



UAE Construction Company Saif Bin Darwish expands fleet with 150 heavy MAN TGS WW trucks

Order value worth more than 10 Million Euros (AED 50.6 Million)

Dubai, UAE, March XX, 2014

The UAE based Construction Company Saif Bin Darwish is taking delivery of 150 heavy MAN TGS WW 40.440 6x4 tractor heads in March 2014. The order represents a value more than 10 million Euros (AED 50.6 million).

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Saif Bin Darwish (SBD) is one of the major civil & infrastructure engineering companies in UAE and has a longstanding relationship with MAN. Andrew Carter, Manager Plant and Rental Division of SBD states: "We have trusted MAN for 35 years now and operate a fleet of 690 trucks. With the newly launched TGS WW 6x4 with Aero Package and TipMatic, we have rejuvenated our fleet to the latest standard. Our vehicles have to cope with very rough conditions and operate on and off-road, which is why the requirement is for the truck to be robust on the one side but fuel-efficient on the other to achieve optimal performance. Just last year we had three trucks crossing the one million kilometer mark with no major repairs over the last five years. Because of this durability and reliability we decided once again to invest in MAN trucks."

The new MAN TGS WW 6x4 tractor head which has been exclusively designed for the region combines traction and long haul Operation with dynamic MAN Aero Package and MAN TipMatic for more efficiency. MAN combines these features with its strong traction chassis for off-road applications to cater to the tough road conditions across the Middle East.

The MAN Group is one of Europe's leading industrial players in transport-related engineering, with revenue of approximately €15.8 billion in 2012. As a supplier of trucks, buses, diesel engines, turbomachinery, and special gear units, MAN employs approximately 54,300 people worldwide. Its business areas hold leading positions in their respective markets.

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The MAN Aero Package leads to optimized air flow through improved aero dynamics to reduce fuel consumption by approximately 3%. The MAN TipMatic system also leads to reduced fuel consumption by upto 5% and reduced operator costs through optimized gear shifting. The system leads to less wear and tear on the driveline while preventing driver errors and damage to the driveline particularly with less experienced drivers. It also leads to long clutch service life.

According to David van Graan, Head of the MAN Center Middle East and Vice President Sales & Marketing, “We are delighted at receiving this significant order from one of our most valued customers. MAN trucks are a perfect fit for the tough working environment of the construction industry and our customers trust MAN because of the durability of our products and the low total costs of ownership (TCO). This order therefore represents a clear endorsement of the significant value and benefits that our customers derive from our world class, technologically innovative products and service capabilities.”

Saif Bin Darwish’s Operations Division is primarily responsible for equipment rental and transport. Its main focus is to support the company’s projects and to provide material haulage services from the company owned crusher in Fujairah to customers all over the UAE.

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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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The Transport Efficiency Program from MAN Truck & Bus

The amount of transport and traffic on roads is rising worldwide. At the same time, the long-term dwindling of energy resources is making transport increasingly more expensive. As one of the world's leading manufacturers of buses and trucks, MAN Truck & Bus makes an important contribution to the continued improvement of transport efficiency. MAN offers a comprehensive efficiency program to reduce your total costs of ownership. Transport efficiency, consolidated in the fields of technology, service, the driver and future expertise protects the environment and is added value for our customers.

CONSISTENTLY EFFICIENT

MAN Truck & Bus AG, headquartered in Munich, Germany, is the largest company of the MAN Group and a leading international supplier of efficient commercial vehicles and innovative transport solutions. In fiscal 2010 the enterprise, with around 31,000 employees, posted sales of more than 55,000 trucks and over 5,400 buses and bus chassis of the MAN and NEOPLAN brands worth 7.4 billion euros.

