



GOVERNANCE AND OWNERSHIP



SCANIA GOVERNANCE STRUCTURE

EXECUTIVE BOARD

CEO

Industrial Operations

Sales and Marketing

Commercial Operations

Mobility Solutions Finance and Business Control

People and Culture

Corporate Functions



TRATON GROUP

- LEADING GLOBAL BRANDS AND STRATEGIC ALLIANCE PARTNERS

TR/\TON

OWNED BY VOLKSWAGEN GROUP

FULLY CONSOLIDATED

ASSOCIATE

STRATEGIC PARTNER

25% + 1 share¹

Caminhões Onibus

NAVISTAR

Leader in core markets with differentiated brands

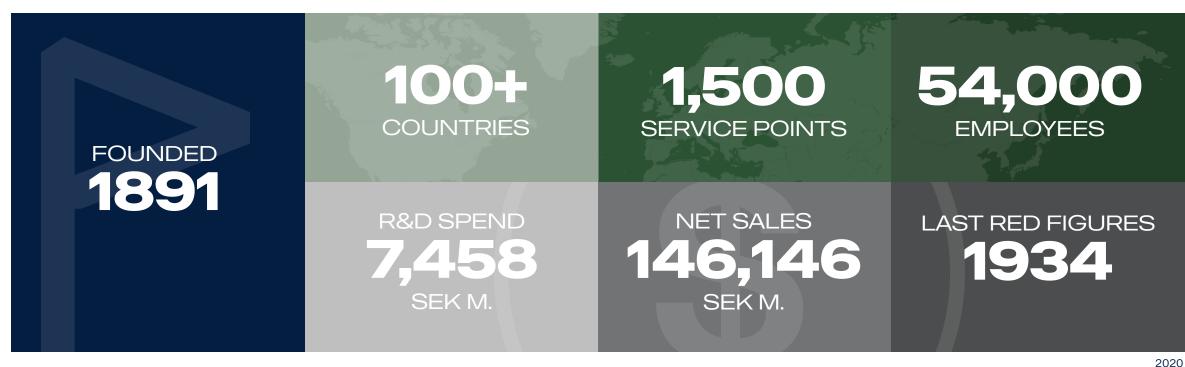
Powerful strategic alliance partners enabling leading global scale



SCANIA IN BRIEF



SCANIA IN BRIEF



2020



PRODUCTS AND SERVICES





















CORE VALUES















KEY FIGURES



KEY FIGURES 2021

	2021	2020
Deliveries, units	90,366	72,085
Order intake, units	116,798	92,940
Net sales, SEK m.	146,146	125,125
Operating income, SEK m.*	11,294	8,887
Operating margin, %	7.7	7.1
Number of employees	54,000	50,011



SCANIA DELIVERIES 2021

Trucks



85,930 (66,899)

Buses and coaches



4,436 (5,186)

Power solutions

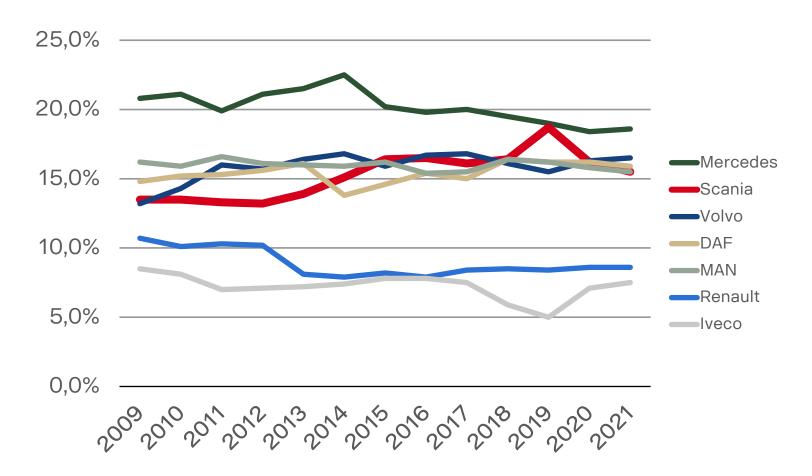


11,786 (10,991)



MARKET SHARE 2021

Trucks above
16 tonnes,
all 27 EU countries
(except Malta) plus Norway,
Great Britain, Switzerland
and Island





SCANIA'S TOP 10 MARKETS

TRUCKS, 2021

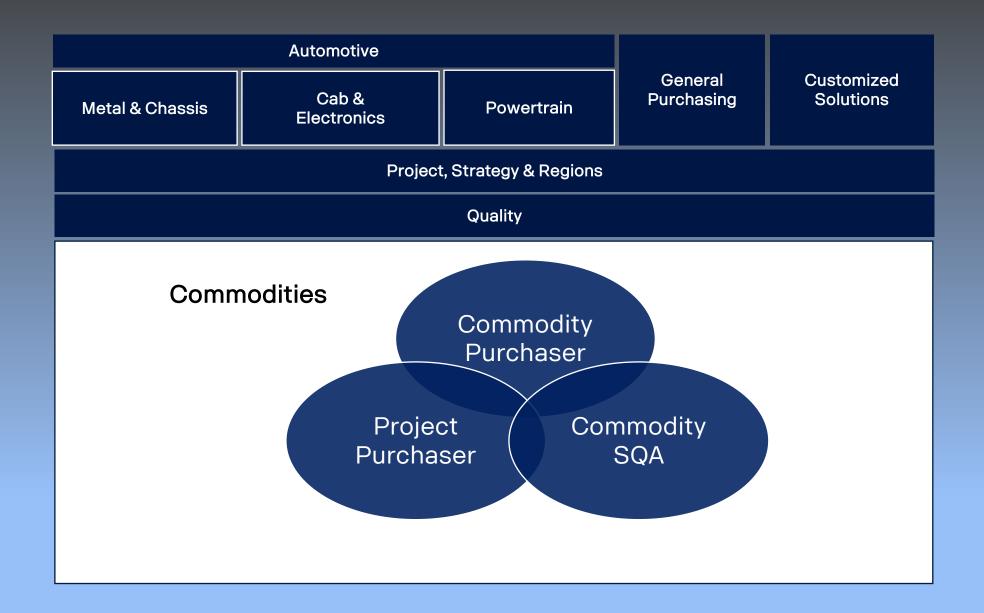
Deliveries, units	2021	2020
1. Brazil	15,855	8,754
2. Russia	6,998	4,617
3. Germany	5,238	4,822
4. France	4,902	4,558
5. United Kingdom	4,602	4,904
6. Poland	4,339	2,860
7. Italy	2,924	2,365
8. Netherland	2,807	2,133
9. Sweden	2,466	2,192
10. Spain	2,158	2,215



SCANIA PURCHASING

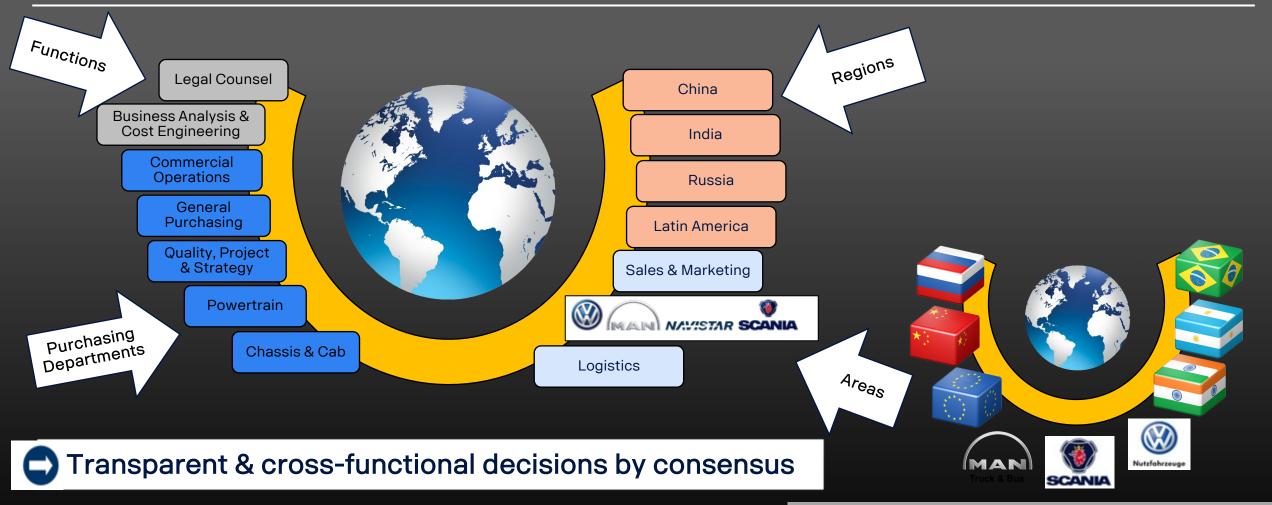
PURCHASING | SCANIA'S PURCHASING ORGANISATION





PURCHASING | SOURCING DECISION PROCESS





Truck & Bus Sourcing Committee (TSC)*

PURCHASING | SOURCING BOARD PROCESS



Part number 3027 888 Designation part Reinforcement structure Max. demand p.a. 11.171 Volume Value Finance- and Invest-Target 485,44 271.845 4.839.321
Part number 3027 888 Designation part Reinforcement structure Max. demand p.a. 11.171 Volume Value
Part number 3027 888 Designation part Reinforcement structure Max. demand p.a. 11.171 Volume Value
Max. demand p.a. 11.171 Volume Value
Finance- and Invest-Target 485,44 271.845 4.839.321
VSI Reduction per year (%)
Rating
Name of supplier Production / Delivery Q FE L S A-Price B-Price C-Price Total Invest Leadtime Tool set up Segment Strategy Comments 2024 2025 2026 2027 2028 2029 2030 Actual care
Press Kogyo Sweden AB SE / SE B 433,20 444,91 233.010 21 weeks Laser/ bending & robot welding Increase Tier2: Profilgruppen 11.047
Nitator i Oskarström AB SE / SE B A B 439,53 447,70 229.946 22 weeks Laser/ bending & robot welding robot welding
Holsby Metall AB SE / SE B A A 433,34 445,34 304.029 22 weeks Laser/ bending & robot welding robot welding Beslag & Metall Tier2: Profilgruppen & Beslag & Metall 11.134
Prestando Kalmar AB SE / SE B 456,73 469,31 225.728 32 weeks Laser/ bending & robot welding robot welding
different ratings

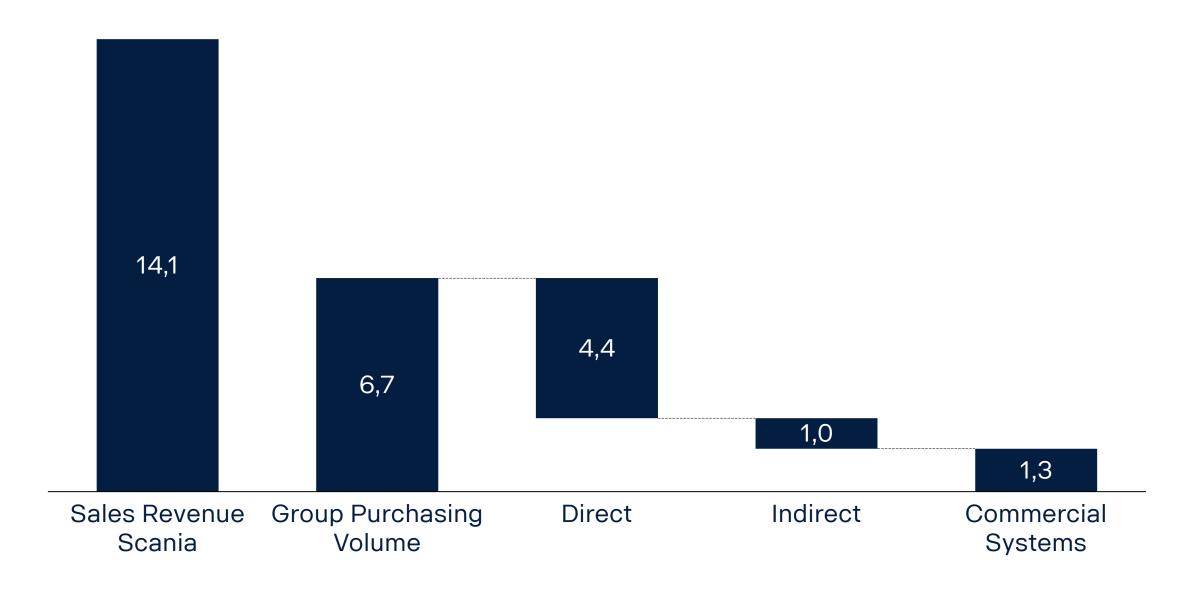
PURCHASING IN THE WORLD





PURCHASING VOLUME 2021 - 6,7 € (IN BILLION €)

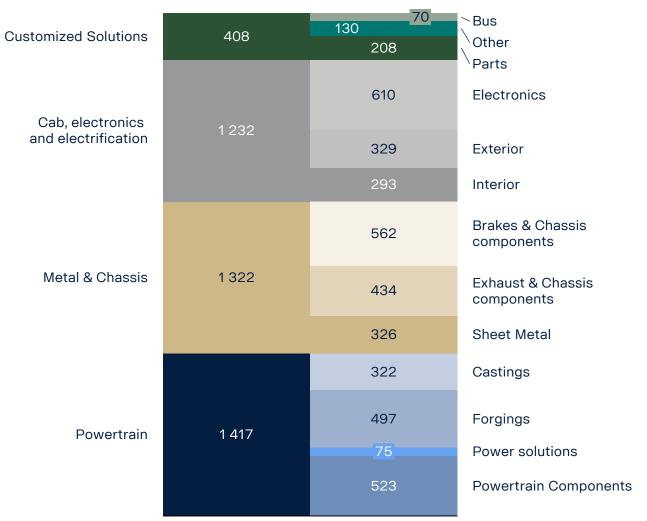


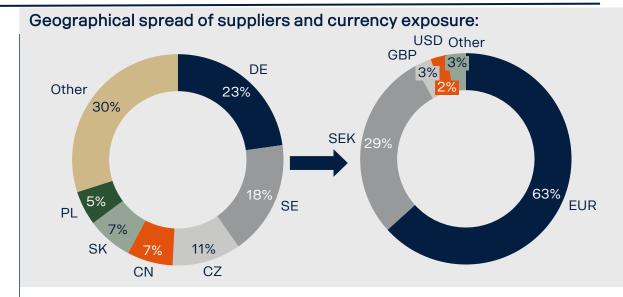


PURCHASING | AUTOMOTIVE AT A GLANCE

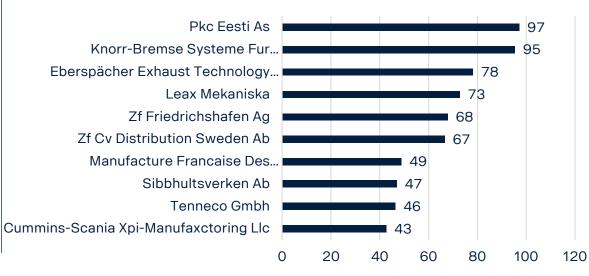
Segments and their annual spend (MEUR):

4 379 MEUR



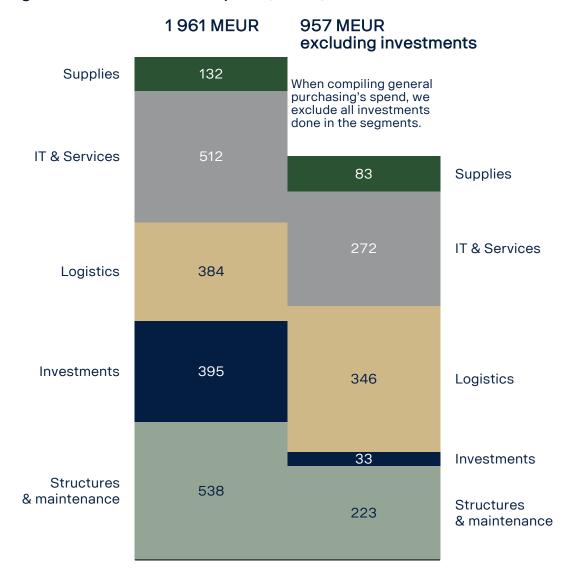


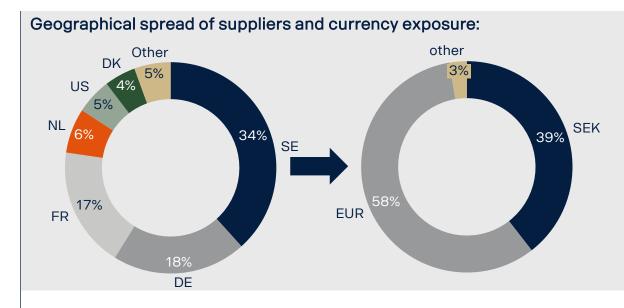
Our biggest suppliers (MEUR):



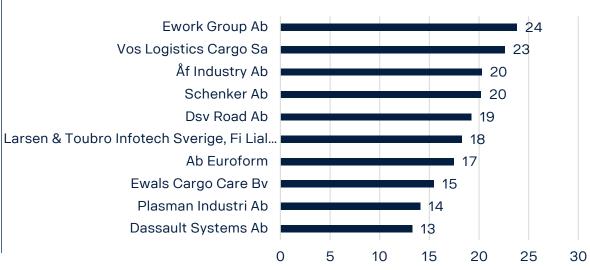
PURCHASING GENERAL AT A GLANCE

Segments and their annual spend (MEUR):



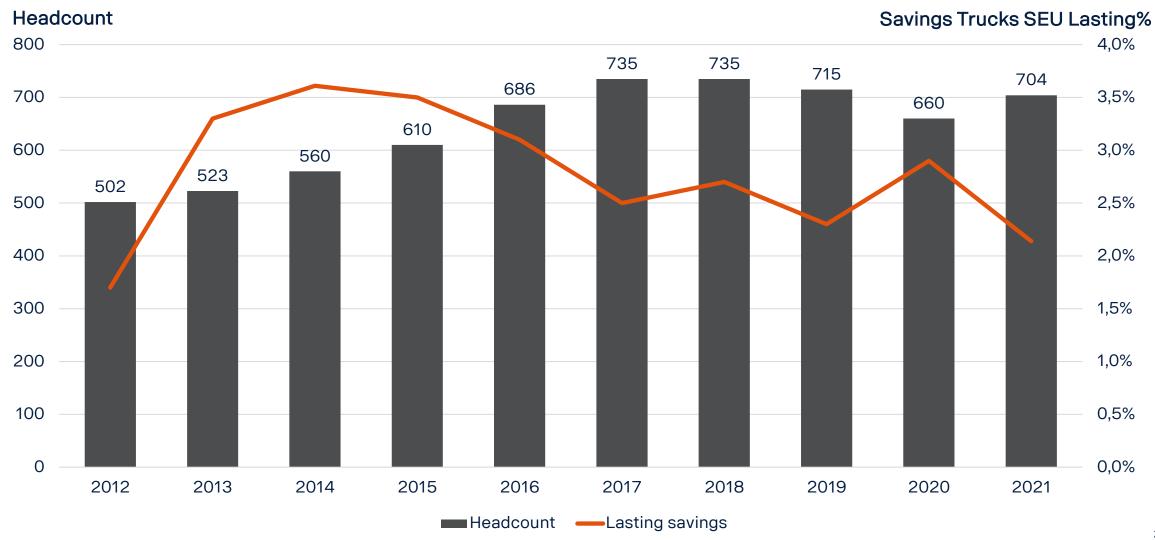


Our biggest suppliers (MEUR):



PURCHASING | DEVELOPMENT 2012-2021





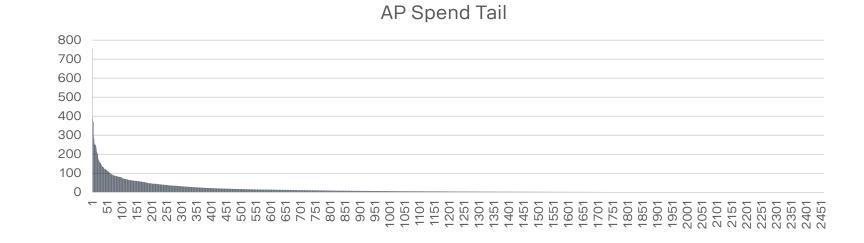
PURCHASING | THE SPEND TAIL



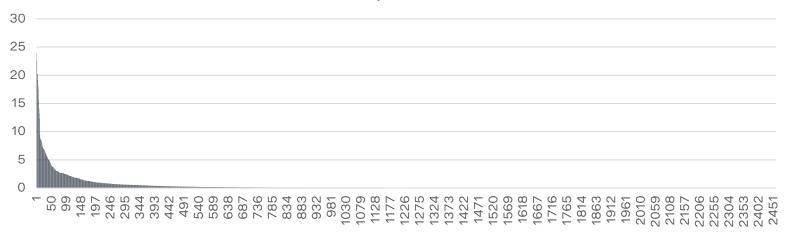
- AP deals with 1956 suppliers.
- 80% of the total spend is from 325 suppliers.
- We have a dependency towards the larger suppliers in order to have our production rolling.



- 80% of the total spend is from 244 suppliers.
- There is a strategical challenge to make sure we focus on the material cost savings on larger suppliers.

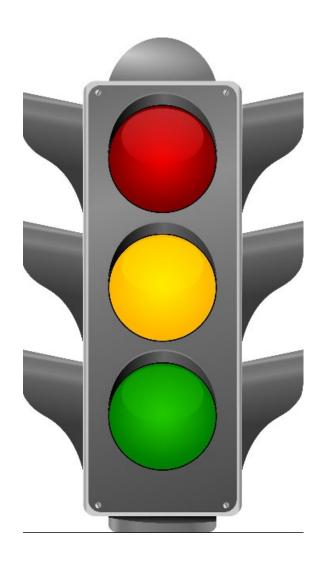


SA Spend Tail



PURCHASING QUALITY RATING APM 203





Q-Rating for nomination			APM 203 Version 3.2 2019-06-27 SNA Jan Visscher SCANIA					
			Internal ι	ise only				
Nomination information			Finished (Q-rating to be	sent to Q-	rating.SEU	@scania.com	
Material group Package name		1						
Part No Description								
Kick off date Quotation review date	9							
Sourding board case no		•	Purchaser/Department					
Supplier information								
Supplier Supplier No DUNS No Pro	od. site							
Existing Supplier N	ew Supplier	N	ew for this pr	oduct group	Commo	n Project		
Supplier qualifications								
Valid certifications:	IAI	F16949		Valid to/Planne	ed to + waiver	date		
	ISO9001			Valid to/Planne	ed to + waiver	date		
	IS	ISO14001		Valid to/Planne	ed to + waiver	date		
IMDS, Annex A, Annex B and SSA:	IMDS, Annex A, Annex B and SSA :			Waived to + wa	iver date			
		Annex A						
		Annex B						
		SSA						
Qualification rating								
SQM:s qualification rating based on	supplier	•	1					
qualifications above.			Comment					
Audit results			-					
SCANIA/MAN/VW: Process Audit/POT result				Date when latest audit was performed and explanation if C. State if POT or audit. Date of POT/audit request.				
Assessment of Special requirements for Scania designed parts				Comment, or explanation if C				
Reliability rating								
Supplier understanding and handling of Scania requirements (assessment based on previous experience in working with supplier)			Explanation (if C, explanation mandatory)					
Reliability of quoted manufacturing process and PPAP plan (based on process flow/control plan etc.)			Explanation (if C, explanation mandatory)					
Supplier performance (existing	ıg suppliei	r)						
Technical eQ-reports last 6 months	0		Valid for ovieting SCANUA					
PPM latest 6 months	0		Valid for existing SCANIA suppliers					
Escalation status (step 0,1,2,3)	0			Valid for existing SCANIA/MAN/VW suppliers				
		•		,	1			
Total Result Q-rating	g				SQA:		Date:	