

Financial outlook

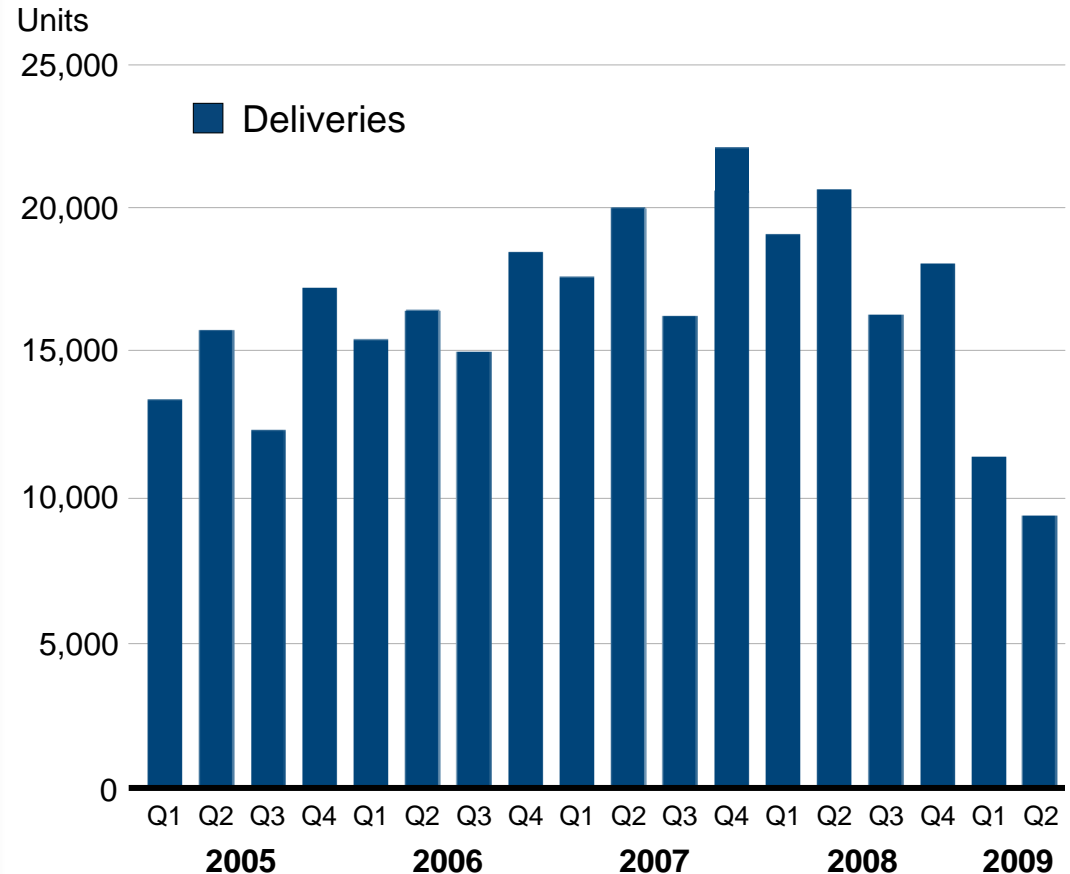
Jan Ytterberg, CFO



Volume trend

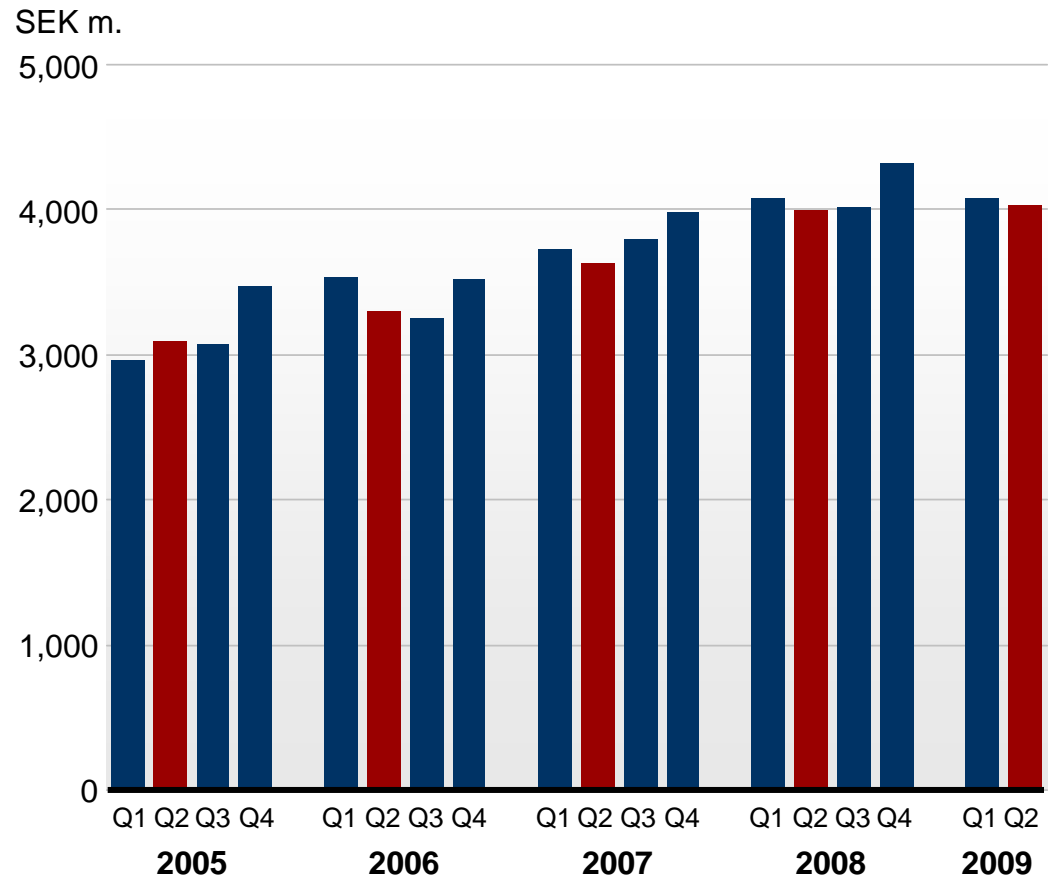
Total deliveries, trucks and buses

- Deliveries
-48% in H1
- Sizeable inventory reduction
- Q2 production rate **-70% y/y**



Service revenue

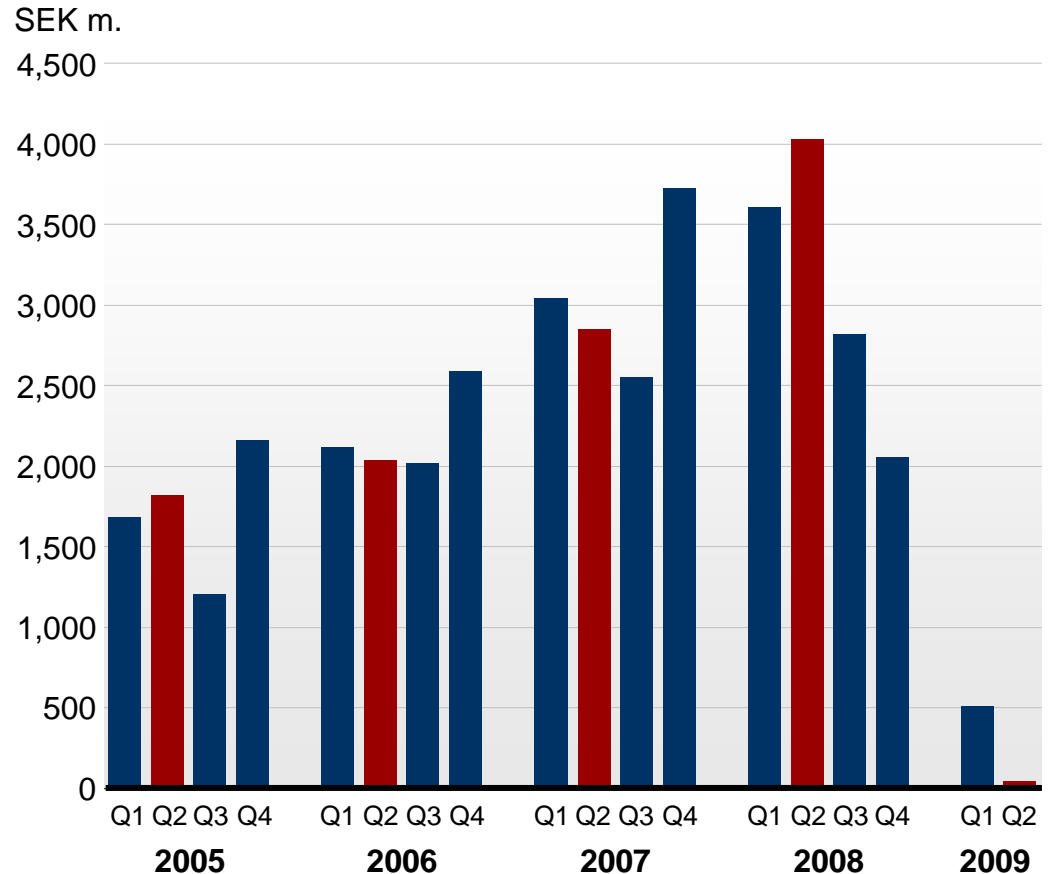
- Lower transport demand in H1
- Volume decrease **>10%**
- Positive impact from currency



Earnings trend

Operating income Scania Group

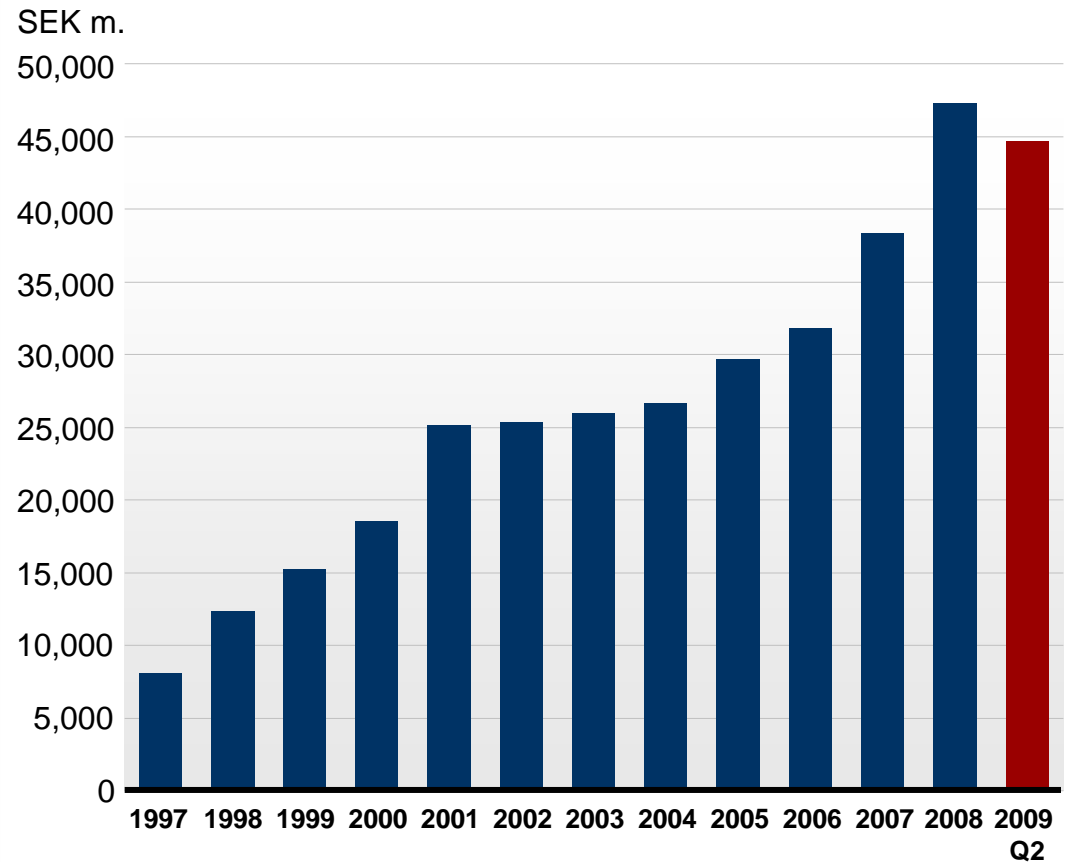
- Net sales **-34%**
- EBIT **-93%**
- Lower volume
- Low capacity utilisation



Volume trend

Credit portfolio, Financial Services

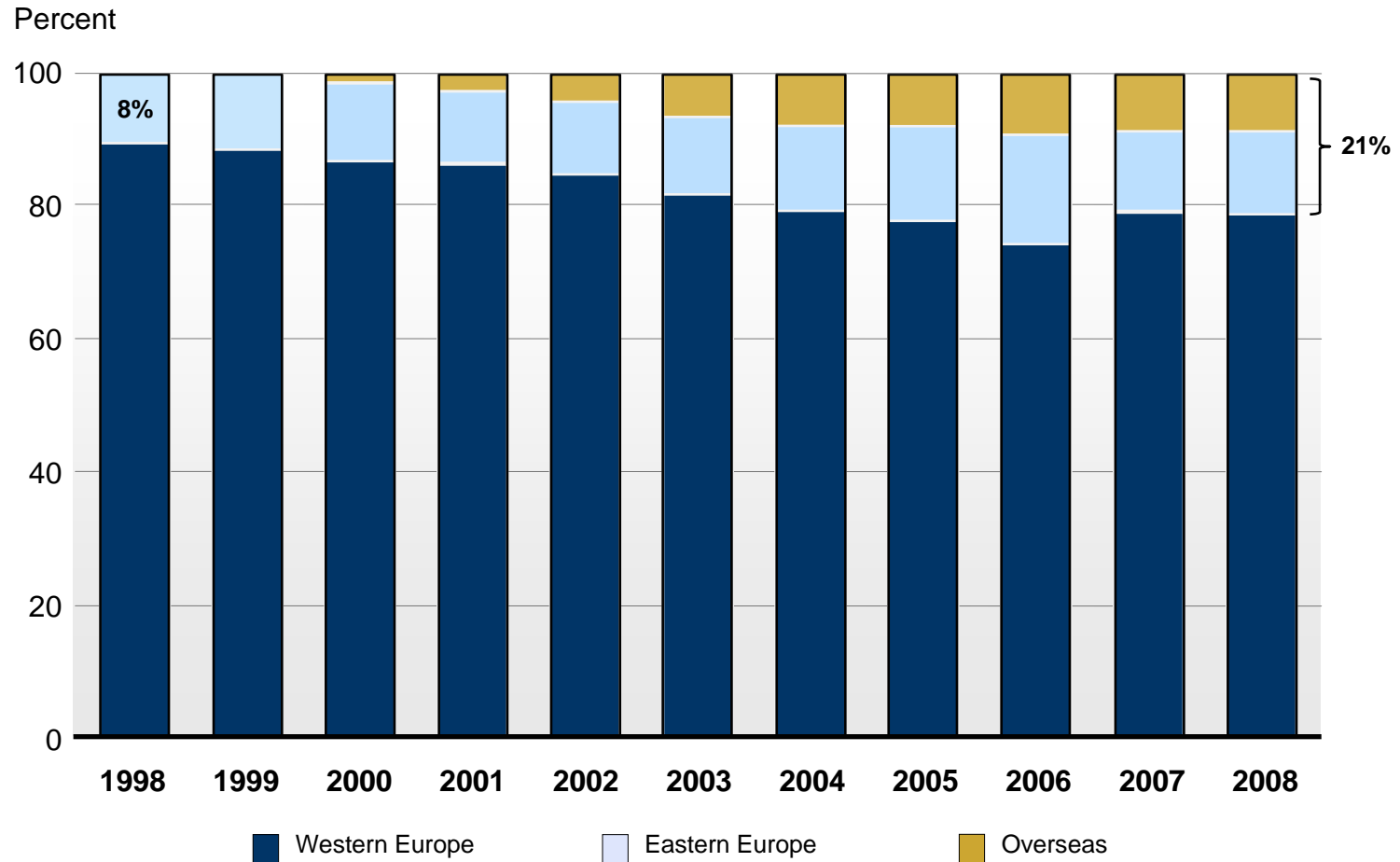
- Portfolio **-7%**, local currencies
- Increased bad debt provisions



Customer business environment

- Sharp volume decline
- Overcapacity and price pressure
- Credit crunch main driver of defaults in many markets, especially Eastern and Central Europe

Financing portfolio by geographic area



Priorities in a weak market

Financial Services

- Extensive analysis to select customers for rescheduling
- Exploit global sales and service network
 - Sell repossessed vehicles at right price
 - Local presence important
- Stable long-term partner
 - Strengthen customer relations
 - Solid financial position (Scania Group)

Activity/Cost reduction

**Volume/Activity level
H1 2009**

Service
Network

Production
Units

R&D, Admin
& Other

-10%

-65%

0% – -10%

**Reduction of cost
H1 2009 (adjusted for
currency)**

~10%

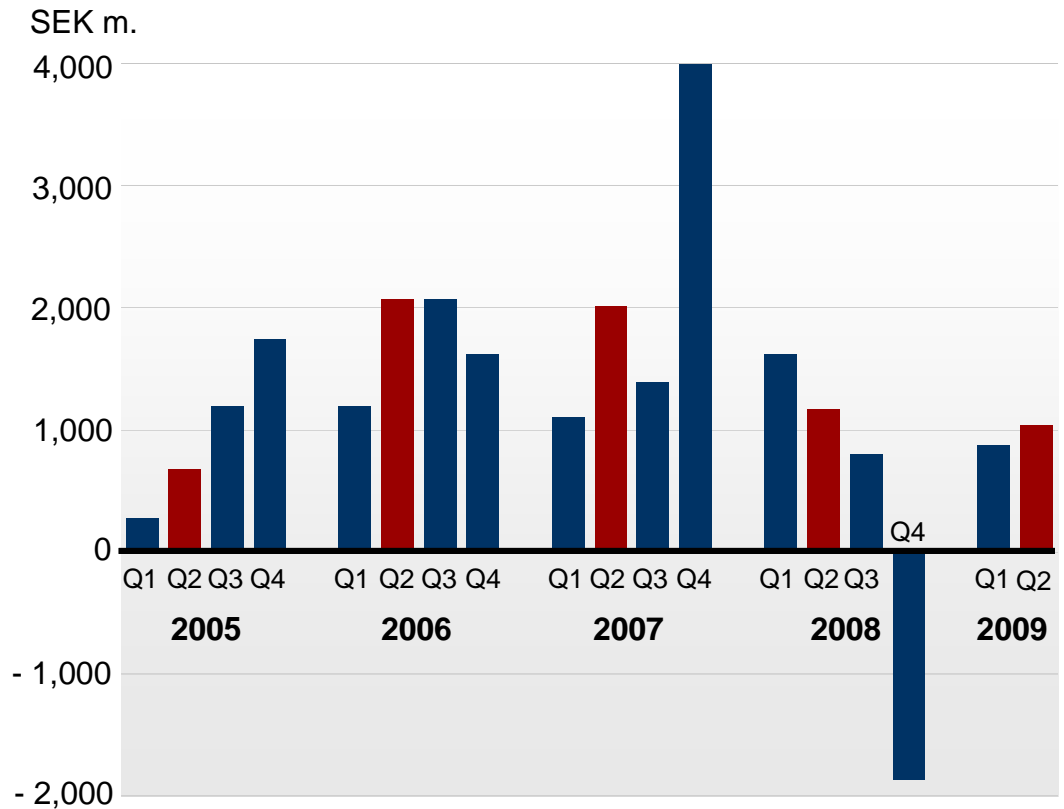
>30%

~20%

Cash flow

Vehicles & Services

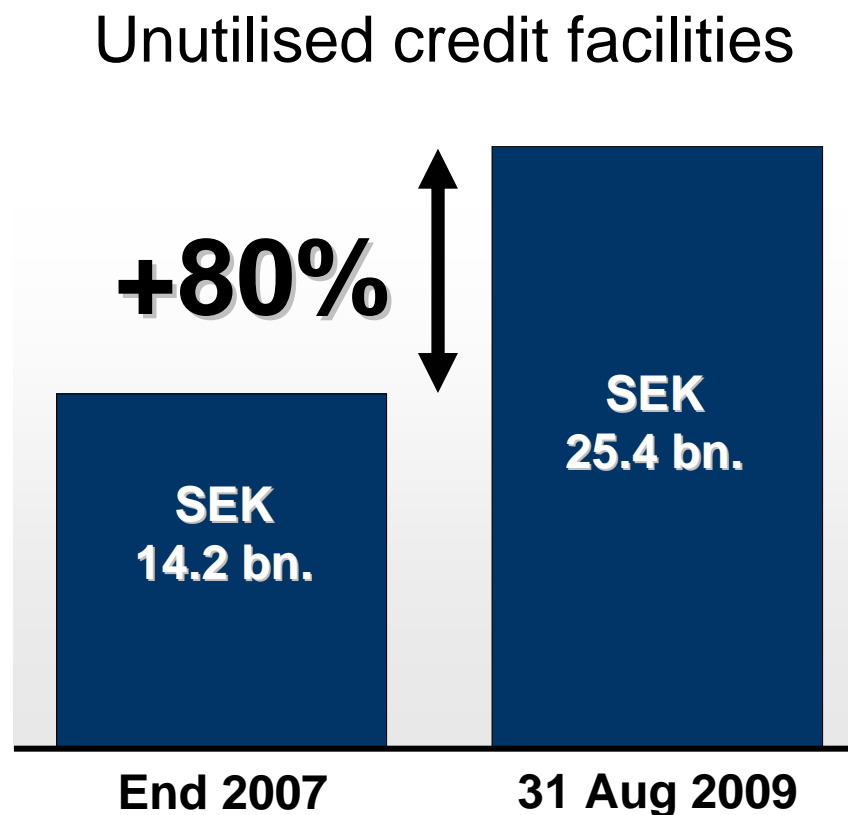
- Inventory reduction completed in most markets
- More effect from lower investment level going forward
- High priority for Euro 6 and selected new products



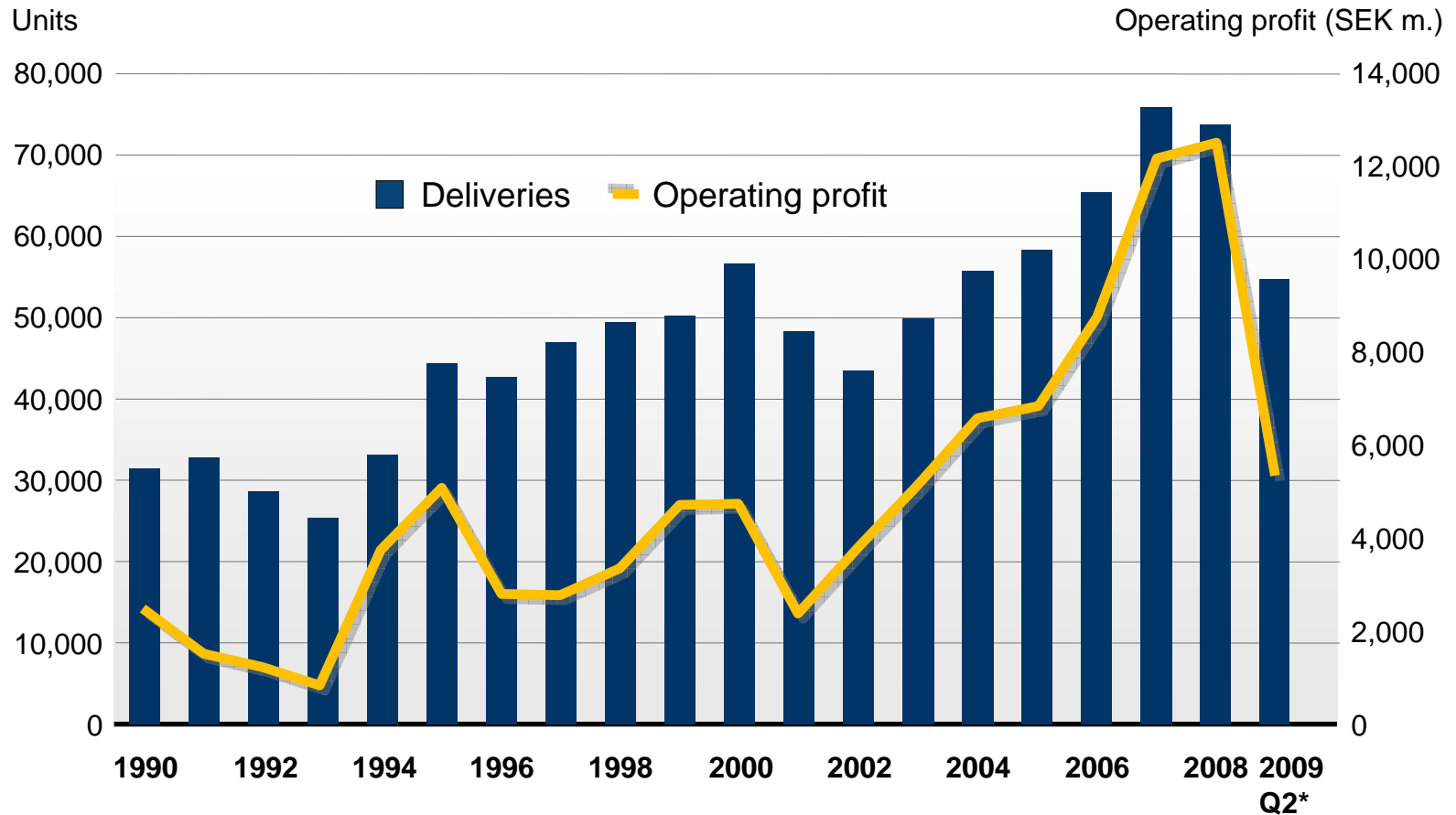
Note: Excluding acquisitions/divestments and Financial Services

Conservative refinancing policy

- Funding secured for the coming two years in V&S, coming year in FS
- Rated A- by S&P since 2001, confirmed in Aug 2009

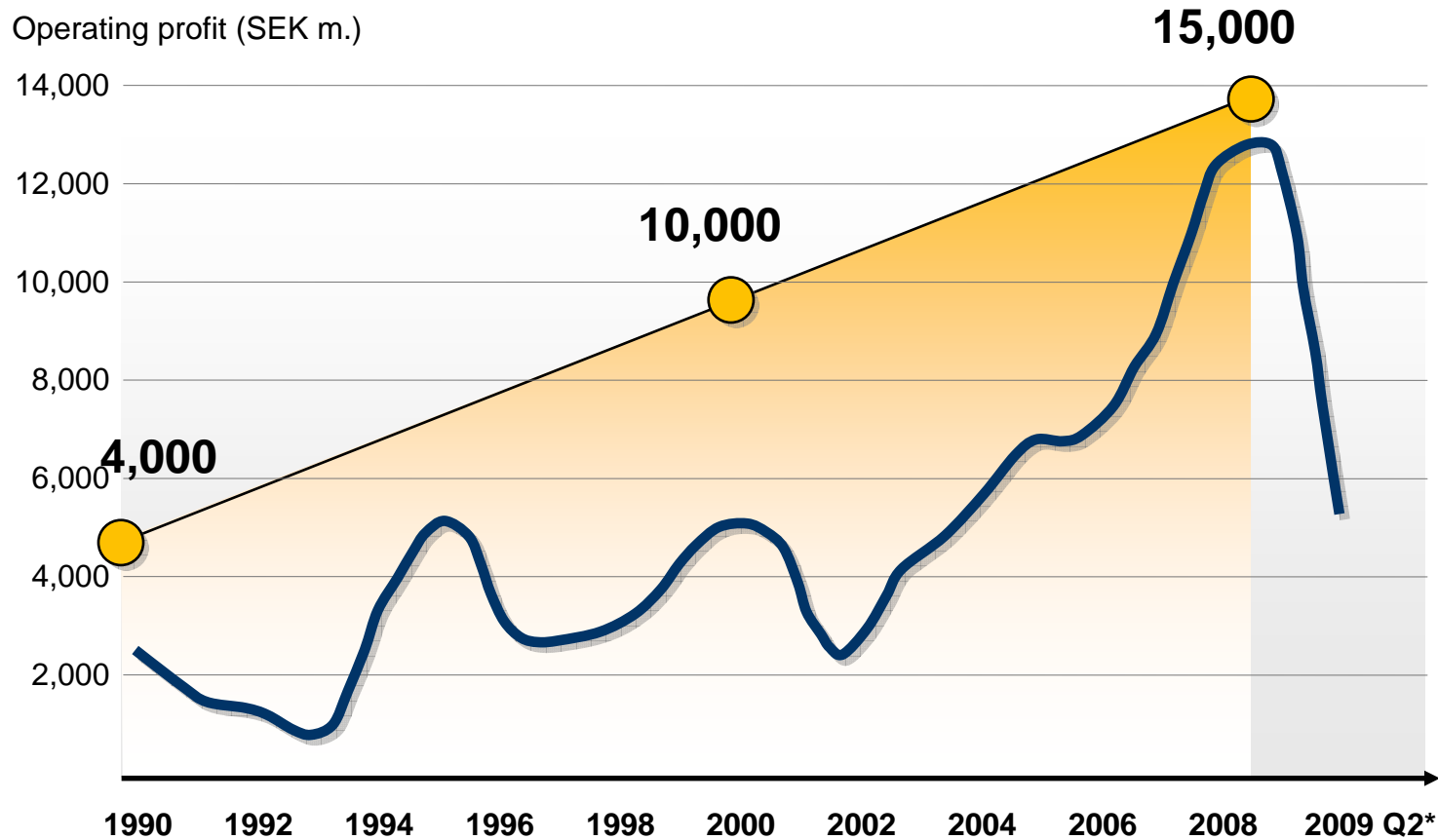


Historical development



*Rolling 12 mth

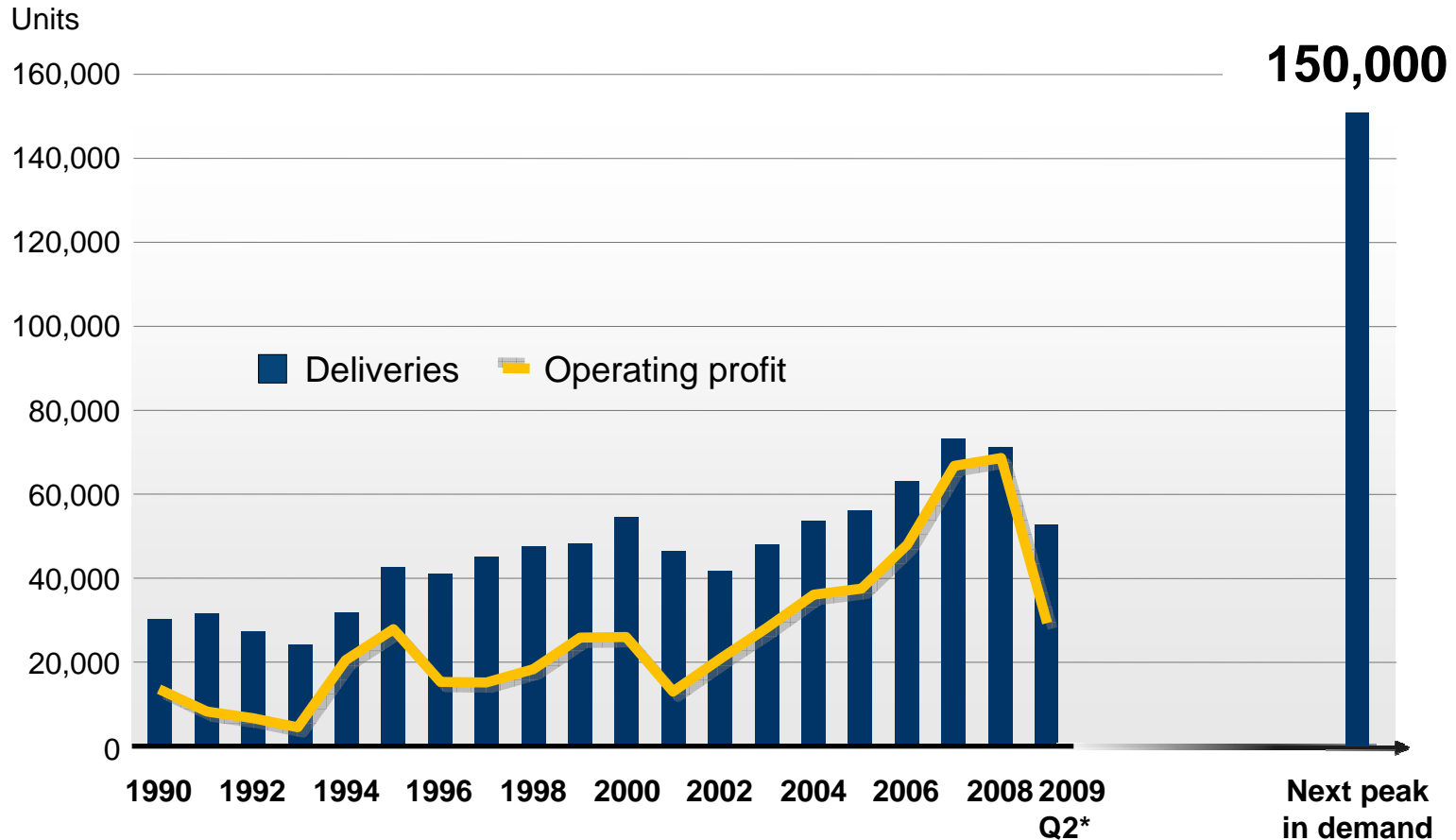
Service integration



*Rolling 12 mth

● Employees in Service network

Preparing for profitable growth



*Rolling 12 mth