Scania – Driving the shift towards a sustainable transport system

TRATON Capital Markets Day
Christian Levin, CEO Scania
Södertälje, 05-18-2022
Disclaimer

This presentation has been prepared for information purposes only.

It does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Volkswagen AG, TRATON SE, or any company of the TRATON GROUP in any jurisdiction. Neither this presentation, nor any part of it, nor the fact of its distribution, shall form the basis of, or be relied on in connection with, any contractual commitment or investment decision in relation to the securities of Volkswagen AG, TRATON SE, or any company of the TRATON GROUP in any jurisdiction, nor does it constitute a recommendation regarding any such securities.

It contains forward-looking statements and information on the business development of the TRATON GROUP. These statements and information are based on assumptions relating in particular to the TRATON GROUP’s business and operations and the development of the economies in the countries in which the TRATON GROUP is active.

The TRATON GROUP has made such forward-looking statements on the basis of the information available to it and assumptions it believes to be reasonable. The forward-looking statements and information may involve risks and uncertainties, and actual results may differ materially from those forecasts. If any of these or other risks or uncertainties materialize, or if the assumptions underlying any of these statements prove incorrect, the actual results may significantly differ from those expressed or implied by such forward-looking statements and information. The TRATON GROUP will not update this presentation, particularly not the forward-looking statements. The presentation is valid on the date of publication only.

Certain financial information and financial data included in this presentation are preliminary, unaudited, and may be subject to revision. Due to their preliminary nature, statements contained in this presentation should not be unduly relied upon, and past events or performance should not be taken as a guarantee or indication of future events or performance. Financial figures might be translated from different currencies, using the exchange rate prevailing at the relevant date or for the relevant period that the relevant financial figures relate to.

All statements with regard to markets or market position(s) of TRATON SE or any affiliated company or any of its competitors are estimates based on data available to the TRATON GROUP.

IHS Markit Data referenced herein are the copyrighted property of IHS Markit Ltd. and its subsidiaries ("IHS Markit"). The IHS Markit Data are from sources considered reliable; however, the accuracy and completeness thereof are not warranted, nor are the opinions and analyses published by IHS Markit representations of fact. The IHS Markit Data speak as of the original publication date thereof and are subject to change without notice. IHS Markit and other trademarks appearing in the IHS Markit Data are the property of IHS Markit or their respective owners.

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

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Scania GROUP</th>
<th>Peers</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>10.1%</td>
<td>8.1%</td>
</tr>
<tr>
<td>2019</td>
<td>11.5%</td>
<td>7.8%</td>
</tr>
<tr>
<td>2020</td>
<td>7.1%</td>
<td>3.7%</td>
</tr>
<tr>
<td>2021</td>
<td>11.3%</td>
<td>7.1%</td>
</tr>
</tbody>
</table>
New Super-based powertrain

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

Vehicle performance
Fuel efficiency
Reliable service

Customer experience driven development of our service portfolio

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

**Electrified drivetrain**

<table>
<thead>
<tr>
<th>Year</th>
<th>Distance</th>
<th>Speed</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>~130-250 km</td>
<td>40T 4 h 280 km/h</td>
</tr>
<tr>
<td></td>
<td></td>
<td>60T 3 h 210 km/h</td>
</tr>
<tr>
<td></td>
<td></td>
<td>40T 4.5 h 560 km/h</td>
</tr>
<tr>
<td></td>
<td></td>
<td>60T 4 h 420 km/h</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BEV 2030</td>
</tr>
</tbody>
</table>

2020
The shift to electric vehicles drives an increased need for solution sales
We develop complete solutions for electrification together with our customers

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.

12% Strategic RoS target