

#### DRIVEN BY VISIONS OF TOMORROW



# MTU Aero Engines AG I Investor presentation

July 2025



# Agenda



01 Track record

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# 01 Track record

We are one of the pioneers of the aviation industry and are firmly established in the market as a leading manufacturer of aircraft engines and member of the DAX stock index.

MPANY



## We shape the future of aviation!

#### WHAT WE DO

- Design, development, production and support of aircraft engines in all thrust categories
  Commercial business: 30% of aircraft have MTU technology on board
- Military business: full system capability, for 90 years
- **Commercial MRO:** worldwide leader in customized engine service solutions
- **MRO portfolio:** 1,300+ shop visits per year for 30+ different engine types

#### HOW WE DO IT

- People: more than 12,000 employees at 19 locations
- **Partnerships:** with all OEMs, airlines and the German Air Force (program shares from 5% up to 40%)
- **Technology:** ~300 technology projects, ~2,675 patents and >700 inventors
- | Products: high-pressure compressor, low-pressure turbine, turbine center frame
- Process: lifetime excellence (lifecycles from 25 to 50 years)
- Culture: innovative and competent







## MTU at a Glance

#### COMMERCIAL OEM BUSINESS



- Revenues adj.: € 1.9 billion (25 %)\*\*
  Decades of partnerships with OEMs increasingly include maintenance
- Balanced product portfolio in all thrust categories
- I Order volume secures business beyond mid of this decade
- Approx. 30% of active aircraft with MTU participation

FY 24: Adj. revenuesEBIT adj.€ 2.5 bn€ 0.6 bn

#### MILITARY OEM BUSINESS



- Revenues: € 0.6 billion (8 %) \*\*
- European and U.S. engine programs
- | Full system capability
- | R&D is typically customer financed
- I Leading partner of the German Armed Forces

#### COMMERCIAL MRO\* BUSINESS



| Revenues: € 5.1 billion (67 %) \*\*

| Services: maintenance, leasing and asset mgmt.

- Exposure to highest growth engines (PW1000G, V2500, CFM56, CF34, GE90)
- I Global network with direct customer business, partner of OEMs and airlines
- I More than 1,400 customers, including over 270 airlines and 1,300+ shop visits p.a.

# FY 24: Adj. revenuesEBIT adj.€ 5.1 bn€ 0.4 bn

### MTU group 2024: Revenue adj. € 7.5 bn | EBIT adj. € 1.05 bn (14.0%) | FCF € 183 million



# MTU looks back on many important names from the German industrial history



Focus on **military** applications

Focus on **commercial** applications



# 02 Market position

2024 was a record year for MTU and we are ready to further shape the future of aviation.

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# The aero engine industry

#### CHARACTERISTICS

- Industry players are specialized in different modules and technologies
- Oligopolistic structure of market
- OEM business and MRO are perfect supplements
- Profit margins and cashflows related to the sales of new engine platforms are typically low or even negative, spare parts business is the main value driver for the OEM segment

#### HIGH BARRIERS TO ENTRY

- | High technology expertise required
- Substantial up front investment (R&D, Concessions) required
- Long term contracts
- Structurally captive spare parts business
- Strict certification requirements and regulatory approvals





## MTU is an essential partner in the engine value chain



**OEM market** 

Aftermarket

\* selected market participants



## Long-term fundamentals for the aerospace industry remain intact

## Positive market environment for the aviation industry<sup>1)</sup>



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20-year annual GDP growth 2.6%

20-year annual RPK<sup>2)</sup> traffic growth 3.6%



20-year annual CTK<sup>3)</sup> traffic growth 3.1%



20-year new jet aircraft deliveries >40,000

## Solid new aircraft deliveries 2023 - 20424)

 $\sim$  32,900 Passenger single-aisle  $\sim$  7,300 Passenger twin-aisle  $\sim$  2,900 Regional Jets  $\sim$  1,000 Freighters

Source: 1) Airbus Global Market Forecast 2024 2) RPK = Revenue Passenger Kilometers 3) CTK = Cargo Ton Kilometers 4) Passenger aircraft deliveries forecast to exceed USD 100 bn in 2024 (Cirrium Ascend Consultancy 01/11/2024)



## MTUs unique market position in both segments OEM and MRO

#### OEM

- **Strategic** long-term **partnership** with **Pratt & Whitney** in the narrowbody market (LPT/HPC) secures growth opportunities
- **Partnership** on large engines for hot section parts (TCF) with **General Electric** ensures product diversification
- BizJets/Regional/**Narrowbodies** the **backbone** of our portfolio
- Higher portion than industry average of freight and military engine applications provides solid ground for the aftermarket
- I Excellent **access to the MRO** market via OEM-Partnerships, independent and Airline JVs

#### MRO

- **No. 1 Independent** MRO provider worldwide
- Worldwide **broadest portfolio** with 30+ engine types
- **Repair technologies** for mature engine programs
- Leading MRO provider for V2500
- I Integrated OEM-MRO business secures aftermarket volume and provides opportunities for future programs





## A balanced portfolio in all thrust categories ensure MTU's long-term success



# MTU outperforms the market in three of the four market segments by:

Securing and expanding market and program shares

I Gaining access to new market segments

# 2 MTU shares in the OEM's strong growth in its aftermarket business:

- I In new programs, our MRO share is equal to our OEM program share
- I This makes MTU a long-term partner in OEM network
- I For 70 80% of new engines sold, OEM maintenance agreements are concluded with the sales contract
- I The majority of these MRO agreements are fly-by-hour contracts



## In the commercial OEM business MTU expands its position in all market segments



Optimizing risk profile and growth opportunities by continuous participation in varying thrust classes



## Solid military engine portfolio





## Kick-off for the European new-generation fighter engine



~ 2,000 engines expected ~ 500 engineers at MTU

#### TIMELINE OF THE NEW EUROPEAN FIGHTER ENGINE



### **Achievements**

| Foundation of 50:50 JV EUMET in 2021

| Strong partnerships across Europe

Start of demonstrator phase 1B, first milestones reached

## Benefits for MTU

| Further enhancement of technology competencies

Establish and expand own supply chain for high-tech products

| Technology spin-off in commercial engines

| High revenue potential

#### Source: www.eumet-engine.eu



## MTU very well positioned to benefit from future growth in the MRO market



#### MRO REVENUES 2019 -2024 (IN USD BILLION)

- | Market approach via independent MRO and OEM-MRO partnerships
- I One of the largest engine maintenance portfolio worldwide
- | Broad, diversified customer base
- Strong position in growth platforms
- I Current narrowbody engines have not yet reached their shop visit peak
- | Future growth mainly driven by new engine platforms

#### 1) MTU Source



# MTU is working consistently to further strengthen its MRO market presence





# MTU offers minimized maintenance costs and the best possible engine value retention

#### MARKET TRENDS

- I Ongoing demand for independent solutions as an alternative to OEM aftermarket services
- | Increasing focus on newer engine models
- I Growing demand for vertically integrated solutions beyond maintenance

No. 1: MTU is the largest independent maintenance provider in the world



#### BENEFITS



**Long-standing expertise** and market leadership as an independent provider





**Integrated solutions** throughout the lifecycle of an engine



Combined know-how as MRO, lessor and asset

manager ensures the most cost-efficient solutions



# In the more recent programs, MTU increasingly supports the OEMs, providing high-quality maintenance solutions

#### MARKET TRENDS

- | Trend towards OEM branded service agreements continues
- | High number of airlines are focusing on their core business

Majority of new engines with MTU program share are sold with an OEM maintenance contract



#### BENEFITS

- **U1** Long-term partner in the OEM network
- 02 MTUs excellence in MRO provides benefits to the network
- **O3** Reduction of shop visits costs through MRO expertise
- 04 Focus on capacity growth at best-cost locations



# MTU's unique MRO expertise makes it a preferred airline partner – together with China Southern, MTU has built up the No. 1 shop in China

#### MARKET TRENDS

- Strong growth of new airlines and large fleets forecasted
- Selected Airlines are interested in increasing MRO expertise and in-house capabilities
- 60 % of the world's new demand comes from growth markets (emerging countries)



#### BENEFITS

U1 Local presence with high MTU quality standards



Access to additional MRO business outside the home market



- Shop visits cost reduction and maximization of margins through MRO expertise
- )4 Win-win: **shared costs & investments** more volume



## Expansion of our global MRO network is progressing

#### Canada Move to new facility 2021



**Dallas** Move to new facility 2023









Ludwigsfelde Shop expansion 2019



Serbia New shop 2022



EME Aero (JV) New shop 2019



Zhuhai (JV) Shop expansion 2021



Zhuhai Jinwan (JV) New shop 2025



ASSB Airfoil Service (JV) Shop expansion 2021



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# 03 Production & Technology

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## Leading technology paving the way for emissions-free flight

LEADING TECHNOLOGY FOR CORE ENGINE MODULES AND PRODUCTION PROCESSES

- Fast running low-pressure turbine (LPT), high-pressure compressor (HPC) and turbine center frame (TCF)
- MTU as role model for **automation** in aero engine manufacturing (Blisk production centre, Rotor2, electrochemical machining (ECM))
- In-house competence retained even in volatile market environment

#### PAVE THE WAY FOR EMISSIONS-FREE FLIGHT

- Sustainable technology paves the ways towards emission-free flights
- I MTUs technology roadmap contains some 150 defined technology projects towards decarbonization
- Since 2022 climate neutral production at all German sites and at MTU Polska\*
- Similar projects will follow in our other international locations in the near future



\* incl. three approaches for  $CO_2$  reduction: avoidance, transformation, compensation



# MTU focuses on five core engine competencies – three core components and on unique manufacturing and maintenance processes

#### MANUFACTURING



#### MAINTENANCE







## OEM global footprint – target vision for future manufacturing sites

### Target set-up OEM Munich:

Renewed infrastructure and competences GEN2/NEFE/FFC\*



Development/compliance hardware and pre-series High-tech procedures Military programs Highly automated production systems

### Target set-up OEM Polska:

Enhanced portfolio



I Expansion to static parts with increased complexityI Additive manufacturing

Target set-up OEM best-cost:

Capacity growth



Low-tech process steps Simple parts for training purposes Labour-intensive, manual production steps and assemblies

# LABOUR COST PER HOUR



\* \* estimate

\*GEN2 = GTF 2nd generation, NEFE = Next European fighter engine, FFC = Flying fuel cell



## EcoRoadmap for a sustainable production

60% CO2 reduction (Scope 1 & 2) by 2030 according to Paris climate agreement



\* incl. three approaches for CO<sub>2</sub> reduction: avoidance, transformation, compensation



## Energy sources for emission-free aviation



#### IMPORTANCE OF SAF\* FOR NEAR- AND LONG-TERM CLIMATE PROTECTION

#### **Near-term**

- | Drop-in application in existing fleet with imminent impact on climate
- | Blend of 50% already certified
- Sustainable usage of high-efficient existing engines in fleet until end-of-life

#### Long-term

- Long-term application for long range due to high energy density
- | Usable for all future engine concepts based on high efficient gas turbines

\* SAF = Sustainable Aviation Fuel

#### IMPORTANCE OF HYDROGEN AS CLEANEST ENERGY CARRIER

#### Long-term

- | "Green" hydrogen has largest potential for zero emissions
- I Infrastructure and handling more complex than for SAF
- | Due to lower energy density applicable for short range and mid range
- I MTU develops a flying fuel cell for hydrogen usage cleanest way of hydrogen consumption without combustion



## Engine concepts towards emission-free aviation

### GAS TURBINE EVOLUTION



- Reduced fan pressure ratio and higher overall pressure ratio
- I More efficient components and advanced materials
- I Increased robustness and improved time-on-wing

### FLYING FUEL CELL



- An electrochemical reaction in fuel cells transforms chemical energy from H<sub>2</sub> and O<sub>2</sub> into electrical energy
- Applicable to short and medium range aircraft
- Largest potential in terms of emission-free flying



# 04 Financials & outlook

In recent years, we have proven resilience in a challenging market environment. From here, we start the future with a diversified portfolio and a considerable investment in new technologies.

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## Financial strength setting the ground for new investments

#### FINANCIAL STRENGTH

- **Strong balance sheet with** a healthy leverage and high level of liquidity
- Diversified funding mix
- Resilience proven in crisis years 2020-2021
- I Investment grade rating
- | Moody's: Baa3 (positive)
- | Fitch: BBB (stable)
- SETS THE GROUND FOR OUR INVESTMENT
- I Into **new technologies** towards emission-free flights and our contribution to **decarbonization**
- I Into our ongoing efforts in **digitization** and **automation**
- I In higher program shares in future engine programs







## Guidance 2025—improved outlook

Organic growth expectations updated - Improvements in profitability

Higher share of lease/spare engines

Higher revenues in commercial spares

Higher growth driven by positive customer and workscope mix in MRO

→ Strong market demand and product mix drive revenues and margin expansion





## Guidance 2025 – improved outlook confirms exceptional performance in 2025



## $\rightarrow$ Initial assessment of tariff impact included



## Future business drivers





### **Commercial spares**

- Continuous growth from narrowbody engines Contribution from newer widebody engine programs increasing
- Stable revenues from mature engines

## $\rightarrow$ Sustainable and profitable growth driven by scaling effects and mix



## Future business drivers



### Military

Geopolitical developments triggers expectations in military business

Increasing deliveries for EJ200 and T408

High support volume for fighter aircraft on existing fleets

Expected increase in development work on FCAS

Stable deliveries and support for TP400-D6



### **Commercial MRO**

Narrowbody MRO growth continues

GTF volumes growing predominantly in best cost sites

Strong freighter demand especially on GE90 and CF6-80C

Ramp up of LEAP MRO at MTU in Fort Worth and preparation to add GEnx MRO

## ightarrow On-going profitable growth in military business and commercial MRO

FCAS = Future Combat Air System



## Revenue and EBIT adj. margin outlook

		Revenue growth CAGR 2024 – 2030	EBIT adj. margin ambition 2030 per segment at 1.10 USD/EUR	
OEM	Military	up mid to high single digit %	28 - 30%	OE sales are outgrown by profitable aftermarket
	Commercial OE	up mid to high single digit %		
	Commercial Aftermarket	up high single digit to low teens %		
MRO	Commercial MRO	up low teens %	8.5 – 9.5%	Site ramp-up and portfolio expansion impacts margin expansion


### 2024 – 2030 CCR outlook

CCR expected to continuously improve





#### Major tailwinds:

EBIT growth
Working capital management
Improvement in TAT
Supply chain stabilization
CAPEX in PPE and capitalized R&D easing

#### Major headwinds:

GTF fleet management plan

Burden from customer compensation payments in 2025 and 2026 Pre-financing of shop visits increases receivables

#### MRO

Introduction of LEAP@MTU Maintenance in Fort Worth Investments in MLS business expansion



CCR = Cash conversion rate, FCF = Free cashflow



# Cash deployment strategy – committed to increased shareholder returns

Balanced leverage ratio of net (financial) debt / EBITDA adj. sustainably between 0.5 and 1.5

#### MTU's cash deployment strategy







#### Uniquely positioned for long-term profitable growth



# MTU is well positioned in the market to benefit from further growth and to deal with market challenges



#### Economical and geopolitical challenges

A strong financial and contractual position prepares well to deal with current challenges and realize opportunities Balanced leverage ratio target of 0.5 to 1.5 net debt/EBITDA



#### Strong financial vision and business strategy

MTU strives for balanced product portfolio and technological leadership to maintain profitable growth



#### Growth

Long-term growth and ongoing strong orderbooks  $\rightarrow$  Operational excellence in OEM and MRO as basis for long-term growth



#### Reshuffling of global supply chain

MTU's supply chain is challenging but stable, thanks to its multiple source strategy



#### **Decarbonization and climate protection**

Achieve net-zero carbon emissions by 2050 in production MTU with clear technology roadmap (Gas turbine evolution, FFC) addressing  $CO_2$  and non- $CO_2$ -emissions



#### Industry re-shaping

Fleet renewal, focus on efficiency  $\rightarrow$  MTU with strong product portfolio – GTF engines offer double-digit improvements in fuel burn and operating costs



#### **Defence & Sovereignty**

MTU plays a key role in Europe's most important current & future military engine programs



#### **Retain and attract talent**

MTU offers a lot of benefits to attract new talented employees (innovative culture, leadership values)



# 05 Appendix

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In our appendix you will find some more important financial data and further information. If you miss any information, please let us know.

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# Key financials



Note: \* Adjusted revenues 2023 primarily adjusted for PW1100G powder metal issue; \*\* CCR Cash conversion rate = FCF / Net Income adj.



# Strong balance sheet provides good cushion against ongoing market challenges

Key credit figures





# Financial highlights 2024





# MTU's debt profile

LOAN DETAILS	AMOUNT	COUPON	ISSUE DATE	MATURITY
Revolving Credit Facility	500 m€	Customary market reference rates plus an additional margin; unused credit facilities are subject to a loan commitment fee		29 June 2029
Fixed Rate Notes	750 m€	Interest coupon 3.875% p.a.	18 Sept. 2024) (settlement date)	18 Sept. 2031
Promissory Note (Schuldschein)	300 m€	2 tranches: 161 m€ with a tenor of 3 years and 139m€ with 5 years	23 April 2024	23 April 2027 23 April 2029
Euro Bond	500 m€	3.00%	01 July 2020	01 July 2025
Convertible Bond 2019	500 m€	0.05% Conversion Price € 378.4252 (Premium 55%)	18 Sept 2019	18 March 2027
Notes (Private Placement)	100 m€	3.55%	12 June 2013	12 June 2028



# USD exchange rate / Hedge portfolio

#### HEDGE BOOK AS OF May 6, 2025 IN MILLION USD



#### HEDGING MODEL - USD EXPOSURE

- Approx. 75% of USD revenues are covered with USD costs via procurement ("natural hedging")
- USD sensitivity will rise over the next years due to increasing net USD exposure

#### ROLLING HEDGING MODEL

- Exchange rate analysis and new hedging contracts on a quarterly basis
- Hedging period: maximum 20 following quarters

| For MTU hedging remains an instrument for **risk mitigation** 

Sensitivity pre hedging: 10 cent move in USD/EUR exchange rate has an impact of ~ EUR 170 million on EBIT (2025)



# Commercial engine portfolio

AIRCRAFT SEGMENT	ENGINE	PROGRAM SHARE	AIRCRAFT APPLICATION
Widebody	GP7000	22.5%	A380
(50 – 120 klb)	PW4000G	12.5%	B777
	CF6-80C	9.1%	B747-400, B767, Boeing MD-11, A310
	GEnx	6.6%	B787 Dreamliner, B747-8
	CF6-80E	n.n.	A330
	CF6-50/80A	n.n.	DC 10-30, B767, A310
	GE9X	4%	B777X
Narrowbody	PW2000	21.2%	B757, C-17
(20 – 50 klb)	PW1100G-JM	18%	A320neo
	PW6000	18%	A318
	V2500	16%	A320 family, Boeing MD-90
	JT8D-200	12.5%	Boeing MD-80 range
<b>Regional Jets</b> (13 - 24 klb)	PW1500G	15%	A220 (former Bombardier Cseries)
	PW1900G	15%	Embraer E-Jet Gen 2
Business Jets (3 – 16 klb)	PW300	25% (PW305/306)	Learjet 60, Do328 JET, Gulfstream G200, Hawker
		15% (PW307)	1000, Dessault Falcon 7X, Cessna Sovereign
	PW500	25%	Cessna Bravo, Cessna Excel
	PW800	15%	Gulfstream G500, G600, Falcon 6X



# Military engine portfolio

AIRCRAFT SEGMENT	ENGINE	PROGRAM SHARE	AIRCRAFT APPLICATION
Fighter Aircraft	EJ200	30 %	Eurofighter Typhoon
	RB199	40 %	Panavia Tornado
	F414	2.9 %	F414: F/A-18 E/F Super Hornet; EA-18G Growler
Transport Aircraft	TP400	22.2 %	A400M
Helicopter	MTR390 T408	40 % 18.4 %	Eurocopter Tiger CH-53K (US-HTH)



# MTU Management Board

#### Lars Wagner

Chief Executive Officer Appointed until Dec 31, 2025



- I CEO at MTU Aero Engines AG since January 2023
- I His responsibilities include technology and engineering, human resources, corporate strategy, corporate communications and legal affairs
- He joined MTU in 2015 as Executive Vice President, OEM Operations and acted as COO from January 2018 to December 2022. Before joining MTU, he held several managing positions at Airbus.
- I Lars Wagner will not extend his contract beyond December 2025.

#### **Peter Kameritsch**

Chief Financial Officer & Chief Information Officer Appointed until Dec 31, 2025



- I Member of Executive Board acting as CFO and CIO since January 2018
- I He joined MTU in 1999 and worked in various management positions in finance, investor relations and corporate strategy at different MTU locations
- Peter Kameritsch will not extend his contract beyond December 2025.

#### Michael Schreyögg

Chief Program Officer Appointed until June 30, 2026



- I Member of Executive Board since July 2013
- I He oversees marketing & sales and program management in MTU's MRO, commercial and defense programs
- I He joined MTU in 1990 and was in charge for several commercial and military programs before he took over the responsibility for MTU's military business in 2008

#### **Dr. Silke Maurer** Chief Operating Officer Appointed until Jan 31, 2026



- I Member of Executive Board since February 2023
- I She oversees procurement, production, assembly and corporate quality
- I Before joining MTU, she was COO at Webasto and at BSH Appliances. Prior to that, she held various management positions at BMW in Germany and abroad.



# New CEO and CFO at MTU Aero Engines AG



New CEO in 2025 **Dr. Johannes Bussmann** 55 years



New CFO from July 1, 2025 **Katja Garcia Vila** 52 years

- I Former CFO at Continental (2021-2024)
- I Contract term will be for three years
- | Professional experience at Continental (1997 2024)
- I Graduate in Business Administration
- I To join MTU on April 1, 2025, taking over the role as CFO on July 1, after a joint transition period

I Current CEO of TÜV Süd AG

- I Contract term will be for five years
- I Over 20 years of industry experience, including 7 years as CEO of Lufthansa Technik.
- I Holds a degree and doctorate in aerospace engineering and in combustion technology
- I Dr. Johannes Bussmann joined MTU's Supervisory Board in 2024
- I Exact date of the transition from Lars Wagner to Dr. Johannes Bussmann to be announced later



# Financial calendar and Investor Relations Contact



19.02.

Conference call **Full year results 2024** 

Conference call Q1 2025 results

06.05.

# 08.05.

**Annual general meeting** for the fiscal year 2023

2025

24.07.

Conference call **Q2 2025 results** 

23.10.

Conference call **Q3 2025 results** 

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# Thank you for your attention.

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Actual results, performance or events may differ materially from those in such statements due to, without limitation, (i) competition from other companies in MTU's industry and MTU's ability to retain or increase its market share, (ii) MTU's reliance on certain customers for its sales, (iii) risks related to MTU's participation in consortia and risk and revenue sharing agreements for new aero engine programs, (iv) the impact of non-compete provisions included in certain of MTU's contracts, (v) the impact of a decline in German or other European defense budgets or changes in funding priorities for military aircraft, (vi) risks associated with government funding, (vii) the impact of significant disruptions in MTU's supply from key vendors, (viii) the continued success of MTU's research and development initiatives, (ix) currency exchange rate fluctuations, (x) changes in tax legislation, (xi) the impact of any product liability claims, (xii) MTU's ability to comply with regulations affecting its business and its ability to respond to changes in the regulatory environment, (xiii) the cyclicality of the airline industry and the current financial difficulties of commercial airlines, (xiv) our substantial leverage and (xv) general local and global economic conditions. Many of these factors may be more likely to occur, or more pronounced, as a result of terrorist activities and their consequences.

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