



FRAGILE - USE PROTECTIVE PAD
WHEN WORKING IN BULKHEAD
LIMIT 2 PERSONS AT ONE TIME



AeroLogic

AeroLogic

D-FAKA



Business for School meets MTU Maintenance Hannover „Our Way from Sales to Free Cash Flow“

Alexander Engel

May 31st, 2021

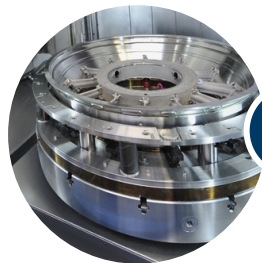
Boasting comprehensive system expertise, MTU focuses on five core engine competencies - three core components and on unique manufacturing and maintenance processes



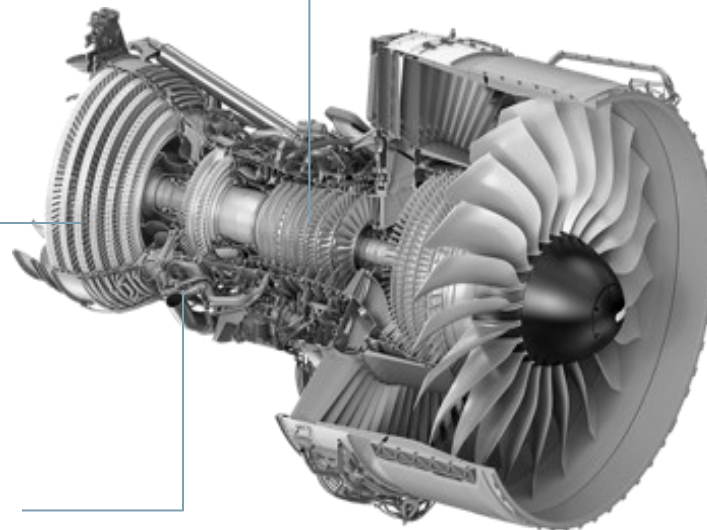
1 High-pressure compressor (HPC)



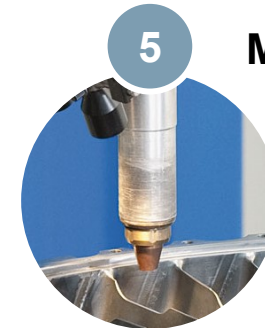
2 Low-pressure turbine (LPT)



3 Turbine center frame (TCF)

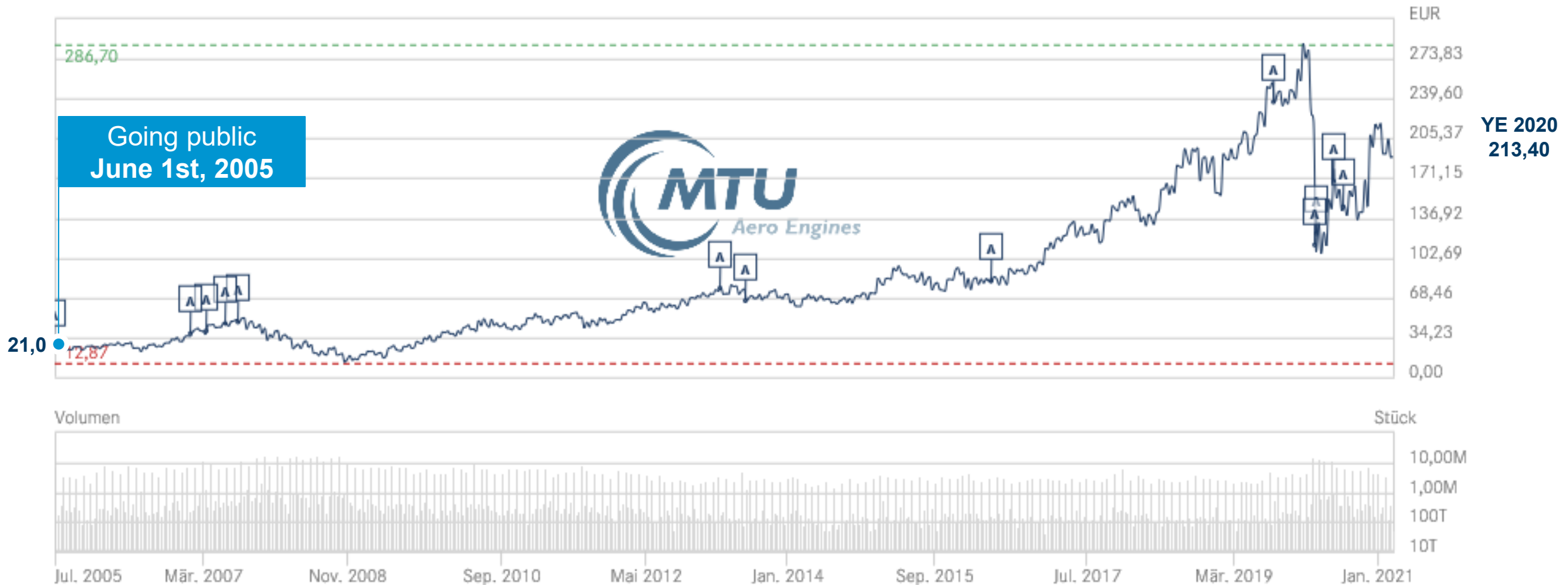


4 Manufacturing



5 Maintenance

„The IPO is only the beginning – a new product and new customer are now owners of MTU“ (Goldman Sachs in 2005)



Our track record: partners and customers appreciate MTU's excellence

Commercial OEM business



Share of total revenues ~ 26 %

Balanced product portfolio in all thrust categories

Decades of partnership with OEMs

Military OEM business



Share of total revenues ~ 12 %

European and U.S. engine programs

Leading partner of the German Armed Forces

Commercial MRO business



Share of total revenues ~ 62 %

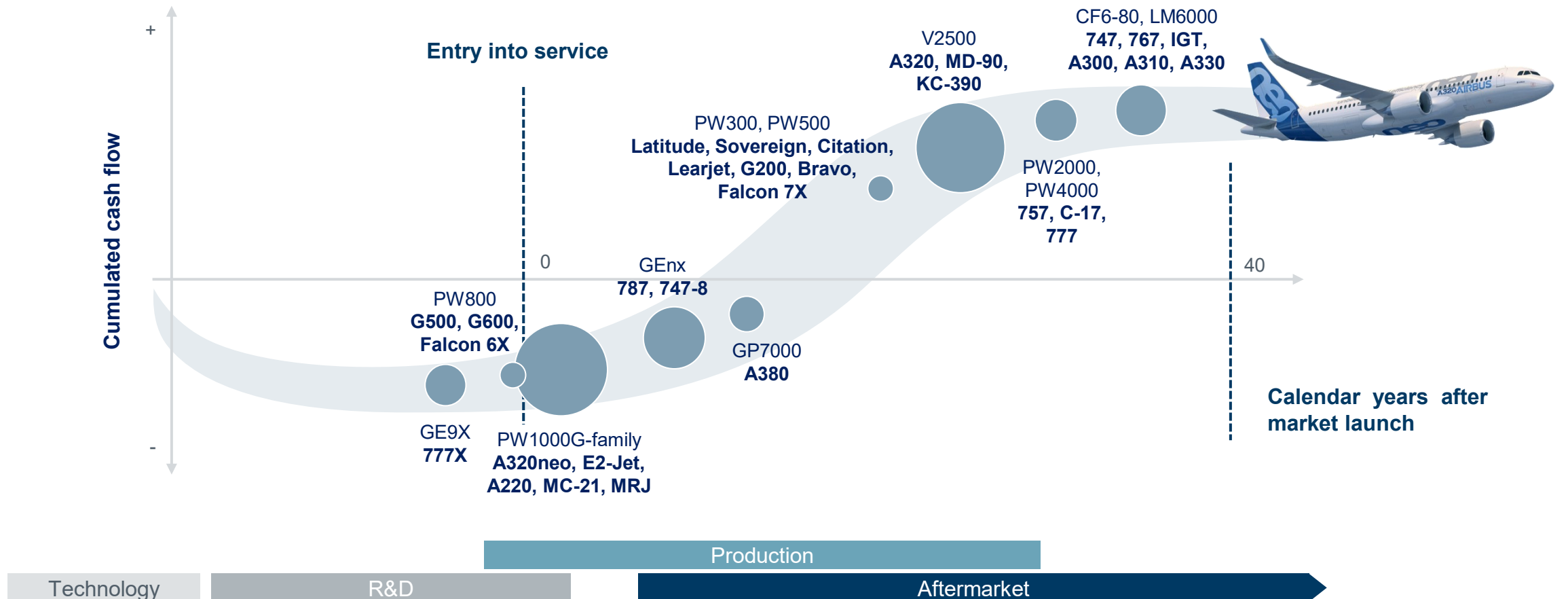
Services: maintenance, leasing and asset management

Direct customer business, partner of OEMs and airlines

MTU group fiscal year 2020:

Revenue € 3.977 billion / EBIT € 416 million

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





MTU Maintenance Hannover GmbH

100 %

Affiliate of MTU Aero Engines AG

1979

Founded

273

SLU's del. 2020

~ 2.400

employees

Portfolio

MTU Maintenance Hannover is the centerpiece of the MTU Maintenance group. It is responsible for the maintenance of medium- and large-size commercial engines. These include the GE CF6-80C2 and GE90, Pratt & Whitney PW1100G and PW2000, International Aero Engines V2500 and CFMI CFM56-7.

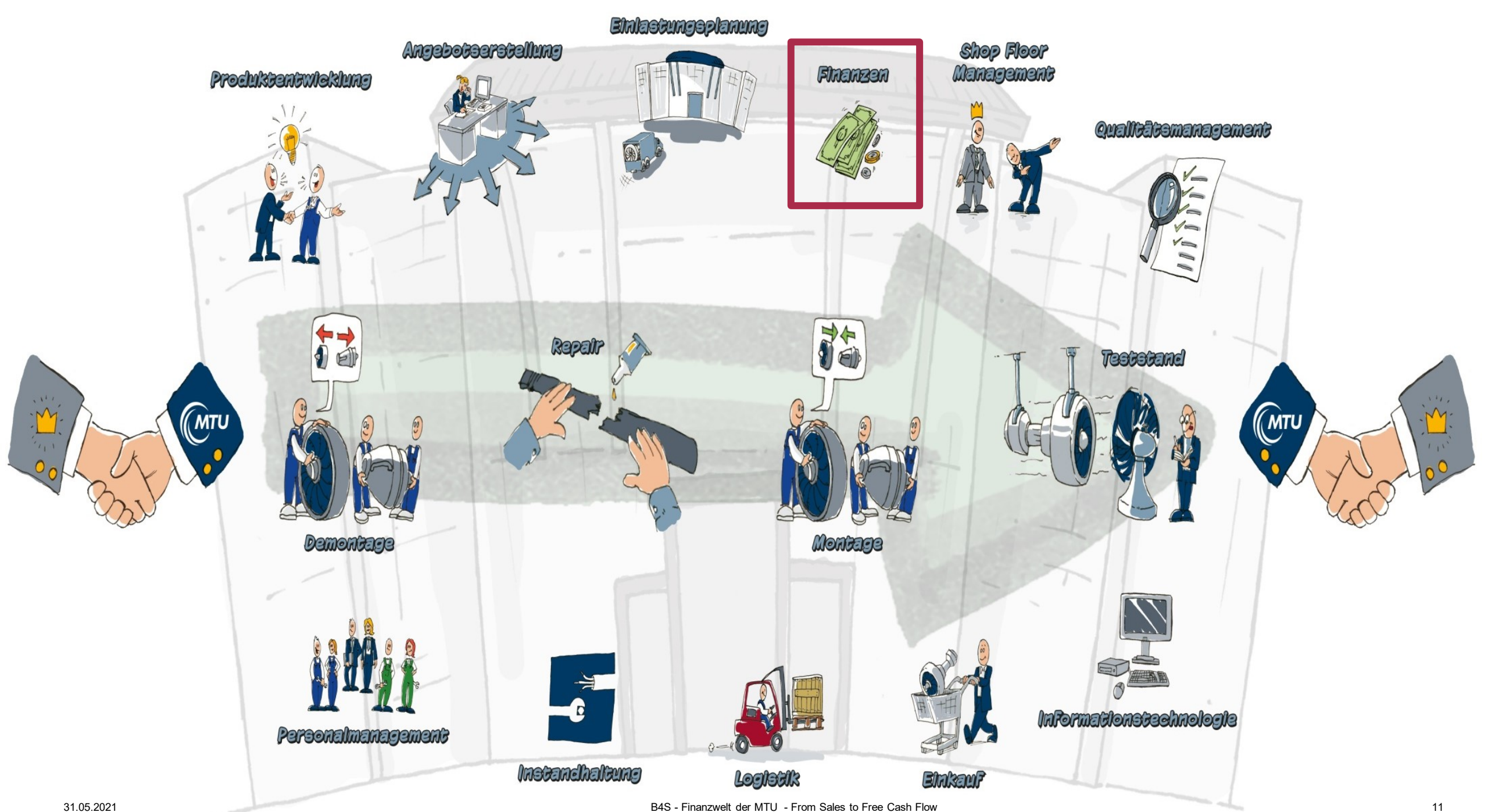
Investing in the future of MTU Maintenance Hannover



The engine maintenance business model



¹ depending on engine model, age and operational environment; ² depending on engine type and workscope; ³ SBs, mod's and new repairs



Produktentwicklung

Angebotserstellung

Einlastungsplanung

Finanzen

Shop Floor Management

Qualitätsmanagement

Repair

Teststand

Demontage

Montage

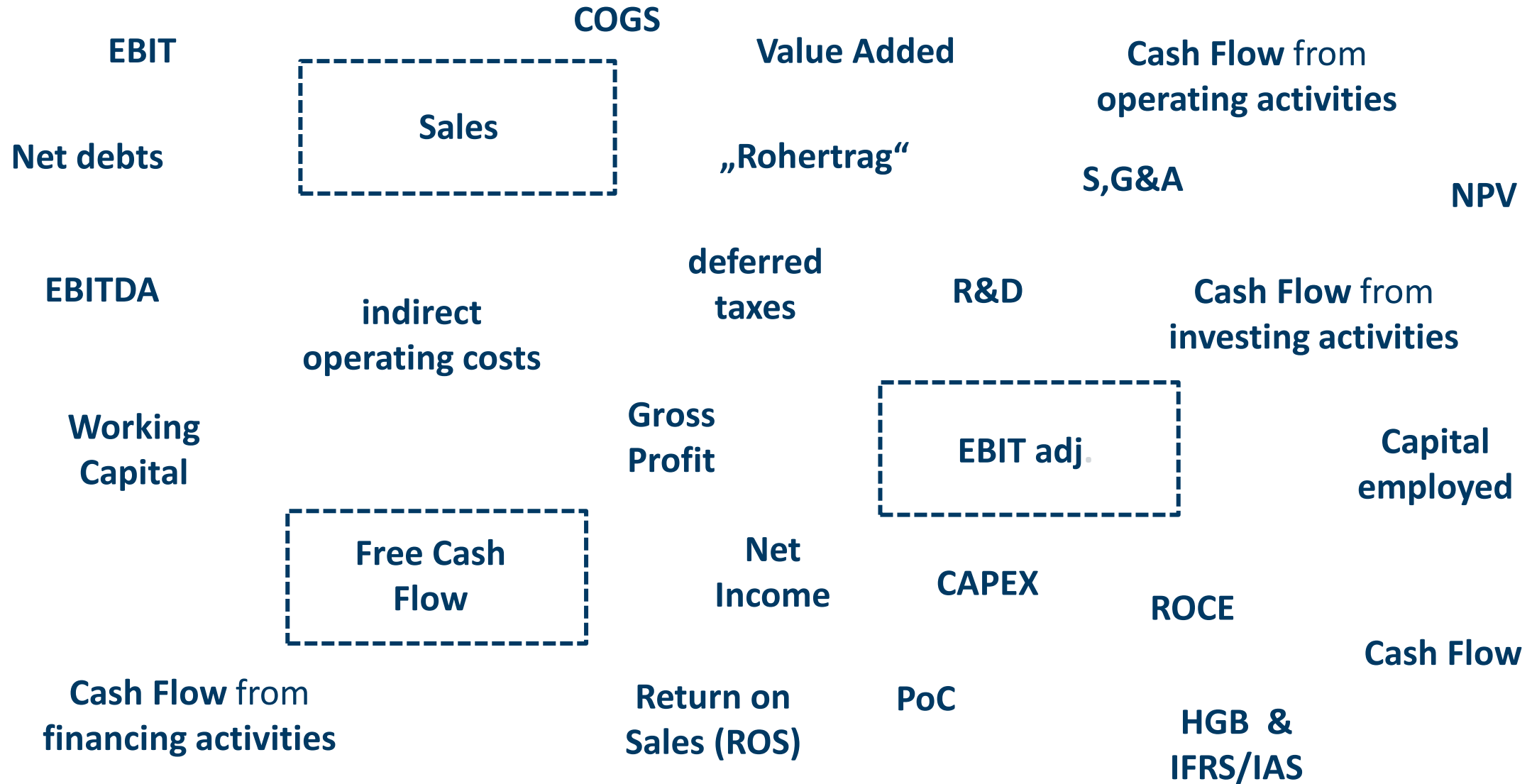
Personalmanagement

Instandhaltung

Logistik

Einkauf

Informationstechnologie





What was the final score?

ball possession

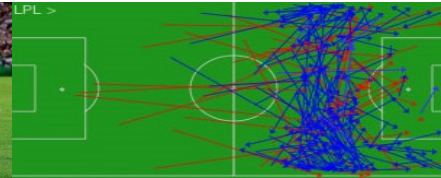
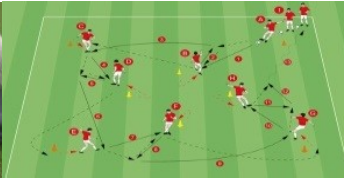
passing quote

shots at goal

entering opposing field

cross balls

goals



T
E
A
M
A

52%

86%

18

78

17

?

T
E
A
M
B

48%

85%

14

72

8

?

The financial key figures are regarding the earning and financial power of the MTU as well as the ability to meet our liquidity needs

EBIT adj.

Earnings Before Interest, Taxes and PPA depreciation

shows

Company's operational result that is disclosed in the income statement („GuV“) and is eliminating the effects of financing and accounting decisions

is commonly used

by management, analysts and investors to evaluate, assess and benchmark the profitability of a company and to compare companies within and across industries and countries;

- tax regulations
- credit terms

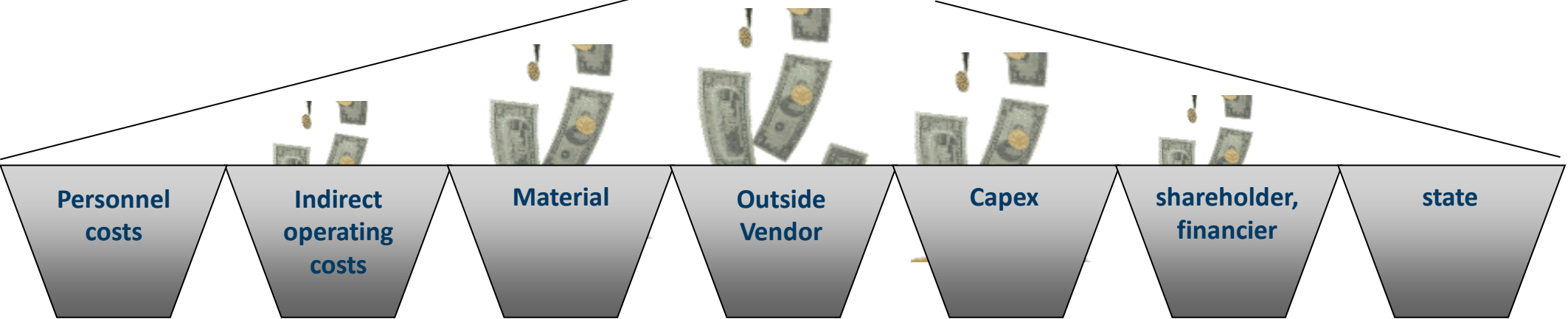
Free Cash Flow

Cash Flow (payments in ./ payments out) that a company generates through running its „normal“ operational business minus investments in future growth, that is available for:

- pay back claims for loans
- dividends for equity

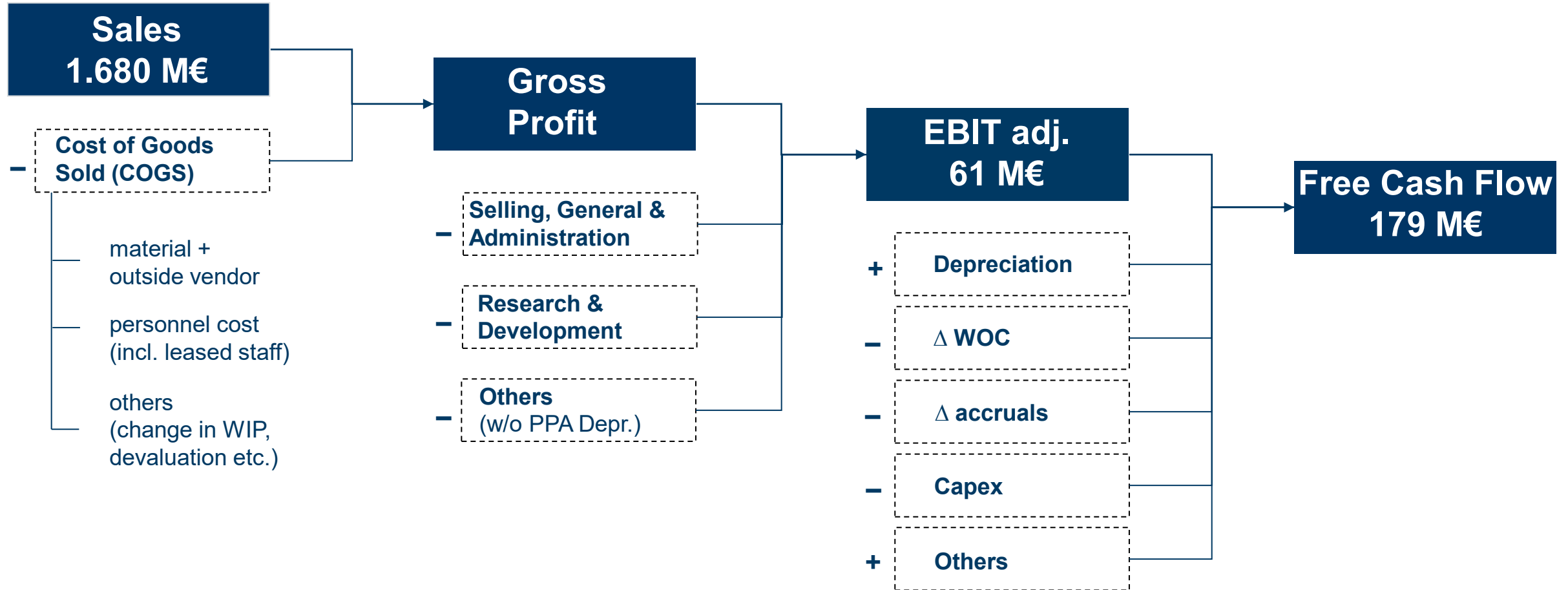


**MTU
Maintenance**

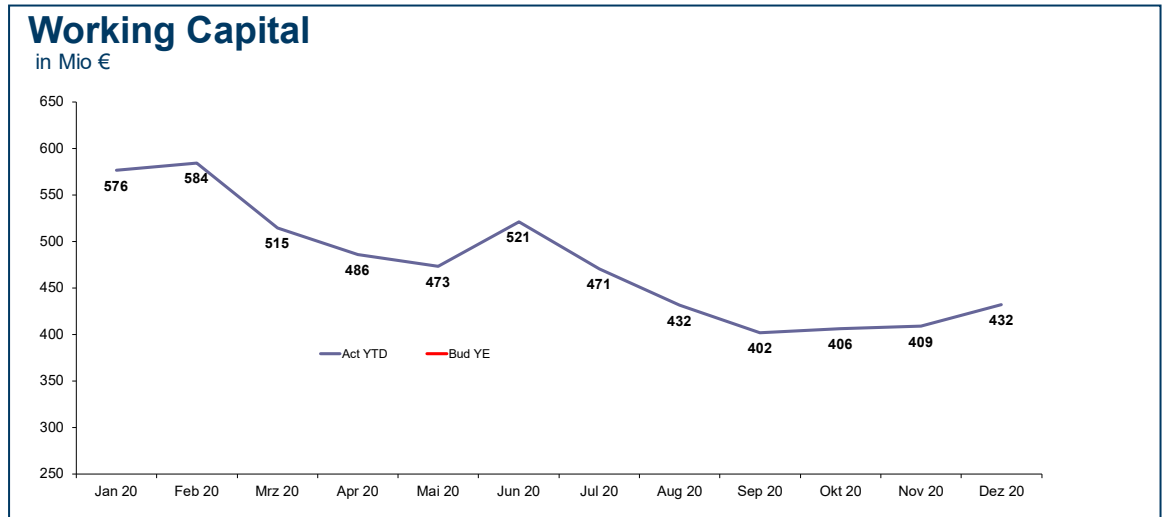
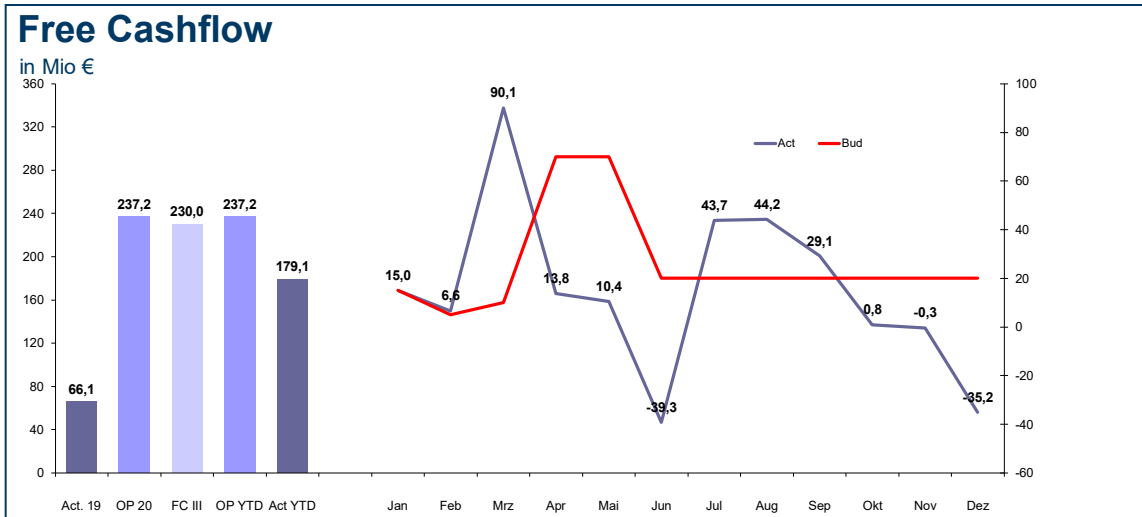
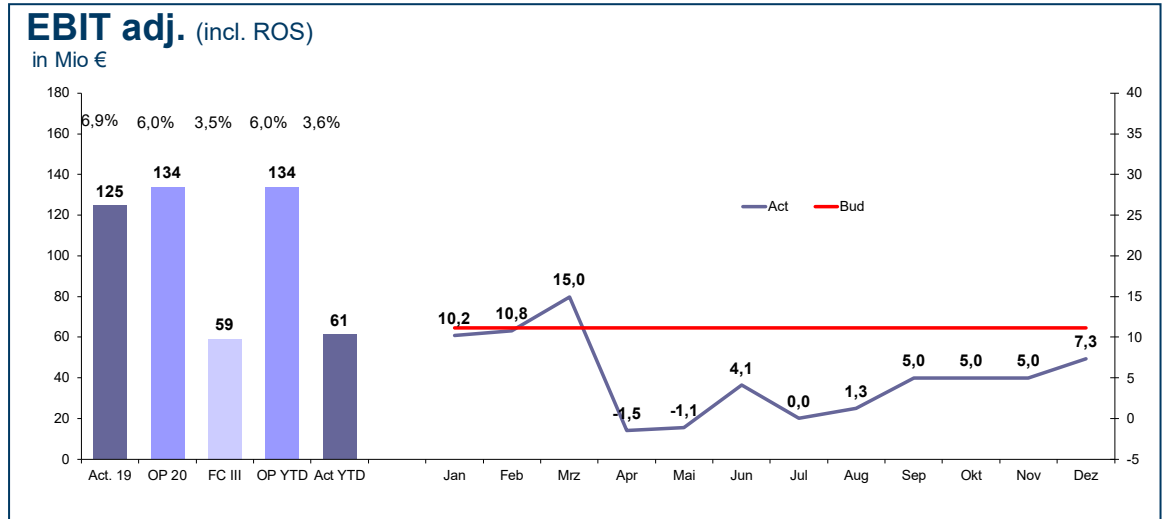
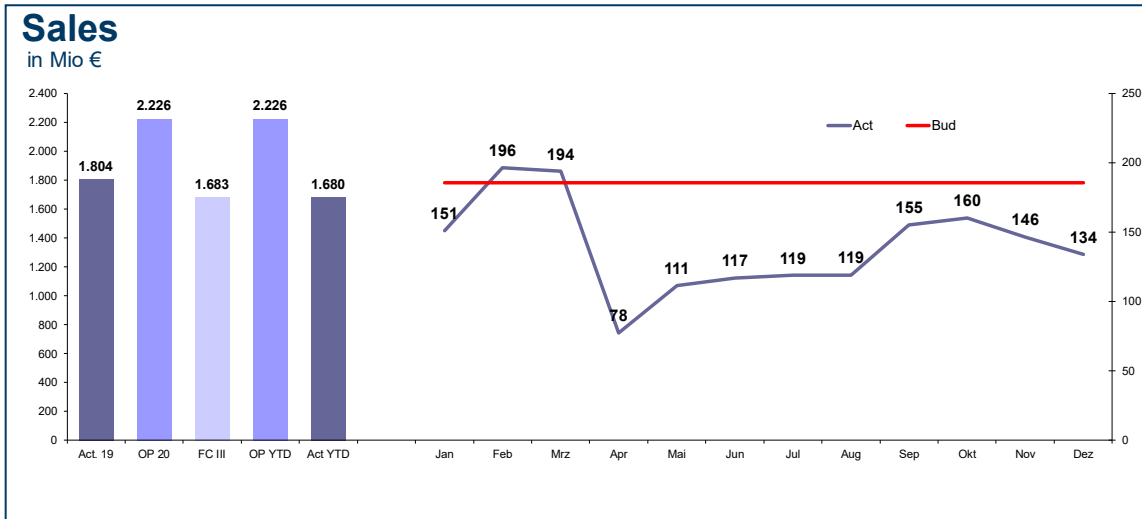


B4S - Finanzwelt der MTU - From Sales to Free Cash Flow

“Our Financial Playing Field“ – MTU Maintenance Hannover Act. 2020



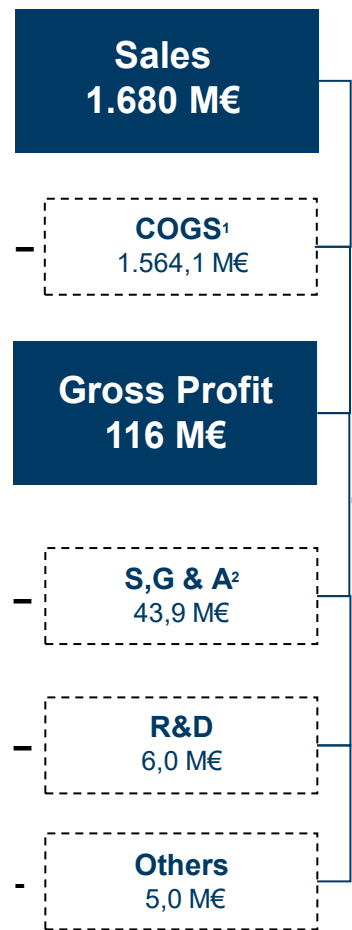
Reporting Example – MTU HAN Performance Chart – 2020



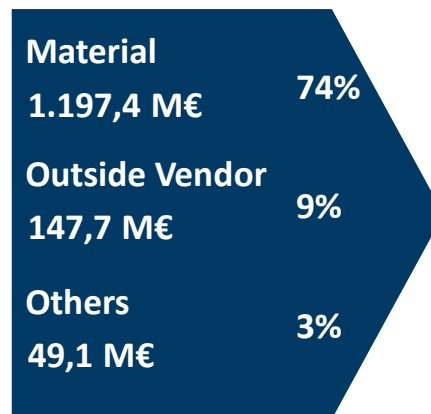
MTU HAN cost structure is mainly driven by material cost.

Nevertheless high performance in all direct and indirect processes are generating a positive impact to cost productivity!

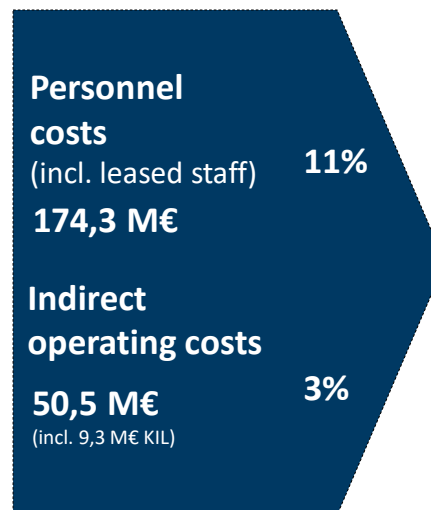
YTD Act. 2020
MTU Maintenance Hannover



1. Cost of Goods Sold (Umsatzkosten)
2. Selling, General and Administrative Expenses (Vertriebs- und Verwaltungskosten)



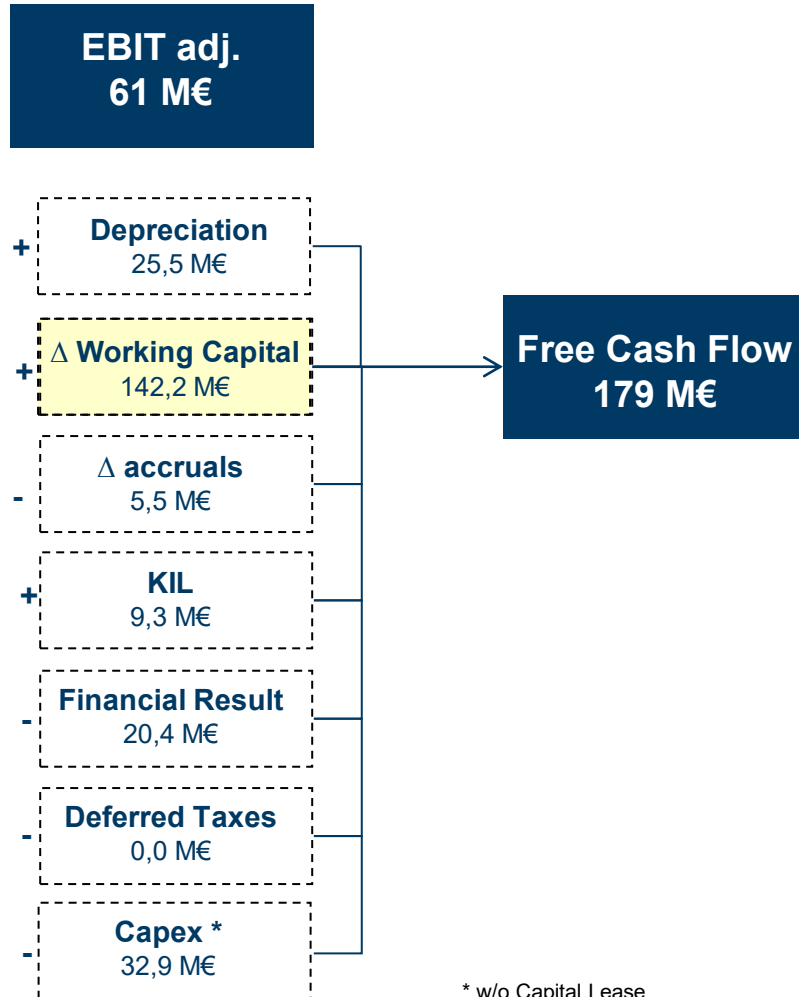
Material		Outside Vendor	
• V2500	285,2	• V2500	31,5
• CF6-80	66,2	• CF6-80	24,1
• CFM56-7	54,8	• CFM56-7	11,4
• PW2000	34,5	• PW2000	6,5
• GE90	52,4	• GE90	23,4
• PW1100	648,7	• PW1100	33,1
• GEnX	17,0	• GEnX	0,0



MV, MCO	MH (incl. GF/BR)	MS	FCH, FIRH, APH
17,8	27,3	119,2	10,0
<u>0,5</u>	<u>21,5</u>	<u>24,0</u>	<u>4,5</u>
18,3	48,8	143,2	14,5

Profit and Loss vers. positive and negative Cash Flow

YTD Act. 2020 MTU Maintenance Hannover



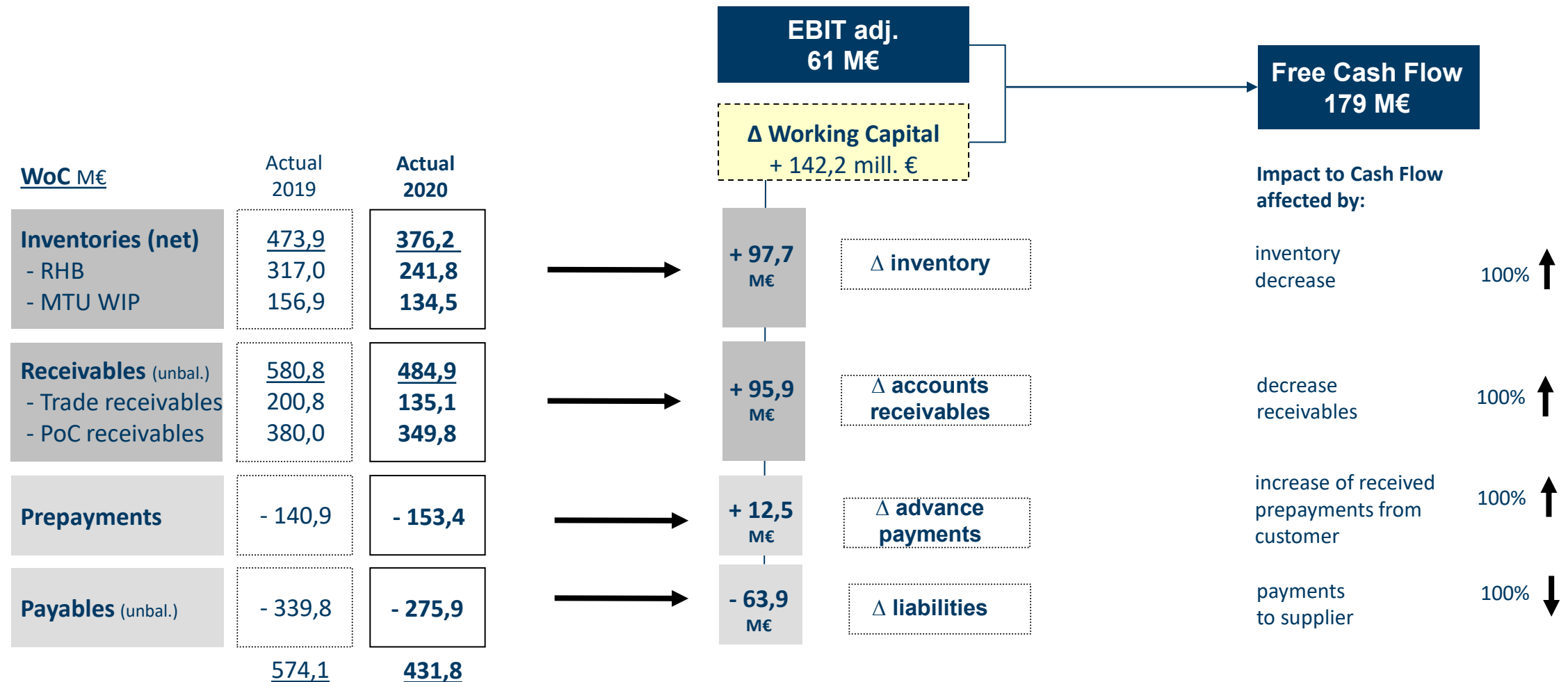
* w/o Capital Lease

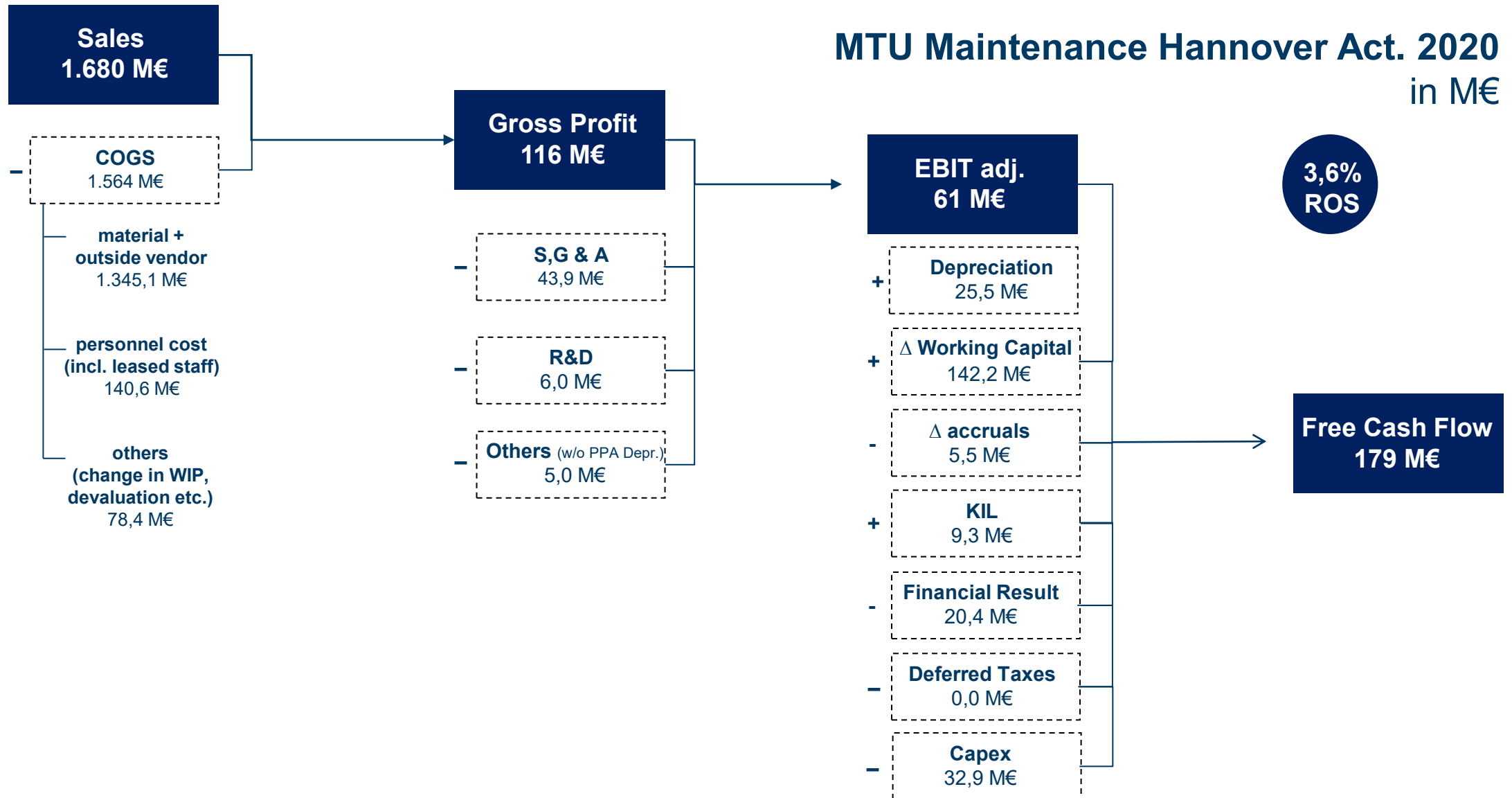
„What can I buy with my EBIT result?“
How to explain?

Expenses and Earnings
„Aufwand und Ertrag“

Payments out and Payments in
„Auszahlungen und Einzahlungen“

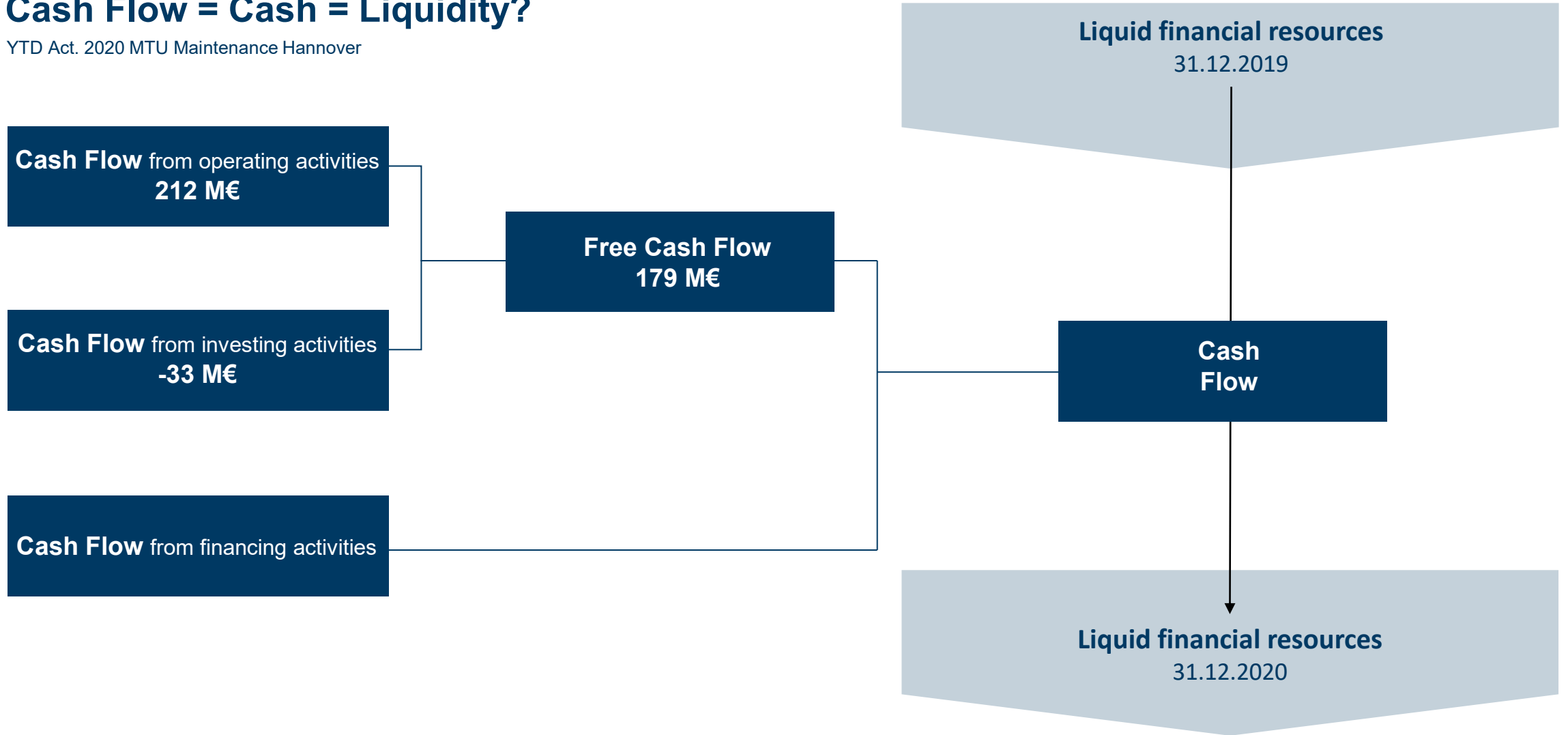
There have been launched already several activities in order to increase the Cash Flow and to improve the Working Capital development sustainable





Cash Flow = Cash = Liquidity?

YTD Act. 2020 MTU Maintenance Hannover







Thank you.



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