



News service MAN Group

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MAN Nutzfahrzeuge AG agrees cooperation with BAJAJ TEMPO of India

MAN Nutzfahrzeuge AG, Munich, and the vehicle manufacturer BAJAJ TEMPO Ltd. (BTL) based in Pune, India, have concluded a cooperation agreement in the medium-weight commercial vehicle segment from 6 to 16 t gvw for the Indian sub-continent. This cooperation is also to be extended to heavy trucks by means of component deliveries. MAN Nutzfahrzeuge has thus gained a foothold in one of the world's most dynamic growth markets. This is further step consistent with the policy of expanding market presence by means of cooperation arrangements.

While MAN Nutzfahrzeuge AG is contributing its competence as a technology partner in developing modern vehicle cabs and engines, BAJAJ TEMPO Ltd. (BTL) is furnishing not only favourable local production but also presence on the market through an extensive and excellently organised sales network. The two partners are planning a long-term cooperation which also entails deliveries of parts and components by BAJAJ TEMPO Ltd. to MAN Nutzfahrzeuge in return.

Over the last few years the road infrastructure in India has developed rapidly and opened up new markets for vehicle manufacturers who can offer mature products, particularly for distribution, at an attractive price level thanks to a rising share of local content.

The agreement covers licenses and component deliveries with integrated know-how transfer both for D08 diesel engines from the Nuremberg-based Business Unit Engines and for the L2000 cab from the Austrian subsidiary MAN Steyr AG. A wide-ranging training programme in Nuremberg, Steyr and India is a further element of the know-how package. The new vehicles designed by BAJAJ TEMPO Ltd. (BTL) are scheduled to be launched in 2005. The medium-term production target is approx. 6,000 vehicles per year.

For this BAJAJ TEMPO Ltd. (BTL) will be building a completely new production facility for engines near Pune and an assembly line for the L2000 cabs.

BAJAJ TEMPO Ltd. (BTL) has to date been an extremely successful producer not only of agricultural tractors, off-road vehicles and trucks up to 6 t gvw, but also of three-wheeler taxis - which it's hard to imagine the streets of India without. These are based on BTL's ongoing development of the technology of TEMPO of Hamburg, which relocated from Germany in the 1950s.