



Strong performance from MAN at IAA 2018

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With numerous highlights in electromobility, automation and digital innovation as well as extraordinarily high demand for trucks, buses and vans, MAN Truck & Bus scored one of its best IAA Commercial Vehicles trade fair appearances of all time. As per the MAN motto, “Simplifying business”, making its customers’ jobs easier was the central maxim at the heart of it all.

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- **MAN highlights include the world premiere of the fully electric city distribution truck, MAN CitE, and the first customer handovers of the eTGE electric van**
- **The electric version of the MAN Lion's City and the new E18 gas engine celebrated their premiere in the bus segment, as did the MAN TGE minibus**
- **The jury of International Truck of the Year awarded MAN the Truck Innovation Award 2018 for its autonomous construction site safety vehicle, aFAS**
- **During the 10-day IAA, MAN celebrated record trade fair sales of more than 9,000 trucks, buses and vans in total**

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At IAA 2018, the MAN lion roared its loudest in the proverbial sense. With the world première of the fully electric 15-ton MAN CitE, which is designed to meet the requirements of urban delivery transport, MAN is setting new standards in safety, ergonomics and environmentally friendly transportation. The new model closes the gap between the large eTGM, which is designed for 26 tons gross weight and has been used by nine Austrian companies from the Council for Sustainable Logistics since early September, and the eTGE, which celebrated its sales launch at IAA 2018 with the handover of the first four vehicles to Berlin transport companies. In the bus segment, MAN provided an outlook on fully electric passenger transport in cities with the Lion’s City, and presented its first E18 natural gas engine as a world first, a further step forward in MAN's decades of expertise in natural-gas-powered city buses. In addition, the new MAN TGE minibus with 15 to 19 seats makes MAN a full-range provider in the bus segment. With new MAN Digital Services, MAN also demonstrated how digital added value

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and transport solution providers, with an annual revenue of some 10 billion euros (2017). The company's product portfolio includes vans, trucks, buses/coaches and diesel and gas engines along with services related to passenger and cargo transport. MAN Truck & Bus is a company of TRATON AG and employs more than 36,000 people worldwide.

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services for trucks and truck fleets will make fleet operators' jobs easier in future, and presented its practical projects in the field of autonomous driving with its platooning collaboration with DB Schenker and the autonomous construction site safety vehicle, aFAS. The latter, which was developed in collaboration with Hessen Mobil and other research and development partners, impressed the jury of International Truck of the Year so much with its increased safety for workers on motorway construction sites, that it was awarded the Truck Innovation Award, which was presented for the first time this year at IAA.

The standard products with the Büssing lion and the NEOPLAN logo too gave a strong trade fair performance thanks to their proven strength, robustness and uncompromising customer orientation. In the course of the ten visitor days at IAA, the hardworking bus and van sales teams were able to fill the order books with a record-breaking 9,000 vehicle sales – mostly combined with financing and after sales services from MAN's extensive service portfolio, and always with the aim of making the user's job easier, true to the motto "Simplifying business".