



SCANIA

PRESS info

N00047EN / Bo Östlund

7 September 2000

Breakthrough for Scania Ukraine:

200 vehicles sold in biggest fleet contract to date

Scania Ukraine, Scania's wholly-owned subsidiary in the Ukraine, has signed a contract to deliver 200 tractor units to Orlan-Trans, the transport subsidiary of Orlan Breweries. The vehicles will be delivered at the rate of 10 per month over a 20-month period. The order also includes a five-year repair and maintenance contract.

The deal is worth approximately SEK130 million.

The order is the biggest secured by Scania in the Ukraine to date. Scania took over its distribution activities in the country in 1998. Since then, its subsidiary, Scania Ukraine, has established a network of seven major service workshops along the country's most important transport routes.

"Our strategy of also providing our customers with local service and maintenance facilities has borne fruit," says Berth Carreman, MD of Scania Ukraine. "We are now seeing a significantly higher level of interest on the part of the country's major hauliers and this contract definitely represents a breakthrough in that customer category."

Orlan-Trans, the wholly-owned subsidiary of Orlan, the third largest brewery group in the Ukraine, now has a fleet of 140 trucks, 20 of which are already Scania's. The Orlan-Trans contract was signed in the course of a recent visit by the company's management, accompanied by Scania Ukraine personnel, to Sweden's Elmia truck show.

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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 25,800 employees and production facilities in Europe and Latin America, Scania is one of the most profitable companies in its sector. In 1999, turnover totalled SEK 47,100 million and the result after net interest income/expense 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.

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