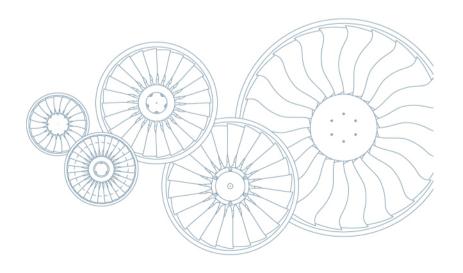




# **MTU Aero Engines**

Le Bourget – Paris Air Show June 2011





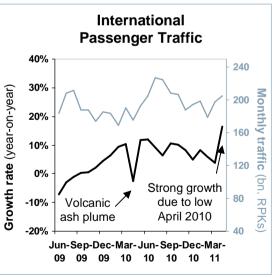
## **Business Highlights**

- Heading for Guidance 2011
- Superb market success for GTF engine: currently approx. 1,300 engines on order incl. options
- Aftermarket improves continuously: ongoing positive trend for spare parts, in MRO division strong order intake ytd.

### **Market Environment**

- Rebound of passenger traffic in April: strong growth of 16.5%\*, traffic now 7% above pre-recession peak of early 2008
- Global GDP projections support growth forecast for air traffic
- However, IATA revised 2011 passenger traffic growth forecast from 5.6% to 4.4% due to higher fuel costs\*\*
- Natural disasters in Japan, unrest in the Middle East and North Africa and the rise in oil price reduce airline profits in 2011





<sup>\*</sup> April 2010 affected by volcanic ash plume \*\* IATA forecast June 2011



## **Commercial OEM Segment**

#### **Update on GTF Programs\***

Application	Engine	Customer	Firm A/C
A320neo	PW1100G	IndiGo (MoU)	150
A320neo	PW1100G	ILFC	60
A320neo	PW1100G	Lufthansa (MoU)	30
CSeries	PW1524G	Republic	40
CSeries	PW1524G	Lufthansa	30
CSeries	PW1524G	LCI	20
CSeries	PW1524G	Braathens	10
CSeries	PW1524G	N.N.	3
MRJ	PW1217G	Trans States	50
MRJ	PW1217G	ANA	15
MRJ	PW1217G	ANI	5





\* orders before Paris Air Show

 $\rightarrow$  Currently approx. 1,300 GTF engines on order incl. options

- PW1524G (CSeries): 650 hours of ground testing for 2 engines; ready for flight testing in early summer
- PW1217G (MRJ): first engine has been tested for 50 hours
- Program participation in final discussions with Pratt & Whitney



## **Commercial OEM Segment**

#### V2500 Program and IAE

- Over 4,000 V2500 engines in service and 2,000 engines on backlog
- IAE collaboration agreement extended to January 1, 2045
- IAE has launched the development of SelectTwo: additional fuel improvement of 0.5%, EIS 2013

#### GEnx

- First MTU module expected to be delivered in H2 2011
- EIS of B787 and B747-8 expected in Q3 2011

#### GP7000

• 21 aircraft in service with 3 customers (Korean Airlines EIS May 2011)

#### PW2000

• India ordered 10 Boeing C-17 aircraft powered by PW2000









### **Military OEM Segment**

#### German Defense Budget

- Stabilized at a level of € 31.5 bn (€ 31.1 bn in 2010)
- Utilization of systems confirmed within our expectations
- MRO capacity at MTU adjusted to new aircraft maintenance budget of € 1.1 bn (€ 1.3 bn in 2010)
- Re-structuring opens new opportunities for industry

#### A400M / TP400-D6

- EASA engine certification achieved (May 6, 2011)
- Flight testing is progressing (over 6,000 engine hours)
- Production at MTU launched
- All technical / commercial issues with Airbus settled
- Support contracts for Launch Nations in negotiation
- Promising export campaigns starting 2012







## **Military OEM Segment**

#### **US Programs**

- All US defense programs with MTU participation confirmed in budget 2012
- F414 (F-18) volume increase by 25% in 2012
- Sikorsky CH-53K / GE38 engine development progressing very well
- Delivery of Flight Test Hardware GE38 started for First Flight early 2013

#### **Export Campaigns / New Business**

- Typhoon / EJ200 on the short list in India (126 A/C)
- Flight evaluation with superior results for Typhoon in India performed, information that India shared the results with other interested countries
- Further promising Typhoon export campaigns on-going









## **Commercial MRO Business**

#### **Recovery in Engine MRO – Market and Customers**

- Active engine fleet growth accelerating
  - +5% yoy in Q1 2011
  - sunset fleets stabilizing
- Utilization as main indicator for engine MRO is recovering vs. 2010 (industry average +5%)
  - flight schedules show strong flight hour recovery
  - engine utilization rates for new aircraft at peak levels
  - aircraft >6 years see stronger growth in H1 2011
- Positive trading until end of May 2011
  - new contracts approx. US\$ 800 m
  - 25 new customers, 85 contracts and work orders\*
  - examples: Atlas Air, Air Contractors, DHL, Pluna, Izair, Sky Airline
  - MTU MRO customer satisfaction continuously high





\* Large commercial engines & CF34



# **Commercial MRO Business**

#### **Highlights – Business Division**

- Increase in incoming shop visits in Q1 2011 (+33% vs. Q1 2010) further improving
- Revenue per shop visit remains under pressure
  - retirements of older MRO-intensive aircraft
  - share of minor work scopes still higher than pre-crisis
  - high level of used material vs. new
  - increased repair depth
- MTU Maintenance Zhuhai well positioned in China/Asia, the world's fastest growing engine MRO market
  - No. 1 in China (market share V2500: ~90%, CFM56-3: ~30%)
  - 10 year anniversary; over 1,000 shop visits performed
  - shop capacity extension by 50% on track
- Successful introduction of MRO InTakt production system at MTU Maintenance Berlin-Brandenburg resulting in a significant reduction of engine TAT

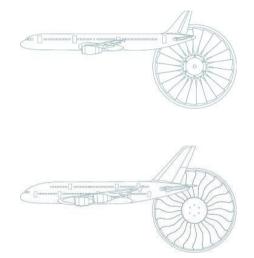






## **Guidance 2011 Confirmed**

(m€)	FY 2010	Guidance 2011
Revenues	2,707	7-8% increase
EBIT adj. <i>EBIT adj. margin</i>	311 <i>11.5%</i>	stable
Net income adj.	182	stable



- Guidance 2011 confirmed
- While spare parts development is ahead of our expectations, the US\$ poses some headwind for 2011
- Update at Q2 release on Aug. 1, 2011





### **Financial Calendar 2011 & IR Contact**

February 23, 2011	Conference Call	Inka Koljonen
	Full year results 2010	Director Investor Relations
		Tel. +49 89 14 89-8313
May 03, 2011	Conference Call	Fax +49 89 14 89-95139
	Q1 2011 results	E-mail: Inka.Koljonen@mtu.de
May 05, 2011	Annual General Meeting	
	for the fiscal year 2010	Claudia Heinle
		Investor Relations
August 01, 2011	Conference Call	Tel. +49 89 14 89-3911
	Q2 2011 results	Fax +49 89 14 89-95139
		E-mail: Claudia.Heinle@mtu.de
October 26, 2011	Conference Call	
	Q3 2011 results	
		Antje Drommershausen
November 22, 2011	Investor and Analyst Day	Investor Relations
		Tel. +49 89 14 89-5636
		Fax +49 89 14 89-95139

E-mail: Antje.Drommershausen@mtu.de



### **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.

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.

The company assumes no obligation to update any forward-looking statement.

Any securities referred to herein have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), and may not be offered or sold without registration thereunder or pursuant to an available exemption therefrom. Any public offering of securities of MTU Aero Engines to be made in the United States would have to be made by means of a prospectus that would be obtainable from MTU Aero Engines and would contain detailed information about the issuer of the securities and its management, as well as financial statements.

Neither this document nor the information contained herein constitutes an offer to sell or the solicitation of an offer to buy any securities.

These materials do not constitute an offer of securities for sale in the United States; the securities may not be offered or sold in the United States absent registration or an exemption from registration.

No money, securities or other consideration is being solicited, and, if sent in response to the information contained herein, will not be accepted.