

Interim Report, January–June 2013

Erik Ljungberg, Corporate Relations



Business overview

Martin Lundstedt, President and CEO



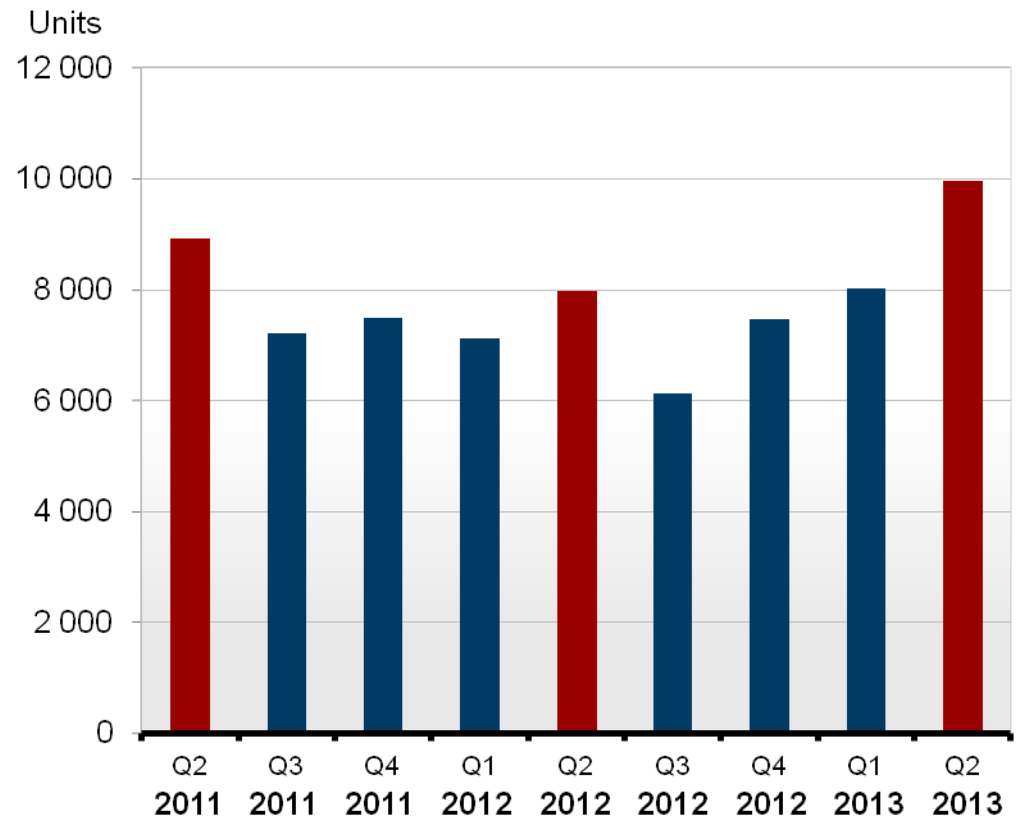
First six months of 2013

- **Improved truck order bookings in Europe**
- **Truck order bookings in Latin America at a high level**
- **Higher production rate**
- **Service revenue stable**

Europe

Scania trucks, order bookings

- Higher market share – strong position in Euro 6
- Replacement need
- Pre-buy of Euro 5
- Focus on short lead times



Full Euro 6 range

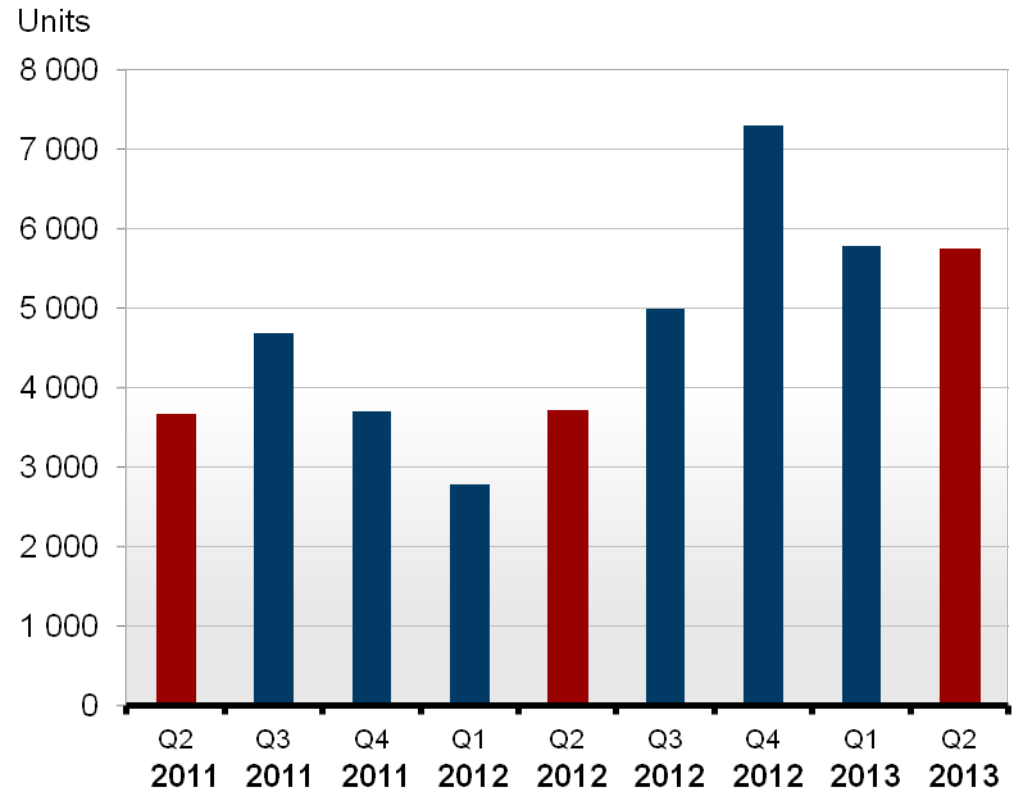
- Proven record – first trucks launched in 2011
- Second generation with better fuel efficiency launched in 2013
- World's first Euro 6 gas truck delivered



Latin America

Scania trucks, order bookings

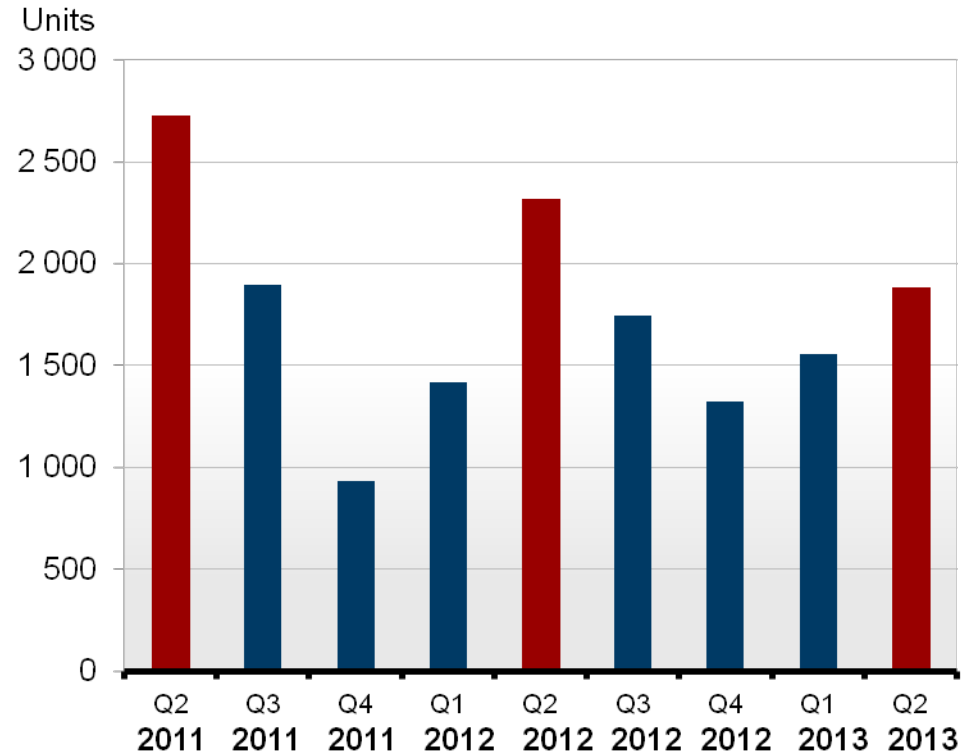
- Order bookings at a high level
- Subsidies in Brazil and Argentina
- Higher market share in Brazil



Eurasia

Scania trucks, order bookings

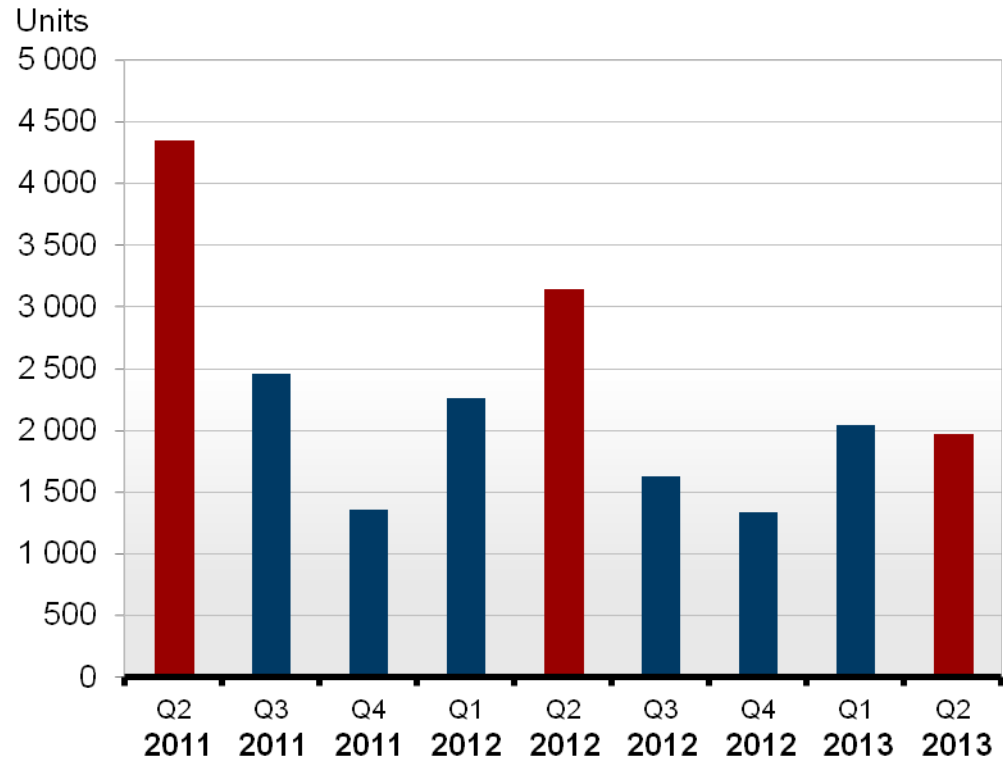
- Good level of demand in Russia



Asia

Scania trucks, order bookings

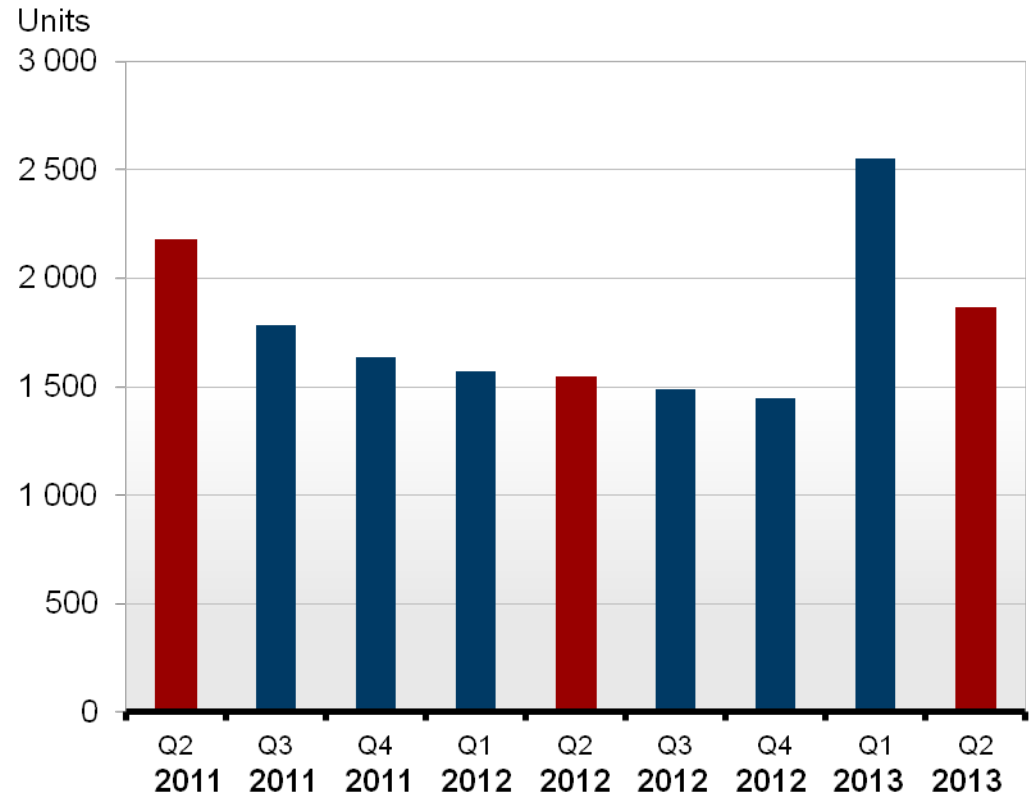
- Stable demand
- Middle East uncertain



Buses and coaches

Scania buses and coaches, order bookings

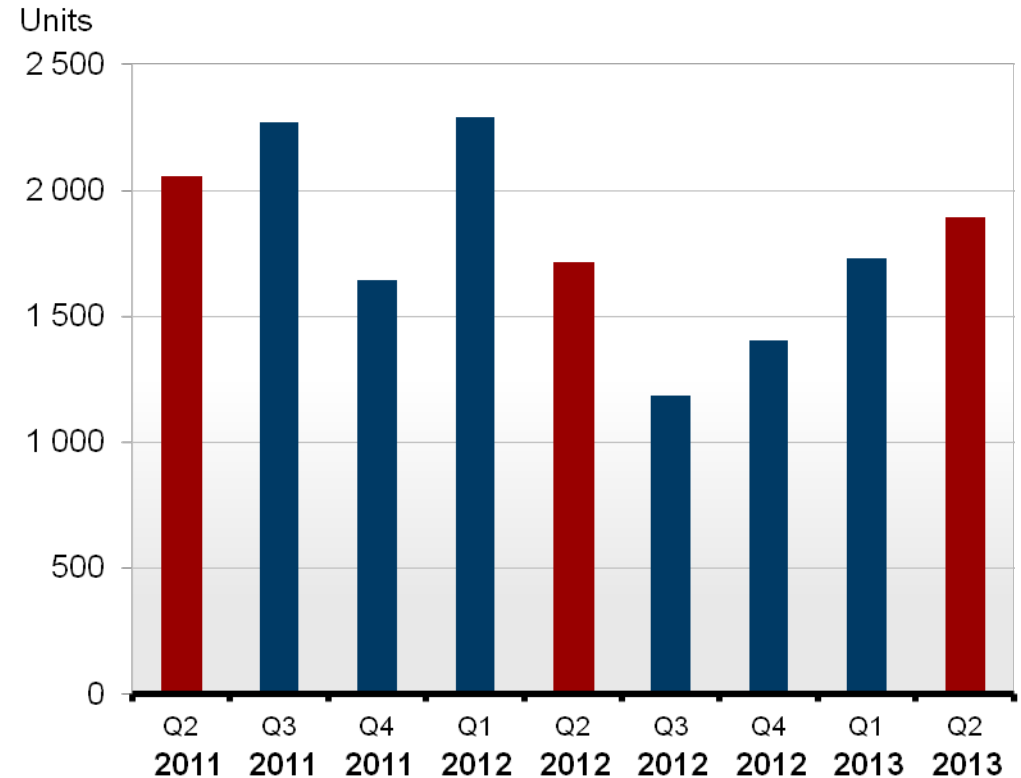
- Large orders in Russia, Malaysia and Taiwan in first six months
- Europe at low level



Engines

Scania engines, order bookings

- Main improvement in Latin America in Q2



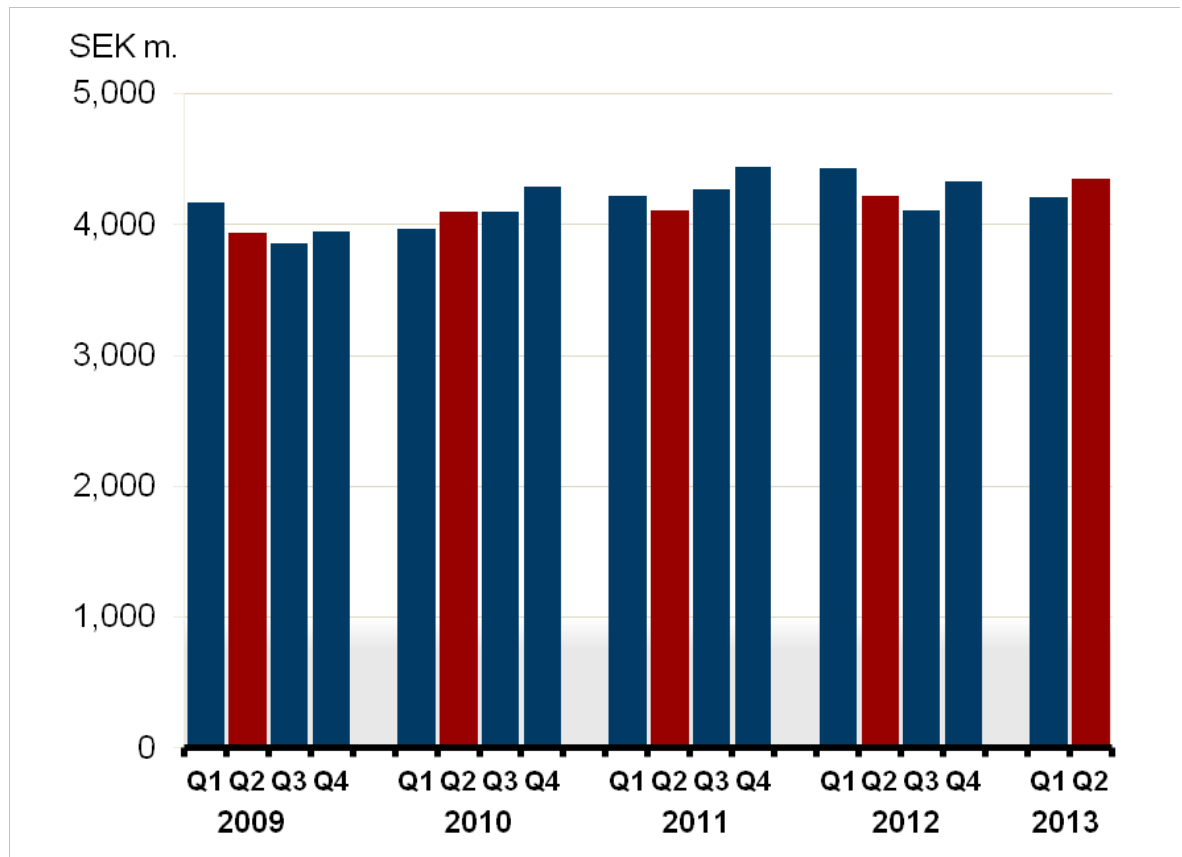
Higher production rate

- Higher production rate during Europe Q3 and Q4
- Focus on short lead times
- Ensure flexibility
- Increase technical capacity to 120,000 vehicles



Service revenue

- Service revenue stable
- Investment in capacity
- Focus on solution sales



Summary

- **Improved order bookings in Q2 in Europe**
- **Higher market share in Europe and Latin America**
- **Higher production rate in second half of 2013**
- **High R&D activity and increase of sales and service capacity**



SCANIA

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Jan Ytterberg, CFO



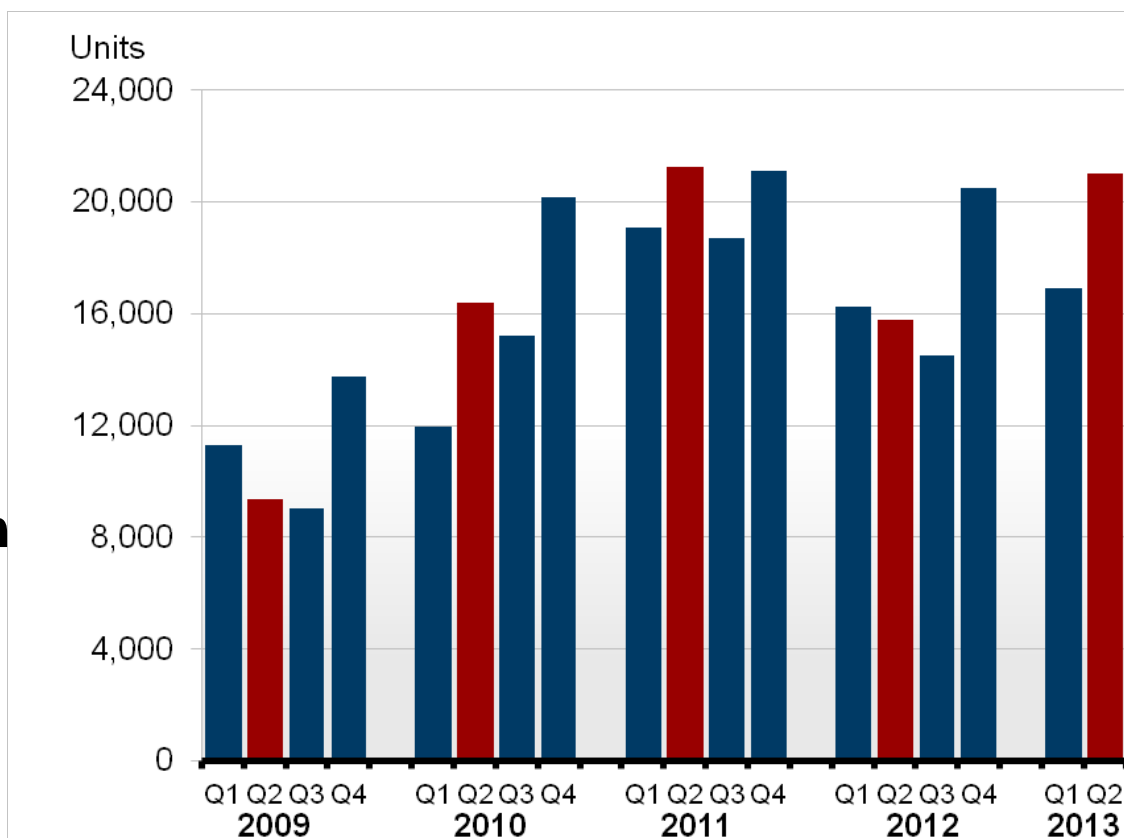
First six months of 2013 – highlights

- **Impact from stronger SEK and weaker BRL**
- **Higher vehicle volume**
- **Improved capacity utilisation in Latin America**
- **High level of investments**

Volume trend

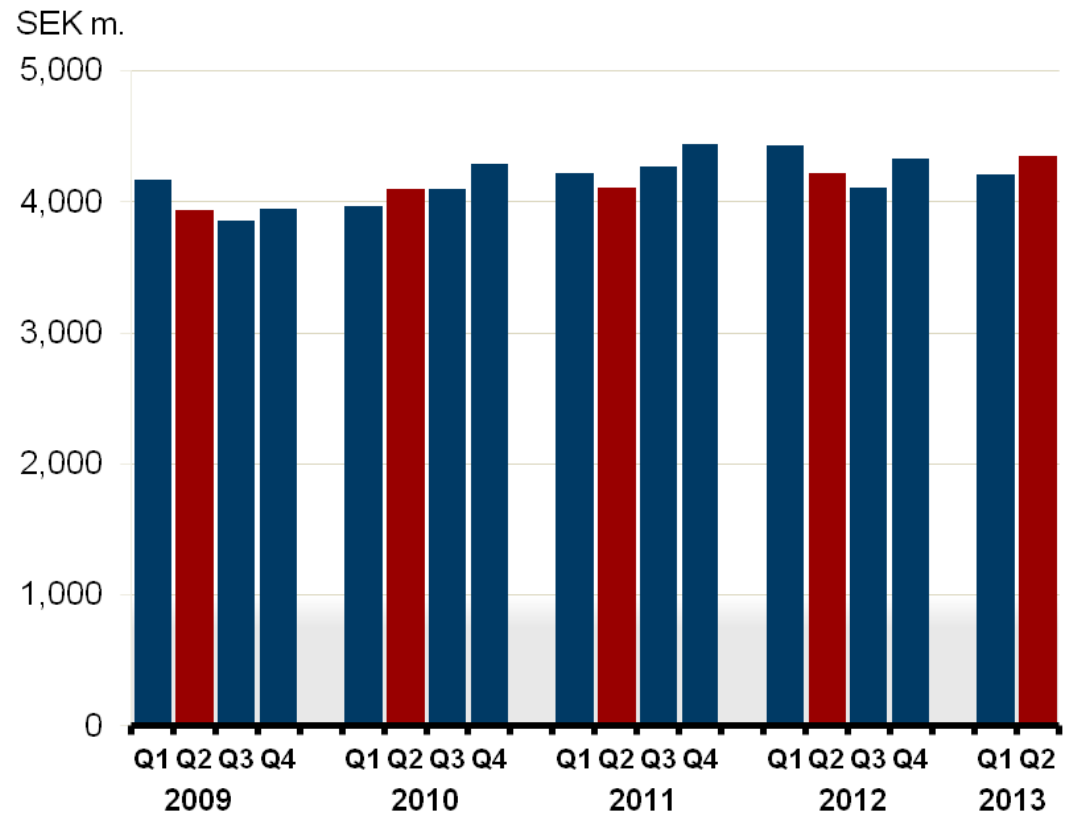
Total deliveries, trucks and buses

- Higher volumes in Europe and Latin America
- Lower deliveries in Asia
- Very high production rate in Latin America in Q2
- Higher production rate in the second half in Europe



Service revenue

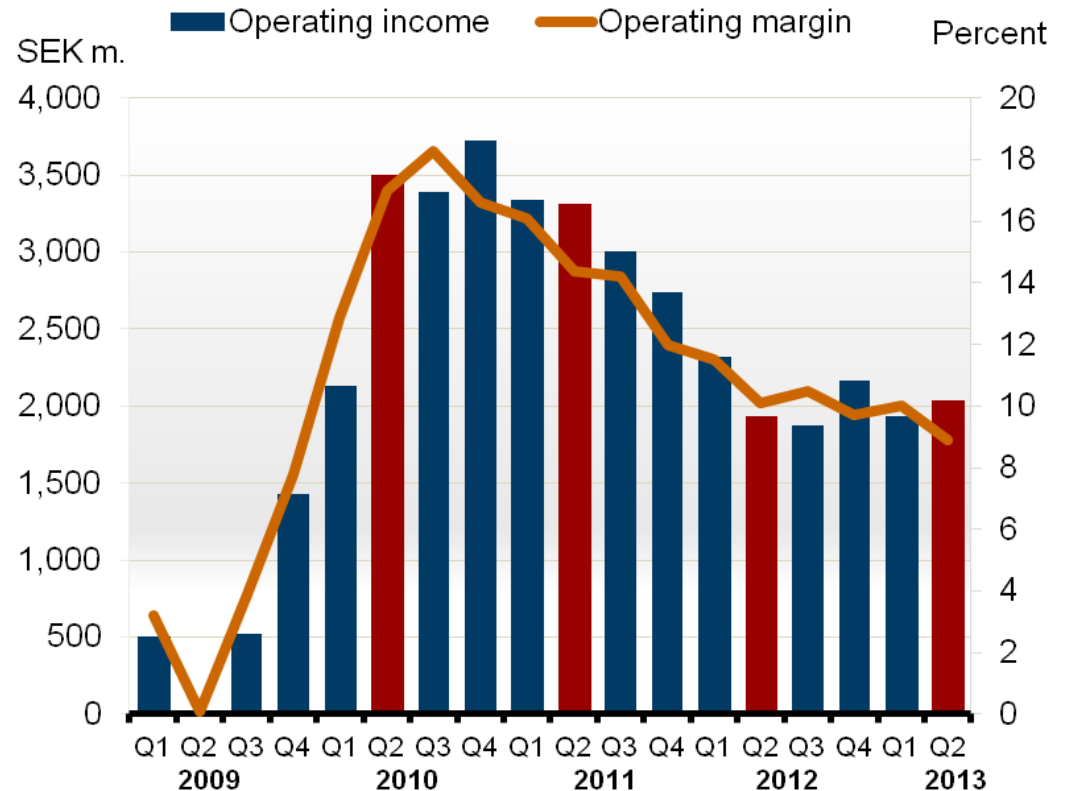
- Increased revenue in local currency in several regions
- Southern Europe weak



Earnings trend

Operating income, Scania Group

- Net sales up 7% in H1 and up 19% in Q2 2013
- EBIT margin 9.4% (10.8) in H1 and 8.9% (10.1) in Q2
- Earnings per share SEK 3.47 (4.06) in H1 and SEK 1.72 (1.82) in Q2



Operating income

Vehicles and Services

- **EBIT decrease due to:**
 - Currency rate effects
 - Prices

- **Positive effects:**
 - Vehicle volume
 - Capacity utilisation in Latin America

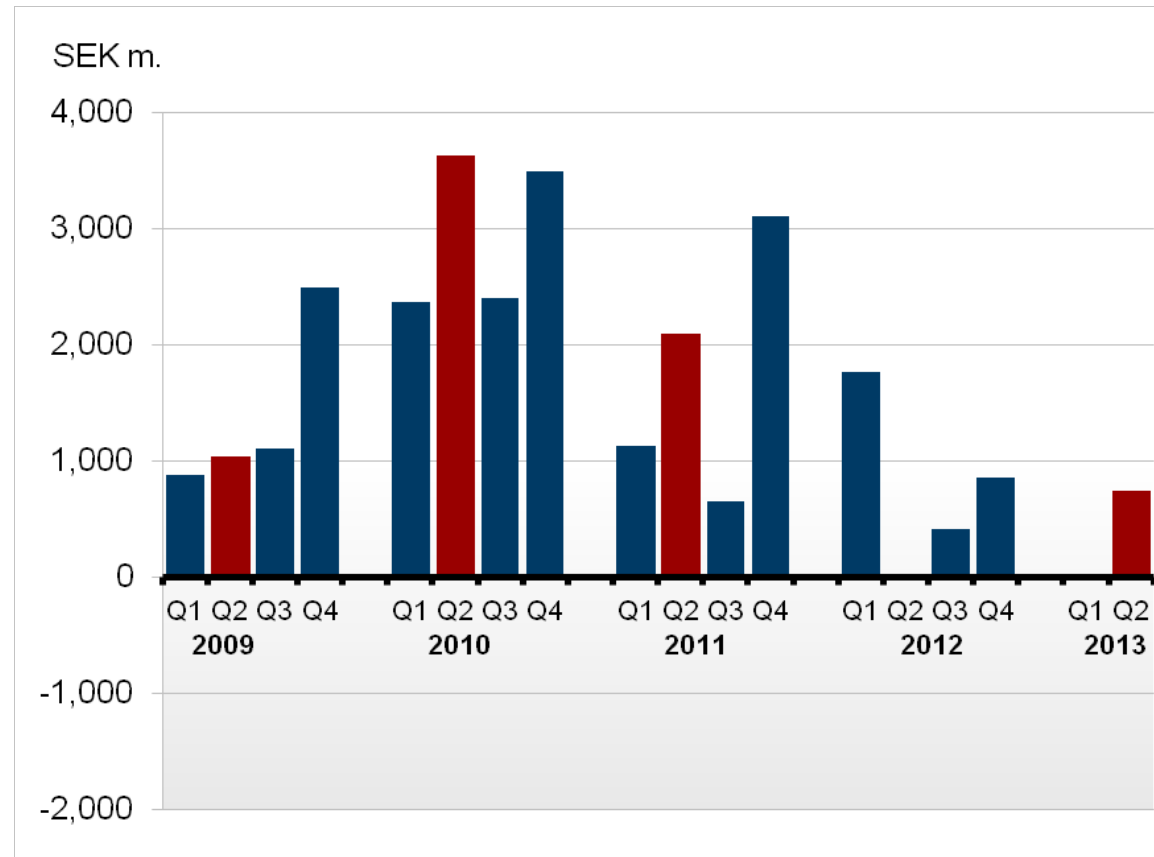


EBIT decrease:
SEK 275 m.,
H1 2013

Cash flow

Vehicles and Services

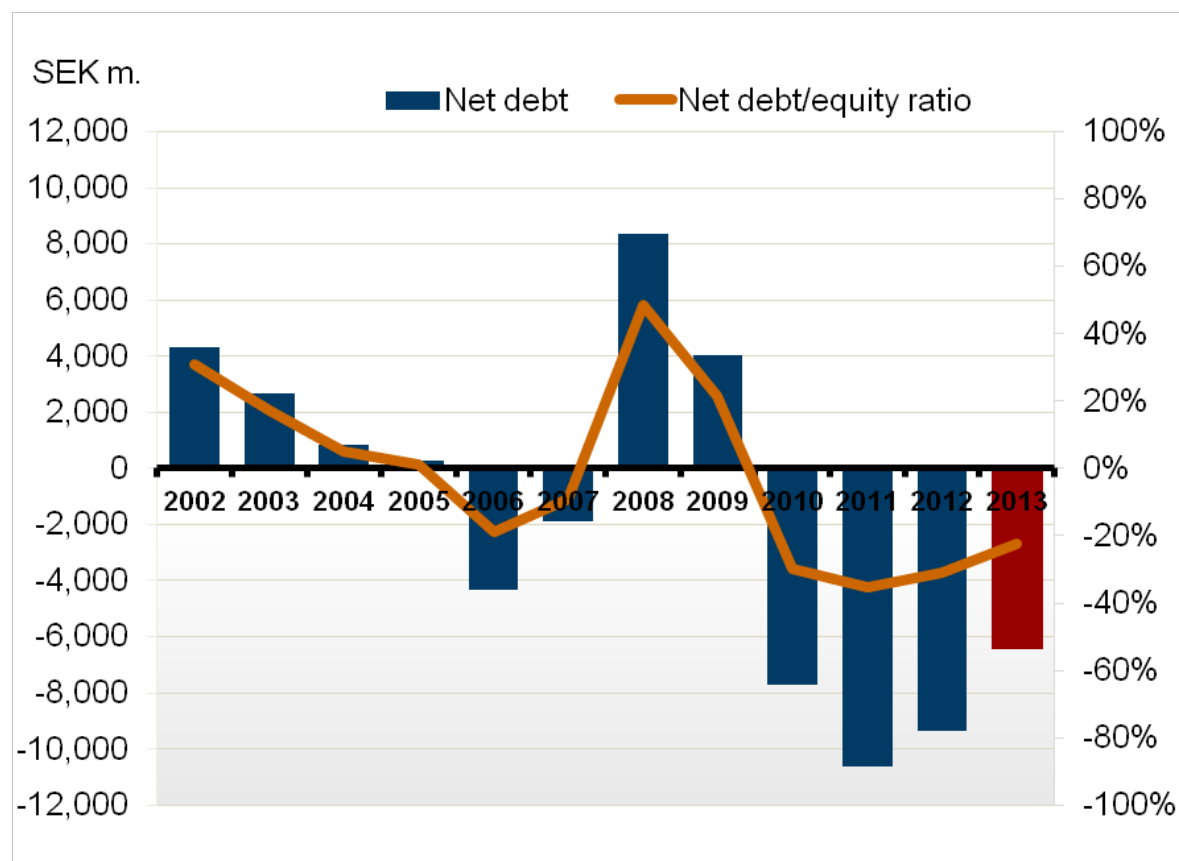
- High level of investments
- Cash flow SEK 740 m. in Q2



Net debt

Vehicles and Services

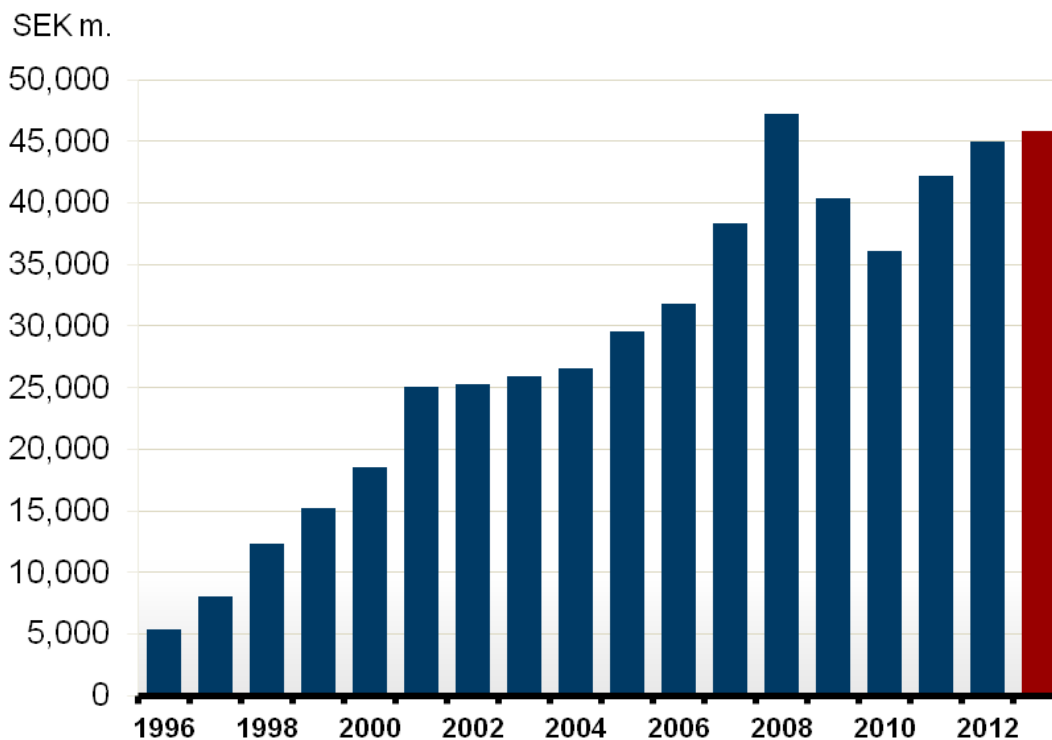
- **Net cash**
SEK 6,403 m.
(Net cash SEK
9,361 m. at end
of 2012)
- **Dividend payment**
SEK 3.8 bn. in Q2



Volume trend

Credit portfolio, Financial Services

- Portfolio +3% in local currencies since end of 2012
- Operating income SEK 302 m. (313) in H1 2013



Summary

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



SCANIA