



¡Viva Mexiko! MAN strategically expands its presence in Central America

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- **New sales office in Querétaro strengthens market presence in Mexico**
- **Mexico is developing into a key growth market for the truck and bus business**
- **Rising demand for technologically advanced cab-over trucks and modern coaches**
- **Collaboration in the bus segment with bodybuilders Irizar and Marcopolo**
- **Two modern coaches based on MAN chassis impress at the Expo Foro trade show in Mexico City**

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MAN Truck & Bus has opened a new sales office for trucks and buses in Querétaro, Mexico. With this move, the company underscores Mexico's strategic importance as a major growth market.

"Our goal is to provide the best possible support to our customers in the transport and logistics industry by building a local team, with Pedro Teixeira as MAN Brand Manager. We are also focusing on professionalizing and improving service standards in order to further intensify cooperation," says Friedrich Baumann, Board Member for Sales and Customer Solutions at MAN Truck & Bus, adding: "We are strengthening our market presence and look forward to further advancing mobility in Mexico with innovative vehicles and well-thought-out solutions."

Thanks to ongoing growth in the logistics sector and in long-distance passenger transport, Mexico has developed into a key market for MAN commercial vehicles in recent years. In the tractor unit segment, the cab-over segment—where, as with European trucks, the cab is mounted above the engine—is increasingly gaining importance over the conventional long-nose

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and provider of transport solutions, with annual sales of around 14.1 billion euros (2025). The product portfolio includes trucks and buses with diesel and zero-emission drives, vans, diesel and gas engines as well as services related to passenger and freight transport. MAN Truck & Bus is a company of the TRATON GROUP and employs around 32,000 people worldwide.



vehicles traditionally used in the Mexican market, with demand in particular shifting toward more technologically sophisticated vehicle concepts. MAN meets these requirements in Mexico with its top model, the TGX, which has already been very successful in Europe and many other global markets.

Designed for classic long-haul logistics with a gross vehicle weight of up to 40 tonnes, the truck impresses with high efficiency, offering engines with outputs from 440 to 640 hp that meet the Euro 6 emissions standard. This is complemented by modern driver assistance systems such as the topography-based adaptive cruise control MAN EfficientCruise and the emergency braking assistant MAN EBA. The driver's workplace is ergonomically optimized with a fully digital instrument display, a wide range of seat and steering wheel adjustment, and intuitive operation of all functions. The comfortable rest and sleeping area offers excellent recovery during driving breaks.

Buses are among the most popular means of public transport in Mexico

MAN also sees considerable potential in the bus market. Five years after the pandemic, the long-distance coach market is showing a clear recovery. Mexico has a very well-developed bus network, and buses are among the population's most popular forms of public transport. Due to the limited rail infrastructure, modern coaches in particular play a central role in mobility. The coach segment is served entirely by European manufacturers. MAN intends to actively support this market development and the expansion of the transport sector.

In the bus business, the company focuses on selling chassis. Unlike in Europe, where MAN manufactures and sells complete buses, in global markets—and therefore also in Mexico—the focus is on chassis that are completed locally by certified bodybuilders. “In Mexico, we cooperate with Irizar and Marcopolo S.A. to build modern buses on our innovative chassis,” says Robert Katzer, Head of Sales & Product Bus at MAN Truck & Bus. The focus is on the two-axle Lion's Chassis CO (RR2) and the three-axle Lion's Chassis CO (RR4), powered by fuel-efficient diesel engines. In addition to their performance and efficiency, they are known for advanced driver



assistance systems and exceptional comfort for operators and passengers alike.

Presence at Expo Foro 2026

How well the partnership works—and that MAN has the right solutions for the Mexican market—was demonstrated by the company at Expo Foro Movilidad 2026. MAN's partner in Mexico, Volkswagen Truck & Bus Mexico, presented two coaches based on the Lion's Chassis CO (RR2) with an efficient and environmentally friendly Euro 6e engine. The bodies were supplied by Irizar and Marcopolo S.A. Both models combine sustainable driving with strong performance, high cost-efficiency, and maximum safety. "Our presence at Expo Foro underscores MAN's commitment to offering reliable, efficient, and safe mobility solutions tailored to the needs of passengers and operators throughout Mexico," says Katzer. The trade show is regarded as one of the most important industry platforms in Latin America and recorded record visitor numbers in 2026.

Simplifying Business through holistic customer solutions

In addition to innovative vehicles, MAN offers its customers a holistic approach that combines sales, after-sales service, and technical support. "True to our brand promise, Simplifying Business, we want to make our customers' business easier with sustainable offerings and 360-degree solutions," says Baumann. To ensure this, MAN's team in Mexico consists of sales, service, and product experts and works closely with a nationwide dealer network. Since April 2025, MAN FinancialServices' comprehensive financing, leasing, and insurance solutions have also been fully available for the Mexican market.