

# Scania Interim Report January–June 2012

## Summary of the first six months of 2012

- Operating income fell to SEK 4,257 m. (6 652), and earnings per share fell to SEK 4.06 (6.18)
- Net sales decreased by 10 percent to SEK 39,338 m. (43,665)
- Cash flow amounted to SEK 1,769 m (3,218) in Vehicles and Services

## Comments by Leif Östling, President and CEO

“Scania's earnings for the first half of 2012 amounted to SEK 4,257 m. Lower vehicle volume and lower capacity utilisation pulled down earnings. Scania has continued to expand its sales and service organisation, enlarge its technical production capacity and invest in development projects, which means a higher level of costs. Order bookings for trucks during the second quarter of 2012 increased compared to the preceding quarter. Order bookings in Europe improved somewhat compared to the first quarter of 2012 but remains at a low level. In Brazil, deliveries decreased during the second quarter compared to the first quarter of the year. Due to the transition to Euro 5 and a weaker economy, demand is at a lower level than during the strong years 2010 and 2011. In Russia, order bookings improved sharply during the second quarter. Order bookings in the Middle East rose somewhat from a very low level in the previous quarters. Demand in China was favourable due to

increased interest in Scania's products and services. Order bookings for buses remained at the low level from the first quarter and weakened further in Europe while increasing in Latin America. Engines noted lower order bookings in all regions during the second quarter, mainly from original equipment manufacturers (OEMs). Demand for services is generally at a high level. However, in Europe, lower economic activity is having a negative impact on demand for services, which is partly offset by the ageing vehicle population. Scania believes that there is a growing replacement need, given the high truck deliveries in Europe during 2005-2008 followed by low truck deliveries in recent years. Despite improved order bookings for trucks compared to the previous quarters, the market outlook is difficult to judge. This imposes strict demands for flexibility in Scania's production and sales and service organisation.”

## Financial overview

	First six months			Q2			
	2012	2011	Change, %	2012	2011	Change, %	
<b>Trucks and buses, units</b>							
Order bookings	35,395	42,103	-16	19,586	22,646	-14	
Deliveries	32,032	40,300	-21	15,794	21,235	-26	
<b>Net sales and earnings</b>	<i>EUR m.*</i>						
Net sales, Scania Group, SEK m.	4,488	39,338	43,665	-10	19,211	22,973	-16
Operating income, Vehicles and Services, SEK m.	450	3,944	6,414	-39	1,752	3,182	-45
Operating income, Financial Services, SEK m.	36	313	238	32	182	131	39
Operating income, SEK m.	486	4,257	6,652	-36	1,934	3,313	-42
Income before taxes, SEK m.	488	4,275	6,828	-37	1,880	3,346	-44
Net income for the period, SEK m.	371	3,249	4,947	-34	1,455	2,433	-40
Operating margin, %	10.8	15.2		10.1	14.4		
Return on equity, %	23.1	35.0					
Return on capital employed, Vehicles and Services, %	29.2	44.2					
Earnings per share, SEK	0.46	4.06	6.18	-34	1.82	3.04	-40
Cash flow, Vehicles and Services	202	1,769	3,218	-45	6	2,089	-100

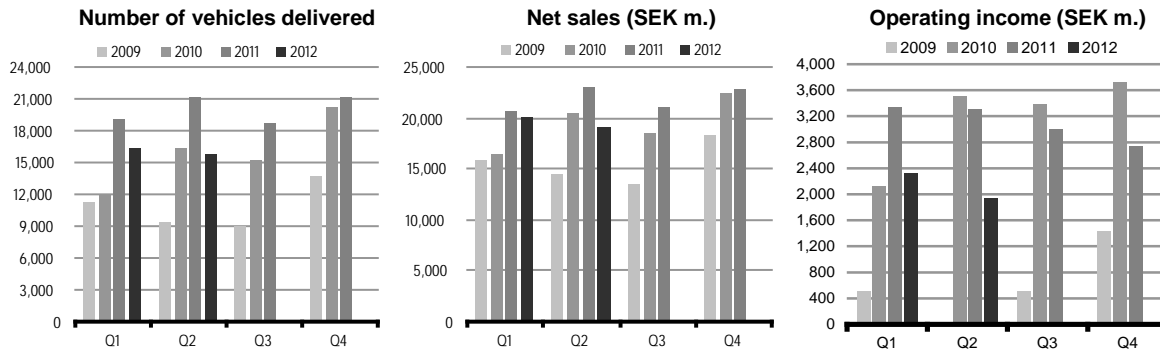
Number of shares: 800 million

\* Translated to EUR solely for the convenience of the reader at a closing day rate of SEK 8.766 = EUR 1.00.

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

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

## Business overview



### Martin Lundstedt new President and CEO

In June, the Board of Directors of Scania appointed Martin Lundstedt as the new President and Chief Executive Officer of Scania AB. He takes up his new position on 1 September 2012 and succeeds Leif Östling, who has been appointed a member of the Board of Management of Volkswagen AG. Lundstedt is currently Scania's Executive Vice President and Head of Franchise and Factory Sales. He joined the company in 1992 and has held various senior positions including head of Scania's industrial operations in France from 2001 to 2005 and Senior Vice President, Trucks until 2007, when he assumed his current position.

### Other changes in the Executive Board

Other changes in the Executive Board will take effect from 1 September 2012. Per Hallberg, currently Head of Research and Development, Purchasing, has been appointed Head of Production and Logistics. He succeeds Anders Nielsen, who has been appointed Chief Executive Officer of MAN Truck & Bus AG. Dr. Harald Ludanek will be a new member of the Executive Board and Head of Research & Development. Ludanek is currently Head of Vehicle Development at Volkswagen AG.

Henrik Henriksson has been appointed a new member of the Executive Board and Head of Franchise and Factory Sales. Henriksson is currently Senior Vice President, Trucks at Scania. In a new position on the Executive Board, Andrea Fuder has been appointed Head of Purchasing. Fuder is currently Head of Group Purchasing Interior at Volkswagen AG.

Kent Conradson will also take up a new position on the Executive Board, Head of Human Resources. He is currently Senior Vice President, Human Resources Support at Scania. Jan Ytterberg, Chief Financial Officer, and Christian Levin, Head of Sales and Services Management will remain in their current positions.

### Sales performance

During the first half of 2012, total deliveries decreased by 21 percent to 32,032 (40,300) vehicles, compared to the same period of 2011. Net sales fell by 10 percent to SEK 39,338 m. (43,665). Currency rate effects had essentially no impact on sales.

Order bookings decreased by 16 percent to 35,395 (42,103) vehicles, compared to the first half of 2011.

During the second quarter, deliveries fell by 26 percent to 15,794 (21,235) vehicles and net sales decreased to SEK 19,211 m. (22,973), a decline of 16 percent. Currency rate effects had essentially no impact on sales. Order bookings decreased by 14 percent to 19,586 (22,646) vehicles.

### Services

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. To some extent, this offsets the lower economic activity in Europe. Service demand in southern areas was significantly lower than in northern Europe. Outside Europe, service volume grew in all regions during the first half of 2012. Scania is continuing to expand its sales and service organisation and during the second quarter, Scania acquired 51 percent of the distributor in Iraq, in order to strengthen its presence in the country.

**Investment in India**

To facilitate manufacturing of complete trucks on a local basis and to shorten lead times, 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. 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 of 2012, 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 at the same level as 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 vehicles. Demand for Euro 6 trucks before 31 December 2013 will thus depend, among other things, on potential support and subsidies to hauliers.

**The truck market**

Order bookings for trucks during the second quarter of 2012 increased compared to the previous quarter. Order bookings in Europe, including the markets in southern Europe, improved somewhat compared to the first quarter of 2012, but remains at a low level.

In Brazil, deliveries decreased during the second quarter compared to the first quarter of the year. Due to the transition to Euro 5 and a weaker economy, demand is at a lower level than during the strong years 2010 and 2011. In Russia, order bookings rose sharply during the second quarter compared to the first quarter of the year.

Order bookings in the Middle East rose somewhat, including in Turkey, compared to the previous quarters, which were characterised by a very low level. In China, there is an increasing interest in Scania's high quality products and services. Awareness is increasing among customers in the Chinese market and elsewhere about the value of investing in high quality products and services, since they contribute to improved uptime and thus higher profitability.

Despite improved order bookings for trucks compared to the previous quarters, the market outlook is difficult to judge.

**Order bookings**

Scania's order bookings during the first half of 2012 amounted to 32,271 (37,817) trucks, a decline of 15 percent compared to the same period in 2011. During the second quarter, order bookings decreased by 12 percent to 18,036 (20,463) trucks. In Europe, order bookings fell by 11 percent to 7,970 (8,925) units during the second quarter. Compared to the second quarter of 2011, order bookings decreased in most markets. Order bookings rose in Great Britain and Norway. In Eurasia, order bookings fell compared to the second quarter of last year to 2,319 (2,730) trucks, with a downturn in Russia and an upturn in Ukraine. In Latin America, order bookings were essentially unchanged at 3,730 (3,682) trucks.

Order bookings in Asia fell to 3,141 (4,345) units compared to the second quarter of 2011, mainly attributable to the Middle East and Taiwan. In Africa and Oceania, order bookings amounted to 876 (781) units, an upturn of 12 percent. Order bookings increased in north African markets, which explained the upturn.

**Deliveries**

Scania's truck deliveries decreased by 20 percent to a total of 29,196 (36,568) units during the first half of 2012 compared to the same period in 2011. During the second quarter, deliveries fell by 25 percent to 14,347 (19,006) trucks. In Europe, deliveries decreased by 20 percent compared to the second quarter of 2011, with downturns in several markets and especially in France, the Nordic countries and Italy. In Eurasia, deliveries decreased by 13 percent to 1,687 (1,929) trucks.

Latin America accounted for nearly half of the downturn in Scania's total deliveries. Deliveries fell by 42 percent to 2,801 (4,792) units compared to the second quarter of 2011. Compared to the first quarter of 2012, deliveries decreased by 25 percent. Deliveries in Brazil during the second quarter only consisted of Euro 5 trucks. Deliveries in Brazil were supported by some 1,700 Euro 3 trucks during the first quarter of 2012. In Asia, deliveries fell by 24 percent compared to the second quarter of last year to 2,479 (3,259) trucks. The downturn was mainly related to the Middle East.

#### Net sales

Net sales of trucks decreased by 15 percent to SEK 24,417 m. (28,875) during the first half of 2012. During the second quarter, sales decreased by 22 percent to SEK 11,764 m. (15,165).

#### 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 6 percent to about 114,900 units during the first half of 2012. Scania truck registrations amounted to some 15,100 units, equivalent to a market share of about 13.1 (14.3) percent.

Scania trucks	Order bookings			Deliveries		
	6 months	6 months	Change,	6 months	6 months	Change,
	2012	2011	%	2012	2011	%
Europe	15,089	16,510	-9	13,489	16,525	-18
Eurasia	3,735	3,860	-3	2,823	3,242	-13
America*	6,522	8,263	-21	6,531	8,653	-25
Asia	5,398	7,676	-30	4,879	6,673	-27
Africa and Oceania	1,527	1,508	1	1,474	1,475	0
Total	32,271	37,817	-15	29,196	36,568	-20

\*Refers to Latin America

## The bus and coach market

#### Order bookings

Order bookings for buses and coaches weakened during the first half compared to the end of 2011, attributable to Europe and Asia. Scania does not see any signs of improvement and therefore issued redundancy notices to 142 employees at its production unit in Poland at the end of the second quarter. The facility in Słupsk, Poland produces fully-built (bodied) buses and chassis, mainly for the European market.

Scania's order bookings for buses and coaches decreased by 27 percent overall to 3,124 (4,286) units during the first half of 2012 compared to the same period in 2011. During the second quarter, order bookings decreased by 29 percent to 1,550 units. In Europe, order bookings decreased by 64 percent compared to the second quarter of 2011. The downturn was due to a major order in Denmark last year and to downturns in Spain and Great Britain.

Order bookings in Latin America improved during the second quarter. Compared to the second quarter of 2011, order bookings rose by 34 percent and the upturn was mainly attributable to a major order for 231 buses to Santiago, Chile. The order to Chile will be delivered during the third quarter of 2012.

In Asia, order bookings decreased by 65 percent compared to the second quarter of 2011, mainly attributable to the Middle East and Taiwan. Order bookings in Africa and Oceania decreased by 58 percent, with downturns in Australia and South Africa.

#### Deliveries

Scania's bus and coach deliveries totalled 2,836 (3,732) units during the first half of 2012. During the second quarter, deliveries decreased by 35 percent to 1,447 (2,229) units compared to the year-earlier period. In Europe, deliveries fell by 20 percent compared to the second quarter of 2011. Deliveries were down by 43 percent in Latin America. In Asia, deliveries decreased by 48 percent and deliveries of buses and coaches in Africa and Oceania fell by 22 percent.

## Net sales

Net sales of buses and coaches fell by 14 percent to SEK 3,305 m. (3,858) during the first half of 2012. Sales decreased by 25 percent to SEK 1,856 m. (2,460) during the second quarter.

Scania buses and coaches	Order bookings			Deliveries		
	6 months	6 months	Change,	6 months	6 months	Change,
	2012	2011	%	2012	2011	%
Europe	491	1,026	-52	665	776	-14
Eurasia	140	51	175	88	37	138
America*	1,551	1,540	1	1,005	1,324	-24
Asia	647	1,298	-50	705	1,209	-42
Africa and Oceania	295	371	-20	373	386	-3
<b>Total</b>	<b>3,124</b>	<b>4,286</b>	<b>-27</b>	<b>2,836</b>	<b>3,732</b>	<b>-24</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, for which deliveries started 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.

During the second quarter, Scania launched its new V8 16-litre marine engine, which with a maximum capacity of 1,000 horsepower is the most powerful in its class. This opens up opportunities for Scania to compete in engine segments which have a larger swept volume than 16 litres.

### Order bookings

Overall order bookings for engines increased by 4 percent to 4,008 (3,856) units during the first half of 2012. During the second quarter, order bookings decreased by 17 percent to 1,715 (2,058) units. Compared to the second quarter of 2011, the downturn was attributable to Europe and Latin America. Compared to the first quarter of 2012, order bookings decreased by 25 percent, with a downturn in all regions. The downturn was mainly related to decreased demand from original equipment manufacturers (OEMs).

### Deliveries

Engine deliveries rose by 22 percent to 3,796 (3,117) units during the first half of 2012. The increase was mainly related to Great Britain, South Korea and Germany. During the second quarter, deliveries increased by 15 percent to 1,882 (1,637) engines.

### Net sales

During the first half of 2012, sales increased to SEK 666 m. (541). During the second quarter, sales increased by 12 percent to SEK 319 m. (285).

## Services

### Increasing volume outside Europe

Service revenue rose by 4 percent to SEK 8,648 m. (8,330) during the first half of 2012. Higher prices had a positive impact, as did higher volume of workshop hours. In local currencies, the upturn in revenue was 3 percent.

During the second quarter, service revenue increased by 3 percent to SEK 4,222 m. (4,111). The increase was the same in local currencies. In Europe, service revenue decreased by 2 percent to SEK 2,820 m. (2,881) compared to the second quarter of 2011. The downturn was mainly attributable to southern

Europe. In Latin America, revenue increased by 8 percent to SEK 622 m. (578) and revenue in Asia grew by 11 percent to SEK 324 m. (292). In Africa and Oceania, service revenue increased to SEK 302 m. (250) and in Eurasia revenue increased to SEK 154 m. (110).

## Earnings

### Vehicles and services

#### First half of 2012

Operating income in Vehicles and Services totalled SEK 3,944 m. (6,414) during the first six months of 2012. Lower vehicle deliveries and lower capacity utilisation pulled down earnings, as did higher costs for future-related projects.

Scania's research and development expenditures amounted to SEK 2,722 m. (2,292). After adjusting for SEK 290 m. (169) in capitalised expenditures and SEK 104 m. (82) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 2,536 m. (2,205).

Compared to the first six months of 2011, the total currency rate effect was positive and amounted to about SEK 325 m.

#### The second quarter of 2012

Operating income in Vehicles and Services totalled SEK 1,752 m. (3,182) during the second quarter of 2012. Lower vehicle deliveries and lower capacity utilisation pulled down earnings as did higher costs for future-related projects. Lower prices also had a negative effect on margins.

Scania's research and development expenditures amounted to SEK 1,416 m. (1,171). After adjusting for SEK 154 m. (86) and SEK 51 (41) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 1,313 m. (1,126).

Compared to the second quarter of 2011, the total currency rate effect was positive and amounted to about SEK 160 m.

## Financial Services

### Customer finance portfolio

At the end of the first half of 2012, the size of Scania's customer finance portfolio amounted to SEK 43.1 billion, which represented an increase of SEK 0.8 billion since the end of 2011. In local currencies, the portfolio increased by SEK 1.6 billion, equivalent to 4 percent.

### Penetration rate

The penetration rate was 37 (34) percent during the first half 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 313 m. (238) during the first half of 2012, compared to the corresponding period in 2011. The improved earnings were due to a larger portfolio and to some extent better margins.

## Scania Group

In the first half of 2012, Scania's operating income amounted to SEK 4,257 m. (6,652). Operating margin amounted to 10.8 (15.2) percent. Scania's net financial items amounted to SEK 18 m. (176). Net interest items amounted to SEK 127 m. (98). Net interest items were favourably affected by a higher average net cash position in Vehicles and Services, compared to the previous year. Other financial income and expenses amounted to SEK -109 m. (78). This included SEK -56 m. (101) in valuation effects related to financial instruments where hedge accounting was not applied.

The Scania Group's tax expense amounted to SEK 1,026 m. (1,881), equivalent to 24.0 (27.6) percent of income before taxes. Net income for the period totalled SEK 3,249 m. (4,947), equivalent to a net margin of 8.3 (11.3) percent. Earnings per share amounted to SEK 4.06 (6.18).

## Cash flow

### Vehicles and Services

Scania's cash flow in Vehicles and Services amounted to SEK 1,769 m. (3,218) during the first half of 2012. Tied-up working capital increased by SEK 299, mainly due to a higher inventory level of components and used vehicles.

Net investments amounted to SEK 1,689 m. (1,419), including SEK 290 m. (169), in capitalisation of development expenses. At the end of the first half of 2012, the net cash position in Vehicles and Services amounted to SEK 7,999 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 -1,273 m. (-2,768) during the first half of 2012 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 3.2 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 34 m. (27) during the first half of 2012.

## Miscellaneous

### The number of employees

At the end of the second quarter of 2012 the number of employees totalled 37,802, compared to 36,941 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 second quarter of 2012, obligations related to residual value or repurchases amounted to about SEK 8.1 billion compared to SEK 7.8 billion at 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.

**Dividend**

Scania's Annual General Meeting on 4 May 2012 approved a dividend for 2011 of SEK 5.00 (5.00) per share. A total of SEK 4,000 m. was transferred to the shareholders.

The Board of Directors declares that this interim report provides a true and fair overview of the Parent Company's and the Group's operations, financial position and performance, and describes the material risks and uncertainties facing the Parent Company and other companies in the Group.

Södertälje, 20 July 2012

Martin Winterkorn  
Chairman

Jochem Heizmann  
Vice Chairman

Helmut Aurenz  
Board member

Åsa Thunman  
Board member

Peter Abele  
Board member

Francisco J. Garcia Sanz  
Board member

Ferdinand K. Piëch  
Board member

Hans Dieter Pötsch  
Board member

Peter Wallenberg Jr  
Board member

Johan Järvklo  
Board member

Håkan Thurffjell  
Board member

Leif Östling  
Board member  
President and CEO



# Review report

To the Board of Directors of Scania AB (publ)

## Introduction

We have reviewed the summary interim financial information (Interim Report) of Scania AB (publ) for the period from 1 January 2012 to 30 June 2012. The Board of Directors and the President are responsible for the presentation of this interim report in compliance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

## The focus and scope of the review

We conducted our review in accordance with the Standard on Review Engagements, (SÖG) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Federation of Authorised Public Accountants (FAR SRS). A review of the interim report consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is substantially smaller in scope than an audit conducted in accordance with International Standards on Auditing (ISA) and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Accordingly, the conclusion expressed based on a review does not constitute the same level of assurance as a conclusion based on an audit.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the Interim Report, in all material respects, is not prepared for the Group in compliance with IAS 34 and the Swedish Annual Accounts Act and for the Parent Company in compliance with the Swedish Annual Accounts Act.

Stockholm, 20 July 2012  
Ernst & Young AB

Lars Träff  
Authorised Public Accountant

# 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 11.30 CET on 20 July 2012. A telephone conference will also be held at 14.00 CET. Information about participation is available on [www.scania.com](http://www.scania.com).

### Calendar 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 Interim Report for January-March 2012 stated the following:

"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. 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. 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."

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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 20 July 2012.

## Consolidated income statements, condensed

Amounts in SEK m. unless otherwise stated	First half		Change in %	Q2		Full year 2011	Jul 11 - Jun 12	
	EUR m.*	2012		2011	2012			2011
<b>Vehicles and Services</b>								
Net sales	4,488	39,338	43,665	-10	19,211	22,973	87,686	83,359
Cost of goods sold	-3,273	-28,688	-31,045	-8	-14,012	-16,625	-63,163	-60,806
<b>Gross income</b>	<b>1,215</b>	<b>10,650</b>	12,620	-16	<b>5,199</b>	6,348	24,523	22,553
Research and development expenses	-289	-2,536	-2,205	15	-1,313	-1,126	-4,440	-4,771
Selling expenses	-414	-3,627	-3,356	8	-1,897	-1,784	-7,014	-7,285
Administrative expenses	-64	-563	-655	-14	-250	-262	-1,204	-1,112
Share of income from associated companies and joint ventures	2	20	10	100	13	6	16	26
<b>Operating income, Vehicles and Services</b>	<b>450</b>	<b>3,944</b>	6,414	-39	<b>1,752</b>	3,182	11,881	9,411
<b>Financial Services</b>								
Interest and lease income	266	2,334	2,093	12	1,180	1,070	4,372	4,613
Interest and depreciation expenses	-183	-1,600	-1,461	10	-805	-738	-3,023	-3,162
Interest surplus	83	734	632	16	375	332	1,349	1,451
Other income and expenses	4	27	27	0	14	16	81	81
<b>Gross income</b>	<b>87</b>	<b>761</b>	659	15	<b>389</b>	348	1,430	1,532
Selling and administrative expenses	-37	-327	-292	12	-165	-150	-615	-650
Bad debt expenses, realized and anticipated	-14	-121	-129	-6	-42	-67	-298	-290
<b>Operating income, Financial Services</b>	<b>36</b>	<b>313</b>	238		<b>182</b>	131	517	592
<b>Operating income</b>	<b>486</b>	<b>4,257</b>	6,652	-36	<b>1,934</b>	3,313	12,398	10,003
Interest income and expenses	14	127	98	30	37	62	261	290
Other financial income and expenses	-12	-109	78		-91	-29	-47	-234
<b>Total financial items</b>	<b>2</b>	<b>18</b>	176	-90	<b>-54</b>	33	214	56
<b>Income before taxes</b>	<b>488</b>	<b>4,275</b>	6,828	-37	<b>1,880</b>	3,346	12,612	10,059
Taxes	-117	-1,026	-1,881	-45	-425	-913	-3,190	-2,335
<b>Net income for the period</b>	<b>371</b>	<b>3,249</b>	4,947	-34	<b>1,455</b>	2,433	9,422	7,724
<b>Other comprehensive income:</b>								
Exchange rate differences	-70	-613	-76		-402	424	-719	-1,256
Cash flow hedges								
gains/losses arising during the period	0	1	29		-4	9	62	34
reclassification to operating income	-	4	-1		3	-1	-12	-7
Actuarial gains/losses on pensions	0	0	-366		-	-366	-356	10
Income tax relating to components of other comprehensive income	0	-2	99		-4	105	79	-22
<b>Other comprehensive income for the period</b>	<b>-70</b>	<b>-610</b>	-315		<b>-407</b>	171	-946	-1,241
<b>Total comprehensive income for the period</b>	<b>301</b>	<b>2,639</b>	4,632		<b>1,048</b>	2,604	8,476	6,483
Net income attributable to:								
Scania shareholders	371	3,249	4,947		1,455	2,433	9,422	7,724
Non-controlling interest	0	0	0		0	0	0	0
Total comprehensive income attributable to:								
Scania shareholders	301	2,639	4,632		1,048	2,604	8,476	6,483
Non-controlling interest	0	0	0		0	0	0	0
Depreciation included in operating income	-150	-1,311	-1,306		-676	-668	-2,630	-2,635
Earnings per share, SEK (no dilution) <sup>1</sup>		4.06	6.18		1.82	3.04	11.78	9.66
Return on equity, percent <sup>1,2</sup>		23.1	35.0				29.5	
Operating margin, percent		10.8	15.2		10.1	14.4	14.1	12.0

<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 8.7660 = EUR 1.00.

## Net sales and deliveries, Vehicles and Services

Amounts in SEK m. unless otherwise stated	First half		Change in %	Q2		Full year 2011	Jul 11 - Jun 12	
	EUR m.	2012		2011	2012			2011
<b>Net sales</b>								
Trucks	2,785	<b>24,417</b>	28,875	-15	<b>11,764</b>	15,165	57,632	53,174
Buses *	377	<b>3,305</b>	3,858	-14	<b>1,856</b>	2,460	8,206	7,653
Engines	76	<b>666</b>	541	23	<b>319</b>	285	1,179	1,304
Service-related products	987	<b>8,648</b>	8,330	4	<b>4,222</b>	4,111	17,048	17,366
Used vehicles	255	<b>2,234</b>	2,092	7	<b>1,159</b>	1,051	4,313	4,455
Miscellaneous	115	<b>1,012</b>	1,004	1	<b>534</b>	591	1,907	1,915
Delivery sales value	4,595	<b>40,282</b>	44,700	-10	<b>19,854</b>	23,663	90,285	85,867
Revenue deferrals <sup>1</sup>	-107	<b>-944</b>	-1,035	-9	<b>-643</b>	-690	-2,599	-2,508
Net sales	4,488	<b>39,338</b>	43,665	-10	<b>19,211</b>	22,973	87,686	83,359
<b>Net sales <sup>2</sup></b>								
Europe	2,401	<b>21,048</b>	23,091	-9	<b>10,328</b>	11,650	45,167	43,124
Eurasia	298	<b>2,611</b>	2,568	2	<b>1,498</b>	1,520	6,062	6,105
America **	952	<b>8,341</b>	10,076	-17	<b>3,513</b>	5,494	20,912	19,177
Asia	516	<b>4,521</b>	5,296	-15	<b>2,364</b>	2,795	10,174	9,399
Africa and Oceania	321	<b>2,817</b>	2,634	7	<b>1,508</b>	1,514	5,371	5,554
Net sales	4,488	<b>39,338</b>	43,665	-10	<b>19,211</b>	22,973	87,686	83,359
<b>Total delivery volume, units</b>								
Trucks		<b>29,196</b>	36,568	-20	<b>14,347</b>	19,006	72,120	64,748
Buses*		<b>2,836</b>	3,732	-24	<b>1,447</b>	2,229	7,988	7,092
Engines		<b>3,796</b>	3,117	22	<b>1,882</b>	1,637	6,960	7,639

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

<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

	2012			2011			
	EUR m.	Q2	Q1	Q4	Q3	Q2	Q1
Amounts in SEK m. unless otherwise stated							
<b>Vehicles and Services</b>							
Net sales	2,192	19,211	20,127	22,891	21,130	22,973	20,692
Cost of goods sold	-1,598	-14,012	-14,676	-16,860	-15,258	-16,625	-14,420
<b>Gross income</b>	<b>594</b>	<b>5,199</b>	5,451	6,031	5,872	6,348	6,272
Research and development expenses	-150	-1,313	-1,223	-1,251	-984	-1,126	-1,079
Selling expenses	-216	-1,897	-1,730	-1,921	-1,737	-1,784	-1,572
Administrative expenses	-29	-250	-313	-268	-281	-262	-393
Share of income in associated companies and joint ventures	1	13	7	-4	10	6	4
<b>Operating income, Vehicles and Services</b>	<b>200</b>	<b>1,752</b>	2,192	2,587	2,880	3,182	3,232
<b>Financial Services</b>							
Interest and lease income	134	1,180	1,154	1,162	1,117	1,070	1,023
Interest and depreciation expenses	-92	-805	-795	-798	-764	-738	-723
Interest surplus	42	375	359	364	353	332	300
Other income and expenses	2	14	13	41	13	16	11
<b>Gross income</b>	<b>44</b>	<b>389</b>	372	405	366	348	311
Selling and administrative expenses	-19	-165	-162	-169	-154	-150	-142
Bad debt expenses	-5	-42	-79	-82	-87	-67	-62
<b>Operating income, Financial Services</b>	<b>20</b>	<b>182</b>	131	154	125	131	107
<b>Operating income</b>	<b>220</b>	<b>1,934</b>	2,323	2,741	3,005	3,313	3,339
Interest income and expenses	4	37	90	65	98	62	36
Other financial income and expenses	-10	-91	-18	1	-126	-29	107
<b>Total financial items</b>	<b>-6</b>	<b>-54</b>	72	66	-28	33	143
<b>Income before taxes</b>	<b>214</b>	<b>1,880</b>	2,395	2,807	2,977	3,346	3,482
Taxes	-48	-425	-601	-675	-634	-913	-968
<b>Net income for the period</b>	<b>166</b>	<b>1,455</b>	1,794	2,132	2,343	2,433	2,514
Earnings per share, SEK *		1.82	2.24	2.67	2.93	3.04	3.14
Operating margin, in percent		10.1	11.5	12.0	14.2	14.4	16.1

\* Attributable to Scania shareholders' portion of net income

## Consolidated balance sheets by business segment, condensed

Amounts in SEK m.  
unless otherwise stated

	2012			2011			
	<i>EUR m.</i>	30 Jun	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	307	<b>2,688</b>	2,597	2,529	2,449	2,437	2,352
Tangible assets	2,303	<b>20,190</b>	20,248	20,286	20,240	20,130	19,925
Lease assets	631	<b>5,528</b>	5,162	5,406	4,969	4,862	4,339
Shares and participations	59	<b>514</b>	481	496	503	461	454
Interest-bearing receivables	18	<b>154</b>	207	109	49	51	60
Other receivables <sup>1,2</sup>	291	<b>2,547</b>	2,469	2,611	2,738	2,651	2,389
<b>Current assets</b>							
Inventories	1,743	<b>15,283</b>	14,447	14,522	15,468	14,953	14,265
Interest-bearing receivables	17	<b>159</b>	173	194	170	166	148
Other receivables <sup>3</sup>	1,041	<b>9,127</b>	8,960	9,906	10,387	10,512	9,705
Current investments	52	<b>454</b>	142	148	148	315	989
Cash and cash equivalents	871	<b>7,636</b>	14,578	11,320	8,823	6,289	7,184
<b>Total assets</b>	<b>7,333</b>	<b>64,280</b>	69,464	67,527	65,944	62,827	61,810
<b>Equity and liabilities</b>							
<b>Equity</b>							
Scania shareholders	3,249	<b>28,479</b>	31,502	30,004	28,206	26,269	27,874
Non-controlling interest	8	<b>70</b>	1	1	1	1	1
Total equity	3,257	<b>28,549</b>	31,503	30,005	28,207	26,270	27,875
<b>Interest-bearing liabilities</b>	28	<b>242</b>	2,688	1,418	1,666	94	53
<b>Non-current liabilities</b>							
Provisions for pensions	639	<b>5,598</b>	5,567	5,514	5,524	5,495	5,134
Other provisions	357	<b>3,133</b>	3,154	3,223	3,306	2,631	2,312
Other liabilities <sup>1,4</sup>	559	<b>4,900</b>	4,416	4,897	4,436	4,989	4,541
<b>Current liabilities</b>							
Provisions	183	<b>1,607</b>	1,630	1,593	1,534	1,533	1,489
Other liabilities <sup>5</sup>	2,310	<b>20,251</b>	20,506	20,877	21,271	21,815	20,406
<b>Total equity and liabilities</b>	<b>7,333</b>	<b>64,280</b>	69,464	67,527	65,944	62,827	61,810
<sup>1</sup> Including deferred tax							
<sup>2</sup> Including derivatives with positive value for hedging of borrowings							
	88	<b>773</b>	619	814	571	544	386
<sup>3</sup> Including derivatives with positive value for hedging of borrowings							
	15	<b>130</b>	223	621	478	517	1,032
<sup>4</sup> Including derivatives with negative value for hedging of borrowings							
	42	<b>371</b>	471	563	611	378	284
<sup>5</sup> Including derivatives with negative value for hedging of borrowings							
	43	<b>381</b>	364	307	234	245	249
Net cash (-) / Net debt (+) excl. provisions for pensions, incl. derivatives as above	-913	<b>-7,999</b>	-12,039	-10,615	-7,509	-6,948	-9,005

## Consolidated balance sheets by business segment, condensed

Amounts in SEK m. unless otherwise stated	2012			2011			
	EUR m.	30 Jun	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	14	15	15	16	17	18
Tangible assets	4	31	33	33	35	35	35
Lease assets	936	8,209	8,161	8,301	8,448	8,558	8,480
Financial receivables	2,453	21,501	21,325	20,931	19,852	18,763	16,972
Other receivables <sup>1</sup>	23	204	211	184	141	143	134
<b>Current assets</b>							
Financial receivables	1,525	13,367	13,251	13,003	11,987	11,908	11,504
Other receivables	108	945	925	1,057	820	957	824
Cash and cash equivalents	36	319	232	328	563	263	251
<b>Total assets</b>	<b>5,087</b>	<b>44,590</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	533	4,671	4,600	4,507	4,455	4,398	4,189
Total equity	533	4,671	4,600	4,507	4,455	4,398	4,189
<b>Interest-bearing liabilities</b>							
	4,332	37,976	37,681	37,375	35,407	34,247	32,060
<b>Non-current liabilities</b>							
Provisions for pensions	3	26	26	25	26	25	24
Other provisions	1	5	4	4	3	3	3
Other liabilities <sup>1</sup>	70	607	608	600	586	616	592
<b>Current liabilities</b>							
Provisions	0	4	4	4	4	3	16
Other liabilities	148	1,301	1,230	1,337	1,381	1,352	1,334
<b>Total equity and liabilities</b>	<b>5,087</b>	<b>44,590</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, condensed

Amounts in SEK m. unless otherwise stated	2012			2011			
	EUR m.	30 Jun	31 Mar	31 Dec	30 Sept	30 Jun	31 Mar
<b>Eliminations</b>							
<b>Assets</b>							
Lease assets	-174	-1,521	-1,572	-1,552	-1,482	-1,457	-1,454
Other current receivables	-57	-500	-473	-518	-618	-612	-620
Current investments	-34	-299	0	0	0	-205	-928
<b>Total assets</b>	<b>-265</b>	<b>-2,320</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	-231	-2,021	-2,045	-2,070	-2,100	-2,069	-2,074
Interest-bearing liabilities	-34	-299	0	0	0	-205	-928
<b>Total equity and liabilities</b>	<b>-265</b>	<b>-2,320</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	309	2,702	2,612	2,544	2,465	2,454	2,370
Tangible assets	2,307	20,221	20,281	20,319	20,275	20,165	19,960
Lease assets	1,393	12,216	11,751	12,155	11,935	11,963	11,365
Shares and participations	59	514	481	496	503	461	454
Interest-bearing receivables	2,471	21,655	21,532	21,040	19,901	18,814	17,032
Other receivables <sup>1,2</sup>	314	2,751	2,680	2,795	2,879	2,794	2,523
<b>Current assets</b>							
Inventories	1,743	15,283	14,447	14,522	15,468	14,953	14,265
Interest-bearing receivables	1,542	13,526	13,424	13,197	12,157	12,074	11,652
Other receivables <sup>3</sup>	1,092	9,572	9,412	10,445	10,589	10,857	9,909
Current investments	18	155	142	148	148	110	61
Cash and cash equivalents	907	7,955	14,810	11,648	9,386	6,552	7,435
<b>Total assets</b>	<b>12,155</b>	<b>106,550</b>	<b>111,572</b>	<b>109,309</b>	<b>105,706</b>	<b>101,197</b>	<b>97,026</b>
<b>Total equity and liabilities</b>							
<b>Equity</b>							
Scania shareholders	3,782	33,150	36,102	34,511	32,661	30,667	32,063
Non-controlling interest	8	70	1	1	1	1	1
<b>Total equity</b>	<b>3,790</b>	<b>33,220</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	2,376	20,825	23,219	19,011	18,764	26,829	22,185
Provisions for pensions	642	5,624	5,593	5,539	5,550	5,520	5,158
Other provisions	358	3,138	3,158	3,227	3,309	2,634	2,315
Other liabilities <sup>1,4</sup>	629	5,507	5,024	5,497	5,022	5,605	5,133
<b>Current liabilities</b>							
Interest-bearing liabilities	1,950	17,094	17,150	19,782	18,309	7,307	9,000
Provisions	183	1,611	1,634	1,597	1,538	1,536	1,505
Other liabilities <sup>5</sup>	2,227	19,531	19,691	20,144	20,552	21,098	19,666
<b>Total equity and liabilities</b>	<b>12,155</b>	<b>106,550</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							
	88	773	619	814	571	544	386
<sup>3</sup> Including derivatives with positive value for hedging of borrowings							
	15	130	223	621	478	517	1,032
<sup>4</sup> Including derivatives with negative value for hedging of borrowings							
	42	371	471	563	611	378	284
<sup>5</sup> Including derivatives with negative value for hedging of borrowings							
	43	381	364	307	234	245	249
Equity/assets ratio, percent		31.2	32.4	31.6	30.9	30.3	33.0



## Statement of changes in equity, condensed

Amounts in SEK m. unless otherwise stated	First half			Full year 2011
	EUR m.	2012	2011	
Equity, 1 January	3,937	<b>34,512</b>	30,036	30,036
Net income for the period	371	<b>3,249</b>	4,947	9,422
Other comprehensive income for the period	-70	<b>-610</b>	-315	-946
Dividend	-456	<b>-4,000</b>	-4,000	-4,000
Change in non-controlling interest <sup>1</sup>	8	<b>69</b>	0	0
<b>Total equity at the end of the period</b>	<b>3,790</b>	<b>33,220</b>	30,668	34,512
Attributable to:				
Scania AB shareholders	3,782	<b>33,150</b>	30,667	34,511
Non-controlling interest <sup>1</sup>	8	<b>70</b>	1	1

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

## Information about segments

Amounts in SEK m. unless otherwise stated	First half			Full year 2011	Jul 11 - Jun 12
	EUR m.	2012	2011		
Revenue from external customers, Vehicles and Services	4,488	<b>39,338</b>	43,665	87,686	83,359
Revenue from external customers, Financial Services	266	<b>2,334</b>	2,093	4,372	4,613
Elimination refers to lease income on operating leases	-101	<b>-881</b>	-866	-1,749	-1,764
<b>Revenue from external customers, Scania Group</b>	<b>4,653</b>	<b>40,791</b>	44,892	90,309	86,208
Operating income, Vehicles and Services	450	<b>3,944</b>	6,414	11,881	9,411
Operating income, Financial Services	36	<b>313</b>	238	517	592
<b>Operating income, Scania Group</b>	<b>486</b>	<b>4,257</b>	6,652	12,398	10,003

## Cash flow statement, condensed

Amounts in SEK m. unless otherwise stated	First half			2012		2011			
	EUR m.	2012	2011	Q2	Q1	Q4	Q3	Q2	Q1
<b>Operating activities</b>									
Income before taxes	488	4,275	6,828	1,880	2,395	2,807	2,977	3,346	3,482
Items not affecting cash flow	160	1,404	1,395	748	656	1,013	862	770	625
Taxes paid	-185	-1,623	-2,314	-557	-1,066	-608	-626	-524	-1,790
<b>Cash flow from operating activities before change in working capital</b>	463	4,056	5,909	2,071	1,985	3,212	3,213	3,592	2,317
of which: Vehicles and Services	429	3,757	5,606	1,872	1,885	3,031	3,022	3,424	2,182
Financial Services	34	299	303	199	100	181	191	168	135
Change in working capital etc., Vehicles and Services <sup>1</sup>	-34	-299	-969	-923	624	1,269	-1,257	-543	-426
<b>Cash flow from operating activities</b>	429	3,757	4,940	1,148	2,609	4,481	1,956	3,049	1,891
<b>Investing activities</b>									
Net investments, Vehicles and Services <sup>1</sup>	-193	-1,689	-1,419	-943	-746	-1,196	-1,117	-792	-627
Net investments in credit portfolio etc., Financial Services	-179	-1,572	-3,071	-834	-738	-3,280	-1,126	-1,743	-1,328
<b>Cash flow from investing activities</b>	-372	-3,261	-4,490	-1,777	-1,484	-4,476	-2,243	-2,535	-1,955
<b>Cash flow from Vehicles and Services</b>	202	1,769	3,218	6	1,763	3,104	648	2,089	1,129
<b>Cash flow from Financial Services</b>	-145	-1,273	-2,768	-635	-638	-3,099	-935	-1,575	-1,193
<b>Financing activities</b>									
Change in net debt from financing activities	17	151	360	-2,031	2,182	2,303	3,361	2,445	-2,085
Dividend to shareholders	-456	-4,000	-4,000	-4,000	-	-	-	-4,000	-
<b>Cash flow from financing activities</b>	-439	-3,849	-3,640	-6,031	2,182	2,303	3,361	-1,555	-2,085
<b>Cash flow for the period</b>	-382	-3,353	-3,190	-6,660	3,307	2,308	3,074	-1,041	-2,149
<b>Cash and cash equivalents at beginning of period</b>	1,329	11,648	9,807	14,810	11,648	9,386	6,552	7,435	9,807
<b>Exchange rate differences in cash and cash equivalents</b>	-40	-340	-65	-195	-145	-46	-240	158	-223
<b>Cash and cash equivalents at end of period</b>	907	7,955	6,552	7,955	14,810	11,648	9,386	6,552	7,435

<sup>1</sup> Net investments and change in working capital related to renting vehicles in cash flows during the first quarter of 2012 have been adjusted without impact on total cash flows. The negative impact on net investment and the positive impact from the change in working capital were overstated by SEK 247 m.

## Number of employees

	2012		2011			
	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
Production and corporate units	17,243	17,041	17,489	17,943	17,706	17,458
Research and development	3,465	3,427	3,327	3,253	3,127	3,013
Sales and service companies	16,424	16,232	16,038	15,909	15,496	15,191
<b>Vehicles and Services</b>	<b>37,132</b>	36,700	36,854	37,105	36,329	35,662
<b>Financial Services</b>	<b>670</b>	666	642	628	612	591
<b>Total number of employees</b>	<b>37,802</b>	37,366	37,496	37,733	36,941	36,253

## Quarterly data, units by geographic area

	2012		2011				
	Q2	Q1	Full year	Q4	Q3	Q2	Q1
<b>Order bookings, trucks</b>							
Europe	7,970	7,119	31,226	7,497	7,219	8,925	7,585
Eurasia	2,319	1,416	6,692	936	1,896	2,730	1,130
America **	3,730	2,792	16,651	3,703	4,685	3,682	4,581
Asia	3,141	2,257	11,496	1,361	2,459	4,345	3,331
Africa and Oceania	876	651	3,071	713	850	781	727
<b>Total</b>	<b>18,036</b>	14,235	69,136	14,210	17,109	20,463	17,354
<b>Trucks delivered</b>							
Europe	6,638	6,851	31,443	8,490	6,428	8,279	8,246
Eurasia	1,687	1,136	7,445	2,452	1,751	1,929	1,313
America**	2,801	3,730	17,632	4,658	4,321	4,792	3,861
Asia	2,479	2,400	12,485	2,282	3,530	3,259	3,414
Africa and Oceania	742	732	3,115	858	782	747	728
<b>Total</b>	<b>14,347</b>	14,849	72,120	18,740	16,812	19,006	17,562
<b>Order bookings, buses*</b>							
Europe	180	311	1,770	492	252	497	529
Eurasia	88	52	108	53	4	47	4
America **	939	612	3,139	594	1,005	703	837
Asia	230	417	2,011	352	361	664	634
Africa and Oceania	113	182	679	145	163	272	99
<b>Total</b>	<b>1,550</b>	1,574	7,707	1,636	1,785	2,183	2,103
<b>Buses delivered*</b>							
Europe	382	283	1,916	752	388	477	299
Eurasia	49	39	84	36	11	21	16
America **	433	572	3,272	1,036	912	757	567
Asia	362	343	2,065	435	421	692	517
Africa and Oceania	221	152	651	124	141	282	104
<b>Total</b>	<b>1,447</b>	1,389	7,988	2,383	1,873	2,229	1,503

\* Including body-built buses and coaches.

\*\* Refers to Latin America

## Parent Company Scania AB, financial statements, condensed

Amounts in SEK m. unless otherwise stated	First half			Full year
	EUR m.	2012	2011	2011
<b>Income statement</b>				
Financial income and expenses	4	34	27	4,001
Income taxes	-1	-9	-7	0
<b>Net income</b>	<b>3</b>	<b>25</b>	<b>20</b>	<b>4,001</b>

Amounts in SEK m. unless otherwise stated	EUR m.	2012	2011	2011
		30 Jun	30 Jun	31 Dec

### Balance sheet

#### Assets

##### Financial non-current assets

Shares in subsidiaries	958	8,401	8,401	8,401
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##### Current assets

Due from subsidiaries	461	4,035	4,027	8,001
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<b>Total assets</b>	<b>1,419</b>	<b>12,436</b>	<b>12,428</b>	<b>16,402</b>
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#### Equity and liabilities

Equity	1,418	12,427	12,421	16,402
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##### Current liabilities

Tax liabilities	1	9	7	-
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<b>Total shareholders' equity and liabilities</b>	<b>1,419</b>	<b>12,436</b>	<b>12,428</b>	<b>16,402</b>
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Amounts in SEK m. unless otherwise stated	EUR m.	2012	2011	2011
		30 Jun	31 Jun	31 Dec

### Statement of changes in equity

Equity, 1 January	1,871	16,402	16,401	16,401
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Total comprehensive income	3	25	20	4,001
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Dividend	-456	-4,000	-4,000	-4,000
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<b>Equity</b>	<b>1,418</b>	<b>12,427</b>	<b>12,421</b>	<b>16,402</b>
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