

## Scania Interim Report January-September 2013

## Summary of the first nine months of 2013

- Operating income fell to SEK 5,939 m. (6,135), and earnings per share fell to SEK 5.30 (5.94)
- Net sales rose by 8 percent to SEK 61,864 m. (57,261)
- Cash flow amounted to SEK 1,362 m. (2,176) in Vehicles and Services

## **Comments by Martin Lundstedt, President and CEO:**

"Scania's earnings for the first nine months of 2013 fell to SEK 5,939 m. Higher vehicle volume and better capacity utilisation had a positive effect. The stronger krona had a negative impact and earnings were also pulled down by a competitive pricing environment. Order bookings for trucks in Europe continued to improve during the third quarter. Demand has been supported by customers that are investing in Euro 5 vehicles before year-end, when the transition to Euro 6 will occur. There is also a replacement need. Scania has a strong position with its broad engine range and the launch of its second-generation Euro 6 engines. The company's market share in Europe has increased during the period, among other things thanks to its leading position in Euro 6. In Latin America too, Scania has captured market shares. Order bookings in Latin America remained at a good level but decreased

compared to the high level of the previous quarters. Order bookings for buses and coaches fell related to Latin America and Asia. In Engines, order bookings increased in Europe compared to the second quarter, driven by investments ahead of the transition to the new emission standard in 2014. Scania is continuing its long-term efforts to boost market share in Services. Service revenue rose by 9 percent in local currency during the third quarter. Scania has raised its daily production rate in Europe while increasing flexibility at its production units. There are good growth opportunities and the expansion of annual technical production capacity towards 120,000 vehicles is continuing. To strengthen competitiveness, the level of activity related to development projects remains high, at the same time as Scania is expanding its sales and service capacity in emerging markets."

Financial overview	_	9 months	2013		Q3				
				Change,			Change,		
Trucks and buses, units		2013	2012	%	2013	2012	%		
Order bookings		65,160	52,320	25	21,809	16,925	29		
Deliveries		56,224	46,879	20	18,244	14,847	23		
No.	EUR								
Net sales and earnings	m.*								
Net sales, Scania Group, SEK m.	7,131	61,864	57,261	8	19,725	17,923	10		
Operating income, Vehicles and Services, SEK m.	626	5,428	5,702	-5	1,759	1,758	0		
Operating income, Financial Services, SEK m.	59	511	433	18	209	120	74		
Operating income, SEK m.	685	5,939	6,135	-3	1,968	1,878	5		
Income before taxes, SEK m.	683	5,925	6,156	-4	2,011	1,881	7		
Net income for the period, SEK m.	488	4,233	4,750	-11	1,462	1,501	-3		
Operating margin, %		9.6	10.7		10.0	10.5			
Return on equity, %		17.6	20.2						
Return on capital employed,		04.0	05.0						
Vehicles and Services, %		21.0	25.2						
Earnings per share, SEK	0.61	5.30	5.94	-11	1.83	1.88	-3		
Cash flow, Vehicles and Services, SEK m.	157	1,362	2,176	-37	618	407	52		
Number of shares: 800 million									

<sup>\*</sup> Translated to EUR solely for the convenience of the reader at a closing day rate of SEK 8.676 = 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.

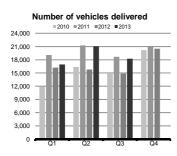
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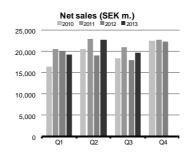
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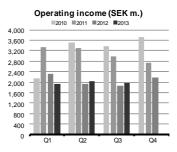
This report is also available on www.scania.com



## **Business overview**







#### Sales performance

During the first nine months of 2013, total deliveries increased by 20 percent to 56,224 (46,879) vehicles, compared to the same period of 2012. Net sales rose by 8 percent to SEK 61,864 m. (57,261). Currency rate effects had a negative impact of 6 percent on sales.

Order bookings rose by 25 percent to 65,160 (52,320) vehicles, compared to the first nine months of 2012.

During the third quarter, deliveries increased by 23 percent to 18,244 (14,847) vehicles and net sales rose to SEK 19,725 m. (17,923), an upturn of 10 percent. Currency rate effects had a negative impact of 5 percent on sales. Order bookings rose by 29 percent to 21,809 (16,925) vehicles.

#### Strong position ahead of the transition to Euro 6

In March, Scania unveiled Scania Streamline, a new long-haulage truck concept featuring refined technology and new solutions that enable customers to reduce fuel consumption by up to 8 percent. The trucks have an aerodynamic design and feature a new version of the Scania Opticruise automated gearchanging system. Scania also expanded its engine range, adding second generation Euro 6 engines, which have lower fuel consumption than the equivalent Euro 5 engines. Scania can offer a broad range of Euro 6 engines and has extensive experience, since deliveries to customers already commenced in late 2011. Overall, Scania has a strong position ahead of the transition to Euro 6.

#### Higher production rate and strengthened flexibility

Thanks to higher order bookings, the daily production rate at Scania's European production units was increased during the third quarter and early in the fourth quarter. The production rate in Latin America remained at a high level. Production volume was lower in the third quarter than the second quarter of the year due to seasonal downturns at the production units. In Europe, flexibility has been strengthened by using a greater share of employees from staffing companies. Scania has initiated the expansion of technical capacity to 120,000 vehicles from 100,000 today. This will involve an investment of about SEK 1.5 billion over a three-year period.

#### The truck market

### Order bookings

Scania's order bookings during the first nine months of 2013 amounted to 59,405 (47,708) trucks, an increase of 25 percent compared to the same period in 2012. In the third quarter, order bookings increased by 33 percent to 20,475 (15,437) trucks. Order bookings were slightly lower compared to the second quarter of 2013.

Order bookings in Europe improved significantly, also compared to the second quarter even though the third quarter is normally seasonally weaker. Compared to the second quarter, order bookings rose in several markets, including Germany, France and Poland, while they fell considerably in Great Britain from a high level.

The upturn was 84 percent to 11,267 (6,136) units compared to the third quarter of 2012. In Scania's assessment, demand was supported by customers that are investing in Euro 5 vehicles before year-end. There is also a replacement need in light of the low truck deliveries of recent years. The Euro 6 emission



standard will be introduced in the European Union on December 31, 2013. Owing to significantly more advanced technology, trucks with Euro 6 engines commands a higher sales price than equivalent Euro 5 vehicles.

Order bookings in Brazil and Argentina decreased compared to the second quarter of 2013 but remained at a good level. Compared to the third quarter of 2012, order bookings in Latin America decreased by 17 percent to 4,131 (5,003) trucks. Investments in new vehicles continued to be subsidised in Brazil and Argentina during the third quarter. Subsidised financing will be available in the fourth quarter as well.

In Eurasia, order bookings were stable compared to previous quarters and in Russia they remained at a good level. Order bookings totalled 1,611 (1,743) trucks in Eurasia. In Asia, order bookings rose compared to the second quarter and also compared to the third quarter of 2012. The upturn compared to the third quarter 2012, was 56 percent to 2,540 (1,629) units, with an increase in the Middle East from a low level.

In Africa, order bookings decreased somewhat in South Africa compared to the second quarter of 2013 while they rose compared to the third quarter of 2012. In Oceania, order bookings were stable in Australia. Total order bookings in the Africa and Oceania region were unchanged at 926 (926) units, compared to the third quarter of 2012.

#### **Deliveries**

Scania's total truck deliveries increased by 22 percent to 51,362 (42,232) units during the first nine months of 2013, compared to the same period of 2012. During the third quarter, deliveries increased by 26 percent to 16,447 (13,036) trucks. In Europe, deliveries rose by 18 percent to 6,864 (5,835) units compared to the third quarter of 2012. In Eurasia, deliveries were essentially unchanged at 1,610 (1,607) trucks.

In Latin America, deliveries rose by 63 percent to 5,512 (3,388) units compared to the third quarter of 2012, driven by Brazil. In Asia, deliveries increased by 6 percent compared to the third quarter of 2012 to 1,541 (1,460) trucks.

#### Sales

Net sales of trucks rose by 15 percent to SEK 40,079 m. (34,708) during the first nine months of 2013. During the third quarter, sales rose by 22 percent to SEK 12,511 m. (10,291).

### The total European market for heavy trucks

The total market for heavy trucks in 26 of the European Union member countries (all EU countries except Bulgaria and Malta) plus Norway and Switzerland decreased by 7 percent to about 155,900 units during the first nine months of 2013. Scania truck registrations amounted to some 22,000 units, equivalent to a market share of about 14.1 (13.0) percent.

Scania trucks	Order booki	ngs		Deliveries		
	9 months	9 months 9 months		9 months	9 months	Change,
	2013	2012	%	2013	2012	%
Europe	29,271	21,225	38	21,076	19,324	9
Eurasia	5,049	5,478	-8	4,556	4,430	3
America*	15,673	11,525	36	17,641	9,919	78
Asia	6,557	7,027	-7	5,492	6,339	-13
Africa and Oceania	2,855	2,453	16	2,597	2,220	17
Total	59,405	47,708	25	51,362	42,232	22

<sup>\*</sup>Refers to Latin America

### The bus and coach market

#### Order bookings

Order bookings for buses and coaches improved during the first nine months of 2013 and Scania received major orders in Russia, Malaysia and Taiwan during the first half of the year. During the third quarter, order bookings decreased compared to the previous quarters, including in Asia and Latin America.

Scania's total order bookings for buses and coaches increased by 25 percent to 5,755 (4,612) units during the first nine months of 2013 compared to the same period in 2012. During the third quarter, order



bookings fell by 10 percent to 1,334 (1,488) units compared to the same quarter of last year. In Europe, order bookings amounted to 187 units (193).

Compared to the third quarter of 2012, order bookings fell by 46 percent in Latin America. The downturn was primarily related to Mexico.

In Asia, order bookings decreased to 268 (306) buses and coaches compared to the third quarter of 2012, mainly attributable to the Middle East and Hong Kong. Order bookings in Africa and Oceania rose by 20 percent, with upturns in South Africa and New Zealand.

#### **Deliveries**

Scania's bus and coach deliveries totalled 4,862 (4,647) units during the first nine months of 2013. In the third quarter, deliveries were essentially unchanged at 1,797 (1,811) units compared to the corresponding period of 2012. In Europe, deliveries decreased by 28 percent compared to the third quarter of 2012. In Latin America, deliveries were down by 30 percent. In Asia, deliveries increased by 19 percent, while deliveries of buses and coaches in Africa and Oceania rose by 12 percent during the third quarter.

#### Net sales

Net sales of buses and coaches fell by 16 percent to SEK 4,546 m. (5,421) during the first nine months of 2013. During the third quarter, sales decreased by 20 percent to SEK 1,689 m. (2,116).

Scania buses and coaches	Order booki	ngs		Deliveries					
	9 months	9 months 9 months		9 months	9 months	Change,			
	2013	2012	%	2013	2012	%			
Europe	784	684	15	722	1,045	-31			
Eurasia	780	153	-	649	142	-			
America*	2,097	2,339	-10	2,029	1,879	8			
Asia	1,372	953	44	908	1,027	-12			
Africa and Oceania	722	483	49	554	554	0			
Total	5,755	4,612	25	4,862	4,647	5			

<sup>\*</sup>Refers to Latin America

### **Engines**

In April, Scania strengthened its partnership with US-based Terex, which manufactures construction equipment. Terex Construction chose Scania's 16-litre V8 industrial engine to power its rigid dump truck, the TR60. The 700 hp engine is US Tier 4i and EU Stage IIIB compliant and has a maximum torque of 3,183 Nm. The dump truck is designed for moving up to 55 tonnes in rugged terrain.

#### Order bookings

Total engine order bookings rose by 5 percent to 5,471 (5,192) units during the first nine months of 2013. Compared to the third quarter of 2012, order bookings were 56 percent higher at 1,849 (1,184) units. Order bookings were supported by customers that are investing before year-end, when new emission standards (Stage IV/Tier4 Final) will go into effect.

#### **Deliveries**

Engine deliveries fell by 15 percent to 4,635 (5,461) units during the first nine months of 2013. Third quarter deliveries fell by 6 percent to 1,565 (1,665) engines. The downturn was attributable to Europe.

#### **Net sales**

During the first nine months of 2013, sales decreased to SEK 772 m. (949). In the third quarter, sales fell by 11 percent to SEK 252 m. (283).



### **Services**

#### Higher volume and negative currency rate effects

Service revenue amounted to SEK 12,988 m. (12,760) during the first nine months of 2013. Currency rate effects had a negative impact, while more workshop hours and parts together with somewhat higher prices had a positive impact. In local currencies, revenue increased by 7 percent.

In Europe, service revenue rose slightly to SEK 8,743 m. (8,625) compared to the first nine months of 2012. In Latin America, revenue rose by 3 percent to SEK 1,931 m. (1,881) and revenue in Asia was 6 percent higher than the year-earlier period at SEK 991 m. (937). In Africa and Oceania, service revenue decreased by 4 percent to SEK 844 m. (879), while in Eurasia it increased by 9 percent to SEK 479 m. (438) compared to the first nine months of 2012.

During the third quarter, service revenue increased by 6 percent to SEK 4,358 m. (4,112). In local currencies, revenue rose by 9 percent, with higher volume of workshop hours and parts and slightly higher prices.

## **Earnings**

#### **Vehicles and Services**

#### First nine months of 2013

Operating income in Vehicles and Services totalled SEK 5,428 m. (5,702) during the first nine months of 2013. Negative currency rate effects, as well as a competitive pricing environment, adversely impacted margins. Furthermore, Scania has been paying a so-called utilisation fee per truck sold in Russia, which lowered earnings during the first nine months of the year. Compared to the first nine months of 2012, the total currency rate effect was negative and amounted to about SEK 1,435 m.

Higher vehicle deliveries and improved capacity utilisation at the production units in Latin America had a positive effect.

Scania's research and development expenditures amounted to SEK 4,193 m. (3,858). After adjusting for SEK 772 m. (531) in capitalised expenditures and SEK 209 m. (167) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 3,630 m. (3,494).

### The third quarter of 2013

Operating income in Vehicles and Services totalled SEK 1,759 m. (1,758) during the third quarter of 2013. Higher vehicle deliveries, higher service volume and improved capacity utilisation at the production units in Latin America had a positive effect. Compared to the third quarter of 2012, the total currency rate effect was negative and amounted to about SEK 425 m. Furthermore, the utilisation fee in Russia had some negative impact in the third quarter.

Selling expenses were affected by a fine of SEK 100 m., related to a preliminary ruling of the South Korean competition authority, the Korea Fair Trade Commission (KFTC). The KFTC alleges that players in the South Korean commercial vehicles market have exchanged information in an anti-competitive manner.

Scania's research and development expenditures amounted to SEK 1,396 m. (1,137). After adjusting for SEK 284 m. (241) in capitalised expenditures and SEK 56 m. (62) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 1,168 m. (958).

### **Financial Services**

#### **Customer finance portfolio**

At the end of the third quarter of 2013, the size of Scania's customer finance portfolio amounted to SEK 45.9 billion, which was SEK 0.9 billion higher than at the end of 2012. In local currencies, the portfolio increased by SEK 2.0 billion, equivalent to 4 percent.



#### Penetration rate

The penetration rate was 32 (39) percent during the first nine months of 2013 in those markets where Scania has its own financing operations. The decrease was mainly due to changes in market mix.

#### Operating profit

Operating income in Financial Services increased to SEK 511 m. (433) during the first nine months of 2013, compared to the corresponding period of last year. Higher margins and a larger portfolio had a positive impact on earnings. During the third quarter, operating income amounted to SEK 209 m. (120). Bad debt expenses decreased during the quarter.

## **Scania Group**

During the first nine months of 2013, Scania's operating income amounted to SEK 5,939 m. (6,135). Operating margin amounted to 9.6 (10.7) percent. Scania's net financial items totalled SEK -14 m. (21). Net interest items amounted to SEK -42 m. (160). Net interest items were adversely affected by a lower interest margin and a lower average net cash position in Vehicles and Services, compared to one year earlier. Other financial income and expenses totalled SEK 28 m. (-139). This included SEK 63 m. (-101) in valuation effects related to financial instruments where hedge accounting was not applied.

The Scania Group's tax expense amounted to SEK 1,692 m. (1,406), equivalent to 28.6 (22.8) percent of income before taxes. Net income for the period totalled SEK 4,233 m. (4,750), equivalent to a net margin of 6.8 (8.3) percent. Earnings per share amounted to SEK 5.30 (5.94).

## Cash flow

#### **Vehicles and Services**

Scania's cash flow in Vehicles and Services amounted to SEK 1,362 m. (2,176) during the first nine months of 2013. Tied-up working capital increased by SEK 389 m., impacted by redemption of some SEK 800 m. related to PRI Swedish pension system debt during the first quarter.

Net investments amounted to SEK 3,876 m. (2,839), including SEK 772 m. (531) in capitalisation of development expenses. At the end of the third quarter of 2013, the net cash position in Vehicles and Services amounted to SEK 6,970 m. compared to a net cash position of SEK 9,361 m. at the end of 2012.

## **Scania Group**

Scania's cash flow in Financial Services amounted to SEK -1,308 m. (-1,920) during the first nine months of 2013 due to a growing customer finance portfolio. Together with the dividend to the shareholders and the positive cash flow in Vehicles and Services, the Group's net debt increased by about SEK 2.8 billion compared to the end of 2012.

## **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 31 m. (50) during the first nine months of 2013.



## **Miscellaneous**

## **Number of employees**

At the end of the third quarter of 2013, the number of employees totalled 40,739, compared to 38,580 on the same date in 2012.

## Material risks and uncertainty factors

The section entitled "Risks and risk management" in Scania's Annual Report for 2012 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 third quarter of 2013, obligations related to residual value or repurchases amounted to about SEK 9.1 billion compared to SEK 8.6 billion at the end of 2012.

#### 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 that are being applied from 1 January 2013 include the following:

Amendment to IAS 19, "Employee Benefits" – Scania already applies the method for measurement of pension liabilities contained in the new proposal, except that the returns on pension assets shall be measured based on the same discount rate as pension liabilities rather than on the estimated return. Since the size of plan assets is relatively small, the standard has not had any material effect on the financial statements, other than in relation to special pay toll tax, which is now included in provisions for pensions. The amendment means that in the interim report SEK 315 m. is transferred from "Other provisions" to "Provisions for pensions" on 30 September 2013 (restatement of last year's periods: SEK 554 m. on 31 Dec 2012; SEK 378 m. on 30 Sep 2012; SEK 380 m. on 30 Jun 2012 and SEK 378 m. on 31 Mar 2012).

*IFRS 13, "Fair Value Measurement"* – The standard is being introduced to create a uniform definition of fair value and uniform valuation methods for measurement of fair value. New disclosure requirements are also being introduced. The change has meant that Scania now also includes a credit risk component upon valuation of derivatives, which has not had any significant impact on the financial statements.

Amendment to IAS 1, "Presentation of Financial Statements" – implies new disclosure requirements of components accounted for in other comprehensive income in respect of items that possibly will be reclassified to net income and those which will never be reclassified to net income.



Amendments to IFRS 7 "Financial instruments: Disclosures". The amendment relates to new disclosure requirements for offsetting financial assets and liabilities.

Accounting principles and calculation methods are otherwise unchanged from those applied in the Annual Report for 2012.

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.

### **Dividend**

Scania's Annual General Meeting on 3 May 2013 approved a dividend for 2012 of SEK 4.75 (5.00) per share for the financial year 2012. A total of SEK 3,800 was transferred to the shareholders.

Södertälje, 23 October 2013

Martin Lundstedt 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 11.00 CET on 23 October 2013. A telephone conference will also be held at 13.00 CET. Information about participation is available on <a href="https://www.scania.com">www.scania.com</a>.

#### Calendar 2014

29 January Year-end Report, January-December 2013

Week commencing 17 March Publication of Annual Report 2013 on www.scania.com

25 April Interim Report, January-March 2014
 18 July Interim Report, January-June 2014

22 October Interim Report, January-September 2014

## 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 Interim Report for the first six months of 2013 stated the following:

"Scania's order bookings in Europe continued to improve during the second quarter. The economic climate remains uncertain, but there is a replacement need. Demand is also supported by customers that are investing in Euro 5 vehicles before year-end, when the transition to the Euro 6 emission standard will occur. The company's market share in Europe has increased, among other things thanks to its leading position in Euro 6. In Latin America, too, Scania has captured market shares. Order bookings in Brazil and Argentina remained at a high level. Thanks to higher order bookings, the daily production rate at Scania's European production units will increase during the third quarter in order to maintain short delivery times. A further increase is planned, starting in the fourth quarter. The production rate was very high in Latin America during the second quarter."

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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 23 October 2013.



## **Consolidated income statements**

	Ni	ne month:	S	Changa	Q	3	Full year	Oot 12
Amounts in SEK m. unless otherwise stated	EUR m.*	2013	2012	Change in %	2013	2012	2012	Sep 13
Vehicles and Services								
Net sales	7,131	61,864	57,261	8	19,725	17,923	79,603	84,206
Cost of goods sold	-5,353	-46,438	-41,901	11	-14,720	-13,213	-58,927	-63,464
Gross income	1,778	15,426	15,360	0	5,005	4,710	20,676	20,742
Research and development expenses	-417	-3,630	-3,494	4	-1,168	-958	-4,681	-4,817
Selling expenses	-646	-5,603	-5,363	4	-1,841	-1,736	-7,286	-7,526
Administrative expenses	-90	-778	-817	-5	-241	-254	-1,042	-1,003
Share of income from associated companies and joint								
ventures	1	13	16	-19	4	-4	27	24
Operating income, Vehicles and Services	626	5,428	5,702	-5	1,759	1,758	7,694	7,420
Financial Services								
Interest and lease income	383	3,320	3,452	-4	1,118	1,118	4,576	4,444
Interest and depreciation expenses	-250	-2,165	-2,360	-8	-724	-760	-3,095	-2,900
Interest surplus	133	1,155	1,092	6	394	358	1,481	1,544
Other income and expenses	9	75	32	134	43	5	65	108
Gross income	142	1,230	1,124	9	437	363	1,546	1,652
Selling and administrative expenses	-58	-506	-480	5	-164	-153	-650	-676
Bad debt expenses, realised and anticipated	-25	-213	-211	1	-64	-90	-290	-292
Operating income, Financial Services	59	511	433	18	209	120	606	684
Operating income	685	5,939	6,135	-3	1,968	1,878	8,300	8,104
Interest income and expenses	-5	-42	160	-126	-7	33	133	-69
Other financial income and expenses	3	28	-139	-120	50	-30	-152	15
Total financial items	-2	-14	21	-167	43	3	-19	-54
Income before taxes	683	5,925	6,156	-4	2,011	1,881	8,281	8,050
Taxes	-195	-1,692	-1,406	20	-549	-380	-1,641	-1,927
Net income for the period	488	4,233	4,750	-11	1,462	1,501	6,640	6,123
Other comprehensive income								
Items that may be reclassified subsequently to								
profit or loss								
Translation differences	-113	-980	-1,266		-685	-653	-1,178	-892
Cash flow hedges			•				•	
change in value for the year	0	0	2		0	1	2	0
reclassification to operating income	0	-1	3		0	-1	3	-1
Income tax relating to items that may be reclassified	-2	-16	-30		-14	-28	-17	-3
,	-115	-997	-1,291		-699	-681	-1,190	-896
Items that will not be reclassified to profit or loss								
Actuarial gains/losses on pensions <sup>3</sup>	113	974	-333		972	-333	-1,243	64
Income tax relating to items that will not be reclassified	-25	-214	112		-214	112	216	-110
	88	760	-221		758	-221	-1,027	-46
Other comprehensive income for the period	-27	-237	-1,512		59	-902	-2,217	-942
Total comprehensive income for the period	461	3,996	3,238		1,521	599	4,423	5,181
Net income attributable to:								
Scania shareholders	488	4,238	4,753		1,462	1,504	6,646	6,131
Non-controlling interest	-1	-5	-3		0	-3	-6	-8
Total comprehensive income attributable to:	40.1	4 000	0.000		4 500	500	4.404	F 400
Scania shareholders	461	4,000	3,238		1,523	599	4,431	5,193
Non-controlling interest	0	-4	0		-2	0	-8	-12
Operating income includes depreciation of	-246	-2,132	-2,001		-695	-690	-2,698	-2,829
Earnings per share, SEK (no dilution) 1		5.30	5.94		1.83	1.88	8.31	7.67
Return on equity, percent <sup>1, 2</sup>		17.6	20.2				19.2	
Operating margin, percent		9.6	10.7		10.0	10.5	10.4	9.29
1 Attributable to Seenie charabelders' parties of not income		3.3				. 5.5		0.20

 $<sup>^{\</sup>rm 1}$  Attributable to Scania shareholders' portion of net income.

 $<sup>^{2}\,\</sup>mbox{Calculations}$  are based on rolling 12-month income.

<sup>&</sup>lt;sup>3</sup> The discount rate in calculating the Swedish pension liability has changed to 4.25 percent as at 30 September.

<sup>\*</sup> Translated solely for the convenience of the reader at a closing exchange rate of SEK 8.6757 = EUR 1.00.



# Net sales and deliveries, Vehicles and Services

	Ni	ne months	3	Change	Q3		Full year	Oct 12 -
Amounts in SEK m. unless otherwise stated	EUR m.	2013	2012	in %	2013	2012	2012	Sep13
Net sales								
Trucks	4,620	40,079	34,708	15	12,511	10,291	49,580	54,951
Buses *	524	4,546	5,421	-16	1,689	2,116	7,196	6,321
Engines	89	772	949	-19	252	283	1,245	1,068
Service-related products	1,497	12,988	12,760	2	4,358	4,112	17,092	17,320
Used vehicles	416	3,618	3,300	10	1,290	1,066	4,492	4,810
Miscellaneous	183	1,584	1,278	24	393	266	1,892	2,198
Delivery sales value	7,329	63,587	58,416	9	20,493	18,134	81,497	86,668
Revenue deferrals <sup>1</sup>	-198	-1,723	-1,155	49	-768	-211	-1,894	-2,462
Net sales	7,131	61,864	57,261	8	19,725	17,923	79,603	84,206
Net sales <sup>2</sup> Europe	3,473	30,130	30,454	-1	9,646	9,406	41,714	41,390
Eurasia	503	4,363	4,007	9	1,617	1,396	5,972	6,328
America **	2,019	17,514	12,550	40	5,293	4,209	18,391	23,355
Asia	651	5,650	6,077	-7	1,779	1,556	7,843	7,416
Africa and Oceania	<i>4</i> 85	4,207	4,173	1	1,390	1,356	5,683	5,717
Net sales	7,131	61,864	57,261	8	19,725	17,923	79,603	84,206
Total delivery volume, units								
Trucks		51,362	42,232	22	16,447	13,036	61,051	70,181
Buses*		4,862	4,647	5	1,797	1,811	6,350	6,565
Engines		4,635	5,461	-15	1,565	1,665	7,063	6,237

<sup>&</sup>lt;sup>1</sup> Refers to the difference between sales value based on deliveries and revenue recognised as income.

 $<sup>^{2}\,\</sup>mbox{Revenue}$  from external customers by location of customers.

<sup>\*</sup> Including body-built buses and coaches.

<sup>\*\*</sup> Refers mainly to Latin America



## **Quarterly data, earnings**

		2013			2012					
Amounts in SEK m. unless otherwise stated	EUR m.	Q3	Q2	Q1	Q4	Q3	Q2	Q1		
Vehicles and Services										
Net sales	2,274	19,725	22,798	19,341	22,342	17,923	19,211	20,127		
Cost of goods sold	-1,697	-14,720	-17,287	-14,431	-17,026	-13,213	-14,012	-14,676		
Gross income	577	5,005	5,511	4,910	5,316	4,710	5,199	5,451		
Research and development expenses	-134	-1,168	-1,355	-1,107	-1,187	-958	-1,313	-1,223		
Selling expenses	-212	-1,841	-2,004	-1,758	-1,923	-1,736	-1,897	-1,730		
Administrative expenses	-28	-241	-269	-268	-225	-254	-250	-313		
Share of income in associated companies and joint										
ventures	0	4	8	1	11	-4	13	7		
Operating income, Vehicles and Services	203	1,759	1,891	1,778	1,992	1,758	1,752	2,192		
Financial Services										
Interest and lease income	129	1,118	1,106	1,096	1,124	1,118	1,180	1,154		
Interest and depreciation expenses	-83	-724	-719	-722	-735	-760	-805	-795		
Interest surplus	46	394	387	374	389	358	375	359		
Other income and expenses	4	43	7	25	33	5	14	13		
Gross income	50	437	394	399	422	363	389	372		
Selling and administrative expenses	-19	-164	-173	-169	-170	-153	-165	-162		
Bad debt expenses	-7	-64	-74	-75	-79	-90	-42	-79		
Operating income, Financial Services	24	209	147	155	173	120	182	131		
Operating income	227	1,968	2,038	1,933	2,165	1,878	1,934	2,323		
Interest income and expenses	-1	-7	-27	-8	-27	33	37	90		
Other financial income and expenses	6	50	-15	-7	-13	-30	-91	-18		
Total financial items	5	43	-42	-15	-40	3	-54	72		
Income before taxes	232	2,011	1,996	1,918	2,125	1,881	1,880	2,395		
Taxes	-63	-549	-623	-520	-235	-380	-425	-601		
Net income for the period	169	1,462	1,373	1,398	1,890	1,501	1,455	1,794		
Earnings per share, SEK *		1.83	1.72	1.75	2.37	1.88	1.82	2.24		
Operating margin, in percent		10.0	8.9	10.0	9.7	10.5	10.1	11.5		

<sup>\*</sup> Attributable to Scania shareholders' portion of net income



# Consolidated balance sheets by business segment

Associate in OFIC as		20	13			201	2	
Amounts in SEK m. unless otherwise stated	EUR m.	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
Vehicles and Services								
Assets								
Non-current assets								
Intangible assets	431	3,738	3,529	3,332	3,138	2,830	2,688	2,597
Tangible assets	2,450	21,259	21,099	20,616	20,594	20,083	20,190	20,248
Lease assets	712	6,178	6,132	5,780	5,992	5,447	5,528	5,162
Shares and participations	55	477	492	487	491	481	514	481
Interest-bearing receivables	0	2	0	0	8	65	154	207
Other receivables 1, 2	300	2,607	2,571	2,757	2,565	2,590	2,547	2,469
Current assets								
Inventories	1,764	15,305	15,246	15,246	14,235	14,974	15,283	14,447
Interest-bearing receivables	10	86	95	102	93	178	159	173
Other receivables 3	1,174	10,186	10,679	10,134	9,684	9,341	9,127	8,960
Current investments	8	59	46	47	129	143	454	142
Cash and cash equivalents	1,075	9,330	11,053	12,586	11,561	9,347	7,636	14,578
Total assets	7,979	69,227	70,942	71,087	68,490	65,479	64,280	69,464
Equity and liabilities								
Equity								
Scania shareholders	3,472	30,120	28,631	31,129	30.133	29,152	28,479	31,502
Non-controlling interest	6	58	60	61	62	63	70	1
Total equity	3,478	30,178	28,691	31,190	30,195	29,215	28,549	31,503
Interest-bearing liabilities	328	2,846	5,076	3,479	2,477	1,148	242	2,688
Non-current liabilities								
Provisions for pensions	625	5,425	6,394	6,315	7,102	6,305	5,978	5,945
Other provisions	284	2,465	2,513	2,555	2,584	2,547	2,771	2,793
Other liabilities 1,4	547	4,741	4,505	4,324	4,635	4,858	4,900	4,416
Current liabilities		,	•			•		•
Provisions	208	1,806	1,866	1,808	1,643	1,594	1,607	1,630
Other liabilities 5	2,509	21,766	21,897	21,416	19,854	19,812	20,233	20,489
Total equity and liabilities	7,979	69,227	70,942	71,087	68,490	65,479	64,280	69,464
<sup>1</sup> Including deferred tax								
<sup>2</sup> Including derivatives with positive value for hedging of borrowings	73	633	563	802	670	705	773	619
<sup>3</sup> Including derivatives with positive value for hedging of borrowings	29	255	319	318	340	579	130	223
Including derivatives with negative value for hedging of borrowings	29	249	280	344	518	590	371	471
<sup>5</sup> Including derivatives with negative value for hedging of borrowings	25	212	222	376	344	463	381	364
Net cash (-) / Net debt (+) excl. provisions for pensions, incl.								
derivatives as above	-803	-6,970	-6,403	-9,554	-9,361	-8,573	-7,999	-12,039



# Consolidated balance sheets by business segment

Amounts in SEK m.		20	13		2012					
unless otherwise stated	EUR m.	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar		
Financial Services										
Assets										
Non-current assets										
Intangible assets	1	11	10	10	12	12	14	15		
Tangible assets	5	40	35	33	34	32	31	33		
Lease assets	969	8,404	8,195	7,749	8,135	7,849	8,209	8,161		
Financial receivables	2,630	22,828	23,068	22,239	22,988	22,034	21,501	21,325		
Other receivables 1	30	262	248	215	236	228	204	211		
Current assets										
Financial receivables	1,692	14,679	14,597	14,000	13,914	12,889	13,367	13,251		
Other receivables	82	710	757	724	1,037	779	945	925		
Cash and cash equivalents	32	274	336	324	357	543	319	232		
Total assets	5,441	47,208	47,246	45,294	46,713	44,366	44,590	44,153		
Equity and liabilities										
Equity										
Scania shareholders	579	5,022	4,988	4,727	4,809	4,604	4,671	4,600		
Total equity	579	5,022	4,988	4,727	4,809	4,604	4,671	4,600		
Interest-bearing liabilities	4,641	40,260	40,482	38,748	39,974	37,689	37,976	37,681		
Non-current liabilities										
Provisions for pensions	4	37	36	34	34	26	26	26		
Other provisions	1	5	5	6	6	5	5	4		
Other liabilities 1	67	589	598	566	605	616	607	608		
Current liabilities										
Provisions	1	6	5	4	7	4	4	4		
Other liabilities	148	1,289	1,132	1,209	1,278	1,422	1,301	1,230		
Total equity and liabilities	5,441	47,208	47,246	45,294	46,713	44,366	44,590	44,153		

<sup>&</sup>lt;sup>1</sup> Including deferred tax



# Consolidated balance sheets by business segment

		20 <sup>-</sup>	13		•		201	12	
Amounts in SEK m. unless otherwise stated	EUR m.	30 Sep	30 Jun	31 Mar	31 De	c :	30 Sept	30 Jun	31 Mar
Eliminations									
Assets	161	4 400	1 101	4 205	1 1	66	1 111	4 504	1 570
Lease assets	-164	-1,422	-1,421	-1,385	-1,4		-1,441	-1,521	-1,572
Other current receivables	-53	-461	-506	-552	-6	05	-622	-500	-473
Current investments	0	1 003	1.027	1 027	2.0	0	0	-299	-2,045
Total assets	-217	-1,883	-1,927	-1,937	-2,0	171	-2,063	-2,320	-2,045
Equity and liabilities									
Interest-bearing liabilities	0	0	0	0		0	0	-299	0
Other current liabilities	-217	-1,883	-1,927	-1,937	-2,0	71	-2,063	-2,021	-2,045
Total equity and liabilities	-217	-1,883	-1,927	-1,937	-2,0	71	-2,063	-2,320	-2,045
Scania Group									
Assets									
Non-current assets									
Intangible assets	432	3,749	3,539	3,342	3,1	50	2,842	2,702	2,612
Tangible assets	2,455	21,299	21,134	20,649	20,6		20,115	20,221	20,281
Lease assets	1,517	13,160	12,906	12,144	12,6		11,855	12,216	11,751
Shares and participations	55	477	492	487	-	91	481	514	481
Interest-bearing receivables	2,630	22,830	23,068	22,239	22,9	96	22,099	21,655	21,532
Other receivables 1, 2	330	2,869	2,819	2,972	2,8	01	2,818	2,751	2,680
Current assets									
Inventories	1,764	15,305	15,246	15,246	14,2	35	14,974	15,283	14,447
Interest-bearing receivables	1,702	14,765	14,692	14,102	14,0	07	13,067	13,526	13,424
Other receivables 3	1,203	10,435	10,930	10,306	10,1	16	9,498	9,572	9,412
Current investments	8	59	46	47	1	29	143	155	142
Cash and cash equivalents	1,107	9,604	11,389	12,910	11,9	18	9,890	7,955	14,810
Total assets	13,203	114,552	116,261	114,444	113,1	32	107,782	106,550	111,572
Total equity and liabilities									
Equity									
Scania shareholders	4,051	35,142	33,619	35,856	34,9	42	33,756	33,150	36,102
Non-controlling interest	6	58	60	61		62	63	70	1
Total equity	4,057	35,200	33,679	35,917	35,0	04	33,819	33,220	36,103
Non-current liabilities									
Interest-bearing liabilities	3,673	31,867	32,812	30,148	26,1	46	22,392	20,825	23,219
Provisions for pensions	629	5,462	6,430	6,349	7,1		6,331	6,004	5,971
Other provisions	285	2,470	2,518	2,561	2,5	90	2,552	2,776	2,797
Other liabilities 1,4	614	5,330	5,103	4,890	5,2	40	5,474	5,507	5,024
Current liabilities									
Interest-bearing liabilities	1,296	11,239	12,746	12,079	16,3		16,445	17,094	17,150
Provisions	209	1,812	1,871	1,812	1,6		1,598	1,611	1,634
Other liabilities <sup>5</sup>	2,440	21,172	21,102	20,688	19,0		19,171	19,513	19,674
Total equity and liabilities	13,203	114,552	116,261	114,444	113,1	32	107,782	106,550	111,572
<sup>1</sup> Including deferred tax									
<sup>2</sup> Including derivatives with positive value for hedging of borrowings	73	633	563	802	6	670	705	773	619
<sup>3</sup> Including derivatives with positive value for hedging of borrowings	29	255	319	318	;	340	579	130	223
<sup>4</sup> Including derivatives with negative value for hedging of borrowings	29	249	280	344	ę	518	590	371	471
Including derivatives with negative value for hedging of borrowings	25	212	222	376	;	344	463	381	364
Equity/assets ratio, percent		30.7	29.0	31.4	30	0.9	31.4	31.2	32.4



# Statement of changes in equity

	Ni	Full year		
Amounts in SEK m. unless otherwise stated	EUR m.	2013	2012	2012
Equity, 1 January	4,035	35,004	34,512	34,512
Net income for the period	488	4,233	4,750	6,640
Other comprehensive income for the period	-27	-237	-1,512	-2,217
Dividend	-439	-3,800	-4,000	-4,000
Change in non-controlling interest 1	0	0	69	69
Total equity at the end of the period	4,057	35,200	33,819	35,004
Attributable to:				
Scania AB shareholders	4,051	35,142	33,756	34,942
Non-controlling interest <sup>1</sup>	6	58	63	62

<sup>&</sup>lt;sup>1</sup> During the second quarter of 2012, 51% of the distributor in Iraq was acquired.

# Information about segments

	Ni	ne months	Full year	Oct 12 -	
Amounts in SEK m. unless otherwise stated	EUR m.	2013	2012	2012	Sep 13
Davianus from automal quatamera Vahialas and					
Revenue from external customers, Vehicles and Services	7,131	61,864	57,261	79,603	84,206
Revenue from external customers, Financial Services	383	3,320	3,452	4,576	4,444
Elimination refers to lease income on operating					
leases	-152	-1,317	-3,131	-1,728	86
Revenue from external customers, Scania					
Group	7,362	63,867	57,582	82,451	88,736
Operating income, Vehicles and Services	626	5,428	5,702	7,694	7,420
Operating income, Financial Services	59	511	433	606	684
Operating income, Scania Group	685	5,939	6,135	8,300	8,104



## **Cash flow statement**

	Ni	ne months			2013			2012			
Amounts in SEK m. unless otherwise stated	EUR m.	2013	2012	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Operating activities											
Income before tax	683	5,925	6,156	2,011	1,996	1,918	2,125	1,881	1,880	2,395	
Items not affecting cash flow	255	2,218	2,091	766	772	680	844	687	748	656	
Taxes paid	-218	-1,894	-2,060	-508	-610	-776	-436	-437	-557	-1,066	
Cash flow from operating activities											
before change in working capital	720	6,249	6,187	2,269	2,158	1,822	2,533	2,131	2,071	1,985	
of which: Vehicles and Services	649	5,627	5,699	2,028	1,982	1,617	2,339	1,942	1,872	1,885	
Financial Services	71	622	488	241	176	205	194	189	199	100	
Change in working capital etc., Vehicles and Services <sup>1</sup>	-45	-389	-684	-63	88	-414	126	-385	-923	624	
Cash flow from operating activities	675	5,860	5,503	2,206	2,246	1,408	2,659	1,746	1,148	2,609	
Investing activities											
Net investments, Vehicles and Services <sup>1</sup>	-447	-3,876	-2,839	-1,347	-1,330	-1,199	-1,616	-1,150	-943	-746	
Net investments in credit portfolio etc., Financial Services	-222	-1,930	-2,408	-657	-1,137	-136	-2,363	-836	-834	-738	
Cash flow from investing activities	-669	-5,806	-5,247	-2,004	-2,467	-1,335	-3,979	-1,986	-1,777	-1,484	
Cash flow from Vehicles and Services	157	1,362	2,176	618	740	4	849	407	6	1,763	
Cash flow from Financial Services	-151	-1,308	-1,920	-416	-961	69	-2,169	-647	-635	-638	
Financing activities											
Change in debt from financing activities	214	1,858	2,500	-1,757	2,698	917	3,412	2,349	-2,031	2,182	
Dividend	-438	-3,800	-4,000	-	-3,800	-	-	-	-4,000	-	
Cash flow from financing activities	-224	-1,942	-1,500	-1,757	-1,102	917	3,412	2,349	-6,031	2,182	
Cash flow for the year	-218	-1,888	-1,244	-1,555	-1,323	990	2,092	2,109	-6,660	3,307	
Cash and cash equivalents at beginning of period	1,374	11,918	11,648	11,389	12,910	11,918	9,890	7,955	14,810	11,648	
Exchange rate differences in cash and cash equivalents	-49	-426	-514	-230	-198	2	-64	-174	-195	-145	
Cash and cash equivalents at end of period	1,107	9,604	9,890	9,604	11,389	12,910	11,918	9,890	7,955	14,810	

<sup>&</sup>lt;sup>1</sup> Net investments and change in working capital related to rental of vehicles during the first quarter of 2012 have been adjusted without impact on total cash flow. The negative impact on net investments and the positive impact from the change in working capital were overstated by SEK 247 m. This change was made in the June reporting.



#### Fair value of financial instruments

In Scania's balance sheet, items carried at fair value are mainly derivatives and current investments. Fair value is established according to various levels, defined in IFRS 13, that reflect the extent to which market values have been utilised. Current investments and cash and cash equivalents are carried according to Level 1, i.e. quoted prices in active markets for identical assets, and amounted to SEK 1,076 m. (1,076). Other assets that are carried at fair value refer to derivatives. These assets are carried according to Level 2, which is based on data other than the quoted prices that are part of Level 1 and refer to directly or indirectly observable market data, such as discount rate and credit risk. These items are carried under "Other non-current receivables", SEK 633 m. (705); "Other current receivables", SEK 255 m. (579); "Other non-current liabilities", SEK 249 m. (590); and "Other current liabilities", SEK 218 m. (466).

For financial instruments that are carried at accrued cost, fair value disclosures are provided in the table below. Fair value of financial instruments such as trade receivables, trade payables and other non-interest-bearing financial assets and liabilities that are recognised at accrued cost minus any impairment losses, is regarded as coinciding with the carrying amount

For further information about financial instruments, see Note 31 Financial instruments in Scania's Annual Report for 2012

Scania Group, SEK m.	30 Septen	nber 2013	30 September 2012		
	Total carrying amount	Total fair value	Total carrying amount	Total fair value	
Non-current interest-bearing receivables	22,830	22,967	22,099	22,166	
Current interest-bearing receivables	14,765	14,793	13,067	13,145	
Non-interest-bearing trade receivables <sup>2</sup>	6,215	6,215	5,730	5,730	
Current investments and Cash and cash equivalents	9,663	9,683	10,033	10,033	
Other non-current receivables <sup>1</sup>	1,062	1,062	1,145	1,145	
Other current receivables <sup>2</sup>	288	288	595	595	
Total assets	54,823	55,008	52,669	52,814	
Non-current interest-bearing liabilities	31,867	32,313	22,392	22,571	
Current interest-bearing liabilities	11,239	11,217	16,445	16,576	
Trade payables⁴	8,982	8,982	8,136	8,136	
Other non-current liabilities <sup>3</sup>	249	249	590	590	
Other current Iliabilities <sup>4</sup>	218	218	466	466	
Total liabilities	52,555	52,979	48,029	48,339	

<sup>&</sup>lt;sup>1</sup>Financial instruments included in the balance sheet under "Other non-current receivables", SEK 2,869 m. (2,818)

Financial assets and liabilities that have been offset against each other consists of loans receivable and payable. Gross amount totals SEK 1,327 m. (1,897) and SEK 1,285 m. (1,689). The amount that has been offset from the respective amounts to SEK 1,285 m. (1,689).

Financial assets and liabilities subject to offset consist of derivatives covered by legally binding master netting agreements. Of carrying amounts of assets and liabilities of SEK 888 m. (1,284) and SEK 467 m. (1,056), respectively, SEK 382 m. (701) is not offset in the balance sheet.

<sup>&</sup>lt;sup>2</sup>Financial instruments included in the balance sheet under "Other current receivables", SEK 10,435 m. (9,498)

<sup>&</sup>lt;sup>9</sup>Financial instruments included in the balance sheet under "Other non-current liabilities", SEK 5,330 m. (5,474)

<sup>&</sup>lt;sup>4</sup>Financial instruments included in the balance sheet under "Other current liabilities", SEK 21,172 m. (19,171)



# Number of employees

	2013			2012			
	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
Production and corporate units	19,056	18,732	17,619	17,792	17,776	17,373	17,194
Research and development	3,580	3,550	3,529	3,509	3,480	3,465	3,427
Sales and service companies	17,380	17,121	16,840	16,605	16,649	16,294	16,079
Vehicles and Services	40,016	39,403	37,988	37,906	37,905	37,132	36,700
Financial Services	723	713	702	691	675	670	666
Total number of employees	40,739	40,116	38,690	38,597	38,580	37,802	37,366



## Quarterly data, units by geographic area

	2013			2012				
	Q3	Q2	Q1	Full year	Q4	Q3	Q2	Q1
Order bookings, trucks								
Europe	11,267	9,970	8,034	28,695	7,470	6,136	7,970	7,119
Eurasia	1,611	1,882	1,556	6,801	1,323	1,743	2,319	1,416
America **	4,131	5,757	5,785	18,833	7,308	5,003	3,730	2,792
Asia	2,540	1,970	2,047	8,362	1,335	1,629	3,141	2,257
Africa and Oceania	926	1,115	814	3,194	741	926	876	651
Total	20,475	20,694	18,236	65,885	18,177	15,437	18,036	14,235
Trucks delivered								
Europe	6,864	7,758	6,454	27,720	8,396	5,835	6,638	6,851
Eurasia	1,610	1,746	1,200	6,798	2,368	1,607	1,687	1,136
America**	5,512	6,648	5,481	15,391	5,472	3,388	2,801	3,730
Asia	1,541	2,262	1,689	8,089	1,750	1,460	2,479	2,400
Africa and Oceania	920	946	731	3,053	833	746	742	732
Total	16,447	19,360	15,555	61,051	18,819	13,036	14,347	14,849
Order bookings, buses*								
Europe	187	336	261	1,032	348	193	180	311
Eurasia	227	192	361	178	25	13	88	52
America **	426	679	992	3,016	677	788	939	612
Asia	268	483	621	1,250	297	306	230	417
Africa and Oceania	226	180	316	584	101	188	113	182
Total	1,334	1,870	2,551	6,060	1,448	1,488	1,550	1,574
Buses delivered*								
Europe	274	289	159	1,312	267	380	382	283
Eurasia	322	227	100	198	56	54	49	39
America **	616	677	736	2,738	859	874	433	572
Asia	383	319	206	1,304	277	322	362	343
Africa and Oceania	202	170	182	798	244	181	221	152
Total	1,797	1,682	1,383	6,350	1,703	1,811	1,447	1,389

<sup>\*</sup> Including body-built buses and coaches.

<sup>\*\*</sup> Refers to Latin America



# Parent Company Scania AB, financial statements

	Nine months			
Amounts in SEK m. unless otherwise stated	EUR m.	2013	2012	Full year 2012
Income statement				
Financial income and expenses*	4	31	50	4,063
Allocations*	_	-	_	-63
Income taxes	-	-	-	0
Net income	4	31	50	4,000
		2013	2012	2012
	EUR m.	30 Sep	30 Sep	31 Dec
Balance sheet				
Assets				
Financial non-current assets				
Shares in subsidiaries	972	8,435	8,401	8,401
Current assets				
Due from subsidiaries	484	4,198	4,051	8,001
Total assets	1,456	12,633	12,452	16,402
Equity and liabilities				
Equity	1,456	12,633	12,452	16,402
Tax liabilities	-	-		
Total shareholders' equity and liabilities	1,456	12,633	12,452	16,402
		2013	2012	2012
	EUR m.	30 Sep	30 Sep	31 Dec
	LOIT III.	эо оср	оо оср	31 DCC
Statement of changes in equity				
Equity, 1 January	1,891	16,402	16,402	16,402
Total comprehensive income	4	31	50	4,000
Dividend	-439	-3,800	-4,000	-4,000
Equity	1,456	12,633	12,452	16,402

<sup>\*</sup>Full year 2012 has been adjusted according to RFR 2