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MAN continues to perform robustly in the first nine months of 2026

- **MAN Truck & Bus sales revenue rises to €10.3 billion (+4%)**
- **Sales climb to 75,400 units (+5%), with electric vehicles growing by as much as 36%**
- **Order intake rises to 78,600 units (+8%)**
- **Adjusted operating result: €639 million (+€82 million)**
- **Adjusted operating return of 6.2% (+0.6 percentage points)**
- **MAN CFO Inka Koljonen: "A good nine months in 2026. We have now been delivering robust results and strong cash flow for almost four years."**

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MAN Truck & Bus SE again achieved a robust result in the first nine months of 2026. All key figures were up on the same period last year. The adjusted operating result rose to €639 million (9M 2025: €557 million), and the adjusted operating return rose to 6.2% (9M 2025: 5.6%). Sales revenue (+4%), sales (+5%) and order intake (+8%) also increased in the first nine months. Electromobility continued to gain momentum, with sales up 36% year on year in the first nine months.

MAN CFO Inka Koljonen said: "You can rely on MAN. We have now been on a stable course for almost four years, consistently delivering robust results and generating strong cash flow. The first nine months of 2026 were no exception. The third-quarter result was mainly affected by low sales and production volumes during the summer break. In the short term, we are affected by temporary restrictions at a supplier of truck components. We expect this to have a minor impact in the fourth quarter of 2026."

Strong truck sales in Europe and a successful IAA

In the first nine months, MAN sold 8% more trucks than in the same period last year. This growth was driven in particular by a strong performance in the

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and providers of transport solutions with an annual sales revenue of around 14.1 billion euros (2025). The company's product portfolio includes trucks, buses and 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 some 32,000 people worldwide.



core European markets outside Germany, where market share outside the DACH region rose to its highest level in seven years. Sales in Germany, a particularly important market for MAN, stagnated in the first nine months compared with the previous year.

Overall, order intake developed well, rising by 8% in the first nine months. Orders in Germany also picked up significantly in the third quarter, rising by 19%. One reason for this was the IAA in September, which was a great success for the company.

Van business remains on course for success

The MAN TGE is still a success story. It remains on course for a record year, with 23,400 units already sold after nine months. That is almost 3% more than in 2025, which was its best year so far. Order intake after the first three quarters is also at a record level. In total, 200,000 MAN TGE vans have been produced since 2016.

Preparations for the eCoach under way

In a highly competitive environment, the bus business was unable to match the very strong results of the same period last year (deliveries: -6%). Final preparations are currently under way in this business area for the start of series production of the electric coach, the MAN eCoach. The first vehicles are set to roll off the production line this year.

Electric portfolio growing rapidly

MAN's electromobility business continues to grow strongly, although from a low base. In the first nine months, 1,480 fully electric vehicles were delivered (805 eTrucks and 675 eBuses), an increase of 36%. MAN has now put more than 3,300 eBuses on Europe's roads, all in daily scheduled service. The fleet of around 1,500 MAN eTrucks currently in customer operation has now covered more than 60 million kilometres, with average consumption of 95 kWh per 100 kilometres.

At the IAA in Hanover, MAN showed its complete electric truck and van portfolio from 4 to 50 tonnes for the first time. It runs from the electrified TGE van and the light and medium-duty eTGL and eTGM ranges for distribution and municipal applications up to the heavy-duty eTGS and eTGX ranges.



Financial highlights MAN Truck & Bus: January – September 2026 (9M)

	9M 2026	9M 2025	Change
Order intake (units)	78,610	72,615	8 %
Sales (units)	75,395	71,672	5 %
of which trucks	47,385	44,047	8 %
of which buses	4,620	4,898	–6 %
of which MAN TGE	23,390	22,727	3 %
Book-to-bill ratio	1.0	1.0	0.0
Sales revenue (€ million)	10,340	9,984	4 %
New vehicles	6,291	6,036	4 %
Vehicle Services business	2,277	2,194	4 %
Other	1,772	1,753	1 %
Operating result (adjusted) (€ million)	639	557	82
Operating return (adjusted) (%)	6.2	5.6	0.6 ppt.