

2019

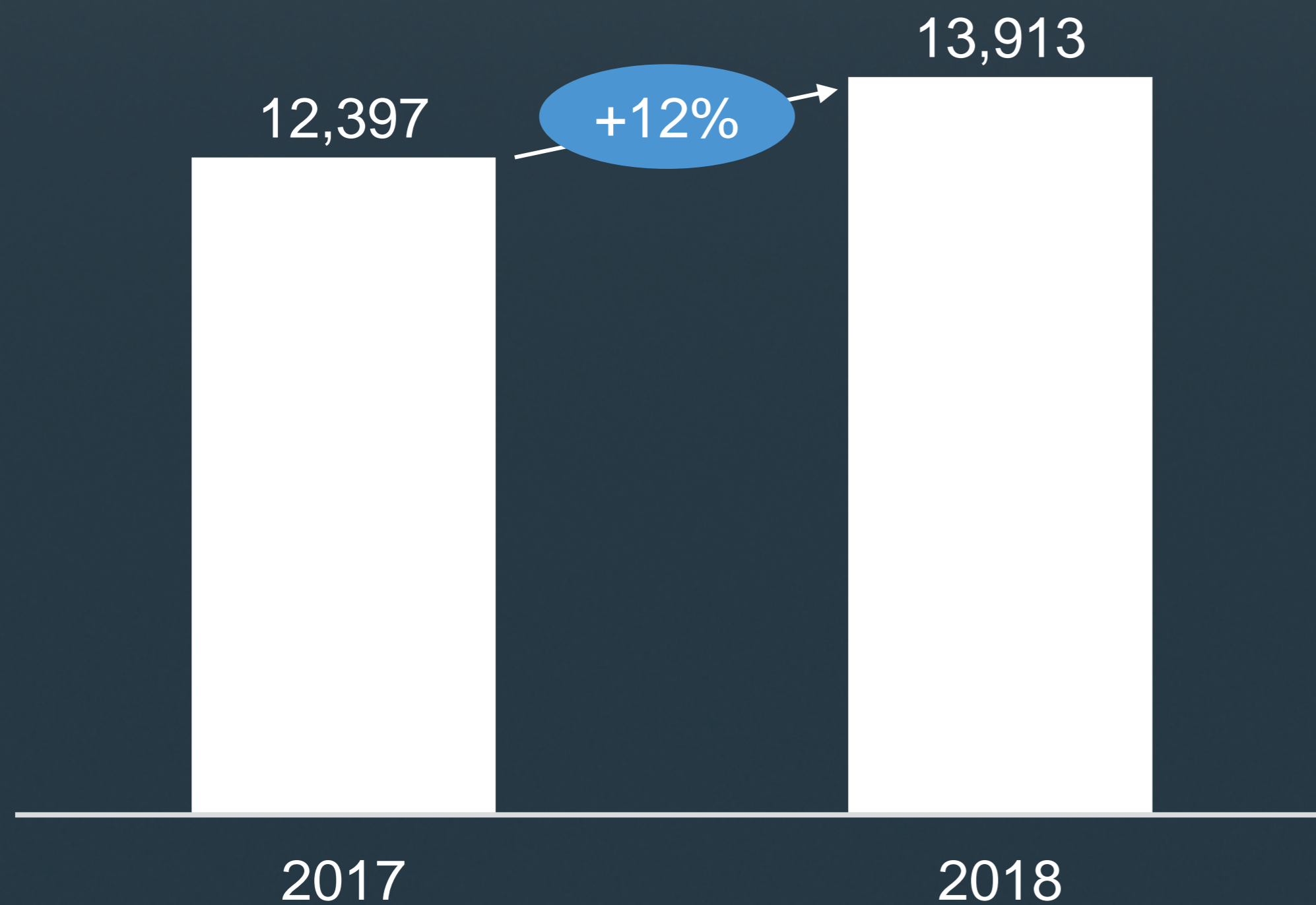
Annual General Meeting

2019

Order intake 2018

MAN Group

€ million



By division

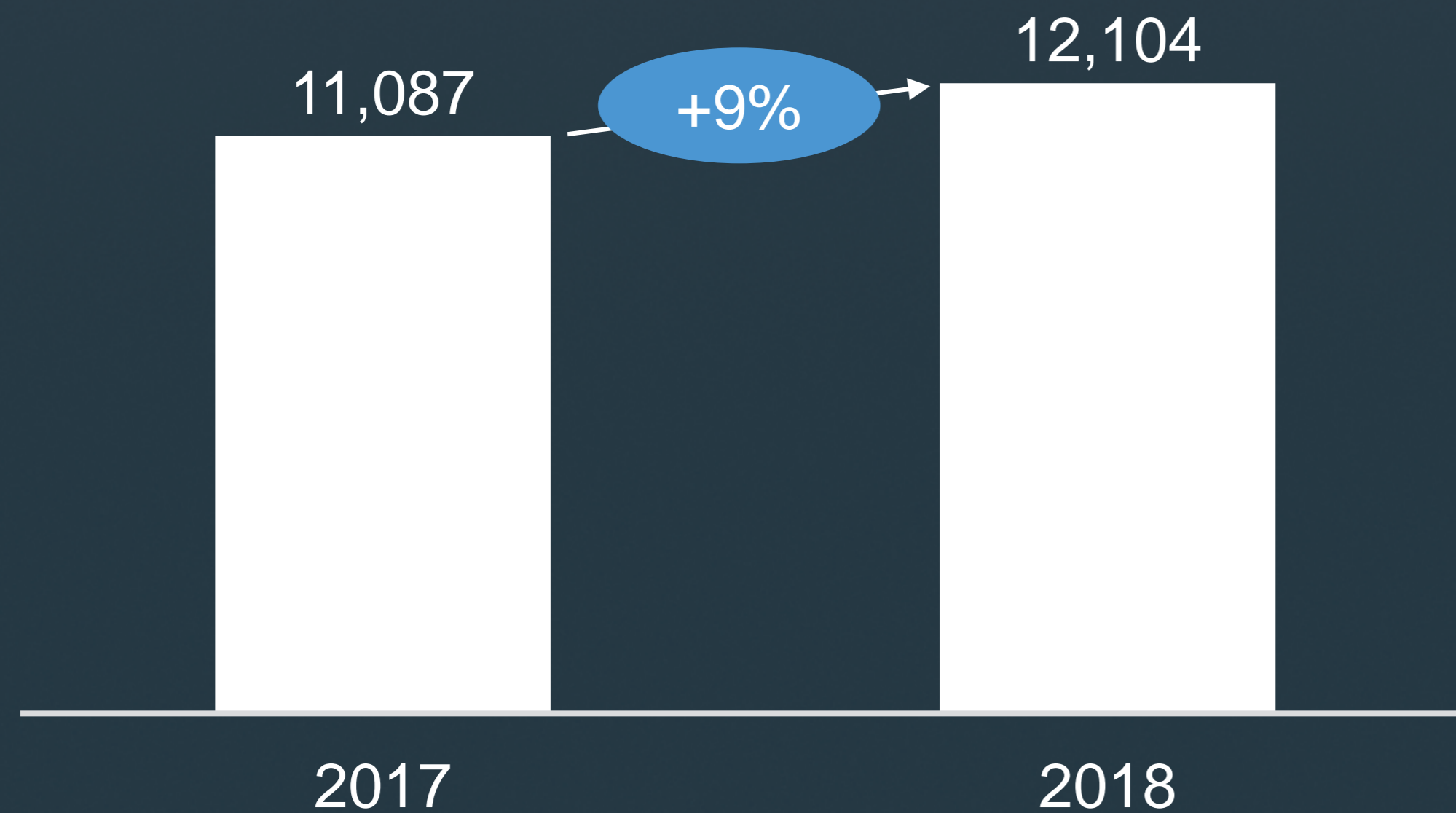
€ million

	2017	2018	Δ
MAN Truck & Bus	11,296	12,640	+12%
Order intake in units	94,003	112,915	+20%
MAN Latin America	1,190	1,432	+20%
Order intake in units	27,381	36,535	+33%

Sales revenue 2018

MAN Group

€ million



By division

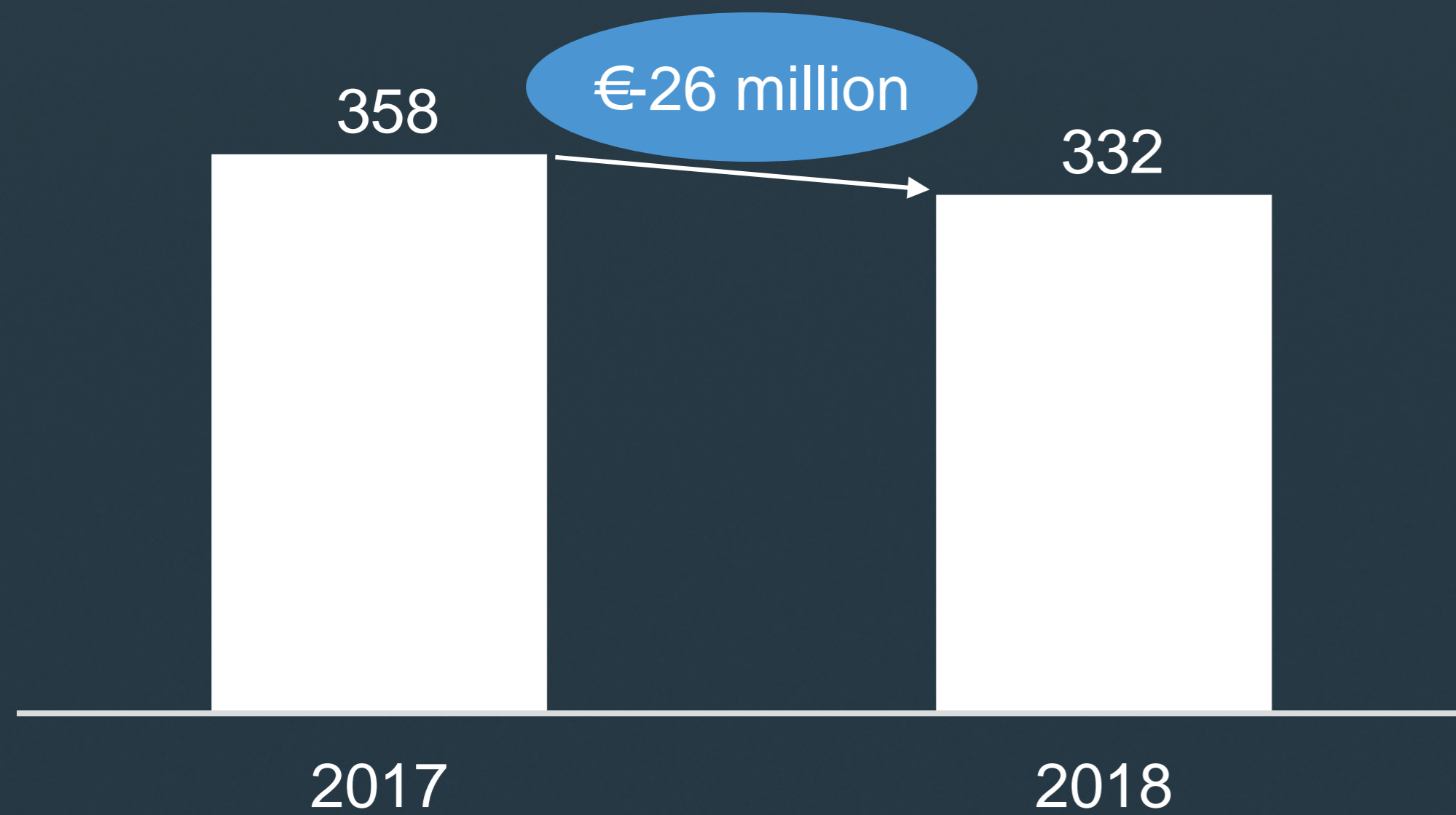
€ million

	2017	2018	Δ
MAN Truck & Bus	10,037	10,815	+8%
Vehicle sales in units	89,987	102,556	+14%
MAN Latin America	1,141	1,421	+25%
Vehicle sales in units	25,881	36,362	+40%

Operating profit 2018

MAN Group

€ million



By division

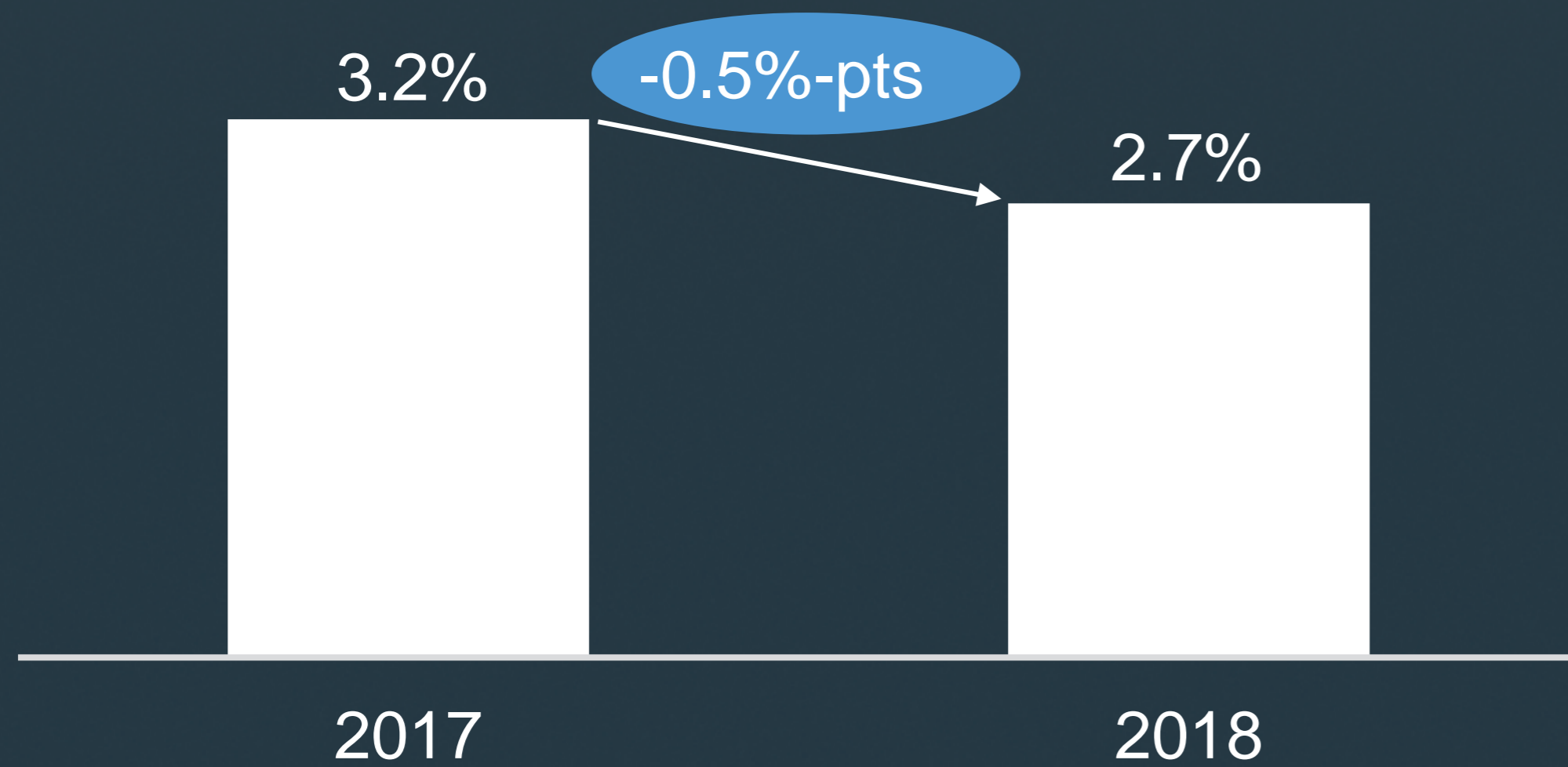
€ million

	2017	2018	Δ
MAN Truck & Bus	532	402	-130
MAN Latin America	-105	28	+133

Operating return on sales 2018

MAN Group

%



By division

%

	2017	2018	Δ
MAN Truck & Bus	5.3	3.7	-1.6
MAN Latin America	-9.2	2.0	+11.2

Annual cash compensation

- The domination and profit and loss transfer agreement (DPLTA) between what is now known as TRATON SE as the controlling company and MAN SE as the controlled company, which was terminated with effect as of midnight (00:00) on January 1, 2019, was still in force for fiscal 2018.
- Free float shareholders will receive the determined cash compensation payment of €5.10 (net of corporate income tax and solidarity surcharge) per share for the last time for the full fiscal year ended in 2018.

Outlook 2019

MAN Truck & Bus

- Unit sales and sales revenue on a level with the previous year
- Operating profit with tangible improvement

MAN Latin America

- Unit sales and sales revenue with tangible increase
- Operating profit slightly above 2018 figure

MAN Group

- Slight year-on-year increase in sales revenue
- Operating profit and operating return on sales with noticeable improvement