



Truck demand significantly lower at MAN Truck & Bus in the first half of 2024

Munich, 26/07/2024

- Sales revenue stable at € 7.1 billion
- Unit sales down to 49,400 units (-12%)
- Order intake falls by 26% to around 37,000 units
- Adjusted operating result: €581 million (+€104 million)
- Adjusted operating return on sales at 8.2% (+1.4 ppt)
- MAN CFO Inka Koljonen: “Expecting a challenging second half of the year”

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MAN Truck & Bus SE recorded a year-on-year decline in order intake of -26% to around 37,000 units in the first half of fiscal year 2024. This was due in particular to weaker demand for trucks in the EU27+3 region. The significant year-on-year decline in unit sales of -12% to 49,400 units is mainly attributable to a truck model year change in the first half of 2024, catch-up effects in the comparative period and currently weak market demand. At €7.1 billion, sales revenue remained at the previous year's level, which was primarily due to an improved product mix for trucks and vans. The positive operating performance in the bus and service business offset the volume-related lower adjusted operating result in the truck business. The company also benefited from the realignment program completed at the end of 2023. Adjusted operating profit amounted to € 581 million in the first six months (H1 2023: € 476 million), while the adjusted operating return on sales was 8.2% (H1 2023: 6.8%).

“Our result shows the resilience that the company now possesses. Our structural measures to permanently reduce costs are paying off. We need to confirm this result in the current very challenging market environment and therefore work continuously to improve our competitive position,” said MAN CFO Inka Koljonen. She continued: “In the current phase of market weakness caused by the economic situation, the entire company is countering this with appropriate cost discipline. We have also launched extensive sales promotion programs to increase the number of new orders

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and transport solution providers, with an annual revenue of about 14,8 billion euros (2023). The company's product portfolio includes vans, trucks, buses/coaches and 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.



again. Even though we are confident that our clear plan and the individual measures will start to take effect in the near future, we expect the second half of the year to be challenging.”

Financial Highlights MAN Truck & Bus

	H1 2024	H1 2023	Change
Incoming orders (units)	36.794	49.517	–26%
Sales (units)	49.352	56.173	–12%
of which trucks	31.680	40.423	–22%
of which buses	2.954	2.327	27%
of which MAN TGE vans	14.718	13.423	10%
Book-to-bill ratio	0,75	0,88	–0,14
Sales revenue (€ million)	7.069	7.036	0%
New Vehicles	4.412	4.349	1%
Vehicle Services business ¹	1.458	1.414	3%
Others	1.200	1.272	–6%
Operating result (adjusted) (€ million)	581	476	104
Operating return on sales (adjusted) (in %)	8,2	6,8	1,4 pp