



**SCANIA**



# SCANIA. ETHANOL IS NOW.

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Vice-President, Sales & Marketing - Scania Latin America

# Public Transport New Expansion Front for Ethanol?



# Scania and Ethanol Vehicles

Oil Crisis  
Extensive  
Tests  
of Ethanol  
Vehicles  
in Brazil

Ethanol  
Road  
Trains



K 112  
Ethanol



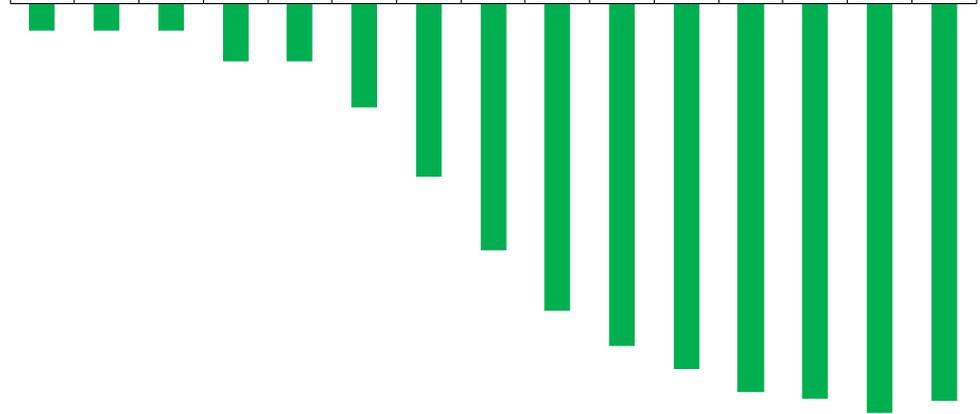
79 80 81 82 85 87 89 90 97 07 08 09 10

# Net Gain in CO<sub>2</sub> Stockholm, Diesel vs. Ethanol

\*first 15 years



1990 1991 1992 1993 1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004

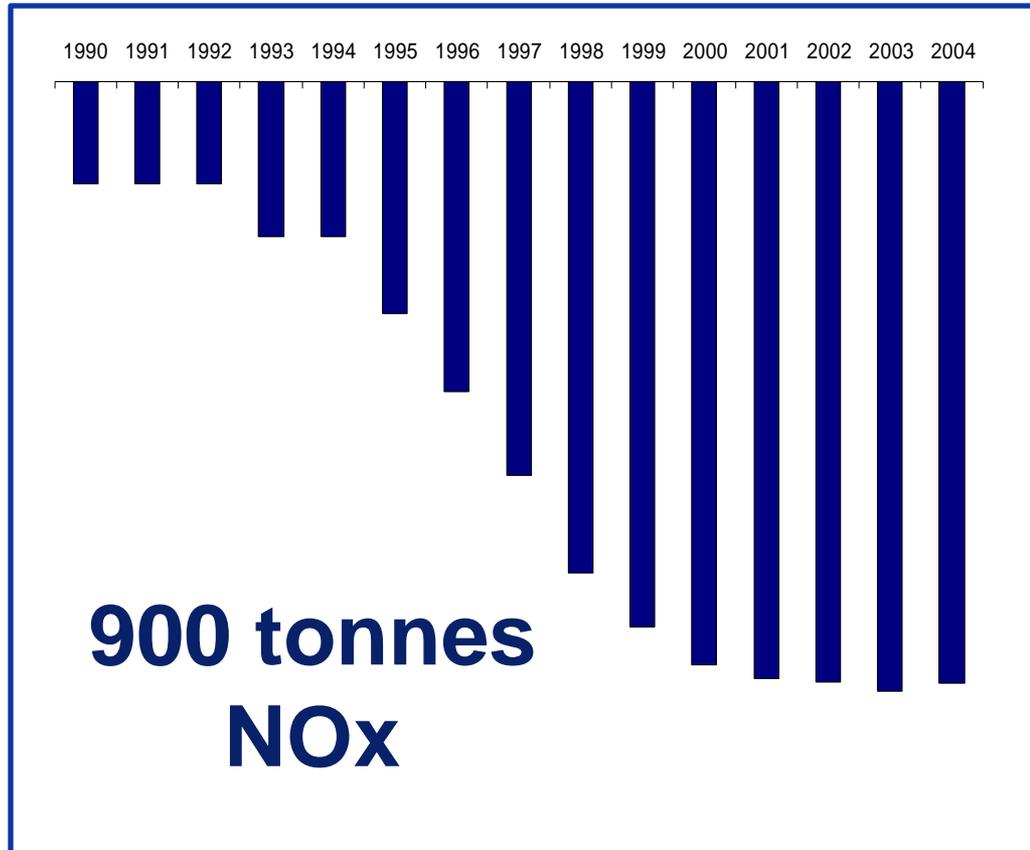


120,000 tonnes  
CO<sub>2</sub>

# Net Gain in NOx

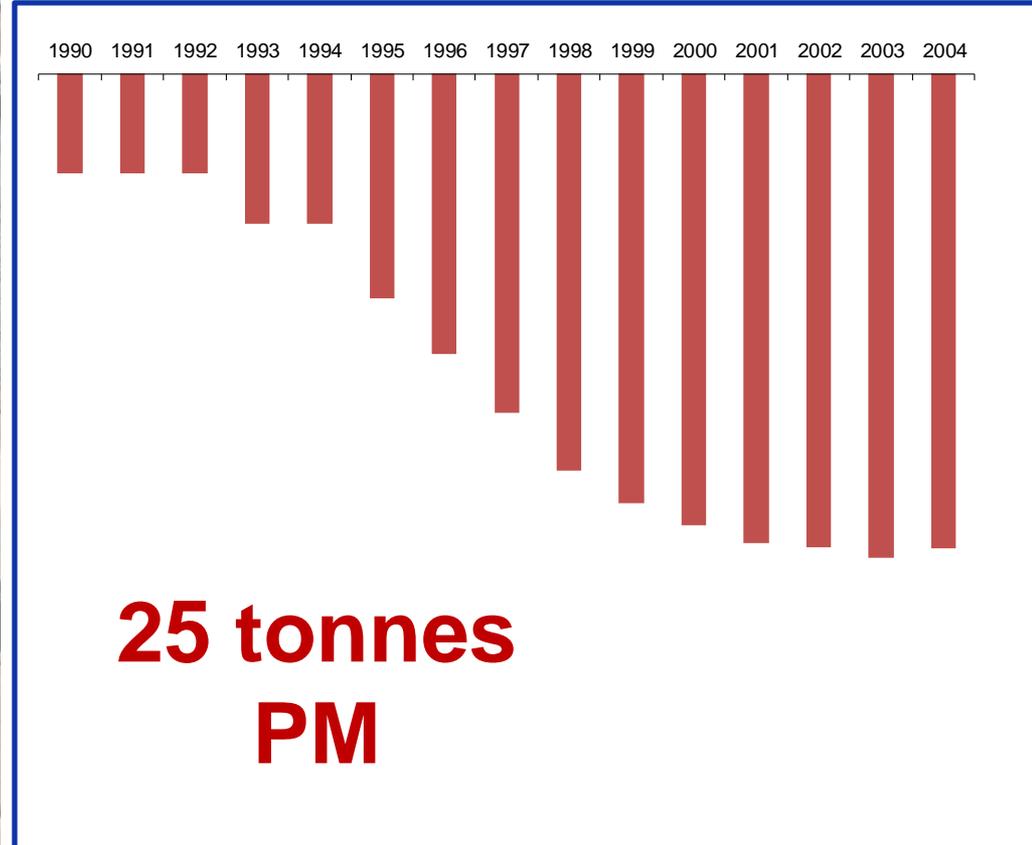
## Stockholm, Diesel vs. Ethanol

\*first 15 years



# Net Gain in PM Stockholm, Diesel vs. Ethanol

\*first 15 years



# Ethanol experiences by Scania



Existing technology can reduce emissions - here and now ...

1

Ethanol can be used in large scale commercial operations...

2

Biofuels are cost efficient in terms of total costs ...

3

# A Defining Moment...



**Stockholm**  
King Carl Gustaf and  
President Lula test  
Ethanol Buses

79 80 81 82 85 87 89 90 97 **07** 08 09 10

# BEST Project in Brazil Kick-off October 2007



# Green BRS by Scania Bus Rapid System with Ethanol



**Sustainable Transport Solution**

**More Cost-efficient than BRT**

**Shorter Lead-time for Introduction**



# Integrating for Sustainability A Must !

**BNDDES**  
O BANCO DO DESENVOLVIMENTO  
DE TODOS OS BRASILEIROS

**UNICA**  
UNIÃO DA INDÚSTRIA DE CANA-DE-AÇÚCAR  
ETANOL • AÇÚCAR • ENERGIA SÃO PAULO • BRASIL

**metropolitana verde**

**PETROBRAS**  
DISTRIBUIDORA S.A.

**CENBIO**

**SCANIA**

**CAIO**  
INDUSCOR

**Marcopolo**

**PREFEITURA DA CIDADE DE  
SÃO PAULO**

**cosan**

**BEST**  
BioETHANOL FOR SUSTAINABLE TRANSPORT

**SUPPORTED BY THE  
EUROPEAN  
UNION**

**SPTrans**



**SCANIA**



**SCANIA.  
ETANOL É AGORA.**