

# Press conference

Erik Ljungberg, Corporate Relations



# Interim Report, January – June 2012

Jan Ytterberg, CFO



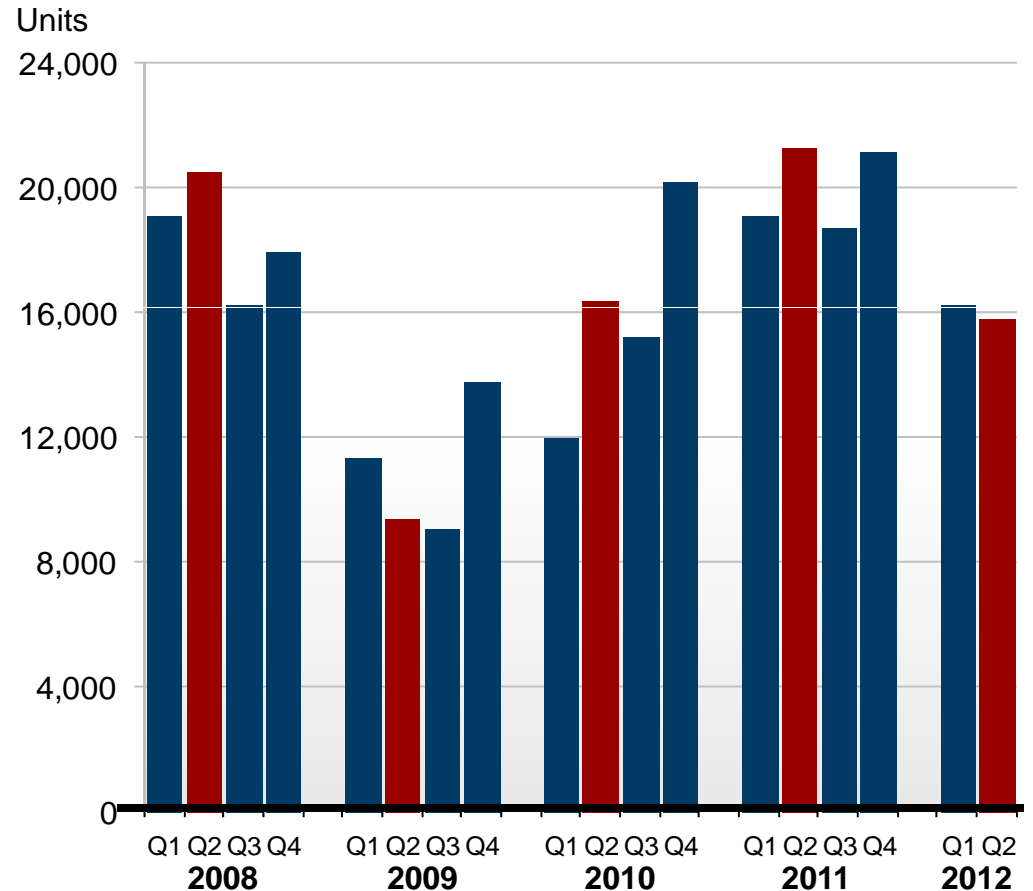
# First six months of 2012 – highlights

- **Significantly lower vehicle deliveries**
- **Service revenue stable**
- **Higher cost level**

# Volume trend

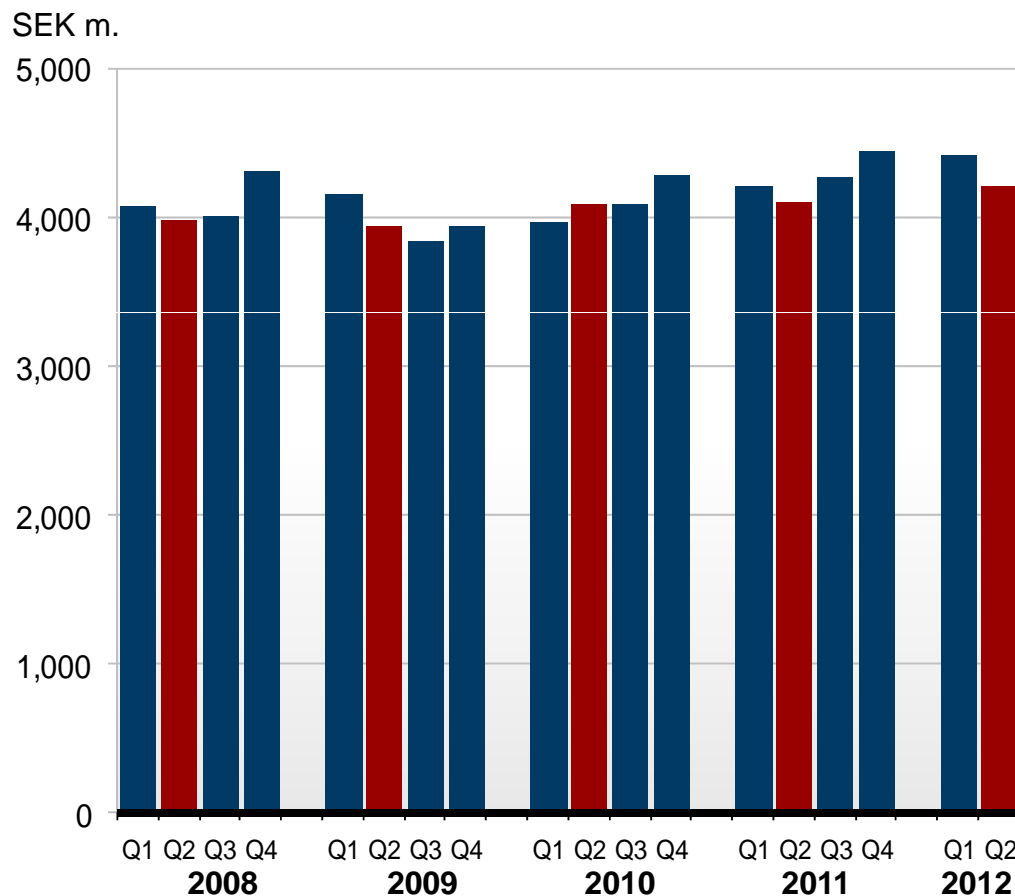
## Total deliveries, trucks and buses

- Europe and the Middle East at low levels
- Significantly lower deliveries in Brazil in Q2
- Low utilisation of production capacity



# Service revenue

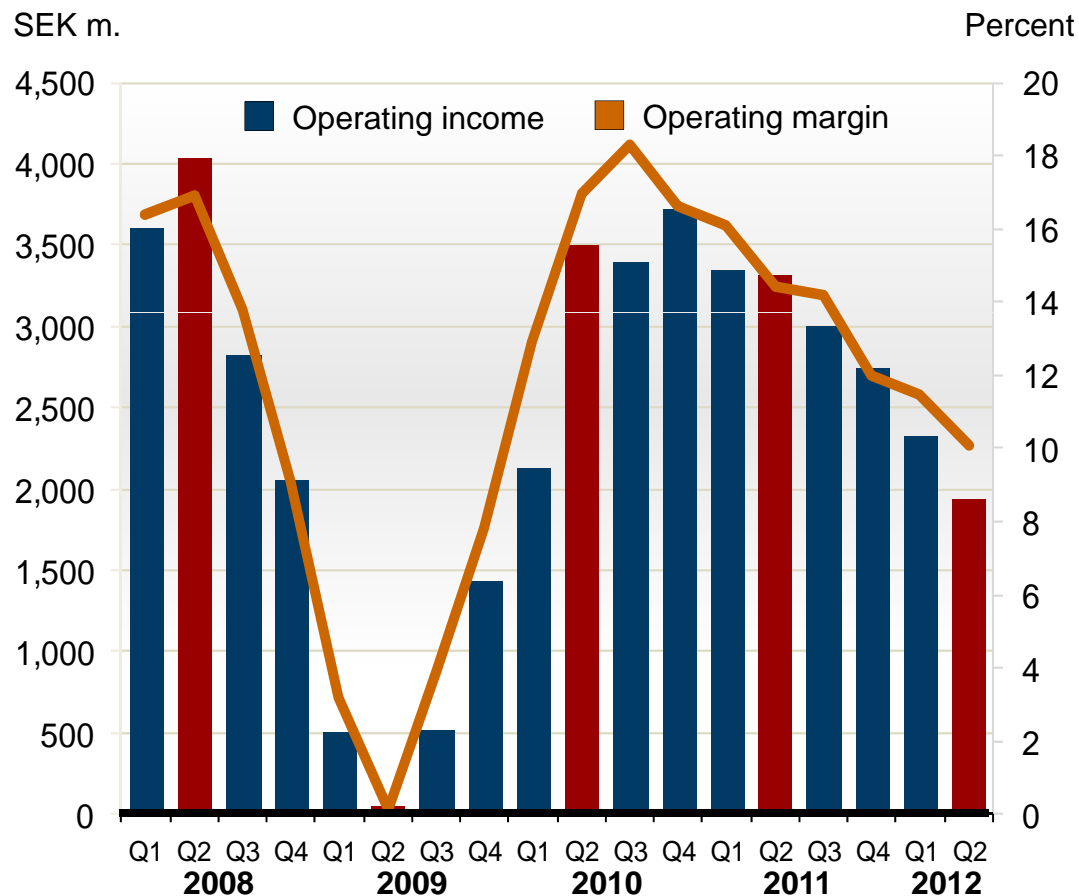
- Europe decreasing – southern region weak
- Growing volume outside Europe
- Revenue increase of 3% in local currencies (H1)



# Earnings trend

## Operating income, Scania Group

- **Net sales -10% in H1 2012 and -16% in Q2**
- **EBIT margin 10.8% (15.2) in H1**
- **EBIT margin 10.1% (14.4) in Q2**



# Operating income

## Vehicles and Services

### ■ EBIT decrease due to:

- Deliveries
- Capacity utilisation
- Future projects
- Price

EBIT decrease:

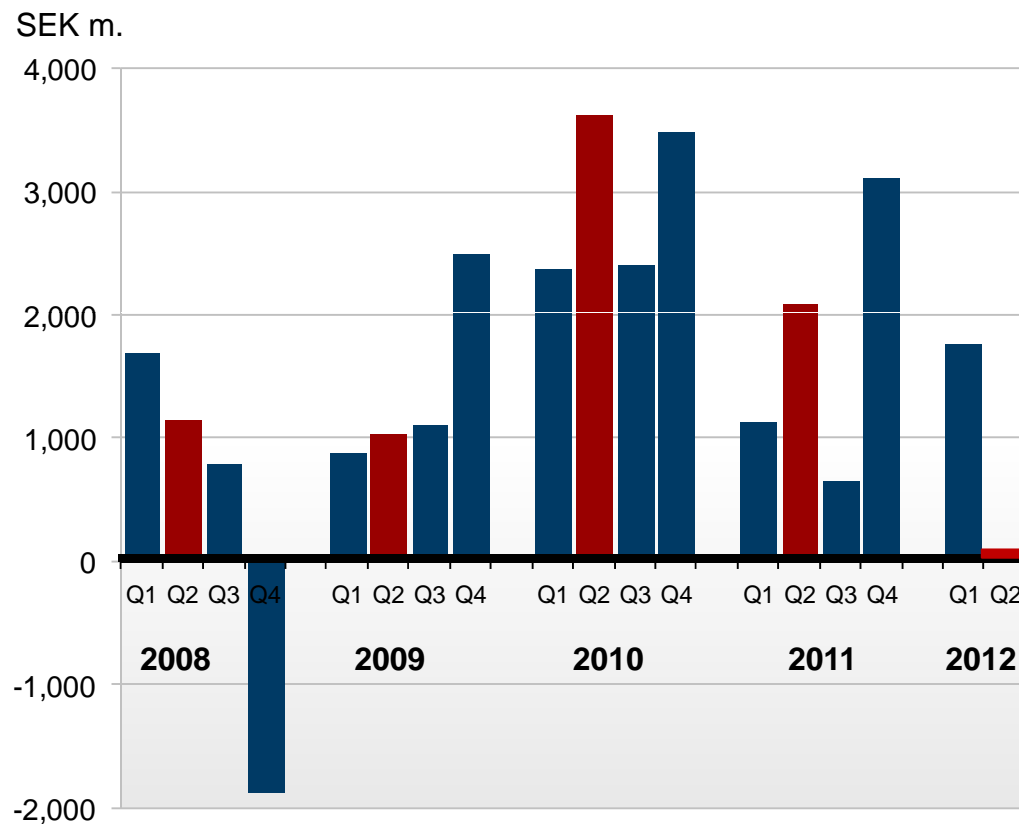
SEK 2,470 m.,  
H1 2012



# Cash flow

## Vehicles and Services

- Higher inventory in Q2
- Tax payment in Brazil in Q1
- Cash flow SEK 6 m. in Q2

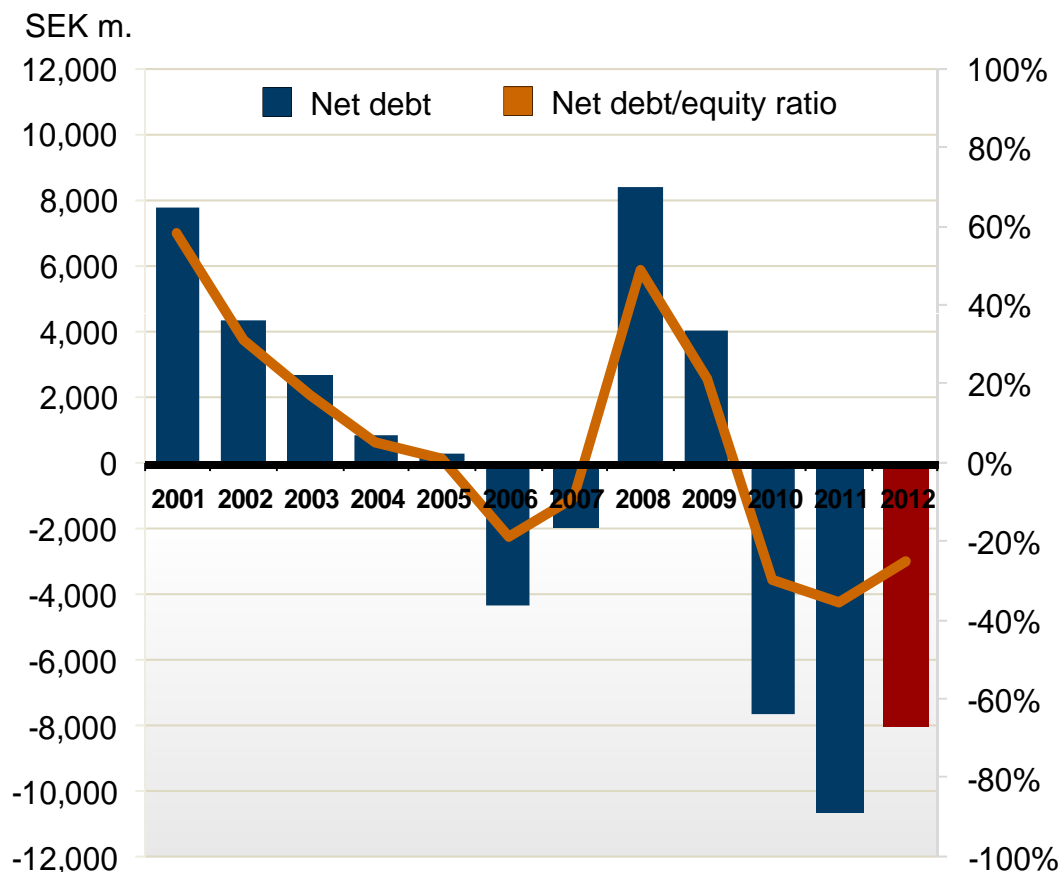




# Net debt

## Vehicles and Services

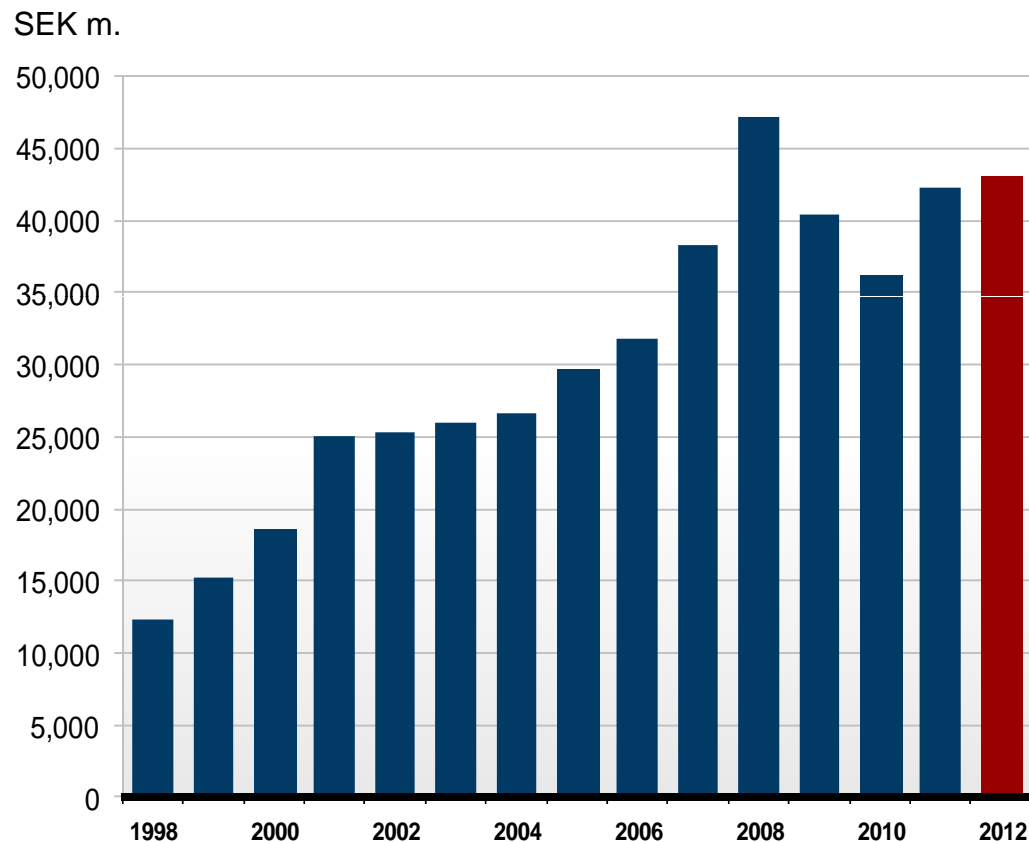
- **Net cash**  
**SEK 7,999 m.**  
**(Net cash SEK**  
**10,615 m.**  
**at end of 2011)**
- **Dividend payment**  
**SEK 4 bn. in Q2**



# Volume trend

## Credit portfolio, Financial Services

- **Portfolio +4%\***  
since end of 2011
- **Operating income**  
**SEK 313 m. (238) in**  
**H1 2012**



\*In local currencies

# Summary

- **Significantly lower vehicle deliveries**
- **Higher cost level**



**SCANIA**

# Outlook

Leif Östling, President and CEO



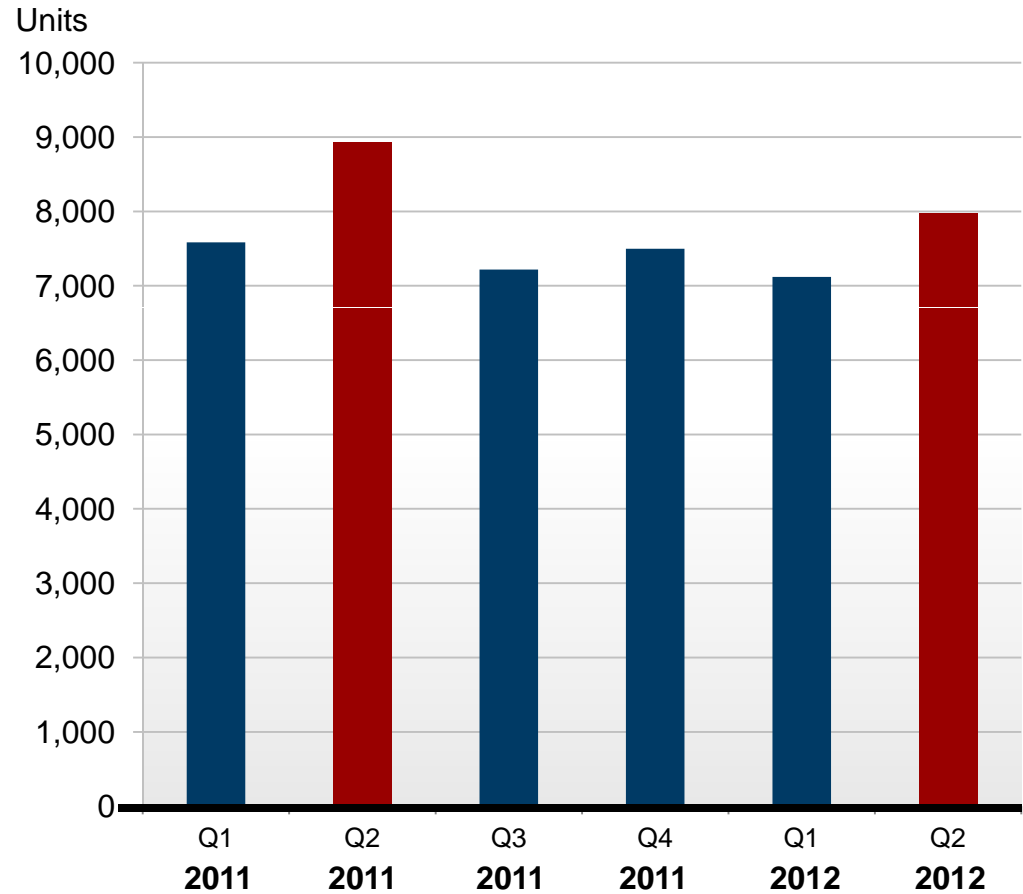
# Business overview – H1 2012

- **Europe remains at a low level**
- **Lower demand in Brazil compared to strong 2010 and 2011**
- **Market outlook difficult to judge**
- **Focus on flexibility in production and in sales and services**

# Europe

## Scania trucks, order bookings

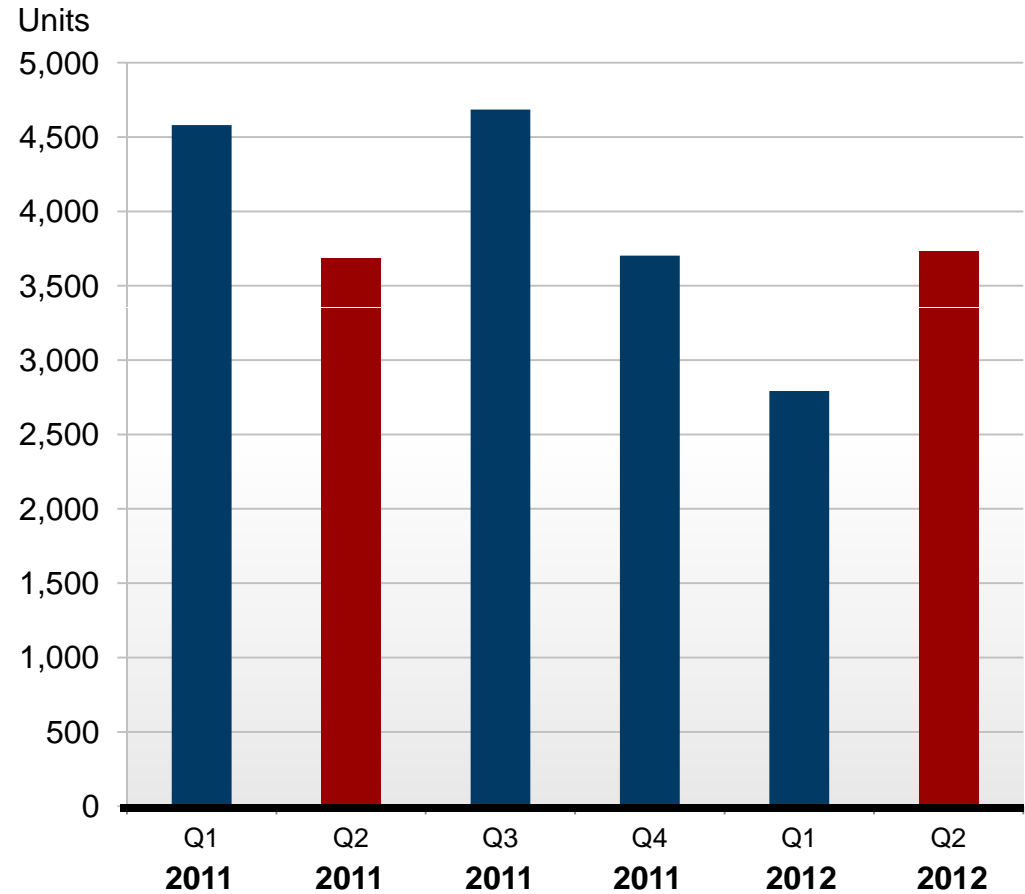
- **Some improvement in Q2, including in the southern region**
- **Overall still at low level**



# Latin America

## Scania trucks, order bookings

- Lower demand compared to strong 2010 and 2011
- Transition to Euro 5 and weaker economy in Brazil

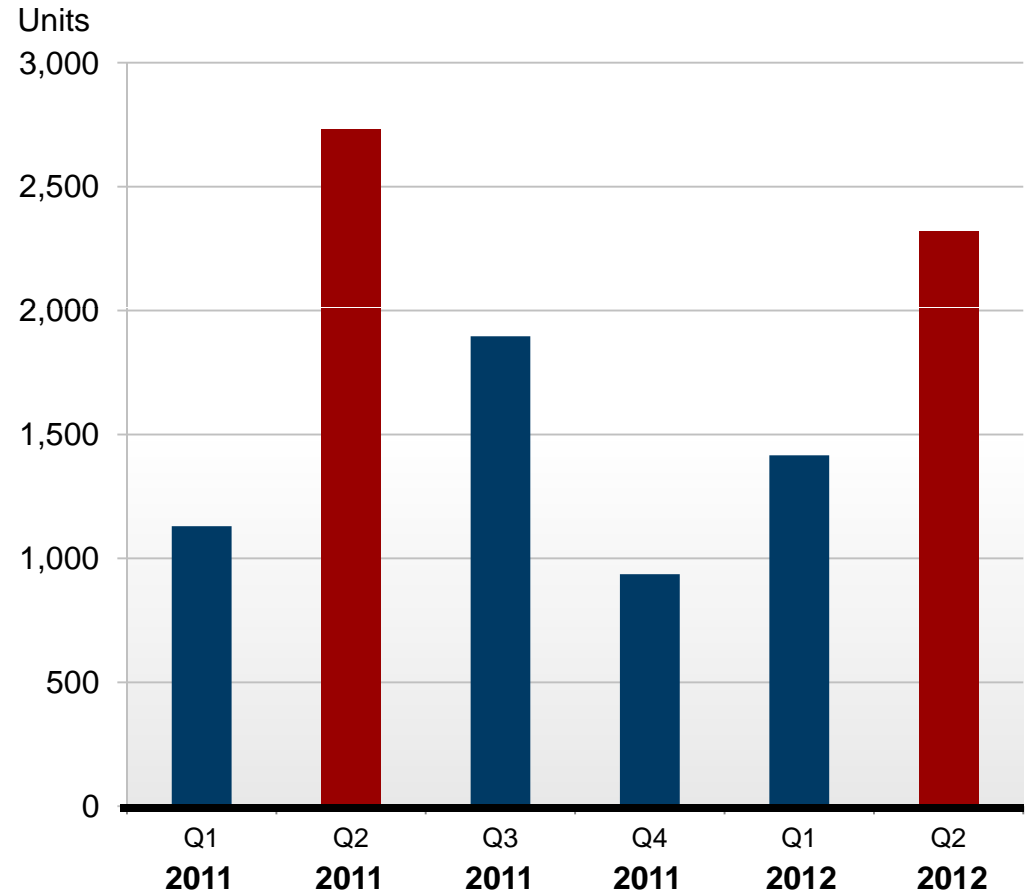




# Eurasia

## Scania trucks, order bookings

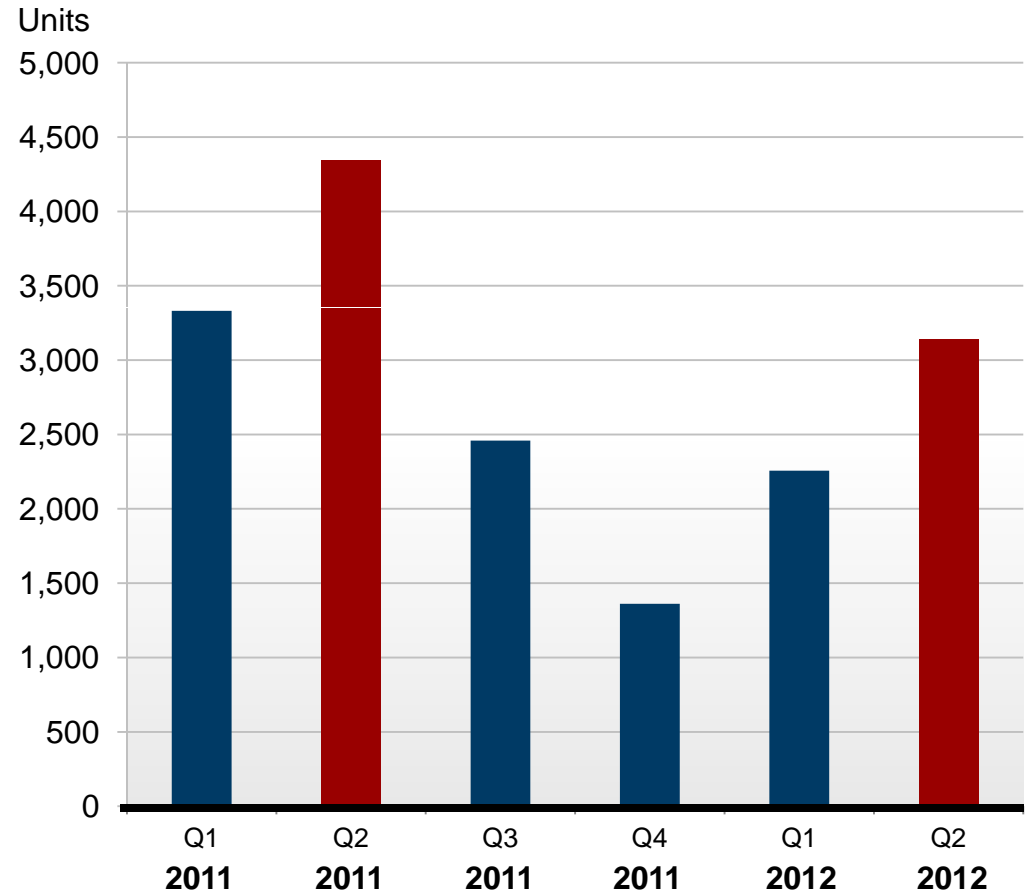
- Good level of demand
- Increased order bookings in Russia and Ukraine



# Asia

## Scania trucks, order bookings

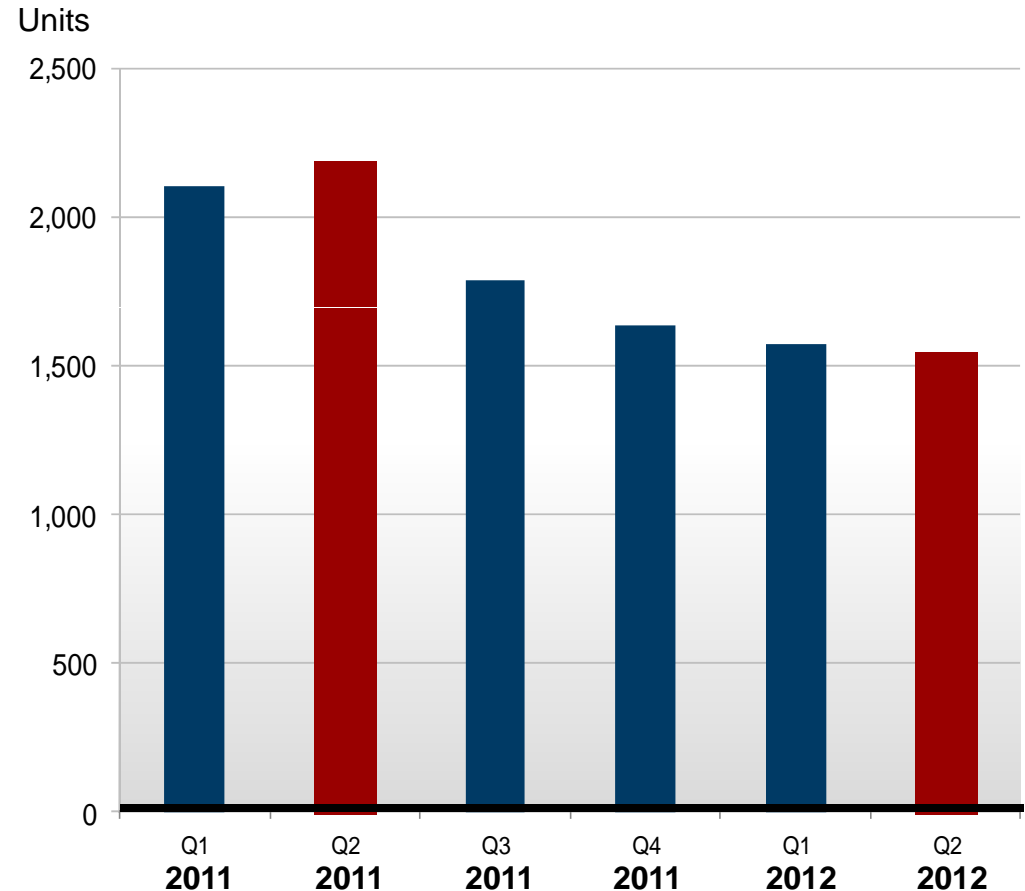
- Somewhat improved order bookings in Middle East
- Stable trend elsewhere in Asia



# Buses and coaches

## Scania buses and coaches, order bookings

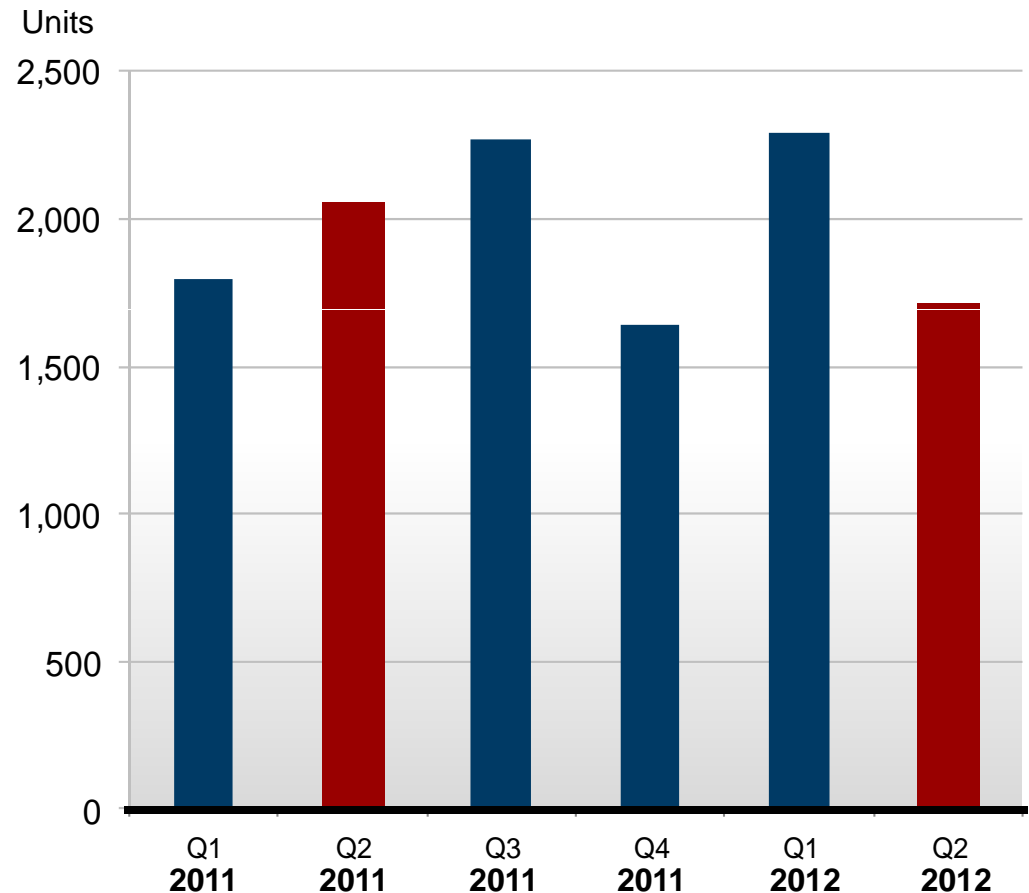
- Weaker demand in the first half of 2012
- Reduced production of buses in Poland
- Large order to Chile in Q2 2012



# Engines

## Scania engines, order bookings

- Lower demand in all regions in Q2 2012
- Industrial OEM segment weaker



# Summary

- **Low level of demand**
- **Market outlook difficult to judge**
- **Focus on high flexibility and high cost consciousness**



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# Martin Lundstedt



# Capital Markets Day

**26 September 2012 in Södertälje, Sweden**