Sustainability at Scania

Magnus Folin, Manager, Scania U.S.A. Inc.
Provider of transport solutions

Products
- Heavy trucks
- Heavy buses
- Engines

Services
- Workshops
- Service agreements
- Parts
- Driver training
- Scania Assistance

Financing
- Operational leases
- Financial leases
- Hire purchase
- Insurance solutions
Scania’s life-cycle perspective
Environmental performance

1. Research and development
2. Suppliers
3. Production
4. Operation
5. Service
6. End-of-life treatment
“Transport plays a vital role in society, moving goods and providing mobility for people. Our sector creates opportunities for wealth and development worldwide. Now our industry’s challenge is to deliver that value sustainably – above all by decoupling transport growth from CO2 emissions. For Scania, the answer is sustainable growth: **sustainable transport is profitable transport.** It’s a condition for expanding the business and building a viable future for our industry.”

Martin Lundstedt, President and CEO
Scania CV AB

CEO letter Sustainability Report 2012
Reducing environmental impact of transports

- Emissions legislations (Euro norms & EPA directives)
  - Reduction of NOx and particulate matter emissions
  - Hardware & Software R&D

- More efficient hardware & Software
  - Reduction of fuel consumption and thereby use of fossil fuels and CO2 emissions
  - R&D
  - Specification
  - Alternative fuels
    - Biogas & Natural gas, Biodiesel, Ethanol & Hybrids

- More efficient use
  - Reduction of fuel consumption & vehicle wear, extending life length
  - Ecolution, driver training, driver follow-up
  - Transport optimization – full loads
Meeting emission legislation

- NOx: −95%
- PM: −97%
The new Scania Streamline reduces fuel consumption by up to 8%.
5-8%

- Aerodynamic improvements: Up to 1.2%
- Euro 6 450 and 490 hp engines
- Disengaging air compressor: Up to 2.2%
- Scania Opticruise, economy mode: Up to 2%
- Low-drag gearboxes: Up to 0.4%
- Scania Active Prediction: 2-3%
- Scania Ecocruise: Up to 1%

It all adds up
Efficient Use

Ecolution by Scania – a new way of thinking
## Hardware and service

<table>
<thead>
<tr>
<th>Vehicle</th>
<th>Driver training</th>
<th>Driver follow-up</th>
<th>Maintenance+</th>
</tr>
</thead>
<tbody>
<tr>
<td>CO₂ and energy optimised specification</td>
<td>Customised energy efficient driving</td>
<td>Coaching and continuous improvements</td>
<td>Extra attention to fuel economy</td>
</tr>
</tbody>
</table>

Consulting
Fuel efficiency
CO$_2$ emissions

Step-by-step

Extra maintenance

-10-15%

Common target

Reference vehicle
Optimized vehicle
Driver training
Follow-up & Coaching
Bio-fuel

Monthly report

Additional Up to 60%

Reference vehicle
Optimized vehicle
Driver training
Follow-up & Coaching
Bio-fuel
Thank you for your attention!

Magnus Folin, Manager, Scania U.S.A. Inc.