

Sustainability at Scania



Magnus Folin, Manager, Scania U.S.A. Inc.

Provider of transport solutions



Products

- Heavy trucks
- Heavy buses
- Engines

Services

- Workshops
- Service agreements
- Parts
- Driver training
- Scania Assistance

Financing

- Operational leases
- Financial leases
- Hire purchase
- Insurance solutions



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Scania's life-cycle perspective

Environmental performance



Aiming higher



**Martin Lundstedt,
President and CEO
Scania CV AB**

*“Transport plays a vital role in society, moving goods and providing mobility for people. Our sector creates opportunities for wealth and development worldwide. Now our industry’s challenge is to deliver that value sustainably – above all by decoupling transport growth from CO2 emissions. For Scania, the answer is sustainable growth: **sustainable transport is profitable transport.** It’s a condition for expanding the business and building a viable future for our industry.”*

CEO letter Sustainability Report 2012

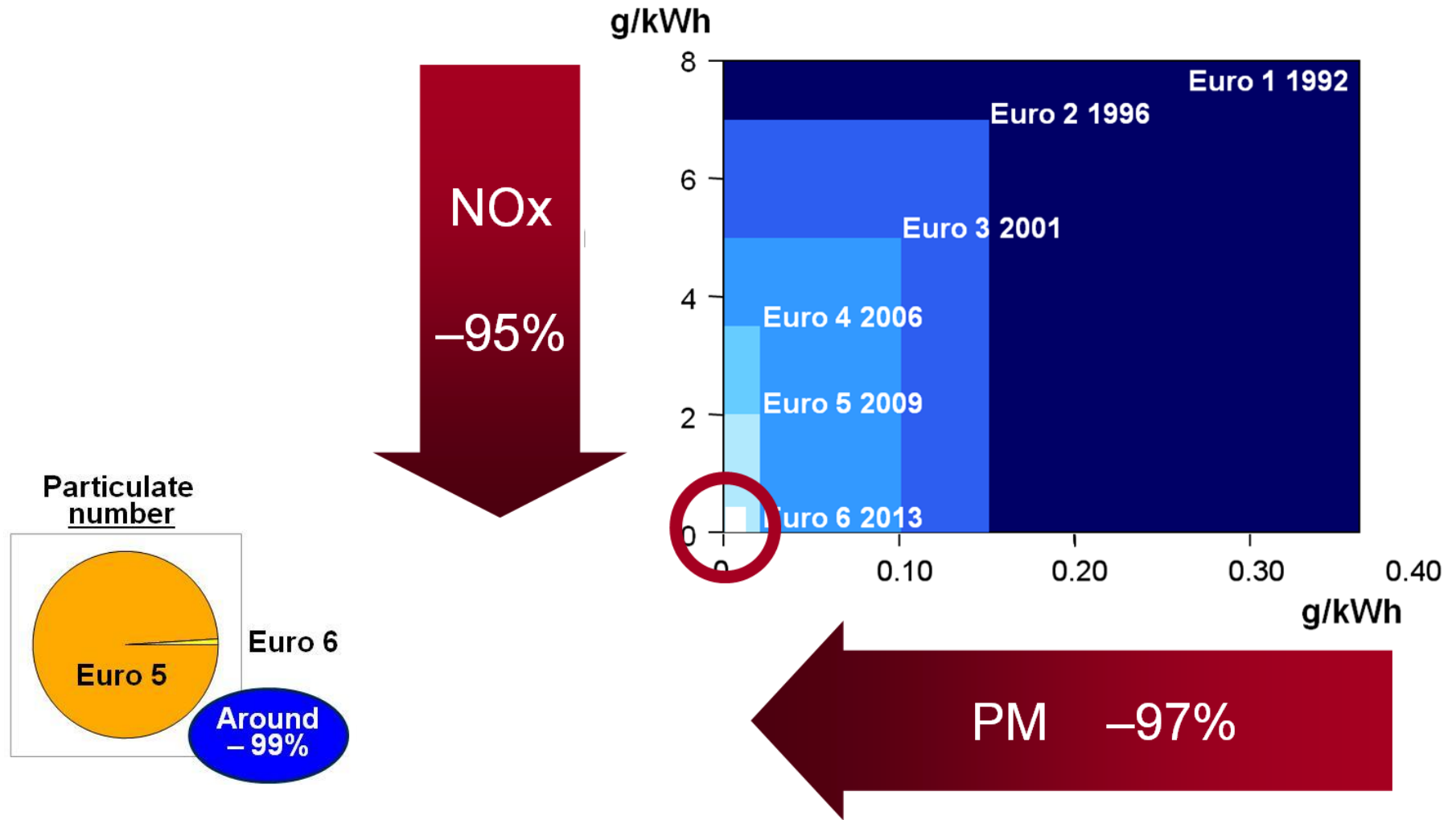
Reducing environmental impact of transports

- **Emissions legislations (Euro norms & EPA directives)**
 - *Reduction of NOx and particulate matter emissions*
 - **Hardware & Software R&D**
- **More efficient hardware & Software**
 - *Reduction of fuel consumption and thereby use of fossil fuels and CO2 emissions*
 - **R&D**
 - **Specification**
 - **Alternative fuels**
 - **Biogas & Natural gas, Biodiesel, Ethanol & Hybrids**
- **More efficient use**
 - *Reduction of fuel consumption & vehicle wear, extending life length*
 - **Ecolution, driver training, driver follow-up**
 - **Transport optimization – full loads**

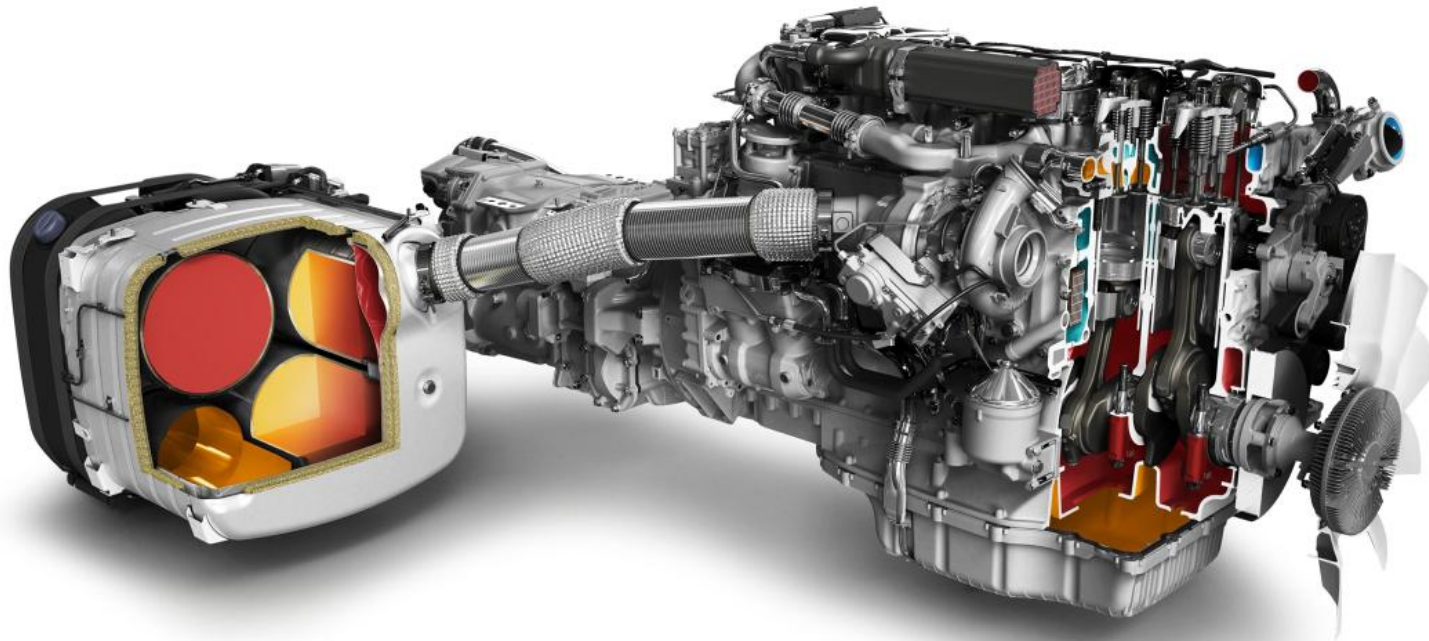


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Meeting emission legislation



Scania Euro 6



2nd gen
+50 Nm
+10 hp
-2.2% fuel



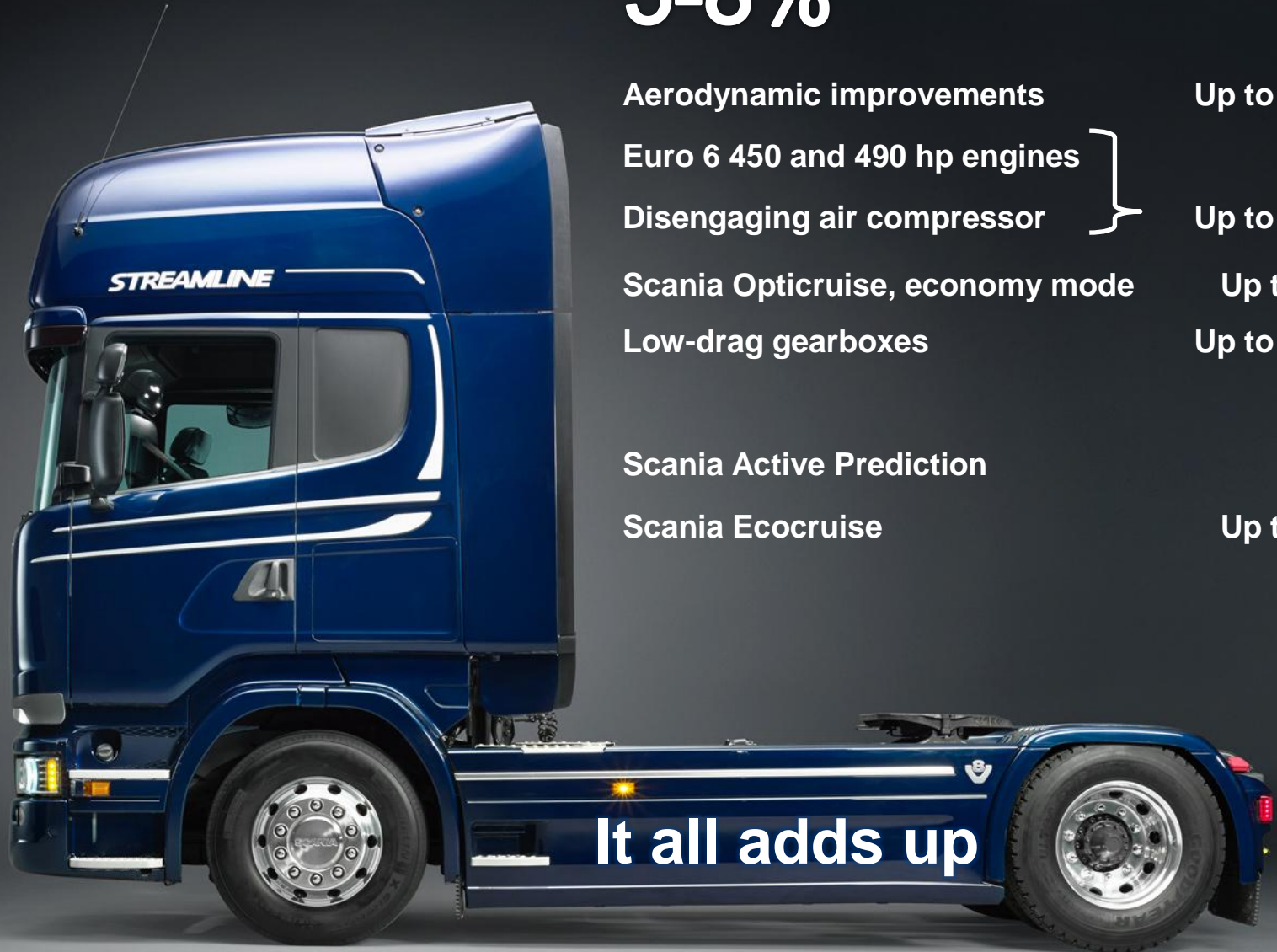
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Fuel efficient Hardware & Software

The new Scania Streamline reduces fuel consumption by up to 8%.



5-8%



Aerodynamic improvements

Up to 1.2%

Euro 6 450 and 490 hp engines

Disengaging air compressor

Up to 2.2%

Scania Opticruise, economy mode

Up to 2%

Low-drag gearboxes

Up to 0.4%

Scania Active Prediction

2-3%

Scania Ecocruise

Up to 1%

It all adds up

Efficient Use

Ecolution by Scania – a new way of thinking

ecolution
by Scania





Hardware and service

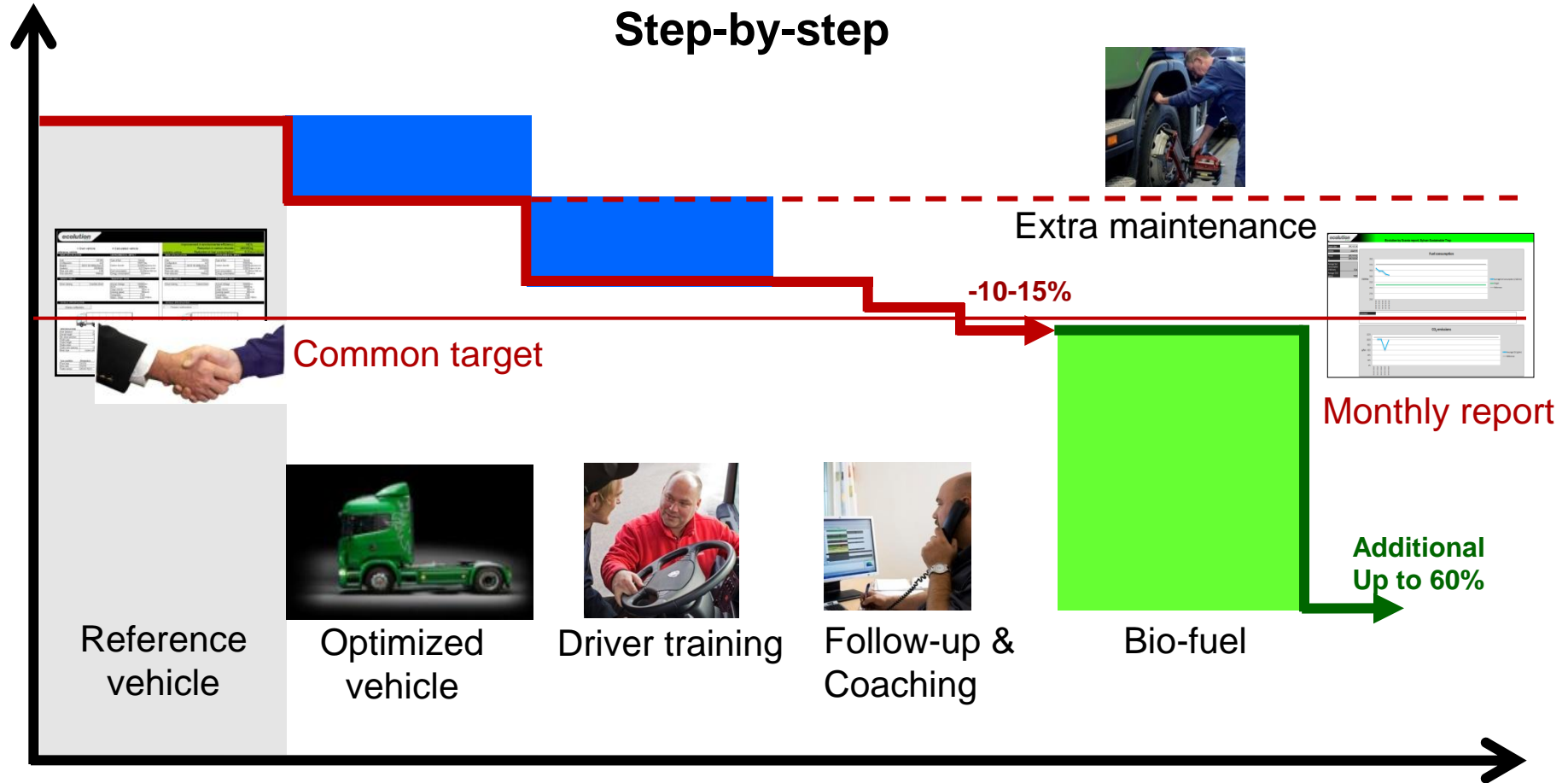
			
<p>Vehicle</p>	<p>Driver training</p>	<p>Driver follow-up</p>	<p>Maintenance+</p>
<p>CO₂ and energy optimised specification</p>	<p>Customised energy efficient driving</p>	<p>Coaching and continuous improvements</p>	<p>Extra attention to fuel economy</p>
<p>Consulting</p>			

ecolution

by Scania

Fuel efficiency
CO₂ emissions

Step-by-step



Thank you for your attention!



Magnus Folin, Manager, Scania U.S.A. Inc.