



## **MAN companies join forces in Pakistan**

Lahore, 28/03/2013

### **MAN Diesel & Turbo Pakistan expands service facilities in Lahore and launches new MAN TGS WW truck**

With a launch event on March 28, 2013, MAN Diesel & Turbo Pakistan announced the expansion of its premises in Lahore. At the same time the company joins hands with its sister company MAN Truck & Bus for the launch of the commercial vehicles division in Pakistan and its latest product, the TGS WW. The MAN location in Lahore will be the first where the two sister companies reside under one roof.

The event was attended by the President LCCI (Lahore Chamber of Commerce and Industries), Mr. Farooq Iftikhar and many high esteemed VIP guests from the local trade business. H.E. Mr. Axel Wech, Ambassador of Austria represented together with the Hon. Counsel of the German Embassy, Mr. Anees Ur Rehman, the two home bases of MAN.

“MAN Diesel & Turbo Pakistan’s exceptional performance and impeccable credentials were key factors when MAN Truck & Bus decided to choose its representative in Pakistan. We see Pakistan as an important market with a lot of potential”, says David van Graan, Head of MAN Center Middle East and Vice President Sales and Marketing. “I am confident that we can deliver a world class value proposition through MAN Diesel & Turbo Pakistan backed by a MAN trained service team, customer oriented mind-set, and our innovative brand heritage to emerge as the leading player in Pakistan’s commercial vehicle industry.”

MAN Diesel & Turbo Pakistan started in Lahore in 2008 and currently offers its customers after sales services for large bore diesel engines and turbomachinery, including workshops and field service activities. Pakistan is a significant market for both marine and power applications of MAN Diesel & Turbo. The 225 MW Atlas Power Plant in Lahore with eleven MAN 18V48/60 engines and a ten-year Operation & Maintenance contract along with 225MW HUBCO Power Plant in Narowal with same number of engines and a six-year long term service agreement are important reference for the power generation business, for instance.

The expansion of the premises of MAN Diesel & Turbo Pakistan is owing to the increase of capacities to realize the sizeable maintenance contracts the company has undertaken. Furthermore, the premises are extended and customized in such way that MAN Truck & Bus can start its business in Pakistan and develop its sales and

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# Press Release

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aftersales services for the region, showcasing trucks, buses and high speed engines in Lahore.

“Pakistan is an important market for all our business areas“, says Dr. Stephan Timmermann, responsible for the Strategic Business Units Marine Systems and the After Sales Division PrimeServ in the MAN Diesel & Turbo Executive Board. “Further opportunities arise from the infrastructure projects starting in the near future coupled with the trade corridor opening from India to Central Asian countries.”

“Pakistan is among the D-8 countries with an annual growth rate of 7.5% GDP for 2000-2007. This led to high demand of power in the country and MAN Diesel & Turbo decided to have its representation in Pakistan which has proved to be the right decision reflected by profitable growth in the last four years“, says Imran Ghani, Managing Director of MAN Pakistan. “In context of this growth, MAN Diesel & Turbo Pakistan finds it the right combination to grow the business in the field of commercial vehicles.”

### **About MAN Diesel & Turbo**

MAN Diesel & Turbo SE, based in Augsburg, Germany, is the world's leading provider of large-bore diesel engines and turbomachinery for marine and stationary applications. It designs two-stroke and four-stroke engines that are manufactured both by the company and by its licensees. The engines have power outputs ranging from 450 kW to 87 MW. MAN Diesel & Turbo also designs and manufactures gas turbines of up to 50 MW, steam turbines of up to 150 MW and compressors with volume flows of up to 1.5 million m<sup>3</sup>/h and pressures of up to 1,000 bar. The product range is rounded off by turbochargers, propellers, gas engines and chemical reactors. MAN Diesel & Turbo's range of goods includes complete marine propulsion systems, turbomachinery units for the oil & gas as well as the process industries and turnkey power plants. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand. The company employs around 15,000 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China. MAN Diesel & Turbo is a company of the Power Engineering business area of MAN SE.

### **MAN Truck & Bus in Middle East**

Since 2006, MAN Truck & Bus Middle East has been the regional representative of MAN Truck & Bus AG which is headquartered in Munich, Germany and the largest company of MAN Group. It is a leading provider of commercial vehicles and buses that are renowned for their robustness, reliability and adherence to high standards of driver and passenger comfort and safety.

MAN Truck & Bus Middle East operates through an extensive network of private capital dealers and importers in 14 countries namely Afghanistan, Bahrain, Iran, Iraq, Jordan, Kuwait, Lebanon, Oman, Pakistan, Qatar, Saudi Arabia, Syria, United Arab Emirates and Yemen. The local coordination office is located in the UAE, Dubai Airport Free Zone and guarantees for efficient sales and after sales support in the Middle Eastern region.

Accommodating for the demanding operating conditions in the Middle East, MAN Truck & Bus Middle East provides full-fledged turn-key solutions for both goods and passenger transportation by road through its light (TGL), medium (TGM) and heavy-duty (TGS WW) ranges of trucks, and MAN and NEOPLAN buses that provide basic to VIP luxury transport and travel requirements.

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