



News service MAN Group

Quarterly report of
April 18, 2000

The MAN Group: strong increases in all key figures

Report on the third quarter of the 1999/2000 financial year
January - March, 2000

The MAN Group picked up its already strong pace of growth in the third quarter (January – March, 2000) of its 1999/2000 financial year. All five of the Group's business areas registered rises in new orders. As of the end of March, 2000 and the completion of the first nine months of its financial year, the Group had secured new orders worth DM 20.9 billion, up 20% from the previous financial year's comparable figure of DM 17.4 billion. The Group recorded sales of DM 18.6 billion during the first three quarters of 1999/2000, 13% more than in the same period in 1998/99. As of March 31, 2000, the Group had orders on hand worth a total of DM 21 billion, a figure 25% higher than that of June 30, 1999. The rises registered by MAN during the third quarter of 1999/2000 were greater than those turned in during the financial year's previous six months. This acceleration of growth stemmed from the ever-greater successes achieved by MAN Group companies on their respective markets. These successes were facilitated by the strong demand for trucks prevailing in Europe and by the strength of the market for industrial equipment and facilities. Part of the Group's growth – 4% points of the 20% growth in new orders – was attributable to the purchasing of companies, among them ERF. This British manufacturer of trucks was consolidated into the Group's accounts in January, 2000.

The Group's business is continuing to grow strongly, as are the markets in which we operate. These facts are leading us to forecast that we will easily attain the predictions presented in our report on Group's performance during the first six months of 1999/2000. These figures, in turn, were upward revisions of previous forecasts. We expect the Group to secure new orders worth around DM 29 billion (in 1998/99: DM 24.4 billion), and to record sales of some DM 28.5 billion (in 1998/99: DM 25.9 billion). Our earnings before taxes on income will probably show a rise of more than 15% over 1998/99's DM 1.09 billion. The Group's consolidated net income and earnings per share figures will be up more than 10% over 1998/99's DM 725 million and DM 4.36.

All of the MAN Group's business areas recorded two-digit rises in new orders. The increases of 23% and 21% registered by the commercial vehicles and industrial equipment and facilities areas partially stemmed from companies acquired during 1999/2000 and already included in the areas' consolidated accounts. These acquisitions have strengthened the areas' business operations. The industrial services area's new orders total for the first six months of 1999/2000 had been below that of the previous year. By the end of the third quarter, this slight decline had been transformed into a 16% rise. The printing systems business and the Diesel engines business areas registered rise of 14% and 18% respectively. The MAN Group's new orders total for the first nine months of 1999/2000 came to DM 20.9 billion, up a substantial 20% over that of 1998/99.



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Orders secured from customers based in Germany rose 19%, to DM 7.2 billion. The orders placed by companies located outside the country had a total value of DM 13.7 billion, an increase of 21%.

The Group recorded sales of DM 18.6 billion during the first nine months of 1999/2000, up 13%. Turning in ever-greater rates of growth, the industrial equipment and facilities, commercial vehicles and printing systems business areas registered sales rises of 29%, 14% and 10% respectively. The sales figures of the industrial services and Diesel engines business areas were at the previous year's levels.

The Group had sales of DM 6.5 billion in Germany, up 16% from 1998/99. Its sales outside the country amounted to DM 12.1 billion, a rise of 11%.

As of March 31, 2000, the Group had orders on hand worth DM 21.0 billion, an increase of 25% from June 30, 1999's figure. Showing particularly strong increases were the figures achieved by the commercial vehicles (+ 33%) and printing systems (+ 36%) business areas. They account for a large part of the Group's manufacturing operations.

As of March 31, 2000, the MAN Group employed 72.080 people, up 8% from June 30, 1999's figure. This rise is primarily attributable to changes in the roster of companies incorporated into the consolidated accounts.

MAN Group: an overview Group business areas: new orders totals

MAN Group	July – March of 1999/2000		July – March of 1998/99	change in %
	EUR mill.	DM mill.	DM mill.	
New Orders				
from Germany	3,658	7,154	6,026	+ 19
from outside Germany	7,020	13,731	11,361	+ 21
total	10,678	20,885	17,387	+ 20
Sales				
in Germany	3,314	6,481	5,585	+ 16
outside Germany	6,175	12,078	10,889	+ 11
total	9,489	18,559	16,474	+ 13
Orders on hand (as of March 31/June 30)	10,747	21,019	16,827	+ 25
Employees (as of March 31/June 30)				
in Germany		49,392	47,520	+ 4
outside Germany		22,688	19,318	+ 17
total		72,080	66,838	+ 8



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New orders	July – March of 1999/2000		July – March of 1998/99	change in %
	EUR mill.	DM mill.	DM mill.	
Commercial vehicles	4,475	8,753	7,103	+ 23
Industrial services	1,861	3,640	3,126	+ 16
Printing systems	1,504	2,942	2,571	+ 14
Diesel engines	814	1,592	1,354	+ 18
Industrial equipment and facilities	2,091	4,090	3,368	+ 21
Holding, miscellaneous	259	506	480	-
Intra-Group consolidation	- 326	- 638	- 615	-
New orders, MAN Group	10,678	20,885	17,387	+ 20

Sales	July – March of 1999/2000		July – March of 1998/99	change in %
	EUR mill.	DM mill.	DM mill.	
Commercial vehicles	3,957	7,739	6,788	+ 14
Industrial services	1,553	3,038	3,052	0
Printing systems	1,159	2,267	2,061	+ 10
Diesel engines	745	1,456	1,442	+ 1
Industrial equipment and facilities	2,168	4,240	3,294	+ 29
Holding, miscellaneous	237	464	467	-
Intra-Group consolidation	- 330	- 645	- 630	-
Sales, MAN Group	9,489	18,559	16,474	+ 13