

MAN Truck & Bus

100 Years
MAN Truck and Bus



Company presentation 2015



Agenda



1 About us

2 Key performance indicators

3 Products & innovations



* All data excludes MAN Financial Services

MAN Truck & Bus

Company profile



The largest MAN Group company and a leading supplier of commercial vehicles and transportation solutions.

- Trucks with a gross vehicle weight of 7.5 t to 44 t
- Heavy special-purpose vehicles with a gross train weight of up to 250 t
- MAN-branded city and intercity buses, coaches, and bus chassis as well as NEOPLAN-branded luxury coaches
- Industrial, marine, and on- and off-road engines
- End-to-end passenger transportation and goods transportation services



100 Years MAN Truck and Bus

MAN Truck & Bus

1915 – 2000

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1897

First diesel engine



1924

First engine with diesel direct injection



1937

Development of the Globus engine and the all-wheel drive.



1951

The first German truck engine with turbo charging



1961

MAN 750 HO



1915

First trucks and buses

1977

VW-MAN joint series



1932

Most powerful diesel truck in the world: S1H6

1978

"Truck of the Year"
MAN 19.280



1951

MAN F8 with V8 180 hp engine



1992

"Coach of the Year"
MAN Lion's Star



2000

Truckology
Generation TGA



1971

MAN took over ÖAF and Büssing



1986

F90 series

1994

MAN F2000

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2001 – 2015

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2001

MAN took over
NEOPLAN,
ERF, Star



2005

MAN TGL and TGM



2010

MAN Hybrid city bus



2011

NEOPLAN
Skyliner



2007

MAN TGS and TGX

2012

NEOPLAN
Jetliner



2014

New D38 Euro 6
engines for MAN TGX series



2015

"Bus of the Year"
MAN Lion's City GL CNG



2004

D20 Common Rail
engine series

2012

New MAN TG series



Driving the next century

MAN Truck & Bus



MTB

Joachim Drees
Chairman of the
Executive Board
(CEO)



MTB-B

Ulf Berkenhagen
Procurement



MTB-E

Bernd Maierhofer
Research &
Development



MTB-F

**Jan-Henrik
Lafrentz**
Finance, IT & Legal



MTB-H

Jochen Schumm
Human Resources
& Labour Relations



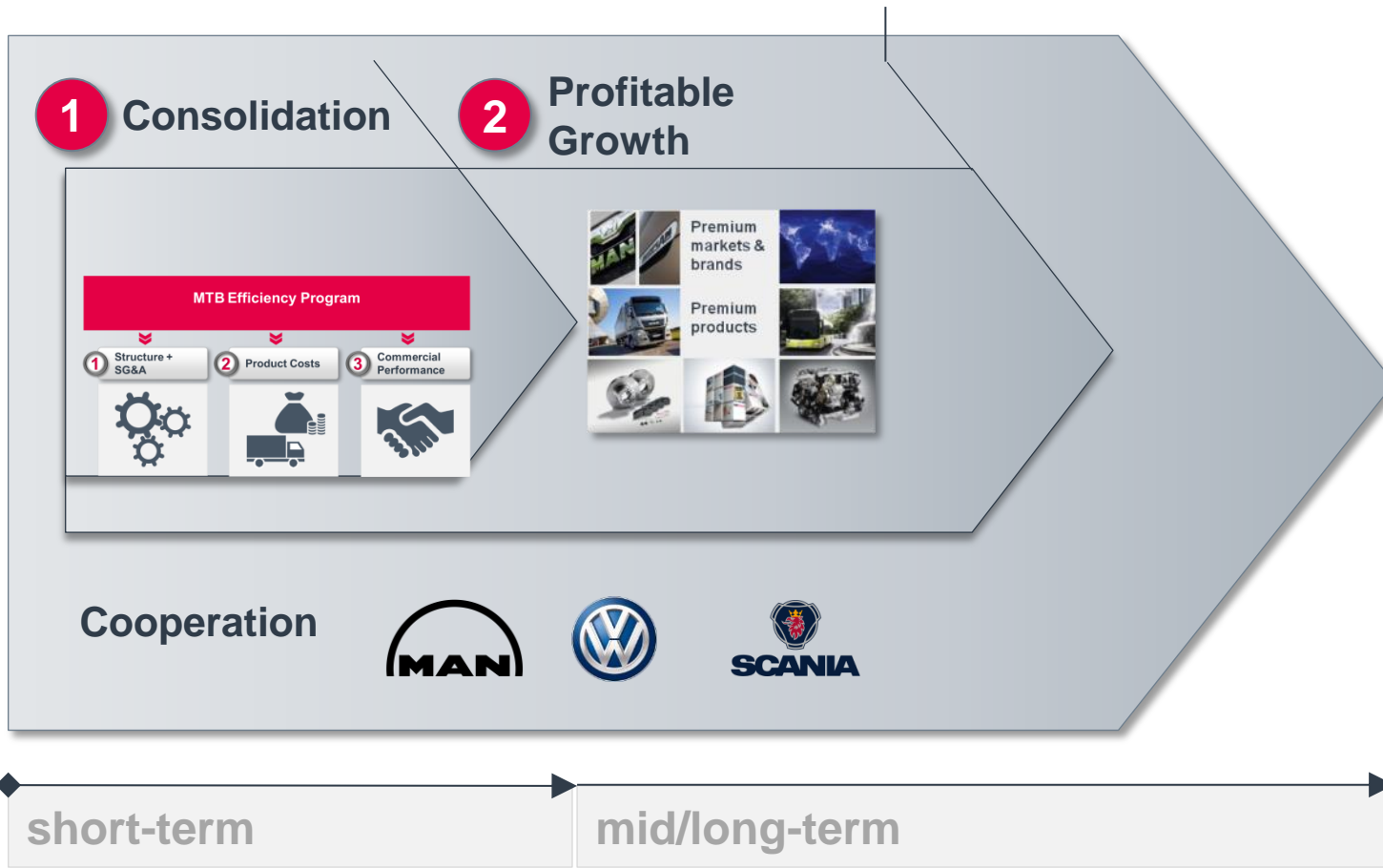
MTB-P

Dr. Carsten Intra
Production &
Logistics



MTB-S

Heinz-Jürgen Löw
Sales & Marketing





Clear premium approach with strong brands.

Profitable growth in backbone Europe and overseas premium markets.



Premium Brands

Premium Markets

Premium Products

	Business Solutions	Leading supplier of customer need oriented services
	Truck	Leading position in global premium segment with a continuously upgraded TG-range (>7,5t)
	Bus	Sustainable profitability with a lean and modular product program
	Ext. Engines & Components	Future portfolio derived out of vehicle engines
	After Sales	Expansion of After Sales business to increase overall profitability

Corporate Values

reliable
dynamic

innovative
open



Guiding Principles

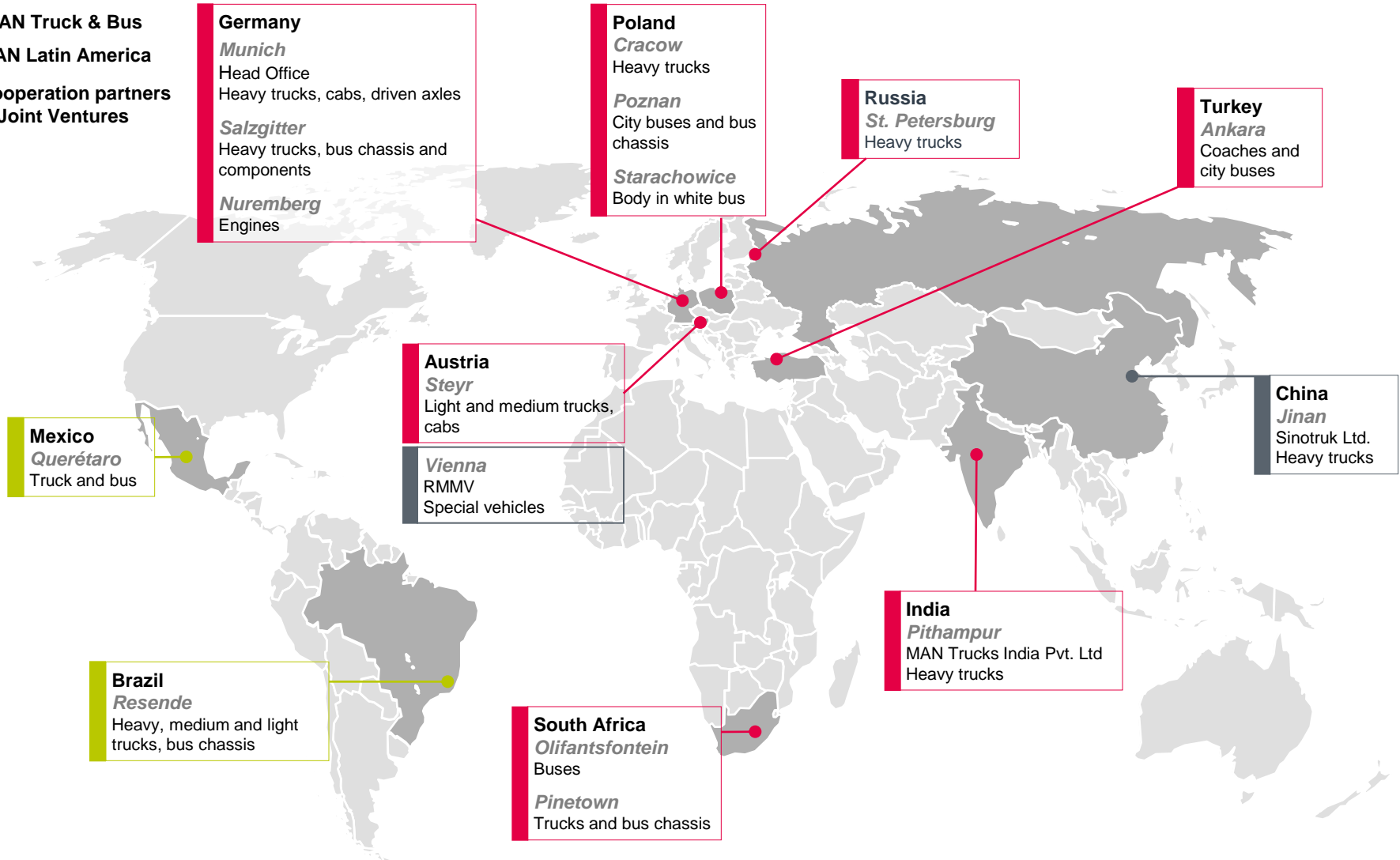


Code of Conduct

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Production Network

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The people at MAN!

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	2014	2013	Δ
Orders received (mill. €)	9 269	9 200	+1 %
Truck sales (units)	68 597	76 268	-10 %
Bus sales (units)	5 025	5 294	-5 %
Turnover (mill. €)	8 412	8 892	-5 %
Employees	34 084	34 012	±0 %
Operative result (mill. €)	152	239	-36 %

All data excludes MAN Financial Services.

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Turnover distribution 2014

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Trucks



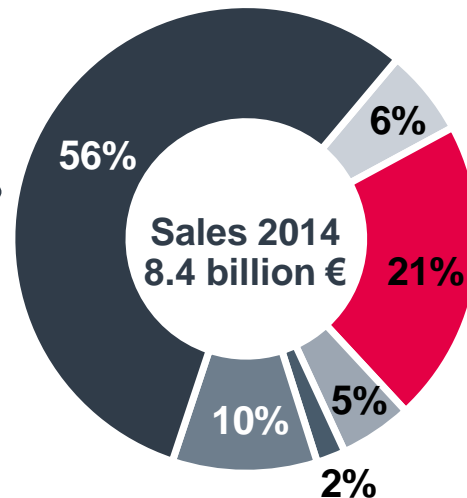
Used Vehicles



After Sales & Services



Bus
(MAN and NEOPLAN)



Others



Engines & Components

All data excludes MAN Financial Services.

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Flexible and efficient transport solutions

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Distribution



Traction



Long haul



City



Intercity



Coach



EFFICIENCY

MAN offers efficient and innovative solutions along the entire product life cycle (e.g. EfficientLine, TeleMatics®, business solutions, lowest TCO)



CUSTOMER PROXIMITY

MAN knows and meets customer requirements and always acts using a proactive and solution-oriented approach (e.g. MTB customer board, customer promises)



PRODUCT ENTHUSIASM

MAN arouses emotions with high-quality products, driver-friendly cabs and impressive brand appearances (e.g. comfortable driving pleasure, tangible quality)



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Truck range: Long haul

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MAN TGX



MAN TGS



MAN TGS WW



MAN CLA

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Truck range: Traction

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MAN TGX



MAN TGS



MAN TGM



MAN TGS WW



MAN CLA

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Truck range: Distribution

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MAN TGX



MAN TGS



MAN TGS WW



MAN TGM



MAN TGL



MAN CLA

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Flagship: The new MAN TGX D38

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- High-performance truck for challenging transport tasks
- D38 six-cylinder engine with 15.2 l displacement
- adds 520, 560 and 640 hp to the TG series
- with GPS-controlled cruise control system
MAN EfficientCruise



- For the third year in a row number 1 in the TÜV report trucks
- MAN is the truck manufacturer with the highest number of vehicles passing TÜV inspection with no defects
- regular professional maintenance pays off for truck operators and reduces unplanned standstills



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Bus range: MAN coaches and city buses

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MAN Lion's Coach



MAN Lion's Regio



MAN Lion's City



MAN Chassis

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Premiere 2015: MAN Lion's Intercity

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- Vehicle specially made for the intercity bus segment
- Redesigned based on the tried and tested MAN modular concept
- High flexibility of use (school buses and intercity traffic)
- One of the safest in its class
- More powerful but also more economical D08 engine
- Optimum design of passenger area and driver's seat

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Bus of the Year 2015: MAN Lion's City GL CNG

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MAN Lion's City Hybrid

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- Serial hybrid with brake-energy recuperation
- Ultracap storage technology
- Purely electrical operation when pulling away, very quietly and with no exhaust gases
- CO₂ / reduction in consumption on average 25%

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Sponsoring FC Bayern

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INNOVATION

NEOPLAN sets standards: intelligent innovations that offer customers real added value (e.g. Safety Cabin, CDS, sun protection for the driver)



EXCLUSIVENESS

The finest materials combined with expert workmanship, unique functions and outstanding customer service make NEOPLAN a VIP Class.



DESIGN

The optimum combination of functionality, quality and design: extravagant, aesthetic and fascinating (e.g. winner of the red dot design award).



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NEOPLAN coaches

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NEOPLAN Skyliner



NEOPLAN Tourliner



NEOPLAN Cityliner



NEOPLAN Jetliner

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- The versatile combination talent among premium buses for every day
- The entry model to the premium segment, with an extensive range of standard features and Sharp Cut Design
- Convincing both as regular-service bus and as touring coach

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External Engines Business

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On-Road



Off-Road



Power



Marine



- Design & development, production and sales of diesel and gas engines
- Power range from 37kW to 1,324kW (50hp to 1,800hp) with a capacity from 4.6 to 25.8 litres, 4 and 6-cylinder in-line, V8, V10 and V12



- Planetary axles as front and rear axles
- Hypoid rear axles
- Leading and trailing axles
- Tandem units
- Transfer cases for permanent and engageable all-wheel drive

MAN | Solutions

MAN ProfiDrive®

MAN Connected CoDriver

MAN TeleMatics®

MAN ServiceCare®

MAN ServiceContracts

MAN Card

MAN Financial Services

MAN Rental



MAN | TopUsed

- International used vehicle brand of MAN Truck & Bus
- Re-marketing of used trucks, buses and trailers
- in more than 30 countries worldwide
- Used vehicle warranty, repair & maintenance and financing solutions
- Buybacks, Trade-Ins and Free Purchases



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