

Annual General Meeting

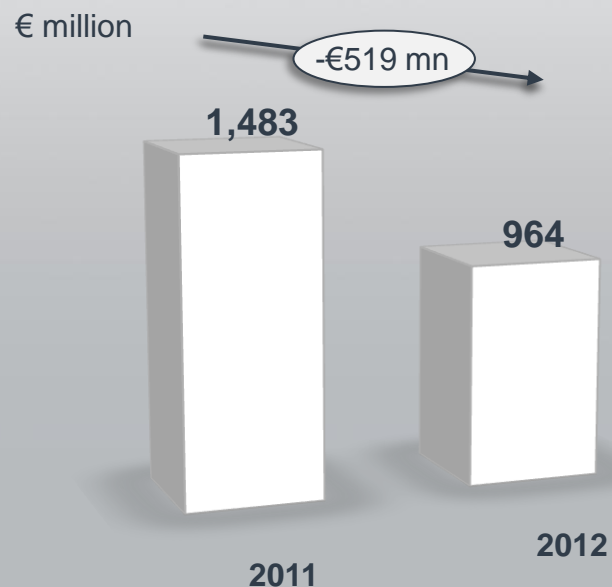
2013



2012 Results – Operating Profit



The MAN Group



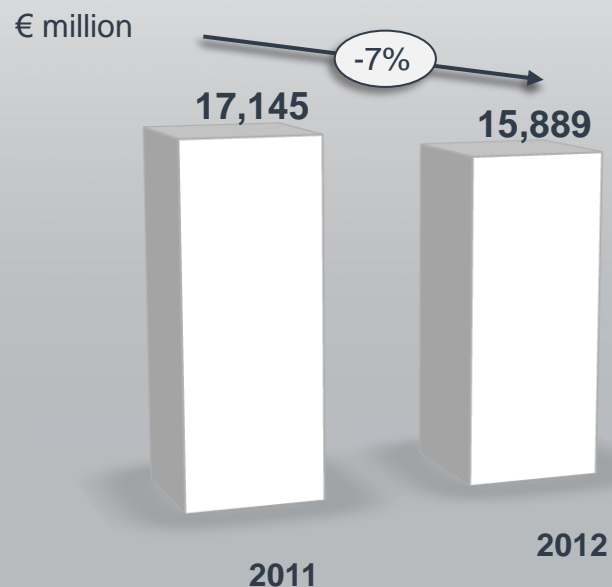
By division

€ million	2011	2012	Δ
MAN Truck & Bus	565	225	-340
MAN Latin America	400	229	-171
Commercial Vehicles	965	454	-511
MAN Diesel & Turbo	460	437	-23
Renk	53	66	13
Power Engineering	513	503	-10

2012 Results – Order Intake



The MAN Group



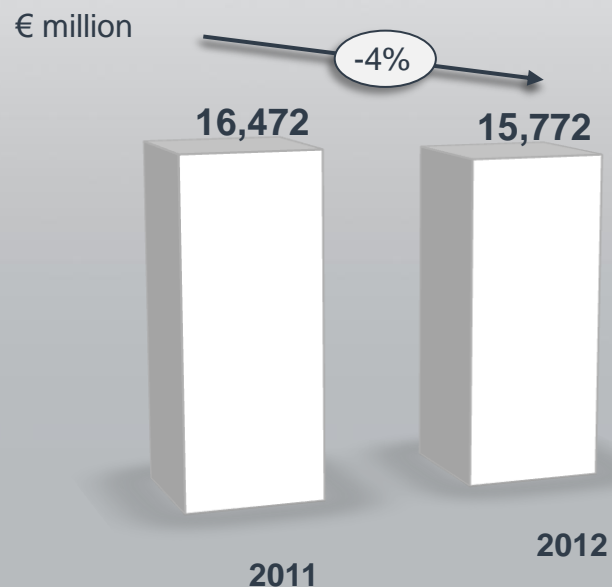
By division

€ million	2011	2012	Δ
MAN Truck & Bus	9,514	9,150	-4%
MAN Latin America	3,579	2,870	-20%
Commercial Vehicles	13,093	12,020	-8%
MAN Diesel & Turbo	3,692	3,510	-5%
Renk	456	525	15%
Power Engineering	4,148	4,035	-3%

2012 Results – Revenue



The MAN Group



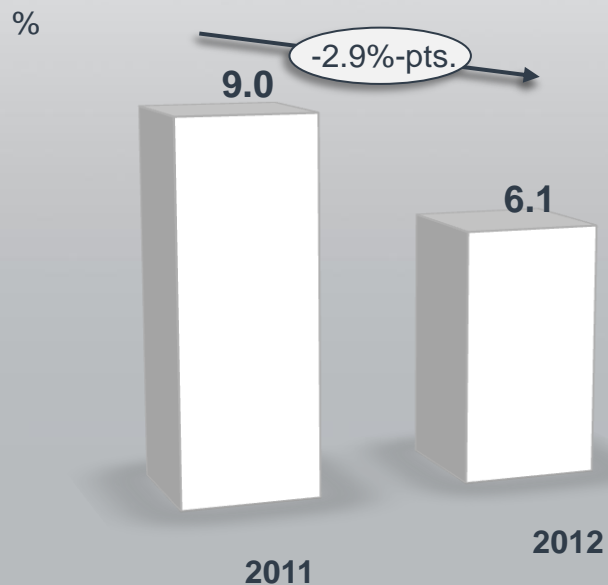
By division

€ million	2011	2012	Δ
MAN Truck & Bus	8,984	8,822	-2%
MAN Latin America	3,579	2,870	-20%
Commercial Vehicles	12,563	11,692	-7%
MAN Diesel & Turbo	3,610	3,780	5%
Renk	389	476	22%
Power Engineering	3,999	4,256	6%

2012 Results – Return on Sales (ROS)



The MAN Group



By division

%	2011	2012	Δ
MAN Truck & Bus	6.3	2.6	-3.7
MAN Latin America	11.2	8.0	-3.2
Commercial Vehicles	7.7	3.9	-3.8
MAN Diesel & Turbo	12.7	11.6	-1.1
Renk	13.6	13.8	0.2
Power Engineering	12.8	11.8	-1.0

Dividend



- Positive cash earnings of €980 million
- Earnings before tax of €311 million
- Net income of €189 million



**Proposed dividend
of €1.00 per share**

MAN Common Shares 2012 – 2013



Q1 2013 Results



Order intake

€ million	2012 Q1	2013 Q1	Δ
MAN Truck & Bus	2,545	2,141	-16%
MAN Latin America	840	822	-2%
Commercial Vehicles	3,385	2,963	-12%
MAN Diesel & Turbo	909	727	-20%
Renk	134	116	-13%
Power Engineering	1,043	843	-19%
MAN Group	4,368	3,754	-14%

Revenue

€ million	2012 Q1	2013 Q1	Δ
MAN Truck & Bus	2,082	1,898	-9%
MAN Latin America	840	822	-2%
Commercial Vehicles	2,922	2,720	-7%
MAN Diesel & Turbo	856	745	-13%
Renk	105	123	17%
Power Engineering	961	868	-10%
MAN Group	3,845	3,552	-8%

Q1 2013 Results



Operating profit/ loss

€ million	2012 Q1	2013 Q1	Δ
MAN Truck & Bus*	68	-23	-91
MAN Latin America	80	55	-25
Commercial Vehicles	148	32	-116
MAN Diesel & Turbo	109	-122	-231
Renk	14	16	2
Power Engineering	123	-106	-229
MAN Group	254	-82	-336

ROS

%	2012 Q1	2013 Q1	Δ
MAN Truck & Bus*	3.3	-1.2	-4.5
MAN Latin America	9.5	6.8	-2.7
Commercial Vehicles	5.1	1.2	-3.9
MAN Diesel & Turbo	12.8	-16.4	-29.2
Renk*	13.6	13.3	-0.3
Power Engineering	12.9	-12.2	-25.1
MAN Group	6.6	-2.3	-8.9

* Adjusted to reflect the retrospective application of IAS 19 (2011)

Appropriate Recurring Compensation Payment



Gross compensation payment:

€3.30 per common and preference share

Net compensation payment:

€3.07 per common and preference share

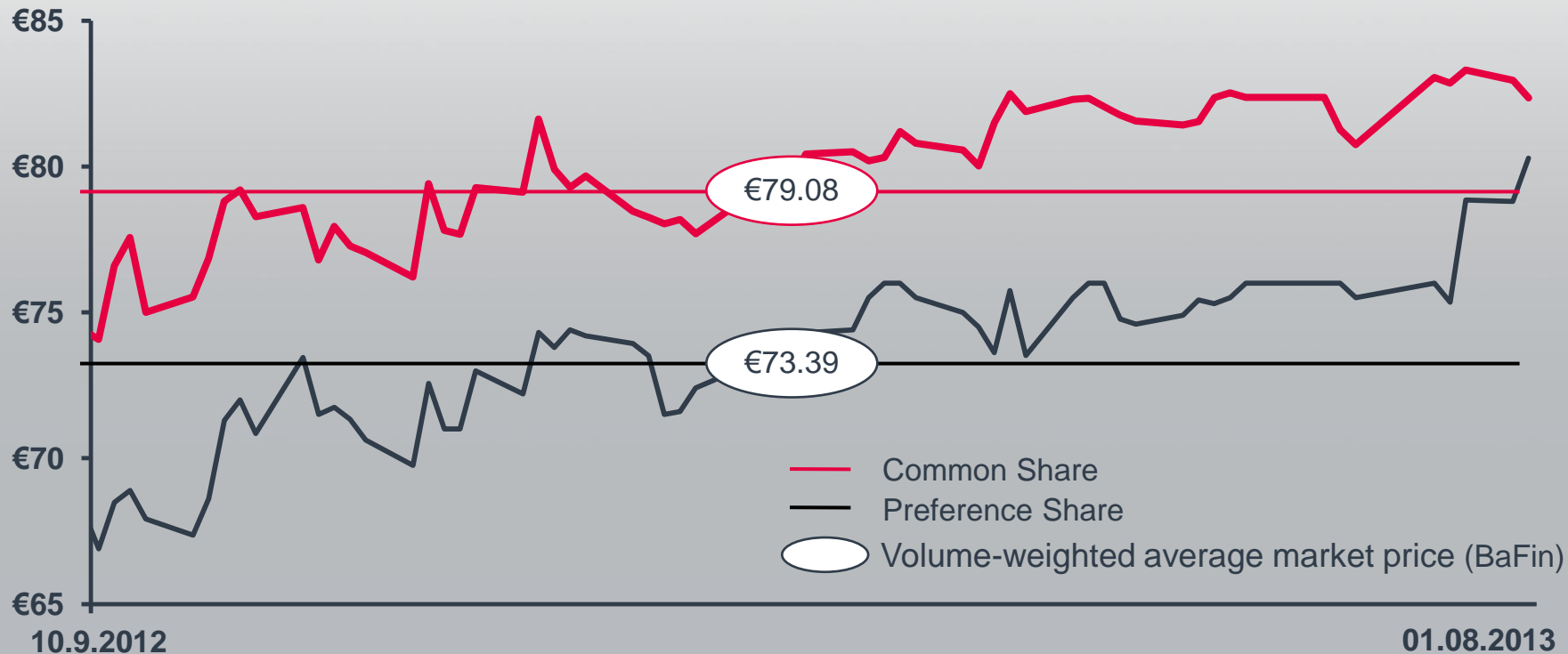


Appropriate Cash Compensation

€80.89 per common and preference share

MAN Common and Preference Shares

Three Months Period 10.09.2012 – 01.08.2013



MAN Common Shares 2011 – 2013



Outlook 2013



Commercial Vehicles

- Revenue expected to match the prior-year figure
- Return on sales to be on a level with the previous year at approximately 4%

Power Engineering

- Decrease in revenue expected
- Return on sales will decline significantly as against 2012 and only be slightly positive

MAN Group

- Revenue on a level with the previous year and a very significant decline in operating profit
- Return on sales significantly below the 2012 figure