



Investor Relations

MAN AG

Dresdner Kleinwort
German Investment Seminar 2009
New York, January 12-14, 2009

Engineering the Future – since 1758
MAN Group

MAN Group profile



Commercial Vehicles MAN



Sales: €10.4 bill.

- Trucks
- Buses
- Services

Commercial Vehicles Latin America



Sales: €1.6 bill.

- Trucks
- Buses

Diesel Engines

- Marine engines
- Power generation



Sales: €2.2 bill.

Turbo Machines

- Compressors
- Turbines
- Service



Sales: €1.1 bill.

all figures FY 2007

VW Truck & Bus

– acquisition rationale (1/2)



What?

Acquisition of 100% of the shares of VW Truck & Bus, based in Resende with an enterprise value of €1,175 mill.

Who?

MAN AG, Munich (Germany) acquires the entity from Volkswagen AG.

When?

The company is set to be transferred on January 1, 2009. The closing is expected in the first quarter of 2009.



VW Truck & Bus

– acquisition rationale (2/2)



Why?

The deal is good for both VW Truck & Bus and MAN:

VW Trucks & Buses becomes an integrative part of a leading truck and bus group:

- Extended / improved product range
- Access global sales network

MAN continues its international expansion into BRIC countries:

- Market leader in Brazil
- Competence / added volume



Trucks

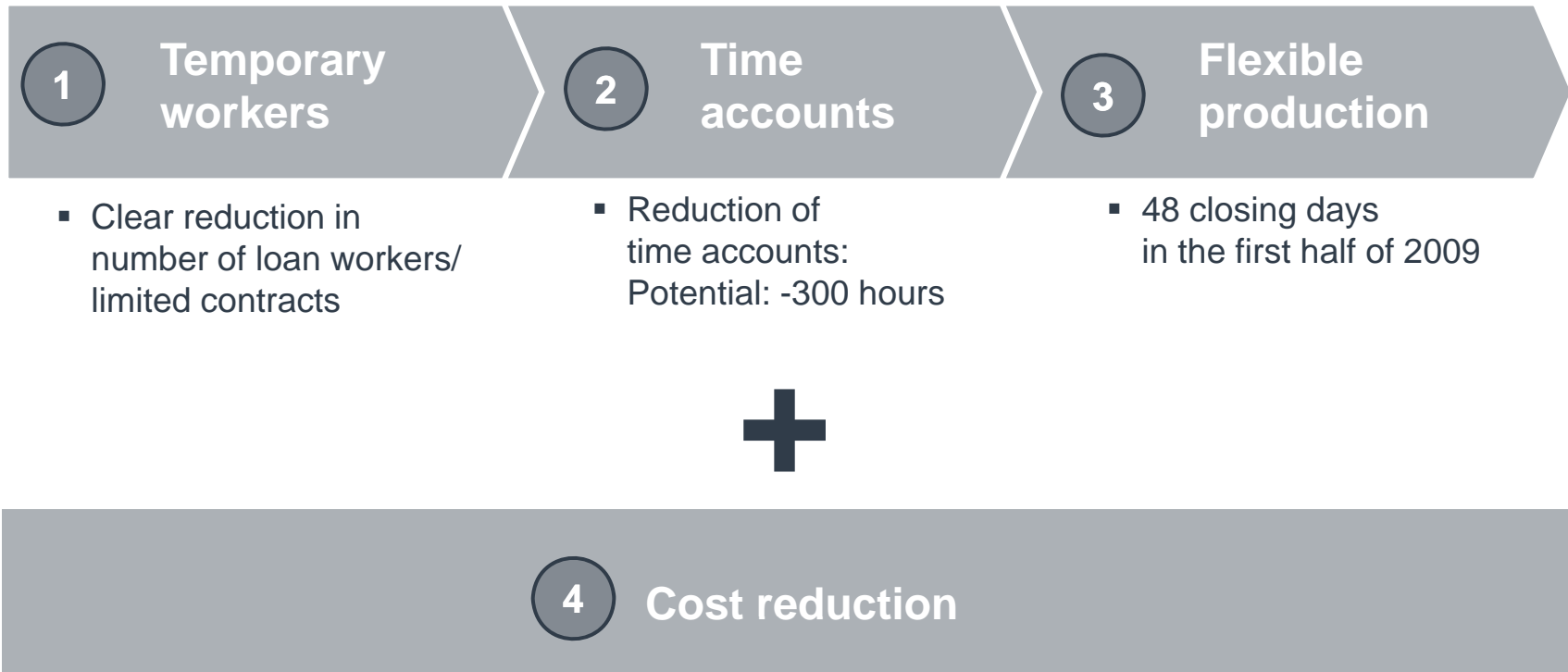
International growth – leading brand positions



*imported trucks | financial year 2007

Commercial Vehicles

Flexibility – we are prepared for future challenges



Cost structure and capacity prepared for market downturn -30%

Diesel Engines

New business unit – high speed engines



- Diesel Engines establishes a business unit high speed engines
- The offroad engine business will be shifted from Commercial Vehicles to Diesel Engines in H1 2009
- Diesel Engines brings in worldwide **sales/service** network and **know how**



Target: Double sales in offroad engines business from **€250 mill.** to **€500 mill.** in 5 years



Diesel Engines

Growth potential for power plants



- Weaker order situation within marine sector , but further growth in the power plant segment
- 2 large orders in the second half 2008:

EDF:

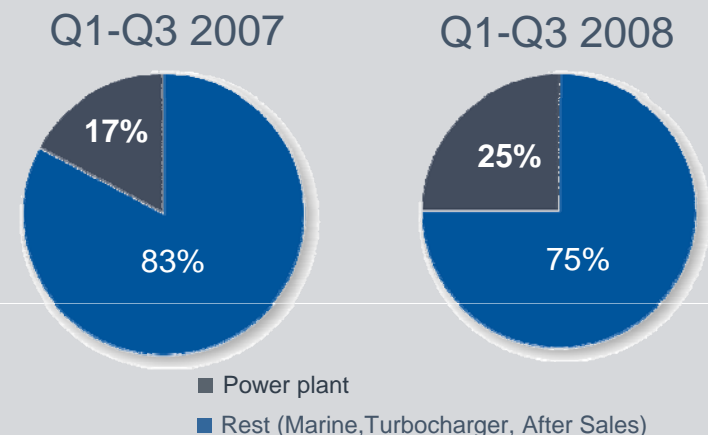
- 6 power plants incl. 54 diesel engines
- Order volume: > €750 million

Costa Rica:

- 11 diesel engines
- Order volume: > €190 million



4-stroke Split (order intake)



Turbo Machines





- High flexibility
 - New local production in China
 - New service hubs
- MAN Turbo | PrimeServ



Outlook MAN Group 2008



	2008
Order intake	
Net sales	> 2007
Operating profit	
Return on sales (ROS)	just under 12%

Balanced Group structure and **order backlog**
provide a **strong basis** for **2009**

- **Adaption to new market situation**
- **Cost reduction**
- **Cash management**

MAN Walk the Talk



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"The MAN Group is continuing on the success track. We've made a very good start into the New Year."
Håkan Samuelsson, CEO, on the First Quarter 2007

July 31, 2007 | Interim Report Q2 2007
The Interim Report on the first six months of MAN AG will be released on Tuesday July 31, 2007.
► More

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