



COMMERCIAL VEHICLES | DIESEL ENGINES | TURBO MACHINERY | INDUSTRIAL SERVICES

First Six Months 2006

Key Figures

Investor Relations



Order intake



Group Overview	in € mill.	H1/06	H1/05	Δ
Commercial Vehicles	Commercial Vehicles excl. MoD*	5,292	3,953	34%
Diesel Engines	Industrial Services	1,260	1,849	-32%
Turbo-machinery	Diesel Engines	1,214	1,176	3%
Industrial Services	Turbomachinery**	750	440	70%
First Six Months 2006	Other	313	68	-
Financial Year 2005	RENK	170	142	20%
General Information	MAN DWE**	-	20	-100%
	Financial Services	185	157	18%
	HQ	55	1	-
	Consolidation	(97)	(252)	-62%
	Total	8,829	7,486	18%

*British Ministry of Defence (MoD) order worth €1,358m
**As from 2006 MAN DWE included

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Sales



Group Overview	in € mill.	H1/06	H1/05	Δ
Commercial Vehicles	Commercial Vehicles	4,041	3,492	16%
Diesel Engines	Industrial Services	1,185	1,376	-14%
Turbo-machinery	Diesel Engines	877	785	12%
Industrial Services	Turbomachinery*	399	287	39%
First Six Months 2006	Other	278	235	18%
Financial Year 2005	RENK	151	119	27%
General Information	MAN DWE*	-	32	-100%
	Financial Services	185	172	8%
	HQ	55	1	-
	Consolidation	(113)	(88)	-28%
	Total	6,780	6,175	10%

*As from 2006 MAN DWE included

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Operating Profit



Group Overview	in € mill.	H1/06	H1/05	Δ
Commercial Vehicles	Commercial Vehicles	280	180	100
Diesel Engines	Industrial Services	65	43	22
Turbo-machinery	Diesel Engines	101	51	50
Industrial Services	Turbomachinery*	28	11	17
First Six Months 2006	Other	14	7	7
Financial Year 2005	RENK	16	8	8
General Information	MAN DWE*	-	3	-3
	Financial Services EBT	17	14	3
	HQ	(19)	(25)	6
	Consolidation	(1)	7	-8
	Total	488	292	196

*As from 2006 MAN DWE included

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Returns



Group Overview	in %	RoCE		RoS	
		H1/06	H1/05	H1/06	H1/05
Commercial Vehicles	Commercial Vehicles	21.8	15.3	6.9	5.2
Diesel Engines	Industrial Services	67.4	28.1	5.5	3.1
Turbo-machinery	Diesel Engines	39.1	18.2	11.5	6.5
Industrial Services	Turbomachinery	38.5	18.1	7.0	3.9
First Six Months 2006	Total	25.5	16.3	7.2	4.7

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Income statement MAN Group



Group Overview	in € mill.	H1/06	in % of sales	H1/05	in % of sales
Commercial Vehicles	Revenues from sales	6,780	100.0	6,175	100.0
Diesel Engines	Cost of sales	(5,348)	78.9	(4,997)	80.9
Turbo-machinery	Gross profit on sales	1,432	21.1	1,178	19.1
Industrial Services	Cost of distribution	(404)	5.9	(410)	6.6
First Six Months 2006	General administrative costs	(329)	4.8	(300)	4.9
Financial Year 2005	Other operating income/expenses	(188)	2.8	(158)	2.6
General Information	Net interest result Financial Services	(23)	0.4	(18)	0.3
	Operating Profit	488	7.2	292	4.7
	Net result from non recurring factors	-	-	(13)	0.2
	Net interest result Industrial Business	(44)	0.7	(45)	0.7
	Earnings Before Taxes (EBT)	444	6.5	234	3.8
	Income taxes	(115)	1.7	(65)	1.1
	Net result of discontinued operations	23	0.4	(16)	0.2
	Net income	352	5.2	153	2.5

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Income statement — Breakdown Industrial / Financial



Group Overview	in € mill.	Industrial		Financial	
		H1/06	H1/05	H1/06	H1/05
Commercial Vehicles	Revenues from sales	6,595	5,988	185	187
Diesel Engines	Cost of sales	(5,203)	(4,844)	(145)	(153)
Turbo-machinery	Gross profit on sales	1,392	1,144	40	34
Industrial Services	Cost of distribution	(401)	(407)	(3)	(3)
First Six Months 2006	General administrative costs	(324)	(296)	(5)	(4)
Financial Year 2005	Other operating income/expenses	(197)	(163)	9	5
General Information	Net interest result Financial Services	-	-	(23)	(18)
	Operating Profit	470	278	18	14
	Net result from non recurring factors	-	(13)	-	-
	Net interest result Industrial Business	(44)	(45)	-	-
	Earnings Before Taxes (EBT)	426	220	18	14
	Income taxes	(110)	(61)	(5)	(4)
	Net result of discontinued operations	23	(16)	-	-
	Net income	339	143	13	10

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Cash flow statement — Breakdown Industrial / Financial (1/2)



Group Overview	in € mill.	Industrial		Financial	
		H1/06	H1/05	H1/06	H1/05
Commercial Vehicles	Earnings before taxes (EBT)	426	220	18	14
Diesel Engines	Taxes paid	(115)	(65)	0	0
Turbo-machinery	Amortization of fixed assets	155	161	3	16
Industrial Services	Changes in pension accruals	14	22	0	0
First Six Months 2006	Undistributed profit/loss of assoc. affiliates	(25)	(1)	-	-
Financial Year 2005	Cash earnings	454	337	21	30
General Information	Change in assets leased out	19	(47)	(79)	41
	Changes in other assets and liabilities	(185)	147	(30)	(132)
	Net gain/loss on fixed-asset disposal	(3)	(7)	0	1
	Cash prov. by operating activities	285	430	(88)	(60)
	Net purchase of financ. assets/cons subsid.	(16)	(2)	-	-
	Net purchase of tangible + intangible assets	(168)	(136)	6	(12)
	Cash inflow from the disposal of disc. op.	-	(66)	-	-
	Cash used in investing activities	(184)	(204)	6	(12)

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Cash flow statement — Breakdown Industrial / Financial (2/2)



Group Overview	in € mill.	Industrial		Financial	
		H1/06	H1/05	H1/06	H1/05
Commercial Vehicles	Dividends paid	(203)	(164)	-	-
Diesel Engines	Change in short term securities	7	(2)	-	-
Turbo-machinery	Change in financial liabilities	(247)	(60)	20	(1)
Industrial Services	Change intragroup financing	(62)	(69)	62	69
First Six Months 2006	Funding CTA	(44)	-	-	-
Financial Year 2005	Cash provided by fin. activities	(549)	(295)	82	68
General Information	Net chg. in cash and cash equiv.	(448)	(69)	0	(4)
	Free Cash Flow				
	Cash provided by op. activities	285	430	(88)	(60)
	Cash used in investing activities	(184)	(204)	6	(12)
	Free Cash Flow	101	226	(82)	(72)

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Balance sheet - Assets MAN Group



Group Overview	in € mill.	06/30/06	12/31/05	Δ%
Commercial Vehicles	Tangible + intangible assets	2,095	2,337	-10
Diesel Engines	Assets leased out	2,467	2,408	2
Turbo-machinery	Other long-term assets	783	790	-1
Industrial Services	Long-term assets	5,345	5,535	-3
First Six Months 2006	Inventories	3,321	3,453	-4
Financial Year 2005	Trade receivables	2,736	3,177	-14
General Information	Other receivables	628	642	-2
	Assets discontinued operations	1,167	-	-
	Financial funds	702	1,191	-41
	Short-term assets	8,554	8,463	1
	Total	13,899	13,998	-1

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Balance sheet - Liabilities and Equity MAN Group



Group Overview	in € mill.	06/30/06	12/31/05	Δ%
Commercial Vehicles	Equity	3,360	3,278	3
Diesel Engines	Long-term financial liabilities	436	336	30
Turbo-machinery	Pension accruals	1,050	1,185	-11
Industrial Services	Other accruals + liabilities	1,964	1,937	1
First Six Months 2006	Long-term accruals + liabilities	3,450	3,458	-
Financial Year 2005	Short-term financial liabilities	327	682	-52
General Information	Trade payables	1,549	1,679	-8
	Customer downpayments	1,417	1,740	-19
	Other accruals + liabilities	2,710	3,161	-14
	Liabilities discontinued operations	1,086	-	-
	Short-term accruals + liabilities	7,089	7,262	-2
	Total	13,899	13,998	-1

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Balance sheet - Assets — Breakdown Industrial / Financial



Group Overview	in € mill.	Industrial		Financial	
		06/30/06	12/31/05	06/30/06	12/31/05
Commercial Vehicles	Tangible + intangible assets	1 962	2 180	133	157
Diesel Engines	Assets leased out	1 600	1 619	867	789
Turbo-machinery	Other long-term assets	778	787	5	3
Industrial Services	Long-term assets	4 340	4 586	1 005	949
First Six Months 2006	Inventories	3 314	3 445	7	8
Financial Year 2005	Trade receivables	2 275	2 725	461	452
	Other receivables	561	570	67	72
General Information	Assets discontinued operations	1 167	-	-	-
	Financial funds	692	1 181	10	10
	Short-term assets	8 009	7 921	545	542
	Total	12 349	12 507	1 550	1 491

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Balance sheet - Liabilities and Equity — Breakdown Industrial / Financial



Group Overview	in € mill.	Industrial		Financial	
		06/30/06	12/31/05	06/30/06	12/31/05
Commercial Vehicles	Equity	3 217	3 146	143	132
Diesel Engines	Long-term financ. liabilities	118	22	318	314
Turbo-machinery	Pension accruals	1 047	1 183	3	2
Industrial Services	Other accruals + liabilities	1 932	1 909	32	28
First Six Months 2006	Long-term accruals + liabilities	3 097	3 114	353	344
Financial Year 2005	Short-term financial liabilities	195	566	132	116
	Intragroup-financing	(707)	(677)	707	677
General Information	Trade payables	1 439	1 552	110	127
	Customer downpayments	1 415	1 740	2	0
	Liabilities discontinued operations	1 086	-	-	-
	Other accruals + liabilities	2 607	3 066	103	95
	Short-term accruals + liabilities	6 035	6 247	1 054	1 015
	Total	12 349	12 507	1 550	1 491

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Commercial Vehicles					
Diesel Engines					
Turbo-machinery					
Industrial Services					
First Six Months 2006					
Financial Year 2005					
General Information					
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