

VOLKSWAGEN TRUCK & BUS

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2016 – A successful year for Volkswagen Truck & Bus

- **Staffing at the holding company almost complete**
- **Lead Engineering – key cooperation principles established**
- **Strategic alliance with Navistar announced**
- **Host of innovations premiered at the IAA**
- **Number 1 in Europe with 265,000 connected vehicles**
- **New digital brand RIO already online in test mode**

Braunschweig, December 21, 2016 – Volkswagen Truck & Bus, the commercial vehicle arm of Volkswagen AG, set key strategic milestones in 2016. The alliance with US truck manufacturer Navistar which will open up entry into the North American market, further expand global presence, and leverage additional synergies is just one example. The company also took a key step in the closer integration of its existing MAN and Scania brands: the so-called “Lead Engineering” concept lays down clear principles for joint activities in the development of vehicle components. The IAA Commercial Vehicles show saw the Group present a whole host of new products such as the Volkswagen Crafter, the MAN TGE, and Scania’s new truck generation alongside forward-looking drive concepts like the MAN eTruck, a fully-electric distribution truck.

Andreas Renschler, member of the Board of Management of Volkswagen AG and CEO of Volkswagen Truck & Bus, is optimistic: “2016 was a startup and strategy development year in which the brands and people behind them came together. We have assembled a small and highly agile team at the holding company that is now as good as complete so staffing at Volkswagen Truck & Bus is coming to an end. Next year will be all about turning us from a start-up into an established company. The challenge will be in keeping the founder spirit, staying hungry, and maintaining a high pace. One thing is clear in any case: in 2017 we will take the next steps on our journey toward becoming a global champion.”

New digital brand RIO showcased

With 265,000 MAN- and Scania-branded trucks now, Volkswagen Truck & Bus is number 1 for connected commercial vehicles in Europe. The company will soon be going one step further. The IAA Commercial Vehicles also saw Volkswagen Truck & Bus showcase “RIO,” an open, cloud-based platform for everyone involved in the world of transportation. MAN initiated RIO and is responsible for development of the brand within the Volkswagen Truck & Bus Group. Thanks to its fully digital DNA and strategic partnerships, RIO plays a pioneering role in the transportation industry. The platform is available to all stakeholders in the transportation industry, regardless of the vehicle brand they use. RIO aims to make the world of transportation more efficient and eco-friendlier. The basic RIO platform is online now and the first vehicles are driving right across Europe testing it. With its launch in early 2017, RIO

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will offer all participants in the transportation system digital solutions tailored exactly to their individual wishes.

LOADFOX – a freight pool

One of the solutions on offer is the digital freight platform LOADFOX, which was also initiated by MAN. It is a service for smart order management. A specially developed algorithm combines partial loads into profitable tours, creating an efficient link between shippers and transportation companies. The “freight pool” will ensure that fewer half-empty or empty trucks are on the roads. This increases the revenue of shippers, reduces the amount of traffic, and cuts CO2 emissions.

Volkswagen Truck & Bus GmbH is a wholly-owned subsidiary of Volkswagen AG and is a global leader in commercial vehicles with its brands MAN, Scania, and Volkswagen Caminhões e Ônibus. In 2016, the brands of Volkswagen Truck & Bus sold a total of 184,000 vehicles. Its product range includes light-, medium- and heavy-duty trucks as well as vans and buses that are manufactured at 25 sites in 17 countries. As of December 31, 2016, the Company employed 77,000 people at all commercial vehicle brands worldwide. The Group is committed to driving transportation to the next level — in terms of products, services, and as a partner for its customers.