



International success: over 300 coaches on MAN chassis strengthen Thailand's long-distance transport

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- **MAN delivers 311 coaches based on the Lion's Chassis CO (RR3) in Thailand**
- **Premiere: the vehicles are the first Euro 5 vehicles in this class in the country**
- **Bodywork carried out in close cooperation with local body manufacturer TopBest**
- **Order proves MAN's successful chassis-body strategy for international growth outside Europe**

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MAN Truck & Bus has, together with its long-standing partner TopBest Co., Ltd., delivered a total of 311 coaches to the Thai state-owned transport company Transport Co., Ltd. (BorKorSor). The vehicles, based on the MAN Lion's Chassis CO (RR3), are the first coaches with Euro 5 technology in Thailand. "This marks an important milestone for clean and comfortable mobility in the country," says Barbaros Oktay, Head of Bus at MAN Truck & Bus, adding: "At the same time, the project underlines our international growth strategy in the bus business."

New coaches impress with comfort, safety and efficiency

The coaches are based on the two-axle Lion's Chassis CO (RR3) and were built by TopBest in configurations with 24, 32 and 36 seats. Going forward, they will operate on key long-distance routes between Bangkok and the northern, southern and north-eastern regions, offering passengers, drivers and the operator a significant boost in comfort, safety and efficiency. The modern vehicles also impress with lower emissions thanks to their Euro 5 technology. With this fleet expansion, Transport Co., Ltd. is strengthening Thailand's transport network and significantly driving forward the modernisation of long-distance public transport.

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and providers of transport solutions with an annual sales revenue of around 13.7 billion euros (2024). The company's product portfolio includes trucks and buses/coaches with diesel and zero-emission drives, vans, diesel and gas engines along with services related to passenger and cargo transport. MAN Truck & Bus is a company of TRATON GROUP and employs approx. 33,000 people worldwide.



As part of the delivery, the operator has also launched a new VIP bus service under the motto "Travel with Heart", featuring luxurious 24-seat coaches. This service covers key routes from Thailand's capital to Koh Samui, Nakhon Phanom, Chiang Mai and Mae Sot.

"Thailand is a key market for our bus business, one that we want to continue developing consistently. Together with our local importer, we are unlocking additional potential, including beyond the country's borders," says Hadi Zamani, Head of International Sales Bus at MAN Truck & Bus.

Key to success: close cooperation with local body manufacturers

The order in Thailand illustrates just how important regional partnerships are for MAN's international bus business. Unlike in Europe, where MAN manufactures complete buses, the focus in global markets is on high-performance bus chassis – ranging from low-floor and low-entry to high-floor chassis. Local, MAN-certified body manufacturers then build on this base to create bespoke, market-ready complete solutions locally. "This allows us to respond flexibly to the different regional requirements and customer needs, while at the same time expanding our presence in emerging markets worldwide," says Oktay.

A key component of this strategy is a strong network of reliable partners in the respective regions. With TopBest for the Asia region, Modasa for Central and South America, and Geyushi for North Africa and the Middle East, MAN has officially appointed three selected body manufacturers as "MAN Lead Bodybuilders". The aim of these deepened partnerships is to open up additional sales channels, intensify technical exchange, and further improve the quality and availability of the finished buses – benefits that flow through significantly to end customers, as well as to drivers and passengers.

"These partnerships create a robust international network and new sales channels – both in our partners' home markets and for export," says Oktay, adding: "Thailand is an excellent example of how this close cooperation creates concrete, high-quality mobility solutions for our customers on the ground."