



MAN Diesel – a summary

World market leader with over 100 years of experience in diesel engine construction

July 2009 – The MAN Diesel Group, based in Augsburg, is the leading supplier of large-bore diesel engines for marine propulsion systems and power plants with unit outputs of up to 97 MW. With regard to the propulsion systems used in large, ocean-going vessels, the MAN Diesel Group and its licensees are the world market leader with their two and four-stroke engines. The company is also one of the leading suppliers of diesel power plants. The Group, which employs around 8,000 people worldwide, has production facilities in Germany, Denmark, France, the Czech Republic, China and India and achieved a revenue of around Euro 2.5 billion in 2008.

At the MAN Diesel Group, the development and production of diesel engines has a long tradition. 112 years ago, Rudolf Diesel, together with engineers from MAN, developed the world's first diesel engine at the company's headquarters in Augsburg.

MAN Diesel is a subsidiary of MAN SE, Munich. The MAN Group is one of the leading providers of industrial products in the field of transport-related engineering, with a revenue of around Euro 15 billion and a workforce of around 51,000 employees.

MAN Diesel Group

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Mixed orders situation in 2008

After a very successful start to the 2008 financial year, the uncertainty on the financial markets and the associated financial difficulties experienced by our customers meant that there was a significant calming in demand towards the end of the year, particularly in the marine sector. As a result of this, MAN Diesel fell just short of the extremely high level of orders of € 3.4 billion from last year, achieving € 3.1 billion. This was tempered, however, by the revenues from sales compared to last year rising significantly from € 2.2 billion to € 2.5 billion (+17%). Thanks to the appreciably increased volume of sales and the associated utilisation of production capacities, the operating result improved to € 390 million, corresponding to a rise of 25% compared to last year. In view of the high volume of order levels and associated utilisation of all parts of the company, fairly constant sales revenues are anticipated to keep earnings good despite the poorer framework conditions.

Continued positive development in the power plant sector

The drop in marine orders in the shipyard industry impacted on the demand for marine diesel engines, which meant that orders received from the second half of the 2008 financial year onwards dropped sharply. Despite this, MAN Diesel achieved a satisfactory level of orders. The order situation for stationary engines, particularly in turnkey power plants, has continued to develop positively despite the tougher market environment. Activities in the power plants sector are therefore being stepped up, including with an increased portfolio of gas and biofuel systems and turnkey solutions. Aftersales services, which are offered under the MAN Diesel PrimeServ brand, are also still experiencing growth.

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The MAN Diesel Group will be accelerating the course it has already set for the further integration of all its sites and thereby improve its international competitiveness even further.

The company received the biggest order in its history in 2008. The French energy group Electricité de France PEI SAS gave MAN Diesel the green light to build three diesel power plants in its overseas departments of Réunion, Guadeloupe and Martinique, one in French Guyana and two power plants on Corsica. This development means that all French departments that are not on the European mainland will be supplied by electricity from MAN Diesel engines. The total order volume is around Euro 1.3 billion, while MAN Diesel will take a share worth more than Euro 750 million of this.

The order includes the delivery of a total of 54 large, 18V48/60 diesel engines with a total output of 1,025 MW. This is enough energy to provide electricity to a million households.

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