



2016

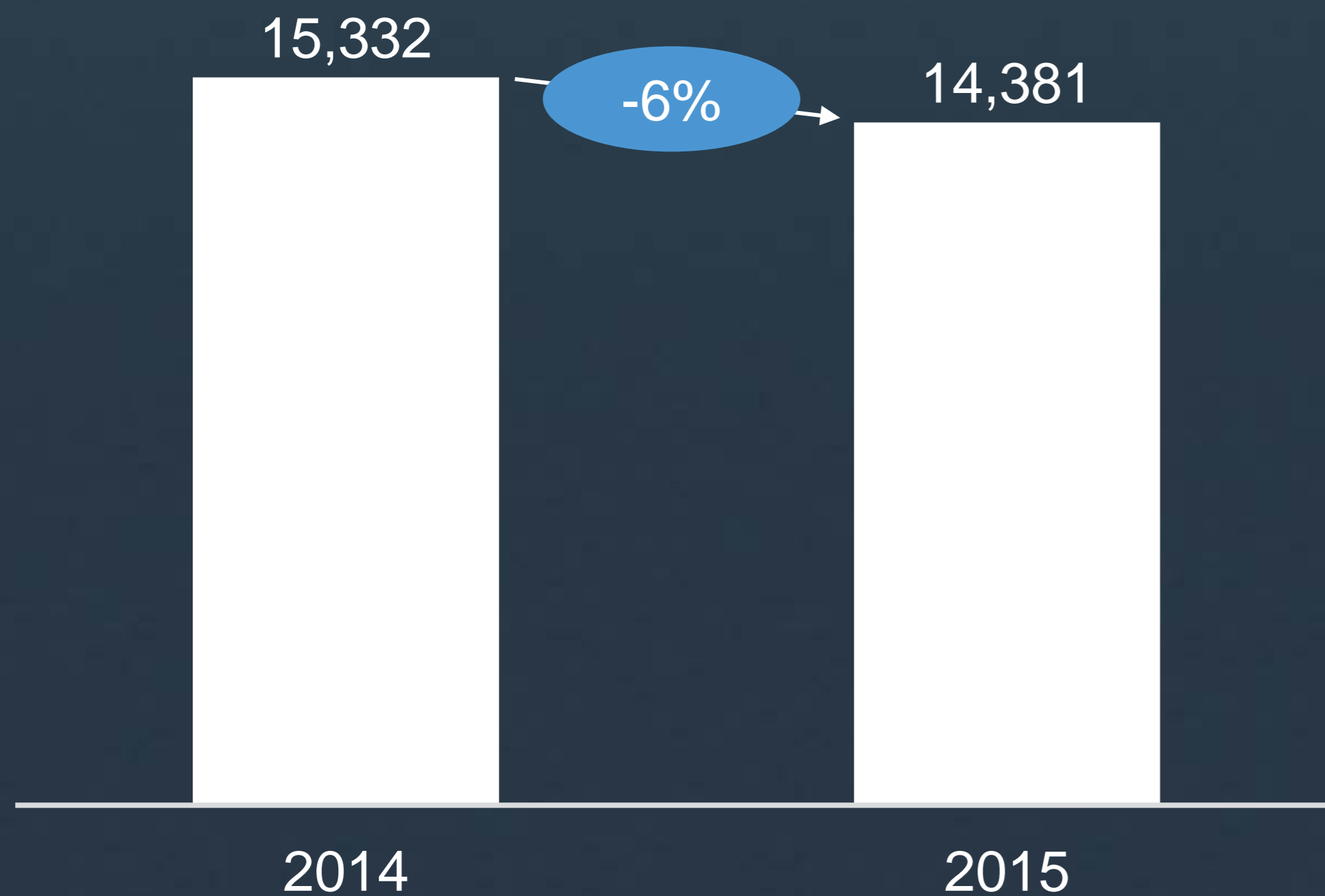
Annual General Meeting

2016

Order intake 2015

MAN Group

€ million



By business area

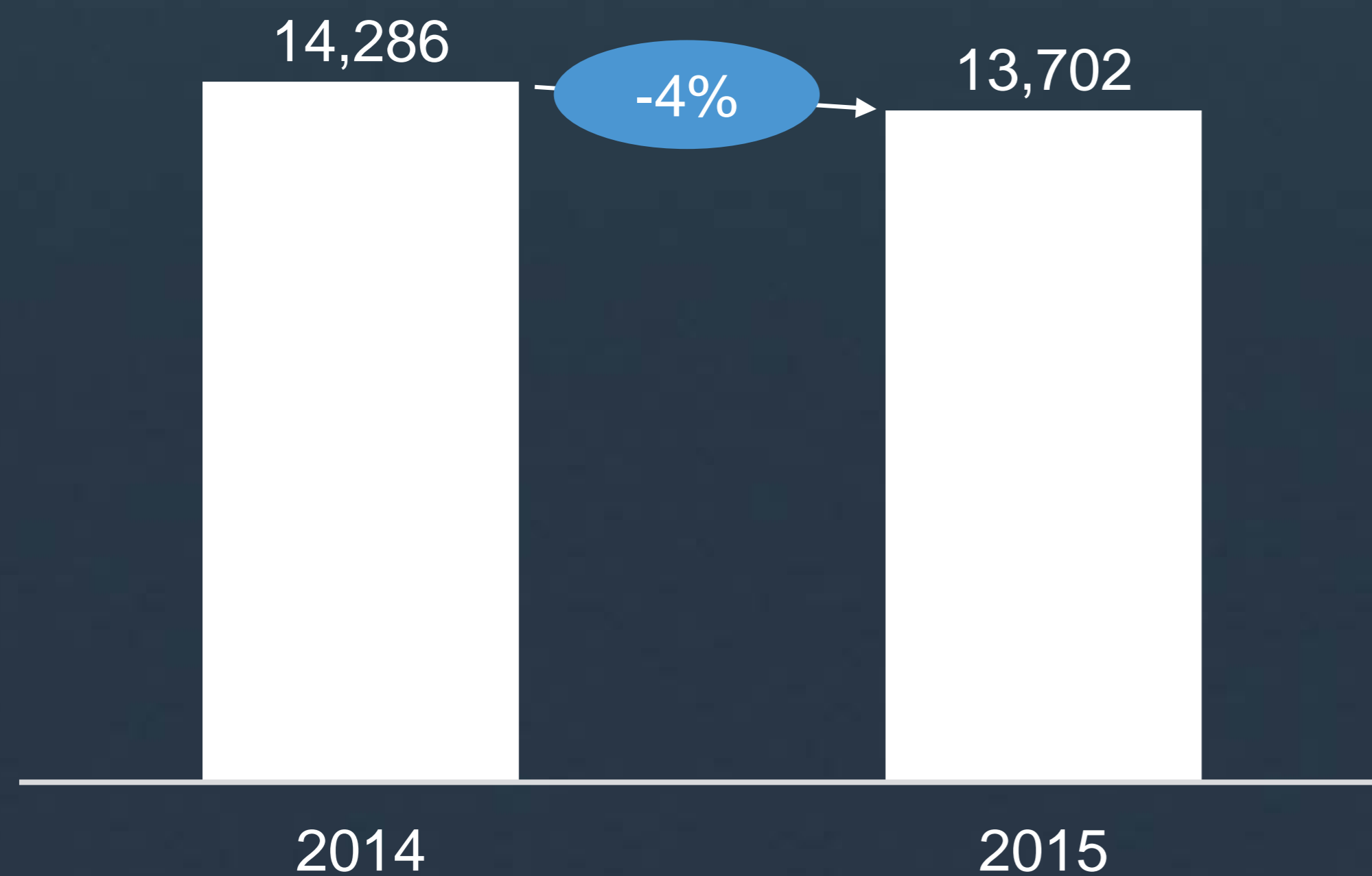
€ million

	2014	2015	Δ
Commercial Vehicles	11,429	11,009	-4%
MAN Truck & Bus	9,269	10,059	+9%
Order intake in units	75,402	84,362	+12%
MAN Latin America	2,253	1,047	-54%
Order intake in units	48,161	24,472	-49%
Power Engineering	3,929	3,408	-13%
MAN Diesel & Turbo	3,280	2,949	-10%
Renk	666	483	-27%

Sales revenue 2015

MAN Group

€ million



By business area

€ million

	2014	2015	Δ
Commercial Vehicles	10,577	9,954	-6%
MAN Truck & Bus	8,412	8,997	+7%
Order intake in units	73,622	79,222	+8%
MAN Latin America	2,253	1,047	-54%
Order intake in units	48,161	24,472	-49%
Power Engineering	3,732	3,775	+1%
MAN Diesel & Turbo	3,273	3,305	+1%
Renk	480	487	+1%

Operating profit 2015

MAN Group

€ million



By business area

€ million

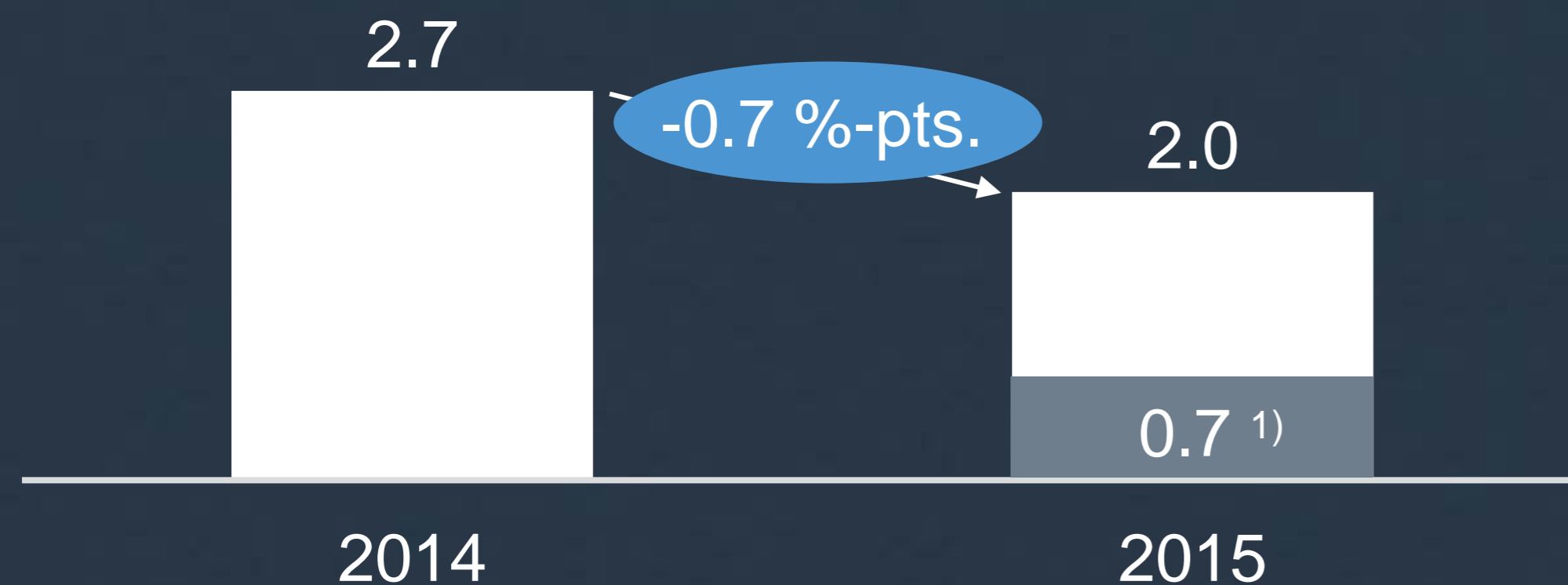
	2014	2015	Δ
CV before special items	221	84	-137
Commercial Vehicles ¹⁾	221	-101	-323
MAN Truck & Bus before special items	152	205	+53
MAN Truck & Bus ¹⁾	152	20	-132
MAN Latin America	65	-120	-185
Power Engineering	278	283	+5
MAN Diesel & Turbo	206	216	+10
Renk	72	68	-4

¹⁾ 2015: After restructuring expenses of €185 million at MAN Truck & Bus.

Operating return on sales 2015

MAN Group

%



By business area

%	2014	2015	Δ
CV before special items	2.1	0.8	-1.3
Commercial Vehicles ¹⁾	2.1	-1.0	-3.1
MAN Truck & Bus before special items	1.8	2.3	+0.5
MAN Truck & Bus ¹⁾	1.8	0.2	-1.6
MAN Latin America	2.9	-11.5	-14.4
Power Engineering	7.5	7.5	-
MAN Diesel & Turbo	6.3	6.5	+0.2
Renk	15.0	14.0	-1.0

¹⁾ 2015: After restructuring expenses of €185 million at MAN Truck & Bus.

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 2016

Commercial Vehicles

- Unit sales at the prior-year level
- Sales revenue falling slightly short of the prior-year figure
- Supported by the measures initiated, operating profit and operating return on sales will be significantly above the prior year's levels

Power Engineering

- Order intake at the prior-year level
- Sales revenue down noticeably on the previous year
- Operating profit and operating return on sales down significantly compared with the prior-year period

MAN Group

- Slight year-on-year decline in sales revenue
- Operating profit and operating return on sales significantly higher than the 2015 levels