

**VOLKSWAGEN**

AKTIENGESELLSCHAFT

**Supplement no. 3 to Volkswagen AG's  
offer document regarding the offer to  
the shareholders of Scania AB**

**Goldman  
Sachs**

 **ROTHSCHILD**

**SEB**

## IMPORTANT INFORMATION

The Supplement (defined below) is not an offer, whether directly or indirectly, in Canada, New Zealand or South Africa or in any other jurisdiction where such offer would be prohibited by applicable law or regulation.

Further information regarding the conditions, restrictions and limitations of liability applicable to the Offer (defined below) can be found in the Offer Document (defined below).

The Supplement shall be governed and construed in accordance with Swedish law. Any dispute regarding the Supplement, or which arises in connection therewith, shall be settled exclusively by Swedish courts, and the District Court of Stockholm (Sw. *Stockholms tingsrätt*) shall be the court of first instance.

A Swedish language version of this Supplement has been approved and registered with the Swedish Financial Supervisory Authority (Sw. *Finansinspektionen*) in accordance with the regulations in Chapter 2 of the Swedish Act on Public Takeovers on the Stock Market (Sw. *lagen (2006:451) om offentliga uppköpserbjudanden på aktiemarknaden*) and Chapter 2 a of the Swedish Financial Instruments Trading Act (Sw. *lagen (1991:980) om handel med finansiella instrument*). The registration with the Swedish Financial Supervisory Authority does not imply that the Swedish Financial Supervisory Authority guarantees that the factual information provided in the Offer Document or the Supplement is correct or complete.

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# Supplement to the Offer Document

Through a press release on 21 February 2014 Volkswagen Aktiengesellschaft (“Volkswagen”) announced a public offer to the shareholders of Scania Aktiebolag (“Scania”) to tender all shares in Scania to Volkswagen (the “Offer”). This document (the “Supplement”) constitutes a supplement to the offer document prepared by Volkswagen which was approved and registered with the Swedish Financial Supervisory Authority (Sw. *Finansinspektionen*) (the “SFSA”) on 14 March 2014 (SFSA reference number 14-3667) in relation to the Offer (the “Offer Document”). The Offer Document was published on 14 March 2014 on Volkswagen’s website ([www.volkswagenag.com/ir](http://www.volkswagenag.com/ir)) and on SEB’s website ([www.sebgroup.com/prospectuses](http://www.sebgroup.com/prospectuses)).

The Supplement, which has been prepared in accordance with Chapter 2 Section 34 and Chapter 2 a Section 11 of the Swedish Financial Instruments Trading Act (Sw. *lagen (1991:980) om handel med finansiella instrument*), was approved by and registered with the SFSA on 15 April 2014 (SFSA reference number 14-5744) and published on 15 April 2014 on the above-mentioned websites. The Supplement should be read together with, and forms an integrated part of, the Offer Document (including the previous supplements thereto) in every respect. The definitions used in the Offer Document also apply to the Supplement.

The Supplement has been prepared in relation to the press release published by Volkswagen on 11 April 2014 regarding the consideration in the Offer as well as in relation to Scania’s interim report January–March 2014. The said documents are included in full in the Supplement.

Shareholders who have accepted the Offer prior to the publication of the Supplement have, in accordance with the Swedish Financial Instruments Trading Act, the right to withdraw their acceptances within two working days from the publication of the Supplement, i.e. no later than on 17 April 2014. In addition, all shareholders who have accepted or who will accept the Offer have the right to withdraw given acceptances of the Offer as set out in the Offer Document. Withdrawal of acceptances shall be made in the manner described in the Offer Document. Shareholders whose shares are nominee registered and who wish to withdraw their acceptances of the Offer must do so in accordance with instructions from the nominee. Acceptances that are not withdrawn will remain binding and shareholders who wish to maintain their acceptance do not need to take any action.

For complete terms and other information about the Offer, please refer to the Offer Document which, together with the Supplement and the previously published supplements to the Offer Document, is held available on the above-mentioned websites.

# Press release published by Volkswagen on 11 April 2014 regarding the consideration in the Offer

*The offer referred to in this press release is not being made, whether directly or indirectly, in Canada, New Zealand or South Africa or in any other jurisdictions where such offer pursuant to legislation and regulations in such relevant jurisdictions would be prohibited by applicable law. Shareholders not resident in Sweden who wish to accept the Offer (as defined below) must make inquiries concerning applicable legislation and possible tax consequences. Shareholders should refer to the offer restrictions included in the section titled "Important notice" at the end of this press release and in the tender offer document which has been published on Volkswagen's website [www.volkswagenag.com/ir](http://www.volkswagenag.com/ir). Shareholders in the United States should also refer to the section titled "Special notice to shareholders in the United States" at the end of this press release.*

## VOLKSWAGEN

AKTIENGESELLSCHAFT

Press release

11 April 2014

### **Volkswagen will not increase the consideration in the Offer to the shareholders of Scania – the offered consideration of SEK 200 per share is final**

On 21 February 2014, Volkswagen Aktiengesellschaft ("Volkswagen") announced a public offer to the shareholders of Scania Aktiebolag ("Scania") to tender all shares in Scania to Volkswagen at a price of SEK 200 in cash per share, regardless of share class (the "Offer").

As previously announced, Volkswagen is confident that the Offer is compelling to Scania's shareholders and that it will result in a sustainable, clear and supportive ownership of Scania. Volkswagen therefore declares that it will not increase the consideration in the Offer. The offered consideration of SEK 200 per share is thus final.

The acceptance period of the Offer runs to and including 25 April 2014. Settlement will be initiated as soon as Volkswagen announces that the Offer will be completed. Provided that such announcement takes place on 30 April 2014, at the latest, settlement is expected to be initiated on or around 5 May 2014. Shareholders of Scania who accept the Offer during the acceptance period, or any extension thereof, have the right to withdraw their acceptances until the earlier of (1) the end of the acceptance period, including any extension thereof, and (2) the time when Volkswagen announces that the acceptance level condition and all other conditions for completion of the Offer have been fulfilled and that the Offer thus will be completed.

#### **Volkswagen Aktiengesellschaft**

#### **For additional information, please contact:**

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This information was submitted for publication on 11 April 2014 at 12:30 pm (CET).

**Information about the Offer:**

[www.volkswagenag.com/ir](http://www.volkswagenag.com/ir)

**Important notice**

*The Offer is not being made, directly or indirectly, in or into Canada, New Zealand or South Africa by use of mail or any other means or instrumentality (including, without limitation, facsimile transmission, electronic mail, telex, telephone and the Internet) of interstate or foreign commerce, or of any facility of national security exchange, of Canada, New Zealand or South Africa, and the Offer cannot be accepted by any such use, means, instrumentality or facility of, or from within, Canada, New Zealand or South Africa. Accordingly, this press release and any documentation relating to the Offer are not being and should not be sent, mailed or otherwise distributed or forwarded in or into Canada, New Zealand or South Africa.*

*This press release is not being, and must not be, sent to shareholders with registered addresses in Canada, New Zealand or South Africa. Banks, brokers, dealers and other nominees holding shares for persons in Canada, New Zealand or South Africa must not forward this press release or any other document received in connection with the Offer to such persons.*

*Statements in this press release or in the offer document relating to future status or circumstances, including statements regarding future performance, growth and other trend projections and the other benefits of the Offer, are forward-looking statements. These statements may generally, but not always, be identified by the use of words such as "anticipates", "intends", "expects", "believes", or similar expressions. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There can be no assurance that actual results will not differ materially from those expressed or implied by these forward-looking statements due to many factors, many of which are outside the control of Volkswagen AG. Any such forward-looking statements speak only as of the date on which they are made and Volkswagen AG has no obligation (and undertakes no such obligation) to update or revise any of them, whether as a result of new information, future events or otherwise, except for in accordance with applicable laws and regulations.*

**Special notice to shareholders in the United States**

*The Offer referenced in this press release is made for shares of Scania AB, a company incorporated under Swedish law, and is subject to Swedish disclosure and procedural requirements, which are different from those of the United States. The Offer is made in the United States in compliance with Section 14(e) of, and Regulation 14E under, the U.S. Securities Exchange Act of 1934, as amended (the "U.S. Exchange Act"), subject to the exemptions provided by Rule 14d-1(d) under the U.S. Exchange Act and otherwise in accordance with the requirements of Swedish law. Accordingly, the Offer is subject to disclosure and other procedural requirements, including with respect to withdrawal rights, the offer timetable, settlement procedures and timing of payments that are different from those applicable under U.S. domestic tender offer procedures and laws.*

*To the extent permissible under applicable law or regulation, Volkswagen AG and its affiliates or brokers (acting as agents for Volkswagen AG or its affiliates, as applicable) may from time to time, and other than pursuant to the Offer, directly or indirectly purchase, or arrange to purchase, shares of Scania AB, that are the subject of the Offer or any securities that are convertible into, exchangeable for or exercisable for such shares. To the extent information about such purchases or arrangements to purchase is made public in Sweden, such information will be disclosed by means of a press release or other means reasonably calculated to inform U.S. shareholders of Scania AB of such information. In addition, the financial advisors to Volkswagen AG, may also engage in ordinary course trading activities in securities of Scania AB, which may include purchases or arrangements to purchase such securities.*

**NEITHER THE UNITED STATES SECURITIES AND EXCHANGE COMMISSION NOR ANY U.S. STATE SECURITIES COMMISSION OR REGULATORY AUTHORITY HAS APPROVED OR DISAPPROVED OF THIS OFFER, PASSED UPON THE FAIRNESS OR MERITS OF THIS PRESS RELEASE OR DETERMINED WHETHER THIS PRESS RELEASE IS ACCURATE OR COMPLETE. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE IN THE UNITED STATES.**

# Scania's interim report January–March 2014



11 April 2014

## Scania Interim Report, January–March 2014

### Summary of the first three months of 2014

- Operating income rose to SEK 2,257 m. (1,933), and earnings per share rose to SEK 1.95 (1.75)
- Net sales rose by 9 percent to SEK 21,126 m. (19,341)
- Cash flow amounted to SEK 730 m. (-88) in Vehicles and Services

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

“Scania’s earnings for the first quarter amounted to SEK 2,257 m. Both vehicle and service volume increased, which was partly offset by weaker emerging markets currencies. Total order bookings for trucks during the first quarter were higher than the beginning of last year. The negative effect on demand in Europe after pre-buys of Euro 5 vehicles was less than expected and order bookings increased. The improved economic situation in Europe together with the replacement need means that the underlying trend in demand is positive. Scania has strengthened its position in the European market through increased market share and a leading Euro 6 range, which is confirmed by Euro 6 tests in the trade press. Order bookings in Latin America remained in line with the previous two quarters. In Asia, order bookings improved and in Russia, order bookings increased significantly. Order bookings for buses and coaches rose in

Europe, while they fell in Latin America and Eurasia. In Engines, order bookings were somewhat better than in the same period of 2013 and Scania has initiated collaboration on engine deliveries with another major OEM. Scania is continuing its long-term efforts to boost market share in Services and revenue increased by 7 percent in local currencies during the first quarter. Financial Services showed a strong performance and customer payment capacity is good. The trend in demand in early 2014 indicates a continued high level of vehicle and service volume. There are also 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

	Q1 2014			Change, %
	2014	2013		
<b>Trucks and buses, units</b>				
Order bookings	<b>21,027</b>	20,787		1
Deliveries	<b>18,844</b>	16,938		11
<b>Net sales and earnings</b>	<i>EUR m.*</i>			
<b>Net sales, Scania Group, SEK m.</b>	2,361	<b>21,126</b>	19,341	9
Operating income, Vehicles and Services, SEK m.	223	<b>1,991</b>	1,778	12
Operating income, Financial Services, SEK m.	30	<b>266</b>	155	72
Operating income, SEK m.	253	<b>2,257</b>	1,933	17
<b>Income before taxes, SEK m.</b>	236	<b>2,109</b>	1,918	10
<b>Net income for the period, SEK m.</b>	174	<b>1,557</b>	1,398	11
Operating margin, %		<b>10.7</b>	10.0	
Return on equity, %		<b>17.6</b>	17.9	
Return on capital employed, Vehicles and Services, %		<b>21.1</b>	20.0	
Earnings per share, SEK	0.22	<b>1.95</b>	1.75	11
Cash flow, Vehicles and Services	81	<b>730</b>	-88	-
<b>Number of shares: 800 million</b>				

\* Translated to EUR solely for the convenience of the reader at a closing day rate of SEK 8.948 = 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)

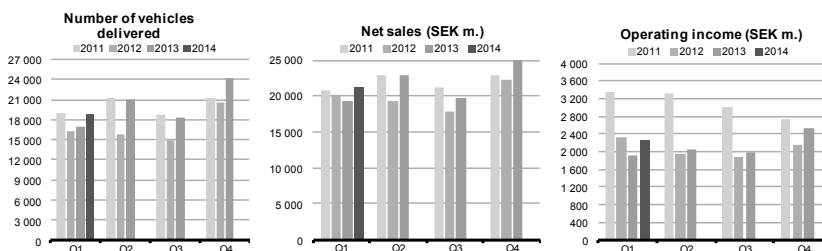
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## Business overview



### Sales performance

During the first three months of 2014, total vehicle deliveries increased by 11 percent to 18,844 (16,938) units, compared to the same period of 2013. Net sales rose by 9 percent to SEK 21,126 m. (19,341). Currency rate effects had a negative impact of 3 percent on sales.

Order bookings rose by 1 percent to 21,027 (20,787) vehicles, compared to the first quarter of 2013.

### Euro 6 success

Due to early introduction of Euro 6 vehicles, Scania has extensive experience and has also launched second generation Euro 6 engines. Since late 2013, Scania has been able to offer a complete range of Euro 6 engines. With the other updates included in the launch of Scania Streamline, customers can take advantage of significant fuel savings. In March, the respected German transport trade magazines *VerkehrsRundschau* and *Trucker* gave the Scania G 410 their Green Truck 2014 award in the heavy tractor class. With fuel consumption averaging a record-low 23.29 litres of diesel per 100 km, the Scania G 410 took first place by a wide margin in the environmental rankings on which the magazines' award is based. In early 2014, Scania received two large orders in Great Britain and Austria for a total of 2,000 trucks, of which about one third was recognised during the first quarter. Scania increased its market share in Europe in early 2014.

### Improvement in Europe

The negative effect on demand of pre-buys of Euro 5 vehicles during 2013 was less than expected and order bookings in Europe improved significantly compared to the previous quarter and they increased also compared to the first quarter of 2013. Scania's assessment is that the economic situation is improving and that there is a replacement need. Demand for used vehicles in Europe is good and prices have improved.

### Good growth outlook and high investment activity

There are good growth opportunities in the longer term, and the expansion of annual technical production capacity towards 120,000 vehicles is continuing. The sales and services offering is also being expanded. During the first quarter, Scania expanded its operations in East Africa through the new company Scania East Africa. The East African transport sector is expected to grow by 10–15 percent annually. Scania Engines has extended its service network in North America in recent years, which now includes more than 300 service points.

Investments in research and development will strengthen Scania's product portfolio. Current projects include a new truck cab, which is intended to be introduced in the market in the next few years. The new cab will provide enhanced customer value and additional fuel savings and is also predicted to result in cost savings compared to the existing product range.

### Offer from Volkswagen

On 21 February, Volkswagen AG presented a public offer to Scania's shareholders. At present, Volkswagen controls the equivalent of 89.2 percent of the voting rights and 62.6 percent of the share capital in Scania. The Independent Committee appointed by Scania's Board of Directors issued its recommendation on 18 March concerning the offer to the shareholders.





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## The truck market

### Order bookings

Scania's order bookings rose during the first quarter of 2014 and amounted to 19,032 (18,236) trucks. Order bookings were significantly higher than in the fourth quarter of 2013. Order bookings in Europe improved compared to the end of last year and were also higher than in the first quarter of 2013. The negative effect of last year's pre-buys on demand in Europe during the first quarter of 2014 was thus less than initially feared. Compared to the first quarter of 2013, order bookings rose by 6 percent to 8,500 (8,034) units.

Order bookings in Latin America were in line with the previous two quarters. Compared to the first quarter of 2013, order bookings decreased in Latin America by 31 percent to 4,000 (5,785) vehicles, related to lower order bookings in Brazil and Argentina. During the first quarter of 2013, there were somewhat more attractive subsidies for new vehicle investments in Brazil compared to this year. Subsidised financing will continue to be available in Brazil.

In Eurasia, order bookings improved mainly due to an increase in Russia. Order bookings totalled 2,879 (1,556) trucks in Eurasia. The outlook in Eurasia is however uncertain. In Asia, order bookings improved, both compared to the previous quarter and compared to the first quarter of 2013. Compared to the first quarter of 2013, order bookings primarily increased in the Middle East and Hong Kong and total order bookings in Asia amounted to 2,584 (2,047) units.

In Africa, order bookings increased in the southern region compared to the first quarter of 2013 and also compared to the previous quarter. In Oceania, order bookings increased in Australia compared to the first quarter of 2013. Total order bookings in the Africa and Oceania region were 31 percent higher at 1,069 (814) units, compared to the first quarter of 2013. Order bookings were also higher compared to the fourth quarter of 2013.

### Deliveries

Scania's total truck deliveries increased by 12 percent to 17,465 (15,555) units during the first quarter compared to the year-earlier period. In Europe, deliveries rose by 21 percent to 7,816 (6,454) units compared to the first quarter of 2013. In Eurasia, deliveries rose by 22 percent to 1,465 (1,200) trucks.

In Latin America, deliveries fell by 22 percent to 4,300 (5,481) units compared to the first quarter of 2013. In Asia, deliveries increased by 74 percent compared to the first quarter of 2013 to 2,943 (1,689) trucks.

### Sales

Net sales of trucks rose by 10 percent to SEK 13,616 m. (12,378) during the first quarter.

### The total European market for heavy trucks

Based on preliminary registration data, 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 9 percent to about 52,800 units during the first quarter of 2014. Scania truck registrations amounted to some 8,200 units, equivalent to a market share of about 15.5 (14.7) percent.

Scania trucks	Order bookings			Deliveries		
	3 months 2014	3 months 2013	Change, %	3 months 2014	3 months 2013	Change, %
Europe	8,500	8,034	6	7,816	6,454	21
Eurasia	2,879	1,556	85	1,465	1,200	22
America*	4,000	5,785	-31	4,300	5,481	-22
Asia	2,584	2,047	26	2,943	1,689	74
Africa and Oceania	1,069	814	31	941	731	29
Total	19,032	18,236	4	17,465	15,555	12

\*Refers to Latin America



## The bus and coach market

### Order bookings

Order bookings for buses and coaches were lower than in the same quarter of last year, among other things because Scania received large orders in Russia and Asia in the year-earlier period. Scania's total order bookings for buses and coaches decreased by 22 percent to 1,995 (2,551) units during the first quarter of 2014 compared to the corresponding period of 2013.

Scania has signed an agreement with Ghana's Ministry of Transport to supply buses and equipment for the Bus Rapid Transit (BRT) public transport system under construction in the country's capital Accra. Scania will deliver 300 buses and ancillary equipment and services such as ticketing machines, workshop services, operational support and infrastructure. This order will be recognised in the second quarter.

Owing to significant overcapacity in its city bus operations, Scania has introduced a restructuring programme aimed at ensuring profitability, which will provide an annual cost saving of SEK 70 million.

In Europe, order bookings for buses and coaches amounted to 392 units (261). Compared to the first quarter of 2013, order bookings fell by 35 percent in Latin America. The downturn was primarily related to Mexico. In Asia, order bookings increased to 625 (621) buses and coaches compared to the first quarter of 2013. Order bookings in Africa and Oceania fell by 3 percent.

### Deliveries

Scania's bus and coach deliveries totalled 1,379 (1,383) units during the first three months of 2014. In Europe, deliveries increased by 60 percent compared to the first quarter of 2013. In Latin America, deliveries were down by 30 percent. In Asia, deliveries increased by 86 percent, while deliveries of buses and coaches in Africa and Oceania rose by 18 percent during the first quarter.

### Net sales

Net sales of buses and coaches rose by 5 percent to SEK 1,400 m. (1,331) during the first quarter of 2014.

Scania buses and coaches	Order bookings			Deliveries		
	3 months	3 months	Change,	3 months	3 months	Change,
	2014	2013	%	2014	2013	%
Europe	392	261	50	254	159	60
Eurasia	26	361	-93	10	100	-90
America*	644	992	-35	518	736	-30
Asia	625	621	1	383	206	86
Africa and Oceania	308	316	-3	214	182	18
Total	1,995	2,551	-22	1,379	1,383	0

\*Refers to Latin America

## Engines

### Order bookings

During the first quarter, Scania was named as a supplier of engines for Atlas Copco's portable air compressors. For Scania, the expanded collaboration with Atlas Copco will mean an expected annual volume of about 800 engines. The partnership covers deliveries of Scania's 9-, 13- and 16-litre engines, which meet the Stage 4/Tier 4f international emission standards.

Total engine order bookings rose by 1 percent to 1,751 (1,728) units during the first three months of 2014. Order bookings increased in Asia, Eurasia and in Africa and Oceania.

### Deliveries

Engine deliveries rose by 13 percent to 1,675 (1,480) units during the first quarter of 2014. The upturn was mainly attributable to South Korea, Germany and South Africa.

### Net sales

During the first quarter, sales rose by 20 percent to SEK 299 m. (249).



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## Services

### Higher revenue in Europe

Service volume and revenue reached record levels and revenue amounted to SEK 4,536 m. (4,280) during the first quarter of 2014. Currency rate effects had some negative impact, while more workshop hours and parts had a positive impact. In local currencies, revenue increased by 7 percent.

In Europe, service revenue rose by 6 percent to SEK 3,133 m. (2,945) compared to the first quarter of 2013. In Latin America, revenue rose by 6 percent to SEK 632 m. (596) and revenue in Asia was 9 percent higher than the year-earlier period at SEK 329 m. (301). In Africa and Oceania, service revenue decreased by 6 percent to SEK 271 m. (288), while in Eurasia it increased by 14 percent to SEK 171 m. (150) compared to the first quarter of 2013.

## Earnings

### Vehicles and Services

#### The first quarter

Operating income in Vehicles and Services totalled SEK 1,991 m. (1,778) during the first quarter of 2014. Higher vehicle deliveries and higher service volume had a positive effect. Higher capacity utilisation in production and somewhat improved prices also contributed. The market mix had a negative impact.

Compared to the first quarter of 2013, the total currency rate effect was negative and amounted to about SEK 345 m.

Scania's research and development expenditures amounted to SEK 1,528 m. (1,305). After adjusting for SEK 354 m. (265) in capitalised expenditures and SEK 86 m. (67) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 1,260 m. (1,107).

### Financial Services

#### Customer finance portfolio

At the end of the first quarter of 2014, the size of Scania's customer finance portfolio amounted to SEK 49.5 billion, which was SEK 0.6 billion higher than the end of 2013. In local currencies, the portfolio also increased by SEK 0.6 billion, equivalent to 1 percent.

#### Penetration rate

The penetration rate was 35 (30) percent during the first quarter of 2014 in those markets where Scania has its own financing operations. The increase was mainly attributable to Brazil.

#### Operating income

Operating income in Financial Services increased to a record high SEK 266 m. (155) during the first three months of 2014, compared to 2013. A larger portfolio and higher margins had a positive impact on earnings. Bad debt expenses decreased during the quarter.

### Scania Group

During the first three months of 2014, Scania's operating income amounted to SEK 2,257 m. (1,933). Operating margin amounted to 10.7 (10.0) percent. Scania's net financial items amounted to SEK -148 m. (-15). Net interest items amounted to SEK -38 m. (-8). Net interest items were adversely affected by a lower interest margin on the net cash position in Vehicles and Services, compared to one year earlier. Other financial income and expenses totalled SEK 20 m. (-7). This included SEK 36 m. (26) in valuation effects related to financial instruments where hedge accounting was not applied. First quarter net financial items included costs of SEK 130 m. related to the public offer from Volkswagen, reported as items affecting comparability.



The Scania Group's tax expense amounted to SEK 552 m. (520), equivalent to 26.2 (27.1) percent of income before taxes. Net income for the period totalled SEK 1,557 m. (1,398), equivalent to a net margin of 7.4 (7.2) percent and earnings per share amounted to SEK 1.95 (1.75).

## Cash flow

### Vehicles and Services

Scania's cash flow in Vehicles and Services amounted to SEK 730 m. (-88) during the first quarter of 2014. Tied-up working capital increased by SEK 131 m.

Net investments amounted to SEK 1,378 m. (1,199), including SEK 354 m. (265) in capitalisation of development expenses. At the end of the first quarter of 2014, the net cash position in Vehicles and Services amounted to SEK 8,807 m. compared to a net cash position of SEK 8,019 m. at the end of 2013.

### Scania Group

Scania's cash flow in Financial Services amounted to SEK -31 m. (69) during the first quarter of 2014 due to a growing customer finance portfolio. Together with the positive cash flow in Vehicles and Services, the Group's net debt decreased by about SEK 0.7 billion compared to the end of 2013.

## 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 8 m. (10) during the first three months of 2014.

## Miscellaneous

### Number of employees

At the end of the first quarter of 2014, the number of employees totalled 41,002, compared to 38,690 on the same date in 2013.

### Material risks and uncertainty factors

The section entitled "Risks and risk management" in Scania's Annual Report for 2013 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 first quarter of 2014,



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obligations related to residual value or repurchases were virtually unchanged compared to the end of 2013 and amounted to about SEK 9.9 billion.

#### **b) Credit risks**

In its Financial Service operations, Scania has an exposure in the form of contractual future payments. This exposure is reduced by the collateral Scania has in the form of the right to repossess the underlying vehicle. In case the market value of the collateral does not cover the exposure to the customer, Scania runs a credit risk. Reserves for probable losses in Financial Service operations are set aside in the estimated amounts required.

### **Accounting principles**

Scania applies International Financial Reporting Standards (IFRSs) as adopted by the EU. This Interim Report for the Scania Group has been prepared in accordance with IAS 34, "Interim Financial Reporting" and the Annual Accounts Act. New and revised standards and interpretations that are being applied from 1 January 2014 include the following:

*Amendment to IAS 32, "Financial Instruments: Presentation"*. The amendment relates to new rules for offsetting financial assets and financial liabilities. The amendment means that in the Interim Report on 31 March 2014, "Current investments" has been adjusted by SEK 865 m. (change in "Other non-current receivables" related to prior periods: on 31 Dec 2013, SEK 824 m.; 30 Sep 2013, SEK 956 m.; 30 June 2013, SEK 1,674 m.; and 31 Mar 2013, SEK 1,427 m.) and "Interest-bearing liabilities" has been adjusted by SEK 865 m. (change in prior periods: 31 Dec 2013, SEK 824 m.; 30 Sep 2013, SEK 956 m.; 30 June 2013, SEK 1,674 m. and 31 Mar 2013, SEK 1,427 m.).

Accounting principles and calculation methods are otherwise unchanged from those applied in the Annual Report for 2013.

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.

### **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 16 June 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 11 June 2014 in Södertälje, Sweden.

Södertälje, 11 April 2014

Martin Lundstedt  
President and CEO



Scania Interim Report January-March 2014

## Financial information from Scania

### This Interim Report and calendar

This Interim Report will be presented at a press and analyst conference held at Moderna Museet in Stockholm at 11.00 CET on 11 April 2014. A telephone conference will also be held at 14.15 CET. Information about participation is available on [www.scania.com](http://www.scania.com).

#### Calendar 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 Year-end Report for 2013 stated the following:

"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. 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."

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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 11 April 2014.



## Consolidated income statements

Amounts in SEK m. unless otherwise stated	Q1			Change in %	Full year 2013	Apr 13 - Mar 14
	EUR m.*	2014	2013			
<b>Vehicles and Services</b>						
Net sales	2,361	21,126	19,341	9	86,847	88,632
Cost of goods sold	-1,767	-15,813	-14,431	10	-65,303	-66,685
<b>Gross income</b>	<b>594</b>	<b>5,313</b>	<b>4,910</b>	<b>8</b>	<b>21,544</b>	<b>21,947</b>
Research and development expenses	-141	-1,260	-1,107	14	-5,024	-5,177
Selling expenses	-200	-1,793	-1,758	2	-7,740	-7,775
Administrative expenses	-31	-280	-268	4	-1,065	-1,077
Share of income from associated companies and joint ventures	1	11	1		21	31
<b>Operating income, Vehicles and Services</b>	<b>223</b>	<b>1,991</b>	<b>1,778</b>	<b>12</b>	<b>7,736</b>	<b>7,949</b>
<b>Financial Services</b>						
Interest and lease income	132	1,180	1,096	8	4,494	4,578
Interest and depreciation expenses	-84	-753	-722	4	-2,920	-2,951
Interest surplus	48	427	374	14	1,574	1,627
Other income and expenses	4	33	25	32	111	119
<b>Gross income</b>	<b>52</b>	<b>460</b>	<b>399</b>	<b>15</b>	<b>1,685</b>	<b>1,746</b>
Selling and administrative expenses	-19	-170	-169	1	-686	-687
Bad debt expenses, realised and anticipated	-3	-24	-75	-68	-280	-229
<b>Operating income, Financial Services</b>	<b>30</b>	<b>266</b>	<b>155</b>	<b>72</b>	<b>719</b>	<b>830</b>
<b>Operating income</b>	<b>253</b>	<b>2,257</b>	<b>1,933</b>	<b>17</b>	<b>8,455</b>	<b>8,779</b>
Interest income and expenses	-4	-38	-8		-63	-93
Other financial income and expenses	2	20	-7		16	43
Items affecting comparability <sup>1</sup>	-15	-130	-		-	-130
<b>Total financial items</b>	<b>-17</b>	<b>-148</b>	<b>-15</b>	<b>887</b>	<b>-47</b>	<b>-180</b>
<b>Income before taxes</b>	<b>236</b>	<b>2,109</b>	<b>1,918</b>	<b>10</b>	<b>8,408</b>	<b>8,599</b>
Taxes	-62	-552	-520	6	-2,214	-2,246
<b>Net income for the period</b>	<b>174</b>	<b>1,557</b>	<b>1,398</b>	<b>11</b>	<b>6,194</b>	<b>6,353</b>
<b>Other comprehensive income</b>						
<b>Items that may be reclassified subsequently to profit or loss</b>						
Translation differences	-5	-49	-465		-907	-491
Cash flow hedges						
change in value for the year	0	1	-1		-	2
reclassification to operating income	0	0	0		0	0
Income tax relating to items that may be reclassified	1	5	-21		-3	23
	-4	-43	-487		-910	-466
<b>Items that will not be reclassified to profit or loss</b>						
Re-measurement defined benefit plans <sup>4</sup>	-28	-247	2		803	554
Income tax relating to items that will not be reclassified	6	55	0		-179	-124
	-22	-192	2		624	430
<b>Other comprehensive income for the period</b>	<b>-26</b>	<b>-235</b>	<b>-485</b>		<b>-286</b>	<b>-36</b>
<b>Total comprehensive income for the period</b>	<b>148</b>	<b>1,322</b>	<b>913</b>		<b>5,908</b>	<b>6,317</b>
Net income attributable to:						
Scania shareholders	174	1,556	1,400		6,201	6,357
Non-controlling interest	0	1	-2		-7	-4
Total comprehensive income attributable to:						
Scania shareholders	148	1,324	914		5,913	6,323
Non-controlling interest	0	-2	-1		-5	-6
Operating income includes depreciation of	-83	-741	-686		-2,929	-2,984
Earnings per share, SEK (no dilution) <sup>2</sup>		1.95	1.75		7.75	7.95
Return on equity, percent <sup>3</sup>		17.6	17.9		17.5	
Operating margin, percent		10.7	10.0		9.7	9.9

<sup>1</sup> Costs related to the public offer from VW.

<sup>2</sup> Attributable to Scania shareholders' portion of net income.

<sup>3</sup> Calculations are based on rolling 12-month income.

<sup>4</sup> The discount rate in calculating the Swedish pension liability has changed to 3.75 percent per 31 March.

\* Translated solely for the convenience of the reader at a closing exchange rate of SEK 8.9482 = EUR 1.00.



## Net sales and deliveries, Vehicles and Services

Amounts in SEK m. unless otherwise stated	Q1		Change in %	Full year 2013	Apr 13 - Mar 14	
	EUR m.	2014				2013
<b>Net sales</b>						
Trucks	1,522	<b>13,616</b>	12,378	10	57,502	58,740
Buses*	157	<b>1,400</b>	1,331	5	6,610	6,679
Engines	33	<b>299</b>	249	20	1,140	1,190
Service-related products	507	<b>4,536</b>	4,280	6	17,510	17,766
Used vehicles	144	<b>1,292</b>	1,056	22	4,912	5,148
Miscellaneous	62	<b>557</b>	405	38	2,319	2,471
Delivery sales value	2,425	<b>21,700</b>	19,699	10	89,993	91,994
Revenue deferrals <sup>1</sup>	-64	<b>-574</b>	-358	60	-3,146	-3,362
Net sales	2,361	<b>21,126</b>	19,341	9	86,847	88,632
<b>Net sales<sup>2</sup></b>						
Europe	1,292	<b>11,568</b>	9,528	21	43,631	45,671
Eurasia	143	<b>1,282</b>	1,134	13	6,052	6,200
America**	474	<b>4,239</b>	5,696	-26	23,551	22,094
Asia	289	<b>2,582</b>	1,689	53	7,760	8,653
Africa and Oceania	163	<b>1,455</b>	1,294	12	5,853	6,014
Net sales	2,361	<b>21,126</b>	19,341	9	86,847	88,632
<b>Total delivery volume, units</b>						
Trucks		<b>17,465</b>	15,555	12	73,611	75,521
Buses*		<b>1,379</b>	1,383	0	6,853	6,849
Engines		<b>1,675</b>	1,480	13	6,783	6,978

<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	2014		2013			
	EUR m.	Q1	Q4	Q3	Q2	Q1
<b>Vehicles and Services</b>						
Net sales	2,361	21,126	24,983	19,725	22,798	19,341
Cost of goods sold	-1,767	-15,813	-18,865	-14,720	-17,287	-14,431
<b>Gross income</b>	<b>594</b>	<b>5,313</b>	<b>6,118</b>	<b>5,005</b>	<b>5,511</b>	<b>4,910</b>
Research and development expenses	-141	-1,260	-1,394	-1,168	-1,355	-1,107
Selling expenses	-200	-1,793	-2,137	-1,841	-2,004	-1,758
Administrative expenses	-31	-280	-287	-241	-269	-268
Share of income in associated companies and joint ventures	1	11	8	4	8	1
<b>Operating income, Vehicles and Services</b>	<b>223</b>	<b>1,991</b>	<b>2,308</b>	<b>1,759</b>	<b>1,891</b>	<b>1,778</b>
<b>Financial Services</b>						
Interest and lease income	132	1,180	1,174	1,118	1,106	1,096
Interest and depreciation expenses	-84	-753	-755	-724	-719	-722
Interest surplus	48	427	419	394	387	374
Other income and expenses	4	33	36	43	7	25
<b>Gross income</b>	<b>52</b>	<b>460</b>	<b>455</b>	<b>437</b>	<b>394</b>	<b>399</b>
Selling and administrative expenses	-19	-170	-180	-164	-173	-169
Bad debt expenses	-3	-24	-67	-64	-74	-75
<b>Operating income, Financial Services</b>	<b>30</b>	<b>266</b>	<b>208</b>	<b>209</b>	<b>147</b>	<b>155</b>
<b>Operating income</b>	<b>253</b>	<b>2,257</b>	<b>2,516</b>	<b>1,968</b>	<b>2,038</b>	<b>1,933</b>
Interest income and expenses	-4	-38	-21	-7	-27	-8
Other financial income and expenses	2	20	-12	50	-15	-7
Items affecting comparability <sup>1</sup>	-15	-130	-	-	-	-
<b>Total financial items</b>	<b>-17</b>	<b>-148</b>	<b>-33</b>	<b>43</b>	<b>-42</b>	<b>-15</b>
<b>Income before taxes</b>	<b>236</b>	<b>2,109</b>	<b>2,483</b>	<b>2,011</b>	<b>1,996</b>	<b>1,918</b>
Taxes	-62	-552	-522	-549	-623	-520
<b>Net income for the period</b>	<b>174</b>	<b>1,557</b>	<b>1,961</b>	<b>1,462</b>	<b>1,373</b>	<b>1,398</b>
Earnings per share, SEK*		<b>1.95</b>	2.45	1.83	1.72	1.75
Operating margin, in percent		<b>10.7</b>	10.1	10.0	8.9	10.0

<sup>1</sup> Costs related to the public offer from VW.

\* Attributable to Scania shareholders' portion of net income



## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2014		2013			
	EUR m.	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	486	4,346	4,033	3,738	3,529	3,332
Tangible assets	2,425	21,698	21,638	21,259	21,099	20,616
Lease assets	751	6,722	6,669	6,178	6,132	5,780
Shares and participations	53	470	490	477	492	487
Interest-bearing receivables	0	4	5	2	0	0
Other receivables <sup>1, 2, 6</sup>	304	2,719	3,632	3,563	4,245	4,184
<b>Current assets</b>						
Inventories	1,805	16,152	14,552	15,305	15,246	15,246
Interest-bearing receivables	11	101	96	86	95	102
Other receivables <sup>3</sup>	1,221	10,924	10,243	10,186	10,679	10,134
Current investments	102	917	47	59	46	47
Cash and cash equivalents	1,300	11,628	8,957	9,330	11,053	12,586
<b>Total assets</b>	<b>8,458</b>	<b>75,681</b>	<b>70,362</b>	<b>70,183</b>	<b>72,616</b>	<b>72,514</b>
<b>Equity and liabilities</b>						
<b>Equity</b>						
Scania shareholders	3,677	32,897	31,792	30,120	28,631	31,129
Non-controlling interest	6	55	57	58	60	61
Total equity	3,683	32,952	31,849	30,178	28,691	31,190
<b>Interest-bearing liabilities<sup>6</sup></b>						
	452	4,042	1,337	3,802	6,750	4,906
<b>Non-current liabilities</b>						
Provisions for pensions	675	6,044	5,748	5,425	6,394	6,315
Other provisions	309	2,766	2,745	2,465	2,513	2,555
Other liabilities <sup>1, 4</sup>	595	5,322	5,436	4,741	4,505	4,324
<b>Current liabilities</b>						
Provisions	185	1,655	1,825	1,806	1,866	1,808
Other liabilities <sup>5</sup>	2,559	22,900	21,422	21,766	21,897	21,416
<b>Total equity and liabilities</b>	<b>8,458</b>	<b>75,681</b>	<b>70,362</b>	<b>70,183</b>	<b>72,616</b>	<b>72,514</b>
<sup>1</sup> Including deferred tax						
<sup>2</sup> Including derivatives with positive value for hedging of borrowings						
	46	411	542	633	563	802
<sup>3</sup> Including derivatives with positive value for hedging of borrowings						
	55	493	345	255	319	318
<sup>4</sup> Including derivatives with negative value for hedging of borrowings						
	24	217	228	249	280	344
<sup>5</sup> Including derivatives with negative value for hedging of borrowings						
	43	383	307	212	222	376
<sup>6</sup> Due to amendment in IAS 32 Financial Instruments: Presentation (see Accounting principles), the comparative figures have been adjusted.						
Net cash (-) / Net debt (+) excl. provisions for pensions, incl. derivatives as above <sup>6</sup>						
	-984	-8,807	-8,019	-6,014	-4,729	-8,127



## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2014		2013			
	EUR m.	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	15	13	11	10	10
Tangible assets	4	38	40	40	35	33
Lease assets	1,073	9,604	9,505	8,404	8,195	7,749
Financial receivables	2,760	24,692	24,077	22,828	23,068	22,239
Other receivables <sup>1</sup>	29	261	271	262	248	215
<b>Current assets</b>						
Financial receivables	1,698	15,195	15,281	14,679	14,597	14,000
Other receivables	92	818	886	710	757	724
Cash and cash equivalents	68	611	605	274	336	324
<b>Total assets</b>	<b>5,726</b>	<b>51,234</b>	<b>50,678</b>	<b>47,208</b>	<b>47,246</b>	<b>45,294</b>
<b>Equity and liabilities</b>						
<b>Equity</b>						
Scania shareholders	613	5,482	5,263	5,022	4,988	4,727
Total equity	613	5,482	5,263	5,022	4,988	4,727
<b>Interest-bearing liabilities</b>						
	4,853	43,431	43,320	40,260	40,482	38,748
<b>Non-current liabilities</b>						
Provisions for pensions	5	41	40	37	36	34
Other provisions	1	5	5	5	5	6
Other liabilities <sup>1</sup>	69	621	612	589	598	566
<b>Current liabilities</b>						
Provisions	2	14	16	6	5	4
Other liabilities	183	1,640	1,422	1,289	1,132	1,209
<b>Total equity and liabilities</b>	<b>5,726</b>	<b>51,234</b>	<b>50,678</b>	<b>47,208</b>	<b>47,246</b>	<b>45,294</b>

<sup>1</sup> Including deferred tax



## Consolidated balance sheets by business segment

Amounts in SEK m. unless otherwise stated	2014		2013			
	EUR m.	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
<b>Eliminations</b>						
<b>Assets</b>						
Lease assets	-175	-1,566	-1,564	-1,422	-1,421	-1,385
Other current receivables	-88	-783	-587	-461	-506	-552
<b>Total assets</b>	<b>-263</b>	<b>-2,349</b>	<b>-2,151</b>	<b>-1,883</b>	<b>-1,927</b>	<b>-1,937</b>
<b>Equity and liabilities</b>						
Other current liabilities	-263	-2,349	-2,151	-1,883	-1,927	-1,937
<b>Total equity and liabilities</b>	<b>-263</b>	<b>-2,349</b>	<b>-2,151</b>	<b>-1,883</b>	<b>-1,927</b>	<b>-1,937</b>
<b>Scania Group</b>						
<b>Assets</b>						
<b>Non-current assets</b>						
Intangible assets	488	4,361	4,046	3,749	3,539	3,342
Tangible assets	2,429	21,736	21,678	21,299	21,134	20,649
Lease assets	1,649	14,760	14,610	13,160	12,906	12,144
Shares and participations	53	470	490	477	492	487
Interest-bearing receivables	2,760	24,696	24,082	22,830	23,068	22,239
Other receivables <sup>1, 2, 6</sup>	333	2,980	3,903	3,825	4,493	4,399
<b>Current assets</b>						
Inventories	1,805	16,152	14,552	15,305	15,246	15,246
Interest-bearing receivables	1,709	15,296	15,377	14,765	14,692	14,102
Other receivables <sup>3</sup>	1,225	10,959	10,542	10,435	10,930	10,306
Current investments	102	917	47	59	46	47
Cash and cash equivalents	1,368	12,239	9,562	9,604	11,389	12,910
<b>Total assets</b>	<b>13,921</b>	<b>124,566</b>	<b>118,889</b>	<b>115,508</b>	<b>117,935</b>	<b>115,871</b>
<b>Total equity and liabilities</b>						
<b>Equity</b>						
Scania shareholders	4,290	38,379	37,055	35,142	33,619	35,856
Non-controlling interest	6	55	57	58	60	61
<b>Total equity</b>	<b>4,296</b>	<b>38,434</b>	<b>37,112</b>	<b>35,200</b>	<b>33,679</b>	<b>35,917</b>
<b>Non-current liabilities</b>						
Interest-bearing liabilities <sup>6</sup>	3,457	30,935	30,174	31,867	32,812	30,148
Provisions for pensions	680	6,085	5,788	5,462	6,430	6,349
Other provisions	310	2,771	2,750	2,470	2,518	2,561
Other liabilities <sup>1, 4</sup>	664	5,943	6,048	5,330	5,103	4,890
<b>Current liabilities</b>						
Interest-bearing liabilities <sup>5</sup>	1,848	16,538	14,483	12,195	14,420	13,506
Provisions	187	1,669	1,841	1,812	1,871	1,812
Other liabilities <sup>5</sup>	2,479	22,191	20,693	21,172	21,102	20,688
<b>Total equity and liabilities</b>	<b>13,921</b>	<b>124,566</b>	<b>118,889</b>	<b>115,508</b>	<b>117,935</b>	<b>115,871</b>
<sup>1</sup> Including deferred tax						
<sup>2</sup> Including derivatives with positive value for hedging of borrowings						
	46	411	542	633	563	802
<sup>3</sup> Including derivatives with positive value for hedging of borrowings						
	55	493	345	255	319	318
<sup>4</sup> Including derivatives with negative value for hedging of borrowings						
	24	217	228	249	280	344
<sup>5</sup> Including derivatives with negative value for hedging of borrowings						
	43	383	307	212	222	376
<sup>6</sup> Due to amendment in IAS 32 Financial Instruments: Presentation (see Accounting principles), the comparative figures have been adjusted.						
Equity/assets ratio, percent <sup>6</sup>		<b>30.9</b>	31.2	30.1	28.6	31.0



### Statement of changes in equity

Amounts in SEK m. unless otherwise stated	Q1			Full year 2013
	EUR m.	2014	2013	
Equity, 1 January	4,147	37,112	35,004	35,004
Net income for the period	174	1,557	1,398	6,194
Other comprehensive income for the period	-26	-235	-485	-286
Dividend	-	-	-	-3,800
<b>Total equity at the end of the period</b>	<b>4,295</b>	<b>38,434</b>	<b>35,917</b>	<b>37,112</b>
Attributable to:				
Scania AB shareholders	4,289	38,379	35,856	37,055
Non-controlling interest	6	55	61	57

### Information about segments

Amounts in SEK m. unless otherwise stated	Q1			Full year 2013
	EUR m.	2014	2013	
Revenue from external customers, Vehicles and Services	2,361	21,126	19,341	86,847
Revenue from external customers, Financial Services	132	1,180	1,096	4,494
Elimination refers to lease income on operating leases	-56	-505	-424	-1,812
<b>Revenue from external customers, Scania Group</b>	<b>2,437</b>	<b>21,801</b>	<b>20,013</b>	<b>89,529</b>
Operating income, Vehicles and Services	223	1,991	1,778	7,736
Operating income, Financial Services	30	266	155	719
<b>Operating income, Scania Group</b>	<b>253</b>	<b>2,257</b>	<b>1,933</b>	<b>8,455</b>



## Cash flow statement

Amounts in SEK m. unless otherwise stated	2014		2013			
	EUR m.	Q1	Q4	Q3	Q2	Q1
<b>Operating activities</b>						
Income before tax	236	2,109	2,483	2,011	1,996	1,918
Items not affecting cash flow	89	796	1,018	766	772	680
Taxes paid	-50	-444	-500	-508	-610	-776
<b>Cash flow from operating activities before change in working capital</b>	275	2,461	3,001	2,269	2,158	1,822
of which: Vehicles and Services	250	2,239	2,822	2,028	1,982	1,617
Financial Services	25	222	179	241	176	205
Change in working capital etc., Vehicles and Services <sup>1</sup>	-15	-131	623	655	-159	-506
<b>Cash flow from operating activities</b>	260	2,330	3,624	2,924	1,999	1,316
<b>Investing activities</b>						
Net investments, Vehicles and Services	-154	-1,378	-1,444	-1,347	-1,330	-1,199
Net investments in credit portfolio etc., Financial Services	-28	-253	-2,207	-657	-1,137	-136
<b>Cash flow from investing activities</b>	-182	-1,631	-3,651	-2,004	-2,467	-1,335
<b>Cash flow from Vehicles and Services</b>	81	730	2,001	1,336	493	-88
<b>Cash flow from Financial Services</b>	-3	-31	-2,028	-416	-961	69
<b>Financing activities</b>						
Change in debt from financing activities <sup>1</sup>	215	1,928	26	-2,475	2,945	1,009
Dividend	-	-	-	-	-3,800	-
<b>Cash flow from financing activities</b>	215	1,928	26	-2,475	-855	1,009
<b>Cash flow for the year</b>	293	2,627	-1	-1,555	-1,323	990
<b>Cash and cash equivalents at beginning of period</b>	1,069	9,562	9,604	11,389	12,910	11,918
<b>Exchange rate differences in cash and cash equivalents</b>	6	50	-41	-230	-198	2
<b>Cash and cash equivalents at end of period</b>	1,368	12,239	9,562	9,604	11,389	12,910

<sup>1</sup> Due to amendment in IAS 32 Financial Instruments: Presentation (see Accounting principles), the comparative figures have been adjusted.



## Fair value of financial instruments

In Scania's balance sheet, items carried at fair value are mainly derivatives and current investments. Fair value is established according to various levels, defined in IFRS 13, that reflect the extent to which market values have been utilised. Current investments and cash and cash equivalents are carried according to Level 1, i.e. quoted prices in active markets for identical assets, and amounted to SEK 1,019 m. (1,084). Other assets that are carried at fair value refer to derivatives. These assets are carried according to Level 2, which is based on data other than the quoted prices that are part of Level 1 and refer to directly or indirectly observable market data, such as discount rate and credit risk. These items are carried under Other non-current receivables SEK 411 m. (802), Other current receivables SEK 493 m. (318), Other non-current liabilities SEK 217 m. (344) and Other current liabilities SEK 383 m. (376).

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 March 2014		31 March 2013	
	Total carrying amount	Total fair value	Total carrying amount	Total fair value
Non-current interest-bearing receivables	24,696	24,824	22,239	22,384
Current interest-bearing receivables	15,296	15,327	14,102	14,127
Non-interest-bearing trade receivables <sup>2</sup>	6,997	6,997	6,146	6,146
Current investments and Cash and cash equivalents	13,155	13,138	12,957	12,951
Other non-current receivables <sup>1,5</sup>	854	854	2,683	2,683
Other current receivables <sup>2</sup>	508	508	340	340
<b>Total assets</b>	<b>61,506</b>	<b>61,648</b>	<b>58,467</b>	<b>58,631</b>
Non-current interest-bearing liabilities	30,935	31,166	30,148	30,760
Current interest-bearing liabilities <sup>5</sup>	16,538	16,584	13,506	13,518
Trade payables <sup>4</sup>	9,981	9,981	9,021	9,021
Other non-current liabilities <sup>3</sup>	217	217	344	344
Other current liabilities <sup>4</sup>	384	384	384	384
<b>Total liabilities</b>	<b>58,055</b>	<b>58,332</b>	<b>53,403</b>	<b>54,027</b>

<sup>1</sup>Financial instruments included in the balance sheet under "Other non-current receivables", SEK 2,980 m. (4,399)

<sup>2</sup>Financial instruments included in the balance sheet under "Other current receivables", SEK 10,959 m. (10,306)

<sup>3</sup>Financial instruments included in the balance sheet under "Other non-current liabilities", SEK 5,943 m. (4,890)

<sup>4</sup>Financial instruments included in the balance sheet under "Other current liabilities", SEK 22,191 m. (20,688)

<sup>5</sup>Due to amendment in IAS 32 Financial Instruments: Presentation (see Accounting principles), the comparative figures have been adjusted.

Financial assets and liabilities that have been offset against each other consists of loans receivable and payable. The gross amounts total SEK 659 m. (433).

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 904 m. (1,120) and SEK 569 m. (720), respectively. The amount that has not been offset from each amount totals SEK 467 m. (525).



### Number of employees

	2014	2013			
	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
Production and corporate units	18,753	19,069	19,056	18,732	17,619
Research and development	3,549	3,596	3,580	3,550	3,529
Sales and service companies	17,956	17,549	17,380	17,121	16,840
<b>Vehicles and Services</b>	<b>40,258</b>	40,214	40,016	39,403	37,988
<b>Financial Services</b>	<b>744</b>	739	723	713	702
<b>Total number of employees</b>	<b>41,002</b>	40,953	40,739	40,116	38,690





### Quarterly data, units by geographic area

	Q1	2013				
		Full year	Q4	Q3	Q2	Q1
<b>Order bookings, trucks</b>						
Europe	8,500	35,179	5,908	11,267	9,970	8,034
Eurasia	2,879	6,107	1,058	1,611	1,882	1,556
America **	4,000	19,899	4,226	4,131	5,757	5,785
Asia	2,584	8,731	2,174	2,540	1,970	2,047
Africa and Oceania	1,069	3,762	907	926	1,115	814
<b>Total</b>	<b>19,032</b>	<b>73,678</b>	<b>14,273</b>	<b>20,475</b>	<b>20,694</b>	<b>18,236</b>
<b>Trucks delivered</b>						
Europe	7,816	32,625	11,549	6,864	7,758	6,454
Eurasia	1,465	6,260	1,704	1,610	1,746	1,200
America**	4,300	23,756	6,115	5,512	6,648	5,481
Asia	2,943	7,400	1,908	1,541	2,262	1,689
Africa and Oceania	941	3,570	973	920	946	731
<b>Total</b>	<b>17,465</b>	<b>73,611</b>	<b>22,249</b>	<b>16,447</b>	<b>19,360</b>	<b>15,555</b>
<b>Order bookings, buses*</b>						
Europe	392	1,252	468	187	336	261
Eurasia	26	825	45	227	192	361
America **	644	2,604	507	426	679	992
Asia	625	1,638	266	268	483	621
Africa and Oceania	308	938	216	226	180	316
<b>Total</b>	<b>1,995</b>	<b>7,257</b>	<b>1,502</b>	<b>1,334</b>	<b>1,870</b>	<b>2,551</b>
<b>Buses delivered*</b>						
Europe	254	1,000	278	274	289	159
Eurasia	10	850	201	322	227	100
America **	518	2,778	749	616	677	736
Asia	383	1,388	480	383	319	206
Africa and Oceania	214	837	283	202	170	182
<b>Total</b>	<b>1,379</b>	<b>6,853</b>	<b>1,991</b>	<b>1,797</b>	<b>1,682</b>	<b>1,383</b>

\* Including body-built buses and coaches.

\*\* Refers to Latin America



## Parent Company Scania AB, financial statements

Amounts in SEK m. unless otherwise stated	Q1			Full year
	EUR m.	2014	2013	2013
<b>Income statement</b>				
Financial income and expenses	1	8	10	7,041
Allocations	-	-	-	-41
<b>Net income</b>	<b>1</b>	<b>8</b>	<b>10</b>	<b>7,000</b>
		<b>2014</b>	<b>2013</b>	<b>2013</b>
	EUR m.	31 Mar	31 Mar	31 Dec
<b>Balance sheet</b>				
<b>Assets</b>				
<b>Financial non-current assets</b>				
Shares in subsidiaries	943	8,435	8,435	8,435
<b>Current assets</b>				
Due from subsidiaries	1,249	11,175	7,977	11,167
<b>Total assets</b>	<b>2,192</b>	<b>19,610</b>	<b>16,412</b>	<b>19,602</b>
<b>Equity</b>				
Equity	2,192	19,610	16,412	19,602
<b>Total shareholders' equity</b>	<b>2,192</b>	<b>19,610</b>	<b>16,412</b>	<b>19,602</b>
		<b>2014</b>	<b>2013</b>	<b>2013</b>
	EUR m.	31 Mar	31 Mar	31 Dec
<b>Statement of changes in equity</b>				
Equity, 1 January	2,191	19,602	16,402	16,402
Total comprehensive income	1	8	10	7,000
Dividend	-	-	-	-3,800
<b>Equity</b>	<b>2,192</b>	<b>19,610</b>	<b>16,412</b>	<b>19,602</b>

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