

# Interim Report, January–September 2013

Erik Ljungberg, Corporate Relations





# Business overview

Martin Lundstedt, President and CEO



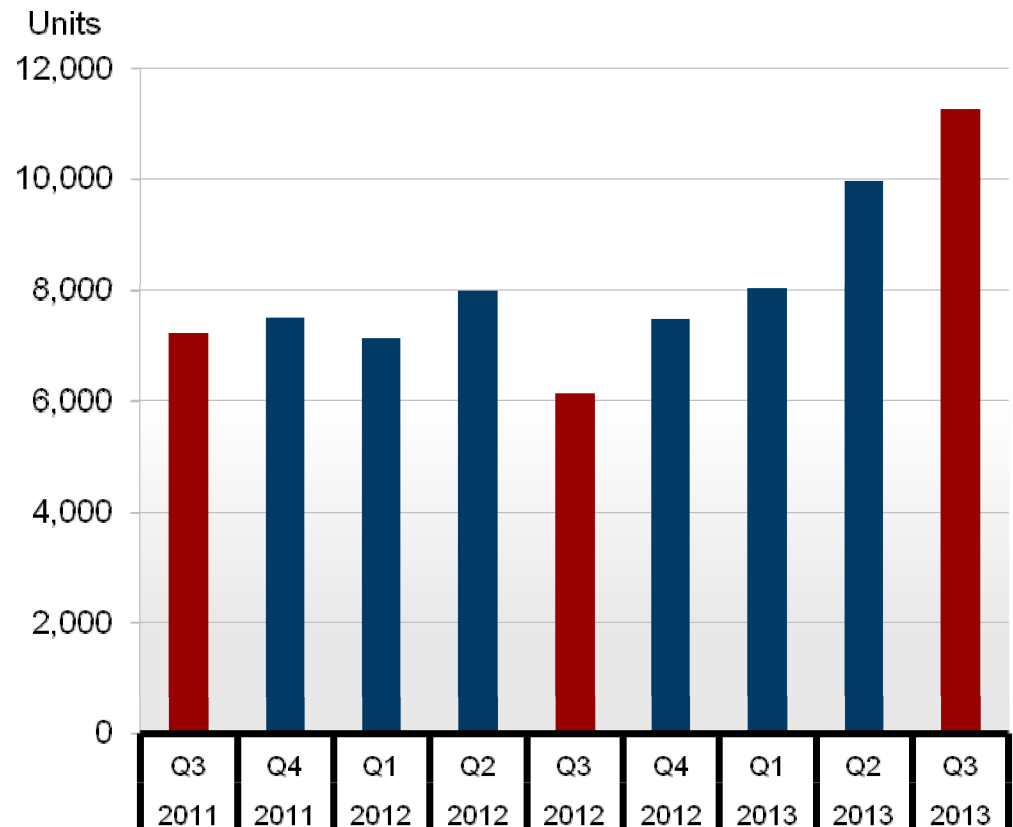
# First nine months of 2013

- Improved truck order bookings in Europe
- Truck order bookings in Latin America at a high level
- Higher production rate
- Growing service revenue

# Europe

## Scania trucks, order bookings

- Higher market share – strong position in Euro 6
- No seasonal downturn in Q3
- Pre-buy of Euro 5 in first nine month
- Replacement need



# Euro 6 and Scania Streamline



- **Maintain leadership in fuel efficiency**
- **Proven Euro 6 record**
- **Second generation with better fuel efficiency launched in 2013**
- **Full Euro 6 range available from 2014**

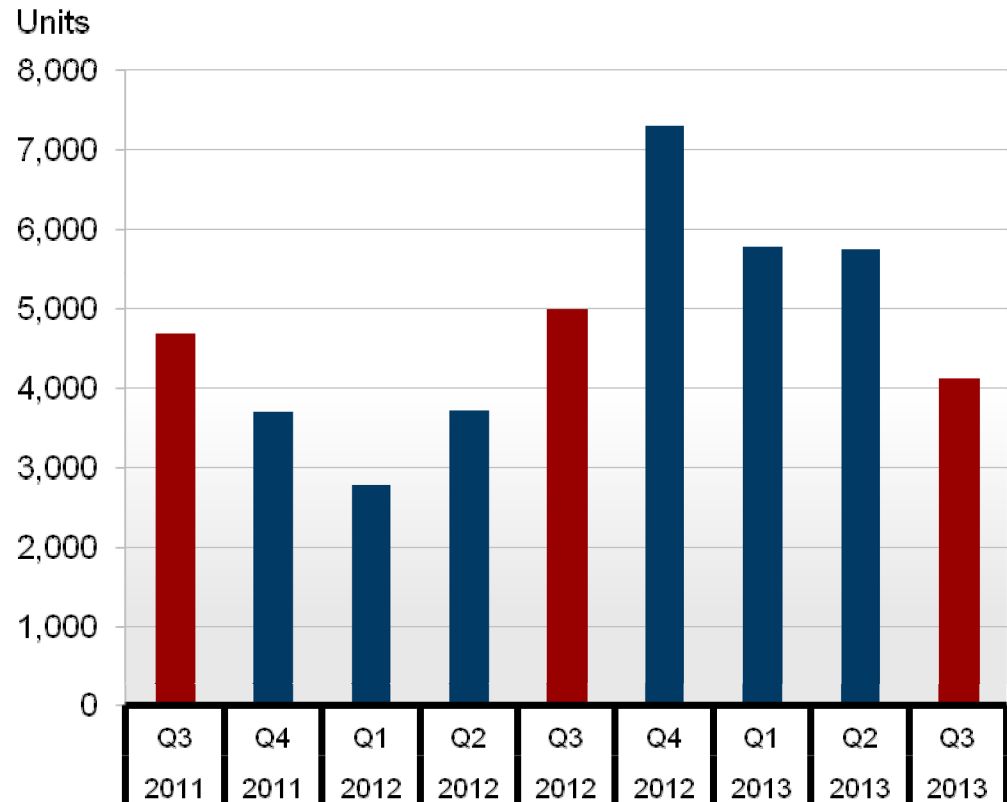


**SCANIA**

# Latin America

## Scania trucks, order bookings

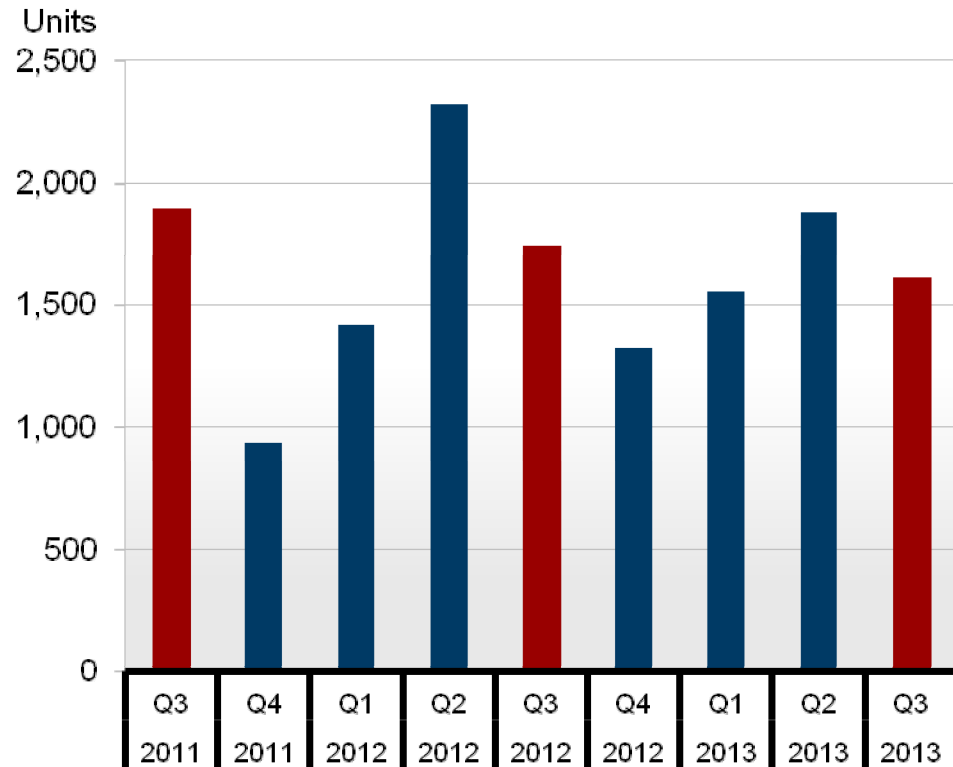
- Order bookings at a good level in Q3
- Subsidies in Brazil and Argentina
- Higher market share in Brazil and Argentina



# Eurasia

## Scania trucks, order bookings

- **Good level of demand in Russia in the first nine months**

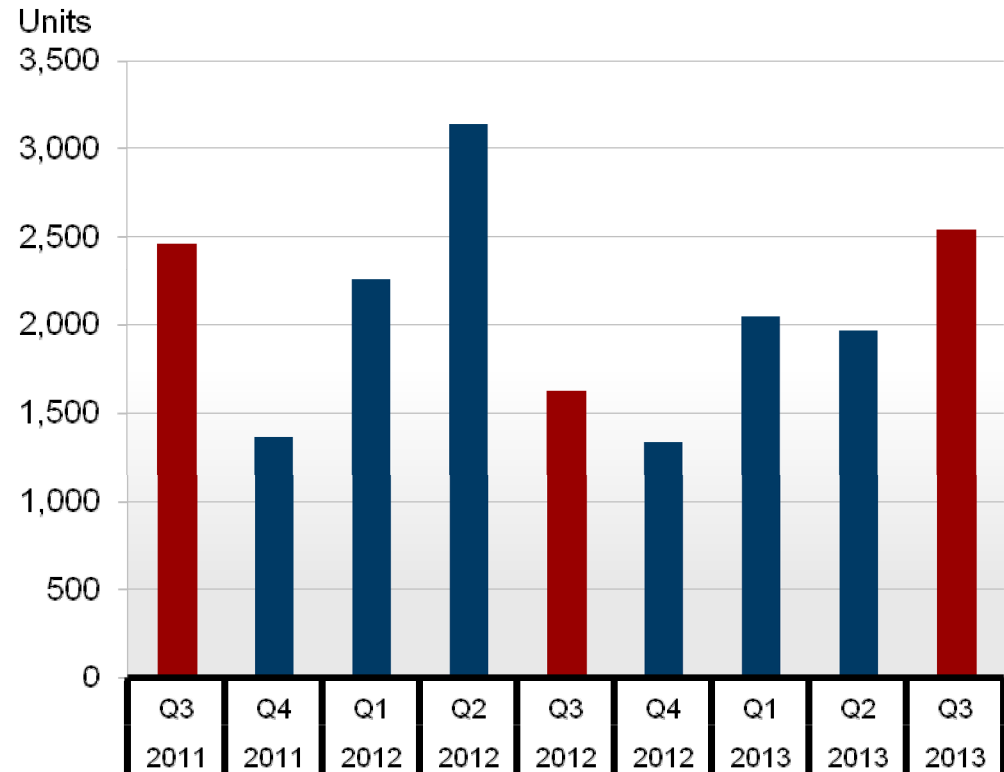




# Asia

## Scania trucks, order bookings

- Improved order bookings in the Middle East in Q3 from low level

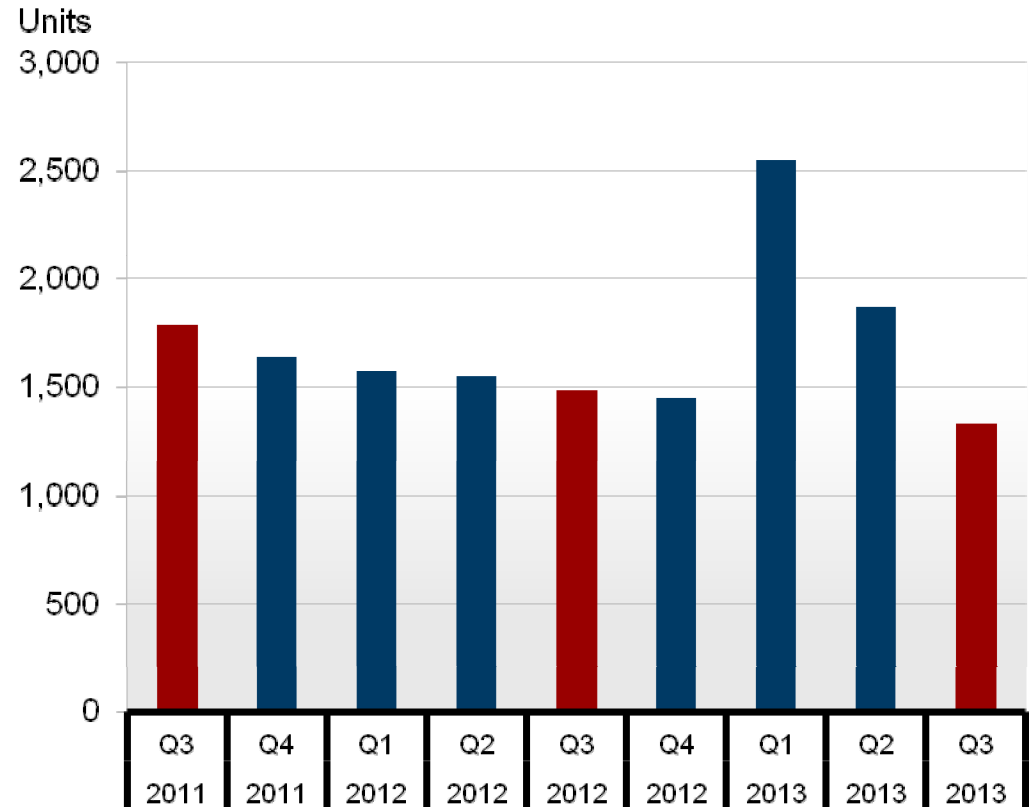




# Buses and coaches

## Scania buses and coaches, order bookings

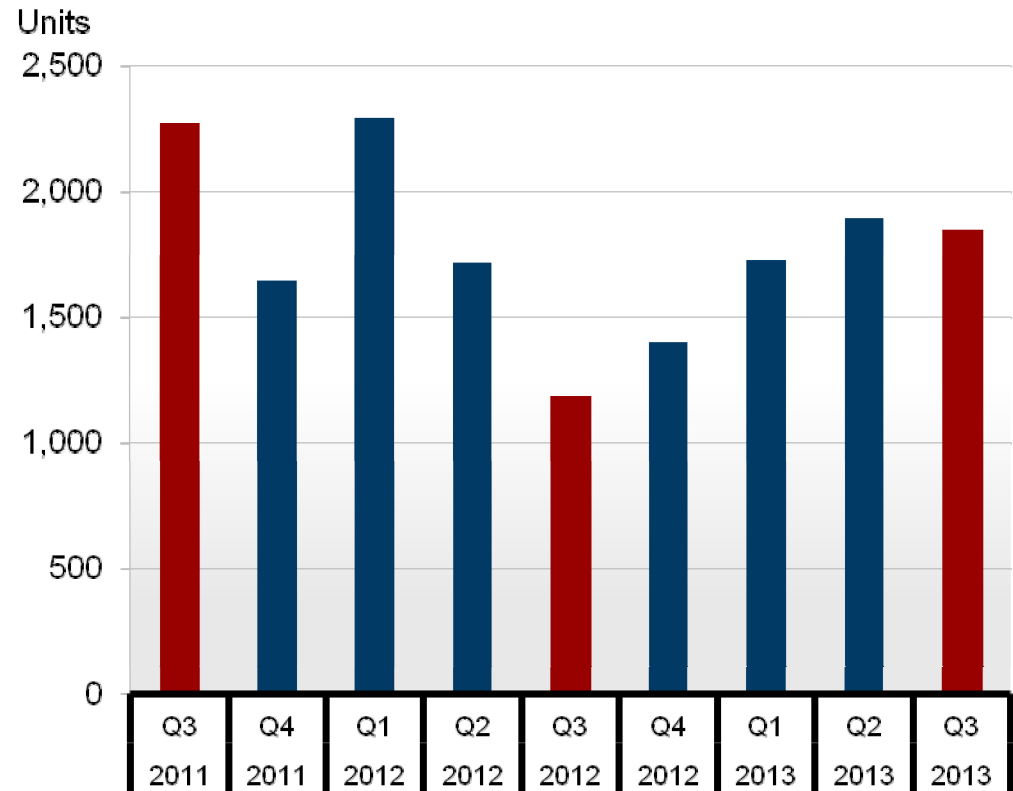
- Large orders in Russia, Malaysia and Taiwan in 2013
- Europe at low level



# Engines

## Scania engines, order bookings

- Pre-buy activity ahead of new emission standard (Stage IV/Tier4-final) in 2014



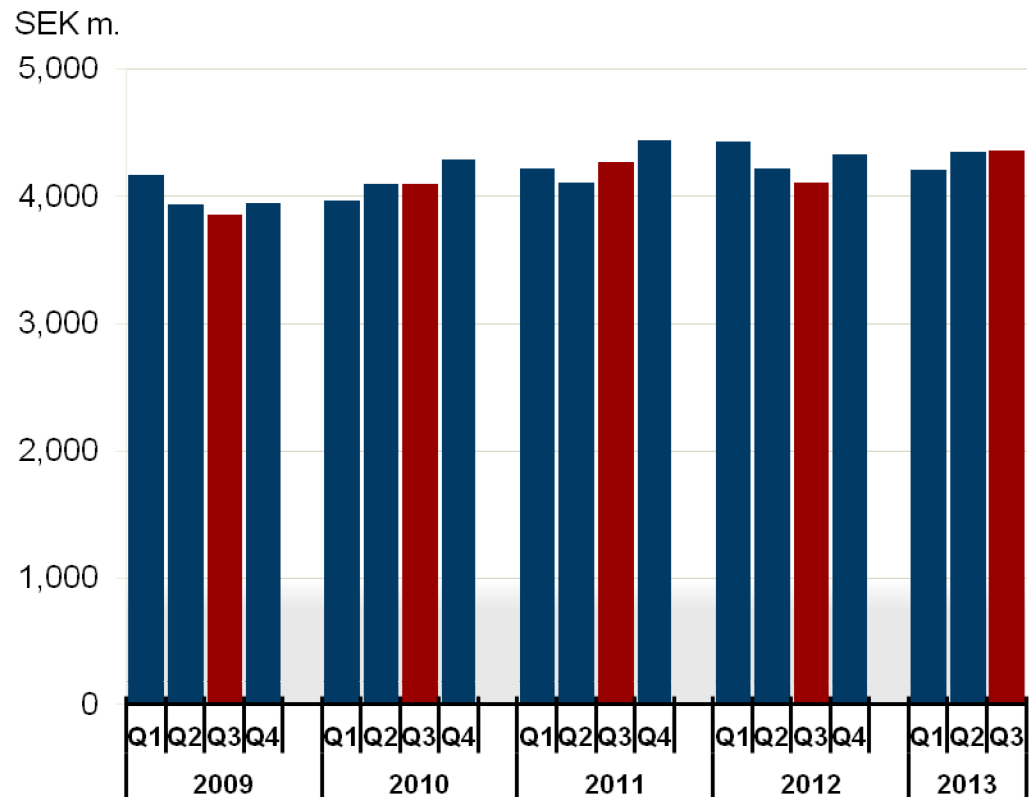
# Higher production rate

- Higher daily production rate in Europe during Q3 and Q4
- Increased flexibility
- Close to capacity limit for supply chain
- Investment for technical capacity expansion to 120,000 vehicles ongoing



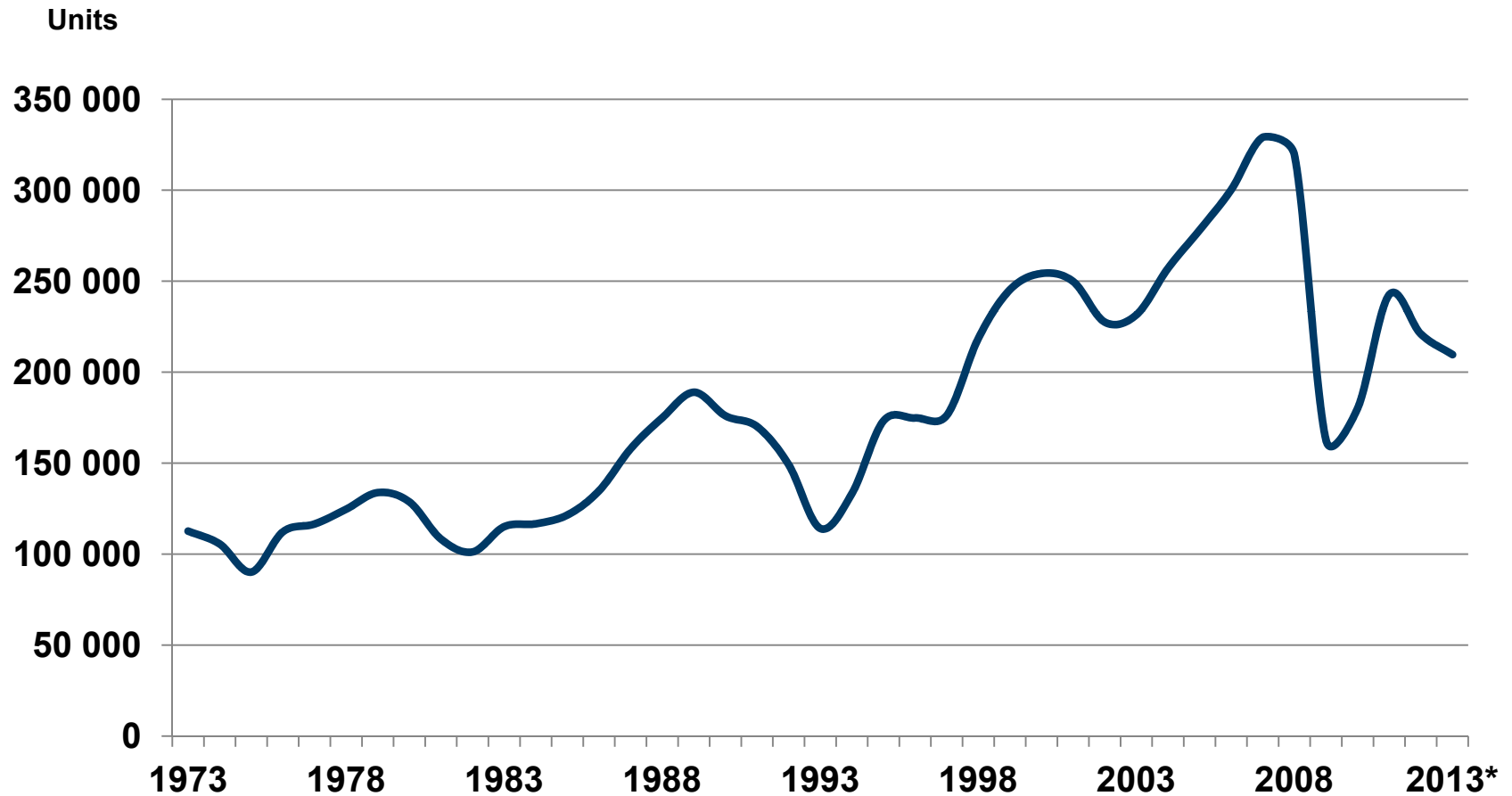
# Growing service revenue

- Service revenue +9 % in local currency in Q3
- Investment in capacity
- Ambition to increase market share





# European heavy truck market



\* Refers to rolling 12 month

# Summary

- **Improved order bookings in Europe**
- **Higher market share in Europe and Latin America**
- **High production rate in Q4**
- **High R&D activity and increase in sales and service capacity**



**SCANIA**

# Interim Report, January–September 2013

Jan Ytterberg, CFO





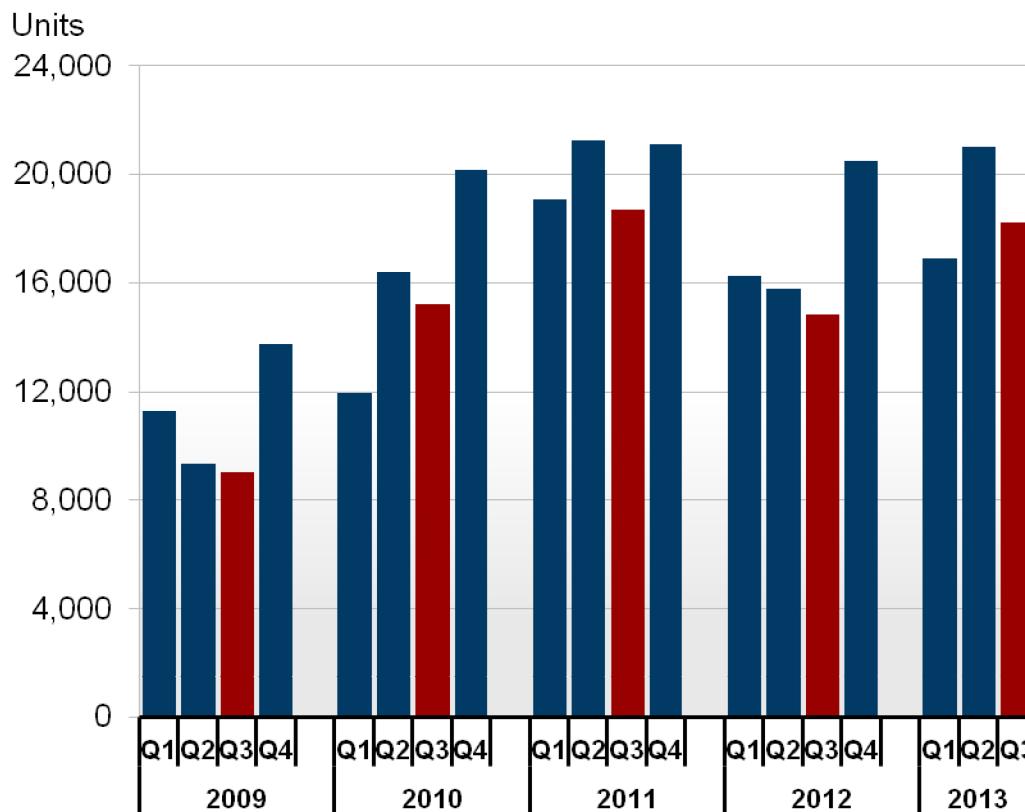
# First nine months of 2013 – highlights

- **Impact from stronger SEK and weaker BRL**
- **Higher vehicle volume**
- **High level of investments**

# Volume trend

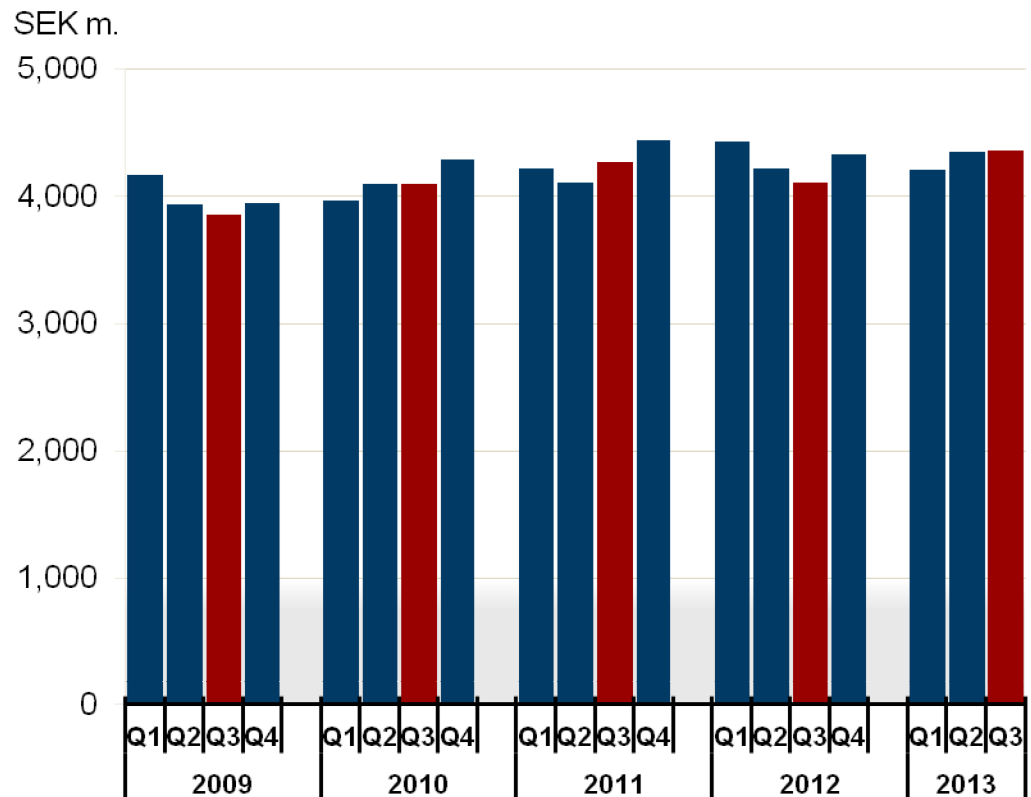
## Total deliveries, trucks and buses

- **Significantly higher volume in Latin America**
- **Higher daily production rate in Q4 in Europe**



# Service revenue

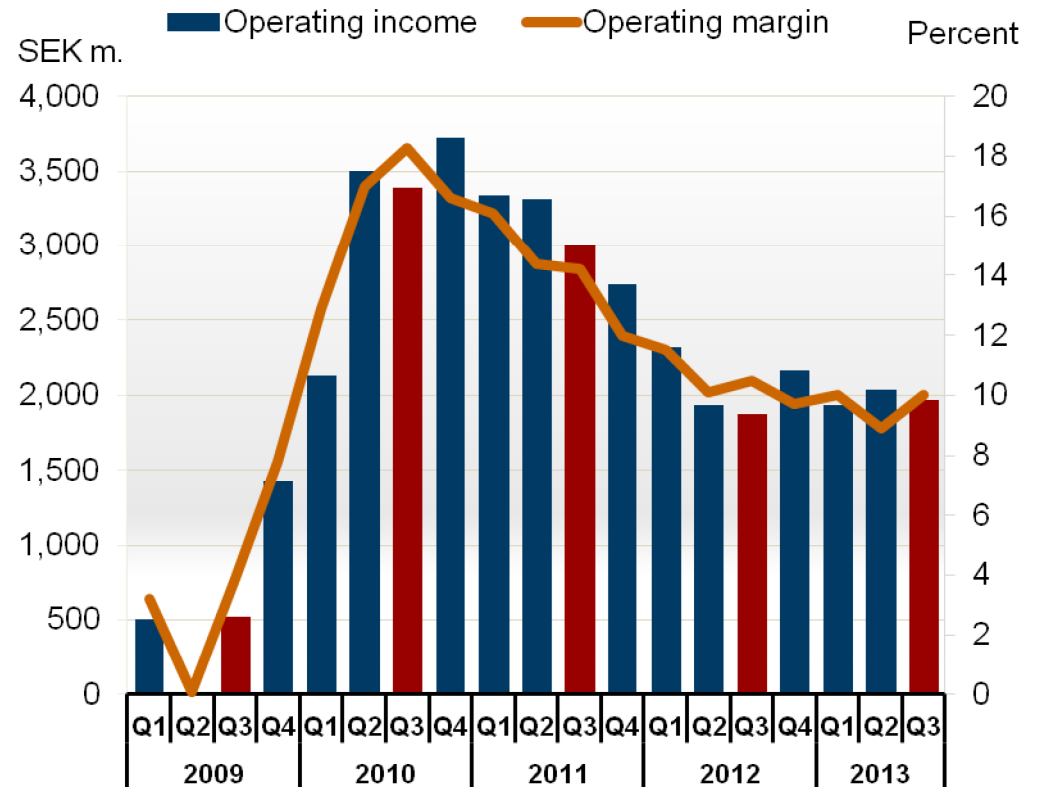
- Higher volume, somewhat higher prices
- Increased revenue in local currencies in several regions
- Revenue +7% in local currencies during 9 months



# Earnings trend

## Operating income, Scania Group

- **Net sales up 8% in 9 months and up 10% in Q3 2013**
- **EBIT margin 9.6% (10.7) in 9 months and 10.0% (10.5) in Q3**
- **Earnings per share SEK 5.30 (5.94) in 9 months**





# Operating income

## Vehicles and Services

- **EBIT decrease due to:**
  - Currency rate effects
  - Prices
  
- **Positive effects:**
  - Vehicle volume
  - Capacity utilisation in Latin America

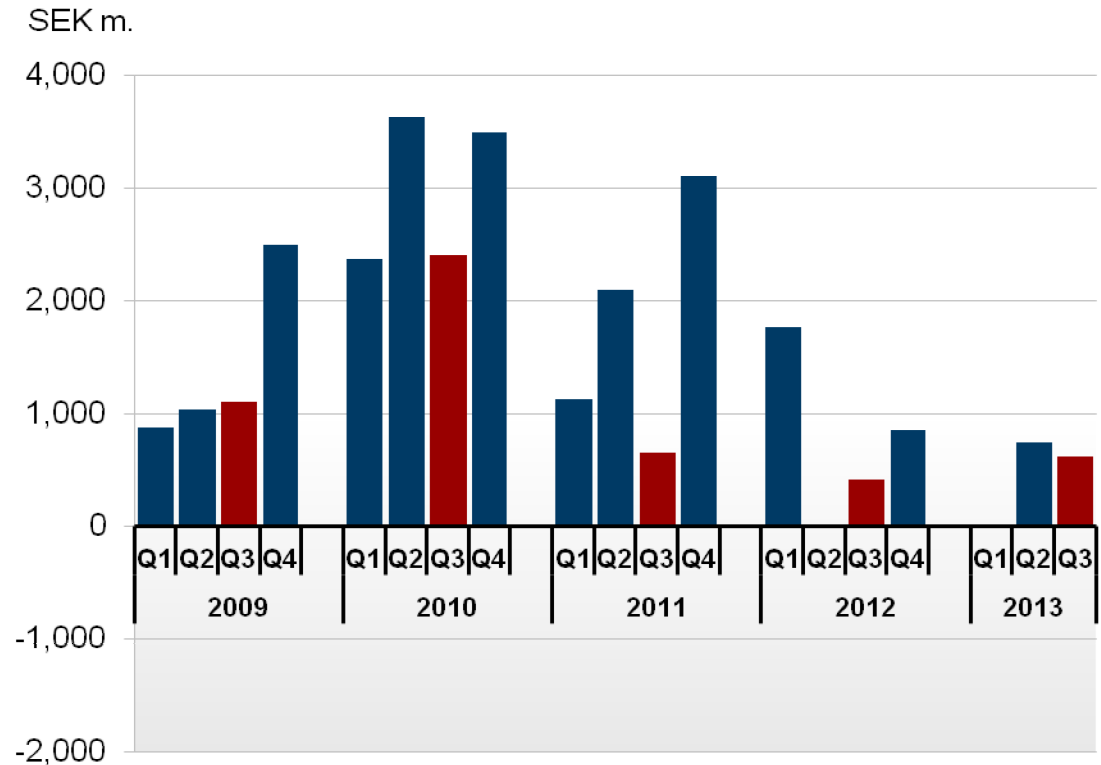


EBIT decrease:  
SEK 274 m.,  
9 months 2013

# Cash flow

## Vehicles and Services

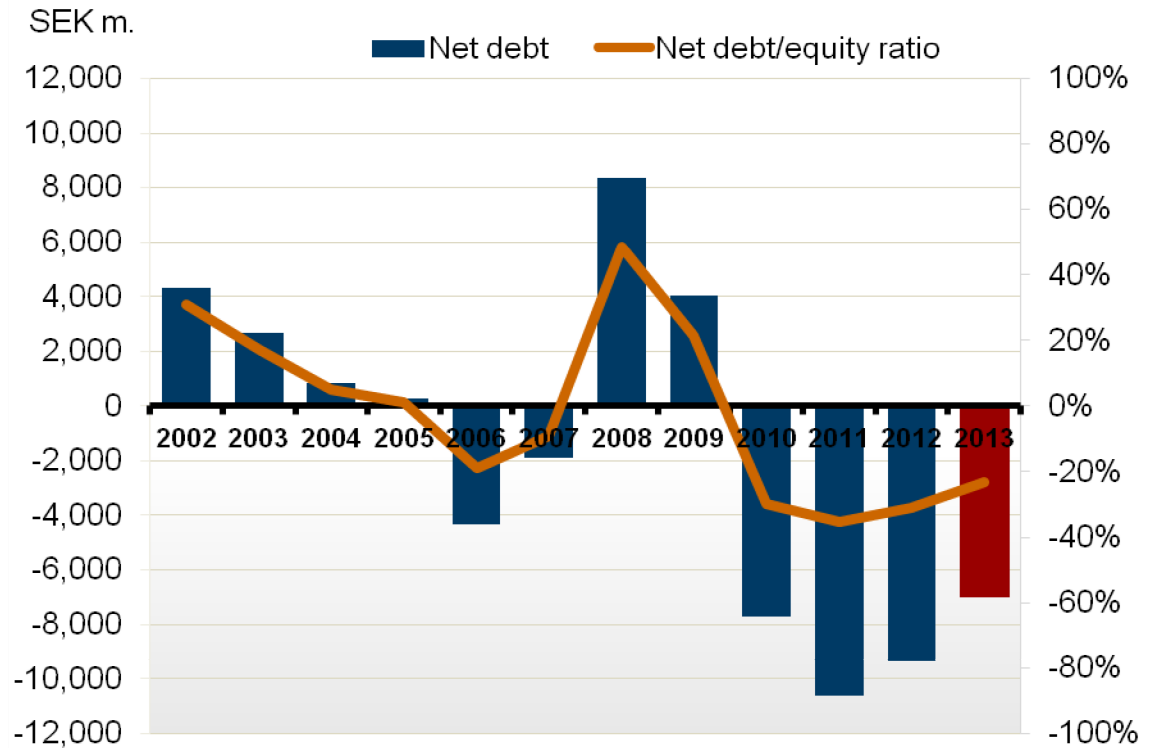
- Cash flow  
SEK 618 m. in Q3
- High level of investments



# Net debt

## Vehicles and Services

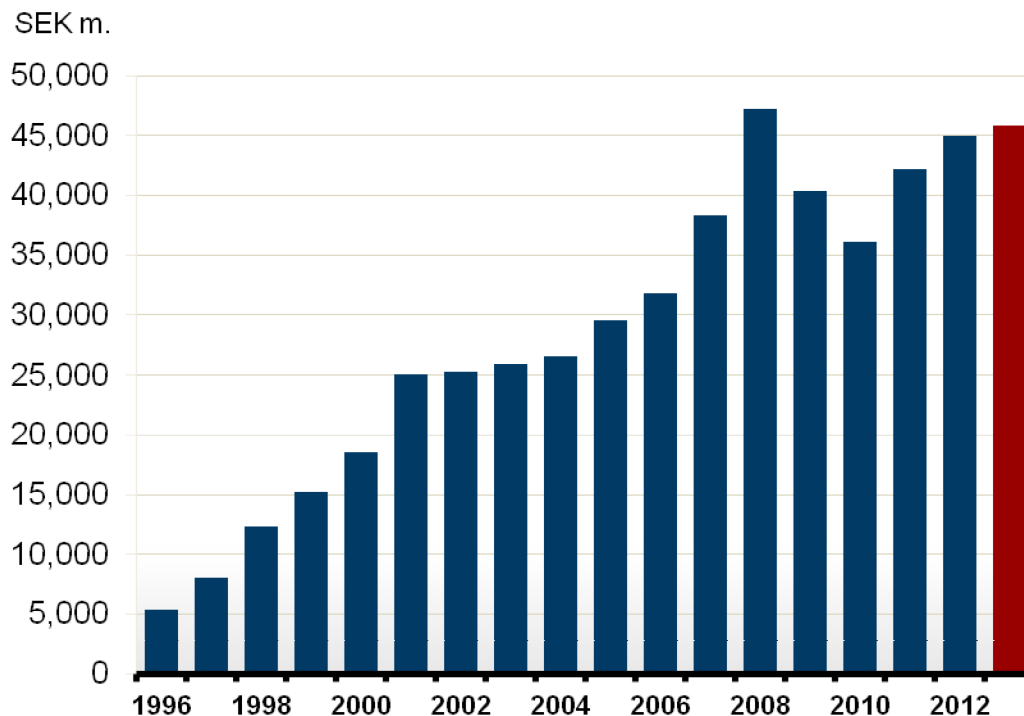
- **Net cash**  
**SEK 6,970 m.**  
**(Net cash SEK**  
**9,361 m. at end**  
**of 2012)**
- **Dividend payment**  
**SEK 3.8 bn. in Q2**



# Volume trend

## Credit portfolio, Financial Services

- Portfolio +4% in local currencies since end of 2012
- Operating income SEK 511 m. (433) in 9 months 2013





# Summary

- **Significant impact from stronger SEK on earnings**
- **Higher vehicle deliveries**
- **Higher production rate in Q4**
- **High level of investments**



**SCANIA**