



Major orders for MAN Nutzfahrzeuge

Munich,
September 28, 2004

900 MAN trucks for VOS Logistics

MAN Nutzfahrzeuge has won a major order to supply 900 TGA trucks to VOS Logistics of Oss, Netherlands. The new TGAs have an order value of just under € 80 million. All 900 vehicles will be delivered before the end of this year via MAN Nutzfahrzeuge outlets in Western and Eastern Europe.

The TGAs will be used in the core fields of activity of VOS Logistics, Bulk, Cargo and Tank-Silo. MAN's newly segmented semitrailer tractor programme provided the basis: TGA LongHaul, TGA MaxiCube for high-cube transport and TGA TS for tanker and silo assignments. There are also 6x2 swap body chassis. As economy was a major aspect in this purchase, all TGAs will be fitted with the new MAN D20 Common Rail engines; some of the semitrailer tractors will have superwide tyres on the rear axle.

The factor that tipped VOS Logistics' decision in favour of MAN Nutzfahrzeuge was the possibility of negotiating procurement centrally with MAN and implementing it locally in the subsidiaries in Western and Eastern Europe.

VOS Logistics is one of the leading logistics providers in Europe. A family firm that is expanding and going increasingly international, VOS Logistics runs a fleet numbering 3,000 trucks and 6,000 trailers/semitrailers.

MAN Nutzfahrzeuge has recorded an increasing number of international fleet orders from the logistics, construction and public-utility sectors and has optimised its sales structure to cater for these new requirements. MAN is concentrating international implementation and the management of all product, logistical, advisory and service matters in a newly aligned **"Business Center Key Accounts"** headed by Josef Sindl.

1,000 MAN trucks for HAMA Trucks

The HAMA group of companies in Zusmarshausen, one of the most renowned commercial vehicle mobility service providers in Germany, has ordered 1000 MAN TGAs at the IAA Commercial Vehicles in Hanover. The order involves long-haul semitrailer tractors, interchangeable body chassis and construction-site vehicles. All the TGAs are fitted with 480-hp Common Rail engines and will be delivered this year and next. In total the order is worth 80 million Euros.

The main business areas of the HAMA group of companies involve renting and trading heavy-duty commercial vehicles from 12 t. Added to this are services covering every aspect of mobility. HAMA currently operates over 7 heavy-duty rental stations in Germany and diverse Check Points as well as HAMA AUSTRIA, its first foreign location, in Linz.

Press Release of
MAN Nutzfahrzeuge

Editor

MAN Aktiengesellschaft
Corporate Communications
Ungererstr. 69
80805 Munich/Germany

Queries to
Wieland Schmitz
Tel. +49. 89. 36098-380

Michael Melzer
Tel. +49. 89. 36098-388

public.relations@ag.man.de
www.man-group.com

With a current total of over 2000 pulling and pulled rental vehicles, HAMA Trucks is following Plan 2010. It aims to become one of the leading mobility service providers in Europe by 2010. A fleet of at least 5500 vehicles is the target.

The **MAN Group** is one of Europe's leading manufacturers of machinery and vehicles with annual sales of some €14 billion. As a global supplier of products, systems and services for the capital equipment industry, MAN operates with 64,000 employees in its core segments of commercial vehicles, printing machines, diesel engines, turbomachines and industrial services. MAN Group members hold leading positions in most of their markets. **MAN Aktiengesellschaft**, Munich, is a member of the Deutscher Aktienindex DAX (German Share Index) which comprises the thirty leading public limited companies in Germany.