



News service MAN Group

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Rupprecht: MAN Group has made a good start to the new year

MAN Nutzfahrzeuge to increase market share with new engine

The MAN Group has started the new year with rising orders. Presenting a new generation of MAN Nutzfahrzeuge engines, Executive Board Chairman Rudolf Rupprecht confirmed that the positive performance recorded during the fourth quarter of 2003 was continuing, the intake of new orders having risen in January by 23 percent compared with the same month in 2003 to 1.21 billion euros, due mainly to a number of major orders. This growth should not however be regarded as a trend to be projected over the full year. According to Rupprecht, the new engines will position MAN at the forefront of technical development in the diesel-engine sector.

In the mid-term, MAN Nutzfahrzeuge aims to increase its share of the Western European truck market to 18 percent by focusing, among other things, on the new D20 engine generation. Håkan Samuelsson, Executive Board Chairman of MAN Nutzfahrzeuge, said that following a 3.6 percent increase in truck sales in 2003 to just under 56,000, he is expecting sales to grow at a rate of over five percent in 2004. In the mid-term, MAN's market share should climb to 18 percent from 14.9 in 2003, when it recovered one percentage point of the market. The bus sector closed 2003 with a positive EBIT, this being earlier than expected.

MAN Aktiengesellschaft
The Executive Board