

2018

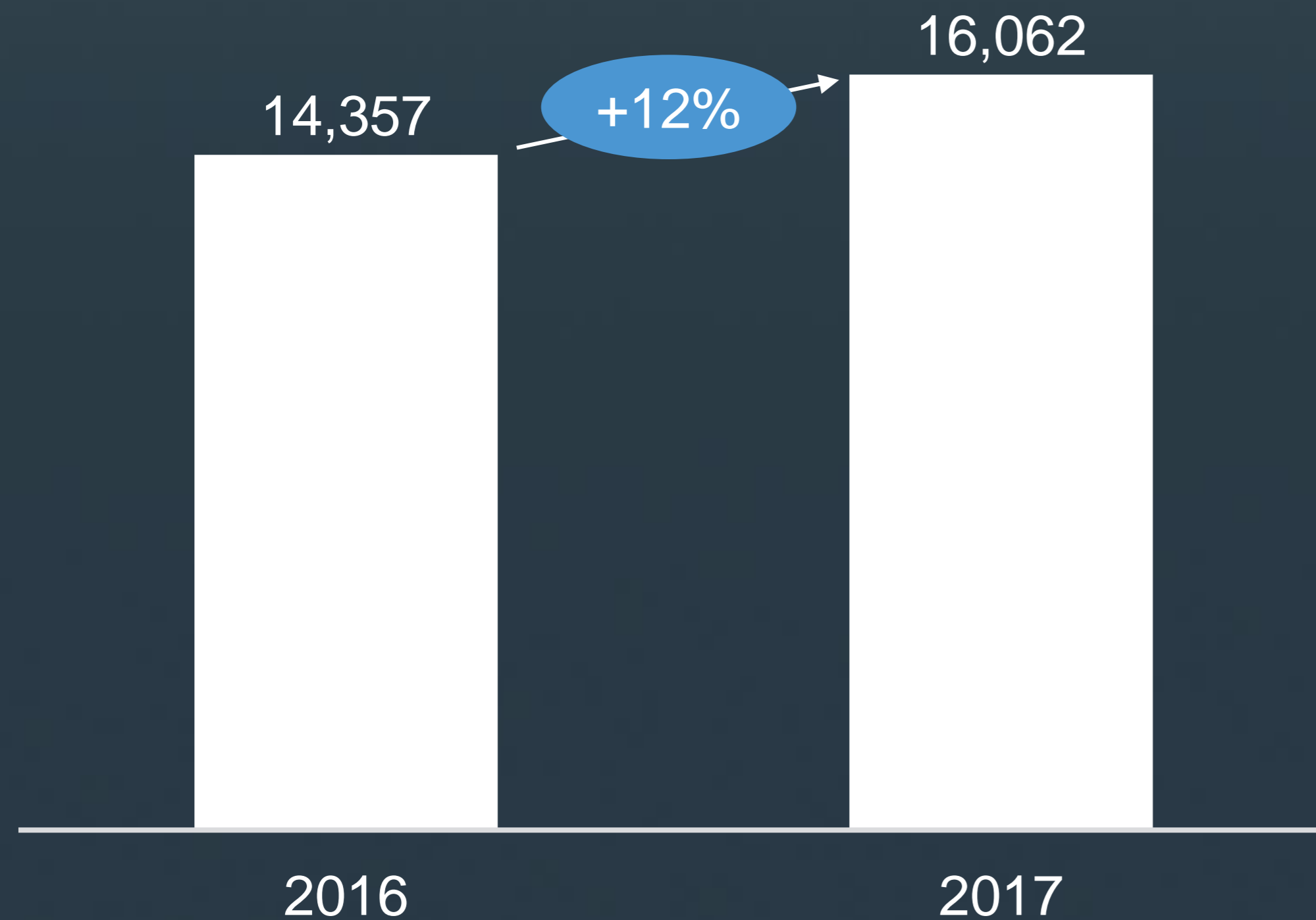
**Annual General Meeting**

**2018**

# Order intake 2017

## MAN Group

€ million



## By business area

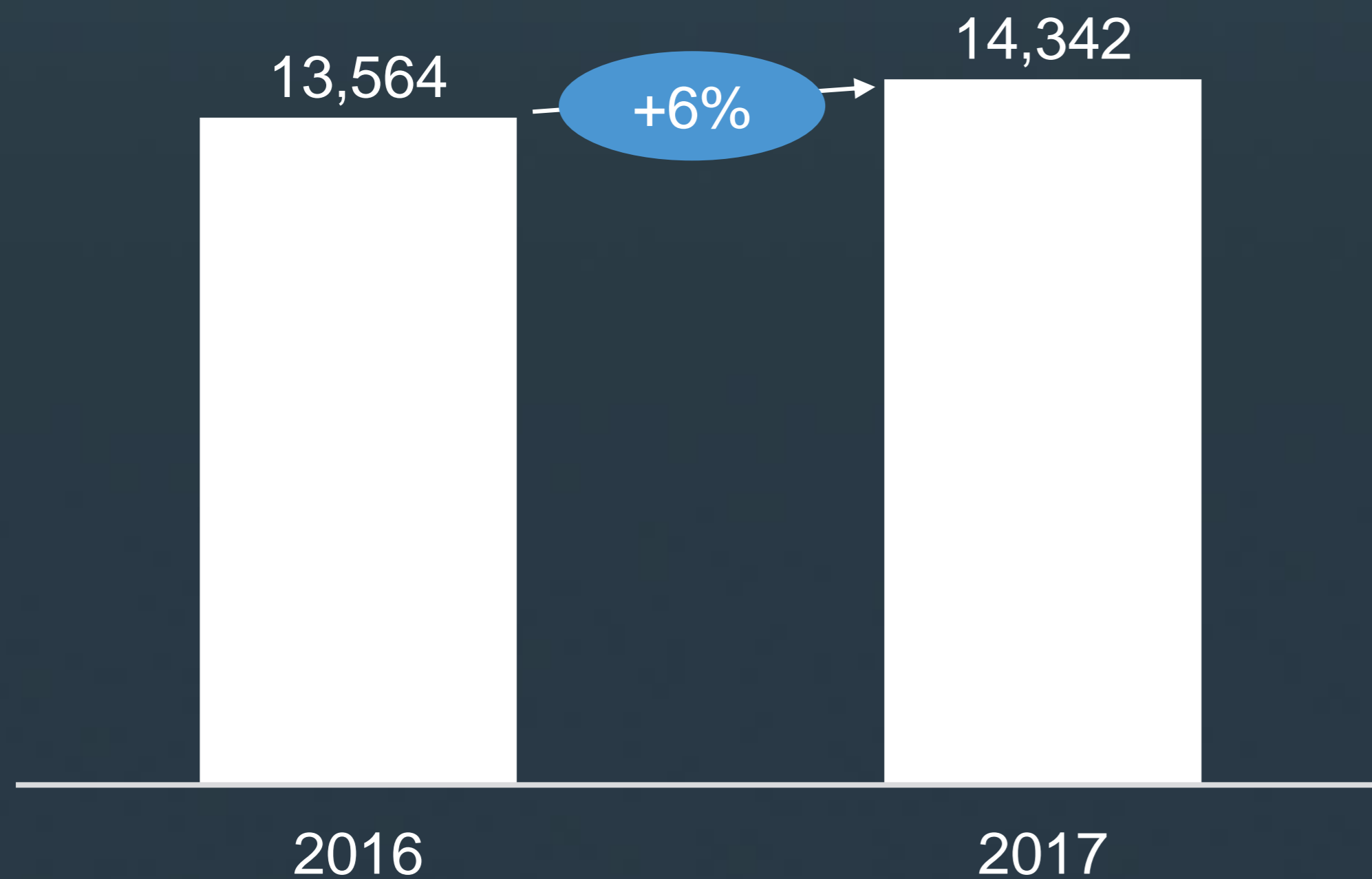
€ million

	2016	2017	Δ
<b>Commercial Vehicles</b>	<b>11,105</b>	<b>12,394</b>	<b>+12%</b>
MAN Truck & Bus	10,342	11,296	+9%
Order intake in units	85,968	94,003	+9%
MAN Latin America	861	1,190	+38%
Order intake in units	20,369	27,381	+34%
<b>Power Engineering</b>	<b>3,281</b>	<b>3,694</b>	<b>+13%</b>
MAN Diesel & Turbo	2,808	3,280	+17%
Renk	486	434	-11%

# Sales revenue 2017

## MAN Group

€ million



## By business area

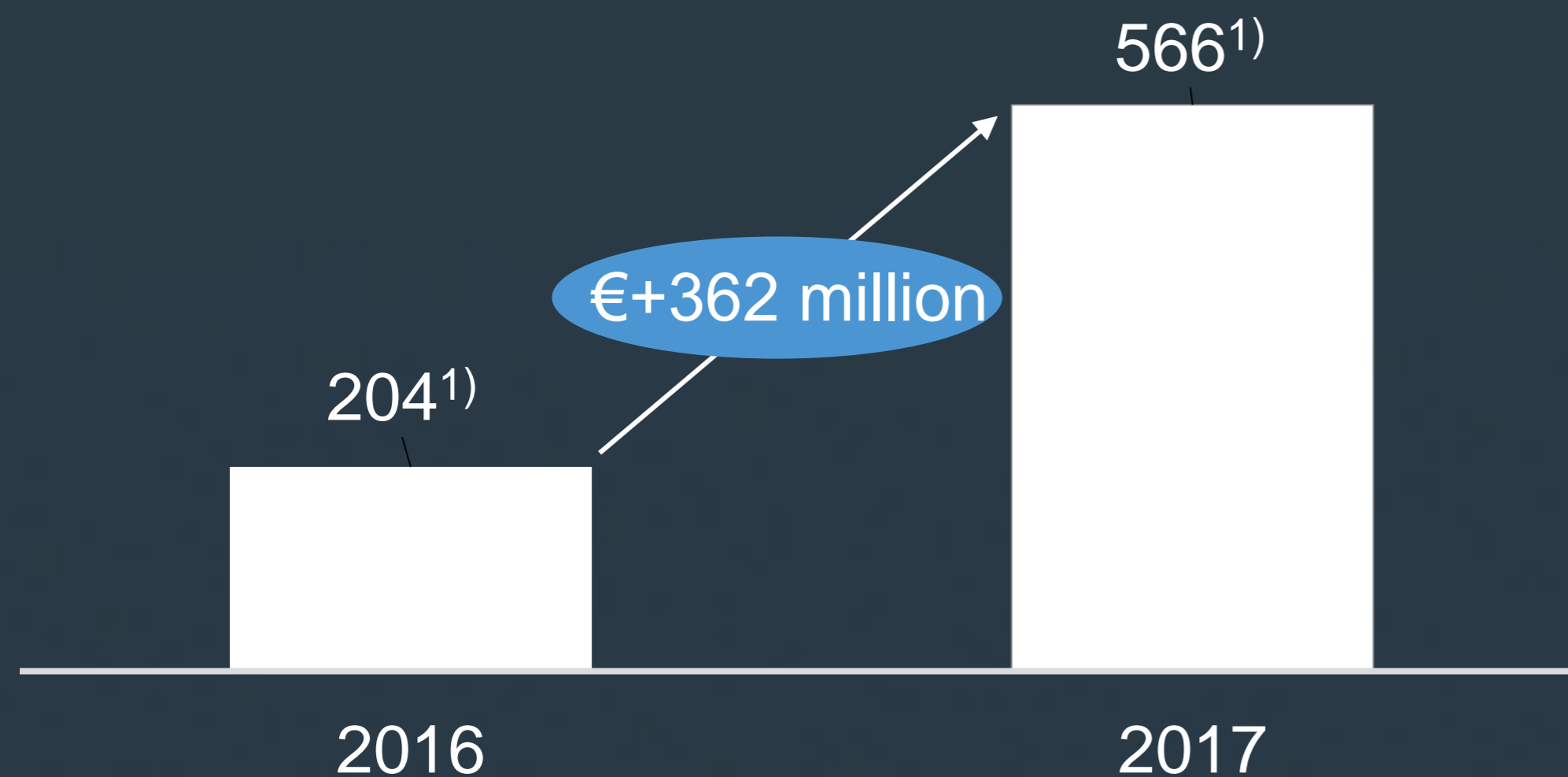
€ million

	2016	2017	Δ
<b>Commercial Vehicles</b>	<b>10,002</b>	<b>11,085</b>	<b>+11%</b>
MAN Truck & Bus	9,243	10,037	+9%
Vehicle sales in units	83,199	89,987	+8%
MAN Latin America	861	1,141	+33%
Vehicle sales in units	20,369	25,881	+27%
<b>Power Engineering</b>	<b>3,593</b>	<b>3,283</b>	<b>-9%</b>
MAN Diesel & Turbo	3,113	2,832	-9%
Renk	496	469	-5%

# Operating profit 2017

## MAN Group

€ million



## By business area

€ million

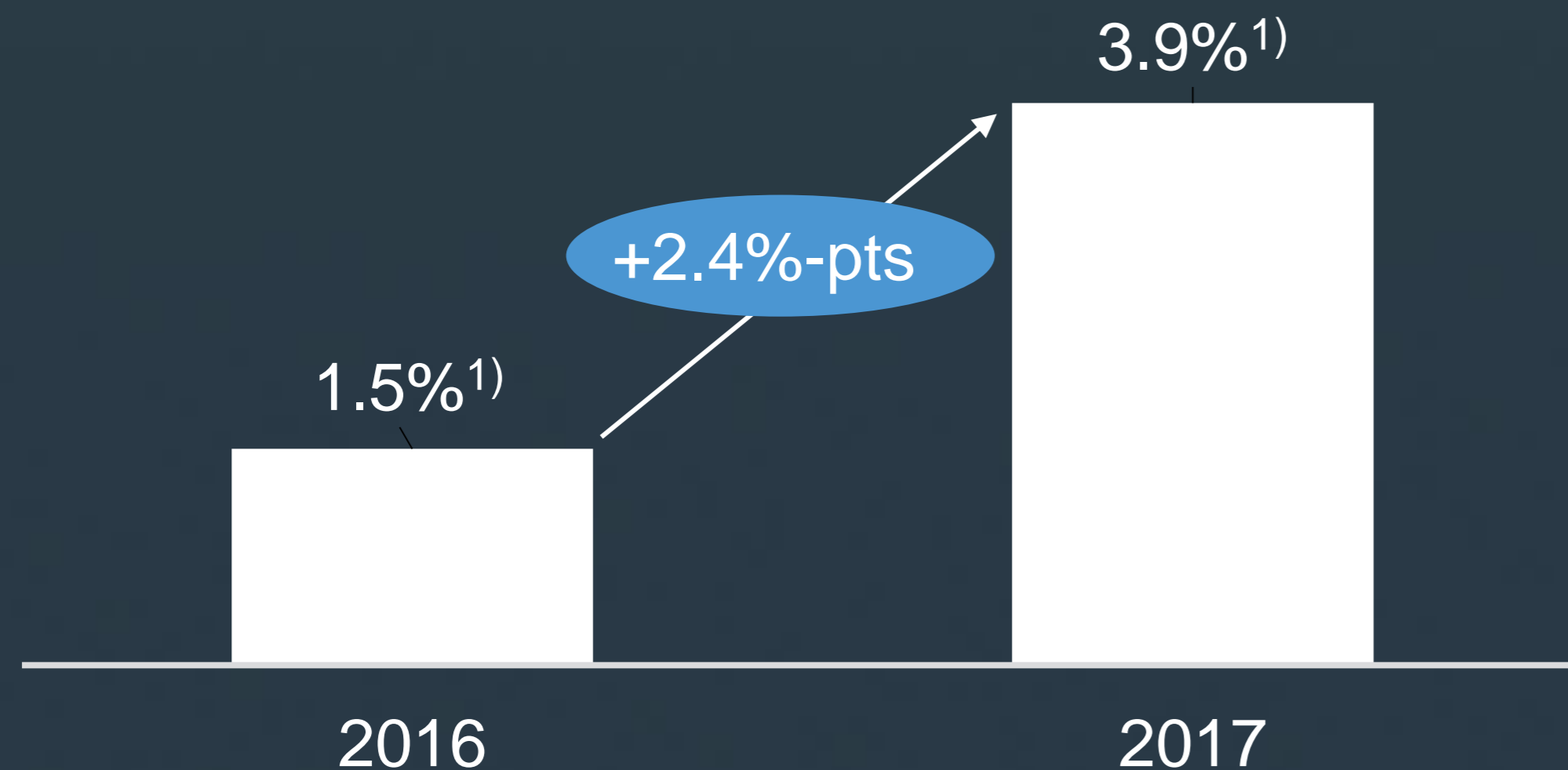
	2016	2017	Δ
<b>Commercial Vehicles</b>	<b>209</b>	<b>434</b>	<b>+225</b>
MAN Truck & Bus	416	532	+116
MAN Latin America	-190	-105	+85
<b>Power Engineering</b>	<b>39</b>	<b>193</b>	<b>+153</b>
MAN Diesel & Turbo	-29	132	+161
Renk	67	60	-7

<sup>1)</sup> 2017 figure contains income from reversal of restructuring provisions in the amount of €91 million (previous year: restructuring expenses of €213 million).

# Operating return on sales 2017

## MAN Group

%



## By business area

%

	2016	2017	Δ
<b>Commercial Vehicles</b>	<b>2.1</b>	<b>3.9</b>	<b>+1.8</b>
MAN Truck & Bus	4.5	5.3	+0.8
MAN Latin America	-22.1	-9.2	+12.9
<b>Power Engineering</b>	<b>1.1</b>	<b>5.9</b>	<b>+4.8</b>
MAN Diesel & Turbo	-0.9	4.7	+5.6
Renk	13.5	12.8	-0.7

<sup>1)</sup> 2017 figure contains income from reversal of restructuring provisions in the amount of €91 million (previous year: restructuring expenses of €213 million).

# Annual cash compensation

- As a result of the Domination and Profit and Loss Transfer Agreement (DPLTA), MAN SE has not distributed any dividends since fiscal 2014.
- Instead, Volkswagen Truck & Bus GmbH agrees to make annual cash compensation payments of **€3.07** per common or preferred share for the full fiscal year, starting in fiscal 2014, as reasonable compensation to MAN SE free float shareholders for the duration of the DPLTA.

# MAN common share price trend



# Outlook for 2018

## **Commercial Vehicles**

- Unit sales up slightly on the previous year
- Operating profit and operating return on sales slightly above the 2017 figures

## **Power Engineering**

- Order intake on a level with the previous year
- Operating profit down slightly on the previous year, operating return on sales noticeably below the 2017 figure

## **MAN Group**

- Slight year-on-year growth in sales revenue
- Operating profit largely unchanged year-on-year, operating return on sales slightly below the 2017 figure