



SCANIA MIDDLE EAST

JOURNEY

[SUSTAINABLE TRANSPORT SOLUTIONS]

Sustainability
Report 2018

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#NexGenScania
Launch

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[IN FOCUS]

NEW TRUCK GENERATION

THE MOST FUEL EFFICIENT TRUCK WE'VE EVER BUILT

#1 – 2019

SCANIA



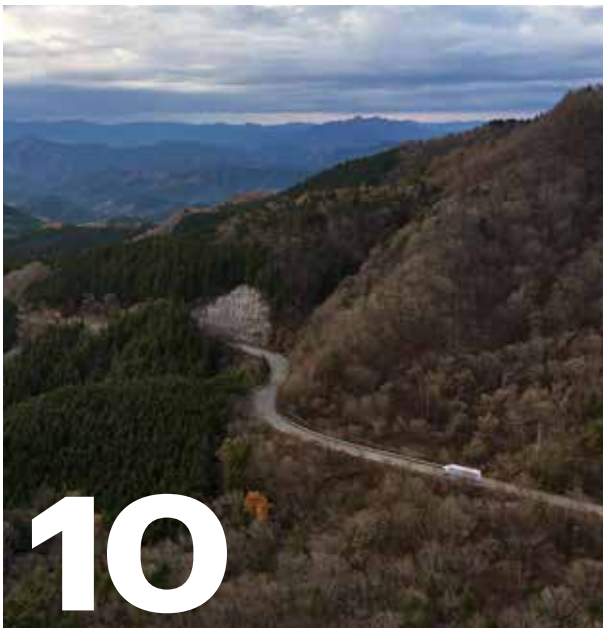
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TIME TO ACT ON SUSTAINABLE TRANSPORT

The transportation sector in the Gulf region is going through rapid changes. More attention is paid to fuel efficiency and total operating economy, which is achieved based on an optimized customer specification. Scania believes that innovation, profitability and sustainability can, and should go hand in hand. Demand for sustainable transport solutions is increasing not only from our customers, but also from their customers - buyers of transport services. The world can't wait for a "one size fits all" solution; the conditions and issues vary so much from place to place that there is no silver bullet. Scania is on a mission to drive the shift towards a sustainable transport system. It is trying to pursue this vision in the region by showcasing a wide range of vehicles powered by alternative fuels. Demand is starting to increase for these type of sustainable solutions and Scania Middle East is partnering with customers in order to drive this shift together.



The biggest project for Scania Middle East in 2018 has been the launch of the New Truck Generation. We are very pleased to see the high interest and positive customer reaction on our events in the different markets. Scania takes a giant step in to the future introducing new technologies, services and insights that help customers to get an overview of both costs and revenues.

We give gratitude to all our partners for their incessant efforts to prove and communicate the brand's technical superiority in performance within their respective markets - Uptime, Low Maintenance cost and Outstanding Fuel Economy. With the launch of the New Truck Generation, as well as an evolving range of buses and engines - Scania aims to maintain a strong position as well as increase market share over the coming years.●

“ Scania takes a giant step into the future introducing new technologies, services and insights that help customers to get an overview of both costs and revenues.”

Ozcan Barmoro, Managing Director - Scania Middle East FZE



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[IN FOCUS]

REDEFINING THE DRIVING EXPERIENCE

Launch of revolutionary New Truck Generation in the GCC

This time we wanted to go even further and challenge our own proven solutions. Our ambitions to find new ways to support your business brought us all the way back to the drawing board. Discover the new Scania. Made for the only business that matters. Yours.





A new-born classic derived from unparalleled qualities in driver environment, safety, fuel efficiency and engine power.



We have kept you waiting for years. Engineering and refining to perfection. Now that the result is standing in front of you, we are proud to say that it was well worth the wait. What you are looking at is not merely an opportunity to enhance your fuel efficiency, increase your payload and improve your pro-

ductivity. It is a game changer in the long-distance transport industry that redefines premium by offering you the option of optimisation instead of standardisation. This is why the tailored solutions always will triumph over the standard one, in the business of profitability. This is why our new generation trucks and services are tailored for the only business that matters. Yours. >>



The New Generation has been developed with a number of overall features in focus such as; the driver environment, fuel economy, optimum use of interior space, safety and maximum reliability. These requirements have driven the development work and are reflected in the details as well as throughout the overall design.

Scania takes a giant step into the future introducing new technologies, services and insights that help customers to get an overview of both costs and revenues. This is not just a new truck range, it's also a unique, ingenious toolbox of sustainable solutions with products and services that Scania is first in the industry to really be able to deliver. The New Truck Generation has been specifically developed for the utmost performance, with a pronounced focus on driver environment, interior space, safety and reliability●



Driver Environment

The new instrument panel has been ergonomically designed with the driver's position in focus. It offers perfect control behind the wheel and enhanced cross-cab access. By moving the driver's position forward, lowering the instrument panel and redesigning the A-pillars, the new cab ensures improved direct visibility and a spacious feel behind the wheel.



Cab

The introduction of 24 different cab models that provide opportunities to customize optimal solutions for each and every customer operation, regardless of whether the focus is on interior space, fuel economy, maximum comfort or load carrying capacity.



Handling and Stability

The new cab and powertrain suspension are excellent news in terms of vibration comfort. As in the new position and improved air suspension on the front axle, which also contributes to better handling stability. In addition, the Electro Hydraulic Power Tag Axle creates a better axle alignment, which will decrease the weight of the vehicle, simplify bodybuilding and reduce both the wear on your tyres and your fuel consumption.



Aerodynamic

Front, roof, side, underbody - all areas have been analyzed, adjusted and optimised to streamline air flow and achieve the lowest possible air resistance.



Safety

Unique safety features such as roll-over curtain side airbags, Stability Control, Active Emergency Braking (AEB), Electronic Braking System (EBS), Adaptive Cruise Control (ACC) and Lane Departure Warning (LDW). Improvements in the braking system and moving the front axle forward, improvement in braking distance is achieved.



Fuel Efficiency

Through improved aerodynamics, new engine concept together with intelligent support systems, the new generation Scania is in the lead when reducing fuel consumption.

EXPERTS' ADVICE

How will Scania's customers benefit from the New Truck Generation?



"With the new generation trucks Scania designed a solution that is optimized to overcome the various challenges unique for our customers business, offering the option of optimization instead of standardization. Our customers demand cost effective solutions which gives them the best Total Operating Economy. Through improved aerodynamics and a new engine concept the new generation Scania is in the lead when it comes to reducing fuel consumption. Scania's new range of trucks and services provides robust and reliable solutions, with the "Scania XT" the new Scania range is entirely dedicated to meet the challenges of our markets diverse transport sector.

- Samir Salamoun, General Manager - Sales
Al Shirawi Enterprises LLC



"The major benefits of the New Truck Generation to our customers is its powerful range of powertrains, fuel efficiency with guaranteed low fuel consumption and its overall productivity.

Majority of our customers are in the construction and waste management industry where trucks are being used in hard labor and the challenge is how the trucks will adapt in the weather condition on field. With these powerful trucks, specifically the XT range, all these issues are covered.

This smart solution will definitely deliver high vehicle uptime and more value to the customers."

- Ayman Hafez, General Manager
Bin Brook Motors & Equipment LLC

INTRODUCING THE ALL-NEW XT RANGE

TIME FOR A TOUGHER GENERATION

At Scania, we have a solid history of overcoming tough challenges. Delivering vehicle solutions for both the mining and construction industries has taught us the true meaning of uptime, and what it takes to secure it. Now the new Scania XT range stands ready to prove it. The XT range is the result of tireless engineering and extensive field testing. Our entire history embodied in vehicles that are robust and reliable like no others. The sturdy one-piece steel bumper, carrying a towing device with a towing capacity of 40 tonnes, headlamp protection, robust mirror casings, tailored powertrain and chassis specification to suit your needs are just some of the features of the XT range vehicles. In addition there's the improved visibility and new aerodynamic design, which together improve both the driveability and fuel economy of the vehicle. Choosing a XT vehicle means choosing a business partner, robust and durable, ready to cope with the tough challenges that come with your construction operation.



Cab

Choose among our wide range of cabs, offering different roof heights and lengths when tailoring your solution. From the highest S-series cab with generous living and resting space to the compact P-series short day cab, when maximised loading capacity is wanted.

Chassis

Regarding your chassis specification, all Scania options will be available for the XT truck. From a fully air suspended two axled configuration with a front underrun protection to a five axled leaf suspended offroad classified chassis specified for the toughest construction operations, and every option in between.

Engine

Our new and improved engine program stretches from the 9-litre engine range to the famous 16-litre V8, enabling you to perfectly balance performance with fuel efficiency based on the nature of your application and actual operation. In addition, we offer a wide range of alternative fuels for a sustainable transport solution.



EXPERT'S ADVICE

"With the XT range, we have taken an already proven and reliable focus on the specific demands of the Construction segment. Improving robustness, reliability, fuel consumption and payload construction."

- Hans Wising, Sales Director, Scania Middle East FZE



Sturdy Steel Bumper

The bumper provides excellent protection for the components at the front of the vehicle, reducing unwanted downtime and costly repairs to cab and chassis while improving mobility with its large attack angle.

Inspection Step and Handle on Roof

The inspection step available on our day cabs provides easy access for checking the cargo or body without stepping down from the cab. Integrated in the cab side behind the door, combined with a handle on the roof and an extra handle inside the cab available if needed, it provides the best possible ergonomics.



40 Tonne

The readily-accessible tow pin in the front, provides a 40-tonnes towing capacity, the strongest in the market. It enables the vehicle to be quickly pulled out of trouble, even without unloading the cargo.

Fold-out service step

The fold-out service step in the bumper, together with grab handles in the front, ensures safe, nonslip climbing. Grab handles are integrated in the cab front enabling easy access to the windscreen saving time on daily maintenance.

XT Badge

The XT badge on your front is not just some fancy accessory. It's a quality stamp, and a sign of the robustness and power that will secure uptime and productivity.



Robust Rear View Mirrors

The robust XT mirrors have a rugged, patterned surface that is scratch resistant, helping the mirrors to retain their functionality over time.

able product and improved it even further with
ad, the XT range is your perfect partner in Con-



SCANIA'S ANNUAL & SUSTAINABILITY REPORT

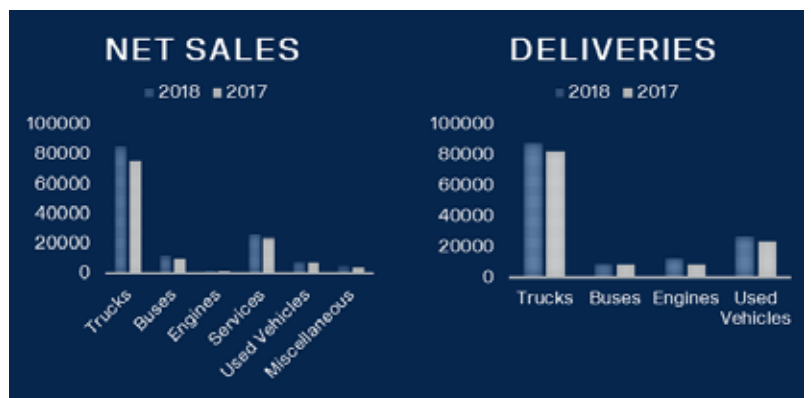
The Scania Annual and Sustainability Report 2018 (the Scania Report 2018 in short) is Scania's fourth combined annual and sustainability report, detailing the company's financial, social and environmental performance. It is now published in Scania's online channels. To meet the global target of the Paris Agreement, the curve of CO2 emissions must be bent within ten years, and this calls for action here and now. In the report Scania reflects on another year of strong growth and continued focus on contributing to a sustainable future in the ecosystem of transport and logistics. The focus of this year has been to show actual proof points of what Scania is doing to drive the shift towards a sustainable transport system, providing clear evidence of what we can do today rather than just talk about solutions of the future.

"Sustainability is no longer a choice for companies to opt in or out of. It is something we must deliver on to stay relevant. At Scania we have transformed our company's entire purpose, to becoming a leader in the shift towards a sustainable transport system. Our customers require it of us, and their customer ask it of them," says Scania's President and CEO Henrik Henriksson ●

2018 IN NUMBERS

"2018 was a year of continued growth and of records in many areas, while we carried out the biggest industrial transition in the company's history. Deliveries of trucks, buses and coaches, as well as engines reached all-time high levels, and so did service volume. Scania's net sales amounted to SEK 137.1 billion, an increase of 11 percent compared to the previous year.

Earnings rose to SEK 13,832 m., which gave an operating margin of 10.1 percent. Higher vehicle and service volume contributed positively and so did currency effects while higher production costs for running double product ranges and disruptions in the supply chain impacted earnings negatively.," says Scania's President and CEO Henrik Henriksson ●





RECORD SCANIA GAS BUS DELIVERY TO BOGOTÁ

In its largest gas bus delivery ever, Scania supplied 741 Euro 6 gas buses – the cleanest and most silent buses on the Colombian market – for the renewal of Bogotá’s TransMilenio Bus Rapid Transit system. Established in the early 1990s, the system carries 1.7 million passenger journeys every day.



SCANIA CO-FOUNDS A CONSORTIUM WITH THE PURPOSE TO STIMULATE A ROLL-OUT OF GAS FUEL-LED TRUCKS

With EUR 2.9 bn in EU funding, the consortium BioLNG EuroNet, including Scania, Shell, Grupo DISA, OSOMO and Iveco focuses on producing liquefied biogas from waste and residues and on building a network of as filling stations covering key commercial routes in Europe.

OUR APPROACH TO SUSTAINABLE TRANSPORT SOLUTIONS



Energy Efficiency



Alternative Fuels and Electrification



Smart & Safe Transport

#WESCANIA - CUSTOMER TESTIMONIALS

At Scania, we give paramount importance to our customers' feedback on our products and services. Their comments and testimonies based on their actual business operations are highly valuable for our future path to growth. #WeScania is our gateway for these valuable customers' stories and testimonies.

•Visit our website to see and read these customer stories: www.scania.com/ae/en•



“ When Momentum Logistics decided to update its transport division fleet it began an in-depth review and comparison of market availability. The evaluation was detailed and extensive and the conclusion determined that the Scania option was the one that offered the highest level of return on investment for both the Momentum Logistics and its customers. The total cost of operating the Scania vehicles was not only the most cost effective in the market but has the added benefit of being supported by on-site maintenance from local company Al Shirawi, leaving Momentum Logistics to concentrate on its core business. In addition, the agreement has a 5 year buy back guarantee included, allowing the Company to maintain close control on the cost of operations to achieve productivity and ROI targets. The Scania vehicles are fitted with engines that comply with the European emission standards. This means Momentum Logistics ensures emission standards stay in advance of any regulations in the countries in which we currently operate and ensures we maintain and exceed the sustainable environmental standards set within Momentum Logistics and the wider GulfTainer Group of Companies. Momentum Logistics has been delighted with performance of the vehicles that have been incorporated into the fleet. Based on our experience of the service and aftercare of the Scania vehicles we will continue to upgrade the fleet through our partnership with Al Shirawi.”

• Mr Martin Roberts, Transport Manager of MOMENTUM LOGISTICS



“ Working in this type of industry requires good equipment which is reliable, with outstanding uptime, fuel efficient, and we found this with Scania truck. No reason to doubt, Scania truck is very much dependable when it comes in transporting these materials to each construction sites. Good customer service, professionalism and personal relationship of the ARACO team are the most important aspects that matters, we can easily approach them whenever we need assistance. ARACO provides the right service needed to keep our operations always up and running.”

• Mr. Robert Tarazi, Managing Director of BETON

“ We are transporting material for the cement and construction industry and our loads can reach up to 80 tonnes. Our 3-axle tipper trailers drive between UAE and Oman. My father bought the first Scania in the 90s and we have since extended our fleet exclusively with Scania's. The fuel consumption we get is the best compared to any other truck. Our drivers are very satisfied with the comfort of the trucks. Over the years our relationship with the SATA team has become very strong, and we know we can count on their support anytime. The Aftersales service is very important for us, because we must avoid downtime. Our business is based in Sohar, so the new service centre there is very convenient for us. We are proud to be one of the first owners of the new NTG series in Oman. We are sure the new truck generation will be even more fuel efficient than the old series and it will have a positive impact on our total operating cost.”

• Mr Ali Al Shibli, Owner of SAHL BQ'HA GLOBAL TRADING LLC



A Profound Legacy

[Featured: Moeen Bin Brook - Vice Chairman , Bin Brook Motors & Equipments LLC]

Celebrating 50th Year Milestone.

This year marks the 50th anniversary of Bin Brook Motors & Equipment L.L.C. since it was founded by Mr. Mohamad Bin Brook, the father and Chairman in 1969. Based in the emirate of Abu Dhabi with just a handful of employees, the company eventually expanded and represents the world leading partners in the industry such as Scania, Cifa, Doosan and more.



It is a proud moment for us as we reflect on the past 50 years and how far the company has come. This year also marks the 40th year of our partnership with Scania. This partnership plays an outstanding factor with the company's success. It provided us extensive support with our operations and development. Five decades is a significant milestone for every company and still we overcome challenges. We really owe the success to our trusted partners, customers and most importantly our employees who constantly trust and support us every step of the way, shares Mr. Moeen Bin Brook, Vice Chairman of Bin Brook Motors & Equipment L.L.C.



AL OSAIS GROUP VENTURE NEW PARTNERSHIP WITH GCC OLAYAN

[By: Abdulrahman A. Ghobi - GCC Olayan, Saudi Arabia]

Al Osais started its humble beginnings way back in 1972, trading in Petroleum products, Gas stations in the Eastern Province and Construction Contracts. Growing in strength, numbers and businesses over the last 40 years propelled this multi-faceted business group with diverse activities to establish into Al Osais International Holding Company. They started their transport fleet with various brands, as they strategically decided to shift to more efficient and effective solutions, to allow them to compete with the tough market requirements in the Kingdom of Saudi Arabia. They smartly searched for the right partner that is able to deliver longer sustainable solutions. They did not have to look far, as the solution was available in the country itself, GCC Olayan along with the partnership of Scania became the partner of choice to enable Al Osais group, to reach their aspiration of being the main industry player going forward within the Kingdom. Al Osais took their decision based on the service offered by GCC Olayan, furthermore the Scania new truck generation (NTG), provides them with outstanding operational performance, fuel efficiency, reliability to maintain uptime, and high return on investment, in comparison to all truck rivals in the Kingdom of Saudi Arabia. Al Osais and GCC Olayan, have jointly succeeded in delivering the first batch of 4x2 Long Haulage Tractor trucks with Opticruise transmission, Dual AC (mechanical/electrical compressor to allow the drivers, to rest in their trucks, while the engine is turned-off) leading to lower operating cost, longer powertrain life, less spare parts consumption. Al Osais being a smart entity operating in Saudi, have backed up all of their new Scania supported fleets, with a 5-year Repair and Maintenance contract Extr@ warranty. Giving the customer peace of mind and cost control on all major repairs●



WELCOME ABOARD

[By: April Rose Villafuerte - Bin Brook Motors & Equipment LLC, Abu Dhabi, UAE]

Mr. Bhaskara Vijaya, the newly appointed After Sales Manager of Bin Brook Motors & Equipment L.L.C. has accepted the challenge to be part of the team. "I believe the biggest opportunity is to show customers what value we can add to their business and to drive Bin Brook Motors & Equipments LLC to be a sustainable organisation" he shares. Working with Scania Middle East for more than 10 years has given him extensive experience to lead and take the responsibility for the role. He had never dreamed of being in the business as a young professional, "I aspired to serve the Indian Air Force until an opportunity came to join APSRTC (Road Transport Corporation)". Mr. Bhaskara is fond of reading books for personal development and playing sports during his free time. "I know that Bin Brook Motors colleagues have the potential and my aim is to develop a competent organisation by following Scania's standard process in order to serve the customers professionally, and eventually gather more prospects while maintaining rapport with our existing customers". "I have been working with Bin Brook Motors colleagues since my Scania Middle East days, and I am confident they will provide utmost support and trust in me". What I can share with them is to see the positivity in everything, invest time to learn, how you can add value to customers and drive your actions and plans to reach tipping point" ●



Capturing the Remarkable

Scania Middle East invited Scania CV AB photographers Mr. Gustav Lindh and videographer Ms. Anna Wigfross to capture the performance of the New Truck Generation in the Middle East region. Bin Brook Motors & Equipments LLC presented the first NTG XT series sold, P380 CB 6x4 attached with 4500 gallons Water Tanker to Bin Shahwan General Land Transport Est, a reputable transport company in the Emirates. Guided by our very own Mr. Mansur Ali, Sales Manager, the photo shoot took place in Al Wathba Forest Center, Abu Dhabi to captivate the trucks performance in Arabian Desert scene. According to Mr. Mansur "It was a delight to be a part and work with such amazing talents. Watching them capture every detail of the truck at work and emphasizing its features, opens my view to better appreciate the truck's performance in different perspective. This way I can convince more customers how the New Trucks performance brings smarter solutions that adds more value to their business.

This New Truck is now generously providing water to most demanding areas of the region and adds greenery in the forestry of Abu Dhabi.



SCANIA FINANCE NOW AVAILABLE AT SATA

[By: Berit Goldner - SATA LLC, Oman]

Every businessowner has a vision for his company, and that vision is frequently manipulated by managing and prioritizing the use of financial resources. Covering Trucks, Body & Trailer, and Services, SATA now provides flexible financing solutions through Scania Finance, tailored to give customers predictable costs and manageable risks – over the entire lifecycle of their vehicle. Our dedicated finance representative is analyzing the customer's business and sets up the best financial plan, tailor-made to suit the operational needs and goals by optimizing funding cost, cash flow management and tax. By adding Scania Financial Services, we are able to give our customers an essential tool to grow their business and protect their operation, and at the same time we are able to force business growth, improve our competitiveness, and extend our customer base●



NATIONAL DAY OF SWEDEN CELEBRATIONS

[By: Emmielou Buque - Arabian Agencies Company LLC, Qatar]

Scania under the dealership of Arabian Agencies Company was one of the platinum sponsors during the Midwinter Celebration of the National Day of Sweden at St. Regis. The event held at The St Regis Doha was attended by many invitees who enjoyed the celebration and the Swedish folklore traditions. Apet Topolian, Sales manager of Arabian Agencies Company, said: "Scania, being in the industry for more than 125 years, is known as one of the leading manufacturers of trucks and buses for heavy transport applications, hauling, transport, 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." With a complete product range, strategically developed for your business, Araco offers fixed repair payment for your Scania wherever they may be. Services can include comprehensive management and maintenance, or can be limited to specific available services, which in turn reduces operational cost. Sufficient maintenance is essential to maintain the high productivity and low fuel consumption of Scania vehicles. Araco's proven track record of customer satisfaction is rooted through an outstanding track record of services offered to our clients. We never stop innovating methods to continuously offer our customers the optimum solutions,"●



AL SHIRAWI ENTERPRISES HONoured WITH THE IMDAAD STRATEGIC PARTNER APPRECIATION AWARD

[By: Rajiv Bhatia - Al Shirawi Enterprises LLC, Dubai, UAE]

Imdaad is the first Dubai based waste management Company and the Middle East's leading Integrated Facility Management Company. Imdaad Strategic Partner Appreciation Award distribution ceremony was held on 18 December 2018 at the Hotel Palazzo Versace, Dubai. Al Shirawi Enterprises LLC was honoured in the Platinum category. Mr Samir Salamoun, General Manager, Commercial Vehicle Sales, Al Shirawi Enterprises, accepted the award on behalf of the company, from Mr Jamal Lootah, Group CEO of Imdaad. Imdaad has a fleet of over 200 trucks, which ply in the UAE, Oman and 90% of the same are Scania. Company spokesman shared that the Scania has been their preferred choice for trucks for the last 20 years. Al Shirawi Enterprises has supplied several variants of Scania i.e. SKIP Loaders, Refuse Compactors, Cesspit Tankers, Tipper Trucks, Hook Lifts. Besides the trucks, Al Shirawi has spent extensive effort in updating the knowledge of the drivers and training them on the trucks with safe and fuel-efficient driving such that the total cost of operation is in good control. Imdaad is a founding member of the Middle East facilities Management Association (MEFMA) and employs 6000 skilled workers from 37 Countries. Over the last 33 years Imdaad has earned a trustworthy reputation amongst the industrial clients ●



MOVING PEOPLE TO THE NEW PREMIUM - SCANIA HIGER T50

Scania premieres its new Scania Higer T50 in the Middle East

Scania buses and coaches are inspired by the people who travel in them, who drive them and who own them. Scania and Higer are the leading exporter of premium coaches from China (Scania Chassis from Europe/Brazil & Higer bus body from China). The Scania-Higer cooperation is a commercial partnership, where Higer provides bodybuilding expertise, while Scania supplies the chassis, global service network and the experience of customer demands. Jointly with Higer, Scania's team of stylists gives the coaches a distinct Scania character dedicated to provide the best bus for passengers on their daily commute. Currently, we are working on to increase the product range for the region. The Scania Higer T50 is the 2nd premium bus edition after the successful Scania Touring that will be sold in the Middle East market ●



“ Their complete business solutions with our existing fleet is greatly reliable and appreciated by our clients.”

Ahmed Al Naggar, Executive Director of Al Mariah Transport and Al Mariah Travel and Tourism.

EXTRA MILE WITH AL MARIAH UNITED GROUP

Al Mariah United Group trusted Bin Brook Motors Equipment L.L.C. once again for the supply of Scania Marcopolo Paradiso 1200 Euro 5 coaches as addition to their existing fleet.

Being one of the country's most outstanding operational companies, Al Mariah United Group has been a trusted service providers in bringing comprehensive solutions for different business sectors since 1970 and serving high-end clientele such as government institutions, oil and gas companies, schools, hospitals, airports, energy centers, real estate properties, banks, construction companies, private corporations, local and international organizations.

“We are looking forward to expand our fleet due to greater demand of transportation in the country today. With this expansion we have decided to allocate the orders to our trusted partners Scania and Bin Brook Motors, as they have been providing us the solution which meets extreme demands for the safety and comfort of our clients. Their complete business solutions with our existing fleet is greatly reliable and appreciated by our clients” shares Mr. Ahmed Al Naggar, Executive Director of Executive Director of Al Mariah Transport and Al Mariah Travel and Tourism.

LAUNCH OF THE NEW TRUCK GENERATION



BIN BROOK MOTORS & EQUIPMENTS LLC, ABU DHABI

Moeen Bin Brook, CEO of Bin Brook Motors & Equipment LLC, distributor for Scania in the capital, said: "Scania products are designed for different customer applications, with the total operating economy in mind. For us in the region, especially with the new Scania XT range, Scania's focus on tailor-made solutions for each application will increase uptime and the earning capacity of construction segment who have to cope with tough challenges."



AL SHIRAWI ENTERPRISES, DUBAI

Thani Al Shirawi, CEO of Al Shirawi, distributor for Scania in Dubai and Northern Emirates, said: "Scania's trucks are popular in Dubai/Northern Emirates due to their robustness and reliability, as well as the sales and aftersales service support extended 24x7 by Al Shirawi's highly competent factory-trained team. It enables customers to experience value of the advanced design and quality which is built 'for the only business that matters, Yours'."



SATA LLC, OMAN

Abdul Latif Abdul Rasool Qassim, Director of SATA LLC, said: "Scania has a well-earned reputation based on a deep understanding of its customers' businesses, and for the outstanding operational economy its vehicles offer. We welcome the new truck generation, which will provide our customers with enhanced features and tailor-made solutions. In 43 years of Scania in Oman, the company has played a continued role in the Sultanate's development, and is poised to further contribute to the transformation of our transportation industry."



GCC OLAYAN, KINGDOM OF SAUDI ARABIA

Ibrahim Abudayeh, Regional General Manager of GCC Olayan, said: "GCC Olayan prioritises the delivery of complete effective solutions to our partners in the Kingdom of Saudi Arabia. Having been the exclusive dealer for Scania for over 38 years, we welcome the new developments demonstrated by the new truck generation, which will transform the logistics, transport, construction, and mining industries in line with Vision 2030."



NTG SALES TRAINING, 3RD - 4TH OCTOBER

Scania Middle East hosted the New Truck Generation training for all our Dealers in the region to introduce the New truck range before its launch in the Middle East.



MIDDLE EAST ELECTRICITY 5TH - 7TH MARCH

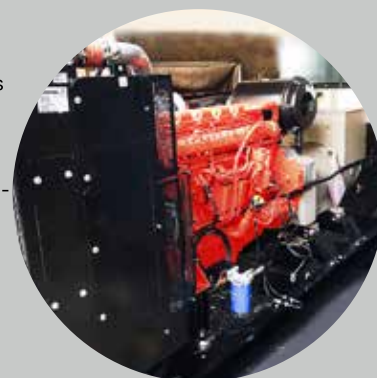
Scania put up a strong display of its presence during the Middle East Electricity 2019. This is the 4th year in a row that Scania has supported this exhibition centrally in order to grow its presence in the region.

It has been a great opportunity to present Scania's broad range of power generation engines as well as meeting our reliable partners, customers to strengthen our relationship and ensuring our strong presence in the region.

SCAN POWER, OUR PROUD PARTNER FOR ENGINES IN LEBANON

Scania Middle East have managed to establish a strong & efficient business relationship with Scan Power in Lebanon. Scan Power is specialized in assembling Gensets powered by Scania engines in high quality that meets Scania recommendations. Indeed it is a very positive step towards developing Scania engines business in Lebanon but also in the Middle East region.

According to Michael Nagy, Engines Sales Manager in Scania Middle East, "We believe that there is a huge opportunity to further grow the engines business together with Scan Power since our main objective is to deliver premium Gensets that meet our customers' demands. We are keen to support Scan Power in all aspects in order to provide the end customer with sustainable Gensets powered by Scania engines."



NTG BODYBUILDER TRAINING, 7TH FEBRUARY

Scania Middle East organized the bodybuilder training on the 7th Feb for our trusted Bodybuilders in the region to introduce the New Truck Generation.

TAKE ADVANTAGE SERVICE PACK



EXTR@

With Scania Middle East Contracted Service (Extr@) we are offering flexible repair and maintenance solutions, to avoid unplanned costs while maximising uptime. We aim to increase the potential of our Partners' service offerings and thereby build a strong and long term partnership with customers.

COVERAGE:

Engine	Fuel and Exhaust Systems	Gearbox + Gearbox PTO	Propeller Shaft	Front Axle (if applicable)
Cylinder Head	Injection Pump and Injectors	Gearbox Assy	Propeller Shaft	Front Axle housing
Cylinder Block	Exhaust System	Gearbox Housing	Intermediate Propeller Shaft	Axle gear
Crank Mechanism	Exhaust Gas After treatment	Gear Selector Housing	Clutch	Differential Lock Housing
Timing Gear	Electrical System	Shafts, Gear	Clutch Control	
Lubrication System	Ignition System	Planetary Gear	Clutch Housing	
Exhaust Manifold	Cable Harness, Engine	Gear Control	Torque Converter	
Turbocharger	Cooling System	Cooling System	Rear Axle	
Intake Manifold	Radiator	Power Take-Off	Rear Axle housing	
Power Take-off	Charge Air Cooler	Built-In Torque Converter	Axle Gear	
EGR System	Coolant Pump	Built-In Retarder	Differential Lock Operation	
		Retarder	Rear wheel hub	



Upto 5 years Maintenance Contract



Upto 5 years / 1,000,000 km / 20,000 hrs powertrain protection



Upto 5 years FMS Monitoring or FMS Control Package

AGE OF OUR AGES

CLASSIC LUB3

Scania Middle East has introduced Scania Classic Lub3 in all our markets as part of our Contracted Service offerings for all vehicles older than 5 years.

Customers with trucks older than 5 years can now benefit from the below services for a fixed price.

- Adapted Oil and Filter Change Interval
- Fuel Filter and Water Separator Change
- Health Diagnostic Check List
- Printed Operational Data Analysis Report
- Additional 10% Discount on parts and labour on all repairs in connection with the maintenance event
- Two-year parts warranty



CONNECTED SERVICES

With Scania Fleet Management, customers can now take control of their fleet and drivers while in the office. As part of the Contracted Services, we are now offering the below 2 packages to our customers.



Monitoring Package is an easy-to-use service that puts you on the right track to improving your fleet economy – even for small fleets



The Control Package is an advanced set of services that help fleet owners utilize vehicle and driver follow-ups and operational information to support their transport process.





Scania and SATA at the Oman Mining Expo 2019

Scania and SATA participated in the Oman Mining Expo 2019 held from the 15th to 17th April and displayed the all-new XT Heavy Tipper.

A great opportunity to exhibit our all-new Heavy Tipper with a 25% increased payload compared to a normal 8x4 Tipper and equipped with a range of powerful features to excel in the most challenging of environments ●



The first all-new Scania NTG chassis mounted with CIFA S.p.A's concrete pump in the Middle East

Our partner in Abu Dhabi, Bin Brook Motors and Equipment L.L.C. who're also the dealer of CIFA in UAE; has just received their first CIFA Concrete Pump mounted in Italy, on our all-new Scania NTG for their stock.

Along with the Concrete Pump, BBM has also built up a healthy stock of CIFA concrete mixers mounted on Scania NTG chassis. These chassis are specially specified by BBM considering all the inputs from the superstructure builders to have an optimized machine to serve the local customers to its best.

The majestic machine you see in the picture is Scania G 440 B8x4NZ chassis tailor-made for CIFA K42L Truck Mounted Concrete Pump. The truck comes with an 8x4 wheel configuration powered by a massive 440HP EU5 engine with a very driver friendly G-Cab, mounted with a boom of 42m length with four outriggers and state of the art control units.

This combination makes a perfect workhorse for the customers for the respective application.



The 10th round of Scania Top Team held last year was bigger than ever with a record of 70 countries participating! The Global Competition showcases Scania's commitment to customer service in its efforts to find the best service technicians in the service network. After successfully emerging as victors from the Gulf Regional Final, the team went to Malaysia in September to compete in the Top Team Regional Final. 9 Service teams gathered in the Malaysian capital, Kuala Lumpur.

Our team from Dubai along with the team from Taiwan clinched the winning positions. Team 3D from Al Shirawi Enterprises, Dubai said that their success concept is built on their dedication, teamwork and sharing knowledge between each other. The 12 qualifying service teams - Argentina, Austria, Brazil, China, Dubai, Finland, Italy, The Netherlands, New Zealand, Poland, Switzerland and Taiwan then went on to the World Final that took place between 5th - 8th December, 2018 in Sodertalje, Sweden.

"Our winning team was dedicated all the way from the beginning of the Top Team competition, they spent a lot of time preparing theory and practical sessions. The performance in the Asian Regional Final was excellent. The team demonstrated good coordination, team spirit, fast diagnostic skills and emerged winners by beating some of the best teams in the region. To be among the top 10 teams of the world in the world final competition makes us proud and motivates us to work hard to excel further in the next Top Team competitions," added Santhosh Varghese, National Service Manager at Al Shirawi Enterprises, on their journey to the Global Final ●

“ To be among the Top 10 teams of the world in the World Final Competition makes us proud and motivates us to work hard and excel further in the next Top Team Competition.”

Santhosh Varghese, National Service Manager, Al Shirawi Enterprises LLC

SCANIA MIDDLE EAST NTG DELIVERIES

 **Oman Flour Mills**
Oman



P410 A6x2/4NA (x2) delivered by SATA LLC to Oman Flour Mills.
The first NTG sold in the region



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 **Momentum Logistics**
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P 380 A4x2HZ (x1) delivered by Al Shirawi Enterprises to Momentum Logistics



 **Al Osais Group**
Kingdom of Saudi Arabia



G 410 A4x2NZ (x10) delivered by GCC Olayan to Al Osais Group



Bin Shahwan
 Abu Dhabi, U.A.E.



P380 B6x4HZ (x3) delivered by Bin Brook Motors to Bin Shahwan.



ENOC
 Dubai



G 380 A6x2NA (x4) delivered by Al Shirawi Enterprises to ENOC



SAHL B'QHA Global Trading LLC
 Oman



G460 A6x4NZ (x1) delivered by SATA to SAHL B'QHA Global Trading LLC



Al Danah
 Kingdom of Saudi Arabia



G410 A4x2NZ(x5) delivered by GCC Olayan to Al Danah





SCANIA

P 380

XT



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