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TRATON GROUP achieves sharp increase in sales revenue and profit in 2021

- ▶ The TRATON GROUP's sales revenue grew by more than a third to €30.6 billion (2020: €22.6 billion) in 2021
- ▶ Adjusted operating result rose sharply to €1.6 billion (2020: €135 million)
- ▶ Adjusted operating return on sales climbed to 5.2% following a figure of 0.6% in the previous year
- ▶ The TRATON GROUP expects an adjusted operating return on sales of between 5.0 and 7.0% for 2022
- ▶ A very sharp rise in unit sales and a strong increase in sales revenue forecast for the TRATON GROUP
- ▶ The guidance is subject to the further development of the war in Ukraine and in particular the impact on the TRATON GROUP's supply chains and the global economy as a whole

Munich, March 15, 2022 – The TRATON GROUP reported solid earnings in 2021 in a challenging market environment, achieving a very sharp year-on-year increase in its sales revenue and its adjusted operating result. Sales revenue rose by one-third to €30.6 billion (2020: €22.6 billion), driven by a strong truck business, the service business, and the integration of the new US subsidiary Navistar. At €1.6 billion, adjusting operating result was up sharply on the €135 million prior-year figure. Adjustments concerned expenses in connection with the repositioning of MAN Truck & Bus, which reduced operating result by €696 million, as well as expenses of €510 million at Scania in connection with the EU antitrust proceedings. This resulted in adjusted operating return on sales of 5.2% (2020: 0.6%) in 2021.

Christian Levin, CEO of the TRATON GROUP: "The difficulties in the supply of semiconductors and other bought-in parts made 2021 a truly challenging year, despite the economic upturn. We managed these challenges well. Our order book has never been so full thanks to the 360,000 orders we received in 2021. However, our clear goal is to make sure all customers receive their vehicles as quickly as possible. And we will be taking important steps forward in our key strategic fields in 2022: with Scania laying the cornerstone in China, the world's largest market for trucks, as well as in the areas of alternative drives and autonomous driving. There is also a new but highly experienced team on board at MAN Truck & Bus guiding the brand to sustainable profitability."

Annette Danielski, CFO of the TRATON GROUP: "Thanks to our high order backlog and the prospects of an improvement in the supply of semiconductors in the second half of the year, we started 2022 feeling confident. Based on this, the TRATON GROUP's unit sales and sales revenue

will increase in 2022. Subject to continuing supply chain uncertainty, we are forecasting an adjusted operating return on sales of between 5.0 and 7.0% for the TRATON GROUP. This guidance is subject to the further development of the war in Ukraine and in particular the impact on the TRATON GROUP's supply chains and the global economy as a whole. It cannot be ruled out that as the conflict unfolds, it may have a material negative impact on the TRATON GROUP's net assets, financial position, and results of operations."

The TRATON GROUP's key financial performance indicators:

Units	FY 2021	FY 2020	Change
TRATON GROUP			
Incoming orders	359,975	216,251	66%
of which trucks	305,745	182,402	68%
of which buses	22,237	14,611	52%
of which MAN TGE vans	31,993	19,238	66%
Unit sales	271,608	190,180	43%
of which trucks	230,549	156,371	47%
of which buses	18,857	16,174	17%
of which MAN TGE vans	22,202	17,635	26%
TRATON GROUP			
Sales revenue (€ million)	30,620	22,580	36%
Operating result (€ million)	393	81	312
Operating result (adjusted) (€ million)	1,599	135	1,464
Operating return on sales (in %)	1.3	0.4	0.9 pp
Operating return on sales (adjusted) (in %)	5.2	0.6	4.6 pp
TRATON Operations			
Sales revenue (€ million)	30,103	22,152	36%
Operating result (€ million)	677	176	501
Operating result (adjusted) (€ million)	1,883	230	1,653
Operating return on sales (in %)	2.2	0.8	1.5 pp
Operating return on sales (adjusted) (in %)	6.3	1.0	5.2 pp
Net cash flow (€ million)	938	979	-41
TRATON Financial Services			
Sales revenue (€ million)	964	820	18%
Operating result (€ million)	259	107	152
Return on equity (in %)	18.6	11.1	7.5 pp

Press call

A press call to discuss the TRATON GROUP's 2021 year-end results will take place **from 2 p.m. until 3 p.m. on March 16** with the Company's CEO Christian Levin and its CFO Annette Danielski. The call will be in English.

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With its brands Scania, MAN, Volkswagen Caminhões e Ônibus, Navistar, and RIO, TRATON SE is one of the world's leading commercial vehicle manufacturers. Its offering comprises light-duty commercial vehicles, trucks, and buses. The Group aims to reinvent transportation — with its products, its services, and as a partner to its customers. For TRATON, sustainable economic growth always includes treating people and nature with respect. The People, Planet, and Performance triad will shape the future of our Company.