
PETER FORSBERG, HEAD OF E-TRUCK SOLUTIONS
LET'S CHANGE THE WORLD OF TRANSPORT
SCANIA

SCANIA IN BRIEF

FOUNDED
1891

100+
COUNTRIES

1,500
SERVICE POINTS

54,000
EMPLOYEES

R&D SPEND
600
£ MILLION

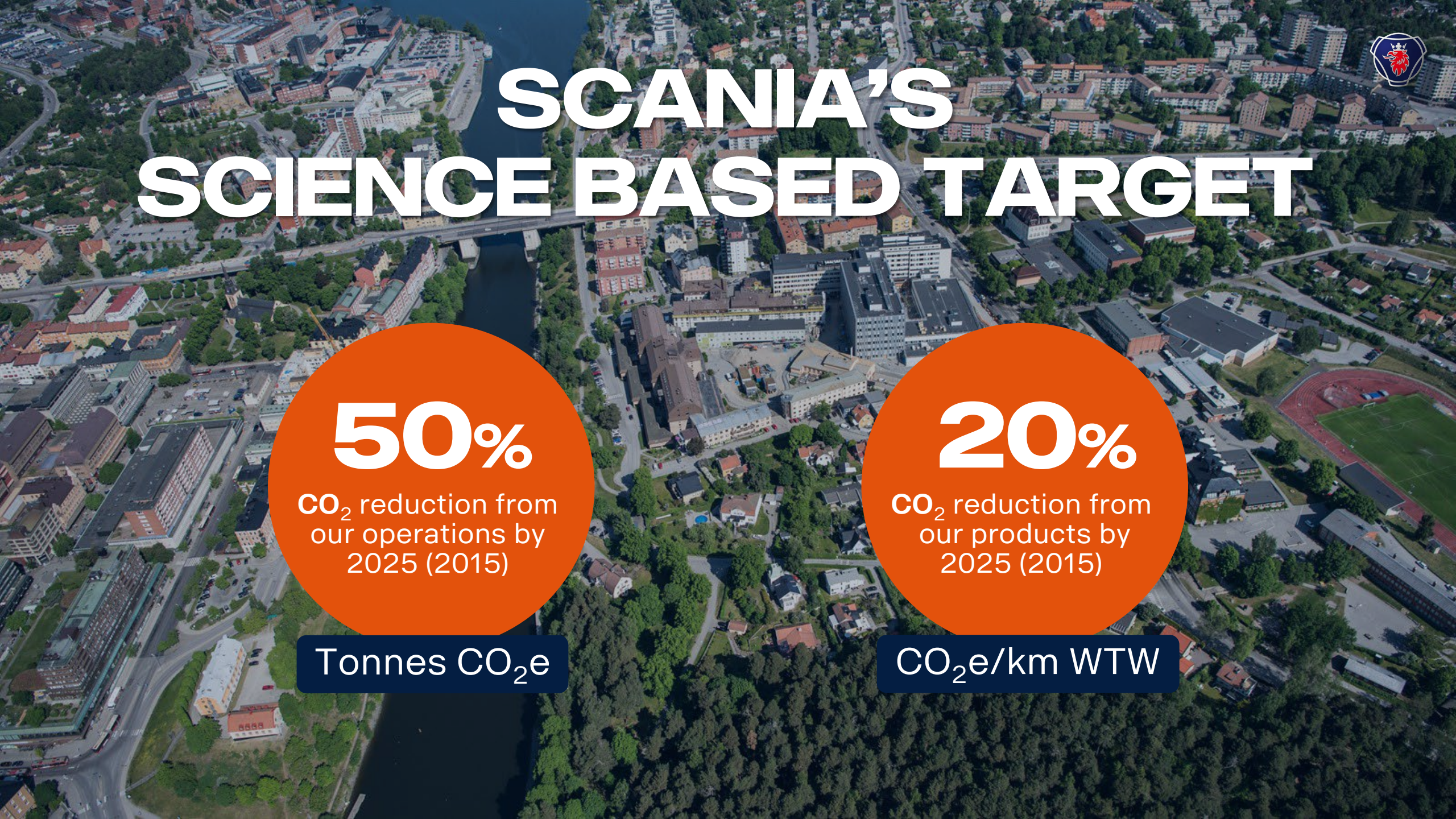
NET SALES
11,5
£ BILLION

LAST RED FIGURES
1934

2020

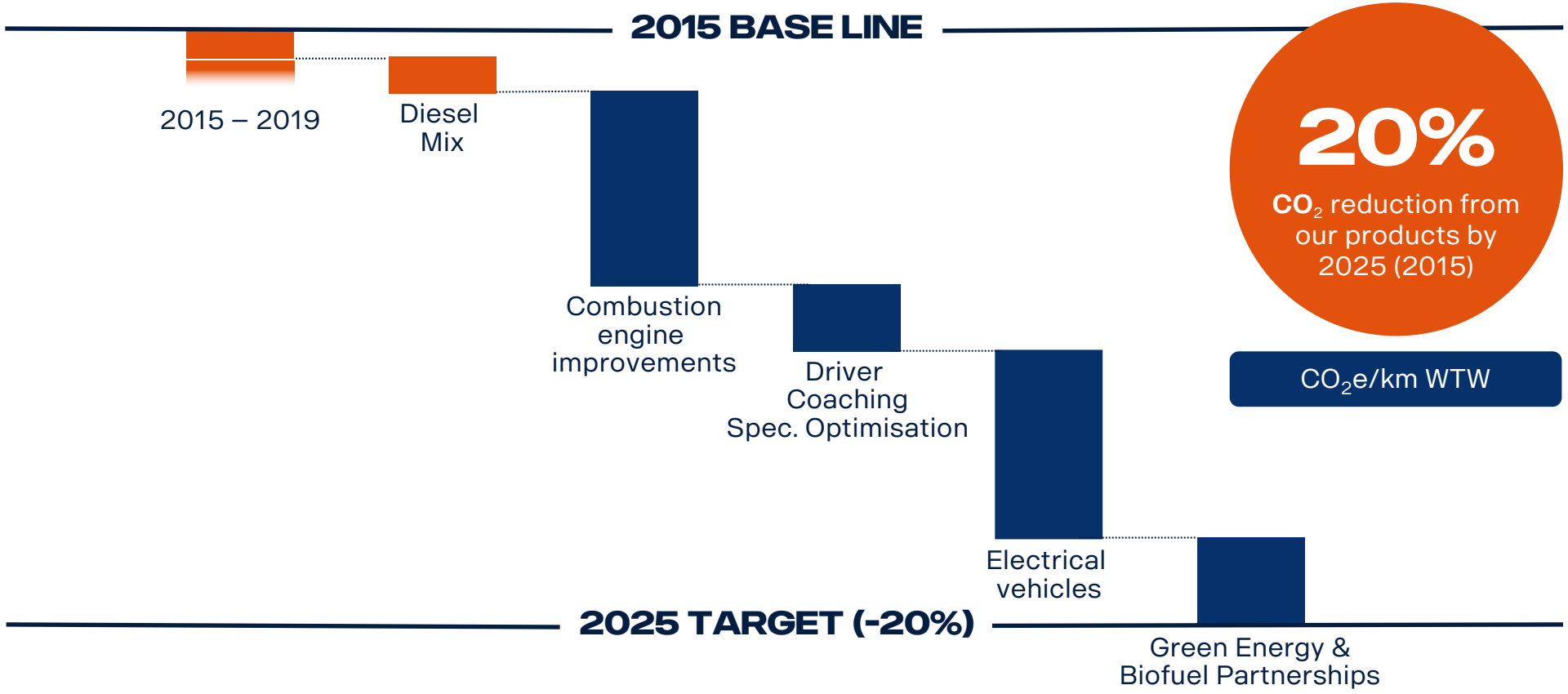
SCANIA PARTICIPATION AT COP 27

- The shift towards sustainable transports is not only about cutting emissions, but also improving public health and creating jobs. It makes cities a better place and helps local economies thrive.
- Scania's purpose is to drive this shift, and our message is clear: it's now time to go both electric and to ramp up the production and use of biofuels. Both are key in reaching the Paris agreement.
- While our main and long-term tool is electrification, biofuels is a "here and now" solution that must be utilized globally. It's moreover the most feasible solution in many parts of the world, not least on the African continent.
- We have the sustainable products and solutions. However, in order to deploy them, we'll need the public investments in infrastructure and renewables. The time to act is now.
- Scania was first in our industry to adopt science based carbon reduction targets, and we are now showing the way by decarbonising our supply chain by 2030.


SCANIA'S
SCIENCE BASED TARGET
50%
CO_2 reduction from our operations by 2025 (2015)
Tonnes CO_2e
20%
CO_2 reduction from our products by 2025 (2015)
CO_2e/km WTW

WHAT IS YOUR TARGET?

SCANIA'S SCIENCE BASED TARGET APPROACH



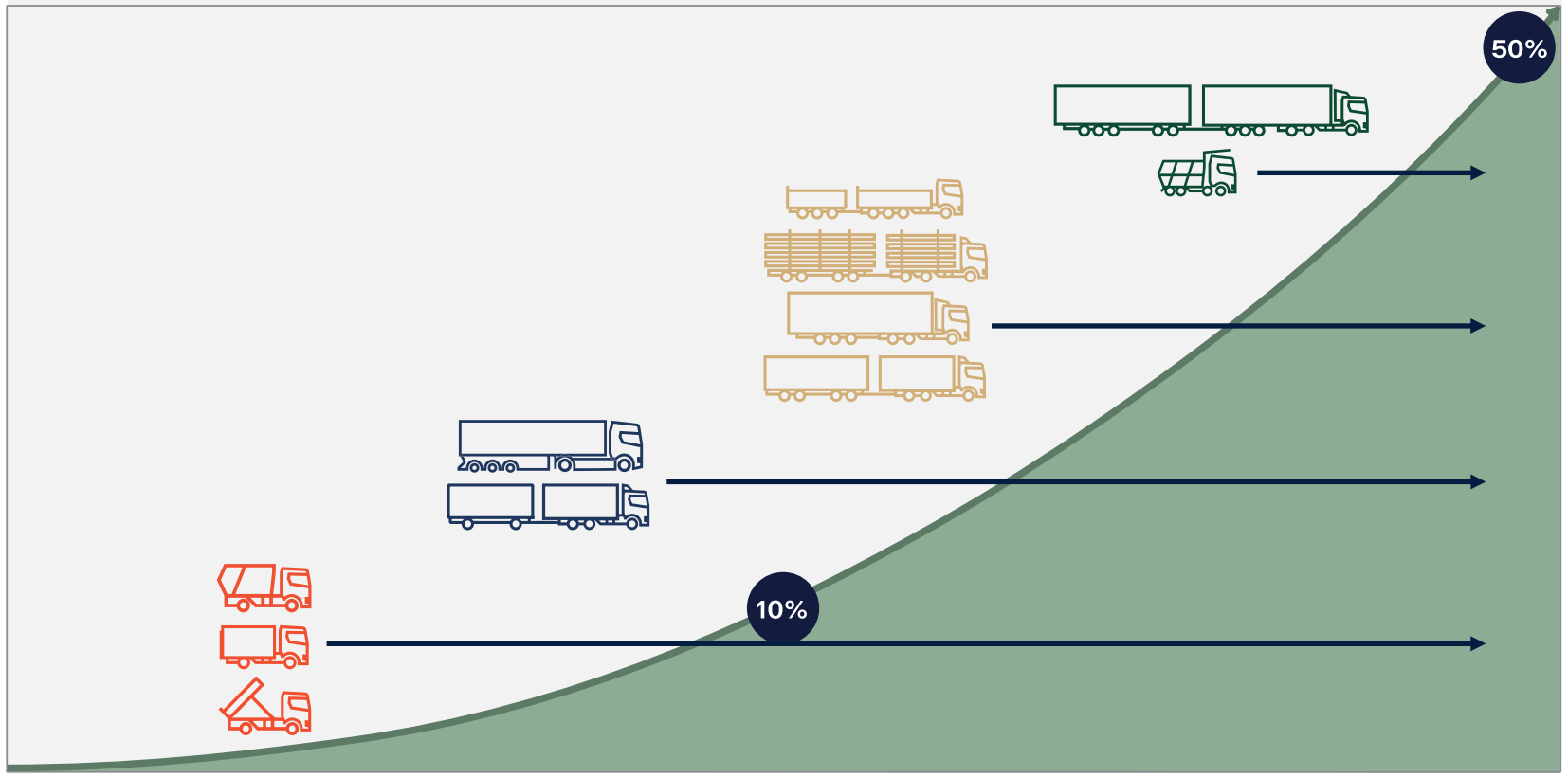
ELECTRIFICATION

SOONER THAN YOU THINK

Sustainability

Customer value

Key conditions

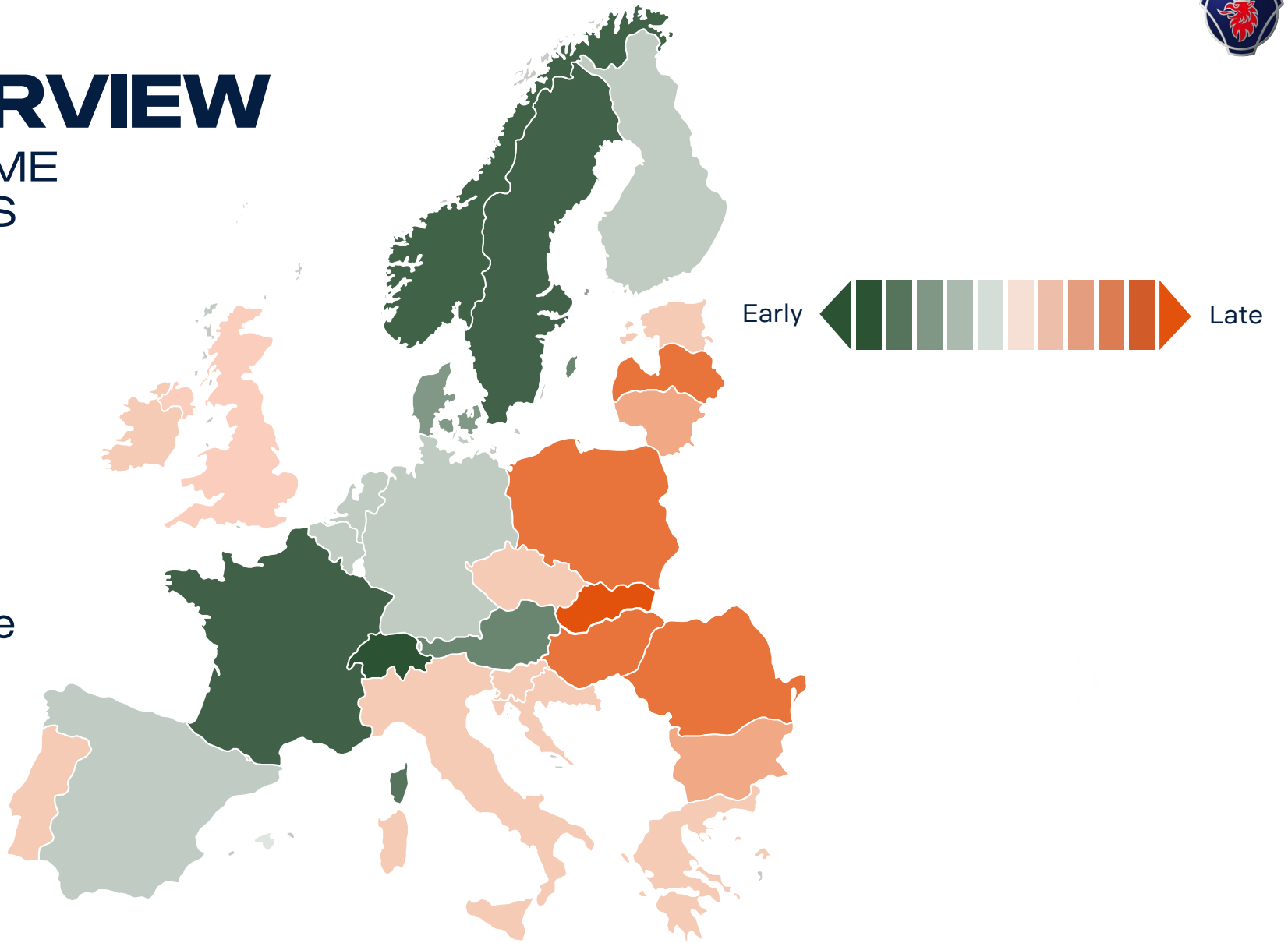


2020 → ~130 – 250 km → 40Ton 4 h 60Ton 3 h → 40Ton > 4.5 h 60Ton 4 h → + → 2030

MARKET OVERVIEW

GENERAL ESTIMATED TIME FRAME FOR BEV TRUCKS

- Europe first mover
- 45 min driving rest
- Availability of green energy
- Ratio electricity/diesel price
- Incentives/CO2 penalties



CURRENT EV PRODUCT PORTFOLIO

HYBRID 2.0

URBAN BEV

REGIONAL BEV

START OF PRODUCTION 2023

APPLICATIONS AVAILABLE TODAY

URBAN DISTRIBUTION

SKIPLOADER

AIRPORT VEHICLE

HOOKLIFT / CITY TIPPER

REFUSE COLLECTOR

MIXER

NEXT LAUNCH: LONG HAULAGE

AVAILABLE FROM 2024

4.5 HOURS DRIVING

45 MINUTES CHARGING

MEGAWATT CHARGING STANDARD

...GOING FORWARDS

Urban Deliveries

Hooklift / City tipper

Refuse collector

Urban distribution

Regional Haulage

Long Haulage

Construction & Forestry

Mining & Industrial

Heavy Haulage Sugar Cane

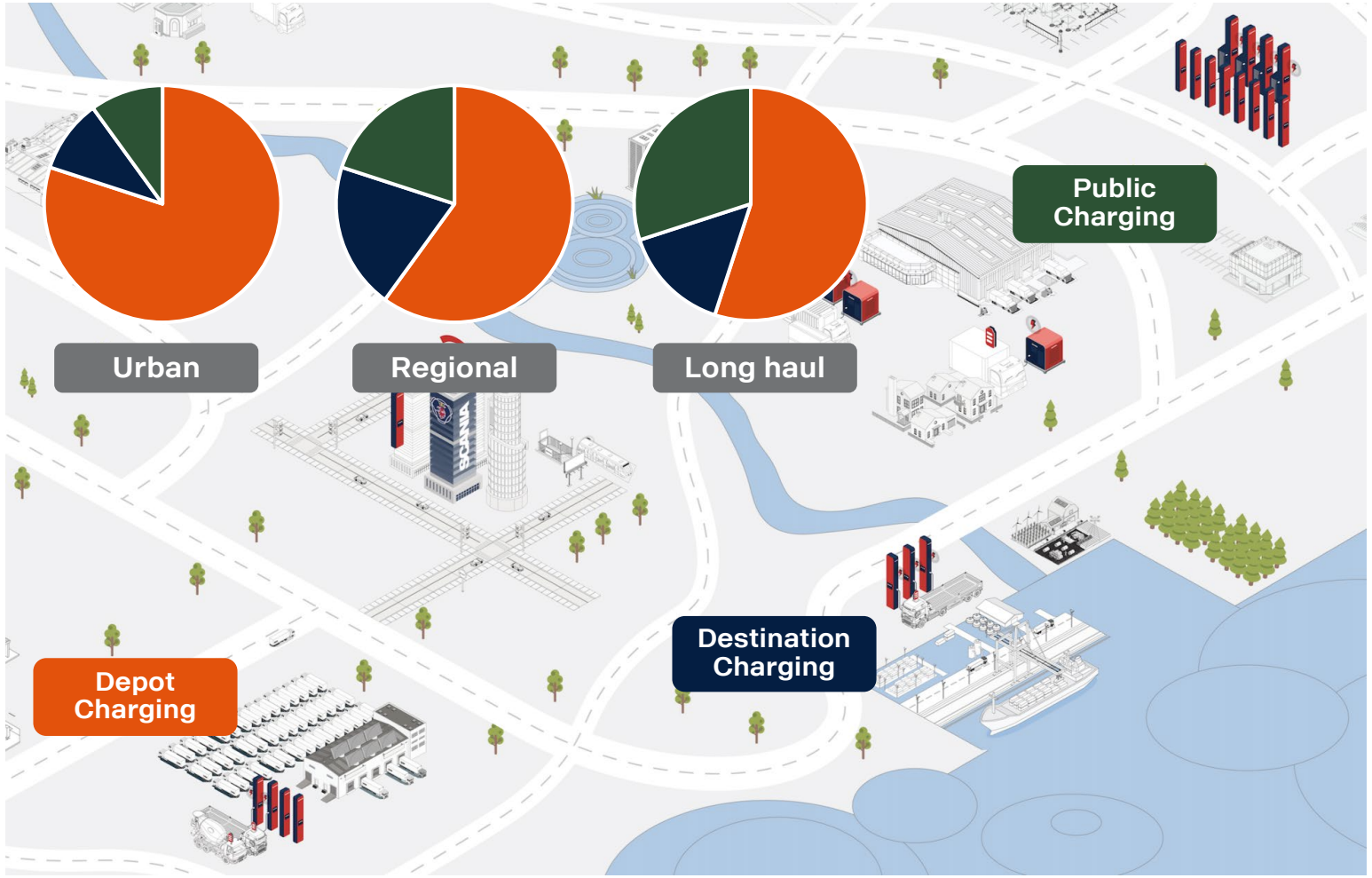
Fire & Rescue

2021 — 2023 — 2024 — 2025 →

PILOT PARTNER BUILDING TRUST

EXCELLENT VEHICLES IS NOT ENOUGH

The charging landscape



- Maximise where it is cheapest
- Charge during natural downtime
- Battery capacity will expand

SCANIA CHARGING PORTFOLIO

CHARGING HARDWARE

PORTABLE

BATTERY INTEGRATED

ALL-IN-ONE CHARGERS

SATELITTE SYSTEMS

CHARGING MANAGEMENT SYSTEM

BASIC

- Charging statistics
- Monitoring
- Remote control

ADVANCED

- Detailed control
- Vehicle identification
- Standard APIs to 3rd party systems
- Power limits

MASTER

- Depature scheduling
- Fault alerts
- Peak power shaving
- Energy tariff optimization

SUPPORT, REPAIR & MAINTENANCE

REMOTE SUPPORT

REPAIR & MAINTENANCE

- Planned service – SLA (maintenance)
- Unplanned service – SLA (Repair)

DAIMLER TRUCK

TRATON

VOLVO

€500M

INVESTMENT (JOINTLY)

1700 charge points in five years

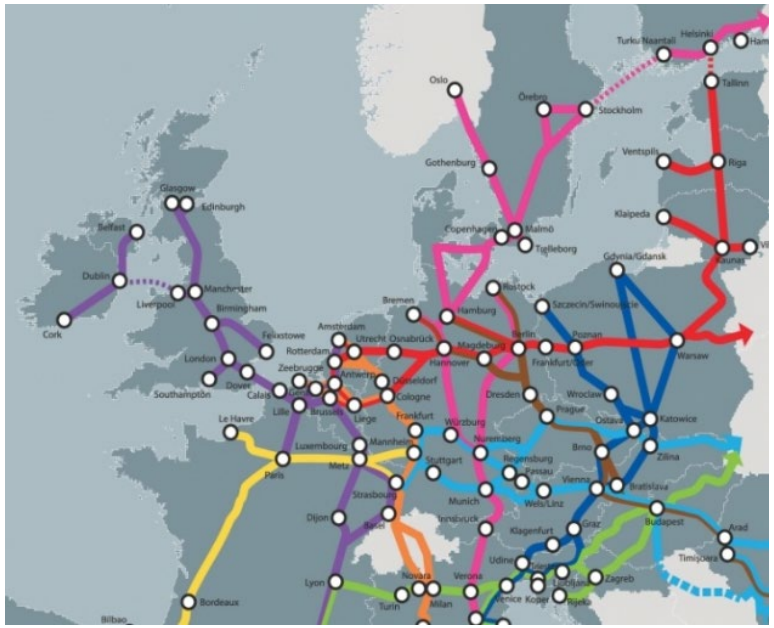
Charging the future of road transport

ANJA VAN NIERSEN, CEO

cvchargingeurope.com

SCOPE AND POTENTIAL BUILD-OUT PLAN

CRITERIA FOR NETWORK LAYOUT



Crucial routes, *such as*

- High freight traffic density
- TOE and policy weighting
- Point-to-point connections
- Public perception

Favourable side conditions, *such as*

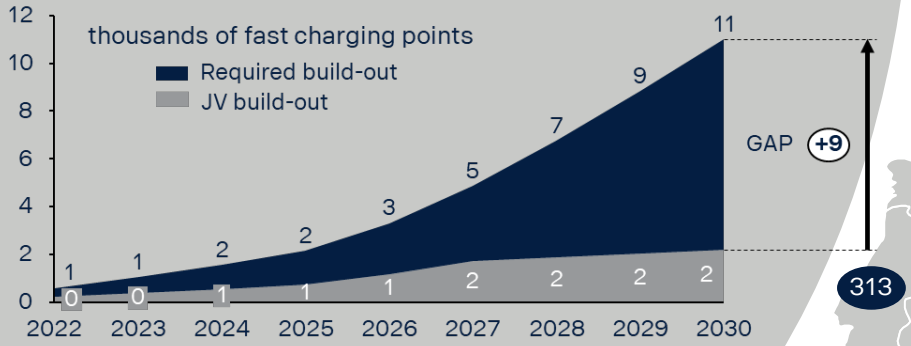
- Policy Support (incl. subsidies)
- Land & grid access
- Cheap & green electricity
- Positive regulatory environment
- Autonomous corridors
- ~150km distance between stations

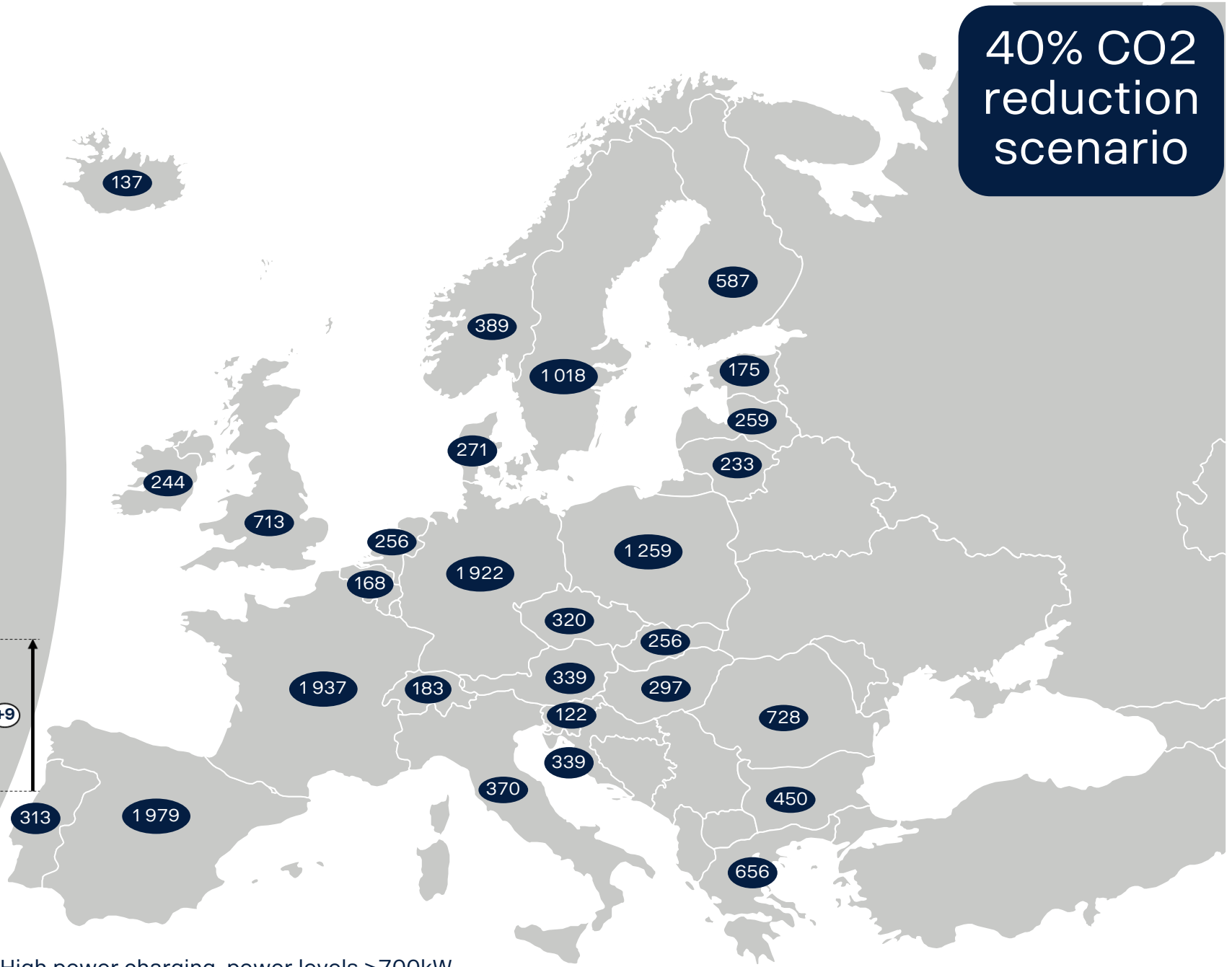
BUILD-OUT PLAN

- **>1,700 CPs until 2027**
- **Future proof technology:** share of MCS **as high as possible**
- **First charging locations beginning 2023.**

BUILD OUT PER COUNTRY

DEMAND 2030: 11 000 HPC* POINTS





40% CO2 reduction scenario

*HPC = High power charging, power levels >700kW

BEST PRACTICE: SWEDEN

SWEDISH ENERGY AGENCY "ELECTRIFICATION PILOTS"

- **>150 public locations** 350kW chargers (funding 150 MEUR)
- To be commissioned **September 2023**

CIRCLE K OKQ8 RECHARGE DRIVING CHANGE

SCANIA DEALER NETWORK CHARGING BUILD OUT 2021-2023

- **35 projects,** partly funded by the Swedish Government
- Installation during 2022 and 2023

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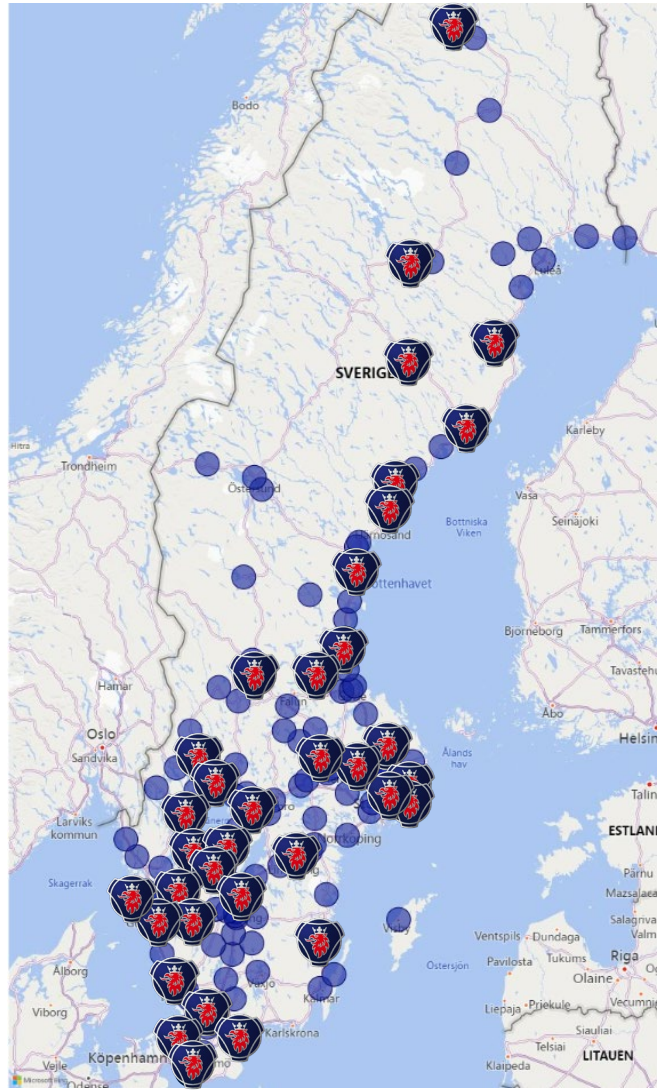


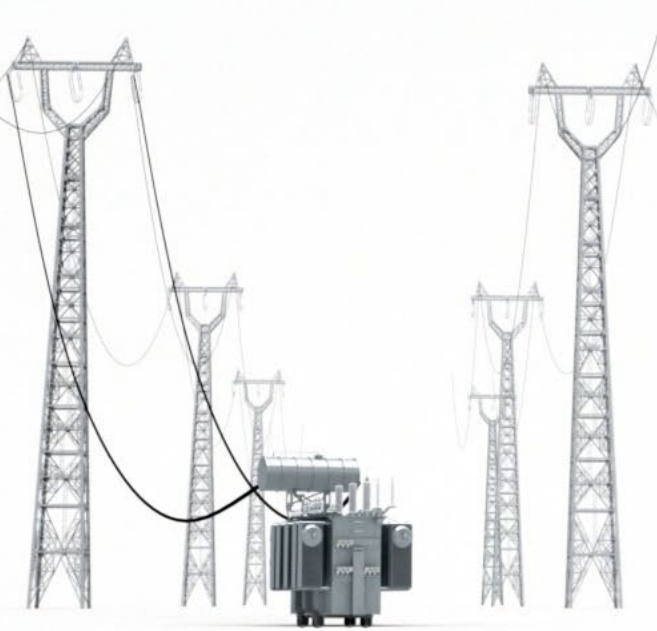
SUPPORT FOR CHANGE

Green energy

Distribution

Charging

Incentives to kickstart



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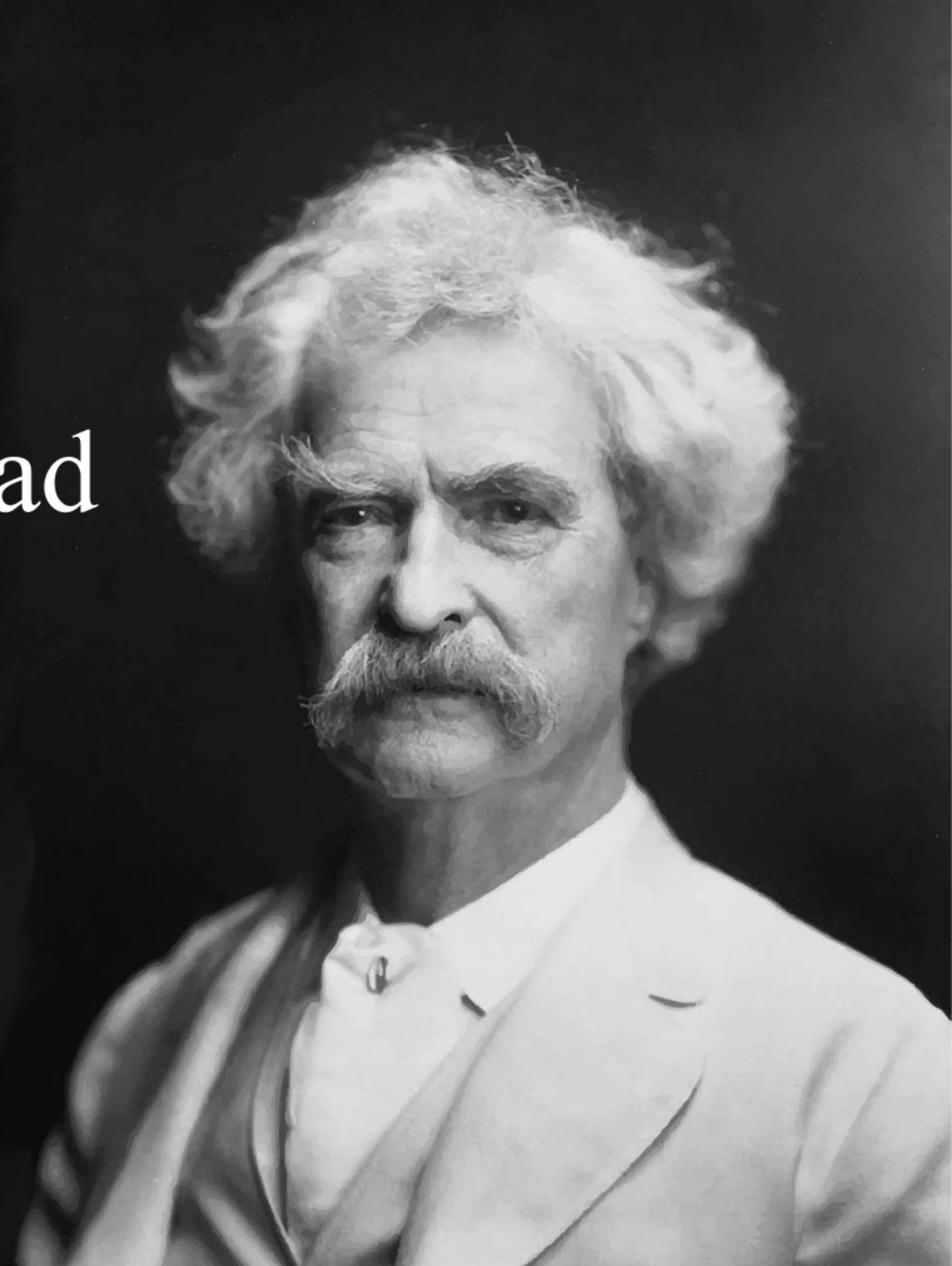
The secret of getting ahead
is getting started.

Mark Twain



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