



# SCANIA

## PRESS info

N01046EN / IMC Annika Stenlund

4 December 2001

### Engine boom in Brazil:

## Scania increases by 175 per cent

**Since January this year, Scania has increased its engine sales in Brazil by 175 percent. The boom is the result of the country's energy crisis, which has substantially increased the demand for diesel-powered generating sets.**

Earlier this year, the Brazilian government introduced rationing in certain areas to avoid widespread electricity shortages. The energy crisis has hit both private consumers and companies.

As a result of electricity rationing, many companies have decided to secure their own electricity supplies by purchasing generator sets. For Scania, this has prompted a strong rise in sales.

"We expect to deliver about 2,400 engines this year," says Lennart Hjelte, Senior Vice President Scania Industrial and Marine Engines. "This is roughly three times more than we sold last year, and our market share has risen to about 40 percent."

Scania has its own engine production unit and sales organisation in Brazil, a factor that makes it possible for the company to be in the right place at the right time.

"The fact that we are on site in Brazil and can offer service throughout the country is naturally an important ingredient in our success," explains Lennart Hjelte.

Scania supplies engines to several generating set manufacturers in Brazil, such as Atlas Copco, Chicago Pneumatic and SMDO. Maquigeral is an important local manufacturer, also using Scania engines for many years now.

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*Scania is one of the world's leading manufacturers of trucks and buses for heavy transport applications, and of industrial and marine engines. With 26,900 employees and production facilities in Europe and Latin America, Scania is one of the most profitable companies in its sector. In 2000, turnover totalled SEK 53,800 million and the result after financial items was SEK 4,500 million. Scania products are marketed in about 100 countries worldwide and some 95 percent of Scania's vehicles are sold outside Sweden.*

Scania press releases are available on the Internet, [www.scania.com](http://www.scania.com)