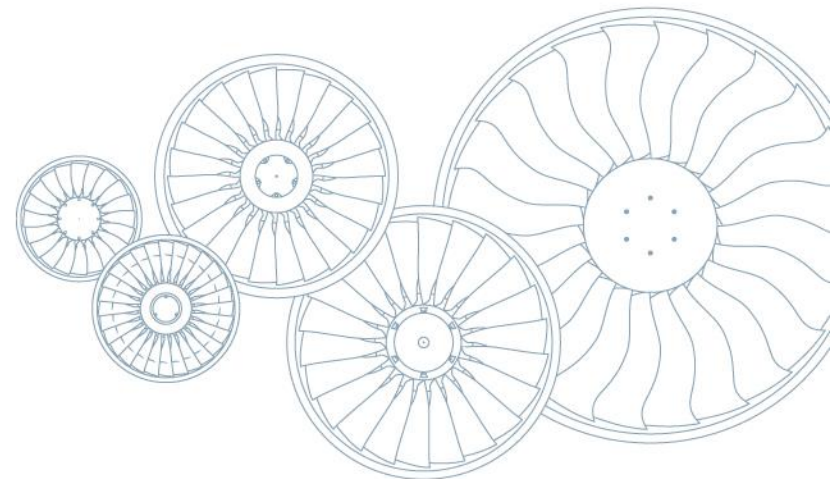




Q1 2015 Results - MTU Aero Engines

Conference Call with Investors and Analysts
28 April 2015

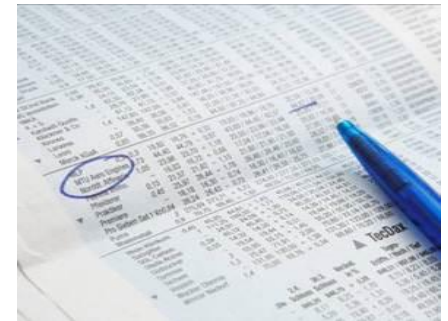


Agenda

- **Business Highlights**
- Group key figures
- Commercial and Military OEM
- Commercial MRO
- Guidance 2015
- Appendix

Business Highlights Q1 2015

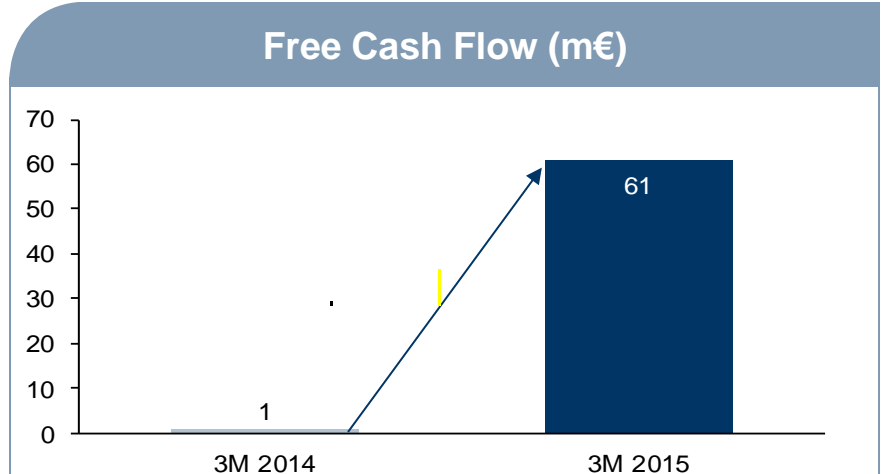
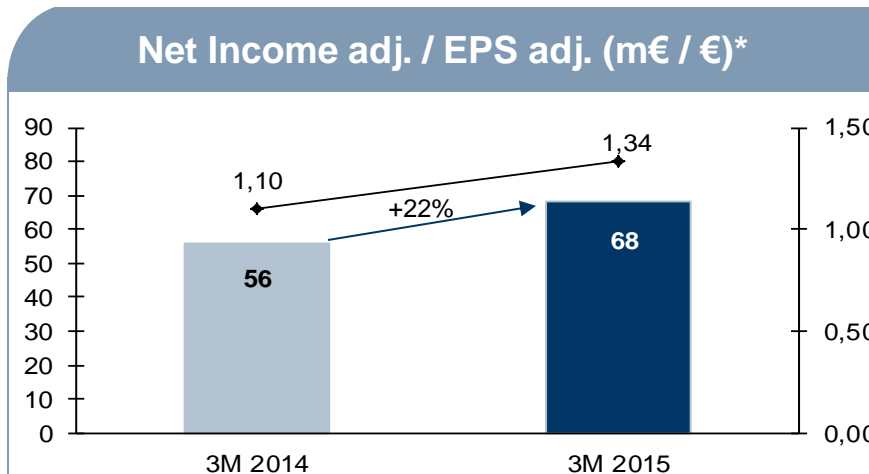
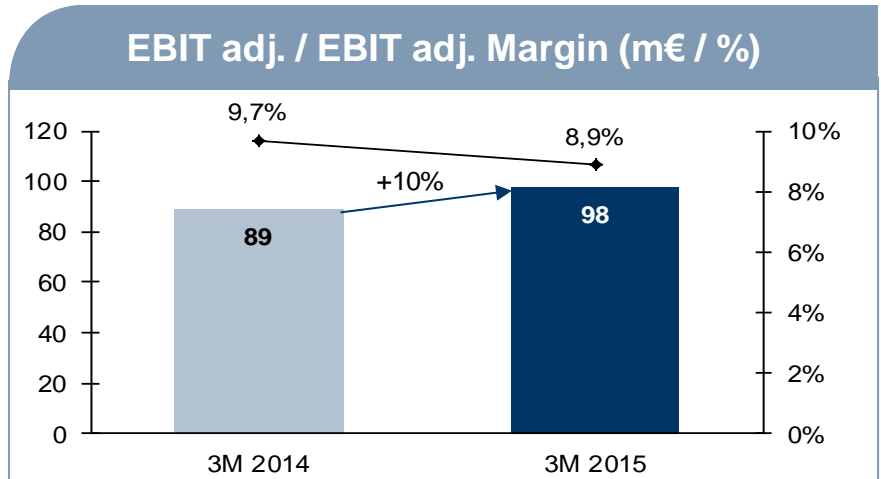
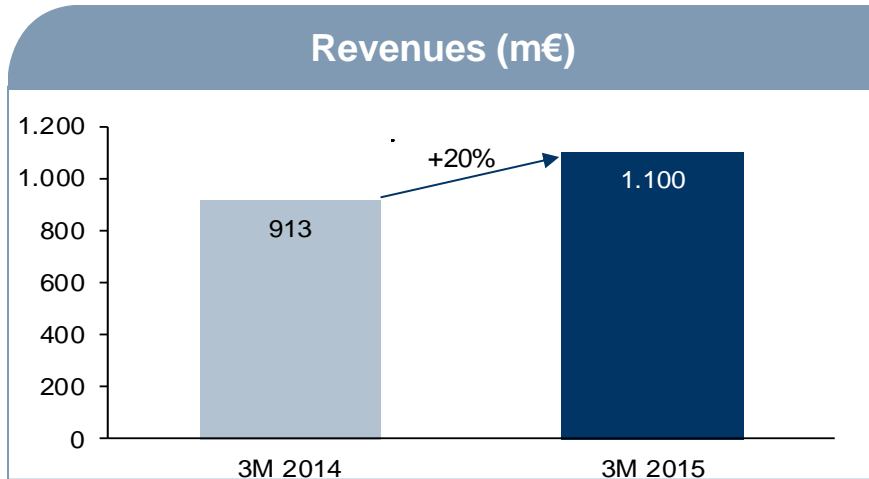
- IATA passenger traffic up 5.3% ytd. in Feb. 2015
- Oil price at around 50-60 US\$ per barrel
- Favorable development of US\$ rate
- Q1 2015 results in line with our expectations
- Preparation for ramp up on track
- Inauguration of new building at MTU Aero Engines Polska
- Increased dividend of 1.45 € per share



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Financial Highlights Q1 2015

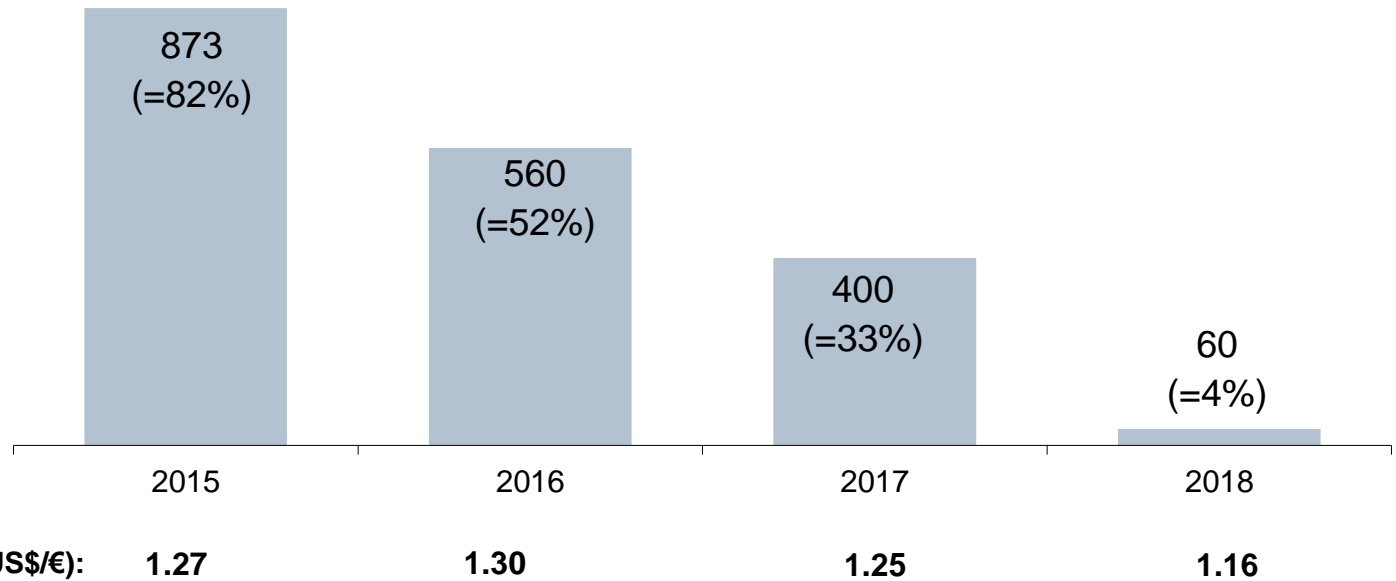


* w/o market-to-market valuations of US\$, nickel and options and others ** New underlying tax rate of 30% for 2015

US\$ Exchange Rate / Hedge Portfolio

Hedge book as of April 28, 2015 (*% of net exposure*)

(mUS\$)



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Commercial OEM Business

- Over 6,300 GTF engines on firm order or optioned
- PurePower engines have completed 16,000 hours of testing
- PW814 (Gulfstream) achieved its certification in Feb. 2015
- 1st flight CSeries CS300 in Feb. 2015
- Development activities for GE9X intensified



Military Business

- First A400M delivered to Malaysia in March 2015
- Order book up 10% in Q1 15
- 1st flight of Embraer KC-390 with V2500-E5

OEM Segment

Order book	31/12/2014	31/03/2015	Change
Order book in m€	6,763.6	7,715.6	14%
Commercial business in m US\$	7,450.0	7,558.0	1%
Military business in m€	627.4	690.8	10%
(in m€)	3M 2014	3M 2015	Change
Revenues	617.1	726.7	18%
Commercial business	500.5	635.5	27%
Military business	116.6	91.2	-22%
EBIT adj.	60.8	58.1	-4%
<i>EBIT adj. margin</i>	<i>9.9%</i>	<i>8.0%</i>	

- Organic Commercial OEM revenues up by 5%
- Lower EBIT margin due to high US\$ hedging cover



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Commercial MRO Business

- Sales campaigns won at a value of 900 m US\$ in Q1 15
- EBIT at new record level
- New organizational structure in MRO successfully implemented
- MTU Maintenance completes 15,000 engine shop visits



Commercial MRO Business

(in mUS\$)	31/12/2014	31/03/2015	Change
Contract volume	5,357.8	5,342.5	0%

(in m€)	3M 2014	3M 2015	Change
Revenues	303.6	383.9	26%
EBIT adj.	27.0	38.1	41%
<i>EBIT adj. margin</i>	<i>8.9%</i>	<i>9.9%</i>	

- Contract volume stable
- Organic revenues up by 4%
- EBIT margin increased due to USD



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Guidance 2015 (unchanged - to be reviewed after H1)

in m€	FY 2014	Guidance 2015
Revenues	3,913.9	~ 4,400
EBIT adj.	382.7 9.8%	~ 420
Net income adj.	253.3	~285

- Guidance 2015 based on 1,20 US\$/€
- Commercial OE US\$ sales up high single digit
- Commercial US\$ spare parts sales up mid single digit
- Military revenues down mid single digit
- Commercial MRO US\$ revenues up mid to high single digit
- Tax rate in 2015: 30%

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Net Income adjusted

	3M 2014	3M 2015	Change
Revenues	913.0	1,099.5	20%
EBIT adj.	89.0	97.7	10%
<i>Thereof P/L of companies accounted „at equity“</i>	3.9	9.5	
Interest result	-2.5	-0.8	
Interest for pension provisions	-5.3	-3.5	
Financial result	-7.8	-4.3	45%
EBT adj. *	81.2	93.4	15%
Taxes **	-25.2	-25.2	
Tax rate normalized	32.6%	30.0%	
Net Income adj.**	56.0	68.2	22%
EPS adj. **	1.10	1.34	22%

*) w/o market-to market valuations of US\$, Nickel , options and others

**) at equity results excluded from taxation / underlying tax rate in 2014: 30% - in Q1 2014 – 32.6%; from Q2 2014 onwards 30%

Profit & Loss

(in m€)	3M 2014	3M 2015	Change
Revenues	913.0	1,099.5	20%
Total Cost of Sales	-782.9	-974.0	
Gross Profit	130.1	125.5	-4%
<i>Gross Profit Margin</i>	14.2%	11.4%	
R&D company funded	-21.7	-15.6	
SG&A	-37.8	-38.1	
Other operating income (expense)	2.8	2.6	
P/L of companies accounted „at equity“ and „at cost“	3.9	9.5	
EBIT reported	77.3	83.9	9%
<i>Adjustment (PPA Depreciation & Amortization)</i>	6.2	6.1	
<i>Adjustment (IAE Upshare)</i>	5.5	7.7	
EBIT adj.	89.0	97.7	10%
<i>EBIT adj. margin</i>	9.7%	8.9%	
Financial Result	-8.0	-51.7	
Profit before tax (EBT)	69.3	32.2	-54%
Taxes	-22.5	-11.2	
Net Income reported	46.8	21.0	-55%
Net Income adj.	56.0	68.2	22%
EPS reported	0.92	0.42	-55%
EPS adj.	1.10	1.34	22%

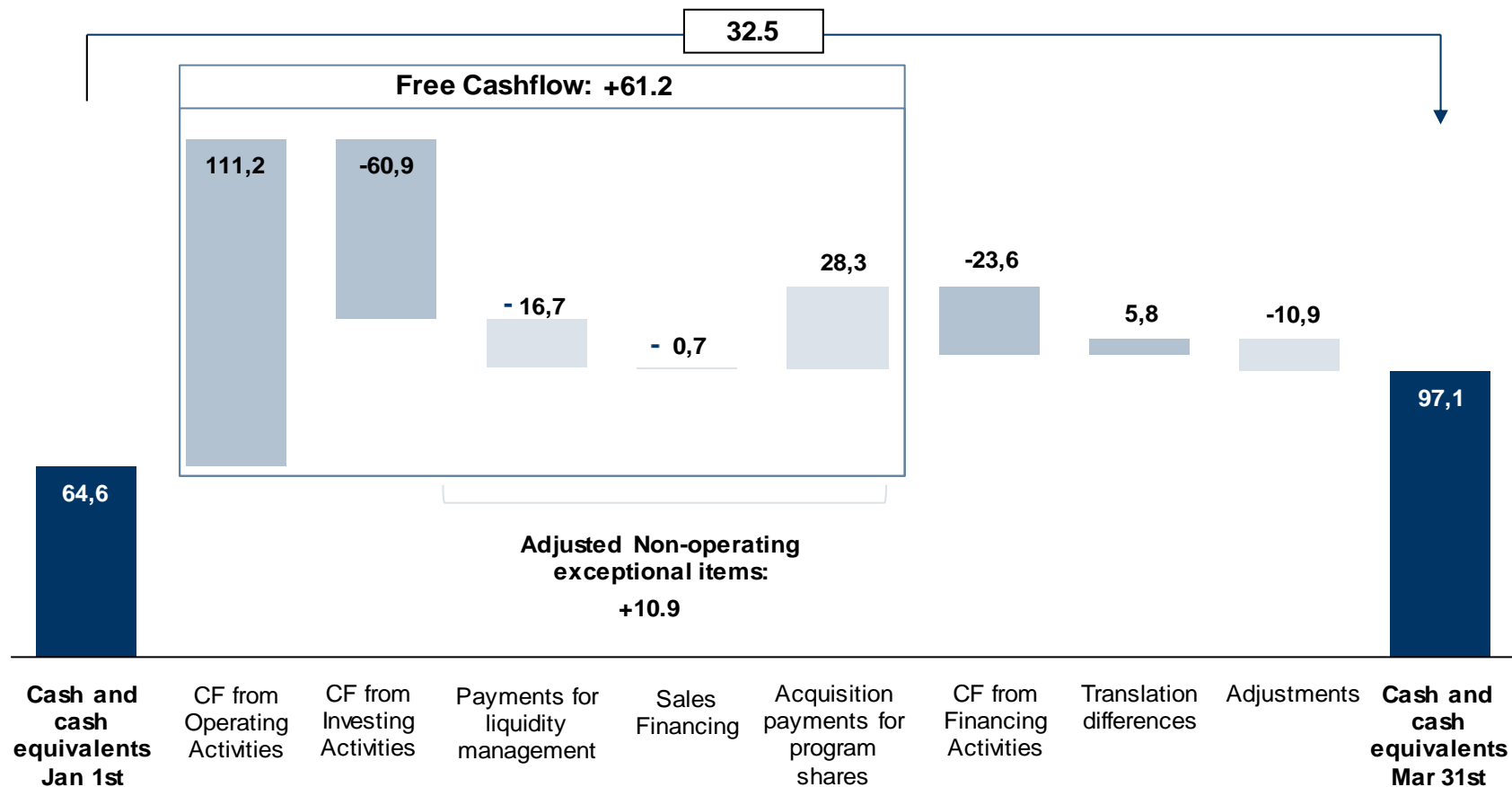
Segment Revenues and EBIT adj.

(m€)	3M 2014	3M 2015	Change
Revenues Group	913.0	1,099.5	20%
OEM Commercial	500.5	635.5	27%
OEM Military	116.6	91.2	-22%
MRO	303.6	383.9	26%
Consolidation	-7.7	-11.1	
EBIT adj. Group	89.0	97.7	10%
OEM (Commercial / Military)	60.8	58.1	-4%
MRO	27.0	38.1	41%
Consolidation	1.2	1.5	
EBIT margin adj. Group	9.7%	8.9%	
<i>OEM (Commercial / Military)</i>	<i>9.9%</i>	<i>8.0%</i>	
<i>MRO</i>	<i>8.9%</i>	<i>9.9%</i>	

Research & Development

(m€)	3M 2014	3M 2015	Change
Company expensed R&D	33.6	43.3	29%
OEM	32.7	42.3	
MRO	0.9	1.0	
Capitalization of R&D	-11.9	-27.7	
OEM	-11.9	-27.7	
MRO	0.0	0.0	
R&D according to IFRS	21.7	15.6	-28%
Customer funded R&D	9.7	8.7	
Total R&D	43.3	52.0	20%

MTU's Cash development January – March 2015



Cash Flow

(m€)	3M 2014	3M 2015	Change
Net Income IFRS	46.8	21.0	-55%
Depreciation and amortization	37.9	34.7	
Change in provisions *	-0.9	23.5	
Change in Working Capital	27.4	-8.0	
Taxes	-74.3	-15.0	
Interest, derivatives, others	-1.1	55.0	
Cash Flow from operating activities	35.8	111.2	211%
Cash Flow from investing activities	-53.9	-60.9	-13%
<i>Adjustments</i>	19.0	10.9	
Free Cash Flow	0.9	61.2	>300%
<i>Adjustments</i>	-19.0	-10.9	
Cash Flow from financing activities	21.7	-23.6	-209%
Effect of exchange rate on cash and cash equivalents	-0.2	5.8	
Change in cash and cash equivalents	3.4	32.5	
Cash and cash equivalents at 31.03.	163.0	97.1	

* includes pension provisions and other provisions

Net financial debt increased to 896.8 m€ mainly due to US\$ derivatives

(in m€)	31/12/2014	31/03/2015	Change
Corporate bonds	352.7	355.5	
Financial liabilities arising from IAE V2500	414.6	462.8	
Financial liabilities to bank	39.7	30.0	
<i>Note Purchase Agreement</i>	30.1	30.0	
<i>RCF</i>	9.6	0	
Liabilities to related companies	0.1	2.8	
Finance lease liabilities	14.2	13.9	
Derivatives without hedging relationship	12.2	52.3	
Derivatives with hedging relationship	71.4	169.7	
Gross financial debt	904.9	1,087.0	20%
Cash and cash equivalents	64.6	97.1	
Derivatives	2.6	0.8	
Other financial assets	100.4	92.3	
Financial assets	167.6	190.2	-13%
Net financial debt	737.3	896.8	22%
Net financial debt w/o derivatives	656.3	675.6	3%

Working Capital

(m€)	31/12/2014	31/03/2015	Change	Change in %
Gross inventories	741.0	791.5	50.5	
Prepayments	-485.7	-486.9	-1.2	
Receivables	1,004.2	977.9	-26.3	
Payables	-790.4	-805.4	-15.0	
Working Capital	469.1	477.1	8.0	2%

Depreciation / Amortization (in m€) – PPA & IAE upshare

(in m€)	3M 2014	3M 2015
Total depreciation / amortization		
MTU total	37.9	40.2
OEM	30.8	32.2
MRO	7.1	8.0
PPA & IAE upshare depreciation /amortization		
MTU total	11.7	13.8
PPA OEM	5.6	5.5
PPA MRO	0.6	0.6
IAE upshare (OEM)	5.5	7.7
Depreciation / amortization w/o PPA & IAE Upshare		
MTU total	26.2	26.4
OEM	19.7	19.0
MRO	6.5	7.4

Cautionary Note Regarding Forward-Looking Statements

Certain of the statements contained herein may be statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements that are forward-looking by reason of context, the words "may," "will," "should," "expect," "plan," "intend," "anticipate," "forecast," "believe," "estimate," "predict," "potential," or "continue" and similar expressions identify forward-looking statements.

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