



## **MAN the clear front-runner on Brazil's truck market again in 2011**

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### **Strong growth also seen in the bus market**

2011 saw MAN Latin America once again record the most truck registrations in Brazil by far. According to national register Renavam, 50,829 MAN trucks were registered in Brazil. This makes MAN the most successful manufacturer of trucks over 5 tons in Brazil for the ninth year in a row with a market share of 29.7 percent. The registration authority also recorded 11,139 bus chassis for MAN's Volksbus brand. This corresponds to a 32.2 percent slice of the bus market. With a total of almost 62,000 newly registered commercial vehicles, MAN enjoyed an increase of 18 percent compared with 2010.

MAN Latin America also exported 9,500 vehicles outside Brazil — a 17.4 percent rise. Argentina and Chile were the main importers.

In 2012, MAN Latin America will offer all vehicles with Euro 5 engines since the emission standard applies in Brazil starting January 2012. MAN is able to benefit from its experience in the European commercial vehicle business. The Euro 5 has been mandatory in the region since 2009. MAN is also expanding its product range in Latin America to include extra-heavy MAN-branded trucks boasting 400 horsepower or more.

At its plant in Resende in the south of state Rio de Janeiro, MAN Latin America produces trucks in the Constellation (13-57 tons), Worker (13-31 tons), and Delivery (5-9 tons) ranges as well as bus chassis in the Volksbus series. The company has around 7,000 employees and a production capacity of up to 82,000 trucks and bus chassis per year. In order to secure its strong market position and leverage medium-term market opportunities, MAN will invest more than €400 million between 2012 and 2016 in additional production capacity as well as in research and development.

**MAN SE**  
Ungererstr. 69  
80805 Munich

**Head of  
Corporate Communications**  
Andreas Lampersbach

**Press Officer**  
Stefan Straub

Phone: +49 (0) 89 36098-111  
presse@man.eu  
www.man.eu