

MTU Aero Engines AG – Investor Presentation

February 2022



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We shape the future of aviation.

At a glance

As MTU, we are not only an essential part of the aviation industry today, we are contributing to the success story of tomorrow's industry with some of the world's most innovative aircraft engines technology.



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 more than 80 years
Commercial MRO: worldwide leader in customized engine service solutions
MRO portfolio: 1,000 shop visits per year for more than 30 different engine types

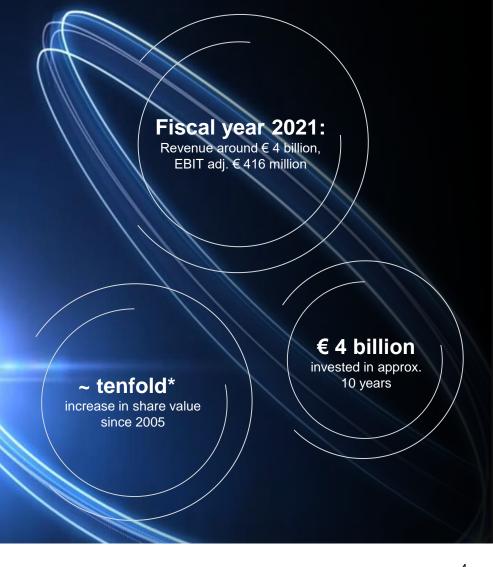
How we do

People: around 10,000 engine experts at 16 locations

Partnerships: with all OEMs, airlines and the German Air Force (program shares from 5% up to 40%)

Technology: 150 technology projects, 400 patents + 200 invention disclosure reports per year

Products: high-pressure compressor, low-pressure turbine, turbine center frame





MTU is built on excellence in these three pillars



Commercial OEM business

- Revenues: ~ € 1.1 billion (24 %)**
- Decades of partnerships with OEMs increasingly include maintenance
- Balanced product portfolio in all thrust categories
- Order volume secures business beyond mid of this decade
- Approx. 30% of active aircraft with MTU participation



Military OEM business

- Revenues: ~ € 0.5 billion (11 %)**
- European and U.S. engine programs
- Full system capability
- R&D is typically customer financed
- · Leading partner of the German Armed Forces



Commercial MRO business*

- Revenues: ~ € 2.7 billion (65 %)**
- Services: maintenance, leasing and asset mgmt.
- Exposure to highest growth engines (PW1000G, V2500, CFM56, CF34, GE90)
- Global network with direct customer business, partner of OEMs and airlines
- More than 1,400 customers, including over 200 airlines



*) MRO = Maintenance, Repair and Overhaul **) Basis: Fiscal year 2021

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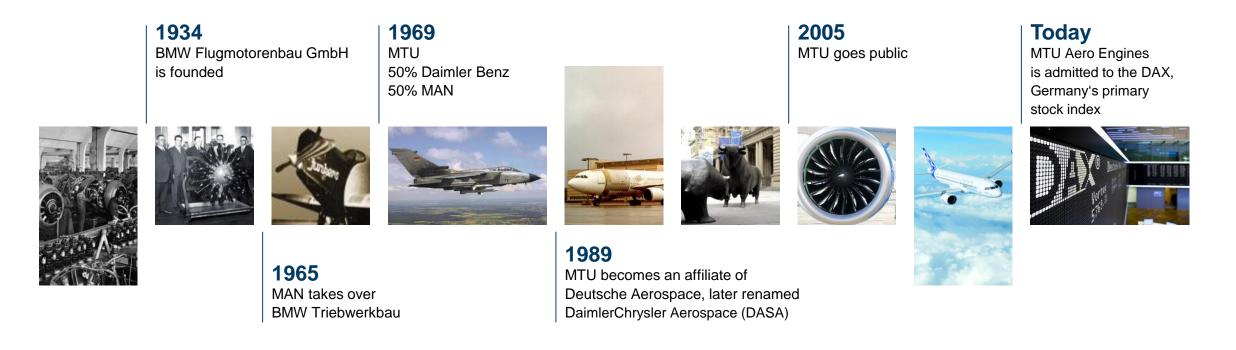
We are Germany's leading manufacturer in the engine industry

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.



MTU looks back on many important names from the German industrial history – from 1934 to date

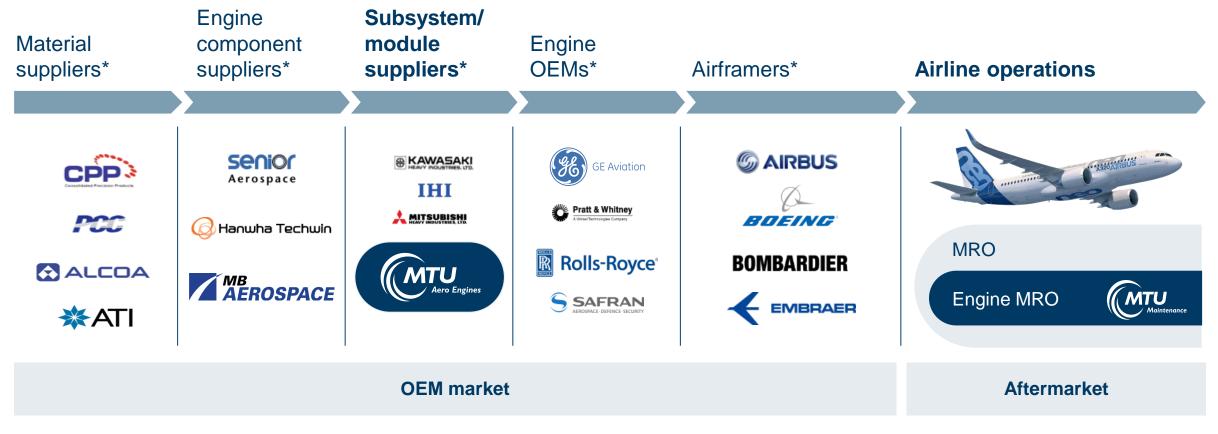


Focus on **military** applications

Focus on **commercial** applications



MTU is an essential partner in the engine value chain

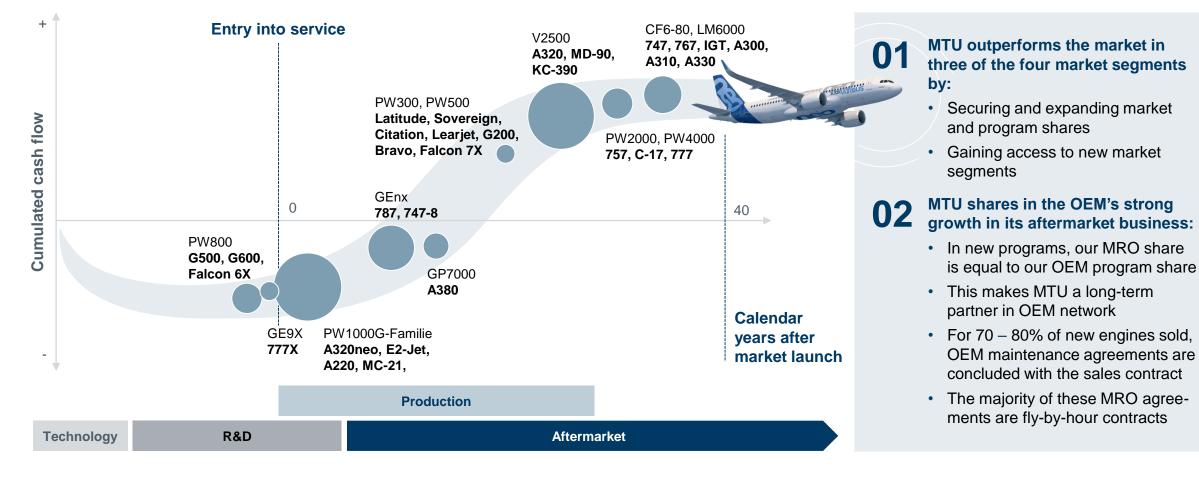


*selected market participants



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

Programs





Stability through unique market positioning.

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Market position

2020-2021 was a test for the entire industry. We have proven resilience in the most severe aviation crisis since the end of the Second World War and are ready to further shape the future of aviation.



Characteristics

- Industry **players are specialized** in different modules and technologies
- Oligopolistic structure of market
- OEM business and MRO are perfect supplements
- New engine deliveries are almost EBIT neutral, **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

The Aero Engine Industry



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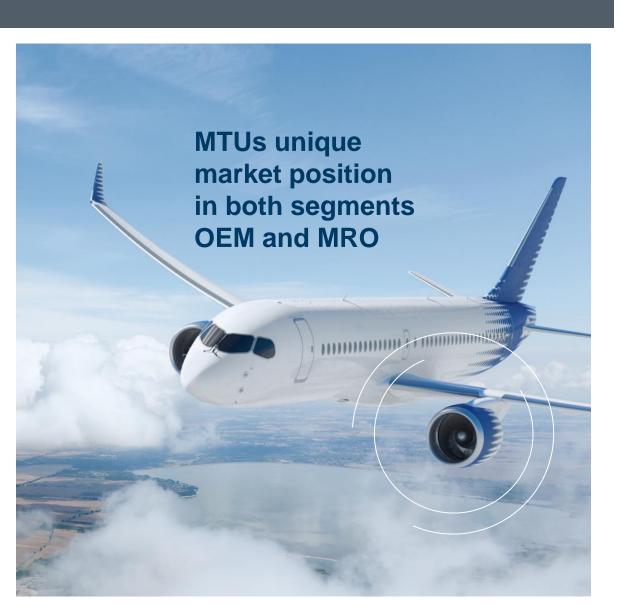


OEM

- 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
- Excellent access to the MRO market via OEM-Partnerships, independent and Airline JVs
- MTUs business model provides for a high level of **agility** proven by the resilience in 2020-2021

MRO

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





The recovery of the commercial aviation already started



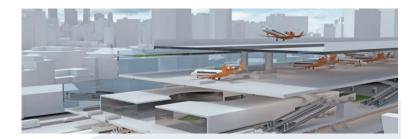
Crisis phase – year 2020

- Traffic down 66%, slow recovery since Q2
- High storage rates
- Airlines in cash preservation mode
- MRO spending minimized by cycling aircraft in/out of storage
- Postponement of new deliveries



Restart phase – years 2021-23

- Air traffic begins recovery
- Modern and efficient aircraft return to the market faster
- Rising green-time engines and used parts availability from excess fleets (retirements)
- Growing MRO demand
- Rising number of aircraft deliveries



Growth phase - years 2024+

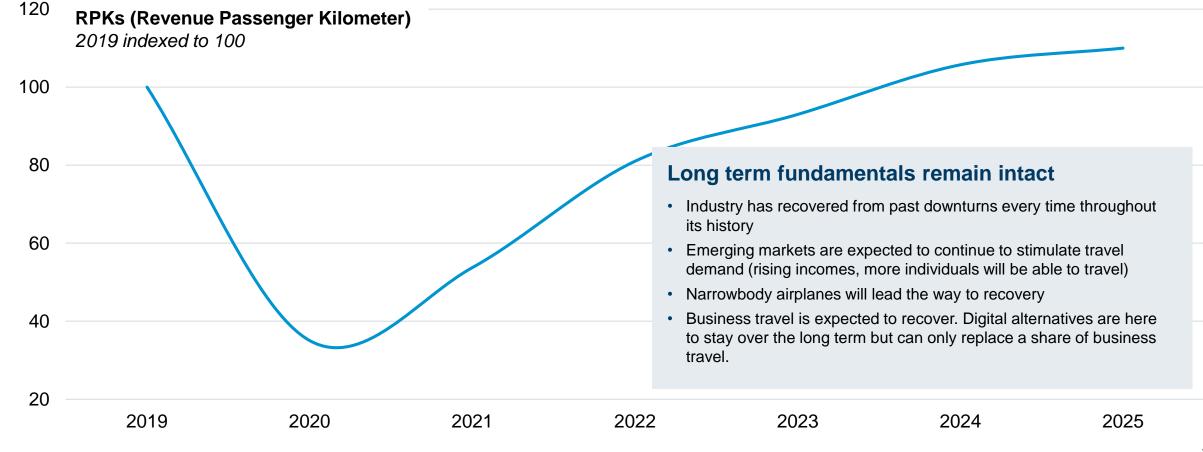
- Traffic growing above 2019 levels
- Growing aircraft orders
- New aircraft platforms launched
- Additional MRO and OEM capacity required for growing demand

MTU's flexibility, diversified customer base and product portfolio are its basis for recovery



Most analysts expect a traffic recovery by 2024

Global Passenger Traffic



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Product portfolio and strategy

MTU has left its mark on commercial and military aviation with leading-edge technology. Today, we are working on engines that will make the goals of climate neutrality a reality. Leading technology for core engine modules.

RIEBSMITTELBAI



Leading technology for core engine modules and production processes

- Fastrunning 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

Unique and well balanced engine portfolio

- Portfolio covers all thrust ranges
- Narrowbodies for short- and medium haul traffic the backbone of our portfolio
- Engine programs with additional military and freighter applications
- MTU's participation in the European Future Combat Air System (**FCAS**) engine program secures future revenue growth

Pave the way for emissions-free flight

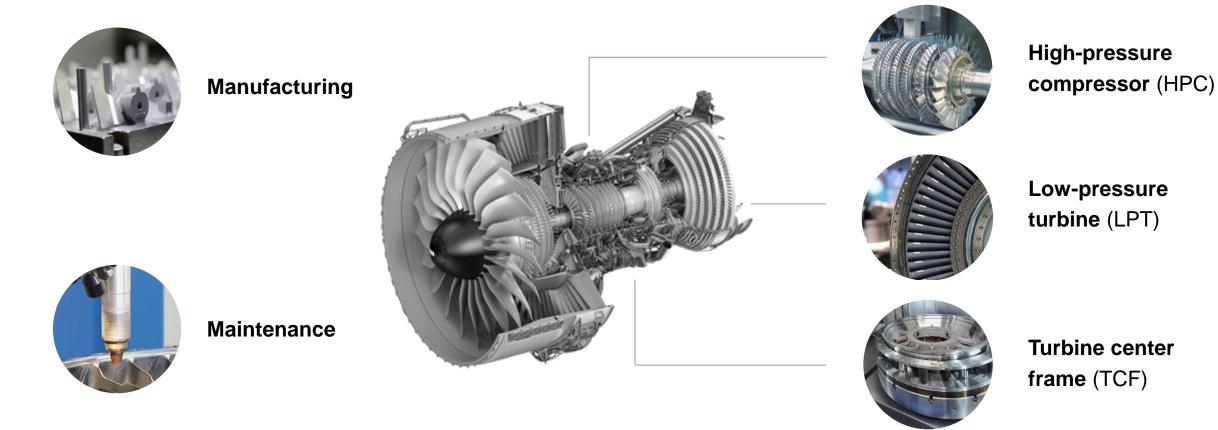
- Sustainable technology paves the ways towards emission-free flights
- MTUs technology roadmap contains some 150 defined technology projects towards decarbonization
- MTU Munich climate neutral since 2021
- Similar projects will follow in our other German and international locations in the near future



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





Network strategy with focus on cost leadership and operational excellence

High-tech MTU Aero Engines, Munich



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

Mid-tech, Best-cost MTU Aero Engines Polska



- Expansion to static parts with increased complexity
- Additive manufacturing

Raw materials, Mid-Low Tech Suppliers



- Raw material
- Low-tech process steps
- Simple parts for training purposes
- Labour-intensive, manual production steps and assemblies
- Double-sourcing for all important keycomponents

Network shift to best-cost locations



- Capacity share in best-cost countries to increase from 40% to 60%
- EME Aero in operation since 12/2019
- MTU Maintenance Zhuhai:
 - 2nd expansion of existing facility completed (capacity: 450 SVs)
 - New training centre (2022)
 - 2nd branch (add. 250 SVs by 2024)
- MTU Maintenance Serbia: Expand profitable in-house repair capabilities







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



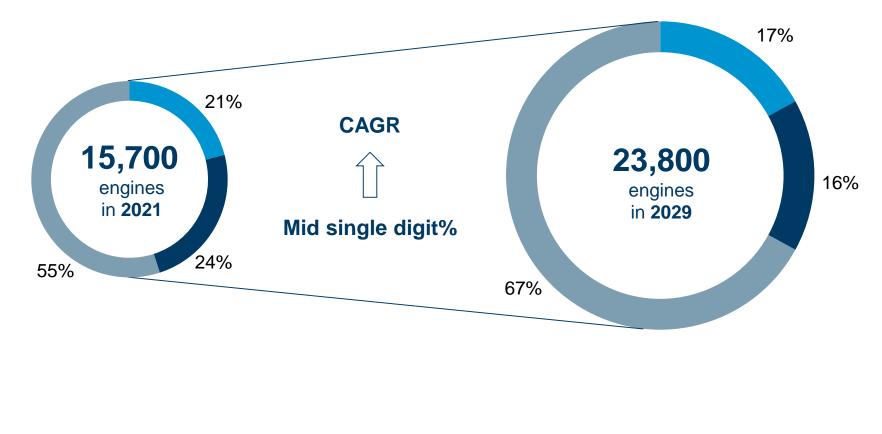
Optimizing risk profile and growth opportunities by continuous participation in varying thrust classes



MTU's fleet mix is proving resilience with 80% of narrowbody or non-passenger aircraft

Cargo and government applications

Fleet of commercial engines with MTU participation



- Strong presence in rebounding single-aisle market, booming cargo segment and some resilient government applications
- Participation in leading engine programs in all segments

Passenger narrowbodies incl. RJs

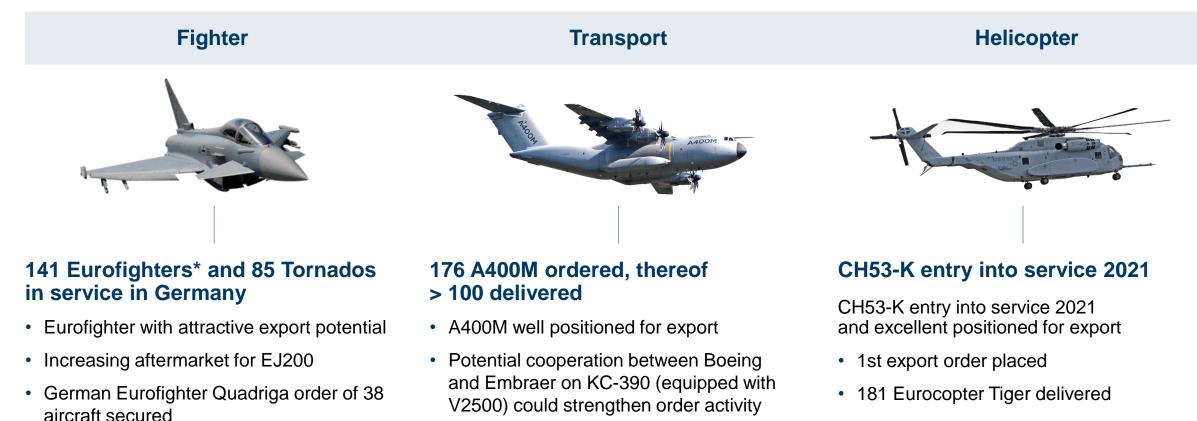
Source: MTU - Engines with MTU participation

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Passenger widebodies



MTU is well positioned in the international military aircraft market Stable pillar during the Corona crisis – Fighter engines are key revenue contributors



Tornado replacement expected

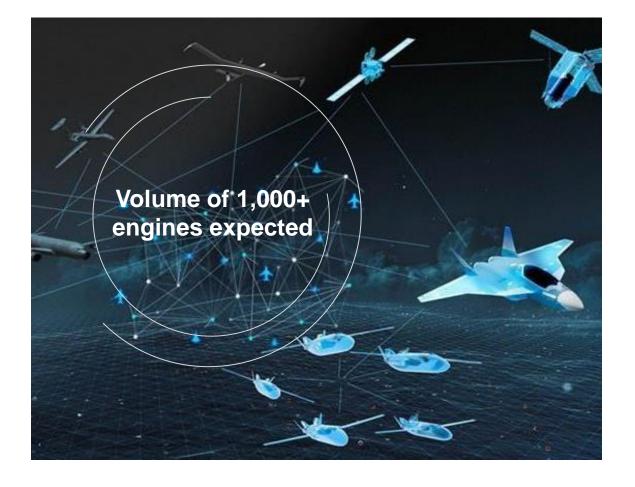
FCAS participation

* Source: Airbus orders & deliveries September 2021

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MTU's participation in the FCAS engine program secures future revenue growth



Highlights

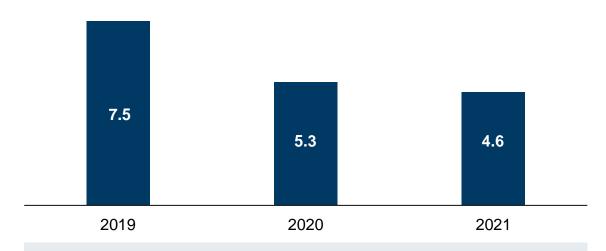
- Successor for Eurofighter / Rafale
- Biggest European defense program
- 50:50 JV EUMET signed by MTU and Safran in April 2021
- ITP joined as a main partner
- Concept phase contracted in 2019, ongoing
- Funding of technology and demonstrator phase cleared in June 2021
- Engine and A/C demonstrator by ~2026
- First prototype expected by ~2031
- Entry into service expected by ~2040
- FCAS technology as enabler for commercial engine platforms



MTU Maintenance successfully navigates through the crisis

Ongoing strong order book secures future growth in MRO

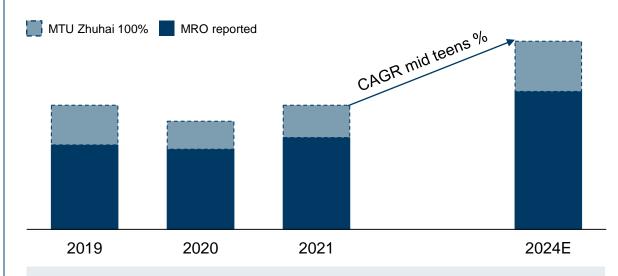
Independent MRO campaign wins 2019 – 2021 (in bn US\$)



- Solid independent MRO contract wins of ~10 bn US\$ in 2020 and 2021
- Total MRO order book of ~19 bn US\$

Revenue to reach Pre-Covid level in 2021/2022

MRO revenues development in million US\$ 2019 – estimate 2024



- · High share of narrowbody engines in their best lifecycle phase
- Customers base in strong domestic regions (USA, China)
- · Freight traffic importance remains thanks to e-commerce



MTU is one of the world's leading service providers



Efficient flowline production in Hannover

Direct customer business

Analysis, consulting and engine expertise

Customized and flexible solutions



Advanced GP7000 tested

OEM partnerships

Standardization and industrialization of processes

Partnership with China Southern Airlines

Airline partnerships

MRO know-how: processes, systems, people

Reduction of costs and sharing of investments

Best practice in a best-cost environment



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

Market trends

- Ongoing demand for independent solutions as an alternative to OEM aftermarket services
- Increasing focus on newer engine models
- 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
- One-stop shop for services a partner for all your engine needs
- 3
- **Integrated solutions** throughout the lifecycle of an engine
- 4

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 standardized maintenance solutions



Market trends

- Current OEM MRO market share is around 56%, tendency further growing
- Airlines are focusing on their core business

70 – 80 % of new engines are sold with an OEM maintenance contract

Benefits

- Long-term partner in the OEM network
- 2 Reduction of expenses throughout the lifecycle and **investments**
- 3 Reduction of shop visits costs through MRO expertise
 - Ability to set up **best-cost shops**

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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
- 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

- Local presence with high MTU quality standards
- 2 Access to additional MRO business outside the home market
- 3 Shop visits cost reduction and maximization of margins through MRO expertise
- 4

Win-win: **shared costs & investments** – more volume



Long-term MRO strategy with clear focus on future profitable growth



Customer-focused service and product portfolio

- Customers value MTU's know-how, reliability and high-quality standards
- Financial strength and willingness to invest in long-term contracts and partnerships
- High flexibility to react to market trends & opportunities
- Supporting customers during the crisis (flexibility, cash optimization, ramp-up plan)
- Strong OEM alignment



Next level digital maintenance solutions

- Engine Fleet Management (CORTEX)
- Enrich customer experience by combining innovative MRO services within one platform
- Al* optimization of shop visits, workscopes and material mgt. to reduce airline CASM**
- Combination of on-wing data with predictive maintenance planning
- Simulate COVID effects on re-start scenarios
- Innovative and interactive B2B customer tools



Expansion of MRO network structure with focus on best-cost

- Capacity share in best cost countries to increase from 40% to 60%
- EME Aero in operation since Dec 2019
- MTU Maintenance Zhuhai:
 - Capacity increased to 450 Shop Visits per year
 - Increase to 700 Shop Visits per year in 2024 with additional facility in Jinwan
 - MTU Serbia new parts repair shop operational by end of 2022

Continuous innovative development of our core competencies strengthens our competitive advantages in the MRO market

*) AI = artificial intelligence | **) CASM = cost per available seat mile

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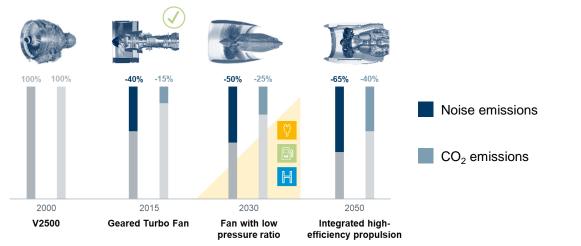


To reach the ambitious goals of the Paris climate agreement aviation must reach climate neutrality by 2050

- In the past, targets in the aviation sector mainly concentrated on the impact of CO₂ emissions.
- CLAIRE*) roadmap was focused on reducing CO₂ and noise emissions
- 1st generation of the GTF engines achieved significant reduction in CO₂ emissions and noise levels

MTU's approach CLAIRE | Clean Air Engine

Vision 2020 and Flightpath 2050 targets



- In the future, the focus will be on the entire climate impact.
- MTU is committed to the goals of the Paris Agreement, which aim to limit global warming to well below 2°C.
- MTU is currently revising its CLAIRE *) agenda with faster development of new propulsion concepts and implementation of emission-free concepts (CLAIRE update available in 2021)

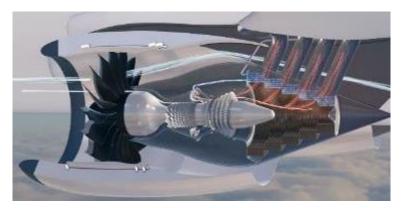
Reducing all climate impacting effects (CO_2 , NO_X and contrails) **is a joint aviation effort:**



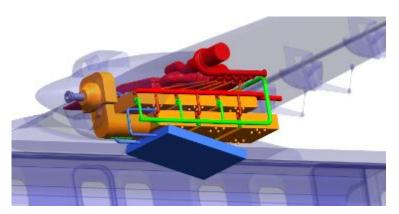


New concepts

Evolutionary



Revolutionary



Gen2 GTF

WET Engine

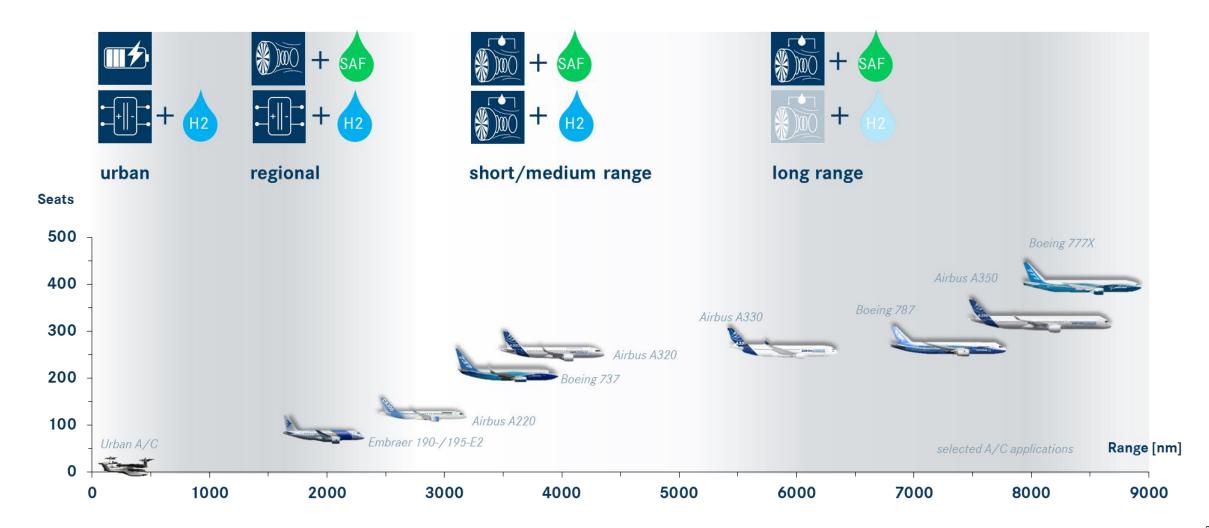
Flying fuel cell







Strategy for sustainable aero engines





We have proven to be resilient

Financials and 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.

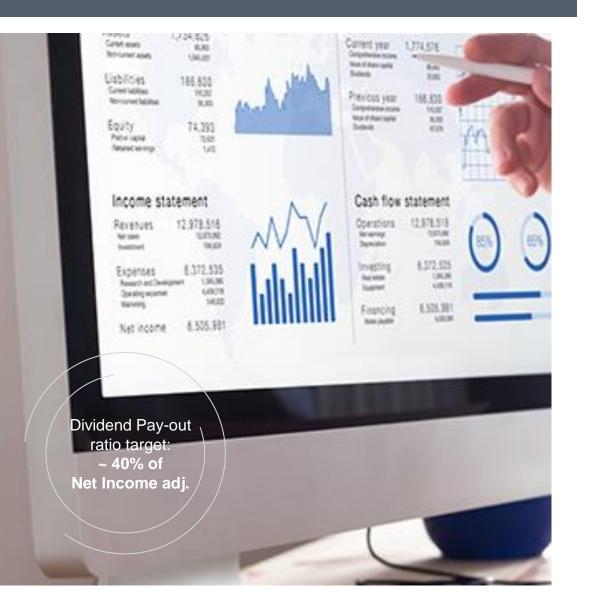


Financial strength

- Strong balance sheet with a healthy leverage and high level of liquidity
- Diversified funding mix no short-term refinancing required
- Resilience proven in crisis years 2020-2021
- · Investment grade rating
 - Moody's: Baa3 (negative)
 - Fitch: BBB (stable)

Sets the ground for our investment

- Into **new technologies** towards emission-free flights and our contribution to **decarbonization**
- Into our ongoing efforts in **Digitization** and **Automation**
- In higher program shares in future engine programs





The year 2022: Acceleration in recovery

Organic revenue



Commercial Spares Up mid teens % **Commercial MRO** MRO up mid to high twenties % GTF in line with overall growth



Total Group Sales: 5.2 – 5.4 bn €

EBIT adj.

Up mid twenties %

CCR



Net Income adj. Growth in line with EBIT adj.

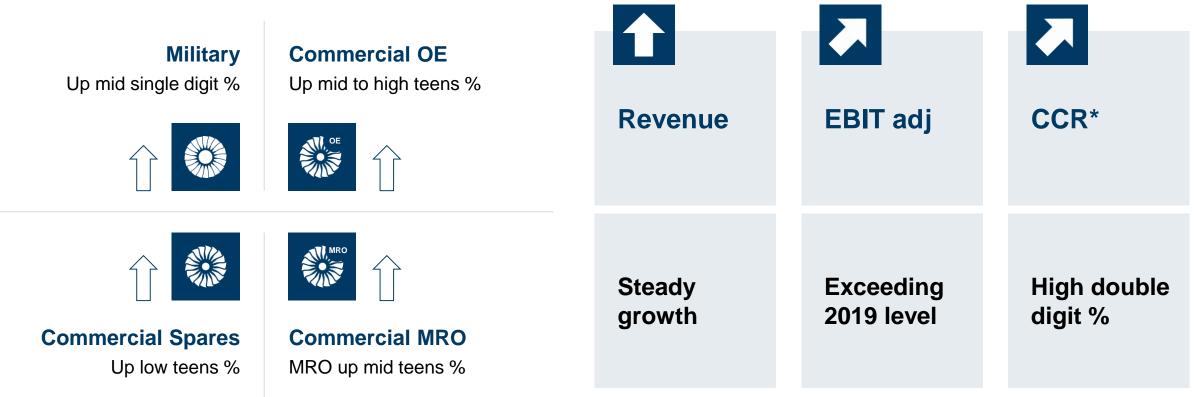


Mid to high double digit %



Mid term outlook 2021 – 2024 Improved free cashflow conversion confirmed – back on growth path

Organic revenue CAGR 2021-2024





MTU's target is a balanced leverage ratio in the range of 0.5 to 1.5 x net Debt/EBITDA

Priorities Organic growth Dividends Share buybacks 2021 - 2024Opportunistic Payout target New program instrument to limit of 40% of net opportunities deleveraging and income adj. manage dilution

MTU's cash deployment strategy – return to previous targets



In a nutshell – Key arguments in favor of the MTU share from an investor's perspective

Key investment highlights		Well established position as global supplier of engine components and subsystems		Excellent technological position with clear focus on eco-efficient engines		Despite intermediate COVID 19 impact, aviation has excellent long term growth opportunities		Strong barriers to enter into an oligopolistic market structure	
			1		2		3		4
Largest independe provider of aircra engine MRO servio worldwide*	ft	Overweight to narrowbody and regional aircraft offers attractive potential in a COVID 19 normalization		Prudent balance sheet secures headroom under its current rating category		Strong ability to mitigate current industry headwinds with proactive measures and variable		Unlike other sector peers, minor exposure to current trade disputes or Brexit	
	5	scenario	6		7	cost structure	8		9

* by the number of engines under contract

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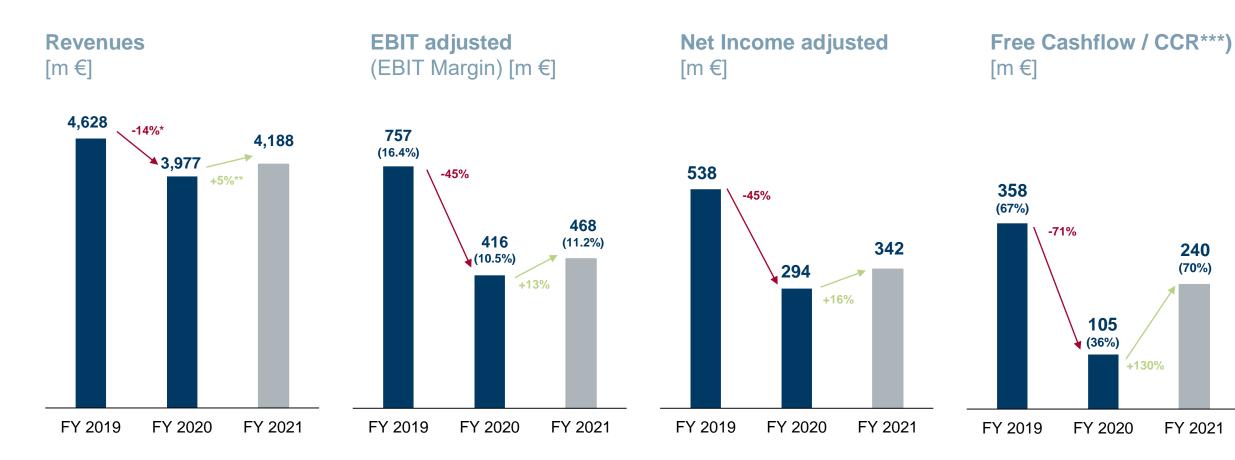


Appendix

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



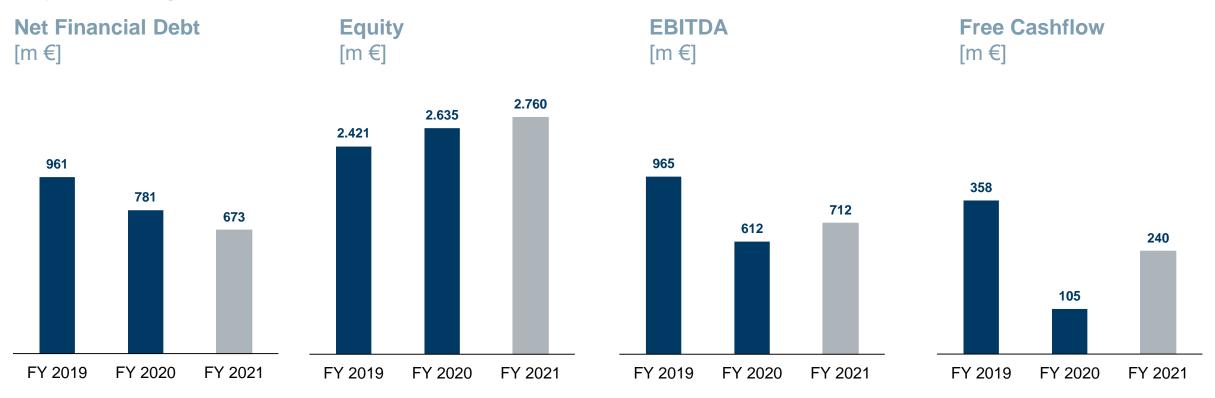
Key Financials



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Strong balance sheet provides good cushion against current volatile market environment – key credit figures



Net Financial Debt / EBITDA range – targeted between 0.5 – 1.5

• Equity ratio of 30%+



MTU's debt profile

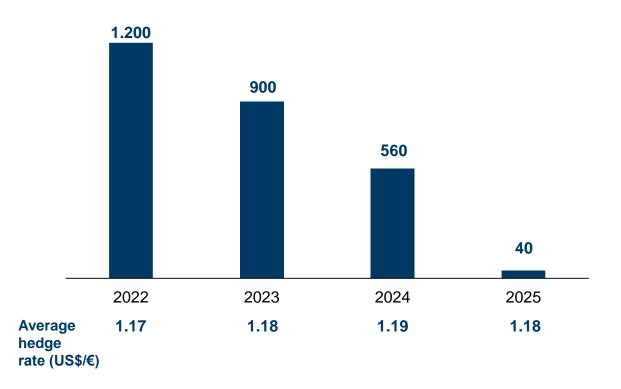
Loan Details	Amount	Coupon	Issue date	Maturity
Convertible Bond 2016	52.3 m€*	0.125% Conversion Price € 123.3222 (Premium 50%)	17 May 2016	17 May 2023
Revolving Credit Facility	600 m€	Customary market reference rates plus an additional margin; unused credit facilities are subject to a loan commitment fee		28 Oct 2023
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

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US\$ exchange rate / Hedge portfolio

Hedge book as of February 16th, 2022 [in m\$]



Hedging Model – US\$ Exposure

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

Rolling Hedging Model

- Exchange rate analysis and new hedging contracts on a quarterly basis
- Hedging period: maximum 16 following quarters
- For MTU hedging remains an instrument for risk mitigation
- Sensitivity pre hedging: 10 ct move in US\$/€ exchange rate has an impact of ~ € 100 million on EBIT (2022)



We consider sustainable partnerships to be the basis for long-term success

Research & Development	Production	Programs	Service		
		No.	A CONTRACTOR OF THE OWNER OWNER OF THE OWNER		
 6 centers of competence 17 cooperations with universities National and EU research projects Technology network 	 6,300 suppliers Long-term partnerships Double sourcing 	 Pratt & Whitney General Electric Rolls-Royce, Safran, Avio, ITP Air forces 	 Airline customers OEM networks Airline joint ventures External vendors Sumitomo Air forces 		
Risk m	inimization	Risk minimization			
Increase	in efficiency	Increase in efficiency Complementary technology			
Complemen	itary technology				
		Revenues/market access			



We boast about 10,000 of the most innovative and competent engine experts worlwide



More than 60

different nations work under the umbrella of MTU Aero Engines

Approx. 14 years

is the average job tenure of MTU's workforce (in Germany)

Approx. 80%

of the total workforce are engineers or technicians*

More than 300

apprentices at German locations

* incl. scientists

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Commercial engine fleet

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	an many and a second
	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	and the second sec
	PW6000	18%	A318	Contraction of the second seco
	V2500	16%	A320 family, Boeing MD-90	
	JT8D-200	12.5%	Boeing MD-80 range	
Regional Jets	PW1500G	17%	Bombardier CSeries	unimiti -
(13 – 24 klb)	PW1900G	17%	Embraer E-Jet Gen 2	
Business Jets	PW300	25% (PW305/306)	Learjet 60, Do328 JET, Gulfstream G200, Hawker	
(3 – 16 klb)		15% (PW307)	1000, Dessault Falcon 7X, Cessna Sovereign	
	PW500	25%	Cessna Bravo, Cessna Excel	2 8 2
	PW800	15%	Gulfstream G500, G600	



Military engine fleet

Aircraft Segment	Engine	Program Share	Aircraft Application	
Fighter Aircraft	EJ200 RB199 F414	30 % 40 % 4.4 %	Eurofighter Typhoon Panavia Tornado F414: F/A-18 E/F Super Hornet; EA-18G Growler	A CONTRACTOR
Transport Aircraft	TP400	22.2 %	A400M	
Helicopter	MTR390 T408	40 % 18.4 %	Eurocopter Tiger CH-53K (US-HTH)	



MTU Management Board



Reiner Winkler Chief Executive Officer

- CEO at MTU Aero Engines AG since January 2014
- From May 2005 to December 2017 Winkler was CFO, serving as CFO and CEO in a dual role 2014 -2017.
- He joined MTU in 2001 to become Vice President, Finance, HR and IT



Chief Financial Officer & Chief Information Officer

- Member of Executive Board acting as CFO and CIO since January 2018
- He joined MTU in 1999 and worked in various management positions in finance, investor relations and corporate strategy at different MTU locations



Michael Schreyögg Chief Program Officer

- Member of Executive Board since July 2013
- He oversees marketing & sales and program management in MTU's MRO, commercial and defense programs
- 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



Lars Wagner Chief Operating Officer

- Member of Executive Board is acting as COO since January 2018
- He is responsible for the areas of technology and engineering, procurement, production and corporate quality
- Before joining MTU, he held several managing positions at Airbus. In July 2015 he was appointed as MTU's Executive Vice President, OEM Operations



Financial calendar 2022 & IR contact



Conference Call Full year results 2021



Conference Call Q1 2022 results



Annual General Meeting (virtual) for the fiscal year 2021

Thomas Franz Vice President Investor Relations

Phone: +49 89 14 89-4787 E-Mail: Thomas.Franz@mtu.de



Conference Call Q2 2022 results



Conference Call Q3 2022 results



Investor & Analyst Day



Claudia Heinle Senior Manager Investor Relations

Phone: +49 89 14 89-3911 E-Mail: Claudia.Heinle@mtu.de

Matthias Spies Senior Manager Investor Relations

phone: +49 89 14 89-4108 E-Mail: Matthias.Spies@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.

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