



Q3 2021 Results

Conference Call with Investors and Analysts

10/29/2021 – Investor Relations

Q3 2021 Review

- Passenger traffic with volatile recovery, cargo traffic remains strong
- IATA expects 2021 passenger traffic to reach 40% of 2019 pre-Covid levels
- MRO recovery strongly accelerated in late Q3

- Spirit Airlines selected the GTF for its latest A320neo order
- First of 60 A220 for Air France delivered
- New Gulfstream G400 will be powered with PW812

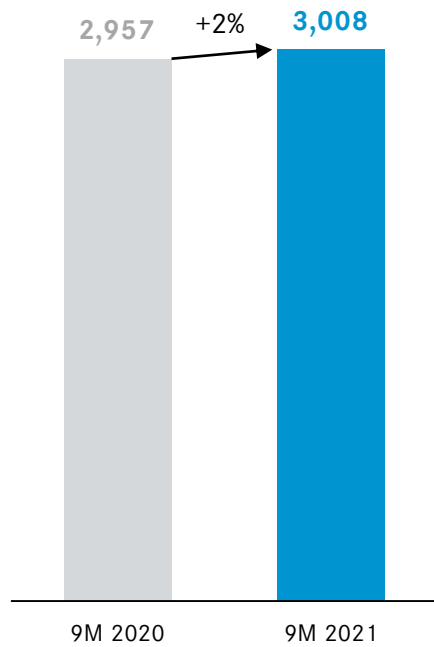
- Induction of first GTF engine at MTU Maintenance Zhuhai
- Groundbreaking ceremony for second Chinese site
- Vericor Power Systems sold to streamline portfolio



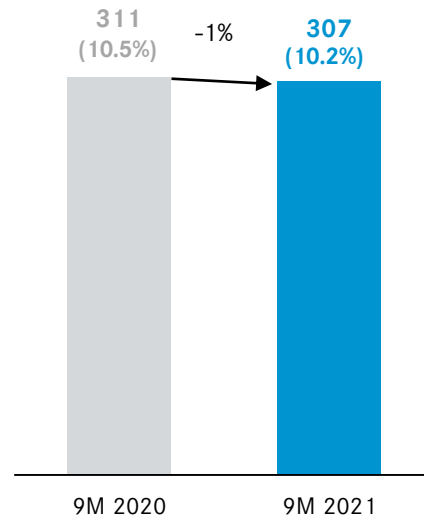
Groundbreaking ceremony at MTU Zhuhai II on Sept 30, 2021

Financial Highlights Q3 2021

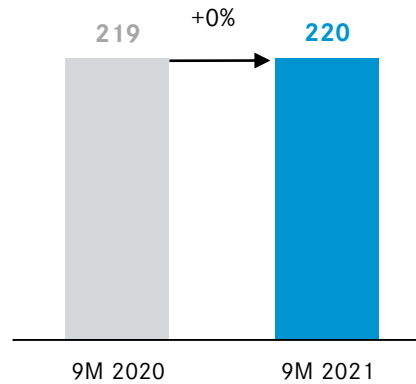
Revenues
(in m€)



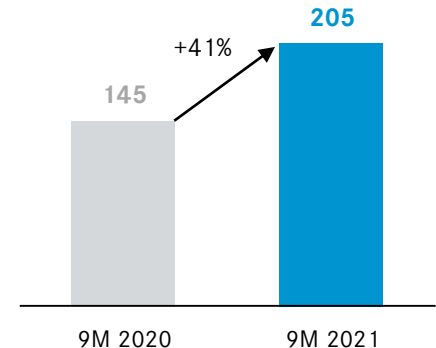
EBIT adjusted
(in m€)



Net income adj.
(in m€)



Free Cash Flow
(in m€)



OEM Segment

(in m €)	9M 2020	9M 2021	Change
Revenues	1,146	1,075	-6%
Military Business	296	310	4%
Commercial Business	850	765	-10%
EBIT adj.	194	202	4%
EBIT adj. margin %	16.9%	18.8%	



- US\$ Commercial revenues down by 4%
- Military revenues up 4%
- EBIT margin up due to business mix

Commercial MRO

	(in m €)	9M 2020	9M 2021	Change
Revenues		1,866	2,010	8%
EBIT adj.		116	105	-9%
EBIT adj. margin %		6.2%	5.2%	



- US\$ Revenues up by 15%
- EBIT margin down due to business mix (higher PW1100G MRO share)

Guidance 2021

Organic revenue

Military

Up mid single digit



Commercial OE

Up low to mid single digit



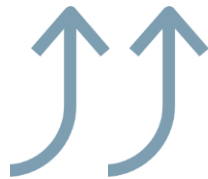
Commercial Spares

Up low to mid single digit



Commercial MRO

MRO up mid teens %
GTF contribution strongly growing



Total Group Sales:

4.3 – 4.4 bn €

EBIT adj. (margin)

~ 10.5%

Net Income adj.

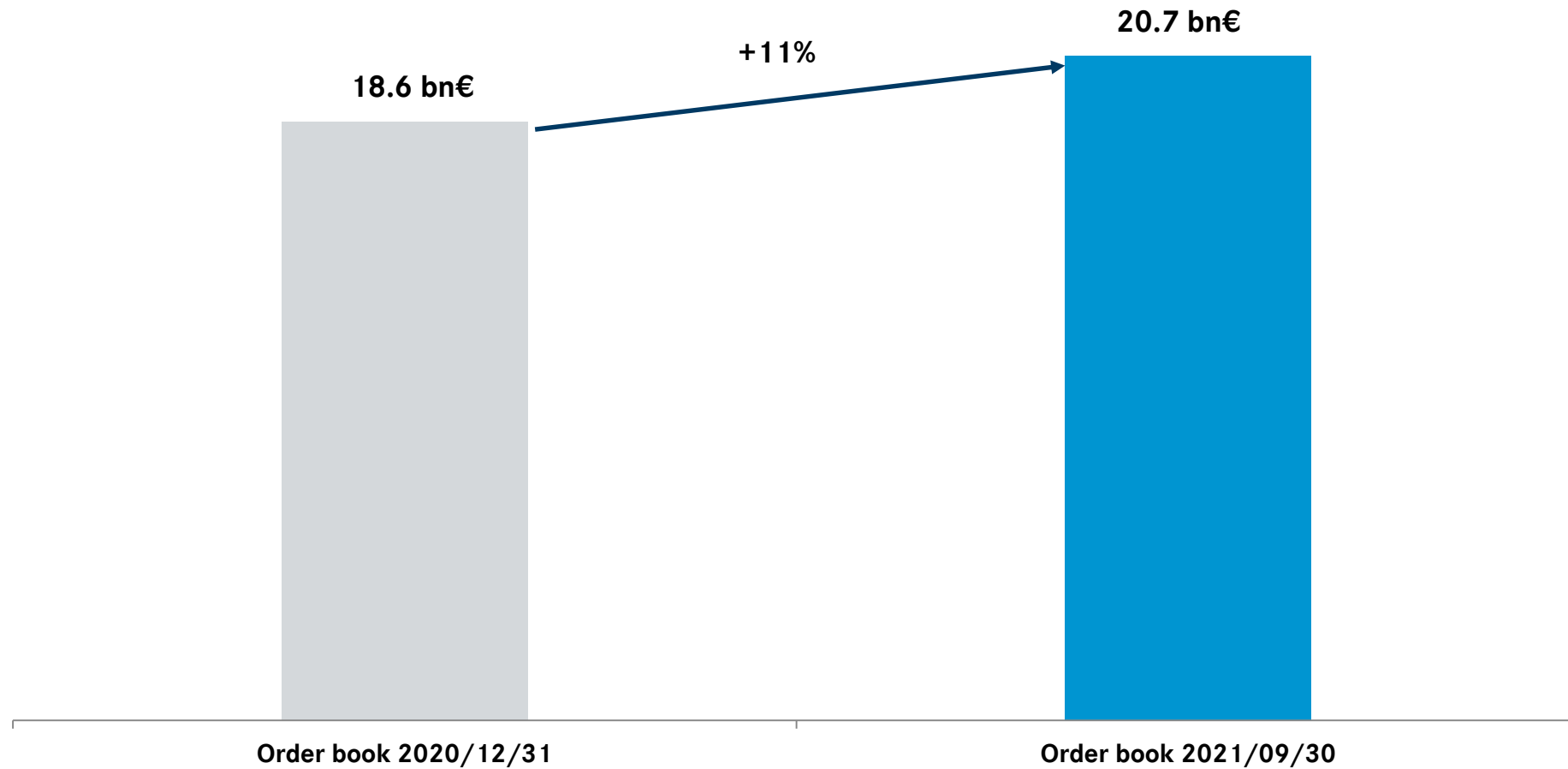
In line with EBIT adj.

CCR

High double digit %

Appendix

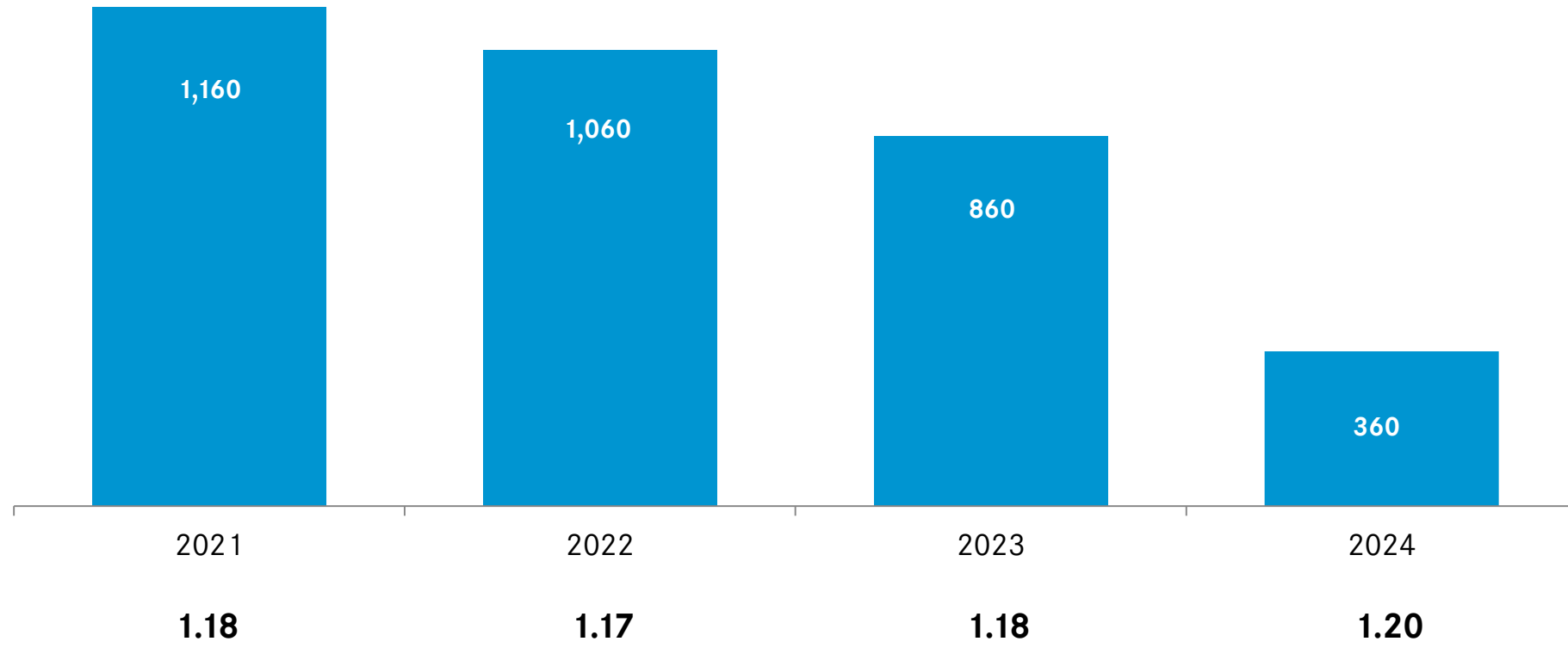
Group Order Book up 11%



US\$ Exchange Rate / Hedge Portfolio

Hedge book as of October 29th, 2021

in m\$



Profit & Loss

	(in m €)	Q3 2020	Q3 2021	Change	9M 2020	9M 2021	Change
Revenues		908	1,004	11%	2,957	3,008	2%
Total cost of sales		-805	-830		-2,539	-2,543	
Gross profit		103	174	69%	418	464	11%
Gross profit margin %		11.4%	17.4%		14.1%	15.4%	
R&D according to IFRS		-16	-22		-41	-60	
SG&A		-56	-53		-174	-157	
Other operating income (expense)		-2	3		-9	-11	
P&L of companies accounted at equity and equity investments		12	18		45	51	
EBIT reported		41	120	192%	240	288	20%
EBIT adjusted		87	117	35%	311	307	-1%
EBIT adjusted margin %		9.5%	11.7%		10.5%	10.2%	
Financial result		-25	-12		-47	-34	
Profit before tax (EBT)		16	108	>300%	193	254	31%
Taxes (IFRS)		0	-21		-52	-64	
Net Income reported		16	87	>300%	141	190	35%
Net Income adj.		58	85		219	220	
EPS reported*		0.28	1.62		2.58	3.50	
EPS adj.		1.09	1.59		4.14	4.12	

* without non-controlling interests

Reconciliation to adjusted Key Performance Indicators

	(in m €)	Q3 2020	Q3 2021	Change	9M 2020	9M 2021	Change
EBIT reported		41	120	192%	240	288	20%
Adjustment (PPA Depreciation & Amortization)		5	5		16	16	
Adjustment (IAE Upshare)		6	6		21	17	
Adjustment (Vericor sale)		0	-13		0	-13	
Adjustment (Restructuring)		34	0		34	0	
EBIT adjusted		87	117	35%	311	307	-1%
thereof P&L of companies accounted "at equity"		12	18		45	49	
Interest result		-8	-7		-14	-23	
Interest for pension provisions		-2	-1		-7	-4	
EBT adj. w/o P&L "at equity"		65	91	40%	246	231	-6%
Tax rate normalized		-29%	-26%		-29%	-26%	
Taxes		-19	-24		-71	-60	
Net Income adj.		58	85	47%	219	220	0%
EPS adj.		1.09	1.59	46%	4.14	4.12	0%

Segment Revenues and EBIT adj.

	(in m €)	Q3 2020	Q3 2021	Change	9M 2020	9M 2021	Change
Revenues Group		908	1,004	11%	2,957	3,008	2%
OEM Commercial		220	251	14%	850	765	-10%
OEM Military		113	123	9%	296	310	4%
MRO		594	658	11%	1,866	2,010	8%
Consolidation		-19	-27		-56	-77	
EBIT adjusted Group		87	117	35%	311	307	-1%
OEM (Commercial / Military)		66	89	35%	194	202	4%
MRO		20	28	40%	116	105	-9%
Consolidation		1	0		0	0	
EBIT adjusted margin Group		9.5%	11.7%		10.5%	10.2%	
OEM (Commercial / Military)		19.9%	23.9%		16.9%	18.8%	
MRO		3.3%	4.2%		6.2%	5.2%	

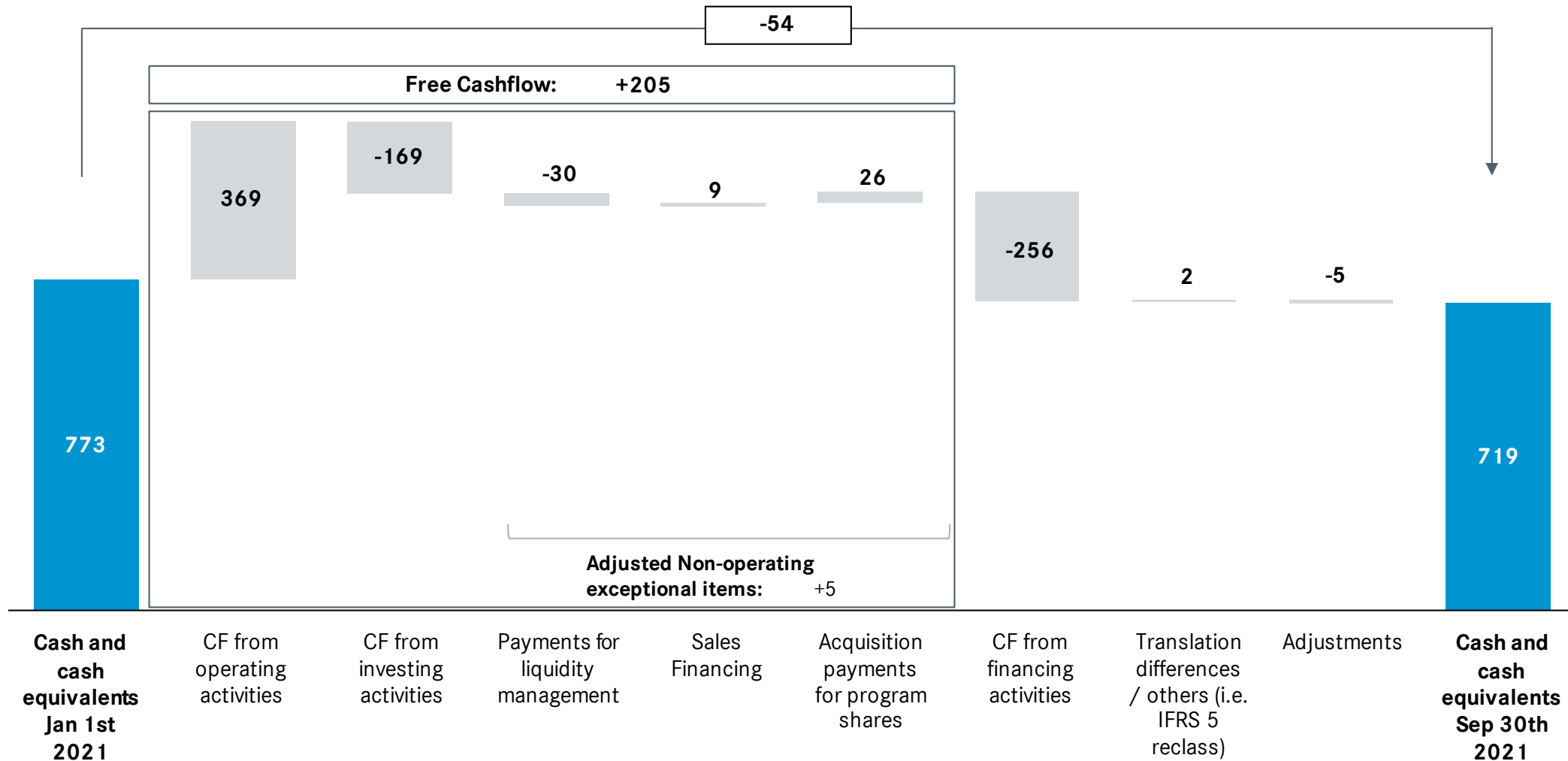
Research & Development

(in m €)	Q3 2020	Q3 2021	Change	9M 2020	9M 2021	Change
Total R&D	41	60	45%	139	162	16%
Customer funded R&D	-7	-19	-189%	-21	-46	-120%
Company expensed R&D	35	41	17%	119	116	-2%
Capitalization of R&D	-17	-11		-50	-34	
Amortisation	6	6		17	18	
Total R&D impact P&L (on EBIT)	24	36	52%	86	100	17%
thereof booked into sales and COGS	7	13		45	40	
thereof booked into R&D according to IFRS (P&L)	16	22		41	60	

Financial Result

(in m €)	Q3 2020	Q3 2021	Change	9M 2020	9M 2021	Change
Interest income	0	0	27%	2	1	-48%
Interest expense	-8	-8	5%	-15	-24	-54%
Interest result	-8	-7	6%	-14	-23	-68%
Financial result on other items	-17	-5		-33	-12	
US\$ / non cash valuations / others	-15	-3		-26	-7	
Interest for pension provisions	-2	-1		-7	-4	
Financial result	-25	-12	51%	-47	-34	27%

MTU's Cash development January – September 2021



Cash Flow

	(in m €)	9M 2020	9M 2021	Change
Net Income IFRS		141	190	35%
Depreciation and amortization		203	203	
Change in provisions and liabilities		-91	-70	
Change in working capital		63	19	
Taxes		-9	-4	
Interest, derivatives, others		-6	30	
Cash Flow from operating activities		302	369	22%
Net Investment in intangible assets		-4	-65	
Net Investment in R&D payments and entry fees		-16	-10	
Net Capital expenditure on property, plant and equipment		-93	-117	
Net Investments in financial assets		-8	35	
Change in cash from changes in consolidation		0	-13	
Cash Flow from investing activities		-120	-169	-41%
Adjustments		-37	5	
Free Cash Flow		145	205	41%
Cash Flow from financing activities		527	-256	-149%
Cash and cash equivalents at 30.09.		839	719	

Net debt

	(in m €)	31.12.2020	30.09.2021	Change
Bonds and notes		603	599	
Convertible bonds		538	530	
Promissory note		100	0	
Financial liabilities to bank		30	0	
thereof Revolving Credit Facility		0	0	
thereof bonds and notes		30	0	
Financial lease liabilities		177	176	
Loans from related companies and third parties		0	1	
Financial liabilities arising from program participation		138	131	
thereof arising from IAE V2500 Upshare		132	127	
Gross financial debt		1,586	1,436	-9%
Cash and cash equivalents		773	719	
Loans to third parties		33	43	
Financial assets		805	762	-5%
Net financial debt		781	674	-14%

Working capital

	(in m €)	31.12.2020	30.09.2021	Change
Inventories		1,279	1,315	
Prepayments		-457	-401	
Receivables		1,949	2,026	
Payables		-1,236	-1,425	
Working Capital		1,535	1,515	-1%

Balance Sheet

	(in m €)	31.12.2020	30.09.2021	Change
Intangible assets		1,135	1,156	
Property, plant, equipment		1,161	1,168	
other non-current assets		1,733	1,670	
Total non-current assets		4,030	3,993	-1%
Current assets		4,074	4,078	0%
Total assets		8,104	8,070	0%
Equity		2,635	2,727	4%
Non-current liabilities		2,501	2,466	-1%
Current liabilities		2,968	2,877	-3%
Total equity and liabilities		8,104	8,070	0%
thereof pension provisions		1,009	969	

PPA Depreciation / Amortization

	(in m €)	Q3 2020	Q3 2021	Change	9M 2020	9M 2021	Change
OEM		47	51		142	149	
MRO		19	18		62	54	
Total depreciation / amortization*		67	69	3%	203	203	0%
PPA OEM		5	5		14	14	
PPA MRO		1	1		2	2	
IAE Upshare OEM		6	6		21	17	
PPA depreciation / amortization & IAE Upshare amortization (EBIT adjustments)		12	11	-6%	37	33	-11%
OEM		36	40		107	118	
MRO		19	18		60	53	
Depreciation / amortization w/o PPA and w/o IAE Upshare		55	58	5%	166	170	2%

* incl. amortization of intangible assets, capitalized program assets and purchased development

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