

2017

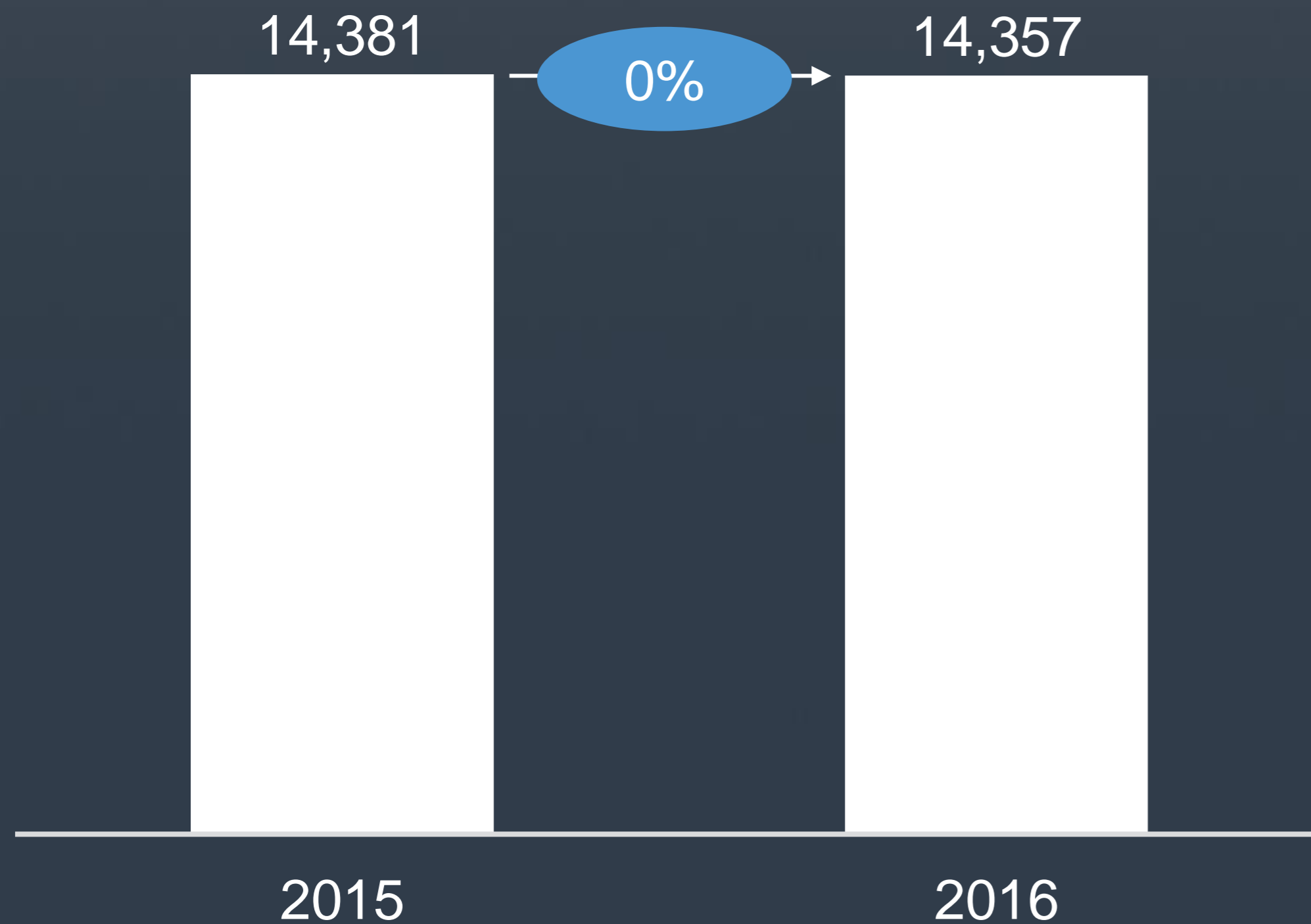
**Annual General Meeting**

**2017**

# Order intake 2016

## MAN Group

€ million



## By business area

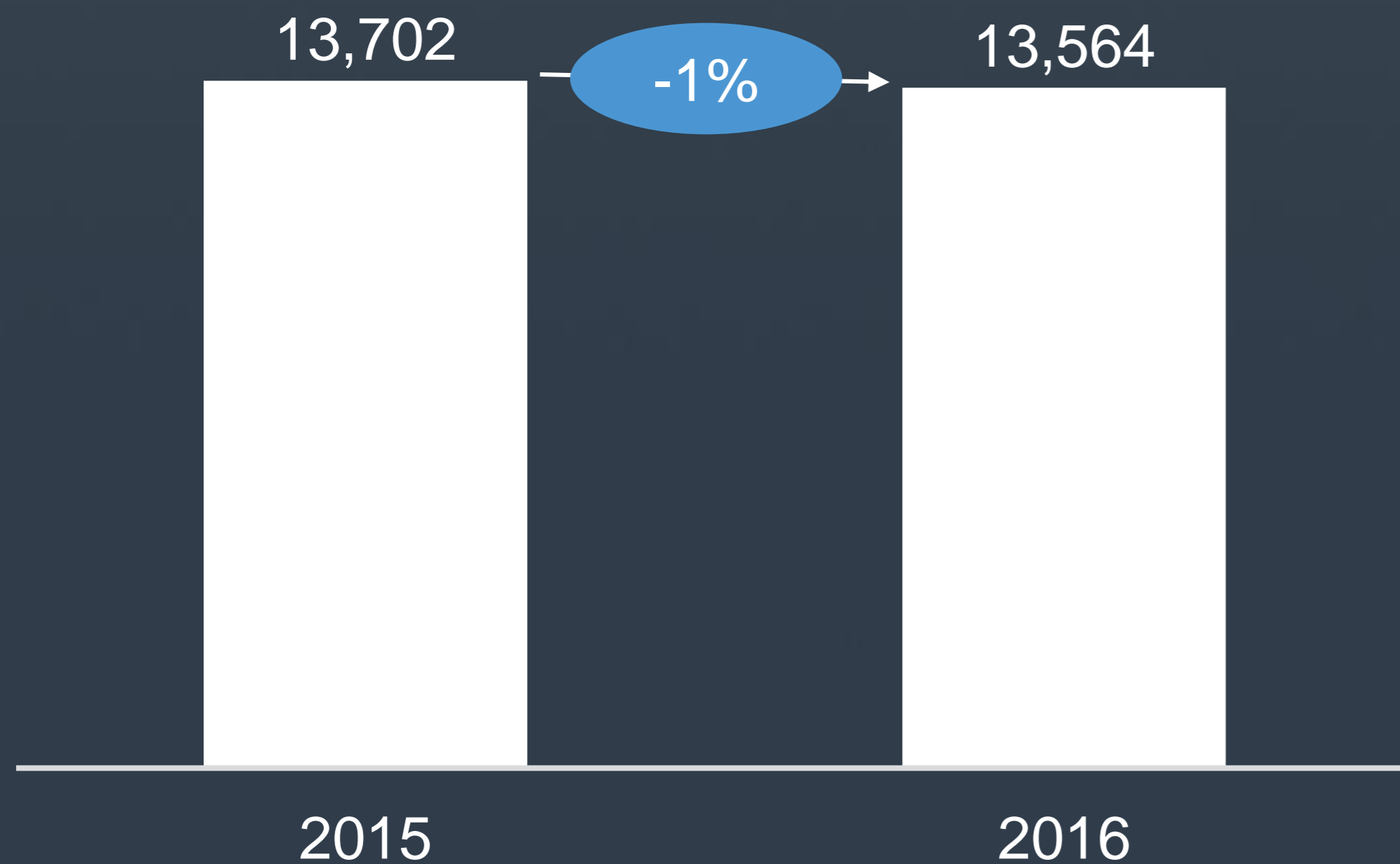
€ million

	2015	2016	Δ
<b>Commercial Vehicles</b>	<b>11,009</b>	<b>11,105</b>	<b>+1%</b>
MAN Truck & Bus	10,059	10,342	+3%
Order intake in units	84,362	85,968	+2%
<b>MAN Latin America</b>	<b>1,047</b>	<b>861</b>	<b>-18%</b>
Order intake in units	24,472	20,369	-17%
<b>Power Engineering</b>	<b>3,408</b>	<b>3,281</b>	<b>-4%</b>
MAN Diesel & Turbo	2,949	2,808	-5%
Renk	483	486	+1%

# Sales revenue 2016

## MAN Group

€ million



## By business area

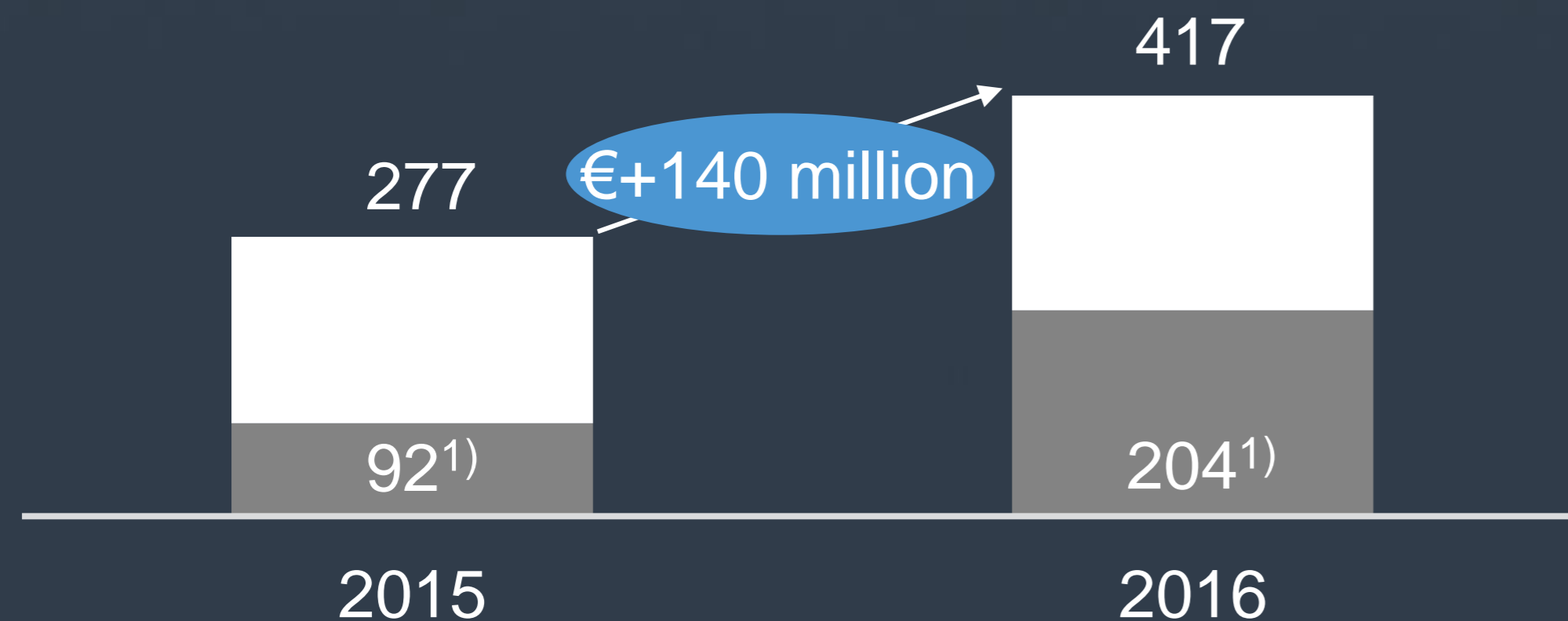
€ million

	2015	2016	Δ
<b>Commercial Vehicles</b>	<b>9,954</b>	<b>10,002</b>	<b>+1%</b>
MAN Truck & Bus	8,997	9,243	+3%
Vehicle sales in units	79,222	83,199	+5%
<b>MAN Latin America</b>	<b>1,047</b>	<b>861</b>	<b>-18%</b>
Vehicle sales in units	24,472	20,369	-17%
<b>Power Engineering</b>	<b>3,775</b>	<b>3,593</b>	<b>-5%</b>
MAN Diesel & Turbo	3,305	3,113	-6%
Renk	487	496	+2%

# Operating profit 2016

## MAN Group

€ million



## By business area

€ million

	2015	2016	Δ
<b>CV before special items</b>	<b>84</b>	<b>267</b>	<b>+184</b>
<b>Commercial Vehicles <sup>1)</sup></b>	<b>-101</b>	<b>209</b>	<b>+311</b>
MAN Truck & Bus <sup>1)</sup>	20	416	+395
MAN Latin America <sup>1)</sup>	-120	-190	-70
<b>PE before special items</b>	<b>283</b>	<b>194</b>	<b>-89</b>
<b>Power Engineering <sup>1)</sup></b>	<b>283</b>	<b>39</b>	<b>-244</b>
MAN Diesel & Turbo <sup>1)</sup>	216	-29	-245
Renk	68	67	-1

<sup>1)</sup> After restructuring expenses.

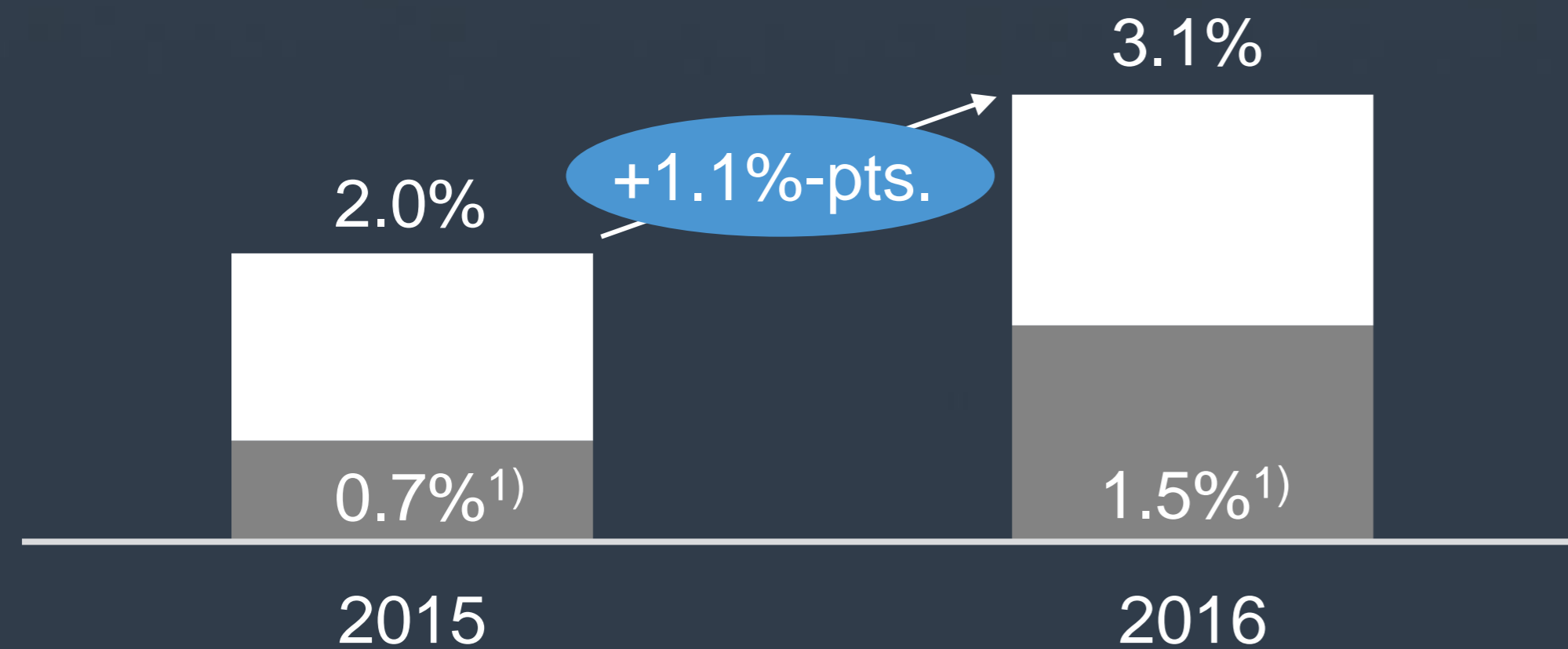
2015: €185 million at MAN Truck & Bus.

2016: €58 million at MAN Latin America and €155 million at MAN Diesel & Turbo.

# Operating return on sales 2016

## MAN Group

%



## By business area

%	2015	2016	Δ
<b>CV before special items</b>	<b>0.8</b>	<b>2.7</b>	<b>+1.8</b>
<b>Commercial Vehicles <sup>1)</sup></b>	<b>-1.0</b>	<b>2.1</b>	<b>+3.1</b>
MAN Truck & Bus <sup>1)</sup>	0.2	4.5	+4.3
MAN Latin America <sup>1)</sup>	-11.5	-22.1	-10.6
<b>PE before special items</b>	<b>7.5</b>	<b>5.4</b>	<b>-2.1</b>
<b>Power Engineering <sup>1)</sup></b>	<b>7.5</b>	<b>1.1</b>	<b>-6.4</b>
MAN Diesel & Turbo <sup>1)</sup>	6.5	-0.9	-7.5
Renk	14.0	13.5	-0.4

<sup>1)</sup> After restructuring expenses.

2015: €185 million at MAN Truck & Bus.

2016: €58 million at MAN Latin America and €155 million at MAN Diesel & Turbo.

# 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 2017

## **Commercial Vehicles**

- Unit sales noticeably above the prior-year level
- Sales revenue noticeably above the prior-year figure
- Contributions from both MAN Truck & Bus and MAN Latin America

## **Power Engineering**

- Order intake on a level with the previous year
- Sales revenue noticeably below the prior-year level

## **MAN Group**

- Slight year-on-year growth in sales revenue
- Operating profit and operating return on sales significantly higher than in 2016, and also noticeably higher than the 2016 figures before special items