



MAN increases unit sales in 2025 – electric truck business picks up

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- **MAN with a six per cent increase in sales to 101,600 units across all new vehicle segments**
- **Electric vehicles show strongest growth:**
 - **Following the start of series production in mid-2025, over 620 heavy-duty eTrucks were sold in the past year**
 - **Sales of eBuses for urban use rise by 118 per cent to over 1,300 units, setting a new record**
- **Highest unit sales in the van segment to date: around 31,300 vehicles**

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MAN Truck & Bus delivered a total of around 101,600 new vehicles in the 2025 financial year, increasing its unit sales by just under six per cent compared to the previous year. This was achieved despite the continuing difficult conditions – particularly in the European truck market, which is at a level similar to that seen during the coronavirus pandemic in the core markets. One of the drivers of sales growth was battery electric vehicles (BEVs), which recorded very dynamic development in the truck and bus segment.

"Our strong growth in battery electric vehicles and a successful year in the van segment show that we are on the right track. Despite a challenging market environment with subdued demand in the European truck market – comparable in Germany to the coronavirus years – we were able to increase our overall sales. We are also consistently pushing ahead with the ramp-up of our battery electric portfolio. With the start of series production of the MAN eTGL and the first deliveries of the eCoach, we will round off our range in 2026 and send a clear signal for sustainable mobility," explains Friedrich Baumann, Executive Board Member for Sales and Customer Solutions at MAN Truck & Bus SE.

The truck segment remained virtually stable in a difficult market environment. With around 63,300 units sold, sales were only slightly below

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and providers of transport solutions with an annual sales revenue of around 13.7 billion euros (2024). The company's product portfolio includes trucks and buses/coaches with diesel and zero-emission drives, vans, diesel and gas engines along with services related to passenger and cargo transport. MAN Truck & Bus is a company of TRATON GROUP and employs approx. 33,000 people worldwide.



the previous year's figure, down 0.6%. The eTruck, whose series production only began in 2025, recorded high demand. Over 620 units were sold in 2025, and the order books for the heavy-duty eTrucks are already well filled for 2026. The planned start of series production of the new MAN eTGL 12-tonne truck towards the end of 2026 will further round off the ePortfolio in the truck segment and marks another important step by MAN towards decarbonising its vehicle range.

MAN's bus business recorded a significant recovery in 2025, rising by almost 49 per cent to over 7,000 vehicles. Overall, battery-electric vehicles were also the clear sales drivers in the bus segment. Sales of electric buses for urban areas rose by over 118 per cent to more than 1,300 units, setting a new record. And that's without the MAN Lion's Coach E, which celebrated its world premiere in 2025 and is scheduled to be delivered to its first customers in the European market from the end of 2026.

MAN's van segment reached a new high with over 31,300 units sold. Compared to the previous year, an increase of over 13 per cent was achieved, which is attributable, among other things, to the successful ongoing internationalisation strategy of the MAN TGE business. In 2025, additional markets on the Arabian Peninsula were opened up, among other things. In 2026, the business is to be further internationalised.

In the engine business, MAN sold around 9,400 engines, slightly below the previous year's level, mainly due to the continuing weakness in the agricultural business. However, the decline in demand was offset by continued robust development in the marine market segment and increased volume in the axle and component business.

Mixed picture in the markets

In Germany, Austria and Switzerland, truck sales remained weak overall at around 21,200 trucks, representing a decline of almost 8 per cent compared with the previous year. The municipal and construction vehicle sub-segments and the semi-trailer truck business performed well. MAN was the market leader in Germany in 2025. Van sales in Germany, Austria and Switzerland rose by 32 per cent in 2025 compared with the previous year. With sales of over 12,300 vehicles, the 10,000-vehicle mark was exceeded for the first time. In the bus segment, sales increased by 93 per cent to around 1,900 units compared to the weak



previous year. This means that a total of around 35,400 new vehicles were sold in the DACH region.

In a challenging environment, truck sales in Europe (excluding the DACH region) increased by around three per cent year-on-year to around 31,300 vehicles. Bus sales even rose by 1,200 units to around 3,700 vehicles. Van sales rose by around 15 per cent year-on-year in the same period. Spain recorded an increase of 500 units in total – an exceptionally high growth rate in a single market. Overall, just under 53,800 vehicles were sold in the truck, bus and van segments.

Outside Europe, truck sales in 2025 remained at just under 10,000 units, around 12 per cent below the previous year's figure. This was due to ongoing geopolitical challenges, which led to a decline of up to 30 per cent in the international markets addressed by MAN. Nevertheless, MAN successfully maintained its position in the most important international markets and even expanded it in individual countries, including Morocco, South Korea and Chile. Thanks to the strong coach chassis segment, the bus business grew by 10 per cent compared to 2024, and the van was available in markets outside Europe for the first time in 2025. The main drivers of international sales were the markets in the Middle East and the CIS countries, which generated 70 per cent of truck and bus sales in international markets. In total, over 11,000 units were sold internationally in the truck, bus and van segments.