



MAN Nutzfahrzeuge: Weinmann announces increase in result for 2005 in region of high double-digit figures

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At the balance-sheet press conference of the MAN Nutzfahrzeuge Group, Executive Board Chairman Anton Weinmann announced a further increase in the operative result in the higher tens of million Euros. In percentage terms too, he said, the increase would be well into double figures. The return on sales (ROS), which reached 4.6 % in 2004, is set to climb well above 5 %. Amid 2-3 % growth in the market in Western Europe the MAN Nutzfahrzeuge Group is expecting an increase in turnover of approximately 5 %.

Press Release of
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In fiscal year 2004 MAN Nutzfahrzeuge surpassed its result target. The growth of the operative result (EBIT) amounts to € 342 million, a rise of 68 % on the previous year's figure. In the Truck Division the operative result (EBIT) totalled € 305 million, a rise of 54 % on 2003. The Bus Division continued its profitable development by increasing its operative result from € 5 million to € 37 million, thus impressively confirming that it has achieved its turn-around. In 2004, amid a positive trend on the market as a whole, the MAN Nutzfahrzeuge Group was able to increase its market share: In the European market MAN Trucks held a share of 15.2 % (previous year 14.8 %) and MAN Buses 14.4 % (previous year 14.2 %). Altogether the company achieved a turnover of € 7 409 million, an increase of 10 % on the previous year.

The workforce of the MAN Nutzfahrzeuge Group at the end of 2004 totalled 34,965 persons (including loan workers). This is a rise of 236 employees compared to the previous year.

Altogether the success in fiscal year 2004 is attributable not only to the positive trend on the market but also to the successful launch of numerous new products. In addition to this measures announced for raising productivity were consistently implemented.

In 2005 further new products will be launched on to the market, such as the new light TGL truck. In this way MAN Nutzfahrzeuge is creating a basis for continuing its growth in 2005 and beyond.

