



**SCANIA**

***PRESS info***

21 April 2008

## **Scania's expansion of its Russian network pays off**

**The Russian grocery chain X5 Retail Group has ordered 146 Scania distribution trucks for supplying goods to its nationwide stores and supermarkets. Last year Scania delivered 144 trucks to the group.**

**"The deal confirms our customers' trust in Scania as a provider of high quality trucks with low operating costs and a well-developed service network," says Raimo Lehtiö, Managing Director of Scania Russia.**

X5 Retail Group N.V. is continuing to increase the share of Scania trucks in its fleet, which was previously dominated by domestic makes. With this order, more than 50 percent of the company's heavy distribution trucks in Russia will be Scania trucks.

The company has more than 600 stores and supermarkets of its own in major Russian cities such as Moscow, St Petersburg and Yekaterinburg, as well as 600 franchised retail units in Russia, Ukraine and Kazakhstan.

All 146 vehicles, which will begin to be delivered in September, are two-axle and three-axle distribution trucks equipped with Scania 9-litre engines. The trucks are furnished with box bodies from a Russian bodybuilder.

Today Scania has nearly 30 service workshops in Russia and plans to continue its expansion. During 2008, an additional six to eight new service workshops will be established. Scania Russia will also establish regional warehouses in order to provide high availability of parts to all its customers in the country.

The rapid growth of the Russian heavy truck market continued last year. Imports of western European makes increased by 115 percent during 2007. A total of 19,464 new trucks were imported, compared to 9,072 in 2006.

With a market share of 27.4 percent, Scania was the largest western European make in Russia for the seventh straight year.

For further information, please contact Hans-Åke Danielsson, Press Manager, tel. +46 8 553 856 62.

*Scania is one of the world's leading manufacturers of trucks and buses for heavy transport applications, and of industrial and marine engines. A growing proportion of the company's operations consists of products and services in the financial and service sectors, assuring Scania customers of cost-effective transport solutions and maximum uptime. Employing 35,000 people, Scania operates in about 100 countries. Research and development activities are concentrated in Sweden, while production takes place in Europe and South America, with facilities for global interchange of both components and complete vehicles. In 2007, invoiced sales totalled SEK 84.5 billion and net income amounted to SEK 8.6 billion.*

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

*[N08014EN] Hans-Åke Danielsson*