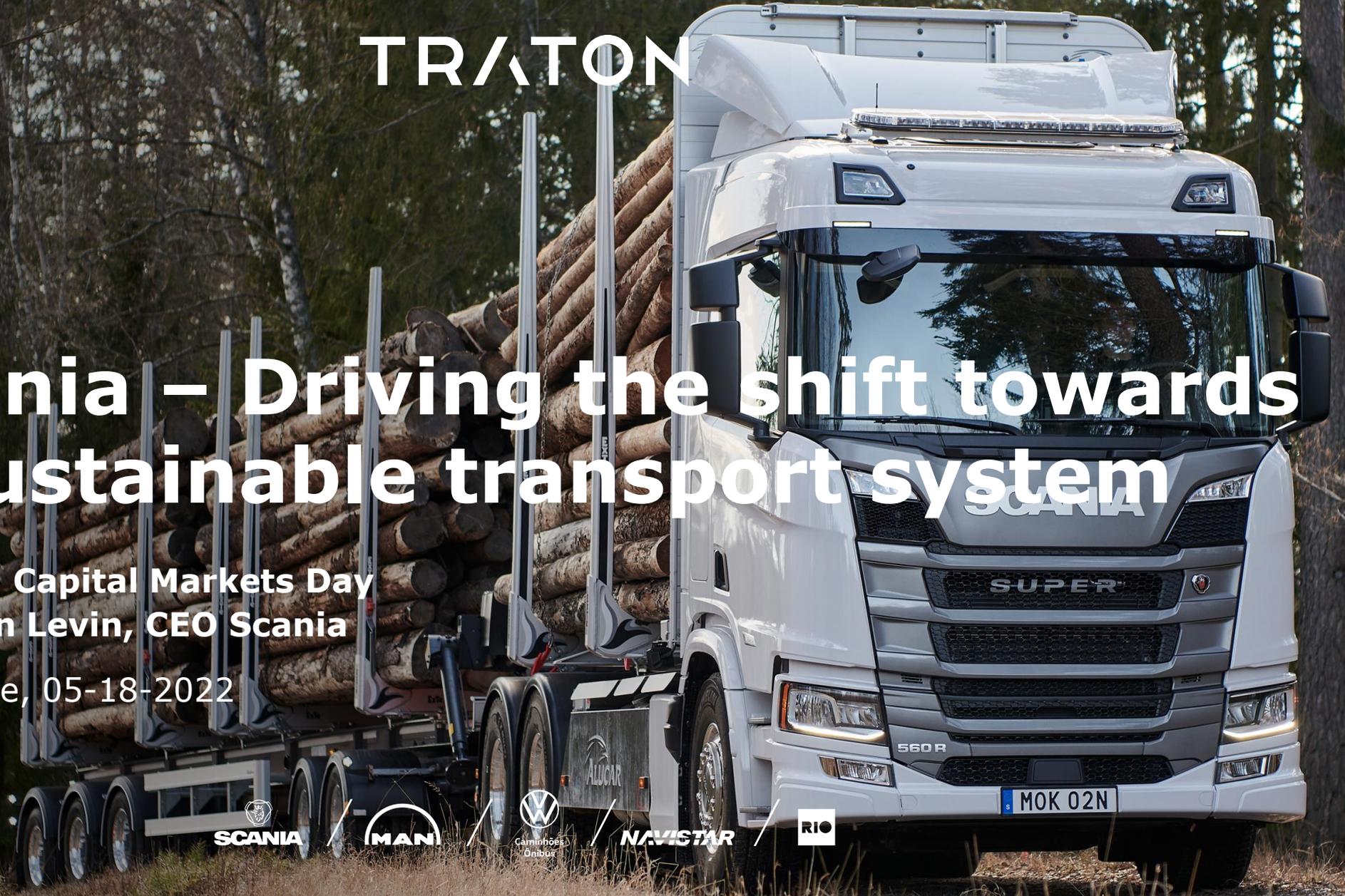


TRATON

Scania – Driving the shift towards a sustainable transport system

TRATON Capital Markets Day
Christian Levin, CEO Scania

Södertälje, 05-18-2022



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The percentage figures shown may be subject to rounding differences. Due to different proportions and scaling in graphs, data shown in different graphs are not comparable.

Scania V&S: Focus of the presentation

Key success factors...

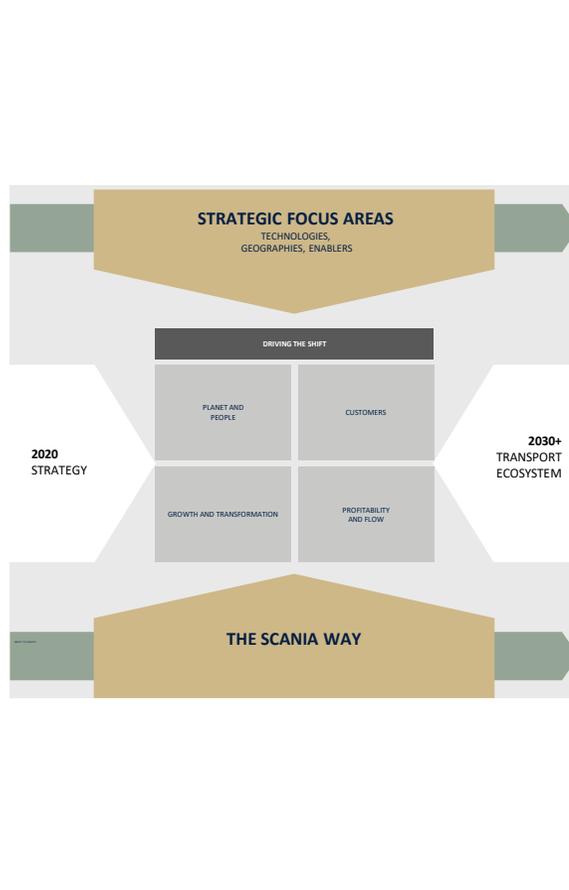
for industry
leadership and
consistent
profitability

Building blocks...

to
drive the shift
and secure
future
profitability
leadership

Scania is driving the shift towards a sustainable transport system

Sustainability is at the core of our purpose and direction as a business



Decarbonisation



50%

CO₂ reduction operations 2025

20%

CO₂ reduction products 2025

People sustainability



Circular business



Scania established a new standard by being the first in our industry to have SBT approved



We have a strong & unique foundation

Our business model



By making our customers profitable, we become profitable

Our modular system



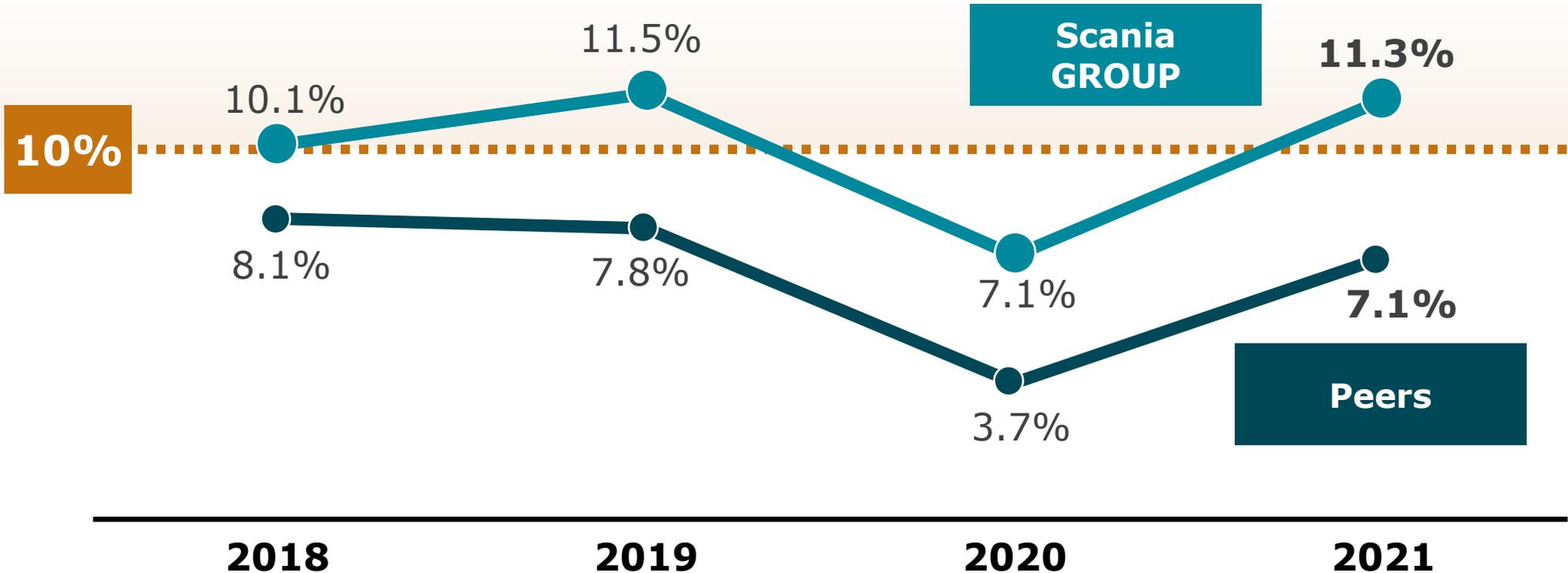
The key to delivering tailored customer solutions profitably

Our company culture



The value-based corporate culture that underpins everything that we do

Scania profitability leadership even in uncertain times



New Super-based powertrain

- ▶ Unprecedented 8% fuel savings
- ▶ Ready for tomorrow's emissions standards
- ▶ Equipped for renewable fuels

8%



The strength of global footprint in both the industrial and commercial system

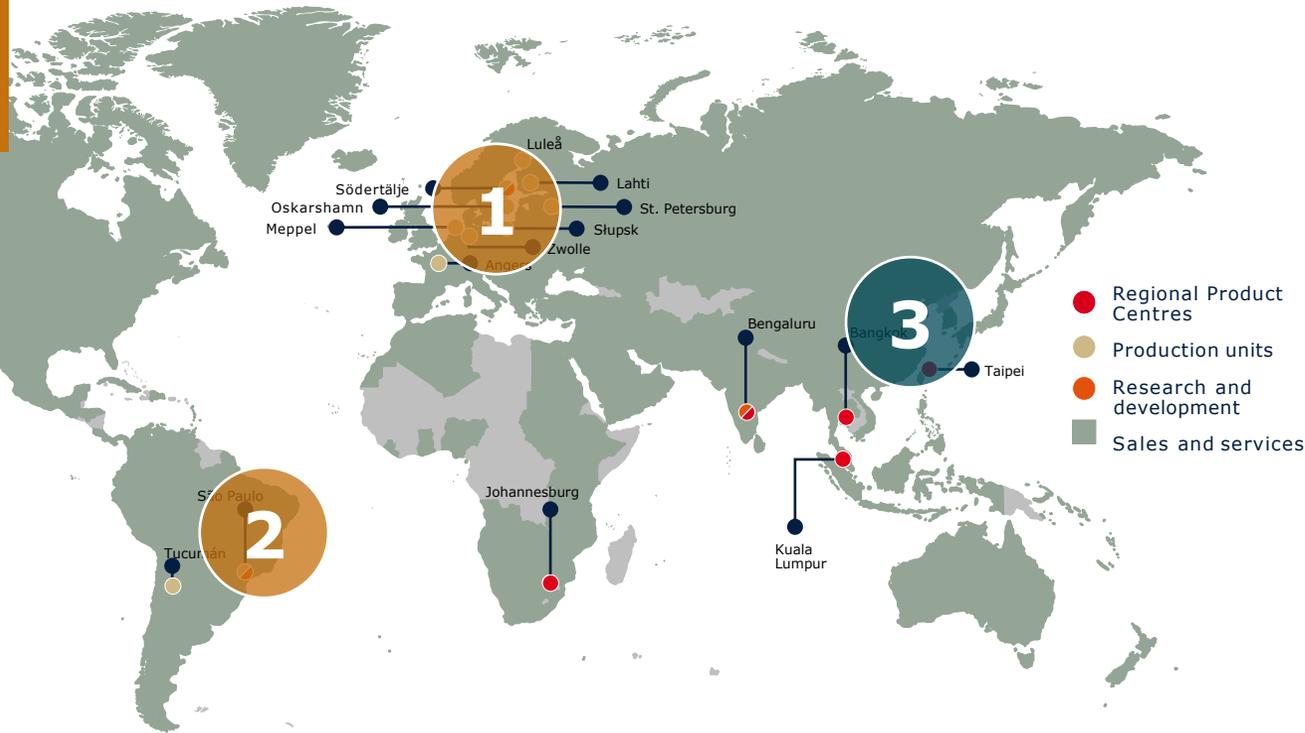
- Same product
- Same working standards
- Same quality

Sales and services network

1,600 dealers and workshops

More than **95%** parts availability

Round-the-clock assistance



- Accelerate market position by global capacity
 - Reduce lead times to growth markets in Asia
 - Increase capacity and reduce lead times in European system
- Tap into the Asian supply system - and R&D competencies
- Reduce CO₂ footprint

Scania V&S: Summary of key success factors so far



Clear purpose and direction to drive the shift



The best-in-class vehicles and engines



Our business model, the modular system and the Scania way provide a world-class foundation to build on



Our footprint – the global production system and the captive dealer network

Building blocks...

to
drive the shift
and secure future
profitability
leadership

Digitalization, data and AI have an important role as we continue to develop our service offering



Data driven Connectivity Artificial intelligence

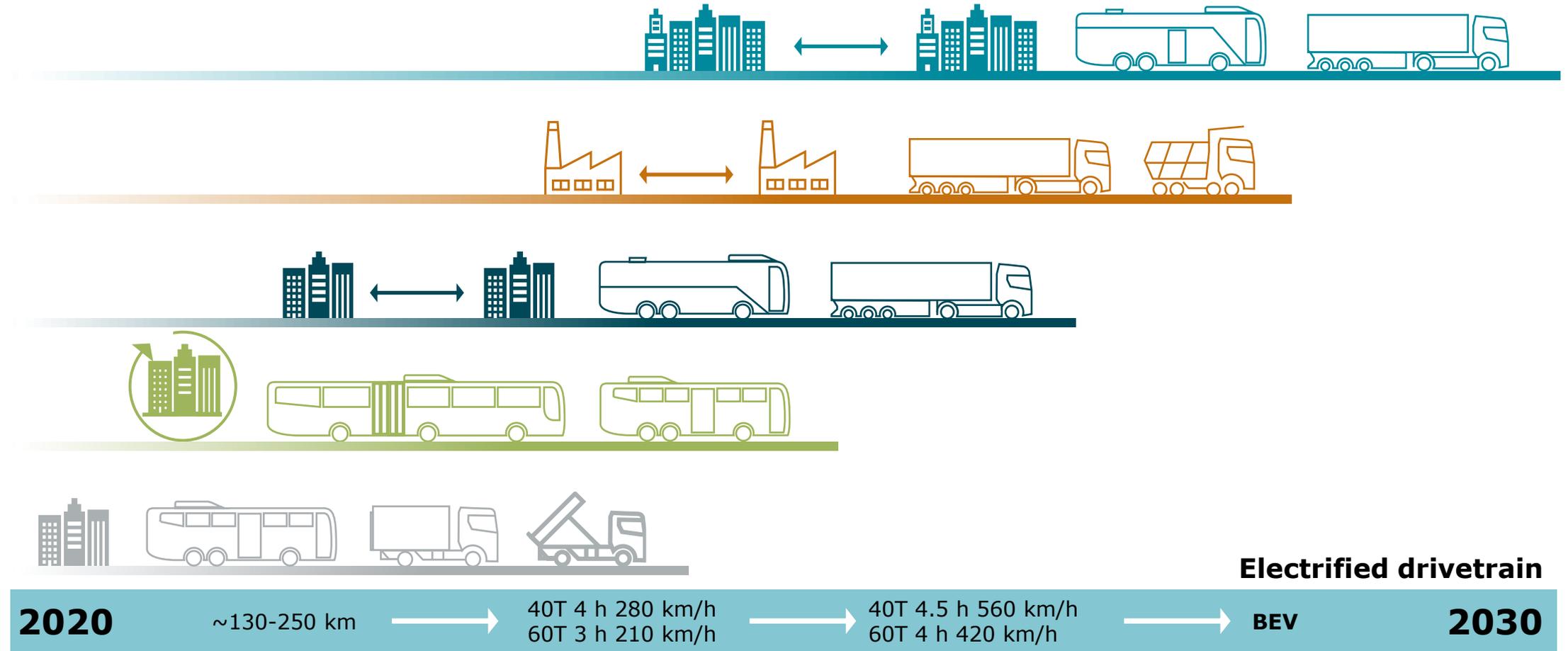


AI supported sales



AI supported uptime
Predictive maintenance –
Scania Pro Care is a step
towards this

Scania's shift to electrification – accelerated by our modular system



The shift to electric vehicles drives an increased need for solution sales



We develop complete solutions for electrification together with our customers



BOLIDEN



LKAB



WIBAX

**Proof points,
small series:**

Powertrains that
can manage up to
80 tons load

Operates in
arctic climate
-23 °C

Charges during
loading and
off loading

Solutions
sales including
charger

Scania V&S: Key takeaways

1



Our business model, the modular system and the Scania way together with our local presence provide a world-class foundation to build on

2



We will drive the shift and secure future profitability leadership

3



We will expand service offering and service sales supported by digitalization and connectivity

