

# Scania Interim Report January – March 2012

## Summary of the first three months of 2012

- Operating income fell to SEK 2,323 m. (3,339), and earnings per share fell to SEK 2.24 (3.14)
- Net sales decreased by 3 percent to SEK 20,127 m. (20,692)
- Cash flow amounted to SEK 1,763 m. (1,129) in Vehicles and Services

## Comments by Leif Östling, President and CEO

“Scania’s earnings for the first quarter amounted to SEK 2,323 m. Lower vehicle deliveries and lower capacity utilisation pulled down earnings, as did higher costs for future-related projects. A more favourable market mix had a positive effect, as deliveries in Brazil were supported by some 2,000 Euro 3- vehicles during the first quarter. Total deliveries fell due to a deceleration in demand in late 2011. Scania has adjusted its production rate to the current level of demand. Overall order bookings for trucks during the first quarter of 2012 were in line with the end of last year. The market in southern Europe is still at a low level. Order bookings in Latin America were adversely affected during the quarter by the transition to Euro 5- vehicles in Brazil. In Eurasia, demand remains at a good level. Order bookings in the Middle East were still at a low level and the outlook is uncertain. Elsewhere in Asia, an increasing interest in

Scania’s high quality products and services is discernible. Among other things, Scania secured large orders from machinery equipment manufacturers. Order bookings for buses and coaches weakened overall during the first quarter compared to the end of 2011, mainly attributable to Europe. Engines noted higher order bookings, mainly driven by Europe. Demand for service is generally at a high level, with growth being driven by Latin America. High European truck deliveries during 2005-2008 followed by low truck deliveries in recent years means that the average age of the truck population is increasing. This higher average age is impacting the demand for workshop hours and parts positively and also means that customers have a growing need for replacements. Scania is well-positioned in the market through its latest service and product releases.”

## Financial overview

	Q1			Change, %
	2012	2011		
<b>Trucks and buses, units</b>				
Order bookings	<b>15,809</b>	19,457		-19
Deliveries	<b>16,238</b>	19,065		-15
<b>Net sales and earnings</b>	<i>EUR m. *</i>			
<b>Net sales, Scania Group, SEK m.</b>	2,276	<b>20,127</b>	20,692	-3
Operating income, Vehicles and Services, SEK m.	248	<b>2,192</b>	3,232	-32
Operating income, Financial Services, SEK m.	15	<b>131</b>	107	22
Operating income, SEK m.	263	<b>2,323</b>	3,339	-30
<b>Income before taxes, SEK m.</b>	271	<b>2,395</b>	3,482	-31
<b>Net income for the period, SEK m.</b>	203	<b>1,794</b>	2,514	-29
Operating margin, %		<b>11.5</b>	16.1	
Return on equity, %		<b>26.2</b>	36.4	
Return on capital employed, Vehicles and Services, %		<b>33.5</b>	43.9	
Earnings per share, SEK	0.25	<b>2.24</b>	3.14	-29
Cash flow, Vehicles and Services	199	<b>1,763</b>	1,129	56

**Number of shares: 800 million**

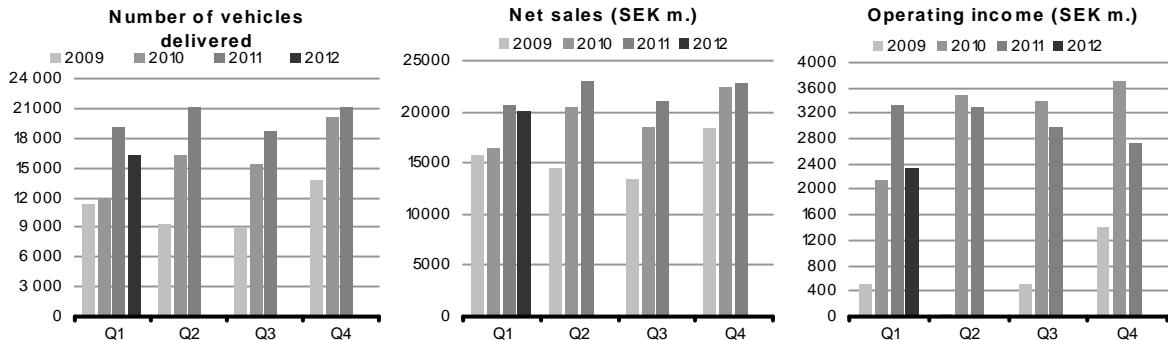
\* Translated to EUR solely for the convenience of the reader at a closing day rate of SEK 8.844 = EUR 1.00.

Unless otherwise stated, all comparisons refer to the corresponding period of the preceding year.

This report has not been reviewed by the company’s auditors.

This report is also available on [www.scania.com](http://www.scania.com)

## Business overview



### Sales performance

During the first quarter of 2012, total deliveries decreased by 15 percent to 16,238 (19,065) vehicles, compared to the same period of 2011. Net sales fell by 3 percent to SEK 20,127 m. Currency rate effects had essentially no impact on sales.

Order bookings decreased by 19 percent to 15,809 (19,457) vehicles, compared to the first quarter of 2011.

### Lower production rate

Vehicle production has been adjusted to the current level of demand in two steps. In November 2011, Scania lowered the daily production rate on a global basis by about 15 percent compared to the end of the third quarter of 2011. Starting in January 2012, the daily production rate was further lowered by about 15 percent. The changeover to the new engine range in Latin America was completed during the first quarter.

### Good service demand

High European truck deliveries during 2005-2008 followed by low truck deliveries in recent years means that the average age of the truck population is increasing. The higher average age is impacting demand for workshop hours and parts positively. This has a stabilising effect on Scania's profitability. During the first quarter, service demand grew in all regions outside Europe, while it remained at a high and stable level in Europe despite significantly lower demand in the south.

### Higher efficiency in service operations

Scania will keep making continuous improvements at sales and service units by working with the Scania Retail System, (SRS), which is based on the principles of the Scania Production System (SPS). Continuous improvements will enable workshops to carry out repairs and servicing more efficiently, which improves a vehicle's earning capacity through higher uptime. Meanwhile, Scania releases resources which can be used to boost business volume and for training of service technicians. Continuous improvements are crucial in order to achieve long-term growth.

### Investment in India

Scania will construct an industrial facility near Bangalore during the coming year. The facility will be the centre of Scania's commercial operations in India. The industrial operations will consist of final assembly of truck and bus chassis, bodywork and fitting out of complete vehicles. The manufacturing of complete trucks on a local basis means shorter lead times and a broader product offering. Production is expected to start in early 2013. The construction of a parts depot in the country will mean improved service to customers.

### First deliveries of Euro 6 trucks

In early 2011, Scania unveiled trucks with engines that meet the European Union's Euro 6 emission standards, which go into effect on 31 December 2013. During the first quarter, Scania delivered the first Euro 6 trucks to customers. Independent comparative tests in the trade press recently confirmed what Scania claimed in connection with the launch – that the fuel consumption of a truck with a Euro 6 engine is not higher than its Euro 5 counterpart. Owing to significantly more advanced technology, trucks with Euro 6 engines command a higher sales price compared to the equivalent Euro 5 vehicle. Demand for Euro 6 trucks before 31 December 2013 will thus depend, among other things, on potential support and subsidies

to hauliers. The German government has recently extended and increased state subsidies to cover Euro 6 vehicles.

## **The truck market**

Overall order bookings for trucks during the first quarter of 2012 were in line with the end of last year. In Europe, order bookings were somewhat lower compared to the fourth quarter of 2011. The market in southern Europe remains at a low level. The increase in the average age of the European truck population means that there is a growing need for replacements.

Order bookings in Latin America were adversely affected during the quarter by the transition to Euro 5 vehicles in Brazil. From the second quarter onward, only deliveries of Euro 5- vehicles will occur in Brazil. Order bookings in Argentina also fell. In Eurasia, demand remains at a good level and order bookings improved compared to the final quarter of last year.

Order bookings in the Middle East were still at a low level and the outlook is uncertain. Elsewhere in Asia, an increasing interest in Scania's high quality products and services is discernible. Among other things, Scania secured large orders from machinery equipment manufacturers. China's leading concrete pump manufacturer Zoomlion has ordered 810 trucks since the end of 2011. Awareness is increasing among customers in the Chinese market of the value of investing in Scania's products and services, since they contribute to better capacity utilisation and thus higher profitability.

### **Order bookings**

Scania's order bookings during the first quarter of 2012 amounted to 14,235 (17,354) trucks, a downturn of 18 percent compared to the same period of 2011. In Europe, order bookings fell by 6 percent to 7,119 (7,585) units during the first quarter. Compared to the first quarter of 2011, order bookings decreased in the Netherlands, Italy and Spain. In Eurasia, order bookings rose to 1,416 (1,130) trucks, with increases in Russia and Ukraine. In Latin America, order bookings fell by 39 percent during the quarter.

Order bookings in Asia fell to 2,257 (3,331) units, mainly attributable to the Middle East.

In Africa and Oceania, order bookings amounted to 651 (727) units, a downturn of 10 percent. Order bookings decreased in South Africa, which explained the downturn in the region.

### **Deliveries**

Scania's truck deliveries decreased by 15 percent to a total of 14,849 units during the first quarter compared to the same period in 2011. In Europe, deliveries decreased by 17 percent with downturns in several markets. In Eurasia, deliveries decreased to 1,136 vehicles, where the downturn was related to Russia.

In Latin America, deliveries fell by 3 percent to 3,730 units. The downturn was mainly related to Argentina and Chile. Deliveries in Brazil were supported by some 1,700 Euro 3- trucks during the first quarter 2012. In Asia, deliveries fell by 30 percent during the quarter to 2,400 trucks. The downturn was mainly related to the Middle East.

### **Sales**

Net sales of trucks decreased by 8 percent to SEK 12,653 m. (13,710) during the first quarter of 2012.

### **The total European market for heavy trucks**

The total market for heavy trucks in 25 of the European Union member countries (all EU countries except Greece and Malta) plus Norway and Switzerland decreased by 4 percent to about 56,900 units during the first quarter of 2012. Scania truck registrations amounted to some 7,750 units, equivalent to a market share of about 13.6 (14.6) percent.

Scania trucks	Order bookings			Deliveries		
	3 months	3 months	Change,	3 months	3 months	Change,
	2012	2011	%	2012	2011	%
Europe	7,119	7,585	-6	6,851	8,246	-17
Eurasia	1,416	1,130	25	1,136	1,313	-13
America*	2,792	4,581	-39	3,730	3,861	-3
Asia	2,257	3,331	-32	2,400	3,414	-30
Africa and Oceania	651	727	-10	732	728	1
<b>Total</b>	<b>14,235</b>	<b>17,354</b>	<b>-18</b>	<b>14,849</b>	<b>17,562</b>	<b>-15</b>

\* Refers to Latin America

## The bus and coach market

### Order bookings

Orders bookings for buses and coaches weakened during the first quarter, mainly attributable to Europe, compared to the end of 2011. Scania's order bookings for buses and coaches decreased by 25 percent overall to 1,574 (2,103) units during the first quarter of 2012 compared to the same period in 2011. In Europe, order bookings decreased by 41 percent compared to the first quarter of 2011. The downturn was due to a major order in the Netherlands which was recorded in the first quarter of last year.

Order bookings in Latin America were adversely affected during the quarter by the transition to Euro 5 vehicles in Brazil. Order bookings also decreased in Chile and Argentina.

In Asia, order bookings fell by 34 percent compared to the first quarter of 2011, mainly related to the Middle East. Order bookings in Africa and Oceania increased by 84 percent.

### Deliveries

Scania's bus and coach deliveries totalled 1,389 (1,503) units during the first quarter of 2012. In Europe, deliveries fell by 5 percent compared to the first three months of 2011. In Latin America, deliveries were essentially unchanged at 572 units. Deliveries in Brazil were supported by some 250 Euro 3- buses during the first quarter 2012. In Asia, deliveries decreased by 34 percent while bus and coach deliveries in Africa and Oceania rose by 46 percent.

### Net sales

Net sales of buses and coaches rose by 4 percent to SEK 1,449 m. (1,398) during the first quarter of 2012.

Scania buses and coaches	Order bookings			Deliveries		
	3 months	3 months	Change,	3 months	3 months	Change,
	2012	2011	%	2012	2011	%
Europe	311	529	-41	283	299	-5
Eurasia	52	4	-	39	16	144
America*	612	837	-27	572	567	1
Asia	417	634	-34	343	517	-34
Africa and Oceania	182	99	84	152	104	46
<b>Total</b>	<b>1,574</b>	<b>2,103</b>	<b>-25</b>	<b>1,389</b>	<b>1,503</b>	<b>-8</b>

\* Refers to Latin America

## Engines

In April 2012, Scania and the South Korea equipment manufacturer Doosan Infracore agreed to further extend their cooperation. Starting in 2014, Scania will supply engines to a larger part of Doosan's product range than today. Doosan is well positioned in the Chinese market, among others, and this cooperation has strengthened Scania in Asian markets. At present, the agreement covers articulated dumpers and large wheel loaders, with deliveries commencing during 2011. Scania's industrial engine platform will also meet the next emission standards, EU Stage IV and Tier 4, which go into effect in 2014, without forcing customers to make extensive machine installation changes, which was one of the reasons for Doosan's choice of Scania.

**Order bookings**

Engines noted higher order bookings, mainly driven by Europe. Overall order bookings for engines increased by 28 percent to 2,293 (1,798) units during the first quarter of 2012. The increase was mainly explained by an upturn in Great Britain, Poland and South Korea. Order bookings decreased by 18 percent in Latin America.

**Deliveries**

Engine deliveries rose by 29 percent to 1,914 (1,480) units during the first quarter. The increase was mainly related to South Korea, Germany and Great Britain.

**Net sales**

During the first three months of 2012, sales increased to SEK 347 m. (256).

**Services****Strong demand in all regions**

Service revenue rose by 5 percent to SEK 4,426 m. (4,219) during the first quarter of 2012. Demand was strong in all regions. Volume increased, as regards parts as well as workshop hours. In local currencies, the upturn in revenue was 4 percent. In Europe, service revenue was stable at SEK 3,049 m. (3,043) compared to the first quarter 2011. In Latin America revenue increased by 21 percent to SEK 636 m. (524) and revenue in Asia grew by 7 percent to SEK 309 m. (289). In Africa and Oceania service revenue increased to SEK 293 m. (256) and in Eurasia revenue increased to SEK 139 m. (107).

**Earnings****Vehicles and Services****The first quarter of 2012**

Operating income in Vehicles and Services totalled SEK 2,192 m. (3,232) during the first three months of 2012. Lower vehicle deliveries and lower capacity utilisation pulled down earnings as did higher costs for future-related projects. A more favourable market mix had a positive effect.

Scania's research and development expenditures amounted to SEK 1,306 m. (1,121). After adjusting for SEK 136 m. (83) in capitalised expenditures and SEK 53 m. (41) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 1,223 m. (1,079).

Compared to the first three months of 2011, currency spot rate effects amounted to SEK 160 m, which was also the overall currency rate effect.

**Financial Services****Customer finance portfolio**

At the end of the first quarter of 2012, the size of Scania's customer finance portfolio amounted to SEK 42.7 billion, which represented an increase of SEK 0.5 billion since the end of 2011. In local currencies, the portfolio increased by SEK 0.7 billion, equivalent to 2 percent.

**Penetration rate**

The penetration rate was 36 (32) percent during the first quarter of 2012 in those markets where Scania has its own financing operations. The penetration rate increased in most markets, as banks and leasing companies have been more restrictive.

**Operating income**

Operating income in Financial Services rose to SEK 131 (107) during the first quarter of 2012, compared to the corresponding period of last year. The improved earnings were mainly due to a larger portfolio.

## Scania Group

During the first quarter, Scania's operating income amounted to SEK 2,323 m. (3,339). Operating margin amounted to 11.5 (16.1) percent. Scania's net financial items amounted to SEK 72 m. (143). Net interest items amounted to SEK 90 m. (36). Net interest items were favourably affected by a significantly higher average net cash position within Vehicles and Services, compared to last year. Other financial income and expenses amounted to SEK -18 m. (107).

The Scania Group's tax expense amounted to SEK 601 m. (968), equivalent to 25.1 (27.8) percent of income before taxes. Net income for the period totalled SEK 1,794 m. (2,514) equivalent to a net margin of 8.9 (12.1) percent. Earnings per share amounted to SEK 2.24 (3.14).

## Cash flow

### Vehicles and Services

Scania's cash flow in Vehicles and Services amounted to SEK 1,763 m. (1,129) during the first quarter. Tied-up working capital decreased by SEK 871, mainly due to less receivables and a lower inventory level.

Net investments amounted to SEK 993 m. (627), including SEK 136 m. (83) in capitalisation of development expenses. At the end of the first quarter of 2012, the net cash position in Vehicles and Services amounted to SEK 12,039 m., compared to a net cash position of SEK 10,615 m. at the end of 2011.

### Scania Group

Scania's cash flow in Financial Services amounted to SEK -638 m. (-1,193) during the first quarter of 2012, due to a growing customer finance portfolio. Together with the positive cash flow in Vehicles and Services, the Group's net debt decreased by about SEK 1 billion compared to the end of 2011.

## Parent Company

The assets of the Parent Company, Scania AB, consist of shares in Scania CV AB. Scania CV AB is the parent company of the Group that comprises all production and sales and service companies as well as other companies. Income before taxes of Scania AB totalled SEK 18 m. (11) during the first quarter of 2012.

## Miscellaneous

### The number of employees

At the end of the first quarter of 2012, the number of employees totalled 37,366, compared to 36,253 on the same date in 2011.

### Material risks and uncertainty factors

The section entitled "Risks and risk management" in Scania's Annual Report for 2011 describes Scania's strategic, operational, legal and financial risks. Note 2 of the same report provides a detailed account of key judgements and estimates. Note 30 of the same report describes the financial risks, such as currency risk and interest rate risk. The risks that have the greatest impact on financial performance and on reporting for the Group and the Parent Company are summarised as follows:

#### a) Sales with obligations

About 10 percent of the vehicles Scania sells are delivered with residual value obligations or repurchase obligations. These are recognised as operating lease contracts, with the consequence that recognition of revenue and earnings is allocated over the life of the obligation (contract). If there are major changes in the market value of used vehicles, this increases the risk of future losses when selling returned vehicles. When

a residual value obligation is deemed likely to cause a future loss, a provision is made in cases where the expected loss exceeds the as-yet-unrecognised profit on the vehicle. At the end of the first quarter of 2012, obligations related to residual value or repurchases amounted to about SEK 7.8 billion, which was unchanged compared to the end of 2011.

**b) Credit risks**

In its Financial Service operations, Scania has an exposure in the form of contractual future payments. This exposure is reduced by the collateral Scania has in the form of the right to repossess the underlying vehicle. In case the market value of the collateral does not cover the exposure to the customer, Scania runs a credit risk. Reserves for probable losses in Financial Service operations are set aside in the estimated amounts required.

**Accounting principles**

Scania applies International Financial Reporting Standards (IFRSs) as adopted by the EU. This Interim Report for the Scania Group has been prepared in accordance with IAS 34, "Interim Financial Reporting" and the Annual Accounts Act. New and revised standards and interpretations effective from 1 January 2012 have not had any material effect on Scania's financial reports. Accounting principles and calculation methods are unchanged from those applied in the Annual Report for 2011.

The Interim Report for the Parent Company, Scania AB, has been prepared in accordance with the Annual Accounts Act and recommendation RFR 2, "Accounting for Legal Entities" of the Swedish Financial Reporting Board.

**Annual General Meeting and proposed dividend**

Scania's Annual General Meeting for the financial year 2011 will be held on Friday, 4 May 2012 at 14.00 CET (2.00 p.m.) at Scaniarinken, AXA Sports Center in Södertälje, Sweden. The Board of Directors proposes a dividend of SEK 5.00 (5.00) per share for the financial year 2011, with 9 May 2012 as the record date.

Södertälje, 24 April 2012

Leif Östling

President and CEO

## Financial information from Scania This Interim Report and calendar

This Interim Report will be presented at a press and analyst conference held at Moderna Museet in Stockholm at 11.45 CET on 24 April 2012. A telephone conference will also be held at 14.30 CET. Information about participation is available on [www.scania.com](http://www.scania.com).

### Calendar, 2012

4 May	2012 Annual General Meeting
20 July	Interim Report, January – June 2012
22 October	Interim Report, January – September 2012

### Forward-looking statements

This report contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Such forward-looking statements involve risks and uncertainties that could significantly alter potential results. The statements are based on assumptions, including assumptions related to general economic and financial conditions in the company's markets and the level of demand for the company's products.

This report does not imply that the company has undertaken to revise these forward-looking statements, beyond what is required by the rule book for issuers at the NASDAQ OMX Stockholm, if and when circumstances arise that will lead to changes compared to the date when these statements were issued.

The Year-end Report for January-December 2011 stated the following:

“High European truck deliveries during 2005-2008 followed by low level of truck deliveries in recent years means that the average age of the truck population is increasing. The higher average age impacts demand for workshop hours and parts positively. This has a stabilising effect on Scania's profitability. There is also good service demand outside Europe. Production of vehicles has been adjusted, both at the European and Latin American units, to meet the current level of demand. As part of this adjustment, fixed term temporary contracts for about 1,900 employees are not being extended. Scania is also deferring some investments and is more restrictive in recruitment and spending. The outlook for 2012 is difficult to assess, especially in Europe in light of the economic policy problems in the euro zone.”

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The information in this Interim Report is that which Scania is required to disclose under Sweden's Securities Market Act and/or the Financial Instruments Trading Act. It was released for publication at 09.30 CET on 24 April 2012.



## Consolidated income statements

Amounts in SEK m. unless otherwise stated	Q1		2011	Change in %	Full year 2011	Apr 11 - Mar 12
	EUR m.*	2012				
<b>Vehicles and Services</b>						
Net sales	2,276	<b>20,127</b>	20,692	-3	87,686	87,121
Cost of goods sold	-1,660	<b>-14,676</b>	-14,420	2	-63,163	-63,419
<b>Gross income</b>	<b>616</b>	<b>5,451</b>	6,272	-13	24,523	23,702
Research and development expenses	-138	<b>-1,223</b>	-1,079	13	-4,440	-4,584
Selling expenses	-196	<b>-1,730</b>	-1,572	10	-7,014	-7,172
Administrative expenses companies and joint ventures	-35	<b>-313</b>	-393	-20	-1,204	-1,124
	1	<b>7</b>	4	75	16	19
<b>Operating income, Vehicles and Services</b>	<b>248</b>	<b>2,192</b>	3,232	-32	11,881	10,841
<b>Financial Services</b>						
Interest and lease income	131	<b>1,154</b>	1,023	13	4,372	4,503
Interest and depreciation expenses	-90	<b>-795</b>	-723	10	-3,023	-3,095
Interest surplus	41	<b>359</b>	300	20	1,349	1,408
Other income and expenses	1	<b>13</b>	11	18	81	83
<b>Gross income</b>	<b>42</b>	<b>372</b>	311	20	1,430	1,491
Selling and administrative expenses	-18	<b>-162</b>	-142	14	-615	-635
Bad debt expenses, realized and anticipated	-9	<b>-79</b>	-62	27	-298	-315
<b>Operating income, Financial Services</b>	<b>15</b>	<b>131</b>	107		517	541
<b>Operating income</b>	<b>263</b>	<b>2,323</b>	3,339	-30	12,398	11,382
Interest income and expenses	10	<b>90</b>	36		261	315
Other financial income and expenses	-2	<b>-18</b>	107		-47	-172
<b>Total financial items</b>	<b>8</b>	<b>72</b>	143		214	143
<b>Income before taxes</b>	<b>271</b>	<b>2,395</b>	3,482	-31	12,612	11,525
Taxes	-68	<b>-601</b>	-968	-38	-3,190	-2,823
<b>Net income for the period</b>	<b>203</b>	<b>1,794</b>	2,514	-29	9,422	8,702
<b>Other comprehensive income:</b>						
Exchange rate differences	-24	<b>-211</b>	-500		-719	-430
Cash flow hedges						
gains/losses arising during the period	1	<b>5</b>	20		62	47
reclassification to operating income	-	<b>1</b>	-		-12	-11
Actuarial gains/losses on pensions	-	<b>-</b>	-		-356	-356
Income tax relating to components of other comprehensive income	0	<b>2</b>	-6		79	87
<b>Other comprehensive income for the period</b>	<b>-23</b>	<b>-203</b>	-486		-946	-663
<b>Total comprehensive income for the period</b>	<b>180</b>	<b>1,591</b>	2,028		8,476	8,039
Net income attributable to:						
Scania shareholders	203	<b>1,794</b>	2,514		9,422	8,702
Non-controlling interest	0	<b>0</b>	0		0	0
Total comprehensive income attributable to:						
Scania shareholders	180	<b>1,591</b>	2,028		8,476	8,039
Non-controlling interest	0	<b>0</b>	0		0	0
Depreciation included in operating income	-72	<b>-635</b>	-638		-2,630	-2,627
Earnings per share, SEK (no dilution) <sup>1</sup>		<b>2.24</b>	3.14		11.78	10.88
Return on equity, percent <sup>1,2</sup>		<b>26.2</b>	36.4		29.5	
Operating margin, percent		<b>11.5</b>	16.1		14.1	13.1

<sup>1</sup> Attributable to Scania shareholders' portion of net income.

<sup>2</sup> Calculations are based on rolling 12-month income.

\* Translated solely for the convenience of the reader at a closing exchange rate of SEK 8.8436 = EUR 1.00.

## Net sales and deliveries, Vehicles and Services

Amounts in SEK m. unless otherwise stated

	Q1			Change in %	Full year 2011	Apr 11 - Mar 12
	EUR m.	2012	2011			
<b>Net sales</b>						
Trucks	1,431	<b>12,653</b>	13,710	-8	57,632	56,575
Buses *	164	<b>1,449</b>	1,398	4	8,206	8,257
Engines	39	<b>347</b>	256	36	1,179	1,270
Service-related products	500	<b>4,426</b>	4,219	5	17,048	17,255
Used vehicles	122	<b>1,075</b>	1,041	3	4,313	4,347
Miscellaneous	54	<b>478</b>	413	16	1,907	1,972
Delivery sales value	2,310	<b>20,428</b>	21,037	-3	90,285	89,676
Revenue deferrals <sup>1</sup>	-34	<b>-301</b>	-345	-13	-2,599	-2,555
Net sales	2,276	<b>20,127</b>	20,692	-3	87,686	87,121

### Net sales <sup>2</sup>

Europe	1,212	<b>10,720</b>	11,441	-6	45,167	44,446
Eurasia	126	<b>1,113</b>	1,048	6	6,062	6,127
America **	546	<b>4,828</b>	4,582	5	20,912	21,158
Asia	244	<b>2,157</b>	2,501	-14	10,174	9,830
Africa and Oceania	148	<b>1,309</b>	1,120	17	5,371	5,560
Net sales	2,276	<b>20,127</b>	20,692	-3	87,686	87,121

### Total delivery volume, units

Trucks	<b>14,849</b>	17,562	-15	72,120	69,407
Buses*	<b>1,389</b>	1,503	-8	7,988	7,874
Engines	<b>1,914</b>	1,480	29	6,960	7,394

<sup>2</sup> Revenues from external customers by location of customers.

\* Including body-built buses and coaches.

\*\* Refers mainly to Latin America

## Quarterly data, earnings

Amounts in SEK m. unless otherwise stated	2012		2011			
	EUR m.	Q1	Q4	Q3	Q2	Q1
<b>Vehicles and Services</b>						
Net sales	2,276	<b>20,127</b>	22,891	21,130	22,973	20,692
Cost of goods sold	-1,660	<b>-14,676</b>	-16,860	-15,258	-16,625	-14,420
<b>Gross income</b>	<b>616</b>	<b>5,451</b>	<b>6,031</b>	<b>5,872</b>	<b>6,348</b>	<b>6,272</b>
Research and development expenses	-138	<b>-1,223</b>	-1,251	-984	-1,126	-1,079
Selling expenses	-196	<b>-1,730</b>	-1,921	-1,737	-1,784	-1,572
Administrative expenses	-35	<b>-313</b>	-268	-281	-262	-393
Share of income in associated companies and joint ventures	1	<b>7</b>	-4	10	6	4
<b>Operating income, Vehicles and Services</b>	<b>248</b>	<b>2,192</b>	<b>2,587</b>	<b>2,880</b>	<b>3,182</b>	<b>3,232</b>
<b>Financial Services</b>						
Interest and lease income	131	<b>1,154</b>	1,162	1,117	1,070	1,023
Interest and depreciation expenses	-90	<b>-795</b>	-798	-764	-738	-723
Interest surplus	41	<b>359</b>	364	353	332	300
Other income and expenses	1	<b>13</b>	41	13	16	11
<b>Gross income</b>	<b>42</b>	<b>372</b>	<b>405</b>	<b>366</b>	<b>348</b>	<b>311</b>
Selling and administrative expenses	-18	<b>-162</b>	-169	-154	-150	-142
Bad debt expenses	-9	<b>-79</b>	-82	-87	-67	-62
<b>Operating income, Financial Services</b>	<b>15</b>	<b>131</b>	<b>154</b>	<b>125</b>	<b>131</b>	<b>107</b>
<b>Operating income</b>	<b>263</b>	<b>2,323</b>	<b>2,741</b>	<b>3,005</b>	<b>3,313</b>	<b>3,339</b>
Interest income and expenses	10	<b>90</b>	65	98	62	36
Other financial income and expenses	-2	<b>-18</b>	1	-126	-29	107
<b>Total financial items</b>	<b>8</b>	<b>72</b>	<b>66</b>	<b>-28</b>	<b>33</b>	<b>143</b>
<b>Income before taxes</b>	<b>271</b>	<b>2,395</b>	<b>2,807</b>	<b>2,977</b>	<b>3,346</b>	<b>3,482</b>
Taxes	-68	<b>-601</b>	-675	-634	-913	-968
<b>Net income for the period</b>	<b>203</b>	<b>1,794</b>	<b>2,132</b>	<b>2,343</b>	<b>2,433</b>	<b>2,514</b>
Earnings per share, SEK *		<b>2.24</b>	2.67	2.93	3.04	3.14
Operating margin, in percent		<b>11.5</b>	12.0	14.2	14.4	16.1

\* Attributable to Scania shareholders' portion of net income.

## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2012		2011			
	EUR m.	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
<b>Vehicles and Services</b>						
<b>Assets</b>						
<b>Non-current assets</b>						
Intangible assets	294	2,597	2,529	2,449	2,437	2,352
Tangible assets	2,290	20,248	20,286	20,240	20,130	19,925
Lease assets	584	5,162	5,406	4,969	4,862	4,339
Shares and participations	54	481	496	503	461	454
Interest-bearing receivables	23	207	109	49	51	60
Other receivables <sup>1,2</sup>	279	2,469	2,611	2,738	2,651	2,389
<b>Current assets</b>						
Inventories	1,634	14,447	14,522	15,468	14,953	14,265
Interest-bearing receivables	20	173	194	170	166	148
Other receivables <sup>3</sup>	1,013	8,960	9,906	10,387	10,512	9,705
Current investments	16	142	148	148	315	989
Cash and cash equivalents	1,648	14,578	11,320	8,823	6,289	7,184
<b>Total assets</b>	<b>7,855</b>	<b>69,464</b>	<b>67,527</b>	<b>65,944</b>	<b>62,827</b>	<b>61,810</b>
<b>Equity and liabilities</b>						
<b>Equity</b>						
Scania shareholders	3,562	31,502	30,004	28,206	26,269	27,874
Non-controlling interest	0	1	1	1	1	1
Total equity	3,562	31,503	30,005	28,207	26,270	27,875
<b>Interest-bearing liabilities</b>	<b>304</b>	<b>2,688</b>	<b>1,418</b>	<b>1,666</b>	<b>94</b>	<b>53</b>
<b>Non-current liabilities</b>						
Provisions for pensions	629	5,567	5,514	5,524	5,495	5,134
Other liabilities <sup>1,4</sup>	499	4,416	4,897	4,436	4,989	4,541
<b>Current liabilities</b>						
Provisions	185	1,630	1,593	1,534	1,533	1,489
Other liabilities <sup>5</sup>	2,319	20,506	20,877	21,271	21,815	20,406
<b>Total equity and liabilities</b>	<b>7,855</b>	<b>69,464</b>	<b>67,527</b>	<b>65,944</b>	<b>62,827</b>	<b>61,810</b>
<sup>1</sup> Including deferred tax						
<sup>2</sup> Including derivatives with positive value for hedging of borrowings	70	619	814	571	544	386
<sup>3</sup> Including derivatives with positive value for hedging of borrowings	25	223	621	478	517	1,032
<sup>4</sup> Including derivatives with negative value for hedging of borrowings	53	471	563	611	378	284
<sup>5</sup> Including derivatives with negative value for hedging of borrowings	41	364	307	234	245	249
Net cash (-) / Net debt (+) excl. provisions for pensions, incl. derivatives as above	-1,361	-12,039	-10,615	-7,509	-6,948	-9,005

## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2012		2011			
	<i>EUR m.</i>	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
<b>Financial Services</b>						
<b>Assets</b>						
<b>Non-current assets</b>						
Intangible assets	2	15	15	16	17	18
Tangible assets	4	33	33	35	35	35
Lease assets	923	8,161	8,301	8,448	8,558	8,480
Financial receivables	2,411	21,325	20,931	19,852	18,763	16,972
Other receivables <sup>1</sup>	24	211	184	141	143	134
<b>Current assets</b>						
Financial receivables	1,498	13,251	13,003	11,987	11,908	11,504
Other receivables	105	925	1,057	820	957	824
Cash and cash equivalents	26	232	328	563	263	251
<b>Total assets</b>	<b>4,993</b>	<b>44,153</b>	<b>43,852</b>	<b>41,862</b>	<b>40,644</b>	<b>38,218</b>
<b>Equity and liabilities</b>						
<b>Equity</b>						
Scania shareholders	520	4,600	4,507	4,455	4,398	4,189
Total equity	520	4,600	4,507	4,455	4,398	4,189
<b>Interest-bearing liabilities</b>	<b>4,261</b>	<b>37,681</b>	<b>37,375</b>	<b>35,407</b>	<b>34,247</b>	<b>32,060</b>
<b>Non-current liabilities</b>						
Provisions for pensions	3	26	25	26	25	24
Other provisions	0	4	4	3	3	3
Other liabilities <sup>1</sup>	69	608	600	586	616	592
<b>Current liabilities</b>						
Provisions	1	4	4	4	3	16
<b>Total equity and liabilities</b>	<b>4,993</b>	<b>44,153</b>	<b>43,852</b>	<b>41,862</b>	<b>40,644</b>	<b>38,218</b>

<sup>1</sup> Including deferred tax

## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2012		2011			
	EUR m.	31 Mar	31 Dec	30 Sept	30 Jun	31 Mar
<b>Eliminations</b>						
<b>Assets</b>						
Lease assets	-179	-1,572	-1,552	-1,482	-1,457	-1,454
Other current receivables	-53	-473	-518	-618	-612	-620
Current investments	0	0	0	0	-205	-928
<b>Total assets</b>	<b>-232</b>	<b>-2,045</b>	<b>-2,070</b>	<b>-2,100</b>	<b>-2,274</b>	<b>-3,002</b>
<b>Equity and liabilities</b>						
Other current liabilities	-232	-2,045	-2,070	-2,100	-2,069	-2,074
Interest-bearing liabilities	0	0	0	0	-205	-928
<b>Total equity and liabilities</b>	<b>-232</b>	<b>-2,045</b>	<b>-2,070</b>	<b>-2,100</b>	<b>-2,274</b>	<b>-3,002</b>
<b>Scania Group</b>						
<b>Assets</b>						
<b>Non-current assets</b>						
Intangible assets	296	2,612	2,544	2,465	2,454	2,370
Tangible assets	2,294	20,281	20,319	20,275	20,165	19,960
Lease assets	1,328	11,751	12,155	11,935	11,963	11,365
Shares and participations	54	481	496	503	461	454
Interest-bearing receivables	2,434	21,532	21,040	19,901	18,814	17,032
Other receivables <sup>1,2</sup>	303	2,680	2,795	2,879	2,794	2,523
<b>Current assets</b>						
Inventories	1,634	14,447	14,522	15,468	14,953	14,265
Interest-bearing receivables	1,518	13,424	13,197	12,157	12,074	11,652
Other receivables <sup>3</sup>	1,065	9,412	10,445	10,589	10,857	9,909
Current investments	16	142	148	148	110	61
Cash and cash equivalents	1,674	14,810	11,648	9,386	6,552	7,435
<b>Total equity and liabilities</b>						
<b>Equity</b>						
Scania shareholders	4,082	36,102	34,511	32,661	30,667	32,063
Non-controlling interest	0	1	1	1	1	1
<b>Total equity</b>	<b>4,082</b>	<b>36,103</b>	<b>34,512</b>	<b>32,662</b>	<b>30,668</b>	<b>32,064</b>
<b>Non-current liabilities</b>						
Interest-bearing liabilities	2,626	23,219	19,011	18,764	26,829	22,185
Provisions for pensions	632	5,593	5,539	5,550	5,520	5,158
Other provisions	357	3,158	3,227	3,309	2,634	2,315
Other liabilities <sup>1,4</sup>	568	5,024	5,497	5,022	5,605	5,133
<b>Current liabilities</b>						
Interest-bearing liabilities	1,939	17,150	19,782	18,309	7,307	9,000
Provisions	186	1,634	1,597	1,538	1,536	1,505
Other liabilities <sup>5</sup>	2,226	19,691	20,144	20,552	21,098	19,666
<b>Total equity and liabilities</b>	<b>12,616</b>	<b>111,572</b>	<b>109,309</b>	<b>105,706</b>	<b>101,197</b>	<b>97,026</b>
<sup>1</sup> Including deferred tax						
<sup>2</sup> Including derivatives with positive value for hedging of borrowings	70	619	814	571	544	386
<sup>3</sup> Including derivatives with positive value for hedging of borrowings	25	223	621	478	517	1,032
<sup>4</sup> Including derivatives with negative value for hedging of borrowings	53	471	563	611	378	284
<sup>5</sup> Including derivatives with negative value for hedging of borrowings	41	364	307	234	245	249
Equity/assets ratio, percent		32.4	31.6	30.9	30.3	33.0

## Statement of changes in equity

Amounts in SEK m. unless otherwise stated	Q1			Full year 2011
	EUR m.	2012	2011	
Equity, 1 January	3,902	<b>34,512</b>	30,036	30,036
Net income for the period	203	<b>1,794</b>	2,514	9,422
Other comprehensive income for the period	-23	<b>-203</b>	-486	-946
Dividend	-	-	-	-4,000
<b>Total equity at the end of the period</b>	<b>4,082</b>	<b>36,103</b>	32,064	34,512
Attributable to:				
Scania AB shareholders	4,082	<b>36,102</b>	32,063	34,511
Non-controlling interest	0	<b>1</b>	1	1

## Information about segments

Amounts in SEK m. unless otherwise stated	Q1			Full year 2011	Apr 11 - Mar 12
	EUR m.	2012	2011		
Revenue from external customers, Vehicles and Services	2,276	<b>20,127</b>	20,692	87,686	87,121
Revenue from external customers, Financial Services	131	<b>1,154</b>	1,023	4,372	4,503
Elimination of intra-segment revenues within Vehicles and Services	-49	<b>-431</b>	-437	-1,749	-1,743
<b>Revenue from external customers, Scania Group</b>	<b>2,358</b>	<b>20,850</b>	21,278	90,309	89,881
Operating income, Vehicles and Services	248	<b>2,192</b>	3,232	11,881	10,841
Operating income, Financial Services	15	<b>131</b>	107	517	541
<b>Operating income, Scania Group</b>	<b>263</b>	<b>2,323</b>	3,339	12,398	11,382

## Cash flow statement

Amounts in SEK m. unless otherwise stated	2012		2011			
	EUR m.	Q1	Q4	Q3	Q2	Q1
<b>Operating activities</b>						
Income before taxes	271	<b>2,395</b>	2,807	2,977	3,346	3,482
Items not affecting cash flow	74	<b>656</b>	1,013	862	770	625
Taxes paid	-121	<b>-1,066</b>	-608	-626	-524	-1,790
<b>Cash flow from operating activities before change in working capital</b>	224	<b>1,985</b>	3,212	3,213	3,592	2,317
of which: Vehicles and Services	213	<b>1,885</b>	3,031	3,022	3,424	2,182
Financial Services	11	<b>100</b>	181	191	168	135
Change in working capital etc., Vehicles and Services	99	<b>871</b>	1,269	-1,257	-543	-426
<b>Cash flow from operating activities</b>	323	<b>2,856</b>	4,481	1,956	3,049	1,891
<b>Investing activities</b>						
Net investments, Vehicles and Services	-113	<b>-993</b>	-1,196	-1,117	-792	-627
Net investments in credit portfolio etc., Financial Services	-83	<b>-738</b>	-3,280	-1,126	-1,743	-1,328
<b>Cash flow from investing activities</b>	-196	<b>-1,731</b>	-4,476	-2,243	-2,535	-1,955
<b>Cash flow from Vehicles and Services</b>	199	<b>1,763</b>	3,104	648	2,089	1,129
<b>Cash flow from Financial Services</b>	-72	<b>-638</b>	-3,099	-935	-1,575	-1,193
<b>Financing activities</b>						
Change in net debt from financing activities	247	<b>2,182</b>	2,303	3,361	2,445	-2,085
Dividend to shareholders	-	-	-	-	-4,000	-
<b>Cash flow from financing activities</b>	247	<b>2,182</b>	2,303	3,361	-1,555	-2,085
<b>Cash flow for the year</b>	374	<b>3,307</b>	2,308	3,074	-1,041	-2,149
<b>Cash and cash equivalents at beginning of period</b>	1,317	<b>11,648</b>	9,386	6,552	7,435	9,807
<b>Exchange rate differences in cash and cash equivalents</b>	-16	<b>-145</b>	-46	-240	158	-223
<b>Cash and cash equivalents at end of period</b>	1,675	<b>14,810</b>	11,648	9,386	6,552	7,435



## Number of employees

	2012	2011			
	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
Production and corporate units	<b>17,041</b>	17,489	17,943	17,706	17,458
Research and development	<b>3,427</b>	3,327	3,253	3,127	3,013
Sales and service companies	<b>16,232</b>	16,038	15,909	15,496	15,191
<b>Vehicles and Services</b>	<b>36,700</b>	36,854	37,105	36,329	35,662
<b>Financial Services</b>	<b>666</b>	642	628	612	591
<b>Total number of employees</b>	<b>37,366</b>	37,496	37,733	36,941	36,253

## Quarterly data, units by geographic area

	2012	2011				
	Q1	Full year	Q4	Q3	Q2	Q1
<b>Order bookings, trucks</b>						
Europe	7,119	31,226	7,497	7,219	8,925	7,585
Eurasia	1,416	6,692	936	1,896	2,730	1,130
America **	2,792	16,651	3,703	4,685	3,682	4,581
Asia	2,257	11,496	1,361	2,459	4,345	3,331
Africa and Oceania	651	3,071	713	850	781	727
<b>Total</b>	<b>14,235</b>	<b>69,136</b>	<b>14,210</b>	<b>17,109</b>	<b>20,463</b>	<b>17,354</b>
<b>Trucks delivered</b>						
Europe	6,851	31,443	8,490	6,428	8,279	8,246
Eurasia	1,136	7,445	2,452	1,751	1,929	1,313
America**	3,730	17,632	4,658	4,321	4,792	3,861
Asia	2,400	12,485	2,282	3,530	3,259	3,414
Africa and Oceania	732	3,115	858	782	747	728
<b>Total</b>	<b>14,849</b>	<b>72,120</b>	<b>18,740</b>	<b>16,812</b>	<b>19,006</b>	<b>17,562</b>
<b>Order bookings, buses*</b>						
Europe	311	1,770	492	252	497	529
Eurasia	52	108	53	4	47	4
America **	612	3,139	594	1,005	703	837
Asia	417	2,011	352	361	664	634
Africa and Oceania	182	679	145	163	272	99
<b>Total</b>	<b>1,574</b>	<b>7,707</b>	<b>1,636</b>	<b>1,785</b>	<b>2,183</b>	<b>2,103</b>
<b>Buses delivered*</b>						
Europe	283	1,916	752	388	477	299
Eurasia	39	84	36	11	21	16
America **	572	3,272	1,036	912	757	567
Asia	343	2,065	435	421	692	517
Africa and Oceania	152	651	124	141	282	104
<b>Total</b>	<b>1,389</b>	<b>7,988</b>	<b>2,383</b>	<b>1,873</b>	<b>2,229</b>	<b>1,503</b>

\* Including body-built buses and coaches.

\*\* Refers to Latin America

## Parent Company Scania AB, financial statements

Amounts in SEK m. unless otherwise stated	Q1			Full year
	EUR m.	2012	2011	2011
<b>Income statement</b>				
Financial income and expenses	2	18	11	4,001
Income taxes	-	-	-	0
<b>Net income</b>	<b>2</b>	<b>18</b>	<b>11</b>	<b>4,001</b>
		<b>2012</b>	<b>2011</b>	<b>2011</b>
	EUR m.	31 Mar	31 Mar	31 Dec
<b>Balance sheet</b>				
<b>Assets</b>				
<b>Financial non-current assets</b>				
Shares in subsidiaries	950	8,401	8,401	8,401
<b>Current assets</b>				
Due from subsidiaries	907	8,019	8,011	8,001
<b>Total assets</b>	<b>1,857</b>	<b>16,420</b>	<b>16,412</b>	<b>16,402</b>
<b>Equity and liabilities</b>				
<b>Equity</b>				
Equity	1,855	16,402	16,412	16,402
Tax liabilities	-	-	-	0
<b>Total shareholders' equity and liabilities</b>	<b>1,855</b>	<b>16,402</b>	<b>16,412</b>	<b>16,402</b>
		<b>2012</b>	<b>2011</b>	<b>2,011</b>
	EUR m.	31 Mar	31 Mar	31 Dec
<b>Statement of changes in equity</b>				
Equity, 1 January	1,855	16,402	16,401	16,401
Total comprehensive income	2	18	11	4,001
Dividend	-	-	-	-4,000