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Scania's entire range of solutions on display at IAA

- Scania showcases its long-awaited and much-praised new truck range at IAA.
- The new truck generation's reduces fuel consumption by 5%, meaning increased profitability and lower CO₂ emissions.
- Customer profitability is at the heart of Scania's tailor-made range of sustainable products and services.
- Scania is also showing hybrid truck, an LNG gas vehicle and a Crown Edition.
- A comprehensive range of products and services that optimise bus customers' operations are also on display, including a hybrid version of the Scania Citywide LE, a Scania Interlink LD with a gas engine, and a Scania Interlink HD.
- Visitors to the stand can also find out more about Scania Maintenance with Flexible Plans – a connected service resulting in increased reliability and vehicle availability.

Scania is coming to IAA with the new truck range that the company unveiled almost a month ago at a much-praised global introduction in Paris.

“The reception it has received and the level of interest has exceeded even our wildest imagination,” says Christopher Podgorski, Senior Vice President, Scania Trucks. “We knew that customers and the rest of the world had high expectations, but the level of interest and the reception have been completely bewildering.”

Scania is in the midst of an intensive launch phase for the new truck generation. Among other activities, leading European motoring journalists have visited Södertälje to test drive the first available variants, for which the focus is on long-haul operations.

“No one has missed the point that this involves a completely new generation of vehicle and big fuel savings,” says Podgorski. “But there's also been acceptance of the idea that Scania is also introducing a new way of working with applications through dialogue with customers regarding profitability, sustainability, and tailor-made integrated solutions. We have an extremely clear focus on customers' businesses and the potential for them to earn money through investing in our solutions. Scania is now redefining the term ‘premium’ within the truck industry.”

Attractions at the Scania stand include four new-generation trucks as well as a cross-section of a cab. The very successful existing product range – dubbed ‘the best ever’ thanks to its unmatched level of quality – will be manufactured in parallel with the new generation it is therefore present in the stand. The primary representative of the current generation will be a well-equipped forestry truck in the form of a Crown Edition.

Also on display at the stand will be vehicles and services that serve as tangible examples of Scania's clearly articulated goal and customer proposition regarding sustainable transport. These include a gas vehicle that uses liquified natural gas (LNG) and has capacity for long stretches of driving, as well as Scania's unique hybrid truck that combines Euro 6 and operation on hydrotreated vegetable oil (HVO) with noise- and emission-free driving on pure electricity.

On the bus side of things, Scania also has a strong range to show off, not the least from a sustainability perspective.

The stand will feature a Scania Citywide LE, a hybrid bus with the capacity for both city and suburban operations, as well as intercity driving. There will also be a gas-engined Scania Interlink LD on display. This is the first ever completely gas-driven bus with a regular floor. It is also equipped with Scania Opticruise, which saves fuel and is perfect for suburban and intercity operation. Side by side with these is the new Scania Interlink HD with a fuel-optimised powertrain featuring Scania's 450-hp, SCR engine.

"The breadth of our offering and the solutions that we are presenting at the trade fair show that we have sustainable solutions for the challenges facing the industry – available here and now," says Klas Dahlberg, Senior Vice President, Scania Buses and Coaches.

In one part of the stand, Scania will demonstrate aspects of its connected and physical services ecosystem, which makes a significant contribution to the profitability of Scania's customers. The main innovation is Scania Maintenance with Flexible Plans, a connected service that ensures that every truck gets exactly the right maintenance based on how it is actually used.

It's clear that Scania has never had a stronger offering to show off at IAA. The combination of a completely new truck range and tailor-made solutions that always include connected services for both trucks and buses, along with sustainable solutions in the existing best-selling range, guarantee record interest.

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Scania is a part of Volkswagen Truck & Bus GmbH and one of the world's leading manufacturers of trucks and buses for heavy transport applications. Scania is also leading provider of industrial and marine engines. Service-related products account for a growing proportion of the company's operations, assuring Scania customers of cost-effective transport solutions and maximum uptime. Scania also offers financial services. Employing some 44,000 people, the company operates in about 100 countries. Research and development activities are concentrated in Sweden, while production

takes place in Europe and South America, with facilities for global interchange of both components and complete vehicles. In 2015, net sales totalled SEK 95 billion and net income amounted to SEK 6.8 billion. Scania press releases are available on www.scania.com

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