



MAN revealed its extensively upgraded truck generation in 2020 and received the prestigious International Truck of the Year 2021 award for the TGX. The MAN Lion's City 18 E all-electric articulated bus starts scheduled operations.

BUSINESS DEVELOPMENT

Customer focus, enthusiasm for the product, and efficiency are the core values at MAN. In fiscal year 2020, MAN revealed its extensively upgraded truck generation, which is consistently designed to meet the changing needs of the transportation industry, setting the standards for assistance systems, driver orientation and digital connectivity. The improvements to the drivetrain, aerodynamics and the MAN EfficientCruise efficiency assistant reduce fuel consumption in the new truck generation by up to 8% compared with the previous generation. The MAN TGX was named International Truck of the Year 2021 by 24 industry journalists. The award is one of the most prestigious in the transportation industry.

In the bus segment, the all-electric MAN Lion's City 18 E optimized for urban transportation was launched in 2020. The 18-meter articulated bus can carry up to 120 passengers and generates zero local emissions. The MAN Lion's City 18 E will begin scheduled operations in 2021 in Barcelona, Spain, and Cologne, Germany.

MAN teamed up with partner companies during the Covid-19 pandemic to convert its TGE model into an innovative diagnostic vehicle. With the molecular diagnostic PCR test equipment on board the MAN TGE, the results of nasal or throat swabs are available in just 39 minutes. Up to 800 tests can be carried out per day and analyzed directly in the vehicle.

In South America, Volkswagen Caminhões e Ônibus expanded its product portfolio in 2020 with its largest truck model to date. The Meteor is used in the heavy-duty sector, which is enjoying especially strong growth in the Brazilian market. In addition to the new Meteor, the successful VW Constellation model also celebrated its premiere with the new generation of the 131D26 engine. In 2021 in the field of alternative drive systems, Volkswagen Caminhões e Ônibus plans to begin with the supply of 100 "e-Delivery" electric trucks to Ambev, Latin America's largest beverage company. Ambev intends to deploy the e-Delivery in São Paulo and Rio de Janeiro starting in the second half of the year.

Incoming orders at MAN Commercial Vehicles decreased in fiscal year 2020 by 11.0% year-on-year to 123 thousand vehicles; the market decline anticipated for 2020 – especially in the EU27+3 region – was exacerbated by the Covid-19 pandemic. In America, MAN Commercial Vehicles recorded lower demand with its Volkswagen Caminhões e Ônibus brand, particularly in Brazil and Mexico. A total of 118 (143) thousand commercial vehicles were delivered to customers, of which 11 (14) thousand were buses.

MAN produced a total of 119 (141) thousand commercial vehicles in 2020, including 11 (14) thousand buses.

SALES REVENUE AND EARNINGS

Sales revenue at MAN Commercial Vehicles decreased by 14.4% in 2020 to €10.8 billion. The operating result dropped to €-631 (402) million as a consequence of the pandemic. This was attributable not only to lower vehicle sales but also to depreciation and amortization charges, as well as additional costs incurred in connection with the launch of the new truck generation. Measures to achieve consistent cost savings in all areas were unable to compensate for this decline. The operating return on sales was -5.8 (3.2)%.

8%

Fuel savings in the new truck generation

PRODUCTION

Units	2020	2019
Trucks	89,191	111,839
Buses	11,299	13,668
Light Commercial Vehicles	18,340	15,903
	118,830	141,410

MAN COMMERCIAL VEHICLES

	2020	2019	%
Orders received (thousand units)	123	139	-11.0
Deliveries	118	143	-17.3
Vehicle sales	118	143	-17.3
Production	119	141	-16.0
Sales revenue (€ million)	10,838	12,663	-14.4
Operating result	-631	402	x
Operating return on sales (%)	-5.8	3.2	

TGX



DELIVERIES BY MARKET

in percent

