



# News service MAN Group

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## MAN Group: Positive trend in 2004

- Order intake of €2,418 million for the period January to February 2004 showed a 24% increase compared with the same period last year (€1,952 million)
- Double-digit growth in order intakes expected again in March
- Sales of €1,716 million were 7% up on the first two months of 2003 (€1,600 million)
- Order backlog climbed by 9% to €8,056 million between the beginning of the year and the end of February 2004 (31 Dec. 2003: €7,363 million), increase of 4% compared with February 2003
- At the Annual Press Conference in Munich, Dr. Rudolf Rupprecht, Executive Board Chairman of MAN AG, reaffirmed that a strong boost in earnings was expected for 2004.
- Schemes to increase efficiency and the policy of concentrating on core activities to be resolutely pursued.

The MAN Group has made a promising start to the new business year of 2004. Order intakes during the first two months improved by almost a quarter compared with January and February 2003, rising by 24% to €2,418 million. A series of major orders contributed to this encouraging trend, yet on-going operations also registered a double-digit increase of 13%. Domestic orders climbed by 38% to €728 million and foreign orders by 19% to €1,690 million.

MAN Group sales also rose, although not quite so steeply, reaching €1,716 million during January and February 2004, which was 7% up on last year's figure for the same period. In percentage terms, domestic (€509 million) and foreign business (€1,207 million) contributed more or less equally to this increase. At the end of February 2004, the order backlog amounted to over €8 billion, 9% above its level at the end of 2003.

At today's Annual Press Conference in Munich, Executive Board Chairman Dr. Rudolf Rupprecht reported that this positive trend seems to have continued throughout March. Preliminary figures from Group companies indicate that a double-digit growth in order intakes can be reached again in March.

The MAN Group recorded a positive performance in nearly all divisions. Although compared with 2003, order intakes fell during the first two months in the Printing Machines Division, the shortfall has been substantially reduced during March. In the other divisions, growth over the two-month period reached between 5% in the Further Industrial Holdings sector and, due to new major orders, 95% in the case of Industrial Services. Commercial Vehicles recorded a 13% increase in order volumes.

Dr. Rupprecht reaffirmed the goal of achieving a significant rise in earnings during the current year. "Order intake and sales should be somewhat higher than in 2003 and, in the case of a modest economic recovery, could increase by up to about 6%. Based on our programmes to increase efficiency, earnings should also experience a strong boost, the extent of which will of course ultimately depend on economic developments."

MAN Aktiengesellschaft  
The Executive Board

The MAN Group's image database can be accessed at <http://bildarchiv.man.de>.