



Swedish Partner
ab autometall



VOLVO



SCANIA

Sweden: Facts & Figures

- ▶ Sweden is located in northern Europe and is the fifth largest country in Europe, roughly the size of California.
- ▶ Population: 9.5 mio. people
- ▶ Member of European Union.
- ▶ Currency: SEK
- ▶ Automotive employment: 110.000 people
- ▶ Automotive represents 12% of the total Swedish export.
- ▶ Gothenburg is the main automotive center in Sweden.

Sweden

OEM Headquarters
and main R&D centers.



VOLVO

- ▶ VOLVO TRUCKS
- ▶ VOLVO BUS
- ▶ VOLVO PENTA
- ▶ VOLVO CE



VOLVO

Global Position 2012



Trucks

2*

1 in Europe



Marine diesel engines

1



Buses

2



Heavy duty diesel engines

1



Construction Equipment

3

* Among Western manufacturers

VOLVO

- ▶ Volvo, Renault, Mack, Eicher and UD.
- ▶ Global HQ in Gothenburg Sweden
- ▶ Global R&D Center in Gothenburg Sweden
- ▶ Employs 115.000 people in 19 countries.
- ▶ 200.000 HD Trucks / year



- ▶ Global Headquarter in Södertälje, Sweden.
- ▶ Purchasing and R&D center in Sweden.
- ▶ Production in Sweden, Holland and Brazil.
- ▶ 35.000 Employees world wide.
- ▶ 80.000 HD Trucks / Year





SAAB

- ▶ NEVS (National Electric Vehicle Sweden).
- ▶ 9-3 Sedan SOP 2014
- ▶ New Platform (Phoenix) in development.
- ▶ Electric Vehicles with Japanese battery Technology.
- ▶ Production in Sweden.
- ▶ Planned quantity 120.000 in 2016.



Industry Update

Reducing fuel consumption

- Weight reduction
- Downsizing engines a strong trend
- Structural parts with “new technology”, e.g. metal/plastic/carbon combinations.

Electric mobility and hybrid technology.

Environmental friendly products and processes.

Purchasing

- ▶ Purchasing decisions are made locally at each respective OEM HQ in Sweden
-> Personal presence & close contacts are key
- ▶ ISO 14001 mandatory at OEM's.
- ▶ Currently there is an advantage for US suppliers due to exchange rate.
- ▶ A footprint in China or at least a "China roadmap" for Volvo Cars is helpful

Professional Background

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Stefan Johansson
Managing Director
+30 years Automotive experience

Patric Olsson
Sales Manager
+12 years Automotive experience

Jesper Olsson
Key Account Manager
+15 years Automotive experience

Jeremy Cushing
Resident Engineer
+25 years Automotive experience

Nick Taylor
Resident Engineer
+25 years Automotive experience

Anders Holmqvist
Resident Engineer
+10 years Automotive experience