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Scania's philosophy:

Partnership is the route to sustainable transportation

- Scania is taking a leading role in the drive to develop solutions that facilitate a shift to sustainable transportation
- The struggle against CO₂ emissions is in focus; Scania already has the solutions needed to reach the 2030 targets
- Scania believes in diversity; there is no one solution, you need several different options
- Scania offers a unique range encompassing hybrids, gas engines, bioethanol and biodiesel, such as RME, FAME and HVO
- Ecolution by Scania reduces consumption with the help of optimised vehicle fleets, driver training and customised maintenance
- Scania Fleet CO₂MPOSER is a unique tool that shows transportation purchasers how they can reach their own CO₂ targets through close dialogue with Scania

"We are seeing a rapid development in which many customers are focusing all their attention on reducing CO₂ emissions," says Magnus Höglund, Director Sustainable Transport, Scania Trucks. "Development towards sustainable transportation is now being driven by a number of factors, with greater awareness of climate challenges being perhaps the single biggest driving force."



Scania is tackling the CO₂ challenge by setting targets for its own role in developing long-term sustainable transport solutions. Scania believes in partnership, cooperation and diversity, which among much else is expressed in the fact that Scania has the truck industry's widest range of vehicles running on renewable and alternative fuels.

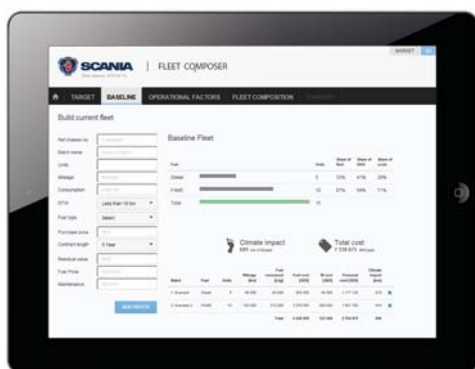
The Euro 6 regulatory framework, which came into effect in 2014, was all about reducing emissions. In hindsight it turned out to be a successful example of how industry leaders forged the way ahead and took the lead in development. Scania introduced its first generation of Euro 6 engines as early as 2011 and is currently into its third engine generation, relying solely on SCR for exhaust after treatment.

"The route to reduced, and eventually entirely abolished, CO₂ emissions runs parallel with the goal of reducing operating costs, which has always been a focal area for Scania," says Magnus Höglund. "The way we see it, developing sustainable transportation solutions together with our customers is without doubt the most effective way forward."

Scania is consciously investing in solutions and powertrains for alternative and sustainable fuels. The level of ambition is high, and for good reason. There is no simple solution to lean back on, and Scania's express goal is to be able to customise solutions for all types of customer, despite the fact that different markets have completely different circumstances and needs. Connected vehicles and services that contribute to both smarter transportation and more efficient vehicles are other important parameters in Scania's ecosystem of products and services.

"We want to be able to offer optimised solutions to a wide variety of customer, so our approach must be to work broadly," confirms Magnus Höglund.

Among other things, Scania has developed the Scania Fleet CO₂MPOSER, an advanced calculation tool that customers can use, in dialogue with Scania, to obtain accurate decision-critical data based on their own CO₂ ambitions. Customers can get an immediate idea of what a given reduction would cost them, with a solution from Scania.



Scania has developed the Scania Fleet CO₂MPOSER, a unique optimisation tool with which Scania, in dialogue with the customer, can optimise sustainable transportation solutions that reduce CO₂ emissions. The solutions are based on the customer's own targets, type of transportation work and local circumstances.

"A common uncertainty factor among customers is the difficulty in correctly assessing how high any possible additional costs will be when using alternative or renewable fuels," states Magnus Höglund. "With our

optimisation tool, we can obtain relevant decision-critical data which, in commercial terms, is based on the local circumstances for each unique customer."



Scania's new truck generation can without difficulty be run on HVO without affecting either the maintenance schedule or vehicle performance. HVO can also be mixed with conventional diesel fuel. With 100 per cent HVO in the fuel tank, the vehicle can in the best-case scenario cut CO₂ emissions by up to 90 per cent.

The initial launch phase of Scania's new truck range includes conventional diesel engines that comply with Euro 6, but with one important addition: they can all be run on HVO (Hydro-treated Vegetable Oil). Engines for alternative and/or renewable fuels will be introduced within the next year. Until then, Scania's entire range of powertrains for alternative fuels is, naturally, available in the current generation of trucks, which are being manufactured simultaneously.

For further information, contact:

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