

SCANIA SAFARI



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MESSAGE FROM THE MD



At Scania, we share the belief that sustainability and profitability go hand in hand. We also recognize the critical role that the transport industry will play in solving the challenges the world is facing. Scania's vision is to drive the shift towards a sustainable transport system, creating a world of mobility that is better for business, society and the environment.

There is no single solution on transforming the transport system into a sustainable one. Our approach is based on three pillars: Energy efficiency, alternative fuels and electrification and smart and safe transport.

Complementary sustainability is about how we operate our business, our manufacturing and our employees – it is about being responsible and delivering value across our value chain and in our relationships with our stakeholders. We simply call this "doing things right."

We have identified six business responsibility areas; resource and energy-efficient operations, diversity and inclusion, health and safety, human and labour rights, anti-corruption and community impact.

Working sustainably is rooted in our ways of being and operating and it will continue to be part of our DNA. Our efforts are built on our heritage and strengths such as the core values, our management system inspired by the lean philosophy, the modular system and our leadership principles.

We believe that if people have awareness and understanding, they are able to see areas they can improve on.

Scania EA Managing Director, Per Holmstrom

BUILD YOUR BUSINESS WITH OUR CONSTRUCTION TRUCKS.

Scania Trucks offer you the reliability, performance and power you need to take your construction business to the next level.



IMPACT OF SGR



The Mombasa-Nairobi Standard Gauge Railway (SGR) was launched in June with the inaugural "Madaraka Express" passenger train and the cargo train soon after. Arguably one of the biggest infrastructure projects in the country, the railway cost KSh. 327 billion and is expected to open economic centres in the previously sleepy towns that it passes through.

The Standard Gauge Railway has shortened the journey from Mombasa to Nairobi from twelve hours to about four hours. The passenger trains travel at 120 km per hour, while cargo trains travel at 100 km per hour and are expected to transport 25 million tonnes per year. Plans for the second phase of the railway from Nairobi to Kisumu are already underway. The railway is expected to be extended to Kampala and thereafter to Kigali.

By providing a fast, efficient and

reliable mode of transportation, the railway has also reduced the cost of transport for both travelers and cargo. During its first month of operation, the SGR transported about 75,000 passengers.

This has not been received well by some players in the transport industry who see it as a possible death knell for the industry. They feel that this is going to impact on their volumes and revenues as customers will choose to use the railway over road. Alternatively, bus companies are already feeling the impact of this as travelers opt for the faster and cheaper rail transport over them.

One transporter, while mentioning that it was still early to make any comments, shared his initial fears. He says, "If the importers and manufacturers opt to transport the cargo by rail, then obviously the trucks are going to be out of

business. That would mean revenue lost. I see profit margins going down, the industry will be more and more competitive and this is where only the people who will manage the turnaround and the time are the people who are going to be sustained. Otherwise you shall be doomed in the business." However, others see it as an opportunity to grow the industry. According to TradeMark East Africa, the SGR is expected to spur growth and industrialization in the neighbouring countries of Uganda and Rwanda. This will also encourage trade between the countries, given that some of them are landlocked and rely on Kenya's port of Mombasa. Additionally, experts feel that competition across rail, road and pipeline should be introduced for the proper working of the SGR. They are recommending for balancing of tariffs or regulated access that allows two operators to compete on the SGR.

Closer home, Scania EA Managing Director Per Holmstrom says that contrary to belief this could mean reduced sales revenues as transporters shy away from growing their fleet, he believes that it's a short term hiccup, but an ultimate game changer for the industry in the long term.

“The railway is not a threat to the industry. It's not in competition with the road operators but a way to complement them. When you look at it, there are some goods that are better transported by road.”

According to Holmstrom, this is an additional offer to the customer where transport companies will be forced to be more competitive. He further clarifies that the good thing about having an alternative is that everyone wants to be more efficient which is ultimately good for the market. Kenya's growing population is also expected to fuel the transport industry further with more passengers and cargo transport.

SCANIA FUEL ECONOMY

STEP-BY-STEP TO INCREASED PROFITABILITY

Owning a Scania truck gives you a head start in the race to optimise fuel economy. Every vehicle we deliver is the result of more than a century of expertise in performance efficiency. In addition, our Scania team is trained to give you expert guidance in choosing the right cab, engine, chassis and equipment options for your transport needs.

SCANIA



ROAD SAFETY AND FUEL ECONOMY

As one of the leading companies in the development of accident prevention vehicle technology in the world, Scania integrates safety features in all its vehicles. They are equipped with the latest active and passive safety features to minimize consequences on the driver, the vehicle and other road users.

Studies have shown that most road accidents are as a result of human error, which is why Scania's approach to road safety is built on three pillars; the driver, the vehicle and the infrastructure. We believe the driver's environment is crucial to a person's ability to operate a vehicle safely. To enhance driver protection, our trucks have a sturdy cab with a soft padded interior. The rounded shape and underrun protection on Scania's new generation trucks reduces the impact on other road users in case of an accident and helps retain maneuverability after a collision.

Through our driver training program, Scania truck and bus drivers are educated about proper driving techniques which improve road safety. Scania has also established partnerships with different stakeholders in the government, private and non-governmental sectors to drive the conversations around road safety.

Additionally, Scania works on continuous improvement of its designs to meet the changing customer needs. In order to maintain high productivity and low fuel expenditure, we constantly strive to improve our services by refining the three cornerstones of fuel economy: the vehicle, driver and services. Our vehicles are designed to perform in a way that reduces fuel consumption without compromising efficiency. In addition, the Scania Driver Support service helps drivers to learn and retain fuel-saving skills with frequent trainings to ensure maximum performance, given that improved driver performance can save up to 10% in fuel consumption.

With the Scania Optimize solution, customers get to minimize costs by optimizing the fuel consumption, improving driver behavior, reducing costs of wear and tear and reducing accident rates and insurance costs.



Our optimize solution is supported by a fleet management system that offers 3 different options for your vehicle. The monitoring package allows you to receive weekly, monthly and yearly reports by email. Through a basic fleet overview with performance indicators and trends it's easy for you to identify the details that decrease fuel consumption and CO2 emissions. With the Control Package you can track and monitor your fleet from any computer using the Fleet Management Portal. You get 24-hour access to key fleet details, and with our messaging service you can communicate quickly and easily with your drivers; It also enables you to sort, filter and generate reports for analysis. Finally our Data Access Package enables data to be integrated with existing systems, allowing you to utilise the data from the connected vehicle. This is a great alternative for customers with mixed fleets who already use other telematics systems.

These packages support the 3 pillars of our road safety approach to ensure that as well as being one of the safest vehicles on the road, Scania trucks also support businesses by ensuring low fuel expenditure and maximum uptime.

SCANIA PARTICIPATES IN THE GLOBAL ROAD SAFETY WEEK 2017

Scania EA took part in the fourth UN Global Road Safety Week which was held from 8th-14th May 2017. Born out of the World Road Association's support to the United Nations Decade of Action on improving global road safety, the initiative focused on over speeding and what could be done to address it, given that it is one of the leading causes of fatal road accidents.

The theme for the week was reduction of speed under the slogan, "Save Lives – #SlowDown". The campaign aimed to increase awareness on the dangers of speed and spark conversation and action on finding solutions to reduce speeding on the road.

Closer home, Scania employees took the pledge to 'Save Lives - #SlowDown' by showing what action they would take to achieve this, including observing speed limits, following traffic rules, being alert on the road and being attentive to other road users. Being a huge campaigner for road safety, the company also spread word through its social media platforms to engage the public to take part in the initiative and held a road safety talk for the staff.

“The initiative focused on over speeding and what could be done to address it, given that it is one of the leading causes of fatal road accidents.”

S SERIES SELECTED 'INTERNATIONAL TRUCK OF THE YEAR 2017'

Scania's new S series truck won the 'International Truck of the Year award for 2017' edging out the newly launched Iveco Stralis XP-NP long-haul range and the Mercedes-Benz Actros heavy-duty truck. Touted as one of the most sought-after awards in the industry, the award was presented as part of the 2017 IAA Commercial Vehicle Show in Hannover, Germany.



Henrik Henriksson (R), President and CEO Scania AB and Claes Erixon (L), Vice President and Head of Research & Development Scania AB during the award ceremony

The jury, chaired by the Italian automotive journalist Gianenrico Griffini, wrote the following in regards to the vehicle, "With its new range, Scania has delivered a truck that represents a real "state-of-the-art" offering in the heavy duty segment, capable of satisfying not only today's but also tomorrow's transport needs." Griffini added, "its flat floor, offers a car-like driving experience." The IToY jury also highlighted Scania's tailored service offering, which is based on the fact that more than 200,000 connected Scania vehicles are out on the roads.



With its new range, Scania has delivered a truck that represents a real "state-of-the-art" offering in the heavy duty segment, capable of satisfying not only today's but also tomorrow's transport needs.

Scania's President and CEO, Henrik Henriksson, acknowledged the award and said, "This makes us highly recognizable in the industry and it shows that all our engineers and the organization combined have done an excellent job." He continued, "our goal is to always meet our customers' expectations and needs and the jury's motivation is a clear confirmation that we have also followed the right approach with the new truck generation."

Aside from offering exceptional comfort and unrivalled space, the S cabs can also be fitted out with dual side curtain airbags, a safety feature that Scania has pioneered worldwide. The new truck generation, was developed in Sodertalje by a team of 3,500 people working together with other Scania employees and in close dialogue with customers. Henriksson says, "The award shows that Sweden is still a leading industrial nation and that we can compete in the world markets."

Scania's investment in the model range is the largest ever in the company's 125-year history. In total, SEK 20 billion has been invested in the development of new products and services, including in the adjustment of production. The new range of trucks has been developed to meet both present and future transport needs and was launched in August 2016.



Winners at the award ceremony



The S series caught the attention of the judging panel - consisting of 25 European truck journalists - due to emphasis on driver comfort, safety aspects and its positive impact on hauler's overall economy among other factors. This was made possible by the truck's new sleeper cab with improved visibility, in-line six-cylinder 13-litre SCR - only 500hp engine, capability to run on diverse fuels, connectivity options and new aerodynamic design.



SUSTAINABILITY AT SCANIA

Scania EA Managing Director, Per Holmstrom takes us through what sustainability means for Scania and what they are doing to keep this vision going.

What does sustainability mean to Scania?

Since day one, Scania has been at the forefront of the transport industry. Throughout this journey, we have been committed to playing a role in a world increasingly dependent on safe, sustainable and efficient transport systems. While the core of our contribution to society is delivering sustainable transport solutions by improving customer profitability, it does not mean that our responsibility ends there. Driving customer profitability through sustainable solutions and pursuing responsible businesses are complementary long-term perspectives for continuing to be a profitable company. Scania's objective is to pioneer and scale sustainable transport solutions that deliver value for all stakeholders.

What measures has Scania put in place to ensure sustainability?

One of our key focus areas is safety on our roads to reduce accidents. We

have been involved in driver trainings and the Scania Driver Competitions. Through the competitions, we focused on the driver, who is core in the road safety conversation. We also work at ensuring fuel economy of our vehicles. By reducing the amount or fuel used, we ultimately reduce emissions. Scania uses Euro 3 engines in this market but we are looking to move to Euro 4 engines which have fewer emissions. Currently, we do not have regulations on emissions in Kenya, but we hope to see an introduction of these in the near future.



How is the call for sustainability communicated to the staff?

We will start training our staff across all the departments this year to get them to understand what it is and what can be done to improve the environment we live in. We have already put in place measures around waste management within our offices by having separate waste bins for biodegradable and non-biodegradable waste.

How does Scania hope to raise awareness on sustainability to the public and other external stakeholders?

We understand that getting this message across starts with changing the mindsets and this is easier to adapt early in life. It is for this reason that we work with schools to instill this in children early in life. Additionally, we will work with our customers to get them to understand that working in a sustainable way will save them money in the long term. We will get them to understand how they can improve on their fuel and waste management in their workshops.

Are there any collaborations/partnerships Scania is leveraging on to drive sustainability?

We are looking to engage in partnerships with the National Environment Management Authority (NEMA), Kenya Association of Manufacturers (KAM) and United Nations Environment Programme (UNEP) who are already emphasizing on sustainability within the Kenyan market. We also want to get involved in the Sustainable Development Goals (SDGs).

SCANIA DONATES SCIENCE LABORATORY TO CHILDREN'S GARDEN HOME



Children's Garden was started by Moses Ndung'u over fifteen years ago and comprises of a children's home and school. The home is located in Uthuru on the outskirts of Nairobi and caters to children from underprivileged backgrounds. Among the challenges the home faced was lack of modern facilities that would put the students at par with their peers in other schools.

On Friday 27th January 2017, Per Holmstrom, the Managing Director of Scania East Africa, led the team commissioning the science laboratory at the home. The laboratory was constructed at a cost of KShs. 3 million. The science laboratory was handed over to the elated students and staff of Children's Garden led by the founder Moses Ndung'u and the school's Principal Emma.

The students could not hide their joy as they entertained guests and expressed their gratitude for the laboratory which has now raised their hopes of performing better in sciences. The teachers expressed how hard it had been to explain science concepts to students as they could not perform the experiments practically.



One of the partners lauded Scania's support by acknowledging the ripple effect this would have on the larger community. The laboratory would go a long way in helping the next generation of students who will pass through the home. Students will now be able to combine their learning of science theory with practicals which will enable them retain the knowledge longer. This will greatly help in improving their performance in sciences in their upcoming exams. It will also make it easier for the teachers as they will be able to explain difficult scientific concepts with practical examples.

In his remarks, Holmstrom gave an overview of Scania and the commitment to having a social impact in the local community. He also explained that Scania was looking to offer permanent and practical support to the home hence the decision to construct the science laboratory.

Children's Garden also has plans of setting up a vocational training centre and Scania offered its support on this project. Scania EA's HR Director Githaiga Kamwenji said, "The Managing Director gave us the mandate to give you the opportunity to undergo apprenticeship at our company. You bring the students to us and we will train them, and in the long run employ them."

In addition to the science laboratory, Scania had previously set up a computer laboratory for the home. Ndung'u gave guests a tour of the lab and shared the impact this had on the children by giving them an opportunity to be equipped with computer skills that enable them to keep up with the current digital revolution.



MR. Mahesh Bhagani
Director, Shiva Transport



CUSTOMER PROFILE

Give us a brief introduction about yourself and the role you play in the business.

My name is Mahesh Bhagani and I am the Operations Director at Shiva Transport that is based in Mombasa.

Tell us about your business and how long it has been in operation?

Shiva Transport started operating in 2004 and at that time we had just gotten an EX-UK Scania 113 and that is what we started our work with and grew gradually. We were distributors for EABL so we kept transporting our cargo from Nairobi to Mombasa until around 2008 when we decided to expand the business and we bought more Scania trucks from Kenya Grange and diversified into cross border transit cargo for Tororo Cement.

50% of our fleet is contracted by Tororo Cement to transport clinker from Mombasa to Tororo and the other 50% of our fleet, that total 20 trucks are contracted by EABL/DHL to move alcohol around Kenya.

What are some of your milestones in the business?

Getting the deal to transport clinker for Tororo Cement is a big achievement and we have grown to double figures much faster than we expected. But more so the

achievement of being the distributor

for EABL through DHL has been a great achievement.

Why did you choose Scania?

When I started off the business the Scania 113 was a very good model. It was a manual truck and in Kenya we are well accustomed with Japanese trucks.

Scania was more like it in terms of mechanical systems so I thought it would be an easier truck to maintain and that's why I chose Scania initially. Then as I kept using it and learning more about the truck and the fact that Scania has been in East Africa for a long time both in Tanzania and Kenya, this makes it easier to access their parts and services locally as compared to any European brand.

So that was the reason I chose Scania because if the parts aren't available in Kenya we can always get them in Tanzania. And now as we progress in business using Scania for our company we are finding it easier with things such as the backup offered, service contracts, after sales service, Scania 24/7 service.

These are the things that make me choose Scania 110% because they keep my trucks on the road. It is very pointless buying a truck and not getting parts or the proper service and wasting business hours waiting for parts to be delivered from far away. I think that is one of the major reasons I would like to stick to Scania and not change.

How long have you been with Scania and how has your experience been so far?

13 years. I will tell you something that I know and no I am not comparing them with other trucks because I have not used any other apart from Scania, but from what I hear in the market I think it is the best service that anyone can get when it comes to the transport industry.

Scania is a very switched on company. They believe in what they produce and they keep their promise when it comes to their warranty or aftersales. So if you ask me to rank them out of 10, I would give Scania 9.5.

What future plans do you have for the business?

We plan to expand. I understand Tororo Cement are increasing their plant capacity, so obviously they will need more trucks so if the opportunity comes by we shall definitely increase our fleet. I have also set myself a goal, I do not want to be a 200 or 300 truck transporter. I want to acquire a decent size of fleet much newer in age so that I do not have too many old trucks on the road and have control over the business. So that is my plan, if we are at 40 trucks today the maximum number I would like to get to is 60 trucks and that's it, not more.



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EVENTS

1. KSSHA

As is tradition, this year Scania attended the annual Kenya Secondary School Heads Association (KSSHA) conference at Wild Waters Resort. The conference was held on June 19th to 23rd 2017 and was a great opportunity for Scania to showcase our bus to school heads from across the country.

2. KPSA

For the first time Scania was represented at the Kenya Private Schools Association (KPSA) conference. The event was held at Sai Rock Resort in Mombasa in April and was an opportunity for Scania to present our products to decision makers at some of the private schools in the country.

3. Scania Launches new branch in Eldoret

Scania EA celebrated its 3rd birthday in March with the launch of the new Eldoret branch officiated by the Managing Director Per Holmstrom. The new branch was an answer to calls from Scania customers in the North Rift region who previously had to go all the way to Nakuru or Nairobi for services. Customers were also happy that they could now get service and parts on the go and felt that the centre had come at a good time in addition to the location being convenient for them.

Those who attended the function included Scania employees, among them the sales director, the Eldoret branch manager. Also in attendance were existing and

potential customers. While addressing those present, the Sales Director Leakey Tom expressed Scania's commitment to ensure customer's profitability. He added, "Scania gives you an assurance of saving 10% of your usual fuel consumption through our fuel economic bus and trucks." He also shared fuel saving tips with the customers.

The launch provided an opportunity for Scania to interact with customers from the region and that included SACCO's, schools, and transport companies among other traders. Customers can get Sales, service and spare parts from the new branch.



4

4. Pink Caravan

Scania bus from the 70s belonging to Pink Caravan that stopped by our office as part of its tour around the world.



10

BUS AND TRUCK HANDOVERS

5. Accord Petroleum Ltd Truck Handover.

6. Baraka Kenya Ltd Truck Handover



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7. Kaboson Girls' High School Bus Handover 8. Dakabaricha Secondary School Bus Handover

9. Mukuni Boys Bus Handover 10. Children's Garden Home Medical Camp 11. Newlife SDA Church Bus Handover



SCANIA BUSES UNDOUBTED QUALITY. UNMATCHED PERFORMANCE.

What's more, every Scania Bus is engineered for maximum fuel efficiency, safety and comfort. In addition, we offer you world class after sales support, driver training at no extra cost and a 24-hour roadside assistance service in the event of an incident/accident, all to make your Scania experience smooth and seamless. Choose a Scania Bus. It's worth it.



CUSTOMER TRAINING IN TANZANIA

“The aim of the training was to increase their knowledge and skills which would go a long way in reducing unnecessary breakdowns, thus boosting customer confidence and loyalty.”

Scania conducted a one day training seminar for technicians, external workshop supervisors and drivers at its Tanzania headquarters. The aim of the training was to increase their knowledge and skills which would go a long way in reducing unnecessary breakdowns, thus boosting customer confidence and loyalty. Additionally, it also opened the customers to more opportunities by getting them to understand the added value they could derive from the products.

An empowered customer is confident in the product and would easily recommend it to other potential customers and Scania is confident that this will go a long way in getting the brand out into the market.

This is what attendees had to say about the training:

“I was completely entertained and learned a lot at the same time.”
Mr. Kayombo - Super Star Forwarders.

“I thought this was very interesting, high energy and technical problems we could relate to, not boring at all.”
Mr. Timothy - Yaronga Enterprises.

“I found the course refreshing and with my years of driving experience it's great to learn new skills and get new knowledge.”
Mr. Kasagamba - World Oil Ltd



MR. Marek Rucinski

Service Director,
Scania Tanzania.

STAFF PROFILE

Tell us about yourself?

My name is Marek. I am 45 years old, originally from Poland. I work as the Sales Director for Scania Tanzania.

How long have you been at Scania and how did you feel the first day you walked into Scania?

I have been working for Scania since 1993. It was my first job after graduating from the Automotive Technical College.

My first role was as a workshop manager, initially the workshop had only two staff; one technician and myself. I remember the strong feeling of being responsible for everything: for customers, for my staff (despite it being only one person) and for quality of repairs we had delivered.

What drove you to take up a job at Scania?

Unlike today, the Scania brand was not a market leader in the 90's, it was the beginning of the Scania story in Poland. I was very lucky to get the chance to be employed by a Scania authorized workshop. From the first day I could feel the power of the Scania brand coupled by the strong values that drive the company. They also have great focus on employees'

development, which I liked.

Take us through your typical day at Scania?

Every work day starts at 7.30 a.m. with a Workshop Pulse meeting for all workshop staff. There are different activities like individual follow-ups, management meetings or individual projects depending on the day of the week. My most important part of the day is the time I spend in the workshop, walking around and talking to people, getting details about different jobs running, existing procedures etc.

Visiting Scania customers and traveling to our workshops all over Tanzania is on my "to do" list for the future, as well.

What experience are you looking forward to at Scania Tanzania?

Every assignment is a great opportunity to learn something new. I am dealing with new people now, I believe everyone brings something to the table and I hope they too can learn something new from me. Scania Tanzania is entering the Connected Services world; we are launching new services such as the Fleet Management System (FMS), contracted services, driver training and driver coaching among others.

This makes the coming months and years very interesting.

What are some of your career highlights so far?

All the 22-years in Scania were related to service. I am happy with it because service gives you an opportunity to develop yourself in so many aspects. I am proud to have worked for many years as a workshop manager. Such is the background that led me to take up the challenge of going to Iran on a two-year assignment (2010-2012) to participate in the development of service.

I spent the last three years at Poznań dealership in Poland as the Regional Service Director. It was a great pleasure for me to work with a fantastic team. The great atmosphere brought about amazing results both in customer satisfaction and in business results.

Besides working at Scania, what else do you enjoy doing?

I spend a lot of time with my family. Once in a while I like to go mountain trekking. I am also looking to familiarize myself with water activities like snorkeling, diving and many more.



SCANIA GENSET. REDEFINING RELIABILITY.

Flexibility

Load variations handled in the most cost-efficient way.

Lower costs

- Reduced fuel consumption, less wear and low maintenance.

Uptime

- Easy service, high availability of parts and long service life.

Available in East Africa from 250 KVA up to 770 KVA.

SCANIA



FLEET MANAGEMENT SYSTEM AND 24-HOUR SUPPORT.

Customer profitability is at the heart of Scania's business. One of the ways to ensure this is achieved through increased uptime. It is for this reason that Scania introduced the Fleet Management System (FMS) and the 24-hour customer support for its customers across East Africa. It helps customers take control of their fleet and get the most out of their businesses. Two years since its launch into the local market, the FMS is now available in Kenya and Tanzania with roll out ongoing in Uganda.

Scania's Fleet Management System is factory installed in all vehicles which makes it tamper proof and comes with a one-year free subscription, with customers paying for subscription thereafter. The system focuses on both the vehicle and driver behavior by monitoring the vehicle as well as the driver's performance. It's more than just a tracking system as the data collected provides insight into driving styles, productivity and economy, which is then used to improve performance of both the vehicle and the driver. The Scania Driver Support provides the driver rating based on four parameters; anticipation, speeding, hill driving and costing. Results from this rating are used to advice on areas that the drivers need

coaching. Scania independently follows up on this by randomly calling drivers weekly, based on downloaded reports. For example, by tracking the driver's braking behaviour, it's possible to teach them the driving habits that will improve safety, reduce wear on renewables and increase productivity. As well, keeping a constant speed can significantly improve fuel economy and reduce maintenance costs.

Feedback from customer's point to a reduction in fuel consumption and



improved driving skills as some of the areas that they have benefited from. The service can also be accessed through an app that mimics the functions of the portal. The app is available on android and apple devices.

The Scania 24/7 customer support, promises customers the ultimate peace of mind in case of break down.

The 24-hour service is available in Kenya, Uganda and Tanzania while customers in Rwanda and South Sudan are supported from Uganda and Kenya respectively. Accessible through an easy to recall hotline number, customers are put in touch with a professional service coordinator who handles their request either through step by step diagnosis over the phone or arranging for a service vehicle to be sent out to wherever the customer is. Scania technicians are trained on

the value of customer profitability where they get to understand how much a customer could lose through an hour of downtime. With this in mind, the technicians are focused on understanding customer uptime needs, hence their turn around time has to be fast.

Both the FMS and 24/7 support are key in maintaining fuel economy and shortening the time required for service and maintenance, which also saves owners money.



TOTAL RUBIA TIR 8800 10W-40

A superior performance lubricant for the latest generation diesel engines



A superior quality lubricant recommended for fleets with mixed brands of engines (US and European manufacturers) and mixed ages of vehicles.

RUBIA TIR 8800 10W-40 is a new synthetic generation technology lubricant that can handle the most demanding applications (EURO 5 engines and earlier).



SCANIA TOP TEAM COMPETITION COMES TO EAST AFRICA.

The service technicians had been preparing and looking forward to the national final for a long time, and come competition day they could not hide their excitement and enthusiasm! They were eager to learn from each other and work together in accomplishing the set tasks during the competition successfully. It was a great day seeing the passion our service team have for their jobs and the keenness they demonstrated when executing their tasks.

The competition which is only open to service and parts teams is aimed at increasing the knowledge of Scania products and working tools and fostering and strengthening team spirit amongst our service employees. The teams are motivated and appreciated during the competition for their hard work and it also enables the company to enhance its brand awareness amongst our customers and potential customers who will benefit from more effective services from our service teams.

Teams comprise of between 3-5 people and during the competition they go through prequalification rounds in their individual countries to qualify for the national finals where winners qualify for the regional finals competing to qualify for the world final.

The Scania Top Team East Africa National final took place on 4th September 2017 in Nairobi Kenya, where three of the best service teams from Kenya, Tanzania and Uganda went head to head for the opportunity to represent East Africa in the regional finals to be held in 2018.

This was Kenya's and Uganda's first time participating in the competition whereas Tanzania had experience taking part in the competition. During the national final each team had a symbolic team name emulating what their country is known for. We had Team-Serengeti from Dar es Salaam Tanzania, whose team name represented the vast wilderness area that is home to millions of wildlife. Team-Cranes from Kampala Uganda chose their team name to represent the grey crowned crane on their national flag while Team-Simba from Nairobi Kenya

chose their team name to signify power, protection and pride.

Teams comprised of between 3-5 people and they had to go through a prequalification round where twelve initial teams from each country were narrowed down to five teams and eventually to one team that represented their country in the national final.

The service technicians had been preparing and looking forward to the national final for a long time, and come competition day they could not hide their excitement and enthusiasm! They were eager to learn from each other and work together in accomplishing the set tasks during the competition successfully. It was a great day seeing the passion our service team have for their jobs and the keenness they demonstrated when executing their tasks.

The teams went through various rigorous theoretical and practical rounds that tested their knowledge on different service areas and after an exciting and gruelling day, Team-Simba from Kenya emerged the winners, with Team-Serengeti from Tanzania coming in second place and Team-Cranes from Uganda in third place. During the award ceremony dinner, Scania's East Africa MD, Per Holmstrom recognized that all three teams were winners and that the most important thing was the team spirit that each team exhibited during the competition.

“It was a great day seeing the passion our service team have for their jobs and the keenness they demonstrated when executing their tasks.”



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4: An official keenly observes Team Simba during one of the tasks

5: Team Serengeti getting instructions from an official

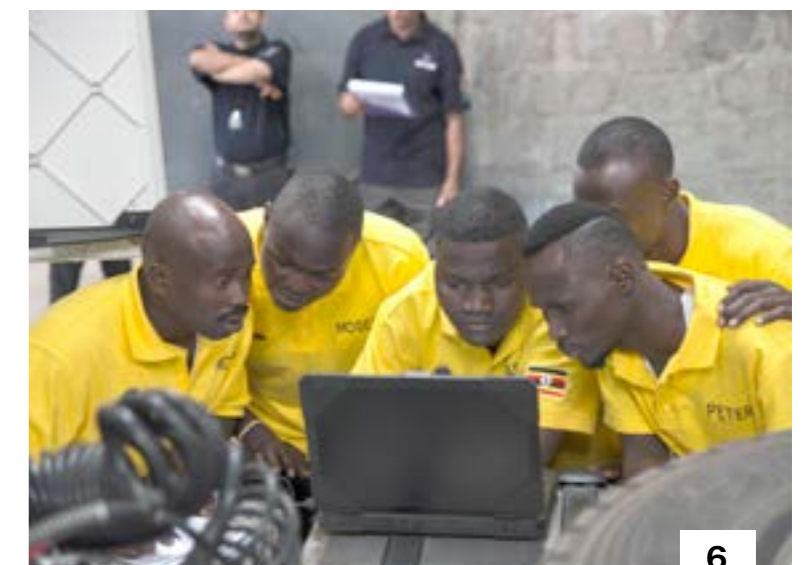
6: Team cranes focused on their task



4



5



6

1: 1st runners up, Team Serengeti.

2: The winning team, Team Simba.

3: 2nd runners up, Team Cranes.

STAFF PROFILE

MR. John Willis Omoso

Technician.

Tell us about yourself?

My name is John Willis Omoso, I am 38 years old and I work as a technician at Scania. I hold a certificate in motor vehicle mechanics and electronics.

How long have you been at Scania and how did you feel the first day you walked into Scania?

I have been working on Scania buses and trucks for seven years, initially with Scania EA's predecessor, Kenya Grange Co. Ltd where I was employed as a motor vehicle mechanic doing repairs and servicing of Scania vehicles.

During my first day at Scania, I had an emotional disconnect since it was a new environment. I was later taken for orientation by the head technician who also took me through the possible dangers in the workshop for safety purposes.

What do you love about working for Scania?

I love working for Scania because of various reasons among them emphasis on team work, good work values and their commitment to training drivers which ultimately contributes to safety on our roads.

Take us through your typical day at Scania?

My day at Scania begins at 7.00 am in the morning, where as a technician I wear my safety gear first, then check the duty board to see my assignment for the day. Our worksheets are then opened by the service advisors. After a short brief by the workshop manager, we begin our work from 7.30 am.

I am currently in charge of the tools store where special tools and other equipment is kept, as each Scania vehicle has special tools. I also monitor worn out tools that require replacement and others that require calibrations.

What aspects of your job do you enjoy most?

I enjoy fault finding especially in electric circuits and issues related to Scania vehicle electrics.



What are some of your career highlights so far?

The ability to understand communication between vehicle systems.

Besides working at Scania, what else do you enjoy doing?

I love doing research on external and internal body care especially things to do with skin care. I also enjoy riding motorbikes and singing in the church.



I love working for Scania because of various reasons among them emphasis on team work, good work values and their commitment to training drivers which ultimately contributes to safety on our roads.



SCANIA LAUNCHES GENSET INTO THE EAST AFRICAN MARKET

According to 6 Wresearch, Africa Diesel Genset market is projected to grow at a CAGR of 4.6% during 2017-23.

Growth in the forecast period would be registered on account of increasing demand from residential, oil & gas, power utilities and manufacturing industries. However, slump in global oil prices and weakening of commodity prices on global level has affected the growth of market post 2014 till now.

East African countries such as Kenya, Tanzania and Uganda are expected to show highest growth rates in the forecast period due to development in manufacturing and oil & gas sector with the IMF estimating that East African countries would grow at a rate 5% in forecast period.

The region is fraught with seasonal droughts and a consequent power crisis. This crisis, coupled with an expected rise in economic growth in the region, is the main driver for growth in the genset market.

Hot on the heels of this, Scania has launched its Genset in the East African market to capitalize on this demand. The generators, manufactured in Sweden have 250-770 kVA with engine ranges of 50Hz and 60Hz. Scania leveraged on its superior motor engineering capacity to ensure

that the generators come with user friendly interfaces for maximum convenience and safety. Described as 'champions of uptime', the generators can provide prime power for a construction site, remote mining district or research stations in the middle of nowhere.

They are cost effective and extremely easy to work with, which makes them well suited for this market. The generators functionality emphasizes on a 'plug and relax' offering, which ensures maximum reliability and efficiency that results in a ready-to-run solution that delivers electrical power whenever and wherever you need it. One of the key selling points for the generator is its modular design that simplifies servicing, maintenance and upgrading and can be tailored to meet customer demands for any heavy duty application. For larger power requirements, multiple installations of synchronized Scania Gensets can provide the perfect solution.

Further customization can be done for customers who many need the generators open or with a canopy, single or multiple installations, sound reducing enclosures and silencers, circuit breakers, load share and synchronization with other power providers. Additionally, Scania's great after-sales service will be a sure win with the customers.

SCANIA INTRODUCES THE NEW GENERATION EURO 6 V8 ENGINE

Developing services that focus on customer profitability is core to Scania's business. For the past year, the company has been carrying out a major roll-out with more services and products going into production and being launched in the market. A number of services and performance enhancements are also being introduced, with most sharing a focus on improving productivity and total operating economy.

Three years ago, a group of engineers, designers, project managers and product managers embarked on the creation of the new V8 engine, starting off from the 3D designs to the actualization of the engines. The new generation of Euro 6 V8 engines represent a new standard in fuel consumption and are available at 520, 580 and 650 horsepower.

The new engine generation is Scania's response to the growing trend in the transport industry towards heavier, longer trucks. In the shift towards more intelligent and sustainable transport systems, longer and heavier vehicle combinations are gaining ground. Consequently, there is a growing demand for more powerful and fuel-efficient truck engines. What's more, the fuel consumption figures for the new generation of V8's speak for themselves. They can reduce fuel consumption by 7 to 10 percent for customers with vehicles that have higher combined truck and trailer weights, those with higher average speeds

or both. Key to note is that such an improvement in fuel economy in engine development has not been seen in the past 50 to 60 years.

These new V8 engines are 80 kilos lighter than the current Euro 6 V8 platform, which is great news for customers that are paid per kilo transported. The introduction of new power levels in the V8 range, will be a sure win for customers operating heavy duty vehicles. Bringing in the new benchmark in the transport industry, they are at the forefront of engine technology.



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SCANIA

SCANIA WINS GERMAN TELEMATICS PRIZE AGAIN



“The fact that Scania has once again been selected as winner is evidence of the fact that we continuously work to improve our telematics to provide even more advantages for owners and drivers”

Scania Fleet Management and Tachograph Services have been awarded the German Telematics Prize 2018 and thereby defends its title in the Telematics for Trucks category.

Scania Fleet Management and Tachograph Services have been awarded the German Telematics Prize 2018. The jury praised the overall performance. Clear and simple operations as well as very high user-friendliness were decisive factors. The user interface helps drivers in just a few clicks to swiftly reach desired results and get the most out of the system.

“We are highly gratified to receive this prestigious prize,” says Mattias Lundholm, Head of Connected Services and Solutions at Scania. “The fact that Scania has once again been selected as winner is evidence of the fact that we continuously work to improve our telematics to provide even more advantages for owners and drivers.”

Scania Fleet Management supports fleet managers in optimising their vehicles. The service helps increase the fleet’s productivity and efficiency, reduce costs and improve profitability. The system is available as standard in all new Scania vehicles and after activation, the customer immediately receives access to the fleet data.

Connectivity for all brands

Scania Fleet Management and Scania Tachograph Services can be installed in commercial vehicles from all manufacturers, which enables customers to monitor their entire fleet.

With Scania Tachograph Services, the driver card can automatically be



downloaded and data stored while driving. It also provides secure data archiving and analysis. The easy-to-use reports give comprehensive insights into driver activity and vehicle usage. Scania Tachograph Services help fleet operators maximise uptime and comply with regulatory requirements.

Through regular analysis, the efficiency of the fleet can be sustainably increased and processes in the fleet control can be optimised. Scania Fleet Management and Tachograph Services are based on service packages that are available to the customer with a range of

functions and reports. In addition to the vehicle position, detailed vehicle data and online service planning, the telematics system also offers comprehensive analyses of vehicles and drivers.

There are currently more than 290,000 connected Scania vehicles on the road worldwide.



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