

Press conference

Erik Ljungberg, Corporate Relations



Interim Report January-March 2009

Jan Ytterberg, CFO



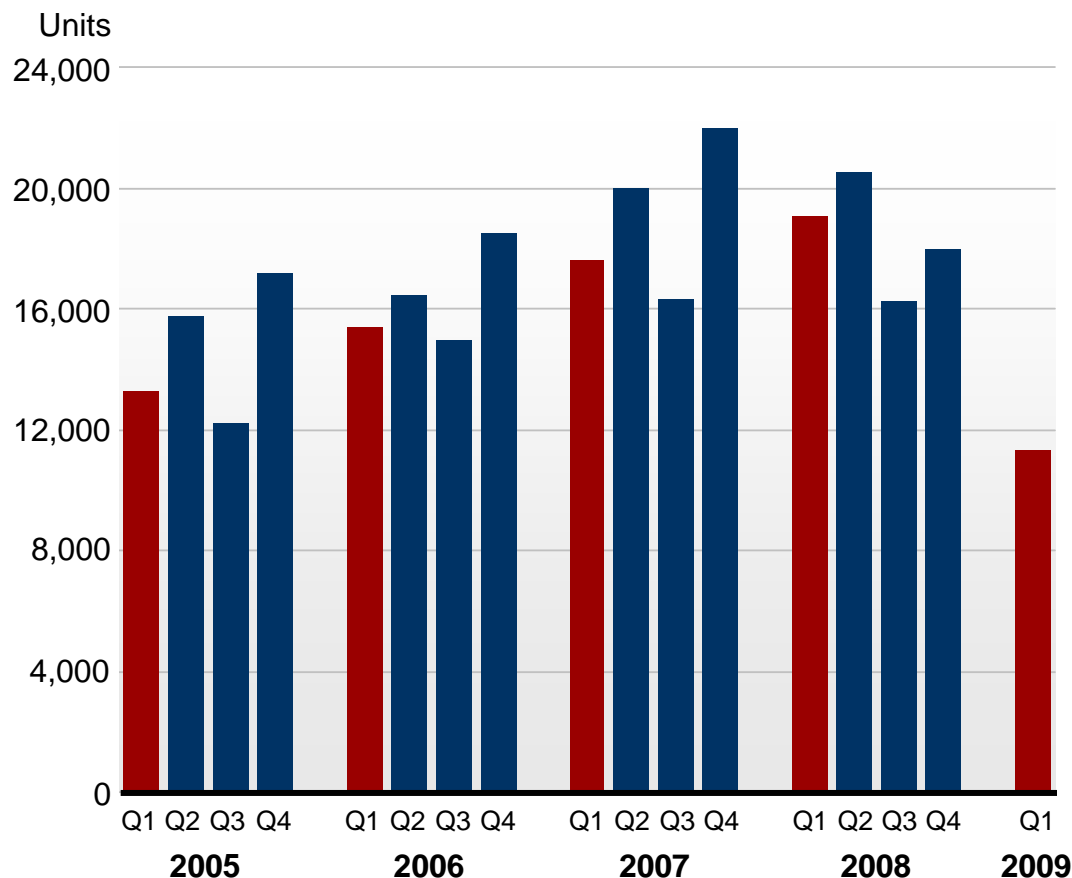
First quarter 2009 – highlights

- **Positive earnings despite sharp fall in volume**
 - Operating income SEK 506 m.
 - Effects from cost reduction
 - Negative currency effect
- **Improved working capital**
 - Cash flow SEK 874 m.

Volume trend

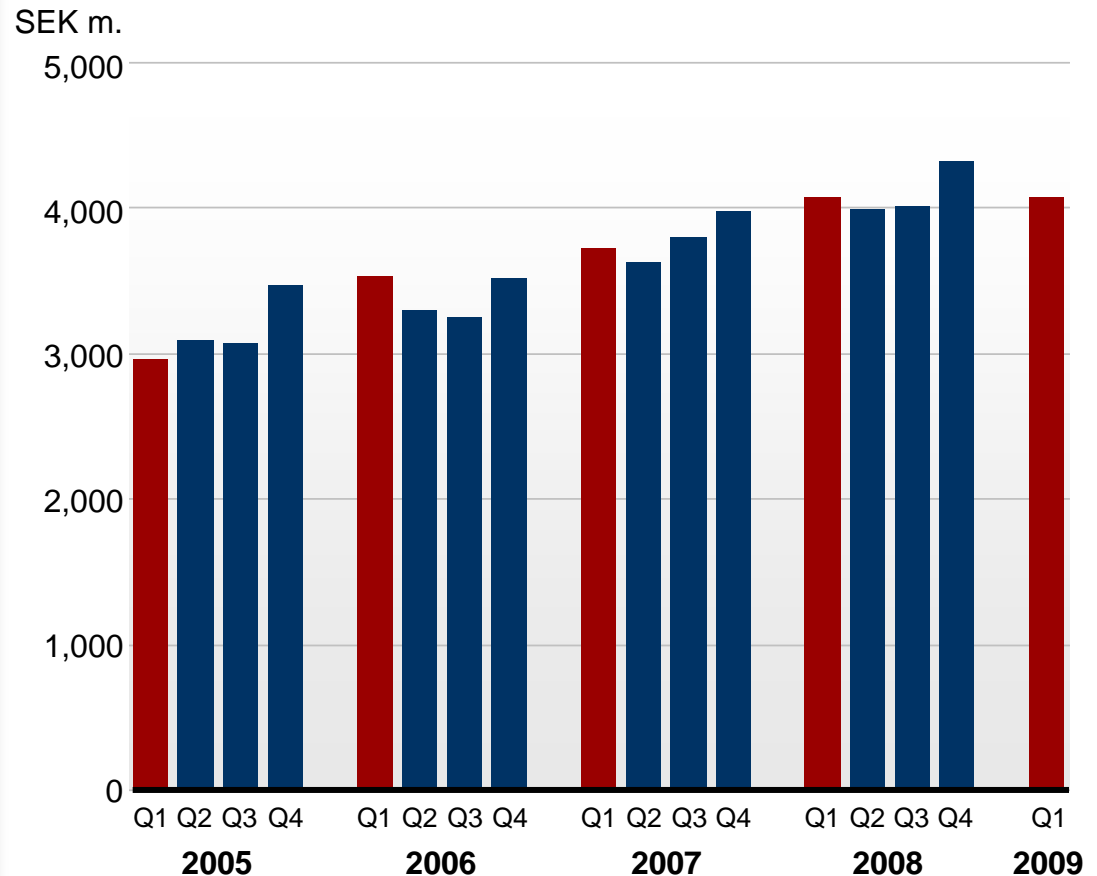
Total deliveries, trucks and buses

- Deliveries -41% in Q1
- Inventory reduction
- Adjusting production rate
- General decrease in several markets



Service revenue

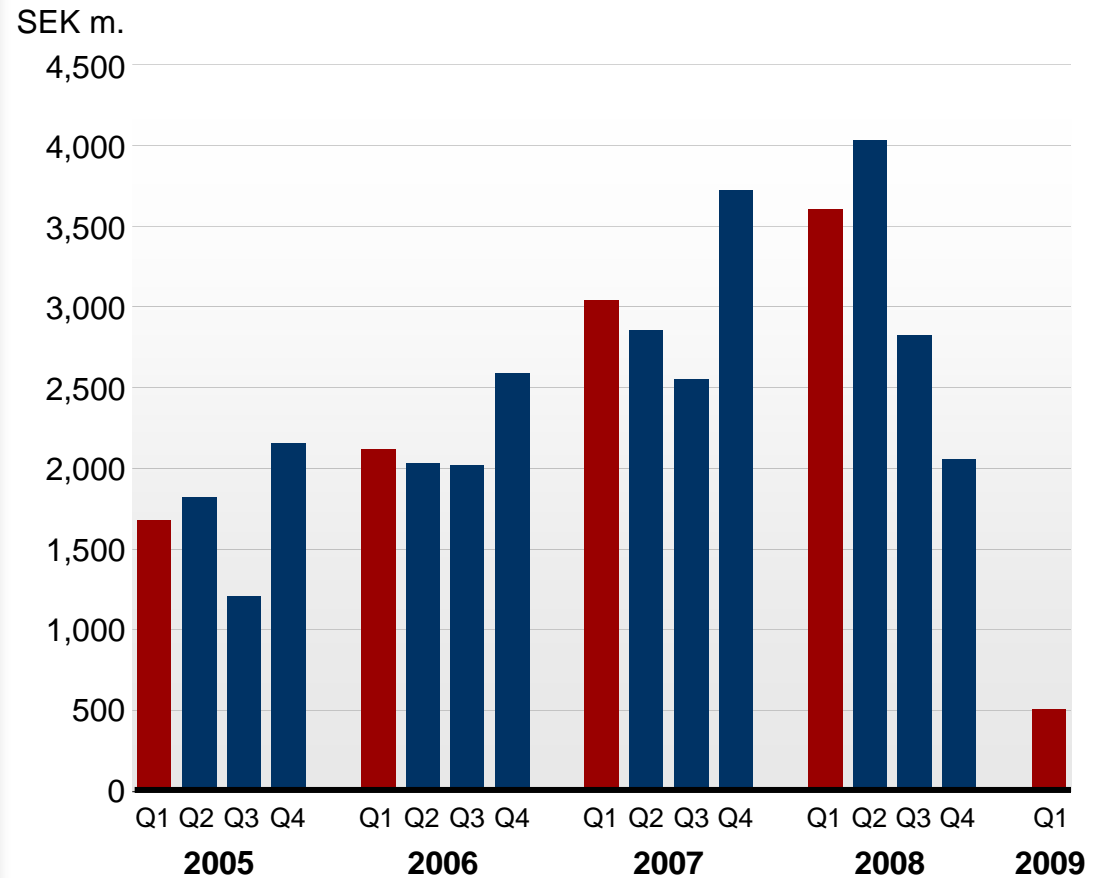
- Lower demand in Q1
- Positive impact from currency
- Increased prices



Earnings trend

Scania Group

- Net Sales -28%
- EBIT -86%



Operating income

Vehicles & Services

- **EBIT decrease due to:**
 - Lower volume
 - Capacity utilisation
 - Currency
- **Positive impact:**
 - Cost reduction
 - Prices

EBIT decrease:
SEK 2,990 m.
Q1 2009

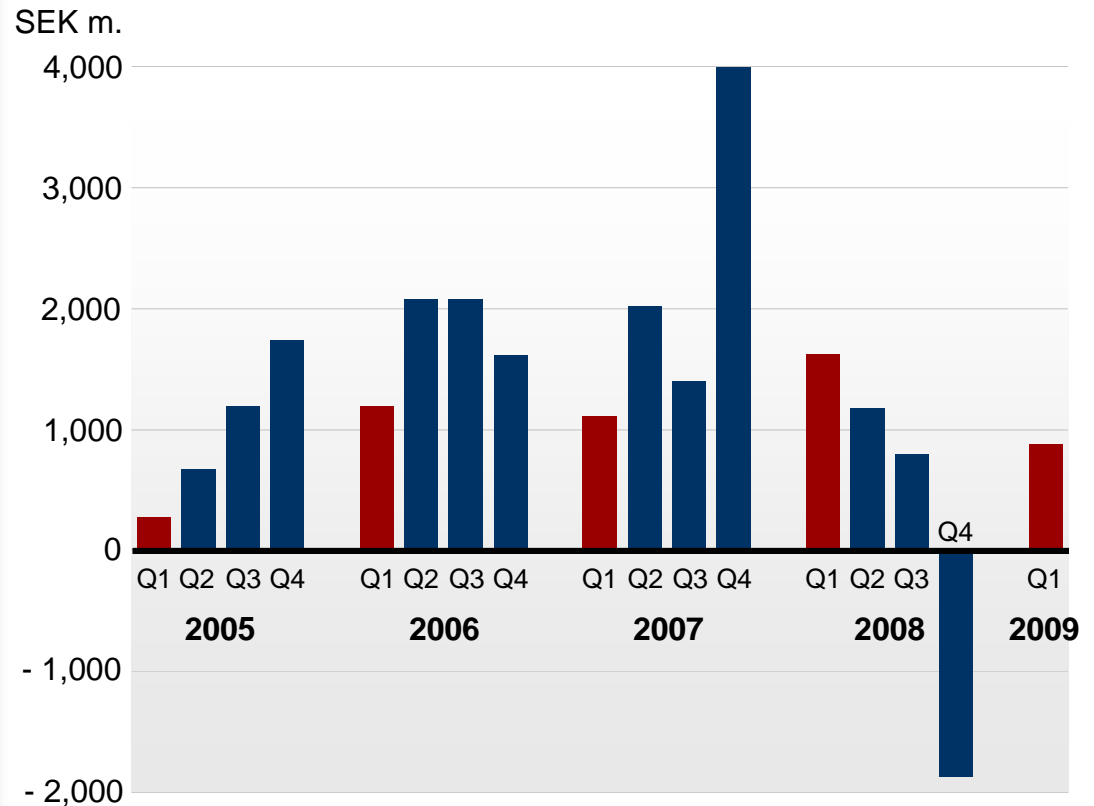


Cash flow

Vehicles & Services

- **Positive impact from working capital**
 - Inventory reduction

- **Lower investments**

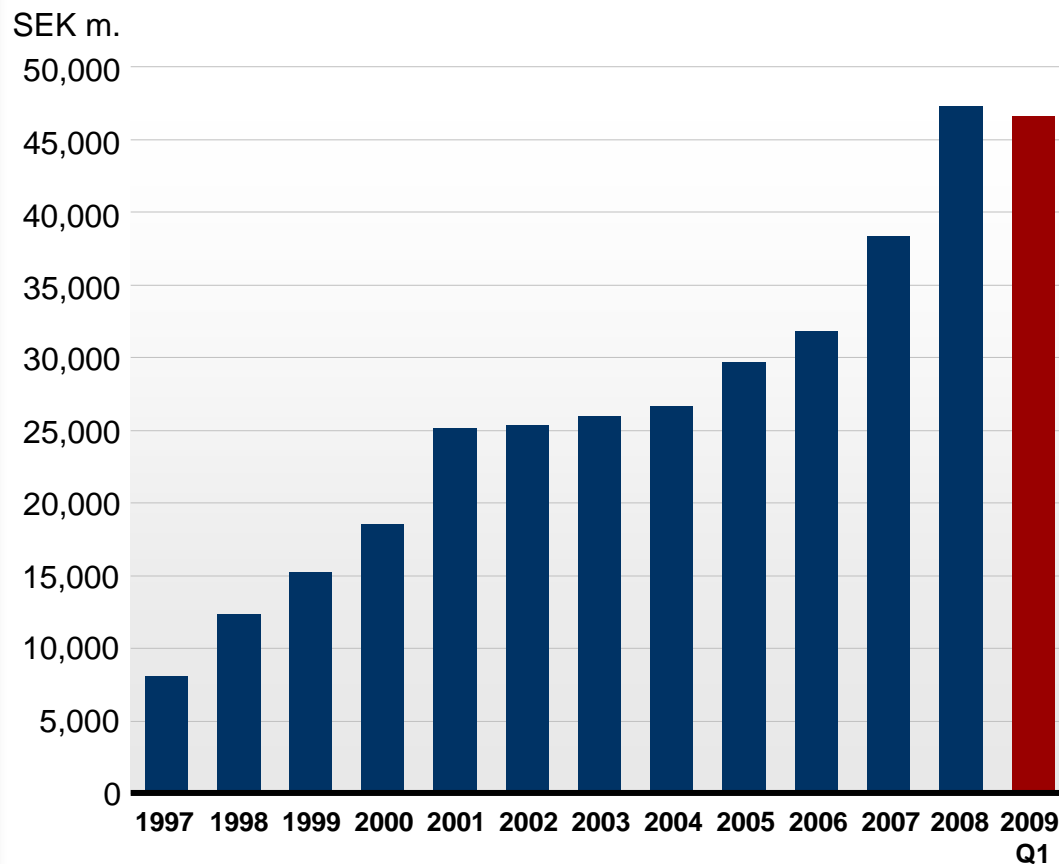


Note: Excluding acquisitions/divestments and Financial Services

Volume trend

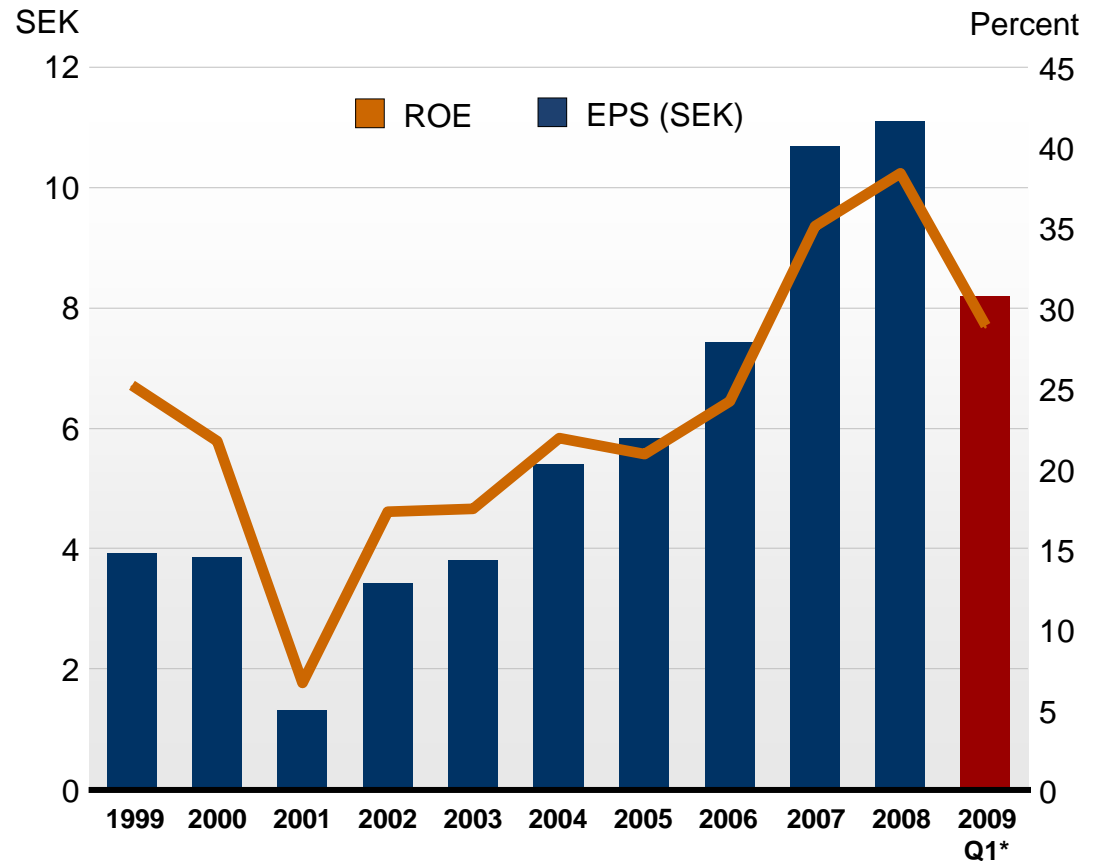
Credit portfolio, Financial Services

- Portfolio -2%, local currencies
- Increased bad debt provisions
- Collection focus



Net income

- **Net income -93% in Q1**
- **Earnings per share SEK 8.20* (11.11)**
- **Return on equity 28.8% (36.5)**



* Rolling 12 months

Summary

- **Lower volume and negative currency impacted profitability**
- **Positive effects from cost reduction**
- **Focus on cash flow**



SCANIA

Outlook

Leif Östling, President and CEO



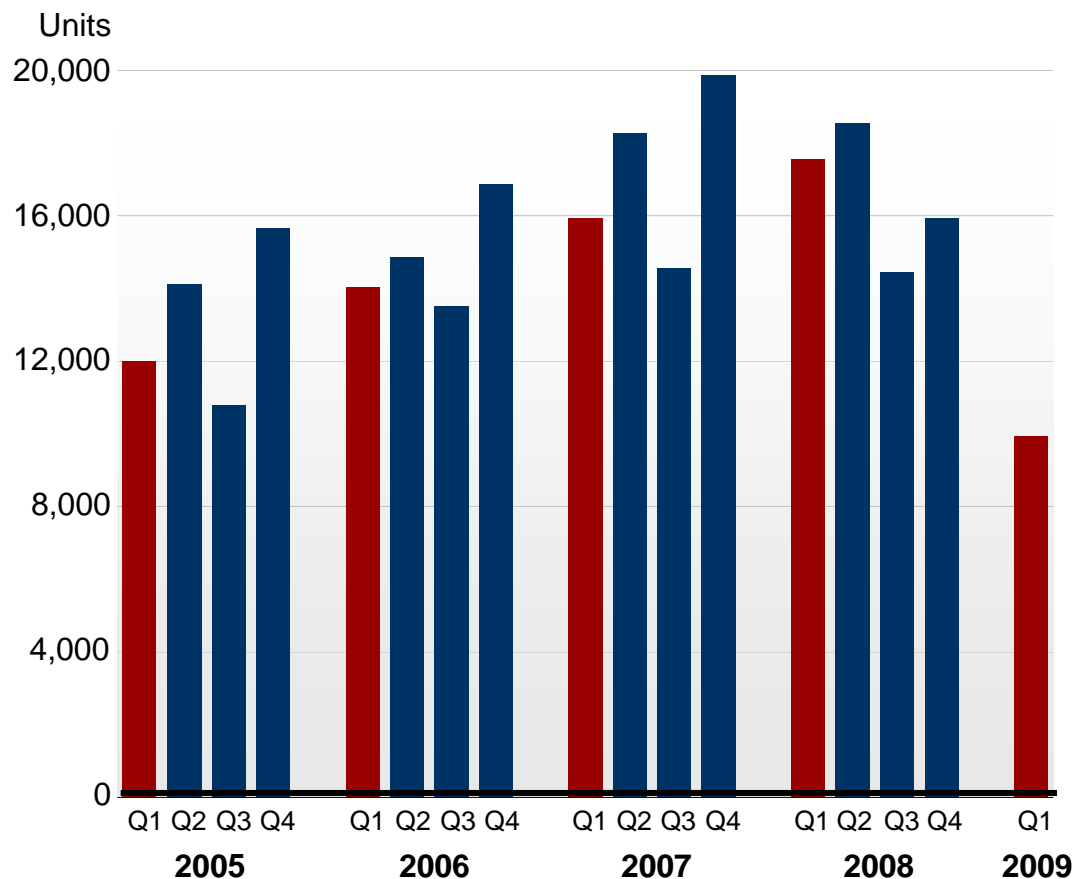
Market developments

Trucks first quarter 2009

- **Low economic activity**
- **High inventory level in the industry**
- **Low average fleet age and low utilisation of fleets**

Truck deliveries

- **Western Europe -45%**
- **Central and eastern Europe -77%**
- **Latin America -7%**
- **Asia -30%**



Activity/Cost reduction

Volume/Activity level
Q1 2009

Service
Network

-10%

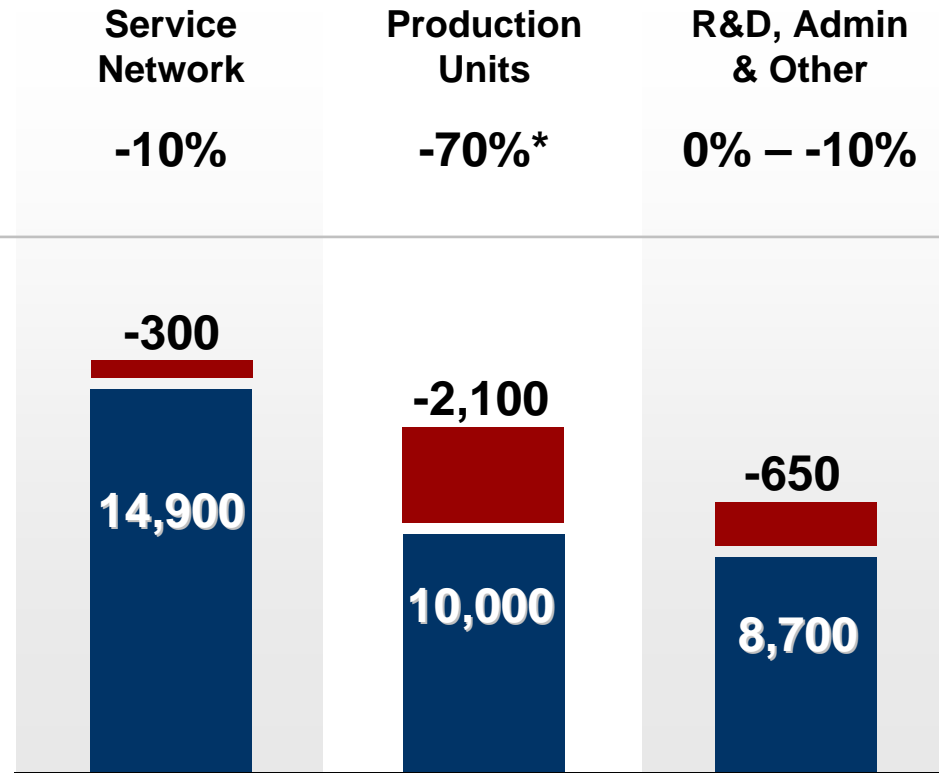
Production
Units

-70%*

R&D, Admin
& Other

0% – -10%

Reduction of
employees and
consultants since
September 2008

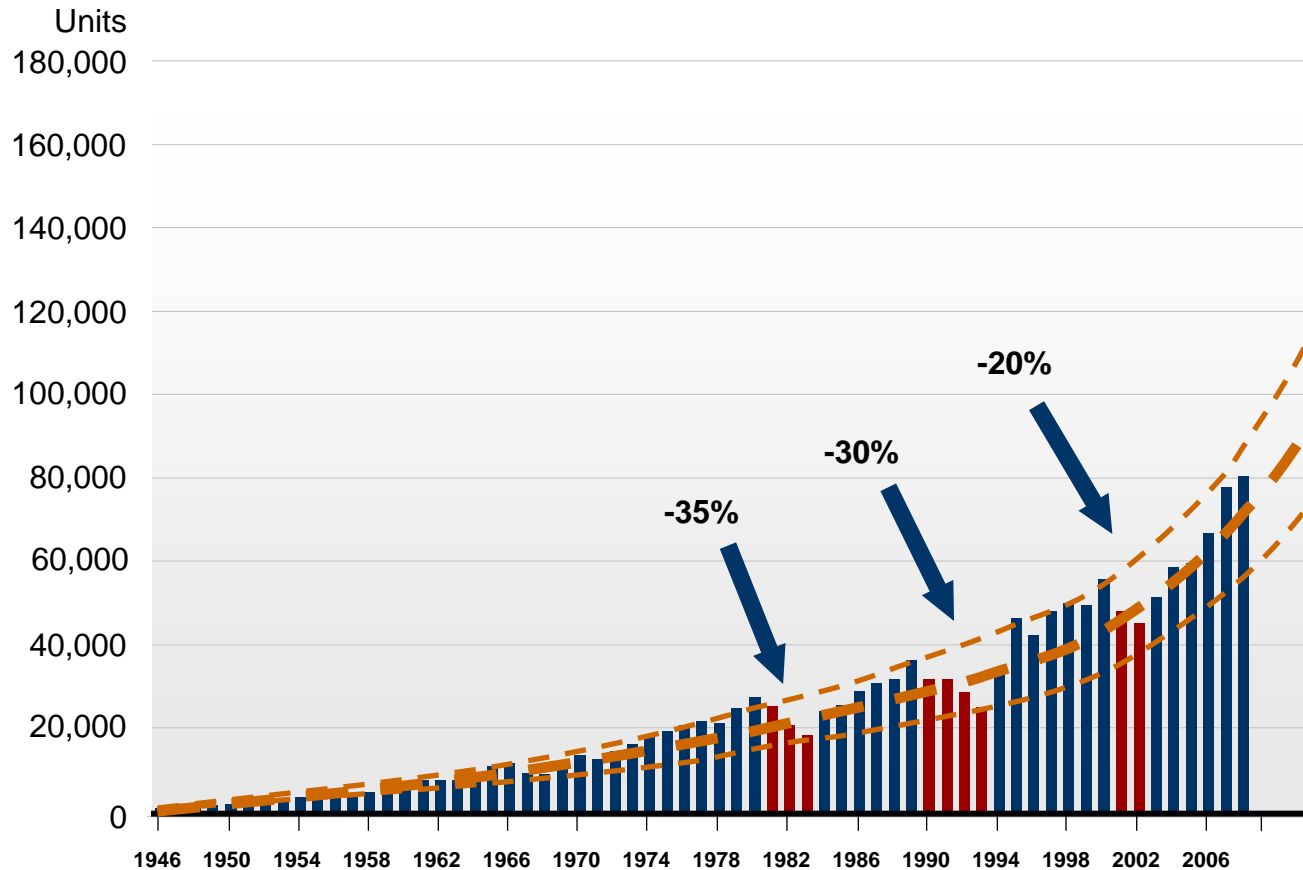


* Order bookings

Outlook

- **At present, Scania foresees no change in the demand for vehicles in the coming quarters**
- **Continue to adjust cost level and focus on cash flow**

Historical volume trend





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