



SCANIA MINING SOLUTIONS

A POWERFUL PARTNER



SCANIA



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MINING WITH SCANIA

THE FUTURE BELONGS TO THE SMARTER.

The ones that get the job done with less fuel, less repairs. The ones that will deliver higher availability, increased productivity and better return on investment.

Transportation takes up a third or more of the cost of many mining operations. And as the mining business expands worldwide, equipment and logistics have a hard time keeping up.

At Scania, we've been providing heavy trucks for long-haulage and construction for the last 120 years. We started our lean product development system over 70 years ago. And for the past 15 years, we've been applying

our know-how to mining logistics. Listening to our customers and catering to their special needs in desert, jungle and tundra, around the world.

We can show you how to work smarter. Not by starting all over from scratch, but by adding tailored solutions that get you further and faster – with small investments. Welcome to a new era of mining solutions!

This brochure is developed to demonstrate wide range of mining products and customer's advantages offered by Scania in Africa, Middle East and Centra Asia regions.



Higher availability



Increased productivity



Better return on investment.

OUR CORE VALUES



Customer First

Our customers are the starting point of everything we do

We are only successful when our customers are successful, and we cooperate closely with them to understand their current and future business.

We provide tailored solutions that deliver value, are sustainable and profitable, today and in the future.



Respect

We respect each individual, their skills and opinions

We treat others the way we want to be treated. We listen and understand. Everyone can contribute, and has the potential to grow and learn over time.

Respect is the foundation of all processes, all improvements, and all value creation.



Team spirit

We all win when we work as a team

We work as one team towards a common goal, united by a joint purpose.

A team includes everything from the smallest group of colleagues, through each brand, up to the TRATON Group itself and our partners. Together we succeed.



Elimination of waste

We minimize unnecessary cost by eliminating waste

With a strong focus on continuous improvements, from strategic step changes to operational every-day changes, we ensure high-quality output and efficiency in all areas.

We find and remove all activities that has no value to our end customers and seek to minimise the negative impact of our operations and products.



Responsibility

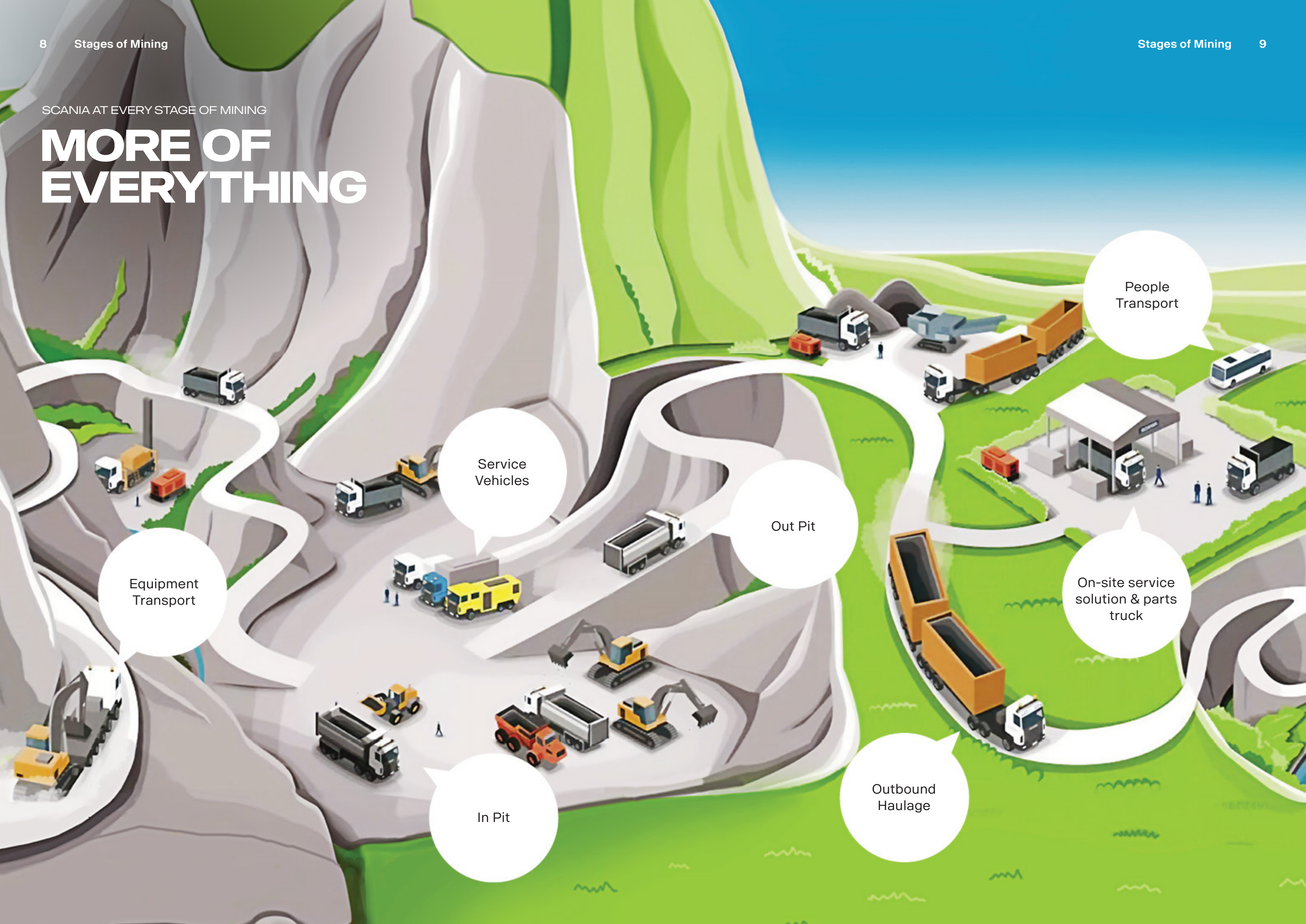
We take responsibility for society and environment

We always act with integrity and look beyond our immediate areas of responsibility, considering the long-term impact of our actions.

We take responsibility both as a group and as individuals.

SCANIA AT EVERY STAGE OF MINING

MORE OF EVERYTHING



Equipment Transport

Service Vehicles

Out Pit

People Transport

On-site service solution & parts truck

Outbound Haulage

In Pit

SCANIA AT EVERY STAGE OF MINING

WE CAN MAKE IT HAPPEN

From exploration to reclamation and everything in between, Scania vehicles and engines are making a name.

Starting with rigid tipper trucks from 30 to 48 metric tons for open-pit/underground mining or tractor-trailer solutions hauling material ranging from 70 to 120 metric tons for longer haulage distances. Scania has the right tool to ensure an optimal logistical flow, taking into account road conditions, speed limits, loading and unloading time, fuel consumption, maintenance, personnel variables and much more.

Whatever it is you want to have installed on the truck chassis – to support your mining operations- we can make it happen. We pride ourselves on making bodybuilding easy and seamless. Bodybuilders can request standardized interfaces for specific production needs. We have excellent working relationships with bodybuilders in many regions, and can manage the bodybuilding process for you, including all the necessary specification and administration to expedite delivery lead times.



SCANIA AT EVERY STAGE OF MINING

WE'VE GOT YOU COVERED.

Not only does Scania provide tailor-made solutions for your in-pit, outbound and underground solutions, we have you covered on the ancillary bits of your mining operations as well. From fire engines, water bowzers through to on-site staff transport etc. we've got you covered.



Fire Supression Trucks



Fuel Supply Vehicles



On Site Staff Transport



Water Bowzers



Integrated OEM Solutions



Scania Engines



In Pit Service Trcuk



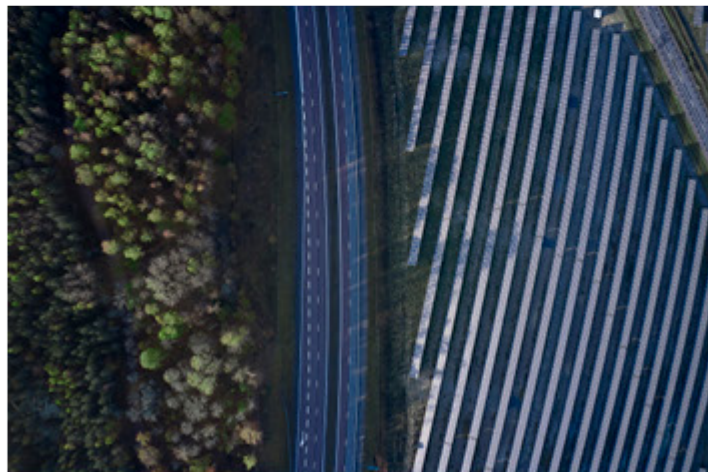
Lifting Trcuks

SUSTAINABLE MINING

FOR THE ROUGH AND TOUGH

Scania's approach to sustainable mining goes beyond lowering your transport emissions. It's a commitment to raising standards for operational efficiency and safety, as well as creating viable pathways to emerging electrification and autonomous mining technologies.

With a solution that improves your productivity, as well as lowers your emissions output, Scania delivers real growth possibilities that are sustainable for today's and tomorrow's mining operations.



Low-emissions mining

Scania offers the industry's most sustainable transport fleet, from in-pit tipper trucks and outbound haulage, support vehicles and transport of personnel. Lower output emissions are delivered through:

- world-leading fuel efficiency of the Scania Super and V8 engine powertrains
- emerging battery electric alternatives for selected applications
- the industry's widest alternative fuel compatibility
- integrated haulage solutions that increase operational versatility and efficiency.

Payload efficiency

Scania powertrains consume up to 65%* less fuel per transported tonne compared to traditional ultra-haulers owing to their unique ability to carry twice their tare weight in payload.

Faster cycle times

Scania powertrains deliver more horsepower per tonne compared to traditional ultra-haulers, giving you faster cycle times. A Scania customer was able to reduce in-pit cycle time from 90 to 50 minutes based upon a customised product and analysis of the total operation cycle.



SUSTAINABLE MINING

WORLD LEADING SAFETY STANDARDS

Operating in the harshest environments, your vehicles must deliver uncompromising safety at all times - to protect your people and keep your operations going for longer. At Scania, our vehicles are the result of generations of thorough research, design and testing, making them exceptionally safe. This is due to the wide array of innovative safety and support systems built in to each Scania vehicle.

No matter where you are in the world, we'll make sure that your products and services are tailor-made with your local requirements in mind, for maximum safety across your operations;

Built-in safety

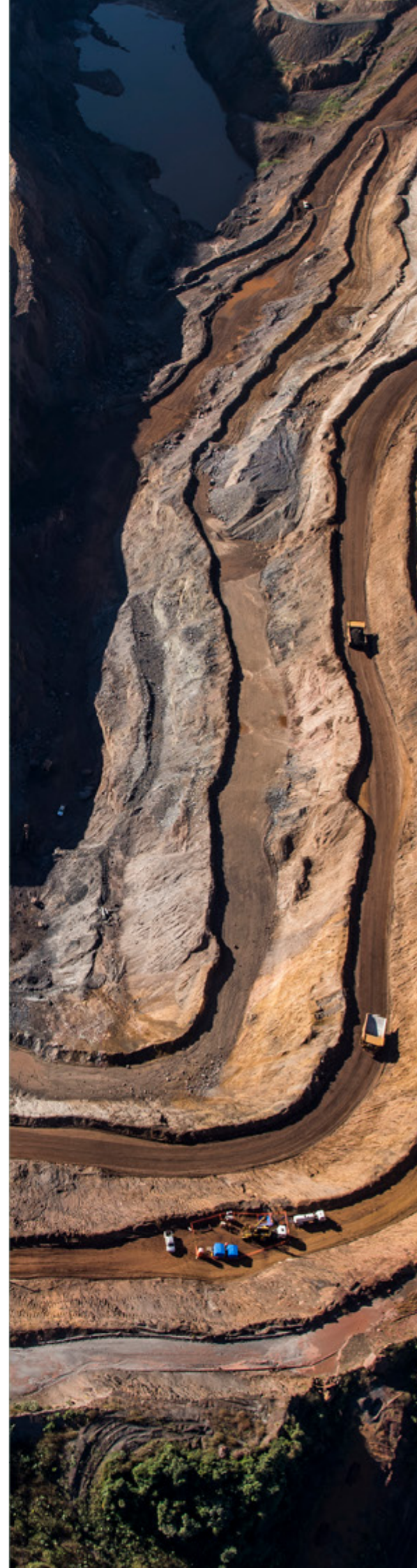
Safety demands a comprehensive approach across both the design and testing stages. Scania's ergonomic cabin design, systems and driver aids facilitate quicker and more intuitive decision making. This can make all the difference in the split-second decisions you face every day. All Scania cabs are approved by the Swedish cab test - one of the world's toughest impact test.

Safe service

In our workshops, we train mining crews and technicians all over the world with an emphasis on safer ways of working. We'll help you to push the limits of efficiency without compromising the safety of your crew or operations, so you can achieve maximum uptime with minimal disruption to production.

Operational safety

Sub-standard equipment, spillage and bad roads are the biggest factors which contribute to risk. Scania Site Mapping helps you to identify risk factors and find suitable measures - resulting in higher productivity with reduced risk.



SUSTAINABLE MINING

BROAD RANGE OF SOLUTIONS



In-Pit Transport



In- And Outbound Long-Haul



Integrated Hauling



Transport Of Personnel



Underground Mining



Support Vehicles

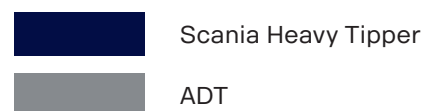
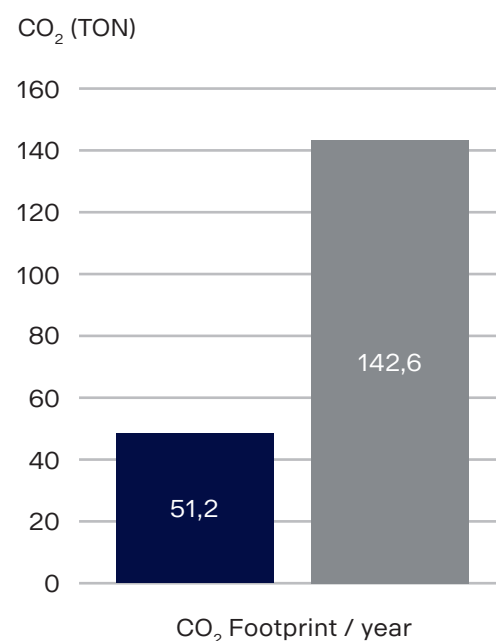
BETTER FUEL CONSUMPTION

LESS CO2 EMISSIONS AND FUEL CONSUMPTION



Over 65% CO2 reduction & almost 1/3 in fuel consumption compared to yellow machines.

Better Fuel Consumption vs Yellow machines



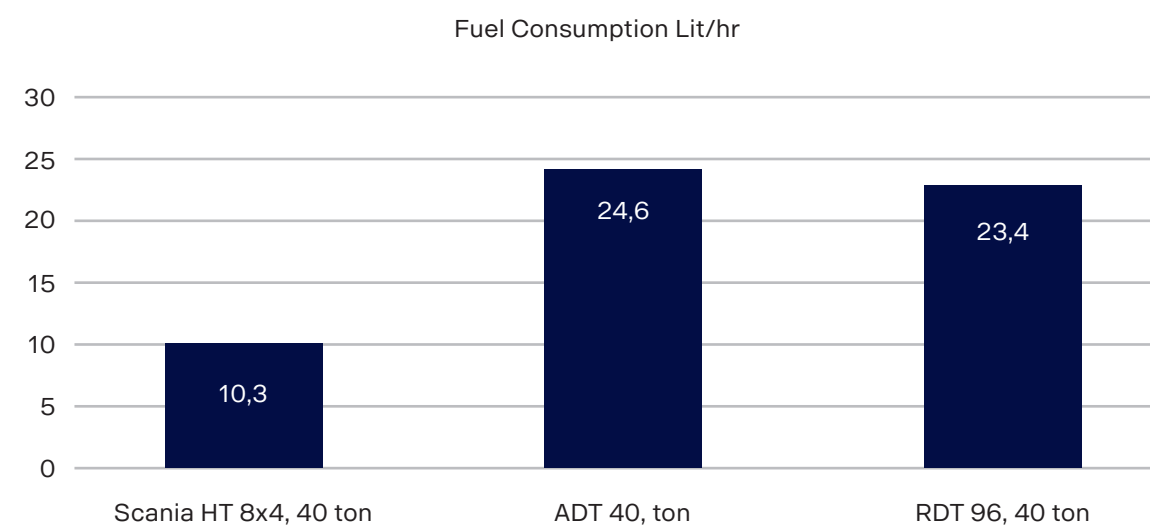
(*) Diesel vs Diesel Comparison

Scania Heavy Tipper:
Fuel consumption 9,4 l/h
Fuel / Year 18 800 liters
CO₂ footprint per year 51,2 tons

ADT:
Fuel consumption 27 l/h
Fuel / Year 54 000 liters*
CO₂ footprint per year 142,6 tons



Up to ~50-60% less fuel consumption per hour in comparison with different types of yellow machines in the same payload range and in the same operations.



* Above example from real comparison tests

TRANSPORT OF PERSONNEL

RUGGED, SAFE & COMFORTABLE

Your business depends on your ability to transport skilled crews and technicians quickly, reliably and safely across remote and challenging terrain. From smaller crew cabs to larger rugged buses for 30-60 people, our transport solutions make it possible to transport your personnel reliably, safely and with comfort.



Safer travel across your mine

Scania has been building buses for over 110 years, and has a number of models adapted for rugged and safe transport. Because of the Scania modular production system, chassis, axle, engine and powertrain parts on buses are identical to those on trucks. It also means much faster servicing and repair for your operations.

Safety built in

We deliver, together with dedicated body builder partners, safe solutions by always putting safety first. A wide range of safety features such as electronic stability programmes, electronic brake systems and alcolocks provide effortless control as well as matchless driveadulthood.



Sustainable travel

Through world-leading fuel economy, the industry's widest renewable fuel compatibility, and low-emission hybrid-electric powertrain alternatives, each journey in a Scania vehicle doesn't just deliver comfort and safety, it also delivers fewer emissions.



SUSTAINABLE MINING

INDUSTRIAL POWER SOLUTIONS

From gensets to pumping systems, Scania industrial engines are designed to perform and deliver prime power in even the most testing conditions - 24 hours a day, 365 days a year.

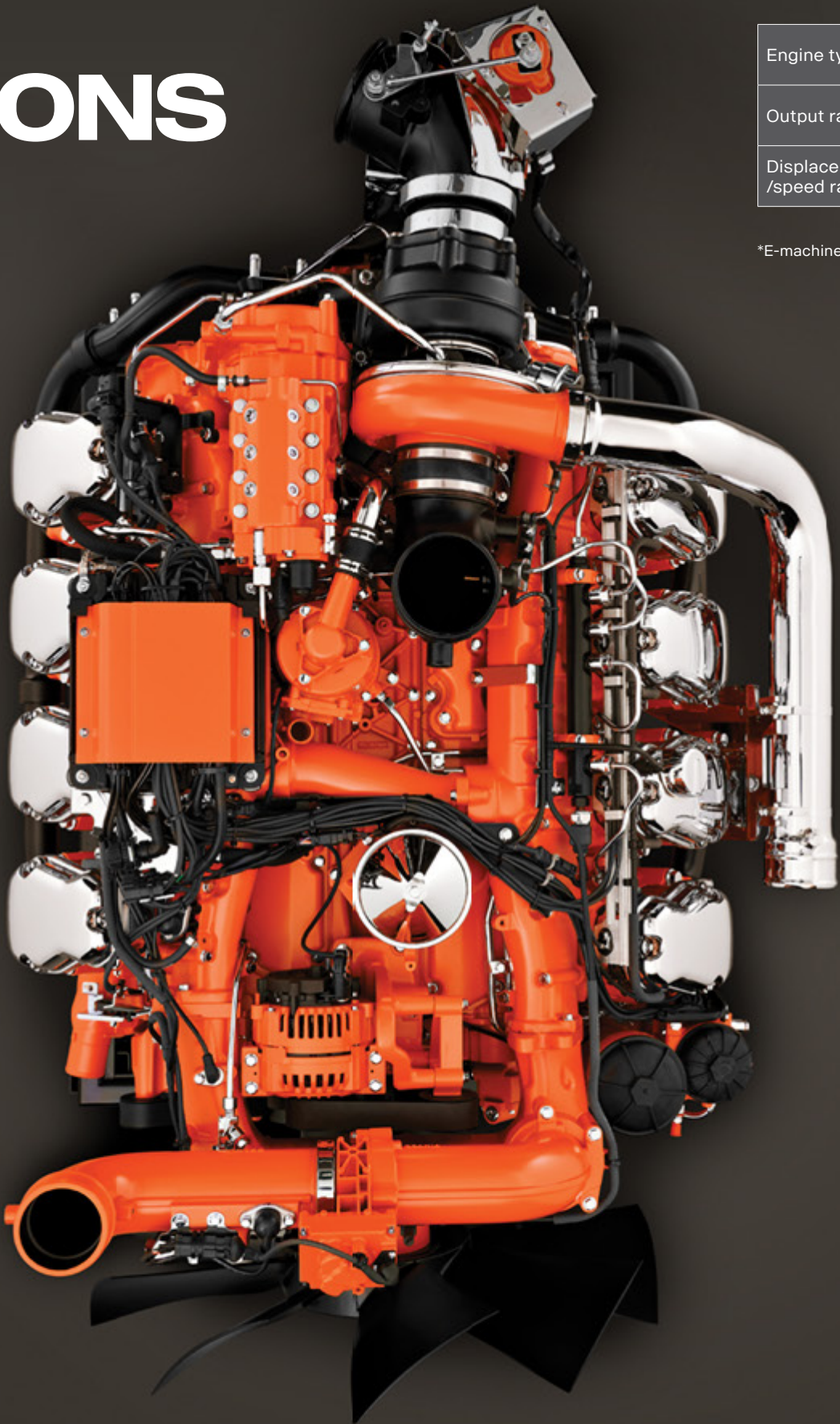
Instant response, high torque at low revs, plus industry-leading energy efficiency and fuel-economy combine to deliver best-in-class operational ettie ency wherever vou demend it across wour minine operations.

Outstanding performance

Gain more torque, power and flexibility with a wider total power range, ideal for downsizing. Best-in-class power density and lower fuel consumption ensure more value from every drop.

More reliable than ever

Durable, high-quality engines and parts that keep you up and running longer. Up to 50% longer base engine lifespan and less downtime combine to improve the economy of your operations.



| | E-Machine* | 13-litre Next Generation | 11-litre Next Generation | 11-litre | 11-litre | 11-litre |
|---------------------------|-----------------------|--------------------------|--------------------------|-------------------|-------------------|-------------|
| Engine type | Electric | 6 cylinder inline | 5 cylinder inline | 5 cylinder inline | 6 cylinder inline | V8 |
| Output range | 150-230 kW continuous | 202-450 kW | 202-368 kW | 202-294 kW | 257-405 kW | 369-566 kW |
| Displacement /speed range | 0-4000 rpm | 12.7 litres | 10.6 litres | 9.3 litres | 12.7 litres | 16.4 litres |

*E-machine is capable for hybrid and modular for multiple configuration for highest power.

Next generation performance

Scania's next generation engine range builds on our most advanced engine platform yet and is specifically designed and developed in-house to meet the criteria of demanding industrial application.

Lower emissions

Future-proof your business and get ahead of environmental standards and regulations, with significantly reduced CO2 emissions and full compatibility with renewable 100% HVO fuel.

SERVICE PRODUCTS AND ON-SITE SOLUTIONS



KEY SERVICE PRODUCTS



- Complete on-site service solution with trailers and body
- or Parts at least
- or Labour at least



- Contracted services
- Maintenance Only
- Repair and maintenance (Driveline R&M)
- Repair and maintenance (Full R&M)



- Scania Fleet The Scania Fleet app connects your drivers and your administrative staff closer to each other in daily operations



- Driver training and coaching
- Customer technicians training

SERVICE PRODUCTS

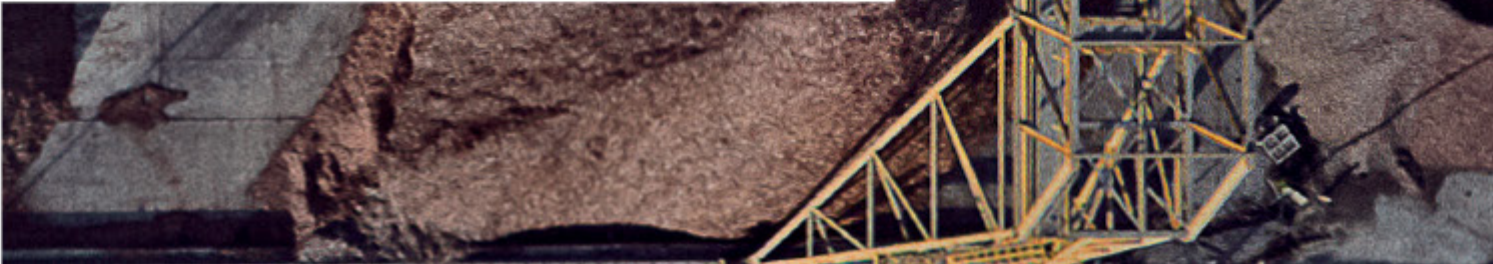
ALL MINING SERVICE PORTFOLIO

| Parts | Repairs | Reliability | Availability |
|------------------------|--------------------|------------------------------|-----------------------------|
| Scania Parts sales | Scania chassis | Maintenance contract | Flexible Maintenance |
| Service exchange parts | Accident repairs | Maintenance + Driveline | Fleet Care |
| Scania accessories | Customer workshop | Maintenance + repair (R&M) | Service van |
| Trailer and body parts | Fixed price repair | Service Planning | FMS Control |
| Scania Oil | | Monitoring Report | Driver Evaluation |
| Parts stock on site | | Data Access Location | Towing and recovery service |
| | | Data Access Service Planning | Scania Driver Training |
| | | Data Access Performance | Scania Driver Coaching |
| | | | Scania Assistance |
| | | | Ecolution |
| | | | Tachograph Services |



CUSTOMER WORKSHOP SERVICES (CWS)

- Best investment alternative solution for the customer
- Even for remote operations always close to the customer's operation
- Always operating 24/7
- Highly adapted to the customer's operation, and requirements
- High services quality and availability
- Updated with Scania's technologies
- Customer delivery, high availability, services quality, reliability and high solution value



ON-SITE SERVICE SOLUTIONS

SCANIA PROFESSIONAL SERVICE WHERE YOUR BUSINESS IS.



Scania Field Workshop Concept



Accommodation



Workshop



Lubrication



Charging Room



Environmental



Office



Kitchen



Parts

SCANIA SERVICE CONTRACTS

- Predictable repair and maintenance costs over time
- Competitive costs compared to invest in own workshop
- It is not necessary to immobilize capital in investments
- Enables very rapid operation expansion
- High quality of services
- Highly reliable services



MINING CONTRACTS

COMPLETE SERVICES FOR YOUR FLEET

Maintenance Contract

Tailor made periodic Mining Inspection plans based on hours in operations.

Maintenance Contract + Driveline R&M

Tailor made periodic Mining Inspection plans based on hours in operations.
Maintenance and driveline repairs included

Maintenance Contract + Full R&M

Tailor made periodic Mining Inspection plans based on hours in operations.
Maintenance and all truck repairs included



SCANIA DIGITAL SERVICES

DATA DRIVES DEVELOPMENT





SCANIA FLEET MANAGEMENT SYSTEM

DECISION BASED ON FACTS

All Scania vehicles offer plug-in compatibility with Scania Fleet Management, an in-built digital interface designed to monitor and report on vehicle performance, fuel consumption, loading and unloading, driver behaviour, safety follow-ups and route planning - improving efficiency in your transport logistics and reducing overall maintenance costs.



Monitoring Package

Free with every vehicle



Control Package

Subscription based



Data Access Package

Subscription based

SCANIA FLEET MANAGEMENT SYSTEM

CONTROL PACKAGE



Monitoring Report



Service Planning



Fleet Position



Vehicle Performance



Driver Evaluation



Scania Zone



Data Access



Check before drive



CUSTOMER BENEFITS CONTROL PACKAGE

Improved fuel efficiency

By analyzing fuel consumption patterns and following-up factors such as engine performance, idle time, and harsh-brake applications customers can identify inefficient practices and take corrective measures.

Cost saving

More conscious and safer driving habits can also reduce wear and tear on the vehicle and decrease the risk of accidents. This combined with reduction on fuel consumption will lead our customers to save costs.

Environmental sustainability

The reduced fuel consumption automatically leads to reduced environmental impact due to lower CO2 emissions, with positive impact for the customer and for society.



Increased efficiency and productivity

By allowing customers to track and monitor the fleet in order to better plan the routes, better plan for loading and unloading, and following the accumulated driving time.

Reduced downtime

This, combined with less wear and tear and appropriate planning for maintenance and repairs will lead customers to reduced downtime.

Safety and compliance

It also supports customers to comply with restrictions or any regulations that might be applicable, such as driver hour limits or vehicle maximum speed.

MY SCANIA

ONE DIGITAL ECOSYSTEM FOR EVERYTHING SCANIA

Our digital ecosystem helps our customer optimize their business. All applications are integrated to the ecosystem, accessible from computers, tablets and in native mobile apps.

MY SCANIA PLATFORM



Online platform for transport planners, fleet managers and owners.

Access all your digital services from Scania in one place, easy to find the different services with the My Scania application launcher.

SCANIA DRIVER



Android and iOS app for drivers.

SCANIA FLEET



Android and iOS app for fleet managers and owners.

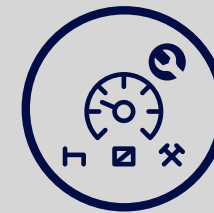
MY SCANIA

CUSTOMER BENEFITS



Safety

Keep driver and vehicle safe with daily checks and defect reports.



Sustainability and TCO

Inspire to lower fuel consumption.



Comfort and Convenience

Access your truck remotely.



YOUR NEW SECOND FAVOURITE DRIVERS TOOL
(AFTER YOUR COFFEE MUG)

Scania Driver app is available now in the iOS App store and Google Play store.



SCANIA DRIVER SERVICES

THE NEXT STEPS ON YOUR JOURNEY



SCANIA DRIVER SERVICES

PERFORMANCE STEPS

1

NEW VEHICLE

VEHICLE BASICS

Know your truck

- Vehicle Intro, Specs & Features
- Daily Checks
- Drivers Area

2

OPERATIONAL IMPROVEMENT

DRIVER TRAINING

Drive safely and fuel efficiently

- Vehicle Technology
- Pre-trip checks
- Opticruise Functions
- Scania Driver support Tool (Dashboard)
- Reversing
- Parallel parking
- Anticipation and Braking
- Use of Scania Retarder
- Trip planning
- Road Communication
- Road signs and Markings
- Driving attitude
- Practical Driving & Advise

3

DRIVER SPECIFIC IMPROVEMENT PROGRAM

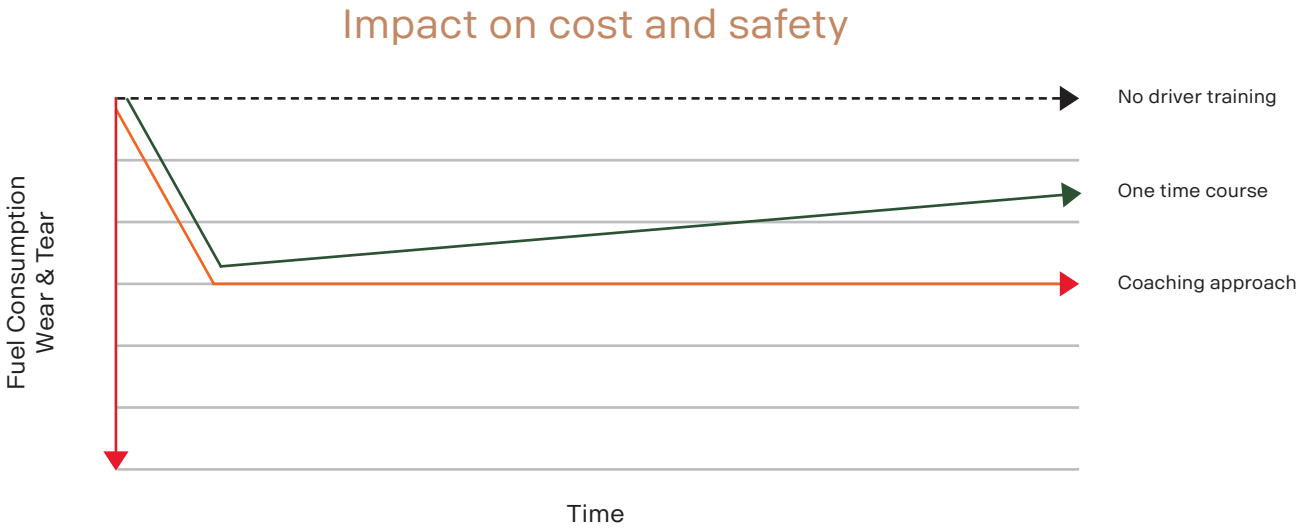
DRIVERS EVALUATION & COACHING

Secure long-term safety and fuel efficiency

- | | |
|--|--|
| • FMS Drivers Data (Specific Individual) | • Load handling |
| • Economy & Safety Driving (Transport and Fuel saving consultancy) | • Anticipation and Braking |
| • Coaching & Specific Areas of Improvement | • Use of Scania Retarder |
| • Vehicle Technology | • Trip planning |
| • Pre-trip checks | • Road Communication |
| • Opticruise Functions | • Road signs and Markings |
| • Scania Driver support Tool (Dashboard view) | • Driving attitude |
| • Reversing | • Practical Driving & Advise |
| • Alley docking | • Monthly Driver Evaluation Reports |
| • Offset Right & Left | • Participating in SWA ECO Driver Competitions |
| • Parallel parking | • Refresh on module content in-traffic driving |
| • Coasting | • Certificates |

SCANIA DRIVER SERVICES

SCANIA DRIVER TRAINING IMPACT



SCANIA FINANCE



*Final offer will be prepared considering your individual needs and availability of serviced on particular market.

SCANIA FINANCE

INSTALMENT SALES AGREEMENT

A simple finance solution giving you the benefits of ownership without the capital outlay.

- You own the vehicle
- Fixed/flexible payments
- A flexible deposit and repayment program
 - Shows the vehicle as an asset on your balance sheet
 - VAT fully reclaimable
 - Tax-writing down allowances available
 - Interest charges allowable against tax
 - Balloon payments available

* Market Specific



SCANIA FINANCE

FINANCE LEASE

Offset the lease of your rental vehicles against your taxable profits when you lease vehicles for a fixed period.

- Fixed payments
- Low capital outlay
- Shows the vehicle as an asset on your balance sheet
- VAT collected on each rental rather than at the start of the agreement
- Option to extend the lease for a small annual amount
- On sale of the vehicle you get the majority of the sale proceeds back

* Market Specific



SCANIA FINANCE

FINANCIAL LEASE — FLEXI FINANCE

Scania Flexi-Buy has all the traditional benefits of financial lease, with the added flexibility of an optional annual payment of up to 20% of your remaining balance – without incurring any penalty charges.

- Allows extra payments to help speed up your finance repayment process
- Reduces your cost of finance overall

* Market Specific



SCANIA FINANCE

OPERATING LEASE

We take the residual value risk in the vehicle and use it to lower your monthly lease payments. At the end of the agreement, you simply return the vehicle to us.

- Low initial outlay
- Fixed repayments
- Lower than usual monthly payments
- Rentals are allowable against taxable profits
- VAT on rentals is claimable
- No risk or administration at the end of the agreement providing the vehicles meet return and mileage conditions
- Off balance sheet funding
- Repair and Maintenance contracts included offering fixed cost finance and vehicle maintenance

* Market Specific

SCANIA FINANCE

FULL MAINTENANCE RENTAL

Lower monthly payments, Full Maintenance Rentals offers you a peace of mind financing route. You get all the benefits of an operating lease, plus a repair and maintenance contract.

- Low initial outlay
- Lower than usual monthly payments
- Rentals are allowable against taxable profits
- VAT on rentals is claimable
- No risk or administration at the end of the agreement providing the vehicles meet return and mileage conditions
- Off balance sheet funding
- Repair and Maintenance contracts included
- Insurance included

* Market Specific

SCANIA FINANCE

CROSS BORDER LOAN AGREEMENT

A finance solution giving you the benefits of ownership specific to customer needs.

- You own the vehicle
- Fixed/flexible payments
- A flexible deposit and repayment program
- VAT fully reclaimable
- Tax-writing down allowances available
- Other Scania solutions can be integrated
- CIF or DDP loans available **

* Market Specific

** Cost Insurance and Freight / Delivered Duty Paid



SCANIA FINANCE

INSURANCE SOLUTIONS

CUSTOMER BENEFITS

- Customer care tailored to your Insurance business needs
- “One stop shop”
- Expert knowledge
 - Vehicle
 - Finance risk
- Focus on uptime
 - Scania involved in claims process
 - Scania Assistance
- Convenient administration
- Quality Repair within Scania network
- Protect financed investment
- Part of Solution sales concept
 - Scania safety focus
 - Driver follow-up & training
- Discounted Insurance Premium
- Discounted part sales on Insurance repairs



SCANIA RENTAL

DRIVING SUCCESS.

SCANIA RENTAL SOLUTIONS HELPS YOUR BUSINESS, GET THINGS DONE.



ONE STOP SOLUTION

Insurance cover, Repair & Maintenance, Tracking and Tyres are included in the Monthly Rental Cost.



FLEXIBLE RENTAL PERIOD

1-12 Month Rentals. This allows you to balance Peak Season demands without committing to a long term commitment.



REPAIR & MAINTENANCE

24h Breakdown Assistance. Scania Service centres both Nationally & Cross Border.



Scania Rental makes it easier for your business to take on new challenges without affecting your capacity limit – while retaining complete control of costs and avoiding further investments. It's a great option when you want to avoid tying up operational capacity and capital. Scania Rental makes it easier for customers to take on new business challenges without affecting their capacity limit, whilst also retaining complete control of their costs and refraining from further investments.

This provides the necessary flexibility when avoiding the tying up of operational capacity and capital during challenging periods. With the current economic and market uncertainty, Scania Rental solutions provide the flexible options required to make short and long-term operational decisions.



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LET'S
TALK
ABOUT
YOUR
BUSINESS.

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Scania pursues an active policy of product development and improvement. For this reason, Scania reserves the right to make changes relating to design and specification, its products and services and any information without prior notice. Furthermore, due to national or SA legal requirements, some products and services may not be available in all markets. For further information in these respects, please contact your local dealer or visit www.scania.com/za.

SCANIA