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Scania and Navistar explore cooperation to supply vehicles and services to the Canadian mining sector

Scania and Navistar intend to study a mutually beneficial relationship to cooperate in providing vehicles and services for mining operations in the Canadian market. The parties plan to bring a limited number of Scania heavy duty off-road trucks for trials by selected operators in late 2020.

The cooperation entails using Scania's deep knowledge of mining vehicles, consulting services and lean operational support in combination with Navistar's dealer network, after sales and service capability. The aim is to provide world-class customer support to global customers in the mining sector and trucks for heavy haul, general goods transport, fuel delivery, water delivery and personnel transportation.

Scania has a proven track record of providing high performance products and service solutions for mining operations. More than 10,000 Scania heavy duty trucks are in service in mining operations, for instance in South America and Asia.

"Our trucks and services together with Navistar's well-established international truck sales and service network have the potential to also make our cooperation a win-win for Canadian mining operators," says Alexander Vlaskamp, Senior Vice President and Head of Trucks at Scania.

"Demand from the mining market is changing," said Persio Lisboa, Executive Vice President and Chief Operating Officer at Navistar. "Companies are exploring more sustainable solutions that improve worksite flexibility, increase uptime and reduce total operating costs. Working with Scania as a partner will help us rapidly achieve scale in addressing this unique market segment with comprehensive and powerful solutions."

Both parties will seek regulatory approval through the appropriate agencies in Canada to deliver the Scania trucks.

The cooperation will build on the existing fruitful strategic alliance between TRATON SE and Navistar, which was initiated in 2016 and has been gradually developed since then.

Navistar International Corporation (NYSE: NAV) is a holding company whose subsidiaries and affiliates produce International® brand commercial trucks, proprietary diesel engines, and IC Bus® brand school and commercial buses. An affiliate also provides truck and diesel engine service parts. Another affiliate offers financing services. Additional information is available at www.navistar.com.



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Scania is a world-leading provider of transport solutions. Together with our partners and customers we are driving the shift towards a sustainable transport system. In 2018, we delivered 88,000 trucks, 8,500 buses as well as 12,800 industrial and marine engines to our customers. Net sales totalled to over SEK 137 billion, of which about 20 percent were services-related. Founded in 1891, Scania now operates in more than 100 countries and employs some 52,000 people. Research and development are concentrated in Sweden, with branches in Brazil and India. Production takes place in Europe, Latin America and Asia, with regional production centres in Africa, Asia and Eurasia. Scania is part of TRATON SE. For more information visit: www.scania.com.

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