

# Scania AB - Strategy Brief - 2015 - Key Strategies & Plans

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## Abstracts

The report provides comprehensive insights into the overall, near term Strategy Focus and Key Strategies & Plans for Scania AB against the backdrop of an evolving & emerging industry landscape with the global trucking industry facing headwinds of-late with slowing down of the world economy and stalling of economic recovery in the EU impacting demand for medium & heavy duty truck segment significantly. Continued demand growth for Class 6-8 in the North American Truck market, driven by continued freight demand & construction activity, has been the key & sole growth driver for the global trucking industry of-late with emerging markets, too, facing economic issues & challenges.

The stalling of the EU economic recovery started impeding activity & demand in the EU market in Q3 2014 with fears of further escalation of Ukraine crisis and the likely impact on Russian energy exports to Europe dampening business confidence & economic activity across EU. The EU truck market for medium & heavy trucks, thus, is projected to stay flat over near term. BRIC markets, too, have been grappling with their unique set of challenges & issues, spearheaded by China, which is projected to slow down with the pursuit of structural reforms impacting economic growth significantly & driving deceleration of growth momentum which is likely to persist through 2015 with the GDP growth forecast for China pegged to slow down to 6.9% by 2016. India, on the contrary, has been pacing up well with respect to economic reforms, deregulation & stronger policy focus on growth being on priority with GDP growth projected to pace up to 6.6% in 2016 as against estimates of 5.4% for 2014 with increased focus & allocation towards infrastructure development likely over near term. Economic growth in Brazil remains sluggish while Russia faces western sanctions over the Ukraine crisis, which has impacted economic growth severely.

North America, thus, remains as the sole growth driver for the trucking industry with continued freight demand & improvement in construction activity which is likely to see a further increase over near term with strong & high double digit growth projections for housing starts for 2015 besides likely investments towards infrastructure repair. The North American medium & heavy truck market, thus, is projected to witness moderate growth over near term with the focus, stance & timing of fiscal & monetary policy interventions in the U.S. likely to be crucial for the industry over near term.

**Relevance & Usefulness:**

Against this backdrop, the report provides key insights into the near term strategy focus and key strategies & plans being conceptualized & implemented by Scania AB. The report provides inputs to be incorporated into the broader strategic planning & decision making processes and will be essential from a competitive analysis standpoint as well.

**The report will be useful for:**

Competitive Assessment as well as Comprehensive Strategic Business Analysis

Assessment of Degree of Environmental Responsiveness as well as overall, near term Strategy Focus

Key Inputs for Strategic Planning & Decision-Making Process

Analysis of and Insights into key Strategies & Plans being conceptualized & pursued by the company

Identifying & highlighting areas for Strategic Changes, Adjustments & Realignment

Gaining a Strategic Perspective on the Business & Strategic Outlook for 2015

Access to Key Industry Trends, Issues & Challenges, Risk Factors & Industry Outlook for 2015

**For Whom:**

The report is a niche, key & vital resource on the Business Strategy Domain given its

unique disposition & strategy focus. The report would be quintessential for those associated with and having strategic interest in the Global Trucking Industry. The report will be especially useful for Key Decision-Makers, Top Management of Companies, OEMs, Suppliers, Distributors, Vendors and other Key Players in the Industry Value Chain as well as existing & potential Investors, Industry & Company Analysts, M&A Advisory Firms, Strategy & Management Consulting Firms, PE Firms, Venture Capitalists & all those associated with the Global Trucking Industry or the Company.

**Report Highlight:**

The report is comprehensive yet concise & compact at the same time; is custom-built for meetings & presentations, being built on the Microsoft PowerPoint platform; in addition, to being a ready self-reckoner as well as a quick reference guide driving, enabling & ensuring prompt and informed decision making.

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