



First Half Year Results 2010 – MTU Aero Engines

Conference Call with Investors and Analysts July 27, 2010



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- 1. Operational & Financial Highlights
- 2. Divisional Performance
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# **Key Business Issues**

Market environment	<ul> <li>Passenger traffic overcomes pre-recession levels and continues strong rebound - May passenger traffic up 11.7%, cargo up + 34% (IATA Global Int´l)</li> <li>All geographical areas benefit from the May traffic rebound</li> <li>Latest IATA passenger traffic forecast for 2010: + 7.1%. World airlines to return to profitability in 2010 - driven by improved demand, yields and load factors</li> </ul>
Commercial Business	<ul> <li>Positive order trend continues at Farnborough Air Show:         <ul> <li>Confirmation of GP7000 for latest Emirates A380 order ~350 m€ MTU revenues</li> <li>New V2500 orders from Asia/Middle East ~ 120 m€ MTU revenues</li> </ul> </li> <li>GTF production ramp up progressing well: first MTU set for C-Series delivered to P&amp;W, testing to begin in late summer</li> </ul>
Military Business	<ul> <li>Anticipated military budgets cuts expected to affect industry mid-term</li> <li>A400M / TP400 flight testing progressing according to plan: ~1,500 hrs. with TP400 engines absolved</li> </ul>
Commercial MRO	<ul> <li>Q2 shows clear recovery on a sequential basis</li> <li>BA CityFlyer MRO contract for CF34 engines underpins pick up in regional and bizjet segment</li> <li>MRO portfolio extended by GE90-110B and -115B engines</li> </ul>



# **H1 2010 Financial Highlights**

Order Backlog	Group Order Backlog increased by 14% to 4,717.2 m€
Revenues	• Group Revenues decreased by 2% to 1,348.8 m€
EBIT adj.	<ul> <li>Group EBIT adj. increased by 5% to 144.1 m€</li> <li>Increase in margin to 10.7%</li> </ul>
Cash Flow	• Free Cash Flow at 125.1 m€
Net Income/ EPS	<ul> <li>Net Income increased by 9% to 60.6 m€ (EPS 1.24 € )</li> </ul>



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## **OEM Segment**

EBIT adj. margin

	31.12.2009	30.06.2010	Change
Order backlog in m€	3,965.1	4,524.6	14%
Commercial Business in m\$	3,662.3	3,967.1	8%
Military Business in m€	1,422.9	1,291.7	-9%

#### Order backlog

 Commercial Business US\$ backlog increased by 8% driven by new orders for V2500 and GTF engine.

H1 2009	H1 2010	Change
802.1	819.0	2%
570.2	569.7	0%
231.9	249.3	8%
152.3	174.4	15%
19.0%	21.3%	
46.3	64.2	39%
98.4	103.0	5%
	802.1 570.2 231.9 152.3 19.0% 46.3	802.1       819.0         570.2       569.7         231.9       249.3         152.3       174.4         19.0%       21.3%         46.3       64.2

12.3%

#### Revenues

Adjusted for US\$ effects Commercial OEM remained stable.

#### EBIT adj.

 Margin increased to 12.6%. R&D increase was compensated by costs savings and positive business mix.

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12.6%



## **MRO Segment**

mUS\$	01.1.2010	30.06.2010	Change
Contract Volume MRO (in mUS\$)	6,759.6	6,424.0	-5%
Order backlog (in mUS\$)	267.7	243.0	-9%

#### **Contract Volume**

Decreased by 5% as a result of contract execution

m€	H1 2009	H1 2010	Change
Revenues	589.0	544.0	-8%
Gross profit	63.2	68.1	8%
Gross profit margin	10.7%	12.5%	
R&D self-financed	6.8	5.9	-13%
EBIT adj.	39.9	39.2	-2%
EBIT adj. margin	6.8%	7.2%	

#### Revenues

 Adjusted for US\$ effects revenues decreased by 8%.

#### EBIT adj.

Margin increased to 7.2%.



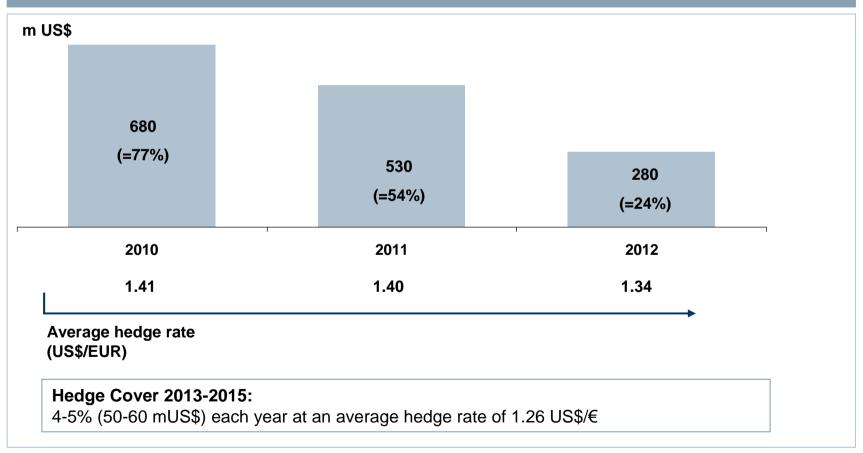
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## **US\$ Exchange Rate / Hedge Portfolio**







## **Financial Result**

m€	H1 2009	H1 2010	Change
Profit/loss from at equity accounted companies	-0.1	-0.6	
Interest result	-6.2	-5.6	
Interest income	0.4	3.8	
Interest payments	-6.6	-9.4	
Other financial result	-14.3	-29.1	
Gains/losses out of US\$ cash/financing/ capital lease valuations; Interest portion in contingent liabilities/provisions, others	-7.6	-1.9	
Non cash valuations	5.8	-15.8	
Interests for pension provisions	-12.5	-11.4	
Total financial result	-20.6	-35.3	-71%



# **EBIT adj., Net Income and EPS**

m€	H1 2009	H1 2010	Change
EBIT adj.	137.1	144.1	5%
EBIT adj. margin	10.0%	10.7%	
PPA Depreciation	22.9	21.9	
EBIT reported	114.2	122.2	7%
Financial Result	-20.6	-35.3	
EBT	93.6	86.9	-7%
Income taxes	-37.9	-26.3	
Net Income reported	55.7	60.6	9%
EPS in €	1.14	1.24	9%
Avg. weighted number of outstanding shares	48.8mn	48.9mn	



## **Cash Flow**

in m€	H1 2009	H1 2010	Change
Cash Flow from operating activities	119.8	169.0	41%
Cash Flow from investing activities	-53.1	-71.7	-35%
thereof short term financial securities		27.8	
Thereof capex / cap. R&D	-53.1	-43.9	-17%
Free Cash Flow	66.7	125.1	88%
- Short term financial securities		-27.8	
Cash Flow from financing activities	-24.4	-70.8	-190%
Effect of exchange rate on cash and cash equivalents	-2.7	6.0	
Change in cash and cash equivalents	39.6	32.5	
Liquidity June, 30	109.5	153.3	



## **Net Financial Debt**

in m€	31.12.2009	30.06.2010	Change	Change in %
Convertible bond (incl. interests)	148.9	148.5		
Revolving Credit Facility	0.0	0.0		
Promissory notes (Schuldscheindarlehen)	65.4	34.8		
Other Bank credits	14.6	12.5		
Financial liabilities to related companies		2.0		
Finance lease liabilities	25.8	25.9		
Loan British Columbia to MTU Maintenance Canada	12.9	15.1		
Derivative financial liabilities	12.2	107.6		
Financial liabilities	279.8	346.4	66.6	24%
Cash and cash equivalents	120.8	153.3		
Short term financial securities		61.3		
Derivative financial assets	16.6	3.3		
Financial assets	137.4	217.9	80.5	59%
Net financial debt	142.4	128.5	-13.9	-10%



### **New Guidance 2010**

in m€	FY 2009	Guidance 2010 (as of Feb. 24, 2010)	Guidance 2010 - NEW
Revenues	2,611	stable	~2,750
EBIT adj.	292	stable	~310
EBIT adj. margin	11.2%	stable	stable
Free Cash Flow	120	~ 100	~120
Net income	141	stable	stable

Reflects new exchange rate assumption of 1.30 \$/€



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## **Profit & Loss**

m€	Q2 2009	Q2 2010	change	H1 2009	H1 2010	Change
Revenues	682.9	708.6	4%	1,376.0	1,348.8	-2%
Total cost of sales	-585.0	-578.6	1%	-1,159.3	-1,103.7	5%
Gross Profit	97.9	130.0	33%	216.7	245.1	13%
Gross Profit margin	14.3%	18.3%		15.7%	18.2%	
R & D company funded (acc. P&L)	-18.9	-32.9		-47.6	-60.7	
SG&A	-26.8	-34.0		-56.4	-63.9	
Other operating income (expense)	-1.7	1.3		1.5	1.7	
EBIT reported	50.5	64.4	28%	114.2	122.2	7%
EBIT adjusted	61.9	75.3	22%	137.1	144.1	5%
Financial result	0.1	-26.0		-20.6	-35.3	
Profit before Tax (EBT)	50.6	38.4	-24%	93.6	86.9	-7%
Taxes	-25.9	-10.4		-37.9	-26.3	
Net income	24.7	28.0	13%	55.7	60.6	9%
EPS	0.50	0.57	14%	1.14	1.24	9%





## **Revenues / Cost of Sales / Gross Profit**

m€	Q2 2009	Q2 2010	Change	H1 2009	H1 2010	Change
Revenues	682.9	708.6	4%	1,376.0	1,348.8	-2%
OEM Commercial	285.6	304.4	7%	570.2	569.7	0%
OEM Military	117.7	113.2	-4%	231.9	249.3	8%
MRO	286.6	299.0	4%	589.0	544.0	-8%
Consolidation	-7.0	-8.0		-15.1	-14.2	
Cost of Sales	-585.0	-578.6	-1%	-1,159.3	-1,103.7	-5%
OEM (Commercial / Military)	-337.5	-329.8	2%	-649.8	-644.6	1%
MRO	-253.6	-258.1	2%	-525.8	-475.9	9%
Consolidation	6.1	9.3		16.3	16.8	
Gross Profit	97.9	130.0	33%	216.7	245.1	13%
OEM (Commercial / Military)	65.8	87.8	33%	152.3	174.4	15%
MRO	33.0	40.9	24%	63.2	68.1	8%
Consolidation	-0.9	1.3		1.2	2.6	





# **EBIT** reported

m€	Q2 2009	Q2 2010	Change	H1 2009	H1 2010	Change
EBIT reported	50.5	64.4	28%	114.2	122.2	7%
OEM (Commercial / Military)	33.4	40.3	21%	77.9	83.2	7%
MRO	19.4	24.0	24%	37.5	37.1	-1%
Consolidation	-2.3	0.1		-1.2	1.9	
EBIT adjusted	61.9	75.3	22%	137.1	144.1	5%
OEM (Commercial / Military)	43.6	50.2	15%	98.4	103.0	5%
MRO	20.6	25.0	21%	39.9	39.2	-2%
Consolidation	-2.3	0.1		-1.2	1.9	
EBIT adjusted margin	9,1%	10.6%		10.0%	10.7%	
OEM (Commercial / Military)	10.8%	12.0%		12.3%	12.6%	
MRO	7.2%	8.4%		6.8%	7.2%	





# **Research & Development**

m€	Q2 2009	Q2 2010	Change	H1 2009	H1 2010	Change
Company expensed R&D	22.7	37.2	64%	53.1	70.1	32%
OEM	18.3	33.7		46.3	64.2	
MRO	4.4	3.5		6.8	5.9	
Capitalisation of R&D	-3.8	-4.3		-5.5	-9.4	
OEM	-1.8	-4.3		-3.5	-7.4	
MRO	-2.0			-2.0	-2.0	
R&D according to IFRS	18.9	32.9	74%	47.6	60.7	28%
Customer funded R&D	20.8	18.8	-10%	40.8	37.7	-8%
Total R&D	43.5	56.0	29%	93.9	107.8	15%





## **Financial Result**

m€	Q2 2009	Q2 2010	Change	H1 2009	H1 2010	Change
Profit / Loss from at equity accounted companies	-0.5	-0.6		-0.1	-0.6	
Interest Result	-3.0	-4.4		-6.2	-5.6	
Interest Income	0.1	1.0		0.4	3.8	
Interest Payments	-3.1	-5.4		-6.6	-9.4	
Other Financial Result	3.6	-21.0		-14.3	-29.1	
Gains/losses out of US\$ cash/financing/capital lease valuation; Interest portion in contingent liabilities/provisions, others	-6.7	-2.0		-7.6	-1.9	
Non cash valuations (swaps)	16.5	-13.4		5.8	-15.8	
Interests for pension provisions	-6.2	-5.6		-12.5	-11.4	
Total Financial Result	0.1	-26.0		-20.6	-35.3	-71%



## **Cash Flow**

m€	Q2 2009	Q2 2010	Change	H1 2009	H1 2010	Change
Net income IFRS	24.7	28.0	-13%	55.7	60.6	9%
Depreciation and amortization	30.6	31.7		61.3	63.1	
Change in Provisions *)	-36.9	4.7		-23.7	23.6	
Change in Working Capital	48.3	78.9		32.4	33.2	
Taxes	7.0	-5.6		6.4	8.7	
Interest, derivatives, others	-13.7	-19.9		-12.3	-20.2	
Cash Flow from operating activities	60.0	117.8	96%	119.8	169.0	41%
Cash Flow from investing activities	-28.7	20.8	172%	-53.1	-71.7	-35%
Thereof short term financial securities		-45.2			27.8	
Thereof capex / cap. R&D	-28.7	-24.4	15%	-53.1	-43.9	17%
Free Cash Flow	31.3	93.4	198%	66.7	125.1	88%
- Short term financial securities		45.2			-27.8	
Cash Flow from financing activities	-13.0	-72.7	-459%	-24.4	-70.8	-190%
Effect of exchange rate on cash and cash equivalents	-1.1	3.3		-2.7	6.0	
Change in cash and cash equivalents	17.2	69.2		39.6	32.5	
*) includes pension provisions and other provisio	ns					
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# **Working Capital**

m€	31.12.2009	30.06.2010	Change	Change in %
Gross inventories	648.7	658.4	-9.7	
Prepayments	-607.0	-734.1	127.1	
Receivables	525.1	635.8	-110.7	
Payables	-419.2	-445.7	26.5	
Working Capital	147.6	114.4	33.2	22%





# **PPA Depreciation / Amortisation (in m€)**

Total depreciation / amortisation	Q2 2009	Q2 2010	H1 2009	H1 2010
MTU total	30.6	31.7	61.3	63.1
OEM	23.1	23.9	46.2	48.2
MRO	7.5	7.8	15.1	14.9
PPA depreciation / amortisation	Q2 2009	Q2 2010	H1 2009	H1 2010
MTU total	11.4	10.9	22.9	21.9
OEM	10.2	9.9	20.5	19.8
MRO	1.2	1.0	2.4	2.1
Depreciation / amortisation w/o PPA	Q2 2009	Q2 2010	H1 2009	H1 2010
MTU total	19.2	20.8	38.4	41.2
OEM	12.9	14.0	25.7	28.4
MRO	6.3	6.8	12.7	12.8



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