

Q3 2007 Results-MTU Aero Engines



Conference Call with Investors and Analysts October 25th, 2007



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Key Business Issues Q3 2007

• Strong market fundamentals driving series and spare parts sales - Passenger Traffic +7.2% (IATA Jan-Aug 07) Commercial **Business** - Cargo traffic +3.9% (IATA Jan-Aug 07) Geared turbofan engine to power new Mitsubishi Regional Jet Anticipated delay in A400M deliveries has limited impact on MTU **Military Business** • Saudi Arabian Eurofighter order to be finalized in 2007 Stefan Weingartner to succeed Bernd Kessler as head of MRO division Commercial MRO • ERP system integration completed, MRO recovery progressing • Share buy backs intensified: currently 3,5 m shares or 6,4% held by company **Others** Additional 2 m shares to be bought back by year end



9 Month Financial Highlights

Order Backlog

• Group order backlog decreased by 9.3% to 3,032.9m€ compared to 31.12.2006 – nearly stable after adjustment for US\$ exchange rate effects

Revenues

Group revenues increased by 5.9% to 1,886.8 m€

EBITDA adj.

• Group EBITDA up by 21.9% to 280.8 m€, reaching 14.9% margin

Cash Flow

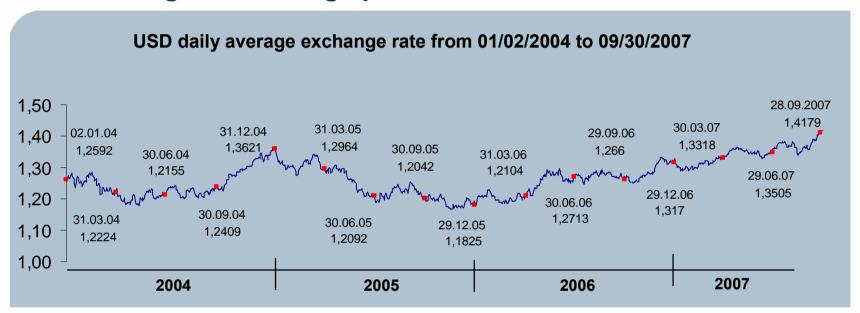
Free Cash Flow at 119.7m€

Underlying Net Income/ EPS

- Underlying Net Income increased by 16.6% to 102.5m€ or 1.94€ EPS
- Adjusted for the HYB redemption premium (19.1m€), the underlying Net Income would have increased to 113.8m € (+29.5%) or 2.16 € EPS



US\$ Exchange rate / Hedge portfolio



Hedging in place as of 30 Sept. 2007	% of open exposure hedged	Average exchange rate
2007	58% (175 mUS\$)	1,2984
2008	45% (375 mUS\$)	1,3081
2009	7% (70 mUS\$)	1,3550



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OEM Segment

	30.09.2007	31.12.2006	Change
Order backlog in m€	2,933.5	3,218.4	-8.9%
Commercial Business in m\$	2,299.1	2,325.4	-1.1%
Military Business in m€	1,312.0	1,452.7	-9.7%

in m€	per 9 2007	per 9 2006	Change
Revenues	1,153.8	1,061.9	8.7%
Commercial Business	811.5	746.5	8.7%
Military Business	342.3	315.4	8.5%
Gross profit	236.8	178.7	32.5%
Gross profit margin	20.5%	16.8%	
R&D self-financed	50.7	50.6	
EBITDA adj.	210.5	152.3	38.2%
EBITDA adj. margin	18.2%	14.3%	

Order backlog

 Commercial Business US\$ Order Backlog stable.

Revenues

 Commercial Business organic sales growth + 13% (adjusted for US\$ effects).

Gross Profit

Increased by 32.5% to 20.5% margin

EBITDA adj.

 Increased by 38.2% reaching 18.2% margin



MRO Segment

in m US\$	30.09.2007	01.01.2007	Change
Contract Volume MRO (in mUS\$)	6,407.8	4,847.0	32.2%
Order backlog (in mUS\$)	141.5	163.4	-13.4%

Order backlog

 US \$ Contract volume increased by 32.2%

in m€	per 9 2007	per 9 2006	Change
Revenues	753.2	735.5	2.4%
Gross profit	68.2	92.6	-26.3%
Gross profit margin	9.1%	12.5%	
R&D self-financed IFRS	7.0	4.4	
EBITDA adj.	70.3	79.4	-11.5%
EBITDA adj. margin	9.3%	10.8%	

Revenues

• Organic (US\$) growth 10.6%

Gross Profit

 Decreased from 12.5% to 9.1% Gross Profit margin. Depreciation of CF34 Licence (14.7m), additional burdens due to ERP Hannover

EBITDA adj.

 Margin decreased from 10.8% to 9.3%



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Financial Result

in m€	per 9 2007	per 9 2006	Change
Income non-consolidated subsidiaries companies / Income from associated companies / Loss from shares in affiliated companies	0.4	-0.1	
Interest Result	-27.2	-14.9	82.6%
Interest Income	5.7	14.3	
Interest Payments	-32.9*)	-29.2	
Other Financial Result	-22.1	-8.0	176.3%
Gains/losses US\$ cash/financing/ Capital lease valuation	-1.4	1.1	
Interest expenses for pension provisions	-14.5	-13.8	
Non cash valuations (interest swaps/Nickel hedging)	-6.1	4.9	
Interest R&D provisions and others	-0.1	-0.2	
Total Financial Result	-48.9	-23.0	112.6%

^{*)} Interest payments include 19.1m€ redemption fee for the High Yield Bond



Underlying Net Income and EPS underlying

in m€	per 9 2007	per 9 2006	Change
EBITDA adj.	280.8	230.4	21.9%
Depreciation / amortisaton w/o PPA	-74.1	-58.7	
w/o extraordinary write-off of CF34 licence	14.7		
EBIT underlying	221.4	171.7	28.9%
Financial result	-49.5	-24.2	
EBT underlying	171.9	147.5	16.5%
underlying Tax (40,4%)	-69.4	-59.6	
Underlying Net Income	102.5	87.9	16.6%
EPS underlying in €	1.94	1.61	20.5%
Avg. weighted number of outstanding shares	52.8m	54.5m	



Reported Net Income and EPS

in m€	per 9 2007	per 9 2006	Change
EBIT reported	165.3	152.4	8.5%
Financial Result	-49.5	-24.2	
EBT	115.8	128.2	-9.7%
Current tax expense	-51.2	-51.2	
Defered tax expense	52.4 *)	-1.8	
Net Income reported	117.0	75.2	55.6%
EPS in €	2.22	1.38	60.9%
Avg. weighted number of outstanding shares	52.8m	54.5m	

^{*)} per 09/2007: including one-off effect out of the revaluation of deferred taxes (49.6m€) due to German Corporate Tax Reform.



Cash Flow

in m€	per 9 2007	per 9 2006	Change
Cash Flow from operating activities	179.8	141.7	26.9%
Cash Flow from investing activities	-60.1	-46.2	30.1%
Free Cash Flow	119.7	95.5	25.3%
Cash Flow from financing activities	-119.9	-30.0	
Neutral changes equity/assets	-0.8	0.7	
Change in cash and cash equivalents	-1.0	66.2	
Liquidity 30.09	101.2	88.2	

Financing activities include:

• Share buybacks: 2007 84.5m vs 37.5m in 2006

• Dividend payment : 2007 43.6m vs 40.2m in 2006



Forecast 2007 – as Communicated on July 25th

in m€	FY2006	Per 09/2007	Guidance 2007	Delta
Revenues	2,416.2	1,886.8	2,600	+7.6%
EBITDA adj.	318.2	280,8	385	+21.0%
EBITDA adj. margin	13.2%	14.9%	14.8%	
Free Cash Flow	115.7	119.7	120	+3.7%
Underlying Net Income	121.8	102.5	150	+23.2%



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Profit & Loss

In m€	Q3 2007	Q3 2006	change	Per 09/2007	Per 09/2006	change
Revenues	626.2	612.4	2.3%	1,886.8	1,782.4	5.9%
Total cost of sales	-518.2 *)	-512.5	1.1%	-1,575.2	-1,511.2	4.2%
Gross profit	108.0	99.9	8.1%	311.6	271.2	14.9%
Gross profit margin	17.2%	16.3%		16.5%	15.2%	
R & D company funded	-21.7	-12.7		-55.1	-42.9	
SG&A	-32.0	-31.4		-92.1	88.7	
Other operating income (expense)	-2.7	10.9		0.9	12.8	
EBIT reported	51.6	66.7	-22.6%	165.3	152.4	8.5%
EBITDA reported	99.8	101.3	-1.5%	280.8	261.1	7.5%
EBITDA adjusted	99.8	84.1	18.7%	280.8	230.4	21.9%
Financial result	-10.1	-9.9		-48.9	-23.0	
Share of income/loss of Joint Ventures accounted for using the equity method	0.0	-0.3		-0.6	-1.2	
Profit before Tax (EBT)	41.5	56.5	-26.5%	115.8	128.2	-9.7%
Taxes	30.5	-23.1		1.2	-53.0	
IFRS net income	72.0	33.4	115.6%	117.0	75.2	55.6%

^{*)} including write-off CF34 licence of 14.7m€





Revenues / Cost of sales

in m€	Q3 2007	Q3 2006	change	Per 09/ 2007	Per 09/2006	change
Revenues	626.2	612.4	2.3%	1,886.8	1,782.4	5.9%
OEM Commercial	266.6	261.1	2.1%	811.5	746.5	8.7%
OEM Military	119.0	111.0	7.2%	342.3	315.4	8.5%
MRO	247.9	245.7	0.9%	753.2	735.5	2.4%
Consolidation	-7.3	-5.4		-20.2	-15.0	
Cost of Sales	-518.2	-512.5	1.1%	-1,575.2	-1,511.2	4.2%
OEM (commercial / military)	-289.8	-296.6	2.3%	-917.0	-883.2	3.8%
MRO	-237.1	-221.2	7.2%	-685.0	-642.9	6.5%
Consolidation	8.7	5.3		26.8	14.9	



Gross Profit / EBIT reported

in m€	Q3 2007	Q3 2006	change	Per 09/2007	Per 09/2006	change
Gross Profit	108.0	99.9	8.1%	311.6	271.2	14.9%
OEM (commercial / military)	95.8	75.5	26.9%	236.8	178.7	32.5%
MRO	10.8 *)	24.5	-55.9%	68.2	92.6	-26.3%
Consolidation	1.4	-0.1		6.6	-0.1	
EBIT reported	51.6	66.7	-22.6%	165.3	152.4	8.5%
OEM (commercial / military)	59.3	52.4	13.2%	134.5	100.6	33.7%
MRO	-7.5	14.3	-152.4%	30.8	53.1	-42.0
Consolidation	-0.2	0.0		0.0	-1.3	

^{*)} including wirte-off CF34 licence of 14.7m€





Research & Development

in m€	Q3 2007	Q3 2006	Change	Per 09/2007	Per 09/2006	Change
Company expensed R&D	22.2	16.7	32.9%	57.7	55.0	4.9%
OEM	18.8	16.5		50.7	50.6	
MRO	3.4	0.2		7.0	4.4	
Capitalization of R&D	-0.5			-2.6		
Consumption of R&D provision		-4.0			-12.1	
R&D according to IFRS	21.7	12.7	70.9%	55.1	42.9	28.4%
Customer funded R&D	19.4	19.7	-1.5%	63.4	62.5	1.4%
Total R&D	41.6	36.4	14.3%	121.1	117.5	3.1%



EBITDA reported / adjusted

in m€	Q3 2007	Q3 2006	Change	Per 09/2007	Per 09/2006	Change
EBITDA reported	99.8	101.3	-1.5%	280.8	261.1	7.5%
OEM (commercial / military)	84.7	78.5	7.9%	210.5	183.0	15.0%
MRO	15.3	22.8	-32.9%	70.3	79.4	-11.5%
Consolidation	-0.2	0.0		0.0	-1.3	
EBITDA adjusted	99.8	84.1	18.7%	280.8	230.4	21.9%
OEM (commercial / military)	84.7	61.3	38.2%	210.5	152.3	38.2%
MRO	15.3	22.8	-32.9%	70.3	79.4	-11.5%
Consolidation	-0.2	0.0		0.0	-1.3	
EBITDA adjusted margin	15.9%	13.7%		14.9%	12.9%	
OEM (commercial / military) margin	22.0%	16.5%		18.2%	14.3%	
MRO margin	6.2%	9.3%		9.3%	10.8%	





EBITDA Adjustments- Group Level

in m€	Q3 2007	Q3 2006	Change	Per 09/2007	Per 09/2006	Change
EBIT reported	51.6	66.7	-22.6%	165.3	152.4	8.5%
Depreciation and amortization	48.2	34.6		115.5	108.7	
EBITDA reported	99.8	101.3	-1.5%	280.8	261.1	7.5%
R&D provision consumption		-4.0			-12.1	
Program value provision release		-2.7			-8.1	
Property sale		-10.5			-10.5	
Total adjustments	0.0	-17.2		0.0	-30.7	
EBITDA adjusted	99.8	84.1	18.7%	280.8	230.4	21.9%





EBITDA Adjustments – Segmental Level (in m€)

OEM Segment	Q3 2007	Q3 2006	change	Per 09/2007	Per 09/2006	change
EBITDA reported OEM	84.7	78.5	7.9%	210.5	183.0	15.0%
R&D cost, not expensed under IFRS		-4.0			-12.1	
Program value provision release		-2.7			-8.1	
Property sale		-10.5			-10.5	
EBITDA adjusted OEM	84.7	61.3	38.2%	210.5	152.3	38.2%

MRO Segment	Q3 2007	Q3 2006	change	Per 09/2007	Per 09/2007	change
EBITDA reported MRO	15.3	22.8	-32.9%	70.3	79.4	-11.5%
EBITDA adjusted MRO	15.3	22.8	-32.9%	70.3	79.4	-11.5%



Financial Result

in m€	Q3 2007	Q3 2006	Change	Per 09/2007	Per 09/2006	Change
Income non-consolidated subsidiaries companies / Income from associated companies / Loss from shares in affiliated companies	0.4	-0.2		0.4	-0.1	
Interest Result	-2.5	-4.7	-46.8%	-27.2	-14.9	82.6%
Interest Income	1.9	1.3		5.7	14.3	
Interest Payments	-4.4	-6.0		-32.9 *)	-29.2	
Interest Swaps						
Other Financial Result	-8.0	-5.0	60.0%	-22.1	-8.0	176.3%
Gains/losses US\$ cash/financing/ Capital lease valuation	0.0	0.7		-1.4	1.1	
Interest expenses for pension provisions	-4.8	-4.6		-14.5	-13.8	
Non cash valuations (swaps/commodity)	-3.0	-1.2		-6.1	4.9	
Interest R&D provisions and others	-0.2	0.1		-0.1	-0.2	
Total Financial Result	-10.1	-9.9	2.0%	-48.9	-23.0	112.6%

^{*)} Interest payments include 19.1m€ redemption fee for the High Yield Bond



Cash Flow

in m€	Q3 2007	Q3 2006	Change	Per 09/2007	Per 09/2006	Change
Net income IFRS	72.0	33.4	115.6%	117.0	75.2	55.6%
Depreciation and amortisation	48.2	34.6		115.5	108.7	
Change in Provisions	42.2	33.2		47.1	34.0	
Change in Working Capital	-53.2	-73.8		-44.4	-72.4	
Deferred taxes	-51.3	2.2		-50.9	1.8	
Gains/losses associated comp. /others	1.4	-9.2		-4.5	-5.6	
Cash Flow from operating activities	59.3	20.4	190.7%	179.8	141.7	26.9%
Cash Flow from investing activities	-21.2	-23.5	-9.8%	-60.1	-46.2	30.1%
Free Cash Flow	38.1	-3.1	1,329.0%	119.7	95.5	25,3%
Cash Flow from financing activities	-17.4	-3.6	383.3%	-119.9	-30.0	299.7%
Effect of exchange rate on cash and cash equivalents	-0.3	-0.1		-0.8	0.7	
Change in cash and cash equivalents	20.4	-6.8		-1.0	66.2	





Working Capital

in m€	30.09.2007	31.12.2006	Change	Change in %
Gross inventories	596.7	529.0	-67.7	
Prepayments	-664.7	-537.7	127.0	
Receivables	889.6	714.2	-175.4	
Payables	-558.8	-487.1	71.7	
Working Capital	262.8	218.4	-44.4	-20.3%



PPA depreciation/amortisation (in m€)

Total depreciation / amortisation	Q3 2007	Q3 2006	Per 09/2007	Per 09/2006
MTU total	48.2	34.6	115.5	108.7
OEM	25.4	26.1	76.0	82.4
MRO	22.8	8.5	39.5	26.3
PPA depreciation / amortisation	Q3 2007	Q3 2006	Per 09/2007	Per 09/2006
MTU total	13.4	15.1	41.4	50.0
OEM	11.5	13.2	35.6	43.8
MRO	1.9	1.9	5.8	6.2
Depreciation / amortisation w/o PPA	Q3 2007	Q3 2006	Per 09/2007	Per 09/2006
MTU total	34.8	19.5	74.1	58.7
OEM	13.9	12.9	40.4	38.6
MRO	20.9	6.6	33.7	20.1



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) risks associated with the significant ownership of our equity by affiliates of Kohlberg Kravis Roberts & Co., (xv) our substantial leverage and (xvi) 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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