

Press conference

Erik Ljungberg, Corporate Relations



Interim Report, January – March 2012

Jan Ytterberg, CFO



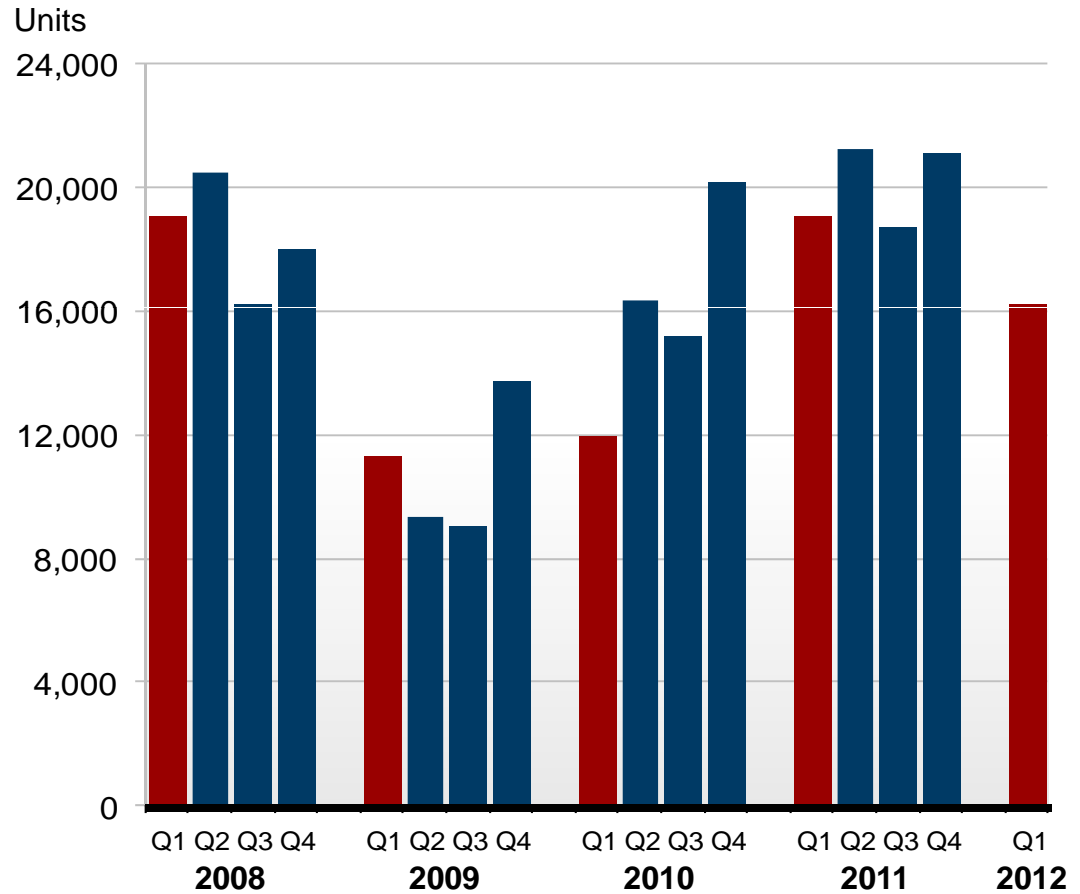
First three months of 2012 – highlights

- **Demand stabilising**
- **Earnings impacted by lower deliveries and lower capacity utilisation**
- **High service revenue**
- **Good cash flow**

Volume trend

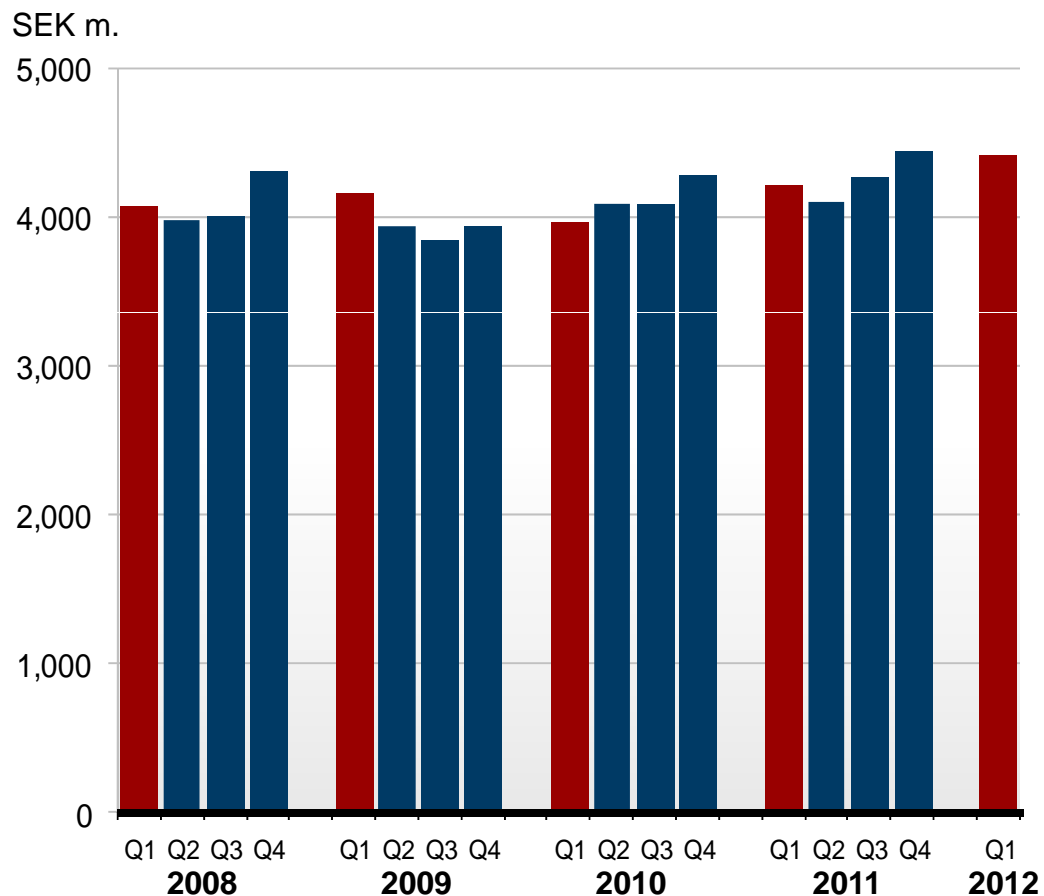
Total deliveries, trucks and buses

- Lower deliveries in Europe and the Middle East
- Brazil supported by about 2,000 Euro 3-vehicles
- Production adjusted to demand



Service revenue

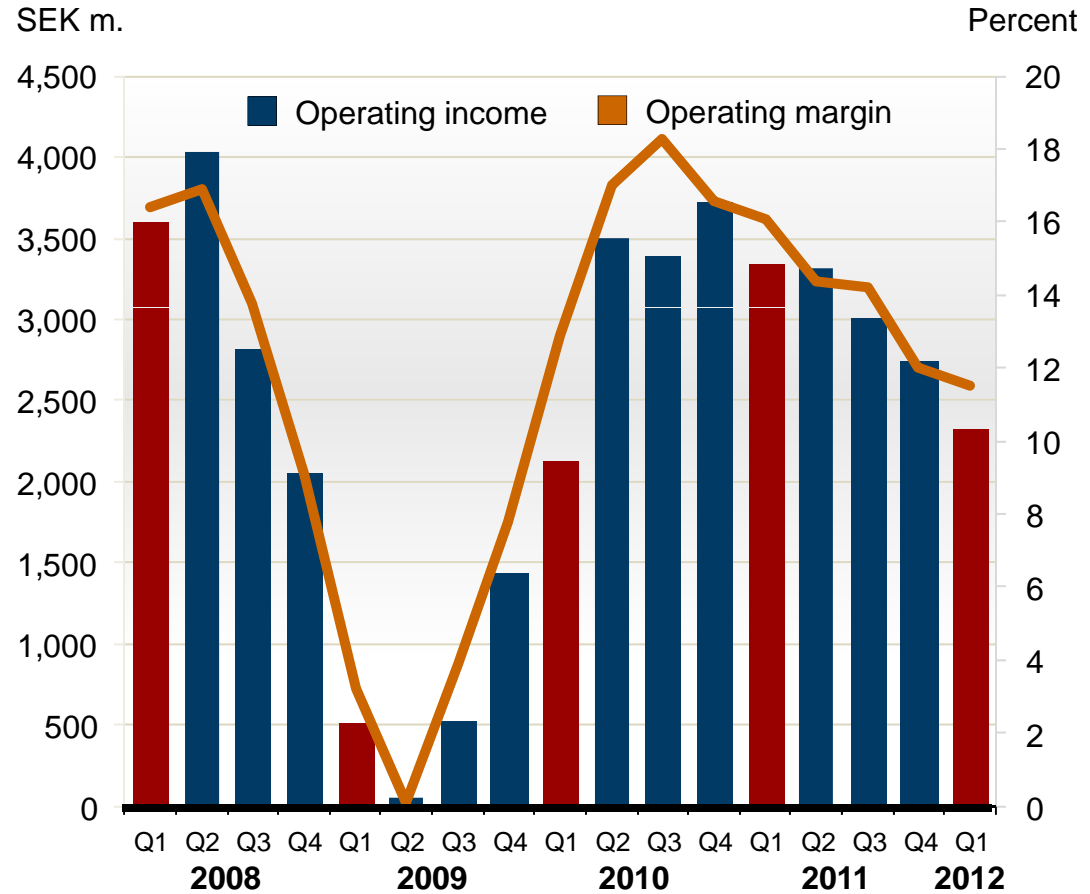
- Stable high level in Europe despite weakness in south
- Growing volume outside Europe
- Revenue increase 5% in Q1



Earnings trend

Operating income, Scania Group

- Net sales -3% in Q1 2012
- EBIT margin 11.5% (16.1) in Q1



Operating income

Vehicles and Services

■ EBIT decrease due to:

- Deliveries
- Capacity utilisation
- Future projects

■ Positive effects:

- Market mix

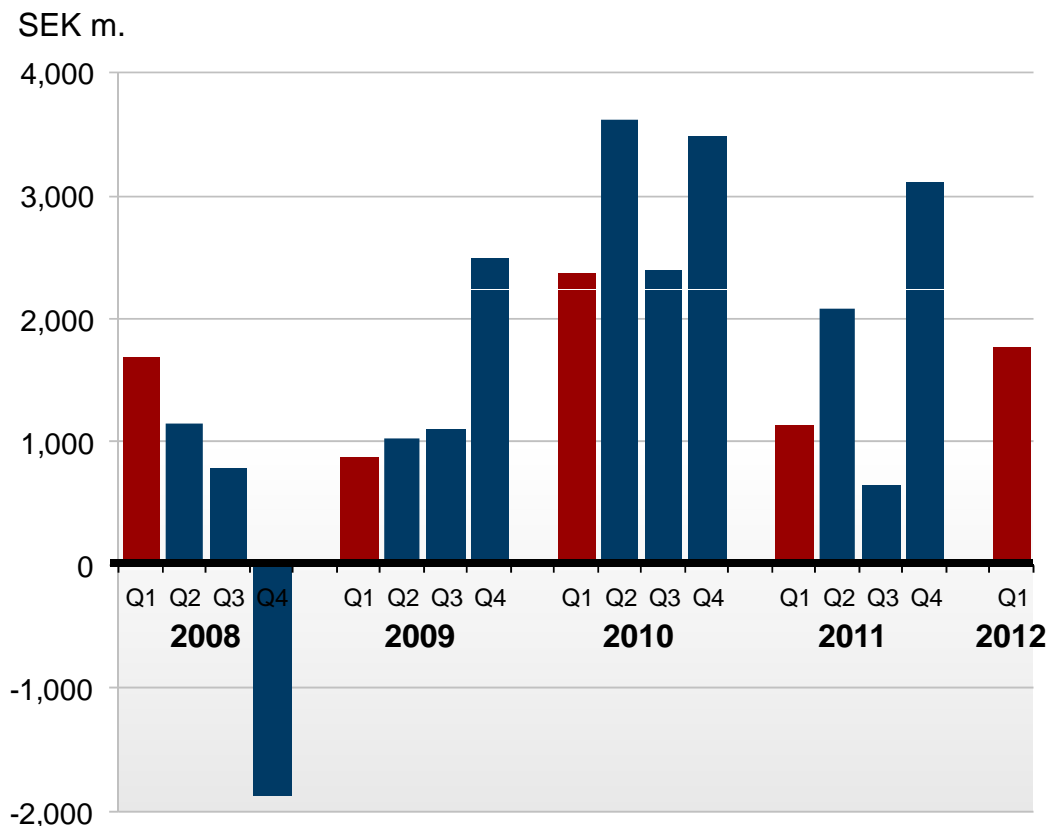
EBIT decrease:
SEK 1,040 m.,
Q1 2012



Cash flow

Vehicles and Services

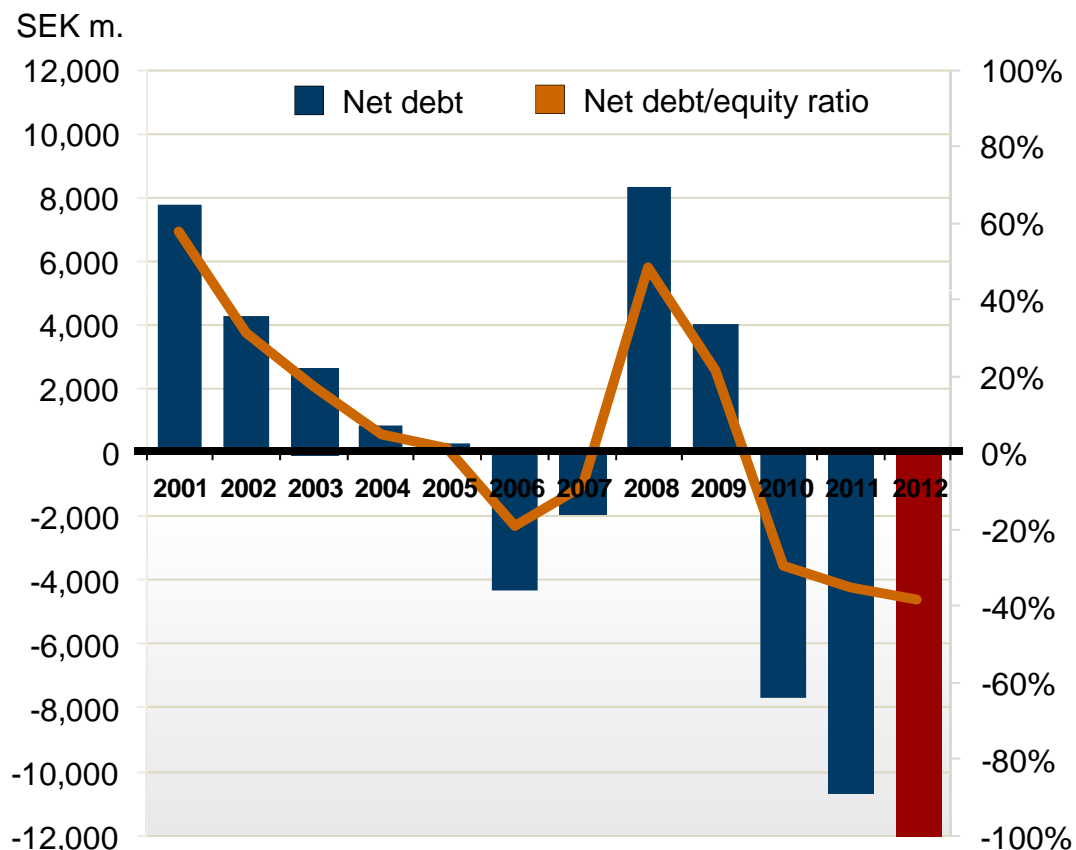
- Good cash generation in Q1
- Positive impact from working capital
- Tax payment in Brazil in Q1



Net debt

Vehicles and Services

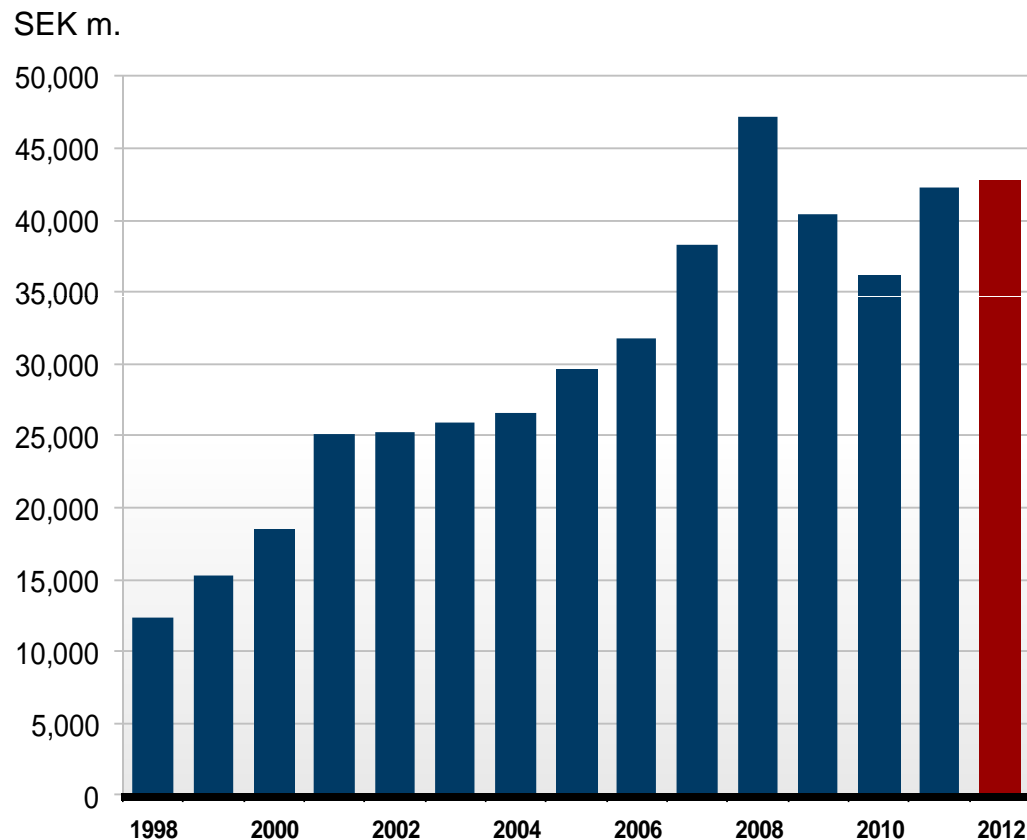
- **Net cash**
SEK 12,039 m.
(Net cash SEK
10,615 m.
at end of 2011)
- **Board proposes**
DPS of SEK 5.00
for 2011



Volume trend

Credit portfolio, Financial Services

- Portfolio 2%* since end of 2011
- Operating income SEK 131 m. (107) in Q1 2012



*In local currencies

Summary

- **Demand stabilising**
- **Earnings impacted by lower deliveries and lower capacity utilisation**
- **Good cash generation**



SCANIA

Outlook

Leif Östling, President and CEO



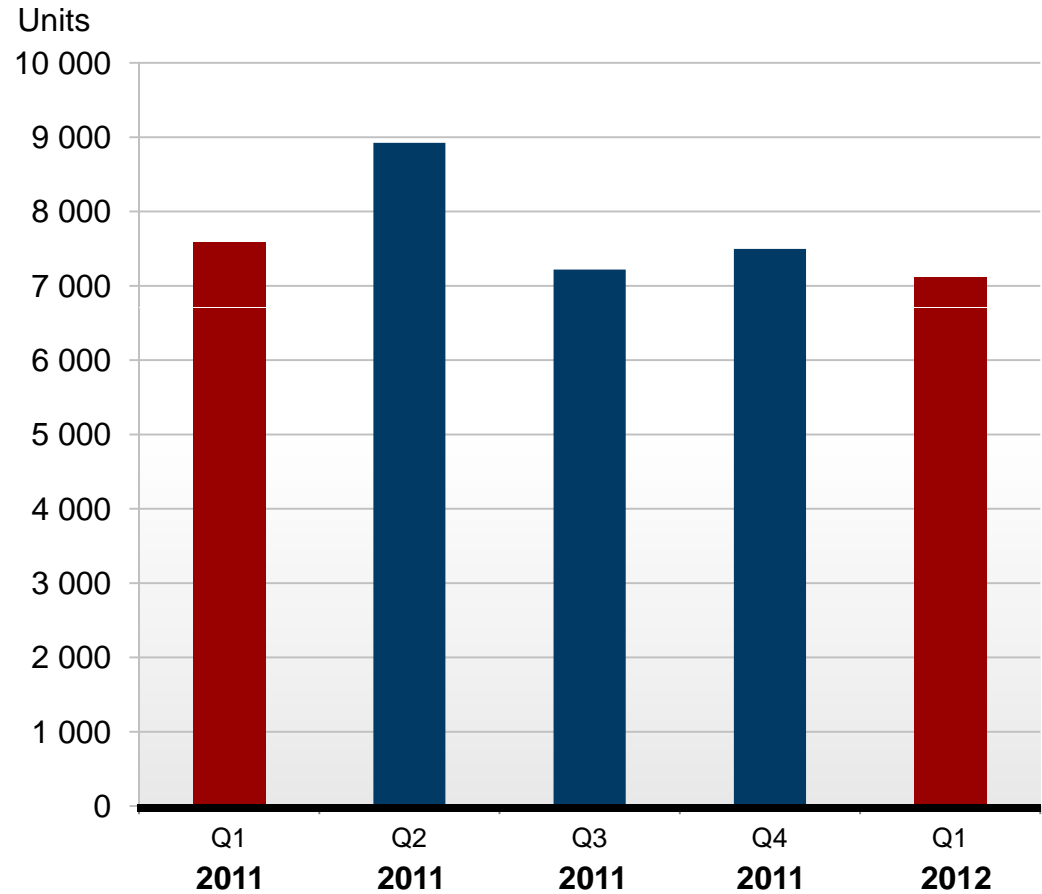
Business overview – Q1 2012

- **Order bookings in line with end of 2011**
- **Lower deliveries**
- **Production rate in balance with current level of demand**
- **High demand for service in all regions**

Europe

Scania trucks, order bookings

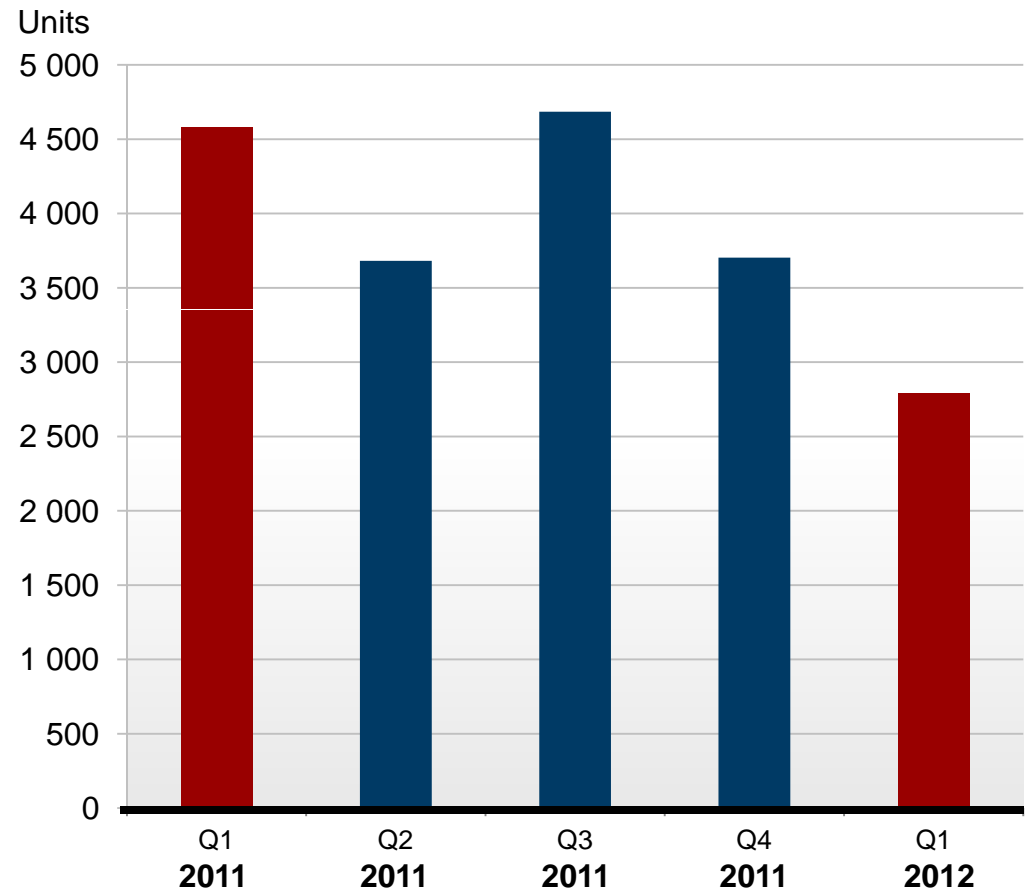
- Same level as end of 2011
- Low demand in southern region
- Short delivery times



Latin America

Scania trucks, order bookings

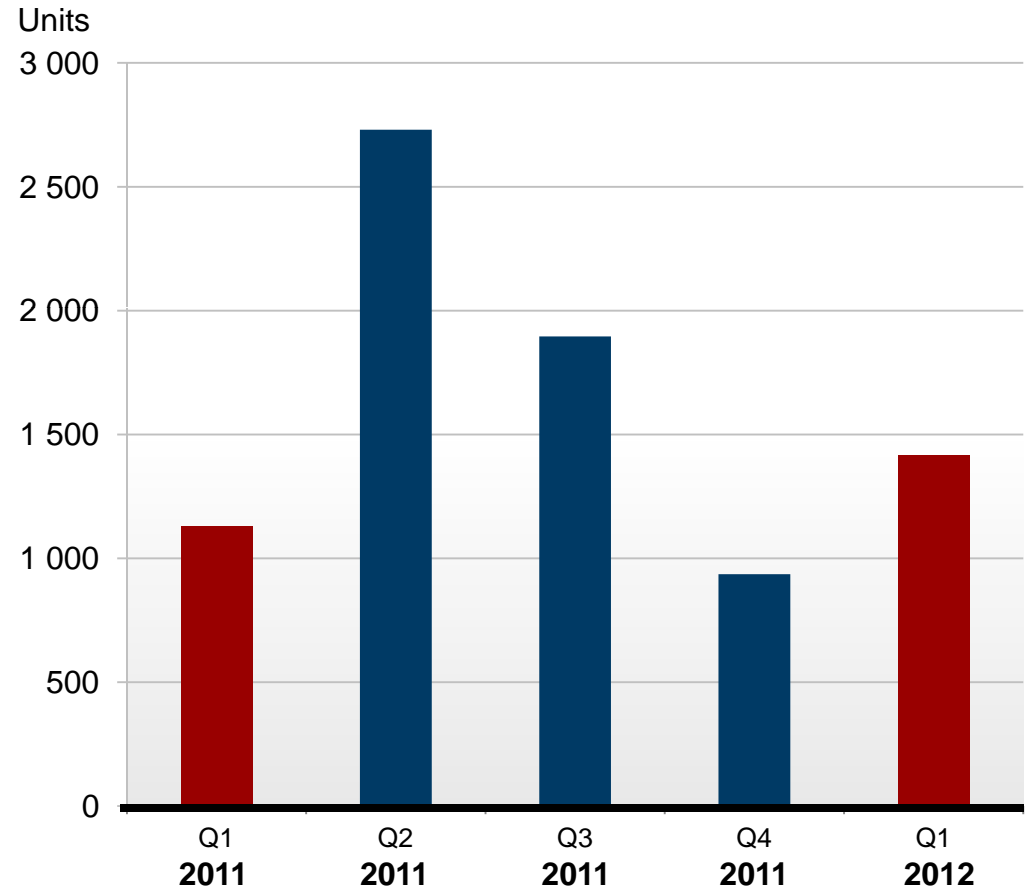
- Lower order bookings in Q1
- From Q2 onward only Euro 5 deliveries in Brazil



Eurasia

Scania trucks, order bookings

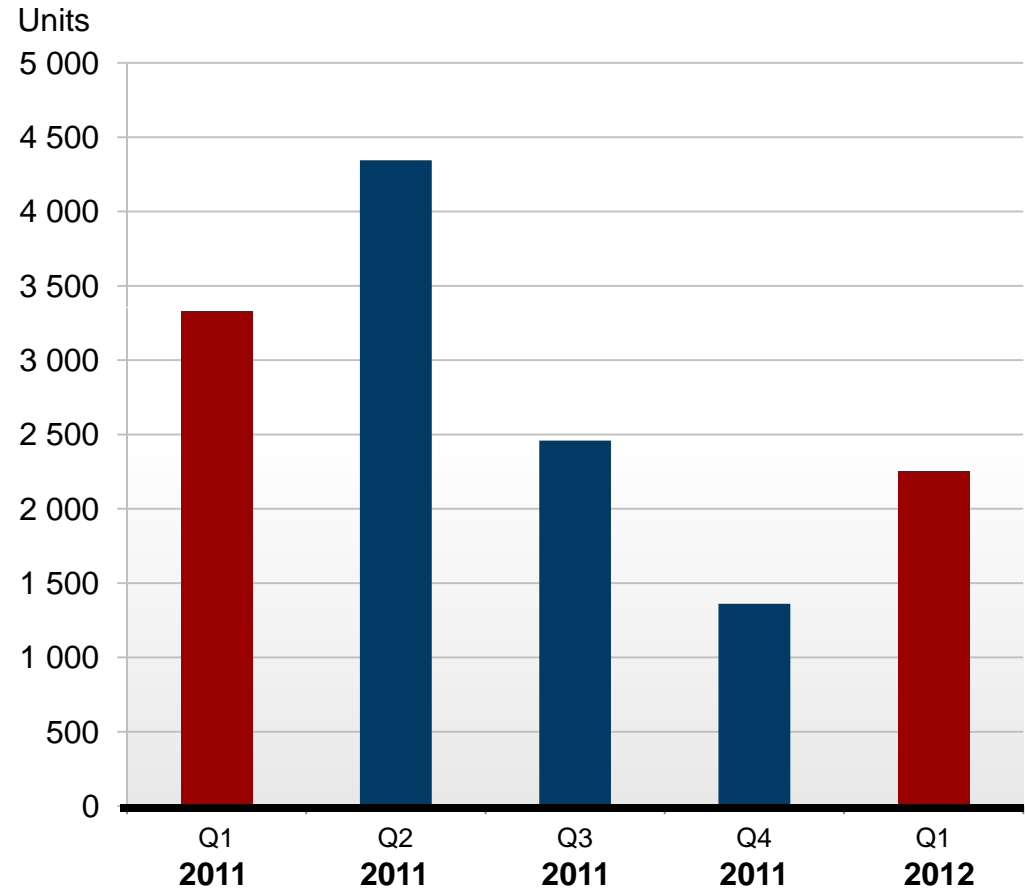
- Good level of demand
- Increased order bookings in Russia and Ukraine



Asia

Scania trucks, order bookings

- **Still low level in the Middle East in Q1 and uncertain outlook**
- **Stable trend elsewhere in Asia**



China

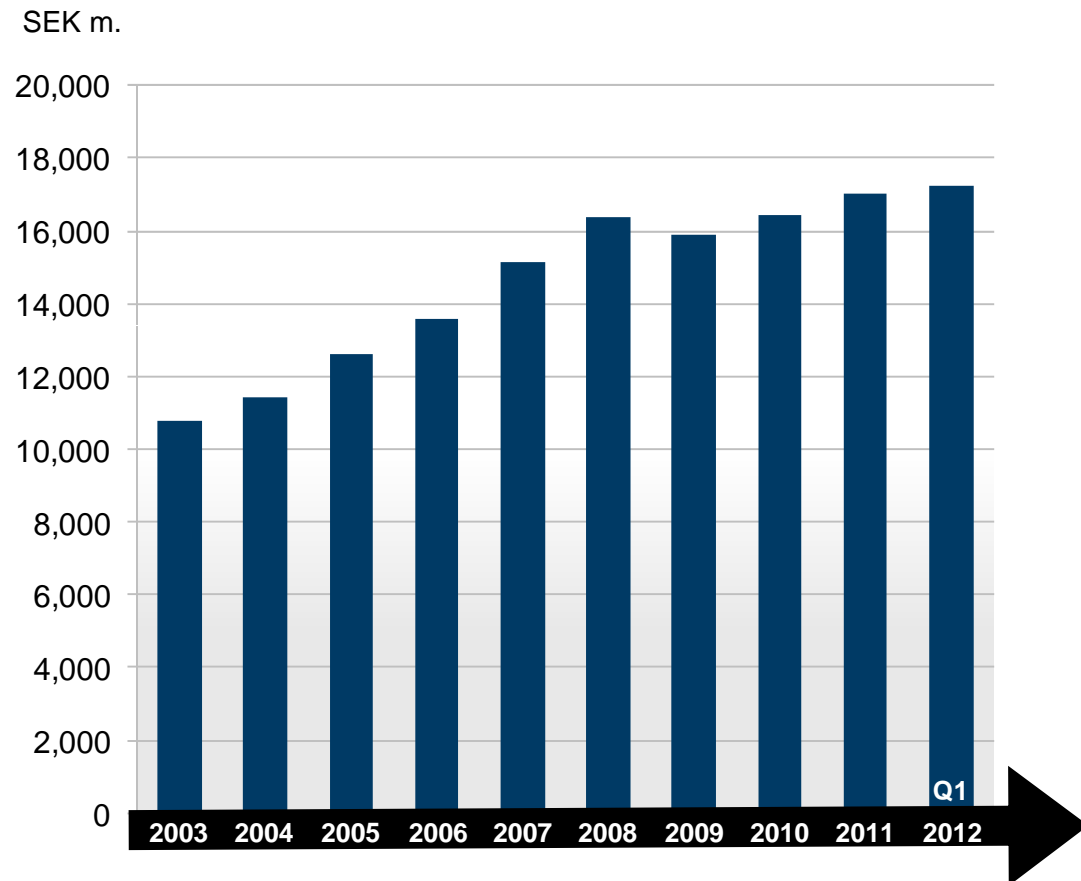
- **Increasing interest in Scania's products and services**
- **Large order to Zoomlion**
- **Extended cooperation with Doosan, which is well positioned in China**

India

- **Industrial facility near Bangalore**
- **Final assembly of trucks and buses**
- **Production to start in 2013**

Growing demand for services

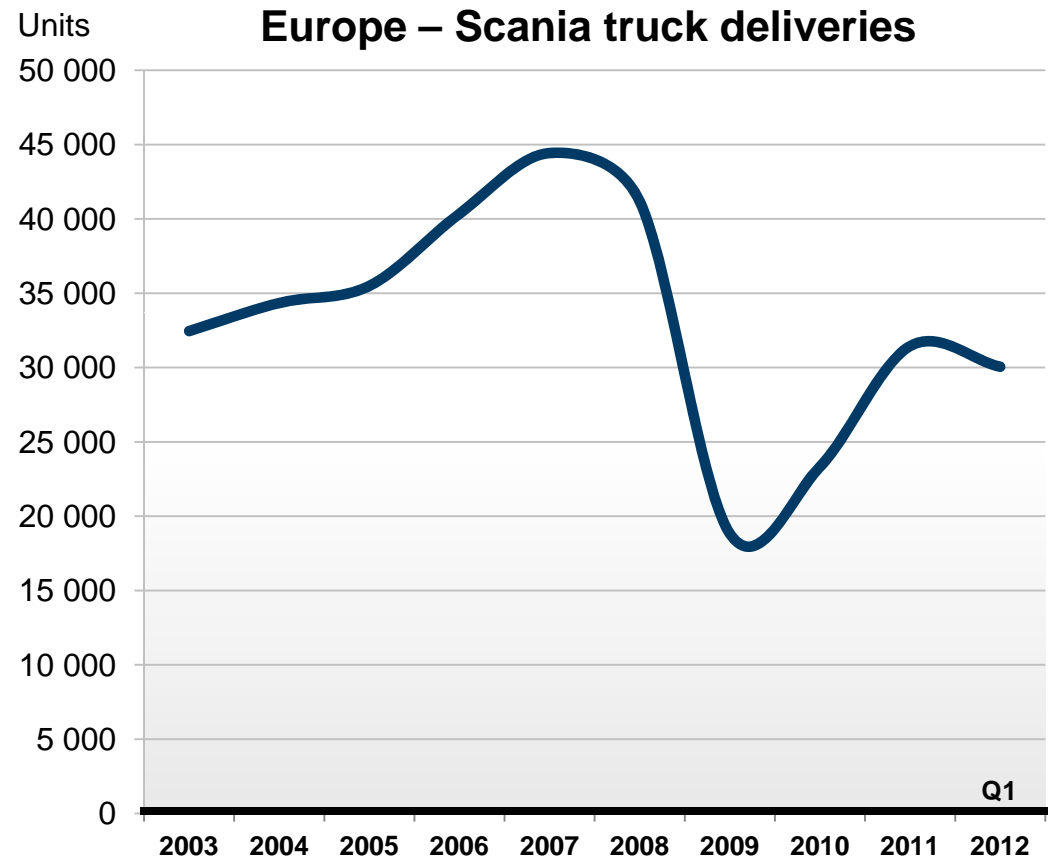
- High demand in Europe due to ageing fleet
- Growing revenue outside Europe
- Stabilising Group profitability
- Expanded capacity and offering



2012 Q1 refers to rolling 12 months

Summary

- **Order bookings stabilising**
- **Strong demand for services**
- **Growing replacement need in Europe**
- **Euro 5 in Brazil from Q2**



2012 Q1 refers to rolling 12 months



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