

# Scania Year-end Report, January–December 2013

## Summary of the full year 2013

- Operating income rose to SEK 8,455 m. (8,300), and earnings per share fell to SEK 7.75 (8.31)
- Net sales rose by 9 percent to SEK 86,847 m. (79,603)
- Cash flow amounted to SEK 3,231 m. (3,025) in Vehicles and Services
- The Board of Directors proposes a dividend of SEK 4.00 (4.75) per share.

## Comments by Martin Lundstedt, President and CEO:

“Scania’s earnings for the full year 2013 amounted to SEK 8,455 m. Both vehicle and service volume reached record levels, which was offset by the stronger krona and a competitive pricing environment. Scania increased its market shares, both in Europe and in Latin America. Order bookings for trucks in Europe fell during the fourth quarter as a result of pre-buys of Euro 5 vehicles during the third quarter. Scania has a strong position in the European market in Euro 6. Order bookings in Latin America remained at a good level during the fourth quarter. In Russia, order bookings weakened. Order bookings for buses and coaches rose compared to the previous quarter, attributable to Europe and Latin America. In Engines, order bookings were supported 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 and volume reached a record level during 2013. During the first quarter of 2014, production volume of vehicles will be adjusted to the lower order bookings. Among other things, the number of personnel on hire will be reduced by about 300. Pre-buys in Europe during 2013 will impact the first half of 2014 while Scania’s assessment is that economic activity in Europe has stabilised and that there is a replacement need. There are good growth opportunities in the longer term 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

	Full year 2013			Q4			
	2013	2012	Change, %	2013	2012	Change, %	
<b>Trucks and buses, units</b>							
Order bookings	80,935	71,945	12	15,775	19,625	-20	
Deliveries	80,464	67,401	19	24,240	20,522	18	
<b>Net sales and earnings</b>	<i>EUR m.*</i>						
<b>Net sales, Scania Group, SEK m.</b>	9,711	86,847	79,603	9	24,983	22,342	12
Operating income, Vehicles and Services, SEK m.	865	7,736	7,694	1	2,308	1,992	16
Operating income, Financial Services, SEK m.	80	719	606	19	208	173	20
Operating income, SEK m.	945	8,455	8,300	2	2,516	2,165	16
<b>Income before taxes, SEK m.</b>	940	8,408	8,281	2	2,483	2,125	17
<b>Net income for the period, SEK m.</b>	693	6,194	6,640	-7	1,961	1,890	4
Operating margin, %		9.7	10.4		10.1	9.7	
Return on equity, %		17.5	19.2				
Return on capital employed, Vehicles and Services, %		21.7	22.8				
Earnings per share, SEK	0.87	7.75	8.31	-7	2.45	2.37	4
Cash flow, Vehicles and Services, SEK m.	361	3,231	3,025	7	1,869	849	120
<b>Number of shares: 800 million</b>							

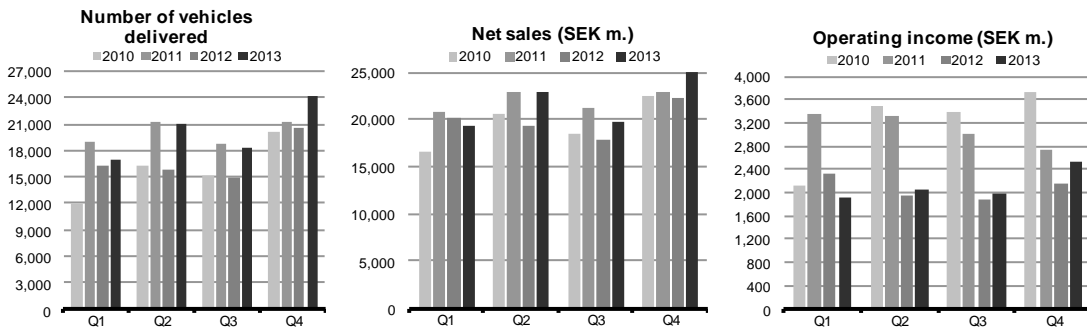
\* Translated to EUR solely for the convenience of the reader at a closing day rate of SEK 8.943 = EUR 1.00.

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

This interim report has not been subject to review by the company’s auditors.

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

## Business overview



### Sales performance

During the full year 2013, total vehicle deliveries reached a record level and increased by 19 percent to 80,464 (67,401) units, compared to the same period of 2012. Net sales rose by 9 percent to SEK 86,847 m (79,603). Currency rate effects had a negative impact of 5 percent on sales.

Order bookings rose by 12 percent to 80,935 (71,945) vehicles, compared to the full year 2012.

During the fourth quarter, deliveries increased by 18 percent to 24,240 (20,522) vehicles and net sales rose to SEK 24,983 m. (22,342), an upturn of 12 percent. Currency rate effects had a negative impact of 4 percent on sales. Order bookings fell by 20 percent to 15,775 (19,625) vehicles.

### Strong position in transition to Euro 6

In March 2013, 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 their Euro 5 predecessors. Scania can offer a complete range of Euro 6 engines and has extensive experience, due to early introduction of Euro 6 vehicles. The Euro 6 vehicles Scania uses in its own haulage operations, along with Scania Euro 6 test vehicles operated by customers have covered more than 26 million kilometres. Overall, Scania has a strong position in the transition to Euro 6.

### Adjustment of production rate

In Europe, production volume was record high during the fourth quarter, which was the last quarter for production of Euro 5 vehicles for the European market. In Latin America, temporary uncertainty regarding subsidised financing in Brazil meant that production during the fourth quarter was stopped for one week longer than planned. Production volume in Europe and Latin America will be adjusted to lower demand during the first quarter of 2014. The adjustment will be handled using the existing flexibility at Scania, among other ways by adjusting working hours downward within the framework of the time bank system. The number of personnel on hire will be reduced by about 300 during the first quarter of 2014.

### Stabilisation in Europe

Pre-buys in Europe in terms of order bookings during the second and third quarters of 2013 will impact the first half of 2014 while Scania's assessment is that economic activity has stabilised and that there is a replacement need. Demand for used vehicles in Europe is good and used vehicle inventories fell significantly during the fourth quarter. The price level of new trucks improved somewhat in late 2013 due to the introduction of Streamline. In a global perspective, there are good growth opportunities in the longer term and the expansion of annual technical production capacity towards 120,000 vehicles is continuing.

## The truck market

### Order bookings

Scania's order bookings during the full year 2013 amounted to 73,678 (65,885) trucks, an increase of 12 percent compared to the same period in 2012. In the fourth quarter, order bookings decreased by 21 percent to 14,273 (18,177) units. Order bookings were lower than in the third quarter of 2013, mainly in Europe.

The downturn in Europe during the fourth quarter was a correction from a high level in the third quarter of 2013, when order bookings in Europe were supported by customers that invested in Euro 5 vehicles before the transition to Euro 6. Compared to the fourth quarter of 2012, the decrease was 21 percent to 5,908 (7,470) trucks. The majority of order bookings in the fourth quarter was for Euro 6 trucks. The Euro 6 emission standard was introduced in the European Union on December 31, 2013. Owing to significantly more advanced technology, trucks with Euro 6 engines command a higher sales price than equivalent Euro 5 vehicles.

Order bookings in Latin America remained at a good level, in line with the third quarter of 2013. Compared to the fourth quarter of 2012, order bookings in Latin America decreased sharply by 42 percent to 4,226 (7,308) trucks. During the fourth quarter of 2012, extensive subsidies were available for investments in new vehicles, which resulted in exceptionally high order bookings in Brazil. The fourth quarter of 2013 was partly dominated by uncertainty regarding the terms of subsidised financing but in late December, the Brazilian government announced that subsidised financing would continue in 2014. Subsidised financing will also continue to be available in Argentina.

In Eurasia, order bookings decreased due to a weakening demand in Russia. Order bookings totalled 1,058 (1,323) trucks in Eurasia. In Asia, order bookings improved to 2,174 (1,335) units compared to the fourth quarter of 2012, which was mainly due to a sharp rise in the Middle East from a low level. Compared to the third quarter of 2013, order bookings increased in Hong Kong while they weakened in Israel.

In Africa, order bookings decreased somewhat in South Africa compared to the third quarter of 2013, while they were stable compared to the fourth quarter of 2012. In Oceania, order bookings increased in Australia. Total order bookings in the Africa and Oceania region were 22 percent higher at 907 (741) units, compared to the fourth quarter of 2012. Compared to the third quarter of 2013, order bookings were stable.

### Deliveries

Scania's total truck deliveries increased by 21 percent to 73,611 (61,051) units during the full year compared to 2012, the highest level in Scania's history. During the fourth quarter, deliveries increased by 18 percent to a record high 22,249 (18,819) trucks. In Europe, deliveries rose by 38 percent to 11,549 (8,396) units compared to the fourth quarter of 2012, supported by Euro 5 vehicles that were ordered during the second and third quarters. In Eurasia, deliveries fell by 28 percent to 1,704 (2,368) trucks.

In Latin America, deliveries rose by 12 percent to 6,115 (5,472) units compared to the fourth quarter of 2012, driven by Brazil. In Asia, deliveries increased by 9 percent compared to the fourth quarter of 2012 to 1,908 (1,750) trucks.

### Sales

Net sales of trucks rose by 16 percent to SEK 57,502 m. (49,580) during the full year. During the fourth quarter, sales rose by 17 percent to SEK 17,423 m. (14,872).

### 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 increased by 8 percent to about 238,200 units during the full year 2013. Scania truck registrations amounted to some 33,100 units, equivalent to a market share of about 13.9 (13.2) percent.

Scania trucks	Order bookings			Deliveries		
	12 months	12 months	Change,	12 months	12 months	Change,
	2013	2012	%	2013	2012	%
Europe	35,179	28,695	23	32,625	27,720	18
Eurasia	6,107	6,801	-10	6,260	6,798	-8
America*	19,899	18,833	6	23,756	15,391	54
Asia	8,731	8,362	4	7,400	8,089	-9
Africa and Oceania	3,762	3,194	18	3,570	3,053	17
<b>Total</b>	<b>73,678</b>	<b>65,885</b>	<b>12</b>	<b>73,611</b>	<b>61,051</b>	<b>21</b>

\*Refers to Latin America

## The bus and coach market

### Order bookings

Order bookings for buses and coaches improved during the full year 2013 and Scania received major orders in Russia, Malaysia and Taiwan during the first half of the year.

Scania's total order bookings for buses and coaches increased by 20 percent to 7,257 (6,060) units during the full year 2013 compared to 2012. During the fourth quarter, order bookings increased by 4 percent to 1,502 (1,448) units compared to the corresponding period of 2012. In Europe, order bookings amounted to 468 units (348).

Compared to the fourth quarter of 2012, order bookings fell by 25 percent in Latin America. The downturn was primarily related to Brazil and Mexico.

In Asia, order bookings decreased to 266 (297) buses and coaches compared to the fourth quarter of 2012, mainly attributable to Taiwan and Israel but moderated somewhat by an increase in India. Order bookings in Africa and Oceania rose by 114 percent and the upturn was mainly attributable to Australia.

### Deliveries

Scania's bus and coach deliveries totalled 6,853 (6,350) units during the full year 2013. In the fourth quarter, deliveries rose by 17 percent to 1,991 (1,703) units compared to the corresponding period of 2012. In Europe, deliveries increased by 4 percent compared to the fourth quarter of 2012. In Latin America, deliveries were down by 13 percent. In Asia, deliveries increased by 73 percent, while deliveries of buses and coaches in Africa and Oceania rose by 16 percent during the fourth quarter.

### Net sales

Net sales of buses and coaches fell by 8 percent to SEK 6,610 m. (7,196) during the full year 2013. During the fourth quarter, sales increased by 16 percent to SEK 2,064 m. (1,775).

Scania buses and coaches	Order bookings			Deliveries		
	12 months	12 months	Change,	12 months	12 months	Change,
	2013	2012	%	2013	2012	%
Europe	1,252	1,032	21	1,000	1,312	-24
Eurasia	825	178	-	850	198	-
America*	2,604	3,016	-14	2,778	2,738	1
Asia	1,638	1,250	31	1,388	1,304	6
Africa and Oceania	938	584	61	837	798	5
<b>Total</b>	<b>7,257</b>	<b>6,060</b>	<b>20</b>	<b>6,853</b>	<b>6,350</b>	<b>8</b>

\*Refers to Latin America

## Engines

### Order bookings

Total engine order bookings rose by 10 percent to 7,246 (6,594) units during the full year 2013. Compared to the fourth quarter of 2012, order bookings were 27 percent higher at 1,775 (1,402) units. Order bookings were supported by customers that invested before year-end, when new emission standards (Stage IV/Tier4 Final) entered into effect.

**Deliveries**

Engine deliveries fell by 4 percent to 6,783 (7,063) units during the full year. Fourth quarter deliveries rose by 34 percent to 2,148 (1,602) engines. The upturn was mainly attributable to Great Britain and South Korea.

**Net sales**

During 2013, sales decreased to SEK 1,140 m. (1,245). During the fourth quarter, sales rose by 24 percent to SEK 368 m. (296).

**Services****Record high volume and negative currency rate effects**

Service revenue amounted to SEK 17,510 m. (17,092) during the full year 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 6 percent.

In Europe, service revenue rose slightly to SEK 11,802 m. (11,601) compared to the full year 2012. In Latin America, revenue rose by 4 percent to SEK 2,584 m. (2,474) and revenue in Asia was 5 percent higher than the year-earlier period at SEK 1,317 m. (1,251). In Africa and Oceania, service revenue decreased by 3 percent to SEK 1,134 m. (1,168), while in Eurasia it increased by 13 percent to SEK 673 m. (598) compared to the full year 2012.

During the fourth quarter, service revenue increased by 4 percent to SEK 4,522 m. (4,332). In local currencies, revenue rose by 6 percent, with higher volume of workshop hours and parts.

**Earnings****Vehicles and Services****Full year 2013**

Operating income in Vehicles and Services totalled SEK 7,736 m. (7,694) during the full year 2013. Higher vehicle deliveries and higher service volume had a positive effect. The high capacity utilisation had a positive impact but additional costs had a negative effect, since the production level was close to capacity in the fourth quarter. There were also several adjustments of the daily production rate during 2013, which affected production costs negatively.

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. Compared to the full year 2012, the total currency rate effect was negative and amounted to about SEK 1,735 m.

Scania's research and development expenditures amounted to SEK 5,854 m. (5,312). After adjusting for SEK 1,123 m. (860) in capitalised expenditures and SEK 293 m. (229) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 5,024 m. (4,681).

**The fourth quarter of 2013**

Operating income in Vehicles and Services totalled SEK 2,308 m. (1,992) during the fourth quarter of 2013. Higher vehicle deliveries and higher service volume had a positive effect. The high capacity utilisation had a positive impact but additional costs had a negative effect, since the production level was close to capacity in the fourth quarter.

Somewhat higher new truck prices related to the introduction of Streamline had some positive effect. Compared to the fourth quarter of 2012, the total currency rate effect was negative and amounted to about SEK 300 m.

Scania's research and development expenditures amounted to SEK 1,661 m. (1,454). After adjusting for SEK 351 m. (329) in capitalised expenditures and SEK 84 m. (62) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 1,394 m. (1,187).

## Financial Services

### Customer finance portfolio

At the end of 2013, the size of Scania's customer finance portfolio amounted to SEK 48.9 billion, which was SEK 3.8 billion higher than the end of 2012. In local currencies, the portfolio increased by SEK 4.2 billion, equivalent to 9 percent.

### Penetration rate

The penetration rate was 33 (38) percent during the full year 2013 in those markets where Scania has its own financing operations. The decrease was mainly due to changes in market mix.

### Operating income

Operating income in Financial Services increased to a record high SEK 719 m. (606) during the full year 2013, compared to 2012. A larger portfolio and higher margins had a positive impact on earnings. During the fourth quarter, operating income amounted to SEK 208 m. (173). Overdue receivables and bad debt expenses decreased during the quarter.

## Scania Group

During the full year 2013, Scania's operating income amounted to SEK 8,455 m. (8,300). Operating margin amounted to 9.7 (10.4) percent. Scania's net financial items totalled SEK -47 m. (-19). Net interest items amounted to SEK -63 m. (133). 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 16 m. (-152). This included SEK 72 m. (-90) in valuation effects related to financial instruments where hedge accounting was not applied.

The Scania Group's tax expense amounted to SEK 2,214 m. (1,641), equivalent to 26.3 (19.8) percent of income before taxes. Net income for the period totalled SEK 6,194 m. (6,640), equivalent to a net margin of 7.1 (8.3) percent. Earnings per share amounted to SEK 7.75 (8.31).

## Cash flow

### Vehicles and Services

Scania's cash flow in Vehicles and Services amounted to SEK 3,231 m. (3,025) during the full year 2013. Tied-up working capital decreased by SEK 102 m., despite a negative impact from redemption of some SEK 800 m. related to PRI Swedish pension system debt during the first quarter.

Net investments amounted to SEK 5,320 m. (4,455), including SEK 1,123 m. (860) in capitalisation of development expenses. At the end of 2013, the net cash position in Vehicles and Services amounted to SEK 8,843 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 -3,336 m. (-4,089) during the full year 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 3.6 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 7,000 m. (4,000) during the full year 2013.

## Miscellaneous

### Number of employees

At the end of 2013, the number of employees totalled 40,953 compared to 38,597 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 2013, obligations related to residual value or repurchases amounted to about SEK 9.9 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 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 Year-end Report SEK 373 m. is transferred from "Other provisions" to "Provisions for pensions" on 31 December 2013 (restatement of periods for 2012: 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 may be reclassified to net income and those which will not 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.

## **Proposed dividend and Annual General Meeting**

The Board of Directors proposes a dividend of SEK 4.00 (4.75) per share for the financial year 2013, with 12 May 2014 as the record date. This means that a total of SEK 3,200 m. will be transferred to the shareholders provided that the Annual General Meeting approves the Board's proposal. Scania's Annual General Meeting for the financial year 2013 will be held on 7 May 2014 in the Marcus Wallenberg Hall at Scania's Head Office in Södertälje, Sweden.

Södertälje, 29 January 2014

Martin Lundstedt  
President and CEO



## Financial information from Scania

### This Year-end Report and calendar

This Year-end Report will be presented at a press and analyst conference held at Moderna Museet in Stockholm at 11.00 CET on 29 January 2014. 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 2014

Week commencing 17 March	Publication of Annual Report 2013 on <a href="http://www.scania.com">www.scania.com</a>
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 nine months of 2013 stated the following:

"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. 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 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."

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The information in this Year-end 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 29 January 2014.

## Consolidated income statements

Amounts in SEK m. unless otherwise stated	Full year			Change in %	Q4	
	EUR m.*	2013	2012		2013	2012
<b>Vehicles and Services</b>						
Net sales	9,711	<b>86,847</b>	79,603	9	<b>24,983</b>	22,342
Cost of goods sold	-7,302	<b>-65,303</b>	-58,927	11	<b>-18,865</b>	-17,026
<b>Gross income</b>	<b>2,409</b>	<b>21,544</b>	20,676	4	<b>6,118</b>	5,316
Research and development expenses	-562	<b>-5,024</b>	-4,681	7	<b>-1,394</b>	-1,187
Selling expenses	-865	<b>-7,740</b>	-7,286	6	<b>-2,137</b>	-1,923
Administrative expenses	-119	<b>-1,065</b>	-1,042	2	<b>-287</b>	-225
Share of income from associated companies and joint ventures	2	<b>21</b>	27	-22	<b>8</b>	11
<b>Operating income, Vehicles and Services</b>	<b>865</b>	<b>7,736</b>	7,694	1	<b>2,308</b>	1,992
<b>Financial Services</b>						
Interest and lease income	503	<b>4,494</b>	4,576	-2	<b>1,174</b>	1,124
Interest and depreciation expenses	-327	<b>-2,920</b>	-3,095	-6	<b>-755</b>	-735
Interest surplus	176	<b>1,574</b>	1,481	6	<b>419</b>	389
Other income and expenses	12	<b>111</b>	65	71	<b>36</b>	33
<b>Gross income</b>	<b>188</b>	<b>1,685</b>	1,546	9	<b>455</b>	422
Selling and administrative expenses	-77	<b>-686</b>	-650	6	<b>-180</b>	-170
Bad debt expenses, realised and anticipated	-31	<b>-280</b>	-290	-3	<b>-67</b>	-79
<b>Operating income, Financial Services</b>	<b>80</b>	<b>719</b>	606	19	<b>208</b>	173
<b>Operating income</b>	<b>945</b>	<b>8,455</b>	8,300	2	<b>2,516</b>	2,165
Interest income and expenses	-7	<b>-63</b>	133		<b>-21</b>	-27
Other financial income and expenses	2	<b>16</b>	-152		<b>-12</b>	-13
<b>Total financial items</b>	<b>-5</b>	<b>-47</b>	-19		<b>-33</b>	-40
<b>Income before taxes</b>	<b>940</b>	<b>8,408</b>	8,281	2	<b>2,483</b>	2,125
Taxes	-247	<b>-2,214</b>	-1,641	35	<b>-522</b>	-235
<b>Net income for the period</b>	<b>693</b>	<b>6,194</b>	6,640	-7	<b>1,961</b>	1,890
<b>Other comprehensive income</b>						
<b>Items that may be reclassified subsequently to net income</b>						
Translation differences	-101	<b>-907</b>	-1,178		<b>73</b>	88
Cash flow hedges						
change in value for the year	-	-	2		-	-
reclassification to operating income	0	<b>0</b>	3		<b>1</b>	0
Taxes	0	<b>-3</b>	-17		<b>13</b>	13
	-101	<b>-910</b>	-1,190		<b>87</b>	101
<b>Items that will not be reclassified to net income</b>						
Re-measurement of defined benefit plans <sup>3</sup>	90	803	-1,243		<b>-171</b>	-910
Taxes	-20	<b>-179</b>	216		<b>35</b>	104
	70	<b>624</b>	-1,027		<b>-136</b>	-806
<b>Other comprehensive income for the period</b>	<b>-31</b>	<b>-286</b>	-2,217		<b>-49</b>	-705
<b>Total comprehensive income for the period</b>	<b>662</b>	<b>5,908</b>	4,423		<b>1,912</b>	1,185
Net income attributable to:						
Scania shareholders	694	<b>6,201</b>	6,646		<b>1,963</b>	1,893
Non-controlling interest	-1	<b>-7</b>	-6		<b>-2</b>	-3
Total comprehensive income attributable to:						
Scania shareholders	662	<b>5,913</b>	4,431		<b>1,913</b>	1,185
Non-controlling interest	0	<b>-5</b>	-8		<b>-1</b>	-8
Operating income includes depreciation of	-328	<b>-2,929</b>	-2,698		<b>-797</b>	-697
Earnings per share, SEK (no dilution) <sup>1</sup>		<b>7.75</b>	8.31		<b>2.45</b>	2.37
Return on equity, percent <sup>1,2</sup>		<b>17.5</b>	19.2			
Operating margin, percent		<b>9.7</b>	10.4		<b>10.1</b>	9.7

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

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

<sup>3</sup> The discount rate in calculating the Swedish pension liability has changed to 4.0 percent as of 31 December.

\* Translated solely for the convenience of the reader at a closing exchange rate of SEK 8.9430 = EUR 1.00.

## Net sales and deliveries, Vehicles and Services

Amounts in SEK m. unless otherwise stated	Full year			Change in %	Q4	
	EUR m.	2013	2012		2013	2012
<b>Net sales</b>						
Trucks	6,431	<b>57,502</b>	49,580	16	<b>17,423</b>	14,872
Buses *	739	<b>6,610</b>	7,196	-8	<b>2,064</b>	1,775
Engines	127	<b>1,140</b>	1,245	-8	<b>368</b>	296
Service-related products	1,958	<b>17,510</b>	17,092	2	<b>4,522</b>	4,332
Used vehicles	549	<b>4,912</b>	4,492	9	<b>1,294</b>	1,192
Miscellaneous	259	<b>2,319</b>	1,892	23	<b>735</b>	614
Delivery sales value	10,063	<b>89,993</b>	81,497	10	<b>26,406</b>	23,081
Revenue deferrals <sup>1</sup>	-352	<b>-3,146</b>	-1,894	66	<b>-1,423</b>	-739
Net sales	9,711	<b>86,847</b>	79,603	9	<b>24,983</b>	22,342
<b>Net sales <sup>2</sup></b>						
Europe	4,879	<b>43,631</b>	41,714	5	<b>13,501</b>	11,260
Eurasia	677	<b>6,052</b>	5,972	1	<b>1,689</b>	1,965
America **	2,633	<b>23,551</b>	18,391	28	<b>6,037</b>	5,841
Asia	868	<b>7,760</b>	7,843	-1	<b>2,110</b>	1,766
Africa and Oceania	654	<b>5,853</b>	5,683	3	<b>1,646</b>	1,510
Net sales	9,711	<b>86,847</b>	79,603	9	<b>24,983</b>	22,342
<b>Total delivery volume, units</b>						
Trucks		<b>73,611</b>	61,051	21	<b>22,249</b>	18,819
Buses*		<b>6,853</b>	6,350	8	<b>1,991</b>	1,703
Engines		<b>6,783</b>	7,063	-4	<b>2,148</b>	1,602

<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

Amounts in SEK m. unless otherwise stated	2013					2012			
	EUR m.	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<b>Vehicles and Services</b>									
Net sales	2,793	24,983	19,725	22,798	19,341	22,342	17,923	19,211	20,127
Cost of goods sold	-2,109	-18,865	-14,720	-17,287	-14,431	-17,026	-13,213	-14,012	-14,676
<b>Gross income</b>	<b>684</b>	<b>6,118</b>	5,005	5,511	4,910	5,316	4,710	5,199	5,451
Research and development expenses	-156	-1,394	-1,168	-1,355	-1,107	-1,187	-958	-1,313	-1,223
Selling expenses	-239	-2,137	-1,841	-2,004	-1,758	-1,923	-1,736	-1,897	-1,730
Administrative expenses	-32	-287	-241	-269	-268	-225	-254	-250	-313
Share of income in associated companies and joint ventures	1	8	4	8	1	11	-4	13	7
<b>Operating income, Vehicles and Services</b>	<b>258</b>	<b>2,308</b>	1,759	1,891	1,778	1,992	1,758	1,752	2,192
<b>Financial Services</b>									
Interest and lease income	131	1,174	1,118	1,106	1,096	1,124	1,118	1,180	1,154
Interest and depreciation expenses	-84	-755	-724	-719	-722	-735	-760	-805	-795
Interest surplus	47	419	394	387	374	389	358	375	359
Other income and expenses	4	36	43	7	25	33	5	14	13
<b>Gross income</b>	<b>51</b>	<b>455</b>	437	394	399	422	363	389	372
Selling and administrative expenses	-20	-180	-164	-173	-169	-170	-153	-165	-162
Bad debt expenses	-8	-67	-64	-74	-75	-79	-90	-42	-79
<b>Operating income, Financial Services</b>	<b>23</b>	<b>208</b>	209	147	155	173	120	182	131
<b>Operating income</b>	<b>281</b>	<b>2,516</b>	1,968	2,038	1,933	2,165	1,878	1,934	2,323
Interest income and expenses	-2	-21	-7	-27	-8	-27	33	37	90
Other financial income and expenses	-1	-12	50	-15	-7	-13	-30	-91	-18
<b>Total financial items</b>	<b>-3</b>	<b>-33</b>	43	-42	-15	-40	3	-54	72
<b>Income before taxes</b>	<b>278</b>	<b>2,483</b>	2,011	1,996	1,918	2,125	1,881	1,880	2,395
Taxes	-59	-522	-549	-623	-520	-235	-380	-425	-601
<b>Net income for the period</b>	<b>219</b>	<b>1,961</b>	1,462	1,373	1,398	1,890	1,501	1,455	1,794
Earnings per share, SEK *		2.45	1.83	1.72	1.75	2.37	1.88	1.82	2.24
Operating margin, in percent		10.1	10.0	8.9	10.0	9.7	10.5	10.1	11.5

\* Attributable to Scania shareholders' portion of net income

## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2013					2012			
	EUR m.	31 Dec	30 Sep	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	451	<b>4,033</b>	3,738	3,529	3,332	3,138	2,830	2,688	2,597
Tangible assets	2,419	<b>21,638</b>	21,259	21,099	20,616	20,594	20,083	20,190	20,248
Lease assets	746	<b>6,669</b>	6,178	6,132	5,780	5,992	5,447	5,528	5,162
Shares and participations	55	<b>490</b>	477	492	487	491	481	514	481
Interest-bearing receivables	1	<b>5</b>	2	0	0	8	65	154	207
Other receivables <sup>1,2</sup>	314	<b>2,808</b>	2,607	2,571	2,757	2,565	2,590	2,547	2,469
<b>Current assets</b>									
Inventories	1,627	<b>14,552</b>	15,305	15,246	15,246	14,235	14,974	15,283	14,447
Interest-bearing receivables	11	<b>96</b>	86	95	102	93	178	159	173
Other receivables <sup>3</sup>	1,146	<b>10,243</b>	10,186	10,679	10,134	9,684	9,341	9,127	8,960
Current investments	5	<b>47</b>	59	46	47	129	143	454	142
Cash and cash equivalents	1,001	<b>8,957</b>	9,330	11,053	12,586	11,561	9,347	7,636	14,578
<b>Total assets</b>	<b>7,776</b>	<b>69,538</b>	69,227	70,942	71,087	68,490	65,479	64,280	69,464
<b>Equity and liabilities</b>									
<b>Equity</b>									
Scania shareholders	3,555	<b>31,792</b>	30,120	28,631	31,129	30,133	29,152	28,479	31,502
Non-controlling interest	6	<b>57</b>	58	60	61	62	63	70	1
<b>Total equity</b>	<b>3,561</b>	<b>31,849</b>	30,178	28,691	31,190	30,195	29,215	28,549	31,503
<b>Interest-bearing liabilities</b>									
	57	<b>513</b>	2,846	5,076	3,479	2,477	1,148	242	2,688
<b>Non-current liabilities</b>									
Provisions for pensions	643	<b>5,748</b>	5,425	6,394	6,315	7,102	6,305	5,978	5,945
Other provisions	307	<b>2,745</b>	2,465	2,513	2,555	2,584	2,547	2,771	2,793
Other liabilities <sup>1,4</sup>	608	<b>5,436</b>	4,741	4,505	4,324	4,635	4,858	4,900	4,416
<b>Current liabilities</b>									
Provisions	204	<b>1,825</b>	1,806	1,866	1,808	1,643	1,594	1,607	1,630
Other liabilities <sup>5</sup>	2,396	<b>21,422</b>	21,766	21,897	21,416	19,854	19,812	20,233	20,489
<b>Total equity and liabilities</b>	<b>7,776</b>	<b>69,538</b>	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									
	61	<b>542</b>	633	563	802	670	705	773	619
<sup>3</sup> Including derivatives with positive value for hedging of borrowings									
	38	<b>345</b>	255	319	318	340	579	130	223
<sup>4</sup> Including derivatives with negative value for hedging of borrowings									
	25	<b>228</b>	249	280	344	518	590	371	471
<sup>5</sup> Including derivatives with negative value for hedging of borrowings									
	34	<b>307</b>	212	222	376	344	463	381	364
Net cash (-) / Net debt (+) excl. provisions for pensions, incl. derivatives as above									
	-989	<b>-8,843</b>	-6,970	-6,403	-9,554	-9,361	-8,573	-7,999	-12,039

## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2013					2012			
	EUR m.	31 Dec	30 Sep	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	1	13	11	10	10	12	12	14	15
Tangible assets	4	40	40	35	33	34	32	31	33
Lease assets	1,063	9,505	8,404	8,195	7,749	8,135	7,849	8,209	8,161
Financial receivables	2,693	24,077	22,828	23,068	22,239	22,988	22,034	21,501	21,325
Other receivables <sup>1</sup>	30	271	262	248	215	236	228	204	211
<b>Current assets</b>									
Financial receivables	1,709	15,281	14,679	14,597	14,000	13,914	12,889	13,367	13,251
Other receivables	99	886	710	757	724	1,037	779	945	925
Cash and cash equivalents	68	605	274	336	324	357	543	319	232
<b>Total assets</b>	<b>5,667</b>	<b>50,678</b>	<b>47,208</b>	<b>47,246</b>	<b>45,294</b>	<b>46,713</b>	<b>44,366</b>	<b>44,590</b>	<b>44,153</b>
<b>Equity and liabilities</b>									
<b>Equity</b>									
Scania shareholders	589	5,263	5,022	4,988	4,727	4,809	4,604	4,671	4,600
Total equity	589	5,263	5,022	4,988	4,727	4,809	4,604	4,671	4,600
<b>Interest-bearing liabilities</b>									
Interest-bearing liabilities	4,844	43,320	40,260	40,482	38,748	39,974	37,689	37,976	37,681
<b>Non-current liabilities</b>									
Provisions for pensions	4	40	37	36	34	34	26	26	26
Other provisions	1	5	5	5	6	6	5	5	4
Other liabilities <sup>1</sup>	68	612	589	598	566	605	616	607	608
<b>Current liabilities</b>									
Provisions	2	16	6	5	4	7	4	4	4
Other liabilities	159	1,422	1,289	1,132	1,209	1,278	1,422	1,301	1,230
<b>Total equity and liabilities</b>	<b>5,667</b>	<b>50,678</b>	<b>47,208</b>	<b>47,246</b>	<b>45,294</b>	<b>46,713</b>	<b>44,366</b>	<b>44,590</b>	<b>44,153</b>

<sup>1</sup> Including deferred tax

## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2013					2012			
	EUR m.	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec	30 Sept	30 Jun	31 Mar
<b>Eliminations</b>									
<b>Assets</b>									
Lease assets	-175	-1,564	-1,422	-1,421	-1,385	-1,466	-1,441	-1,521	-1,572
Other current receivables	-66	-587	-461	-506	-552	-605	-622	-500	-473
Current investments	0	0	0	0	0	0	0	-299	0
<b>Total assets</b>	<b>-241</b>	<b>-2,151</b>	<b>-1,883</b>	<b>-1,927</b>	<b>-1,937</b>	<b>-2,071</b>	<b>-2,063</b>	<b>-2,320</b>	<b>-2,045</b>
<b>Equity and liabilities</b>									
Interest-bearing liabilities	0	0	0	0	0	0	0	-299	0
Other current liabilities	-241	-2,151	-1,883	-1,927	-1,937	-2,071	-2,063	-2,021	-2,045
<b>Total equity and liabilities</b>	<b>-241</b>	<b>-2,151</b>	<b>-1,883</b>	<b>-1,927</b>	<b>-1,937</b>	<b>-2,071</b>	<b>-2,063</b>	<b>-2,320</b>	<b>-2,045</b>
<b>Scania Group</b>									
<b>Assets</b>									
<b>Non-current assets</b>									
Intangible assets	452	4,046	3,749	3,539	3,342	3,150	2,842	2,702	2,612
Tangible assets	2,424	21,678	21,299	21,134	20,649	20,628	20,115	20,221	20,281
Lease assets	1,634	14,610	13,160	12,906	12,144	12,661	11,855	12,216	11,751
Shares and participations	55	490	477	492	487	491	481	514	481
Interest-bearing receivables	2,693	24,082	22,830	23,068	22,239	22,996	22,099	21,655	21,532
Other receivables <sup>1, 2</sup>	344	3,079	2,869	2,819	2,972	2,801	2,818	2,751	2,680
<b>Current assets</b>									
Inventories	1,627	14,552	15,305	15,246	15,246	14,235	14,974	15,283	14,447
Interest-bearing receivables	1,720	15,377	14,765	14,692	14,102	14,007	13,067	13,526	13,424
Other receivables <sup>3</sup>	1,179	10,542	10,435	10,930	10,306	10,116	9,498	9,572	9,412
Current investments	5	47	59	46	47	129	143	155	142
Cash and cash equivalents	1,069	9,562	9,604	11,389	12,910	11,918	9,890	7,955	14,810
<b>Total assets</b>	<b>13,202</b>	<b>118,065</b>	<b>114,552</b>	<b>116,261</b>	<b>114,444</b>	<b>113,132</b>	<b>107,782</b>	<b>106,550</b>	<b>111,572</b>
<b>Total equity and liabilities</b>									
<b>Equity</b>									
Scania shareholders	4,144	37,055	35,142	33,619	35,856	34,942	33,756	33,150	36,102
Non-controlling interest	6	57	58	60	61	62	63	70	1
<b>Total equity</b>	<b>4,150</b>	<b>37,112</b>	<b>35,200</b>	<b>33,679</b>	<b>35,917</b>	<b>35,004</b>	<b>33,819</b>	<b>33,220</b>	<b>36,103</b>
<b>Non-current liabilities</b>									
Interest-bearing liabilities	3,282	29,350	31,867	32,812	30,148	26,146	22,392	20,825	23,219
Provisions for pensions	647	5,788	5,462	6,430	6,349	7,136	6,331	6,004	5,971
Other provisions	308	2,750	2,470	2,518	2,561	2,590	2,552	2,776	2,797
Other liabilities <sup>1, 4</sup>	676	6,048	5,330	5,103	4,890	5,240	5,474	5,507	5,024
<b>Current liabilities</b>									
Interest-bearing liabilities	1,619	14,483	11,239	12,746	12,079	16,305	16,445	17,094	17,150
Provisions	206	1,841	1,812	1,871	1,812	1,650	1,598	1,611	1,634
Other liabilities <sup>5</sup>	2,314	20,693	21,172	21,102	20,688	19,061	19,171	19,513	19,674
<b>Total equity and liabilities</b>	<b>13,202</b>	<b>118,065</b>	<b>114,552</b>	<b>116,261</b>	<b>114,444</b>	<b>113,132</b>	<b>107,782</b>	<b>106,550</b>	<b>111,572</b>
<sup>1</sup> Including deferred tax									
<sup>2</sup> Including derivatives with positive value for hedging of borrowings									
	61	542	633	563	802	670	705	773	619
<sup>3</sup> Including derivatives with positive value for hedging of borrowings									
	38	345	255	319	318	340	579	130	223
<sup>4</sup> Including derivatives with negative value for hedging of borrowings									
	25	228	249	280	344	518	590	371	471
<sup>5</sup> Including derivatives with negative value for hedging of borrowings									
	34	307	212	222	376	344	463	381	364
Equity/assets ratio, percent	31.4	31.4	30.7	29.0	31.4	30.9	31.4	31.2	32.4

## Statement of changes in equity

Amounts in SEK m. unless otherwise stated	Full year		
	EUR m.	2013	2012
Equity, 1 January	3,914	<b>35,004</b>	34,512
Net income for the period	693	<b>6,194</b>	6,640
Other comprehensive income for the period	-32	<b>-286</b>	-2,217
Dividend	-425	<b>-3,800</b>	-4,000
Change in non-controlling interest <sup>1</sup>	-	-	69
<b>Total equity at the end of the period</b>	<b>4,150</b>	<b>37,112</b>	35,004
Attributable to:			
Scania AB shareholders	4,144	<b>37,055</b>	34,942
Non-controlling interest <sup>1</sup>	6	<b>57</b>	62

<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	Full year		
	EUR m.	2013	2012
Revenue from external customers, Vehicles and Services	9,711	<b>86,847</b>	79,603
Revenue from external customers, Financial Services	503	<b>4,494</b>	4,576
Elimination related to lease income on operating leases	-203	<b>-1,812</b>	-1,728
<b>Revenue from external customers, Scania Group</b>	<b>10,011</b>	<b>89,529</b>	82,451
Operating income, Vehicles and Services	865	<b>7,736</b>	7,694
Operating income, Financial Services	80	<b>719</b>	606
<b>Operating income, Scania Group</b>	<b>945</b>	<b>8,455</b>	8,300



## Cash flow statement

Amounts in SEK m. unless otherwise stated	Full year			2013				2012			
	EUR m.	2013	2012	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<b>Operating activities</b>											
Income before tax	940	<b>8,408</b>	8,281	<b>2,483</b>	2,011	1,996	1,918	2,125	1,881	1,880	2,395
Items not affecting cash flow	363	<b>3,236</b>	2,935	<b>1,018</b>	766	772	680	844	687	748	656
Taxes paid	-267	<b>-2,394</b>	-2,496	<b>-500</b>	-508	-610	-776	-436	-437	-557	-1,066
<b>Cash flow from operating activities before change in working capital</b>	1,036	<b>9,250</b>	8,720	<b>3,001</b>	2,269	2,158	1,822	2,533	2,131	2,071	1,985
of which: Vehicles and Services	945	<b>8,449</b>	8,038	<b>2,822</b>	2,028	1,982	1,617	2,339	1,942	1,872	1,885
Financial Services	91	<b>801</b>	682	<b>179</b>	241	176	205	194	189	199	100
Change in working capital etc., Vehicles and Services <sup>1</sup>	11	<b>102</b>	-558	<b>491</b>	-63	88	-414	126	-385	-923	624
<b>Cash flow from operating activities</b>	1,047	<b>9,352</b>	8,162	<b>3,492</b>	2,206	2,246	1,408	2,659	1,746	1,148	2,609
<b>Investing activities</b>											
Net investments, Vehicles and Services <sup>1</sup>	-595	<b>-5,320</b>	-4,455	<b>-1,444</b>	-1,347	-1,330	-1,199	-1,616	-1,150	-943	-746
Net investments in credit portfolio etc., Financial Services	-463	<b>-4,137</b>	-4,771	<b>-2,207</b>	-657	-1,137	-136	-2,363	-836	-834	-738
<b>Cash flow from investing activities</b>	-1,058	<b>-9,457</b>	-9,226	<b>-3,651</b>	-2,004	-2,467	-1,335	-3,979	-1,986	-1,777	-1,484
<b>Cash flow from Vehicles and Services</b>	361	<b>3,231</b>	3,025	<b>1,869</b>	618	740	4	849	407	6	1,763
<b>Cash flow from Financial Services</b>	-372	<b>-3,336</b>	-4,089	<b>-2,028</b>	-416	-961	69	-2,169	-647	-635	-638
<b>Financing activities</b>											
Change in debt from financing activities	225	<b>2,016</b>	5,912	<b>158</b>	-1,757	2,698	917	3,412	2,349	-2,031	2,182
Dividend	-425	<b>-3,800</b>	-4,000	-	-	-3,800	-	-	-	-4,000	-
<b>Cash flow from financing activities</b>	-200	<b>-1,784</b>	1,912	<b>158</b>	-1,757	-1,102	917	3,412	2,349	-6,031	2,182
<b>Cash flow for the year</b>	-211	<b>-1,889</b>	848	<b>-1</b>	-1,555	-1,323	990	2,092	2,109	-6,660	3,307
<b>Cash and cash equivalents at beginning of period</b>	1,333	<b>11,918</b>	11,648	<b>9,604</b>	11,389	12,910	11,918	9,890	7,955	14,810	11,648
<b>Exchange rate differences in cash and cash equivalents</b>	-53	<b>-467</b>	-578	<b>-41</b>	-230	-198	2	-64	-174	-195	-145
<b>Cash and cash equivalents at end of period</b>	1,069	<b>9,562</b>	11,918	<b>9,562</b>	9,604	11,389	12,910	11,918	9,890	7,955	14,810

<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 measured according to Level 1, i.e. quoted prices in active markets for identical assets, and amounted to SEK 1,002 m. (1,188). Other assets that are carried at fair value refer to derivatives. These assets are measured 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 542 m. (670), Other current receivables SEK 345 m. (361), Other non-current liabilities SEK 228 m. (518) and Other current liabilities SEK 311 m. (346).

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 2013.

### Scania Group, SEK m.

	31 December 2013		31 December 2012	
	Total carrying amount	Total fair value	Total carrying amount	Total fair value
Non-current interest-bearing receivables	24,082	24,206	22,996	23,146
Current interest-bearing receivables	15,377	15,408	14,007	14,032
Non-interest-bearing trade receivables <sup>2</sup>	6,737	6,737	6,090	6,090
Current investments and Cash and cash equivalents	9,609	9,596	12,047	12,041
Other non-current receivables <sup>1</sup>	970	970	1,119	1,119
Other current receivables <sup>2</sup>	356	356	360	360
<b>Total assets</b>	<b>57,131</b>	<b>57,273</b>	<b>56,619</b>	<b>56,788</b>
Non-current interest-bearing liabilities	29,350	29,570	26,146	26,677
Current interest-bearing liabilities	14,483	14,524	16,305	16,321
Trade payables <sup>4</sup>	8,682	8,682	7,671	7,671
Other non-current liabilities <sup>3</sup>	228	228	518	518
Other current liabilities <sup>4</sup>	311	311	346	346
<b>Total liabilities</b>	<b>53,054</b>	<b>53,315</b>	<b>50,986</b>	<b>51,533</b>

<sup>1</sup>Financial instruments included in the balance sheet under "Other non-current receivables", SEK 3,079 m. (2,801)

<sup>2</sup>Financial instruments included in the balance sheet under "Other current receivables", SEK 10,542 m. (10,116)

<sup>3</sup>Financial instruments included in the balance sheet under "Other non-current liabilities", SEK 6,048 m. (5,240)

<sup>4</sup>Financial instruments included in the balance sheet under "Other current liabilities", SEK 20,693 m. (19,061)

Financial assets and liabilities that have been offset against each other consists of loan receivables and borrowings. Gross amounts total SEK 1,279 m. (2,369) and SEK 1,118 m. (1,975), respectively. The amount that has been offset from each amount totals SEK 1,118 m. (1,975).

Financial assets and liabilities that may be offset consist of derivatives covered by legally binding master netting agreements. The carrying amounts of assets and liabilities total SEK 887 m. (1,010) and SEK 499 m. (861), respectively. The amount that has not been offset from each amount totals SEK 413 m. (623).

## Number of employees

	2013				2012			
	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
Production and corporate units	19,069	19,056	18,732	17,619	17,792	17,776	17,373	17,194
Research and development	3,596	3,580	3,550	3,529	3,509	3,480	3,465	3,427
Sales and service companies	17,549	17,380	17,121	16,840	16,605	16,649	16,294	16,079
<b>Vehicles and Services</b>	<b>40,214</b>	40,016	39,403	37,988	37,906	37,905	37,132	36,700
<b>Financial Services</b>	<b>739</b>	723	713	702	691	675	670	666
<b>Total number of employees</b>	<b>40,953</b>	40,739	40,116	38,690	38,597	38,580	37,802	37,366

## Quarterly data, units by geographic area

	2013					2012				
	Full year	Q4	Q3	Q2	Q1	Full year	Q4	Q3	Q2	Q1
<b>Order bookings, trucks</b>										
Europe	35,179	5,908	11,267	9,970	8,034	28,695	7,470	6,136	7,970	7,119
Eurasia	6,107	1,058	1,611	1,882	1,556	6,801	1,323	1,743	2,319	1,416
America **	19,899	4,226	4,131	5,757	5,785	18,833	7,308	5,003	3,730	2,792
Asia	8,731	2,174	2,540	1,970	2,047	8,362	1,335	1,629	3,141	2,257
Africa and Oceania	3,762	907	926	1,115	814	3,194	741	926	876	651
<b>Total</b>	<b>73,678</b>	<b>14,273</b>	<b>20,475</b>	<b>20,694</b>	<b>18,236</b>	<b>65,885</b>	<b>18,177</b>	<b>15,437</b>	<b>18,036</b>	<b>14,235</b>
<b>Trucks delivered</b>										
Europe	32,625	11,549	6,864	7,758	6,454	27,720	8,396	5,835	6,638	6,851
Eurasia	6,260	1,704	1,610	1,746	1,200	6,798	2,368	1,607	1,687	1,136
America**	23,756	6,115	5,512	6,648	5,481	15,391	5,472	3,388	2,801	3,730
Asia	7,400	1,908	1,541	2,262	1,689	8,089	1,750	1,460	2,479	2,400
Africa and Oceania	3,570	973	920	946	731	3,053	833	746	742	732
<b>Total</b>	<b>73,611</b>	<b>22,249</b>	<b>16,447</b>	<b>19,360</b>	<b>15,555</b>	<b>61,051</b>	<b>18,819</b>	<b>13,036</b>	<b>14,347</b>	<b>14,849</b>
<b>Order bookings, buses*</b>										
Europe	1,252	468	187	336	261	1,032	348	193	180	311
Eurasia	825	45	227	192	361	178	25	13	88	52
America **	2,604	507	426	679	992	3,016	677	788	939	612
Asia	1,638	266	268	483	621	1,250	297	306	230	417
Africa and Oceania	938	216	226	180	316	584	101	188	113	182
<b>Total</b>	<b>7,257</b>	<b>1,502</b>	<b>1,334</b>	<b>1,870</b>	<b>2,551</b>	<b>6,060</b>	<b>1,448</b>	<b>1,488</b>	<b>1,550</b>	<b>1,574</b>
<b>Buses delivered*</b>										
Europe	1,000	278	274	289	159	1,312	267	380	382	283
Eurasia	850	201	322	227	100	198	56	54	49	39
America **	2,778	749	616	677	736	2,738	859	874	433	572
Asia	1,388	480	383	319	206	1,304	277	322	362	343
Africa and Oceania	837	283	202	170	182	798	244	181	221	152
<b>Total</b>	<b>6,853</b>	<b>1,991</b>	<b>1,797</b>	<b>1,682</b>	<b>1,383</b>	<b>6,350</b>	<b>1,703</b>	<b>1,811</b>	<b>1,447</b>	<b>1,389</b>

\* Including body-built buses and coaches.

\*\* Refers to Latin America

## Parent Company Scania AB, financial statements

Amounts in SEK m. unless otherwise stated	Full year		
	EUR m.	2013	2012
<b>Income statement</b>			
Financial income and expenses*	787	7,041	4,063
Allocations*	-5	-41	-63
Income taxes	-	-	-
<b>Net income</b>	<b>782</b>	<b>7,000</b>	<b>4,000</b>
		<b>2013</b>	<b>2012</b>
	EUR m.	<b>31 Dec</b>	<b>30 Sep</b>
<b>Balance sheet</b>			
<b>Assets</b>			
<b>Financial non-current assets</b>			
Shares in subsidiaries	943	8,435	8,401
<b>Current assets</b>			
Due from subsidiaries	1,249	11,167	8,001
<b>Total assets</b>	<b>2,192</b>	<b>19,602</b>	<b>16,402</b>
<b>Equity</b>			
Equity	2,192	19,602	16,402
<b>Total shareholders' equity</b>	<b>2,192</b>	<b>19,602</b>	<b>16,402</b>
		<b>2013</b>	<b>2012</b>
	EUR m.	<b>31 Dec</b>	<b>31 Dec</b>
<b>Statement of changes in equity</b>			
Equity, 1 January	1,834	16,402	16,402
Net income	0		
Total comprehensive income	783	7,000	4,000
Dividend	-426	-3,800	-4,000
<b>Equity</b>	<b>2,191</b>	<b>19,602</b>	<b>16,402</b>

\*Full year 2012 has been adjusted according to RFR 2, regarding recognition of group contributions