513	28%	4,188	5,330	27%
OEM Commercial		300	388	29%	1,066	1,335	25%
OEM Military		172	187	9%	482	496	3%
MRO		731	973	33%	2,741	3,616	32%
Consolidation		-24	-36		-101	-117	
EBIT adjusted Group		161	207	29%	468	655	40%
OEM (Commercial / Military)		118	136	15%	320	387	21%
MRO		44	72	65%	149	268	80%
Consolidation		0	0		0	0	
EBIT adjusted margin Group		13.6%	13.7%		11.2%	12.3%	
OEM (Commercial / Military)		25.0%	23.5%		20.7%	21.1%	
MRO		6.0%	7.4%		5.4%	7.4%	

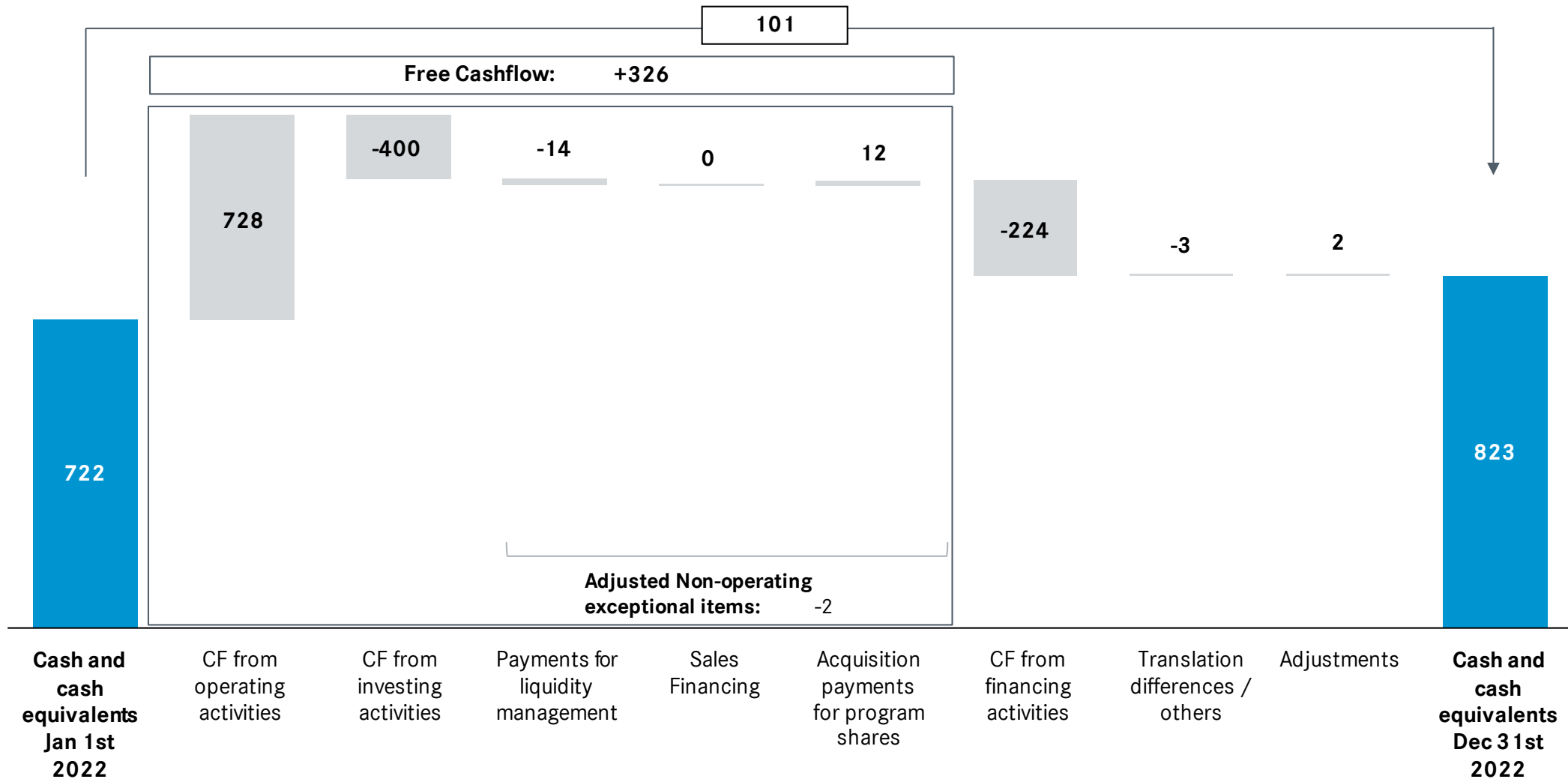
Research & Development

(in m €)	Q4 2021	Q4 2022	Change	FY 2021	FY 2022	Change
Total R&D	68	74	9%	230	265	15%
Customer funded R&D	-24	-20	16%	-70	-65	7%
Company expensed R&D	44	54	22%	160	201	25%
Capitalization of R&D	-15	-15		-49	-66	
Amortisation	7	8		25	30	
Impairment	45	0		45	63	
Total R&D impact P&L (on EBIT)	80	46	-43%	180	228	27%
thereof booked into sales and COGS	56	16		97	123	
thereof booked into R&D according to IFRS (P&L)	24	30		83	106	

Financial Result

	(in m €)	Q4 2021	Q4 2022	Change	FY 2021	FY 2022	Change
Interest income		0	4	>300%	1	7	>300%
Interest expense		-7	-7	0%	-30	-29	4%
Interest result		-6	-2	66%	-29	-22	22%
Financial result on other items		1	-12		-10	-23	
US\$ / non cash valuations / others		3	-9		-4	-12	
Interest for pension provisions		-2	-3		-6	-11	
Financial result		-5	-14	-192%	-39	-45	-16%

MTU's Cash development January – December 2022



Cash Flow

	(in m €)	FY 2021	FY 2022	Change
Net Income IFRS		231	333	44%
Depreciation and amortization		358	356	
Change in provisions and liabilities		-79	219	
Change in working capital		50	-293	
Taxes		-22	54	
Interest, derivatives, others		30	59	
Cash Flow from operating activities		567	728	28%
Net Investment in intangible assets		-82	-59	
Net Investment in R&D payments and entry fees		-23	-21	
Net Capital expenditure on property, plant and equipment		-241	-306	
Net Investments in financial assets		13	-14	
Change in cash from changes in consolidation		-13	0	
Cash Flow from investing activities		-345	-400	-16%
Adjustments		18	-2	
Free Cash Flow		240	326	36%
Cash Flow from financing activities		-276	-224	19%
Cash and cash equivalents at 31.12.		722	823	

Net debt

	(in m €)	31.12.2021	31.12.2022	Change
Bonds and notes		604	605	
Convertible bonds		529	531	
Revolving Credit Facility		0	0	
Financial lease liabilities		176	166	
Loans from related companies and third parties		0	0	
Other financing liabilities (financing component)		142	333	
thereof arising from acquisition of program participations		142	114	
thereof from compensation payments due to program participations		0	219	
Gross financial debt		1,451	1,635	13%
Cash and cash equivalents		722	823	
Loans to third parties		56	60	
Financial assets		778	882	13%
Net financial debt		673	753	12%

Working capital

	(in m €)	31.12.2021	31.12.2022	Change
Inventories		1,380	1,514	
Prepayments		-398	-478	
Receivables		2,073	2,710	
Payables		-1,654	-1,845	
Working Capital		1,401	1,901	36%

Balance Sheet

	(in m €)	31.12.2021	31.12.2022	Change
Intangible assets		1,128	1,151	
Property, plant, equipment		1,251	1,384	
other non-current assets		1,664	1,611	
Total non-current assets		4,043	4,146	3%
Current assets		4,260	5,085	19%
Total assets		8,304	9,230	11%
Equity		2,760	3,107	13%
Non-current liabilities		2,424	2,343	-3%
Current liabilities		3,119	3,780	21%
Total equity and liabilities		8,304	9,230	11%
thereof pension provisions		948	707	

PPA Depreciation / Amortization

	(in m €)	Q4 2021	Q4 2022	Change	FY 2021	FY 2022	Change
OEM		136	54		285	271	
MRO		18	25		72	87	
Total depreciation / amortization*		154	78	-49%	357	357	0%
PPA OEM		5	5		18	18	
PPA MRO		1	0		2	2	
IAE Upshare OEM		6	6		23	23	
PPA depreciation / amortization & IAE Upshare amortization (EBIT adjustments)		11	11	0%	43	43	-1%
OEM		126	43		244	229	
MRO		17	24		70	85	
Depreciation / amortization w/o PPA and w/o IAE Upshare		143	67	-53%	314	314	0%

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

Guidance for PPA and IAE Upshare Amortization

	(in m€)	2022	2023E	2024E	2025E
PPA depreciation / amortization		20	18	18	15
IAE Upshare		23	23	23	23
Adjustments PPA / IAE Upshare		43	41	41	38

Guidance for R&D Amortization

	(in m€)	2022	2023E	2024E	2025E
R&D amortization		30	31	34	37

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