



MAN sees 2014 off to a successful start

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Major orders in all divisions

Munich-based commercial vehicle and engineering player MAN has seen 2014 off to a successful start and received a large number of new major orders – which include a total of around 500 buses and 1,600 trucks.

“The orders are a sign of confidence. Customers value the quality, reliability, and cost-effectiveness of our products. We have the right solutions to benefit from the global trend toward economical and eco-friendly vehicles and plants,”

says Dr. Georg Pachta-Reyhofen, Chief Executive Officer of MAN SE.

Major orders at MAN Truck & Bus

In the Commercial Vehicles business area, the past few weeks have seen MAN win several key contracts for city buses. Transportation operators in Budapest, Vienna, Stockholm, Tallin, Munich, Nuremberg, and Düsseldorf place their trust in MAN when it comes to modernizing their bus fleets for public passenger services:

- **Hungary:** Transportation company Volánbusz Zrt. awarded MAN a contract to supply 106 MAN Lion’s City buses. This is the largest order for city buses in Hungary. Volánbusz will put the buses into operation in 2014. The MAN solo buses with Euro 6 engines meet the strictest emission standard currently in force and provide for efficient and eco-friendly passenger transportation in Budapest and in the suburbs of the city.
- **Austria:** Transportation operator Dr. Richard has ordered 64 MAN Lion’s City buses. The company operates services on behalf of Wiener Linien and has been placing its confidence in MAN vehicles for around 40 years. MAN was a leading commercial vehicle brand in Austria again in 2013.
- **Sweden:** Transportation enterprise Keolis Sverige AB is expanding its fleet to include 181 MAN Lion’s City buses. 127 of which are gas- and diesel-powered MAN Lion’s City G articulated buses, two are MAN Lion’s City M buses and 52 are hybrid buses. The contract

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features the biggest delivery of MAN hybrid buses to a customer to date. All the vehicles will be used in Stockholm and meet Euro 6, the strictest emission standard currently in force.

- **Estonia:** MAN is to supply 20 MAN Lion's City LE solo buses and 20 Lion's City GL articulated buses to the Estonian capital's transportation operator Tallinna Linnatranspordi AS (TLT). Starting from November 2013, the vehicles will join TLT's extensive fleet which has around 420 buses.
- **Germany:** Münchner Verkehrsgesellschaft (MVG) is also set to modernize and expand its bus fleet in 2014: MVG parent company SWM awarded MAN the contract for a total of around 60 vehicles (48 buses and 12 trailers). MAN was the winner of a Europe-wide tender. The investment volume amounts to more than €16 million.

15 new MAN buses (10x Lion's City CNG and 5x Lion's City G CNG) have been on the roads of Nuremberg since the start of the year (VAG Nürnberg) – all of them equipped with low-noise and eco-friendly natural gas engines.

Düsseldorfer Rheinbahn AG put 45 new MAN Lion's City G buses into operation at the start of February. The three-door articulated buses for scheduled services have placed a major role in the modernization of public transportation in the city of Düsseldorf.

MAN also received major orders in the Trucks business:

- **Russia:** February saw 260 new MAN TGL tow trucks start work at the Moscow parking service. MAN is the market leader for the fourth year running among EU manufacturers in Russia.
- **United Arab Emirates:** Arabian building contractor Saif Bin Darwish has ordered 150 heavy MAN TGS WW 40.440 6x4 tractors that have been optimized for the tough on- and off road conditions of the region. The order volume amounts to more than €10 million. The company operates a fleet of 690 trucks and has been an MAN customer for 35 years. Load-bearing capacity and reliability are the top purchasing criteria: only recently, three of the company's MAN trucks broke the one million kilometer threshold without any major repairs.



- **Germany:** MAN has received an order to supply 77 trucks from METRO LOGISTICS Germany GmbH and will deliver 66 MAN TGX 18.400 4x2 BLS semitrailer tractors and 11 TGX 26.400 6x2-2 BL with refrigeration units over the course of the year.

The German Ministry of the Interior also places its faith in MAN when acquiring new off-road relief vehicles. It ordered 283 of the latest TGM vehicles with the new Euro 6 emission standard. The special-purpose trucks can be used in crises for decontamination and water provision.

Major orders at MAN Latin America

Following a major order from the Brazilian government in September 2013, MAN Latin America again won two tenders for a total of 814 vehicles.

- The National Fund for Education Development (FNDE in Portuguese) ordered 500 Delivery 9.160 trucks. Cities and communities throughout Brazil will soon use the vehicles to deliver meals to public schools. This is an important initiative because the food security situation in Brazil is not ideal everywhere. The vehicles are equipped with refrigeration units and partition walls in order to transport the food separately.
- AMBEV, the world's largest brewery, will receive 314 new Worker 23.230 vehicles just in time for the Football World Cup in Brazil in a design that was specially developed for the transportation of beverages. This enables MAN Latin America to defend its Brazilian market leadership for drinks transportation in the truck market too.

Major orders at MAN Diesel & Turbo

In the Power Plants strategic business unit, MAN Diesel & Turbo recorded a flurry of orders in the last few months of 2013. Order intake in November and December amounted to €212 million which included many projects in key Asian and African growth regions.

The demand for dual-fuel marine diesel engines – i.e. engines that can run on either liquid or gaseous fuels – has increased significantly. This is related to the stricter and stricter emission standards for ships. Natural gas is also considered an eco-friendlier alternative to conventional fuels here.

- Matson Inc., a leading US carrier in the Pacific, has placed an order for two 3,600 TEU container ships. The ships will be powered by MAN B&W 7S90ME-GI dual-fuel engines. The contract includes an



option for three additional ships. The two-strokers are the world's most powerful dual-fuel engines boasting 40,670 kW (approx. 55,300 horsepower). Norwegian and Canadian shippers and other companies in the USA have ordered MAN dual-fuel two-strokers for their ships in recent months.

- Another two major orders for dual-fuel engines kept the main factory of MAN Diesel & Turbo in Augsburg busy until the end of the year: the company delivered 35 large-bore dual-fuel engines for liquid gas tankers from China and Japan. The order is worth roughly €100 million. The units will power liquid gas tankers that load gas in Australia and deliver to Chinese import terminals in Qingdao, Beihai, Tianjin, Lianyungang and Wenzhou.

Supplying marine diesel engines for the cruise industry traditionally brings prestige. Thanks to the boom in cruises, more and more ships are being built which is significantly pushing up demand for efficient and especially eco-friendly engines in this segment.

- MAN Diesel & Turbo is to supply Fincantieri Navali Italiani S.p.A., the world's leading shipyard for cruise ships, with eight engines for the diesel-electric propulsion system of two new cruise ships. Both of the new ships are being built for the shipper Viking Ocean Cruises. With 472 cabins and a capacity to transport 944 passengers, the ships are part of the segment for small super luxury liners. MAN will be delivering the engines together with Alfa Laval, which provides the exhaust gas cleaning systems to dispose of sulfur oxide. They wash over 98 percent of the sulfur oxide out from the ship's emissions.
- The first ship in the next ship generation of the US cruise operator Carnival Cruise Lines is significantly larger: it has space for around 5,000 passengers. The Miami-based shipper has commissioned MAN Diesel & Turbo to supply five large-bore diesel engines for the diesel-electric propulsion system. Together, the units deliver power of 62,400 kW (approx. 84,400 horsepower). The propulsion solution is perfectly designed for the high safety and environmental standards of the cruise industry. The ship will also be built at Fincantieri in Italy.