

Scania Company presentation 2016



Transport equipment

Trucks and Buses

- Transport equipment – moving people and goods
- Generating business and profit
- Part of a sustainable transport system – now and in the future



Strategy – focus on customer profitability

Scania's offering

- Provider of sustainable transport solutions
- Long-term commitment
- Premium product and services



Provider of transport solutions



Products

- Heavy trucks
- Heavy buses
- Engines
- Gensets

Services

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

Financing

- Operational leases
- Financial leases
- Hire purchase
- Insurance solutions

Premium products and services



Haulage



Construction



Distribution



Special purpose



Network and services



City and suburban



Gensets

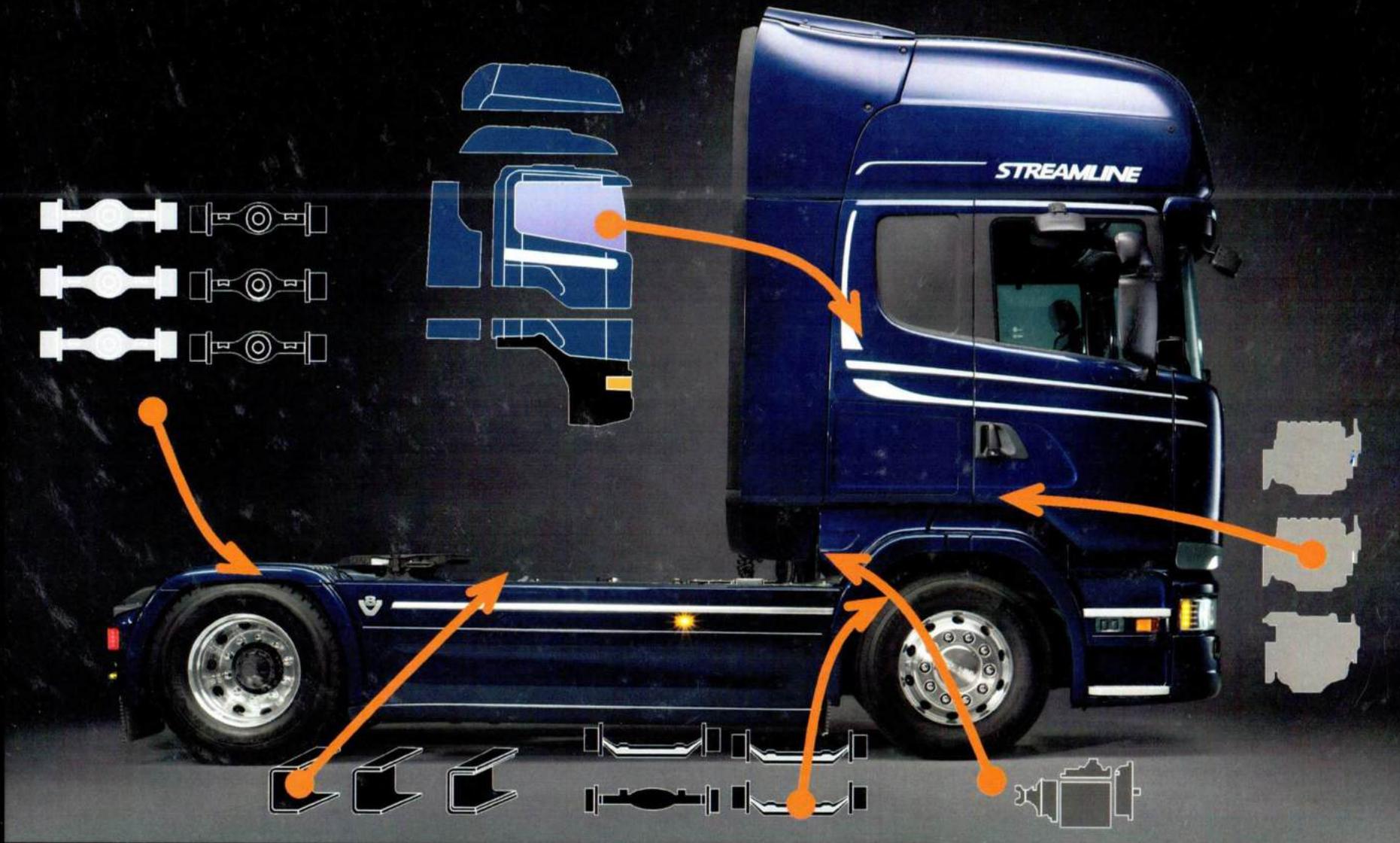


Used vehicles

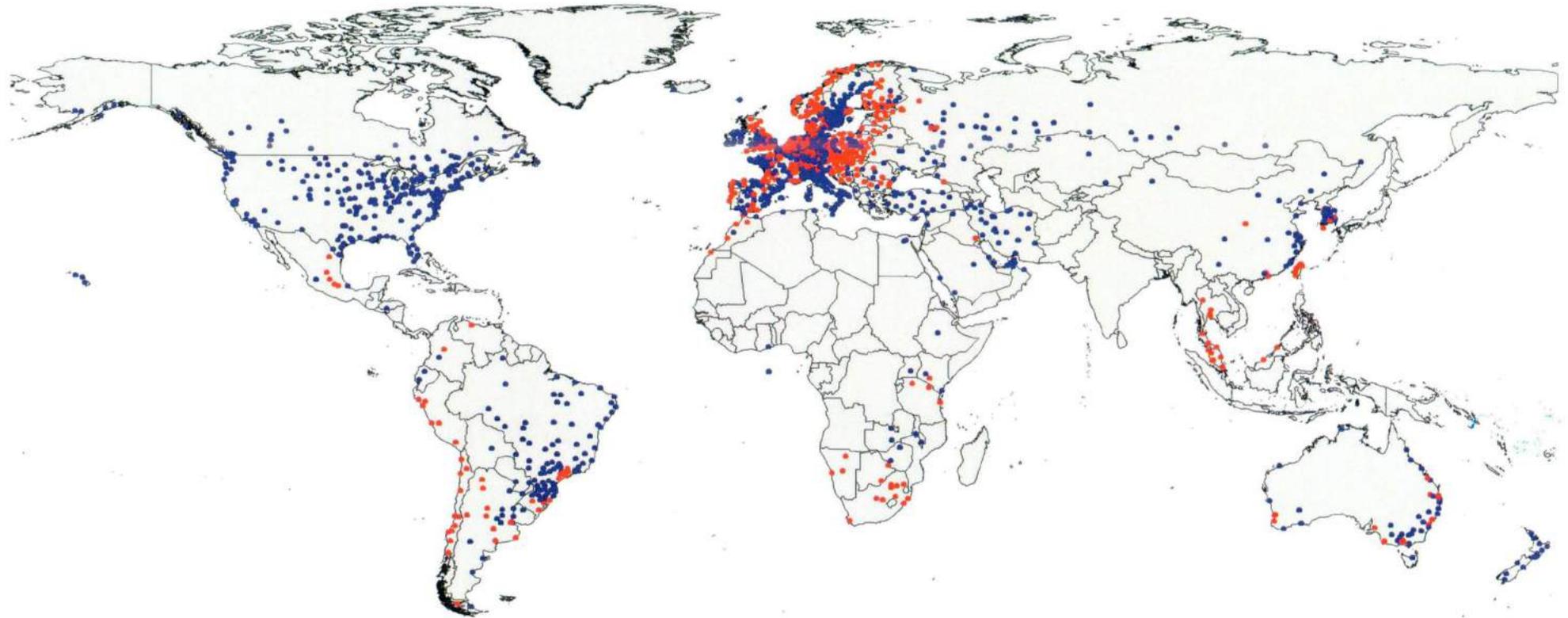


Engines

Modular system



Sales and service network



- Non-captive
- Captive

**More than 1,600 sales and service points globally –
1,000 in Europe**

Scania's Core values



Customer First



Respect for the individual



Quality

Scania's core values permeate its entire corporate culture and influence its day-to-day work. Customer first, Respect for the individual and Quality are closely linked and apply in unity. They constitute the starting point for all business development.

Scania World

Production units

- 1891 Sweden
- 1957 Brazil
- 1964 Netherlands
- 1976 Argentina
- 1992 France
- 1993 Poland
- 2014 Finland
- 2014 India

Sales and services units

- 1,000 sales points
- 1,600 workshops
- More than 95% parts availability
- Round-the-clock assistance

Number of employees 42,000 persons



Short about Scania

- Year of foundation - 1891
- Head office – Sodertalje, Sweden
- President and CEO – Henrik Henriksson
- Personnel– 42 000 employees
- Represented in more than 100 countries
- Number of vehicles delivered for the whole period – approx. 1 400 000
- 1600 workshops and 1000 sales points around the world
- Financing operations in 50 countries
- A broad range of services
- Business support solutions, including Driver Training, Scania FMS, Ecolution by Scania, etc.
- More than 170 000 connected vehicles in the world

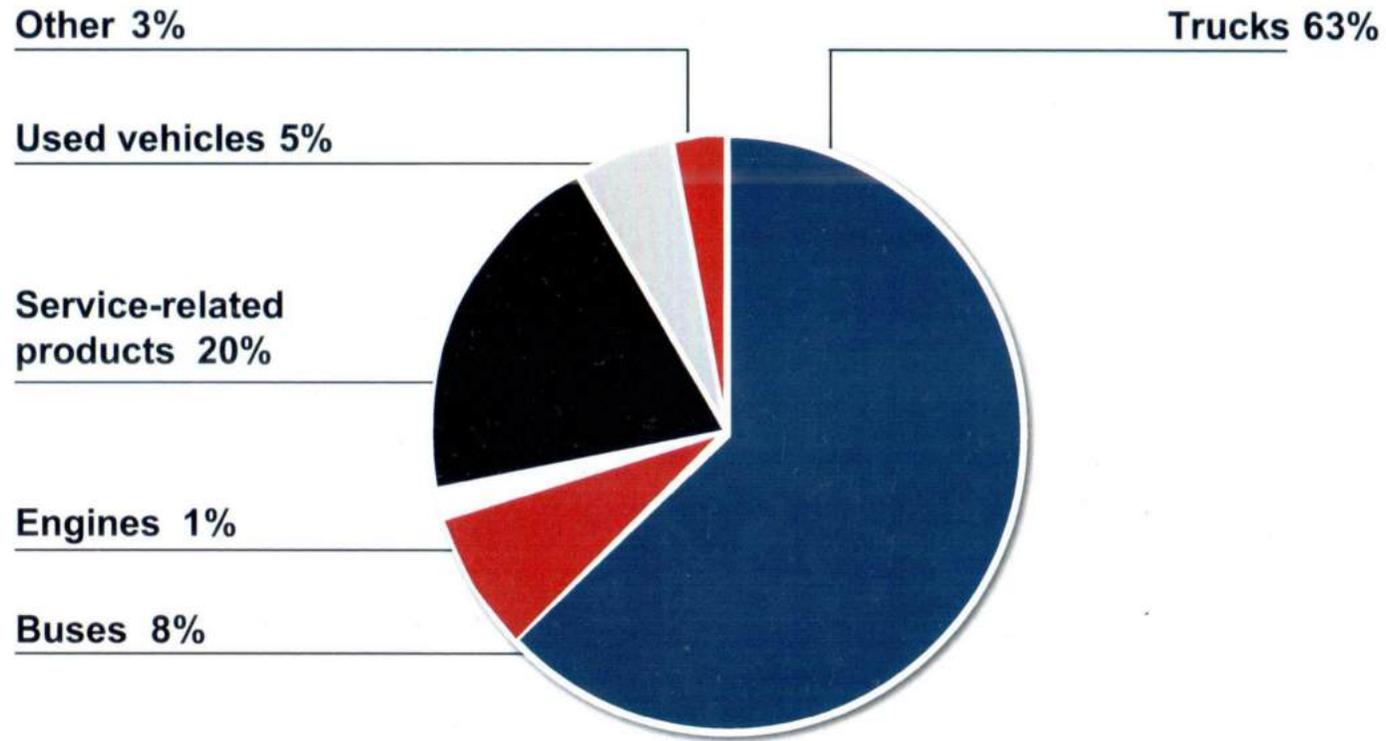


Industrial history



1891	Company founded	1981	Scania launched the GRT range, its first modular truck range
1897	First car production	1988	Launch of new I truck range, 3 rd series, Scania Streamline introduction
1902	First truck production	1991	Scania celebrates its 100 anniversary
1905	First industrial engine production	1995	Launch of new model truck range, 4 th series
1911	Scania and Vabis merge. First bus production.	2004	Launch of new model truck range and change of name - P-, R-, T- series
1921	Bankruptcy	2007	Alternative fuels full range corresponding to Euro 5
1930-i	Buses main product	2008	Subsidiary of Volkswagen
1934	Last red figures	2010	New R-series is Truck of the Year
1940-i	New strategy	2011	100 years since the first bus delivery
1948	General agent for Volkswagen	2013	Scania Streamline upgrade. Complete range of Scania Euro 6 engines.
1950-i	Export started	2014	Scania engines 410 and 450 Euro 6 with SCR demonstrate the best fuel economy during test drives in Europe and Ukraine.
1957	Factory in Brazil	2015	International final of Young European Truck Driver competition with the record number of participants. The driver from Ukraine occupied 11 position.
1964	Factory in Netherlands	2015	Scania introduced the widest model engine range of alternative fuels. Sustainability and green solutions become the main company focus.
1969	Saab and Scania-Vabis merge	2016	Scania celebrates 125 years of its great heritage and innovations.

Net sales by product segment 2015



Net sales, products and services, SEK 94,897 m.

Scania deliveries, 2015

	2015	2014
Trucks	69,726	73,015
Buses	6,799	6,767
Engines	8,485	8,287



Scania Ukraine



Leader in Ukraine among
western brands
№1

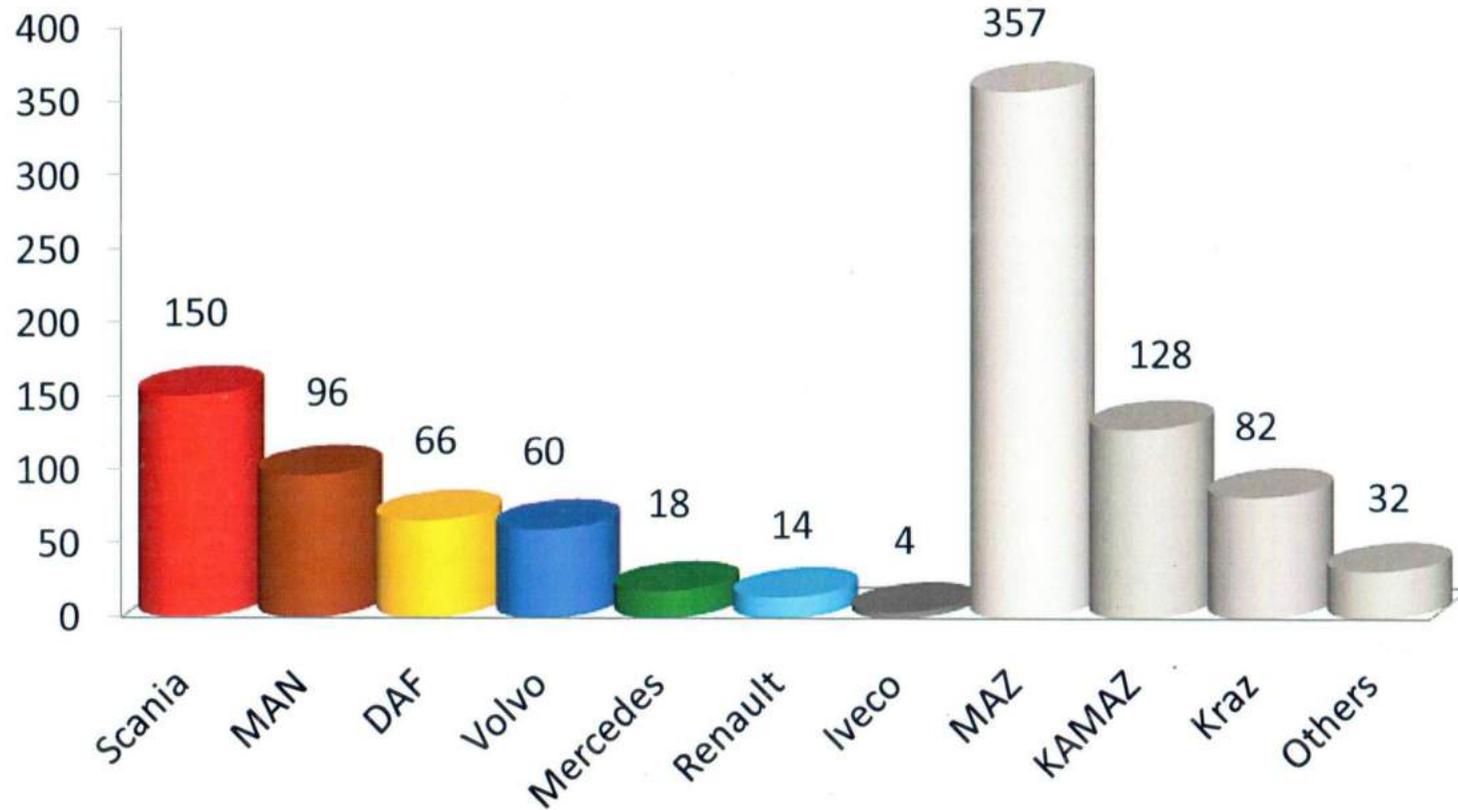


Scania – 23 years in Ukraine

1993	Scania representative office in Kyiv.
1994	Countrywide dealer network formation beginning.
1998	Distributor (Scania Ukraine) established.
2005	Scania Credit Ukraine offers local leasing.
2006	First captive dealer (Donbas-Scan-Service) established in Makyivka, Donetsk region.
2008	Second captive dealer (Kyiv-Scan) established in Kyiv region. New vehicles sales record – 524 units.
2009	Distributor/workshop premises construction completed and inaugurated in Kalynivka (Scania Ukraine and Scania Kyiv).
2011	Construction and inauguration of new premises in Lviv – Scania Lviv, third Scania Ukraine captive dealer.
2012	The biggest market share (35%) among the western brands (450 units delivered).
2013	Special project for agro segment Scania Grain Train. Broad services portfolio for customers: Scania FMS, Maintenance contracts, Remote diagnostics, Driver training, etc.
2014	<ul style="list-style-type: none"> • Used trucks center inauguration; • Scania Young European Truck Driver competition – first in Ukraine, more than 500 participants;- Test drive Scania 410 Euro 6 in Ukraine, record low figure of fuel consumption, fixed during the test driver – 23.1 litres/100 km • Service team from Donetsk became the winner of the national competition among mechanics Scania Top Team 2014 • Scania is a leader among western brands.
2015	<ul style="list-style-type: none"> • New Scania workshop in Kirovograd, partner company • Start of the cooperation with National Transport University, set up of refreshed premises with Scania vehicle and other equipment.



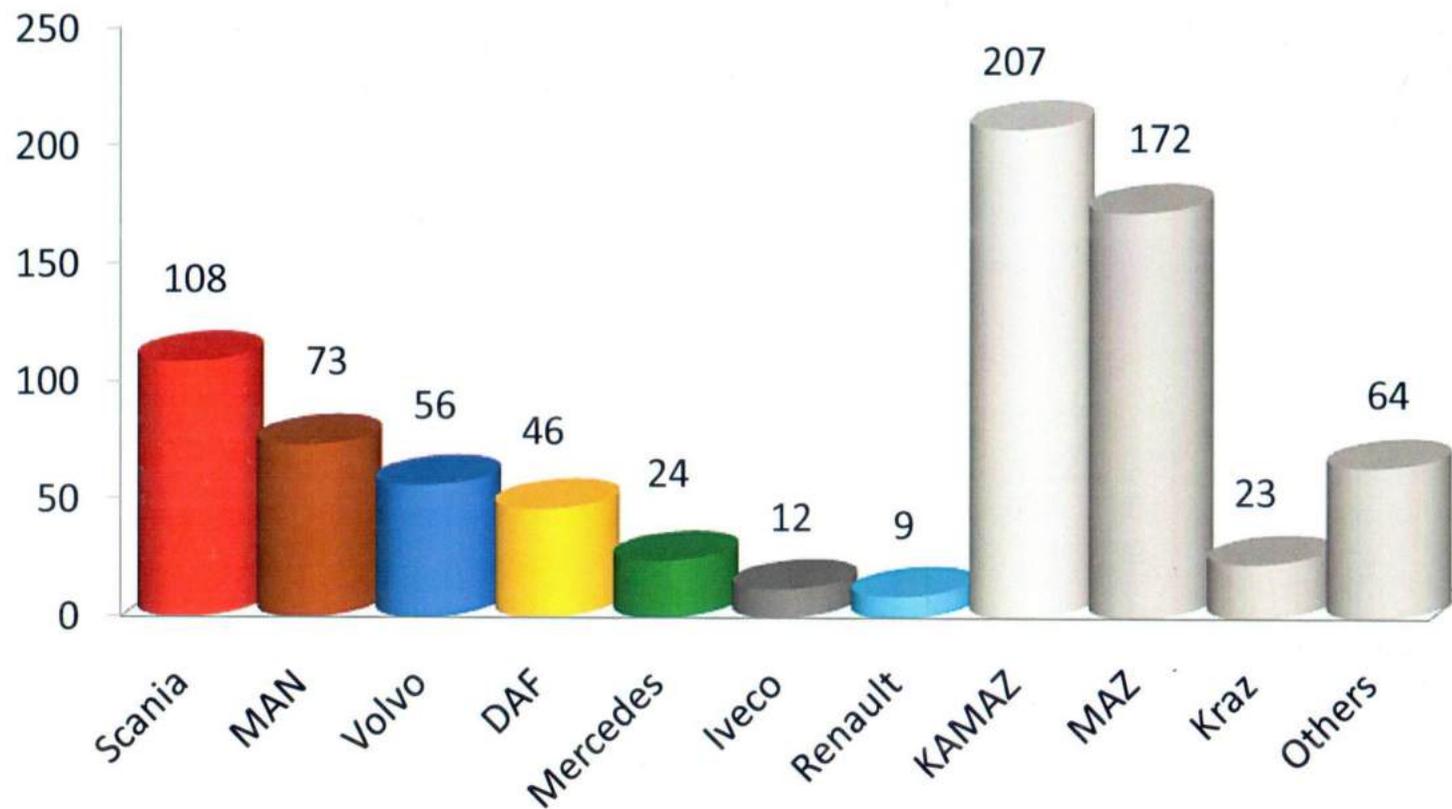
New trucks registration statistics GVW>=16 tons, all brands, 12 months 2015



*Statistics presented by information agency Autoconsulting

Total – 1007 units
Scania market share 14.8%

New trucks registration in Ukraine GVW>=16 tons, all brands, 12 months 2014



*Statistics presented by information agency Autoconsulting

Total – 794 units
Scania market share 13.6%

Scania jubilee offer



JUBILEE CAMPAIGN

In connection with 125-years Scania jubilee we offer special campaign on new vehicles for different transport segments. The offer is valid for the following truck models:

- ✓ Scania R450 Euro 6
- ✓ Scania R410 Euro 6
- ✓ Scania G400 Euro 5
- ✓ Scania G360 Euro 5

Financing from Scania Credit Ukraine
rates from 9.9% p.a. in Euro*

The terms are preliminary, more details on site www.scania.ua

+

Maintenance contracts
4 years at the price of 2

For further details please refer to Scania dealerships in Ukraine.



SCANIA



Scania for different segments



Agro industry



Long Haulage



Regional Haulage

Scania for different segments



Fuel transportation



Construction industry



Gensets

Engines Euro 6 range and gear boxes

Euro 6 engines

Swept volume	Maximum power	Maximum torque	Emission control
5 inline			
9-litre	250 hp (184 kW) at 1900 r/min	1250 Nm (1000-1350 r/min)	EGR, SCR
9-litre	280 hp (206 kW) at 1900 r/min	1400 Nm (1000-1350 r/min)	EGR, SCR
9-litre gas	280 hp (206 kW) at 1900 r/min	1350 Nm (1000-1400 r/min)	EGR, Lambda control
9-litre *	320 hp (235 kW) at 1900 r/min	1600 Nm (1050-1300 r/min)	SCR
9-litre gas	340 hp (250 kW) at 1900 r/min	1600 Nm (1100-1400 r/min)	EGR, Lambda control
9-litre *	360 hp (265 kW) at 1900 r/min	1700 Nm (1100-1350 r/min)	SCR
6 inline			
13-litre	370 hp (272 kW) at 1900 r/min	1900 Nm (1000-1300 r/min)	EGR, SCR
13-litre	410 hp (302 kW) at 1900 r/min	2150 Nm (1000-1300 r/min)	SCR
13-litre *	450 hp (331 kW) at 1900 r/min	2350 Nm (1000-1300 r/min)	EGR, SCR
13-litre	450 hp (331 kW) at 1900 r/min	2350 Nm (1000-1300 r/min)	SCR
13-litre *	490 hp (360 kW) at 1900 r/min	2550 Nm (1000-1300 r/min)	EGR, SCR
V8			
16-litre	520 hp (382 kW) at 1900 r/min	2700 Nm (1000-1300 r/min)	EGR, SCR
16-litre *	580 hp (427 kW) at 1900 r/min	2950 Nm (1000-1350 r/min)	EGR, SCR
16-litre	730 hp (537 kW) at 1900 r/min	3500 Nm (1000-1400 r/min)	EGR, SCR

* Also available with biodiesel

Gearboxes

Range-change gearboxes
8 gears. Light-duty gearbox Engines: up to 2100 Nm Options: Scania Opticruise, Scania Retarder
8+1 gears. Heavy-duty gearbox with crawler Engines: up to 2400 Nm Options: Scania Retarder
Range-splitter gearboxes
12 gears. Premium gearbox Engines: up to 2350 Nm Options: Scania Opticruise, Scania Retarder
12+2 gears. Premium gearbox with two crawlers Engines: up to 2700 Nm Options: Scania Opticruise, Scania Retarder
12+2 gears. Premium overdrive gearbox with two crawlers Engines: up to 3500 Nm Options: Scania Opticruise, Scania Retarder
Automatic gearboxes
Automatic gearboxes are available together with most of the 5- and 6-cylinder engines

Power take-offs

There are many ways to tap into the power of your Scania. Our PTO options include gearbox-driven (clutch dependent), flywheel-driven (clutch independent) and engine-driven solutions.

Engines Euro 5 range

Swept volume	Maximum power	Maximum torque	Emission control
5 inline			
9-litre*	250 hp (184 kW) at 1800 r/min	1150 Nm (1000-1300 r/min)	SCR
9-litre*	310 hp (228 kW) at 1900 r/min	1550 Nm (1000-1350 r/min)	SCR
6 inline			
13-litre*	360 hp (265 kW) at 1900 r/min	1850 Nm (1000-1350 r/min)	SCR
13-litre*	400 hp (294 kW) at 1900 r/min	2100 Nm (1000-1300 r/min)	SCR
13-litre*	440 hp (324 kW) at 1900 r/min	2300 Nm (1000-1300 r/min)	SCR
13-litre	480 hp (353 kW) at 1900 r/min	2400 Nm (1000-1350 r/min)	SCR
V8			
16-litre*	500 hp (386 kW) at 1900 r/min	2500 Nm (1000-1350 r/min)	SCR
16-litre*	560 hp (412 kW) at 1900 r/min	2700 Nm (1000-1400 r/min)	SCR
16-litre*	620 hp (456 kW) at 1900 r/min	3000 Nm (1000-1400 r/min)	SCR
16-litre	730 hp (537 kW) at 1900 r/min	3500 Nm (1000-1350 r/min)	SCR

*Also available for biodiesel

Configuration of truck tractors and chassis

Chassis

Axle configuration

Both Scania tractors and rigids come in a great variety of axle configurations. Here you can see typical configurations for long-haulage use. Do you have other needs? Please discuss them with

our Scania dealer to find the right solution.

Fifth-wheel coupling

You can get your Scania tractor with a range of ready-mounted fifth wheels. In addition to the traditional fixed or sliding fifth wheels, there is also the unique Scania direct-mounted fifth wheels option. This option gives an increase in payload by approximately 90 kg.

The Scania direct-mounted fifth wheel is available for both the two- and four-spring air suspension.

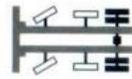
Tractors



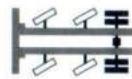
4x2
Chassis height:
extra-low/low/
normal



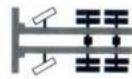
6x2
Chassis height:
normal



6x2 pusher
Chassis height: low/
normal



6x2 twin-steer
Chassis height: low/
normal



6x4
Chassis height:
normal

Rigids



4x2
Chassis height:
low/normal



6x2
Chassis height:
low/normal



6x2 pusher
Chassis height:
normal



6x2 twin-steer
Chassis height:
normal



6x2 rear-steer
Chassis height:
low/normal



6x4
Chassis height:
normal



8x2
Chassis height:
normal



8x2 rear-steer
Chassis height:
normal



8x2 twin-steer
Chassis height:
normal



8x4
Chassis height:
normal



8x4 rear-steer
Chassis height:
normal

Scania cabs range

Cabs

Short cabs

Day cabs

Sleeper cabs

P



Low

Normal

Highline

Scania P-series
Lightweight, economic and comfortable.
A compact Scania cab with full-sized
quality
and performance.

Engines:
250 to 450 hp

G



Low

Normal

Highline

Scania G-series
Well-equipped mid-size cab range,
perfect
for fleet operation, regional and national
long haulage.

Engines:
250 to 490 hp

Not available with gas engines.

R



Low

Normal

Highline

Topline

Scania R-series
Pure premium in every detail with
maximum space, comfort and prestige.
The home away from home for the most
demanding routes.

Engines:
370 to 730 hp

Scania cabs sizes



- 1. Overall height ¹⁾
- 2. Overall length
- 3. Floor-to-roof, footwell
- 4. Floor-to-roof, cab centre
- 5. Floor height, cab centre
- 6. Number of beds
- 7. Boarding steps
- 8. Exterior storage

¹⁾ Depending on chassis height and tyre size.

	1	2	3	4	5	6	7	8
Short cabs								
P short	2790 mm	1710 mm	1500 mm	1170 mm	460 mm	No	2	No
G short	3030 mm	1710 mm	1500 mm	1320 mm	310 mm	No	3	No
Day cabs								
P day	2790 mm	1990 mm	1500 mm	1170 mm	460 mm	1 ²⁾	2	No
G day	3030 mm	1990 mm	1500 mm	1320 mm	310 mm	1 ²⁾	3	No
R day	3100 mm	1990 mm	1500 mm	1480 mm	150 mm	1 ²⁾	3	No
Sleeper cabs								
P low	2790 mm	2260 mm	1500 mm	1170 mm	460 mm	1 ³⁾	2	No
G low	3030 mm	2260 mm	1500 mm	1320 mm	310 mm	1 ³⁾	3	Yes ⁴⁾
R low	3100 mm	2260 mm	1500 mm	1480 mm	150 mm	1 ³⁾	3	Yes ⁴⁾
P normal	3030 mm	2260 mm	1700 mm	1390 mm	460 mm	1 ³⁾	2	No
G normal	3270 mm	2260 mm	1700 mm	1530 mm	310 mm	2 ³⁾	3	Yes ⁴⁾
R normal	3340 mm	2260 mm	1700 mm	1690 mm	150 mm	2 ³⁾	3	Yes ⁴⁾
P Highline	3230 mm	2260 mm	1910 mm	1590 mm	460 mm	1 ³⁾	2	No
G Highline	3470 mm	2260 mm	1910 mm	1740 mm	310 mm	2 ³⁾	3	Yes ⁴⁾
R Highline	3540 mm	2260 mm	1910 mm	1900 mm	150 mm	2 ³⁾	3	Yes ⁴⁾
R Topline	3860 mm	2260 mm	2230 mm	2220 mm	150 mm	2 ³⁾	3	Yes ⁴⁾

²⁾ Optional resting equipment.
Resting bunk width 500 mm.

³⁾ Bed width (upper bed optional):
P-series: lower bed 700 mm.
G-series: lower bed 700 mm, upper bed 600 mm.
R-series: lower bed 800 mm, extendable bed 700–900 mm, upper bed 600 or 700 mm.

⁴⁾ Height: 376 mm. Width: 600 mm. Capacity: 470 litres (both sides together).

Engine range for alternative fuels

TAKE CO2NTROL. RIGHT HERE, RIGHT NOW.



Natural Gas (CNG / LNG)



- City and regional distribution
- Diesel like torque and drivability
- Low noise
- Up to 20% CO₂-reduction
- Scania service network available
- Euro 6

Biogas (CBG/LBG)



- City and regional distribution
- Diesel like torque and drivability
- Low noise
- Up to 90% CO₂-reduction
- Scania service network available
- Euro 6

HVO



- All applications
- Normal diesel engine
- Up to 90% CO₂-reduction
- Normal service intervals
- Euro 6

Biodiesel



- Long haulage, distribution/refuse collectors, construction
- Normal diesel engine
- Up to 66% CO₂ reduction
- Robustness
- Euro 6

Bioethanol (ED95)



- City and regional distribution
- Liquid fuel, easy to handle
- Up to 90% CO₂ reduction
- Euro 6

Hybrid



- Distribution, Refuse collectors
- Diesel, biodiesel, HVO
- Lower fuel consumption up to 18%
- Low noise
- Up to 92% CO₂ reduction
- Better drivability, fast response and gear shift
- Euro 6

Used trucks centre in Ukraine

- More than 50 units on stock in Kyiv
- Different specifications, tractors/chassis/ semitrailers
- Deliveries from Europe
- Real mileage
- Satisfied trucks condition, check before delivery
- Discounts for repair and maintenance
- Attractive prices
- Financing from Scania Credit Ukraine



Scania
approved

Financing from Scania Credit

Providing customers with high quality financing solutions targeted for cooperation and business development.



- Complex solutions for purchasing necessary service packages along with the vehicles (insurance, service, GPS, etc).
- Financing for complete vehicles with semitrailers.
- Flexible and individual approach to each customer
- Transparent pricing
- Short time for decision making
- Experience and competence
- Support in good and bad times

We have been present on the Ukrainian market for more than 10 years and have gained long-term experience in big and small business in all economy sectors: haulage, production, distribution, agro industry, construction, oil&gas, etc.



Currency for financing:	Euro, Dollar	Vehicle price and size of leasing payments are fixed in chosen currency.
Firs payment:	from 25%	Depends on specification and customers requests.
Lease reward:	fixed rate	Fixed for the whole period of the agreement and can't be changed due to fluctuation of such indexes as LIBOR, EURIBOR and other.
Leasing payments:	in UAH according to National bank rate	Without additional commissions in UAH according to NBU rate on payment day.
Insurance:	CASCO	Included in monthly leasing fee. Insurance partner of Scania Credis is Vienna Insurance Group, presented in Ukraine by Knyazha company.

Dealer and service network in Ukraine

- Scania Ukraine – distributor, 1998
- National spare parts warehouse
- Training center
- Driver training
- Scania Assistance

Scania sales and service network in Ukraine:

- Scania Kyiv, Kyiv branch of Scania Ukraine
- Proscan, Kyiv
- Scania Lviv, Lviv branch of Scania Ukraine
- Rubicon, Odesa
- Euroservice Pivdenniy Bug, Kirovograd
- Dnipro-Scan-Service
- Scania Donetsk, Donetsk branch of Scania Ukraine in Kriviy Rig
- Kharkivscan



Spare parts delivery

- Spare parts availability on the level of **96-97%** at the national warehouse of Scania Ukraine.
- Opening hours of the national warehouse:
 - **7 days** per week **8.00 till 21.00**
 - deliveries to the dealers within **2 -12 hours**
- Delivery from Europe:
 - By truck – loading on Friday afternoon, arrival in Ukraine – Wed-Th, **5/6 working days**
 - By avia – DHL – **2-3 working days**
- **1 year** warranty on Scania spare parts irrespective of truck warranty term.



<https://www.youtube.com/watch?v=IZqzkxa4XHo>

Maintenance contracts

Сервісні контракти Ювілейна пропозиція



4 роки за
ціною 2х



In connection with 125 years Scania jubilee in 2016, the price for maintenance contract has been lowered by 50% which comes to approx. 2000 Euro for 4 years.

Requirements

1. Annual mileage more than 100 000 km (80000 km for construction vehicles).
2. Time period – 4 years
3. First payment comes to 25% from the general amount; the rest is split by equal payments during the agreement period.
4. Maintenance plan is developed individually for each vehicle taking into account such terms as annual mileage, operation type, others.

Advantages:

1. Significant costs savings for repair and maintenance.
2. Maintenance planning, time savings.
3. Original spare parts and materials.
4. Check list of main components, monitoring of technical condition of the vehicle
5. Documents flow decreasing. Maintenance can be run at any Scania workshop in Ukraine, no need to sign a separate agreement with each dealership.
6. High residual value of the vehicle.

Scania Fleet Management



General information

- Scania communicator and Monitoring package are included into standard specification.
- Subscription for Control package to be paid additionally.
- Easy to understand reports with focus on vehicle data.
- No additional software needed except email and internet connection.
- More than 500 vehicles are connected in Ukraine.

Scania FMS advantages:

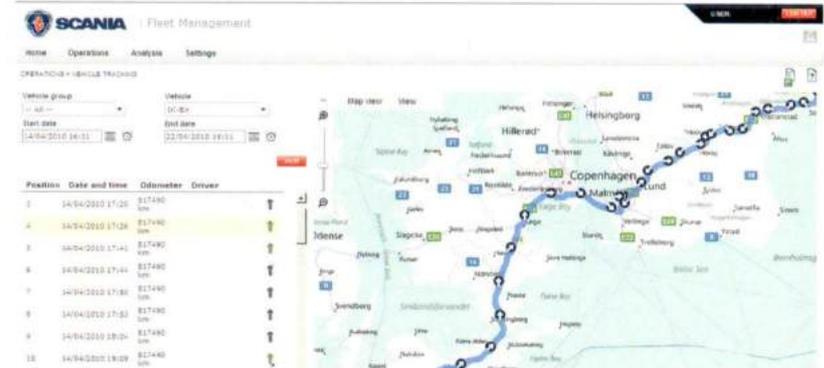
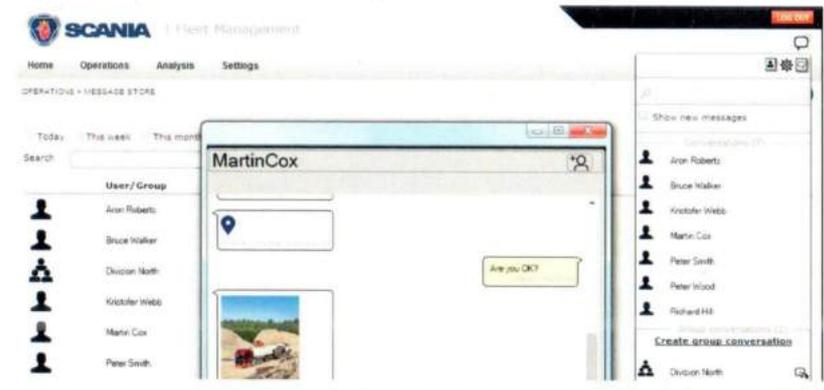
- 24-hours access to key fleet indicators via convenient web portal.
- Increased transport productivity. Report and analysis of key indicators including fuel consumption, mileage and idling.
- Wide options to identify vehicle location with further monitoring, also shown on map.
- Maintenance planning
- Latest update and knowledge bring additional income.

Scania apps for online monitoring

Fleet control online. Control package

The Scania Fleet Management app provides real-time monitoring of the vehicle fleet via smartphone or tablet PC:

- Tacho indicators, current speed, fuel consumption, location.
- Driver's data from tacho's card.
- Driver's telephone number for calling or messaging.
- Accumulated driving time this period.
- Accumulated driving time this day (24 h)



Remote diagnostics



Opportunities and advantages:

- It allows to identify a reason for vehicle stop and remove it (if it's minor) on remote mode without visiting a workshop.
- In case of vehicle breakdown it will be sent to the nearest workshop, where everything will be prepared for the repair.
- Opportunity to check repair quality without repeated visit to the workshop.
- Uptime of the vehicle is significantly increased. Better cooperation with the workshop!

Scania Driver Training



We offer different Scania driver trainings:

- **General.** Introduction of vehicle main functions and options during vehicle handover procedure (purchase of new and used vehicles).
- **Economic.** Economy driving training on customer trucks – Scania instructor visits customer location, training for up to 5 drivers.
- **Analysis.** Research and analysis of vehicle data performance, report with Scania recommendations to improve the performance.
- **Coaching.** In order to increase positive effect from training, it's recommended to use Scania Driver coaching service. Scania coach will remotely follow driver's data on regular basis and give feedback in form of consultations and advisers by phone. If needed, additional training course can be organized for the driver.

Scania Services

Additional services

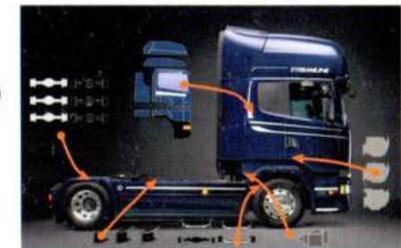
- Scania Assistance
- Repair and maintenance contracts
- Service on customer territory
- Spare parts for trailers and semitrailers
- Scania Classic
- Service packages with fixed prices
- Seasonal campaigns

Scania Assistance



Business support and development

- Financing from Scania Credit Ukraine
- Insurance
- GPS-system of fleet management
- Driver trainings
- Driver coaching
- Adjusted specification to customer needs



Scania Vehicle Related Services

Scania on global level signed agreements with trailers and additional equipment producers for service, spare parts delivery and warranty maintenance in Scania network on local level.



Scania customers in Ukraine



Trans-Logistik



Expedition Deshko



Tigress



Galnaftogas (OKKO)



SOCAR



Vita-Auto (WOG)



Kamenyar



Technoconsult



Sarmat

Scania customers in Ukraine



Nyva-Pereyaslavshyny



Lustdorf



Nibulon



Myronivskiy factory



Ichnya milk factory



AZK



Hermec



Vantazh



Ukrlandfarming

Scania Ukraine

Telephone: +380 44 363-0-363

E-mail: truck@scania-ua.com

www.scania.ua

[www.facebook/Scania.Ukraine](https://www.facebook.com/Scania.Ukraine)

www.youtube/user/scaniaukraine

Address:

Str.Kyivska 37v. Kalynivka,
Makariv district, Kyiv region,
08004

50th km of the highway
Kyiv-Chop

