

# Scania Year-end Report January-December 2010

- Operating income rose to SEK 12,746 m. (2,473), and earnings per share rose to SEK 11.38 (1.41)
- Net sales increased by 26 percent to SEK 78,168 m. (62,074)
- Cash flow amounted to SEK 11,880 m. (5,512) in Vehicles and Services
- The Board of Directors proposes a dividend of SEK 5.00 (1.00) per share

### Comments by Leif Östling, President and CEO

"Scania's earnings and cash flow for the full year 2010 were the best ever in the company's history. Operating income rose to SEK 12,746 m. Higher vehicle and service volume and significantly higher capacity utilisation mainly explain the improvements. The global economic recovery led to increased activity in the transport industry during 2010, with a number of markets outside Europe quickly rebounding after the downturn. The Brazilian market, which has been strong due to high economic activity as well as tax breaks and interest rate subsidies, has now stabilised at a high level. Scania has taken advantage of the Group's common global product range and production structure, which has enabled the company to meet the strong demand for vehicles and parts in Latin America. Demand in Europe improved gradually during 2010 and freight prices began to recover. The Russian truck market recovered strongly during the fourth quarter. Service volume in Europe gained momentum during the second half of 2010, leading to higher capacity utilisation in workshops. The daily production rate at Scania's production units increased continuously during 2010 and Scania has been able to maintain short delivery times. Scania has increased its workforce, and to ensure flexibility new employees have been hired on temporary contracts. Since autumn 2010, Scania and MAN have been investigating a possible combination. No decision has been made, since there are a number of outstanding issues of a commercial and legal nature. There is a continued risk of bottlenecks among both sub-contractors and bodybuilding companies. Scania expects a level of demand in early 2011 similar to the level seen in the second half of 2010. The negative effects of the stronger SEK, which impacted the fourth quarter of 2010, will be more pronounced during the first quarter of 2011."

	I	Full year		Change, %	Q	4	Change, %
Trucks and buses							
Units		2010	2009		2010	2009	
– Order bookings		74,210	38,802	91	21,758	13,884	57
– Deliveries		63,712	43,443	47	20,163	13,753	47
Net sales and earnings							
SEK m. (unless otherwise stated)	EUR m.*						
Net sales, Scania Group	8,683	78,168	62,074	26	22,505	18,360	23
Operating income, Vehicles and				-			-
Services	1,397	12,575	2,648		3,645	1,524	
Operating income, Financial Services	19	171	-175	-	80	-93	-
Operating income	1,416	12, 746	2,473	-	3,725	1,431	-
Income before taxes	1,393	12,533	1,602	-	3,776	1,236	-
Net income for the period	1,011	9,103	1,129	-	3,000	822	-
Operating margin, percent		16.3	4.0		16.6	7.8	
Return on equity, percent		34.7	5.1				
Return on capital employed, Vehicles							
and Services		39.5	9.4				
Earnings per share, SEK		11.38	1.41		3.75	1.03	
Cash flow, Vehicles and Services	1,320	11,880	5,512		3,492	2,495	

\* Translated to EUR solely for the convenience of the reader at a closing day rate of SEK 9.00 = EUR 1.00.

Unless otherwise stated, all comparisons refer to the corresponding period of the preceding year. This report has not been reviewed by the company's auditors. This report is also available on <u>www.scania.com/se</u>



### **Business overview**

### **Vehicles and Services**

During 2010, total deliveries increased by 47 percent to 63,712 (43,443) vehicles, compared to 2009. Net sales rose by 26 percent to SEK 78,168 m. Currency rate effects, excluding currency hedges, had a negative impact of 4 percent.

Order bookings rose by 91 percent to 74,210 (38,802) vehicles compared to 2009, of which the first part was characterised by cancellations and great uncertainty among customers.

During the fourth quarter, deliveries increased by 47 percent to 20,163 vehicles. Net sales rose by 23 percent to SEK 22,505 m. Currency rate effects, excluding currency hedges, had a negative impact of 5 percent. Order bookings increased by 57 percent compared to the fourth quarter of 2009.

During 2010, demand recovered in Scania's markets and the daily production rate increased gradually.

Scania increased its workforce, mainly at production units but also in the sales and service network as well as in research and development during 2010.

Hiring has mainly been in the form of fixed term temporary contracts to ensure flexibility. Together with the training programmes carried out at production units during 2009, the workforce increase has enabled Scania to maintain short, stable delivery times and thereby limit the order book.

The recovery was most pronounced in Brazil, and Scania has taken advantage of the Group's common global product range and production structure to supply Latin America with components from its European production units.

In April, Scania launched a new range of V8 trucks, including a new top-of-the-line model that is the most powerful truck to date in the market. The engine features an output of 730 horsepower and has a torque of 3,500 Nm. The truck is mainly intended for the heaviest, most demanding long-haul segments. With the introduction of the new V8 range, Scania has the technical solutions and the engine platform needed to fulfil the Euro 6 emission standards that go into effect at the end of 2013.

### Order bookings, Scania trucks

	Full year	Full year	Change,
	2010	2009	%
Europe	29,176	14,473	102
Eurasia	3,861	739	-
America*	18,868	11,214	68
Asia	12,295	4,208	192
Africa and Oceania	3,136	2,374	32
Total	67,336	33,008	104

### Deliveries, Scania trucks

	Full year	Full year	Change,
	2010	2009	%
Europe	23,315	18,824	24
Eurasia	2,369	1,084	119
America*	18,056	9,566	89
Asia	10,179	4,843	110
Africa and Oceania	2,918	2,490	17
Total	56,837	36,807	54

### Order bookings, Scania buses and coaches

	Full year	Full year	Change,
	2010	2009	%
Europe	1,720	1,679	2
Eurasia	72	33	118
America*	2,358	1,538	53
Asia	2,110	1,718	23
Africa and Oceania	614	826	-26
Total	6,874	5,794	19

#### Deliveries, Scania buses and coaches

	Full year 2010	Full year 2009	Change, %
Europe	1,760	1,954	-10
Eurasia	82	130	-37
America*	2,104	1,421	48
Asia	2,120	1,876	13
Africa and Oceania	809	1,255	-36
Total	6,875	6,636	4

\*Refers to Latin America. For more information on the new geographic areas, please see <u>www.scania.com</u>, Investor Relations.

Since 2010, Scania and MAN have investigated different projects in the industrial area, mainly related to commercial vehicles, which would make it possible for the two companies to profit from synergies in research and development, manufacturing and sourcing.



This process has shown that a full realisation of potential synergies requires closer cooperation by combining the two companies, while maintaining the unique brand values of the respective company. No decision has been made, since there are a number of outstanding issues of a commercial and legal nature.

#### Trucks

The entire European truck market improved during 2010. The recovery was most pronounced in northern Europe. The Russian truck market recovered strongly during the fourth quarter.

In Latin America, demand has been at a high level, especially in Brazil, where growth has been very strong due to high economic activity. The market is also being supported by interest rate subsidies and tax breaks.

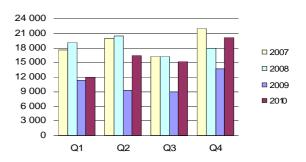
In Asia, a recovery has occurred in all segments.

Sales of used trucks increased by 5 percent during 2010. The inventory of used trucks gradually decreased during the year and is now at a normal level. The price level was higher and more stable than in 2009.

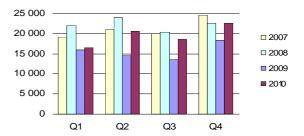
Scania noted an upturn in its short-term renting business in western Europe and expanded capacity during the year.

Scania's **order bookings** during 2010 amounted to 67,336 (33,008) trucks, an increase of 104 percent. The first half of 2009, in particular, was characterised by cancellations and great uncertainty among customers, which resulted in a very low level of orders in several regions. In Europe, order bookings were up 102 percent to 29,176 (14,473) units during the full year 2010. Demand increased in virtually all markets, especially Germany, France, the Nordic countries, the Netherlands and Great Britain. In Eurasia, order bookings rose to 3,861 (739) trucks, mainly because of increased demand in Russia.

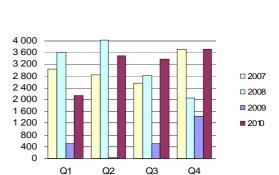
#### Vehicles delivered (units)







Operating income (SEK m.)



In Latin America, order bookings climbed 68 percent during the full year. Order bookings were especially strong in Brazil, which accounted for the bulk of the upturn. Demand also increased in Argentina.

Order bookings in Asia rose to 12,295 (4,208) units, mainly attributable to the Middle East and Hong Kong. In Africa and Oceania, order bookings rose to 3,136 (2,374) units, an upturn of 32 percent, mainly attributable to South Africa.

During the fourth quarter, order bookings increased by 60 percent to 19,705 trucks. Order bookings rose in Europe, Eurasia and Asia. In particular, the northern portions of western Europe and Russia showed a significant recovery from a low level during the corresponding period of 2009. In Asia, demand improved primarily in the Middle East and China. Order bookings fell somewhat in Latin America, mainly attributable to Brazil.

Scania's truck **deliveries** increased by 54 percent to a total of 56,837 units during the full year 2010, compared to 2009. In Europe, deliveries increased by 24 percent, mainly related to Germany and France. In Eurasia, deliveries rose by 119 percent, due to an increase in Russia.

In Latin America, the delivery upturn was 89 percent, which was explained by very strong growth in Brazil. In Asia as well as in Africa and Oceania, Scania also noted increased deliveries during the full year 2010.



During the fourth quarter, deliveries increased by 58 percent to 18,368 (11,628) units.

Net sales of trucks rose by 45 percent to SEK 47,580 m. (32,832) during the full year 2010.

During the fourth quarter, sales increased by 54 percent to SEK 15,110 m. (9,821).

The total market for heavy trucks in 25 of the European Union member countries (all EU countries except Greece and Malta) plus Norway and Switzerland rose by 11 percent to about 178,100 units during 2010. Scania truck registrations amounted to some 24,200 units, equivalent to a market share of about 13.6 (13.5) percent.

#### **Buses and coaches**

Scania's order bookings for buses and coaches rose by 19 percent to 6,874 (5,794) units during the full year.

In Europe, demand increased by 2 percent compared to 2009. In Latin America, order bookings rose by 53 percent during 2010. In Asia, order bookings increased by 23 percent during the year. Demand in the Eurasian market increased, while it shrank somewhat in Africa and Oceania.

During the fourth quarter, order bookings rose by 31 percent.

Scania's bus and coach **deliveries** totalled 6,875 (6,636) units during 2010. In Europe, deliveries decreased by 10 percent in comparison to the previous year. The upturn of 48 percent in Latin America was related to Brazil and Argentina. In Asia deliveries rose, mainly in the Middle East, while in Eurasia as well as Africa and Oceania they declined.

Net sales of buses and coaches decreased by 13 percent to SEK 7,713 m. (8,837) during 2010.

#### Engines

Scania Engines is continuing to expand and strengthen its presence in the North American market. The expansion of its service network is one element in its efforts to attract major customers in the industrial product area. In 2010 Scania signed agreements with Terex, a leading US-based manufacturer of construction and industrial machinery and also with Doosan, based in South Korea, to supply engines for that company's dumpers and wheel loaders from the new Scania engine platform. The first deliveries of engines to these customers began late in 2010.

During the fourth quarter an agreement was signed with Shanghai Boden Engine Ltd concerning distribution of Scania engines for power generation in the Chinese market.

Scania's new industrial engine platform meets the legally mandated EU Stage IIIB and US Tier 4i emission standards, which go into effect in 2011. These engines will also meet the next emission standards, EU Stage IV and Tier 4, which go into effect in 2014, without forcing customers to make extensive machine installation changes. The new engine platform is also available to customers for installation in power generation units (gensets).

Order bookings for engines increased by 54 percent to 6,249 (4,064) units during 2010. The increase was explained by a general upturn in Europe and Latin America. Engine deliveries rose by 54 percent to 6,526 (4,235) units during the year, and net sales increased by 40 percent to SEK 1,148 m. (821). During the fourth quarter, order bookings increased by 22 percent to 1,436 (1,178) units, and deliveries rose 26 percent to 2,041 (1,616) units. Net sales totalled SEK 348 m. (288).

#### Services

Service revenue rose by 3 percent to SEK 16,455 m. (15,904) during 2010. Demand increased and aside from Latin America and Asia, which noted good service demand throughout the year, the increase was more pronounced in Europe as well during the latter part of the year. Higher volume was partly offset by negative currency rate effects. During the fourth quarter, service revenue rose by 9 percent to SEK 4,290 m. (3,950). In local currencies, the upturn was 16 percent. Higher demand in Europe resulted in higher capacity utilisation in service workshops, compared to the previous year.

Scania is focusing on boosting the efficiency and capacity utilisation of service workshops. Scania is continuing the expansion of its own service network by means of new and updated service workshops, in order to improve accessibility and service for customers. To improve the uptime for customers' vehicles, Scania is also adding more services by providing repairs, maintenance and parts for trailers, superstructures and bus bodies, as well as an enhanced service offering for older vehicles.



### Earnings Vehicles and Services

Operating income in Vehicles and Services totalled SEK 12,575 m. (2,648) during 2010. Higher vehicle deliveries and substantially increased capacity utilisation had a positive impact on earnings. Measures initiated in 2009 to lower the cost level and improved earnings for used vehicles also had positive effects. A less favourable market mix had a somewhat negative impact on margins.

Scania's research and development expenditures amounted to SEK 3,688 m. (3,234). After adjusting for SEK 351 m. (282) in capitalised expenditures and SEK 168 m. (264) in depreciation of previously capitalised expenditures, recognised expenses increased to SEK 3,505 m. (3,216).

During 2010, operating income was impacted positively by currency hedges. As of the end of 2010, Scania had no hedges of future currency flows. Compared to 2009, currency spot rate effects amounted to SEK -365 m. Currency hedging income totalled SEK 745 m. During 2009, currency hedging income totalled SEK -2,140 m. The overall currency rate effect was thus SEK 2,520 m.

During the fourth quarter, operating income in Vehicles and Services totalled SEK 3,645 m. (1,524). The increase in vehicle deliveries, higher capacity utilisation as well as higher prices had a positive impact on earnings. Margins were somewhat negatively impacted by a less favourable market mix.

Scania's research and development expenditures amounted to SEK 1,042 m. (827) during the fourth quarter. After adjusting for SEK 94 m. (66) in capitalised expenditures and SEK 45 m. (41) in depreciation of previously capitalised expenditures, recognised expenditures increased to SEK 993 m. (802).

Compared to the fourth quarter of 2009, currency spot rate effects amounted to SEK -200 m. Currency hedging income totalled SEK 195 m. During the fourth quarter of 2009, currency hedging income totalled SEK -120 m. The overall currency rate effect was thus SEK 115 m. compared to the fourth quarter of 2009.

#### **Financial Services**

At the end of 2010, the size of Scania's customer finance portfolio amounted to SEK 36.1 billion, which represented a decrease of SEK 4.3 billion since year-end 2009. In local currencies, the portfolio shrank by 2 percent, equivalent to SEK 0.7 billion.

The penetration rate was 39 (42) percent during the full year in those markets where Scania has its own financing operations. Including Brazil, where such operations recently started, the penetration rate was 27 percent.

Operating income in Financial Services amounted to SEK 171 m. (-175) during 2010. Bad debt expenses decreased but remained at a relatively high level. These expenses were mainly attributable to eastern Europe and Eurasia. The year was characterised by recovery and improved capacity utilisation among hauliers as well as by somewhat higher freight prices towards the end of the year. Operating income amounted to SEK 80 m. (-93) during the fourth quarter as bad debt expenses decreased.

#### Scania Group

Scania's operating income in 2010 amounted to SEK 12,746 m. (2,473). Operating margin increased to 16.3 (4.0) percent. Scania's net financial items totalled SEK -213 m. (-871). Net interest items amounted to SEK -193 m. (-722). Net interest items were favourably affected by a positive average net cash position, compared to an average net debt during 2009. Other financial income and expenses amounted to SEK -20 m. (-149).

The Scania Group's tax expense amounted to SEK 3,430 m. (473) corresponding to 27.4 (29.5) percent of income before taxes. Tax expenses during the year were to some extent positively influenced by non-recurring items. Net income for the year amounted to SEK 9,103 m. (1,129), corresponding to a net margin of 11.6 (1.8) percent. Earnings per share amounted to SEK 11.38 (1.41).



## Cash flow

### **Vehicles and Services**

Scania's cash flows in Vehicles and Services amounted to SEK 11,880 m. (5,512) during 2010. Tied-up working capital decreased by SEK 1,708 m., mainly due to higher trade payables and lower inventories of used vehicles.

Net investments amounted to SEK 2,809 m. (3,149), including SEK 351 m. (287) in capitalisation of development expenses. At the end of 2010, the net cash position in Vehicles and Services amounted to SEK 7,700 m., compared to a net debt position of SEK 4,038 m. on the same date in 2009.

### Scania Group

Scania's cash flow in Financial Services amounted to SEK 1,143 m. (5,015) during 2010, due to the reduced customer finance portfolio. Together with the positive cash flow in Vehicles and Services as well as the effect of the stronger Swedish krona, this reduced the Group's net debt by about SEK 16.3 billion, compared to the end of 2009.

## Outlook

There is a continued risk of bottlenecks among both sub-contractors and bodybuilding companies. Scania expects a level of demand in early 2011 similar to the level seen in the second half of 2010. The negative effects of the stronger SEK, which impacted the fourth quarter of 2010, will be more pronounced during the first quarter of 2011.

# Parent Company

The assets of the Parent Company, Scania AB, consist of shares in Scania CV AB; Scania CV AB is the parent company of the group that comprises all production and sales and service companies as well as other companies. Income before taxes of Scania AB totalled SEK 5,016 m. (2,006) during the full year 2010.

### Miscellaneous

### Number of employees

At the end of 2010, the number of employees totalled 35,514, compared to 32,330 on the same date in 2009.

### Material risks and uncertainty factors

The section entitled "Risks and risk management" in Scania's Annual Report for 2009 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 2010, obligations related to residual value or repurchases amounted to SEK 6,522 m., compared to SEK 6,306 m. at the end of 2009.

#### 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. The Year-end Report of the Scania Group has been prepared in accordance with IAS 34, "Interim Financial Reporting" and the Annual Accounts Act. New accounting standards being applied starting on 1 January 2010 are as follows:

Revised IFRS 3, "Business Combinations" – the standard deals with reporting of business combinations (acquisitions of businesses) and includes a number of changes. The main changes concern the definition of a business combination, two alternative methods for reporting goodwill and the requirement that transaction costs shall be recognised as expenses when they arise. The standard is applied prospectively to acquisitions implemented after 1 January 2010. The revised standard did not affect Scania's financial reports during the year.

Other changes in IFRSs that entered into force on 1 January 2010 have not had any material impact on Scania's accounting.

Otherwise, accounting principles and calculation methods are unchanged from those applied in the Annual Report for 2009.

The Year-end 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 Accounting Board.

#### Dividend

Scania's Annual General Meeting on 6 May 2010 approved a dividend for 2009 of SEK 1.00 per share. A total of SEK 800 m. was transferred to the shareholders.

#### Annual General Meeting and proposed dividend

Scania's Annual General Meeting will be held on Thursday, 5 May 2011 in Södertälje, Sweden. The Board of Directors proposes a dividend of SEK 5.00 (1.00) per share for the financial year 2010, with 10 May 2011 as the record date.



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

Södertälje, 2 February 2011

Martin Winterkorn Chairman

Jochem Heizmann Vice Chairman Helmut Aurenz Board member Åsa Thunman Board member

Börje Ekholm Board member Francisco J. Garcia Sanz Board member Gunnar Larsson Board member

Hans Dieter Pötsch Board member Peter Wallenberg Jr Board member Johan Järvklo Board member Håkan Thurfjell Board member

Leif Östling Board member President and CEO



## Financial information from Scania

Scania's Interim Report for the first quarter of 2011 will be published on 27 April 2011. The Annual Report for 2010 will be published on the website <u>www.scania.com</u> during Week 12 (21-27 March), 2011.

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. These statements are based on certain assumptions, including assumptions related to general economic and financial conditions in the company's markets and levels of demand for the company's products.

This report does not imply that the company has undertaken to revise these forward-looking statements, beyond what is required by the rule book for issuers at the NASDAQ OMX Stockholm, if and when circumstances arise that will lead to changes compared to the date when these statements were issued.

The Interim Report for January-September 2010 stated the following:

"The Brazilian truck market is strong as an effect of high economic activity, and demand is also benefiting from tax breaks and interest rate subsidies. Demand throughout Europe, including Russia, improved during the period from a very low level last year. The daily production rate has increased continuously during the period and Scania has focused on maintaining short delivery times. The increase in the production rate has meant that the risk of bottlenecks has increased among both sub-contractors and bodybuilding companies."

## Contact persons:

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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 2 February 2011.



# Consolidated income statements

	I	Full year		Change in	Q4	
Amounts in SEK m. unless otherwise stated	EUR m.*	2010	2009	%	2010	2009
Vehicles and Services						
Net sales	8.683	78,168	62,074	26	22,505	18,360
Cost of goods sold	-6,054	-54,504	-48,890	11	-15,704	-14,023
Gross income	2,629	23,664	13,184	79	6,801	4,337
Research and development expenses	-390	-3,505	-3,216	9	-993	-802
Selling expenses	-711	-6,400	-6,407	0	-1,771	-1,789
Administrative expenses	-133	-1,200	-918	31	-400	-226
Share of income from associated						
companies and joint ventures	2	16	5		8	4
Operating income, Vehicles and Services	1,397	12,575	2,648		3,645	1,524
Financial Services						
Interest and lease income	466	4,197	4,666	-10	1,096	1,131
Interest and depreciation expenses	-336	-3,026	-3,514	-14	-769	-851
Interest surplus Other income and expenses	130	1,171	1,152	2	327	280
Gross income	7 137	<u>66</u> 1,237	44 1,196	<u> </u>	<u>14</u> 341	2 282
				-		
Selling and administrative expenses	-64	-573	-538	7	-154	-137
Bad debt expenses	-54	-493	-833	-41	-107	-238
Operating income, Financial Services	19	171	-175		80	-93
Operating income	1,416	12,746	2,473		3,725	1,431
Interest income and expenses	-21	-193	-722	-73	34	-139
Other financial income and expenses	-2	-20	-149	-87	17	-56
Total financial items	-23	-213	-871	-76	51	-195
Income before taxes	1,393	12,533	1,602		3,776	1,236
Taxes	-382	-3,430	-473		-776	-414
Net income for the period	1,011	9,103	1,129		3,000	822
Other comprehensive income:						
Exchange rate differences	-127	-1,146	188		74	375
Hedge of net investments in foreign operations	-	-	-1		-	0
Cash flow hedges gains/losses arising during the period	71	634	719		0	-77
reclassification to operating income	-83	-747	2,155		-203	133
Actuarial gains/losses on pensions	-39	-348	-84		-348	14
Income tax relating to components of other						
comprehensive income	4	37	-741		72	-19
Other comprehensive income for the period	-174	-1,570	2,236		-405	426
Total comprehensive income for the period	837	7,533	3,365		2,595	1,248
Net income attributable to:						
Scania shareholders	1,011	9,103	1,129		3,000	822
Non-controlling interest	0	0	0		0	0
Total comprehensive income attributable to:						
Scania shareholders	837	7,533	3,365		2,595	1,248
Non-controlling interest	0	0	0		0	0
Depreciation included in operating income	-285	-2,565	-2,772		-568	-711
Earnings per share, SEK (no dilution) <sup>1</sup>		11.38	1.41		3.75	1.03
Return on equity, percent $^{1}$		34.7	5.1			
Operating margin, percent		16.3	4.0		16.6	7.8
- ,						

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

\* Translated solely for the convenience of the reader at a closing exchange rate of SEK 9.002 = EUR 1.00.



# Net sales and deliveries, Vehicles and Services

		Full year		Change in	Q4	
Amounts in SEK m. unless otherwise stated	EUR m.	2010	2009	%	2010	2009
Net sales						
Trucks	5,284	47,580	32,832	45	15,110	9,821
Buses *	857	7,713	8,837	-13	1,959	2,633
Engines	128	1,148	821	40	348	288
Service-related products	1,828	16,455	15,904	3	4,290	3,950
Used vehicles	514	4,623	4,403	5	1,096	1,467
Miscellaneous	288	2,590	-208		794	469
Delivery sales value	8,899	80,109	62,589	28	23,597	18,628
Revenue deferrals <sup>1</sup>	-216	-1,941	-515		-1,092	-268
Net sales	8,683	78,168	62,074	26	22,505	18,360
Net sales <sup>2,3</sup>						
Europe	4,400	39,611	37,517	6	11,274	10,220
Eurasia	268	2,413	1,449	67	1,126	563
America**	2,413	21,725	11,812	84	6,173	4,343
Asia	1,004	9,035	6,096	48	2,436	1,948
Africa & Oceania	598	5,384	5,200	4	1,496	1,286
Net sales	8,683	78,168	62,074	26	22,505	18,360

### Total delivery volume, units

Trucks	56,837	36,807	54	18,368	11,628
Buses*	6,875	6,636	4	1,795	2,125
Engines	6,526	4,235	54	2,041	1,616

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

 $^{2}\,\mbox{Revenues}$  from external customers by location of customers.

<sup>3</sup> For more information on the new geographic areas, please see www.scania.com, Investor Relations.

\* Including body-built buses and coaches.

\*\*Refers to Latin America



# Quarterly data, earnings

			2010			2009			
Amounts in SEK m. unless otherwise stated	EUR m.	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Vehicles and Services									
Net sales	2,500	22,505	18,558	20,602	16,503	18,360	13,426	14,429	15,859
Cost of goods sold	-1,745	-15,704	-12,571	-14,397	-11,832	-14,023	-10,587	-11,691	-12,589
Gross income	755	6,801	5,987	6,205	4,671	4,337	2,839	2,738	3,270
Research and development expenses	-110	-993	-821	-881	-810	-802	-670	-820	-924
Selling expenses	-197	-1,771	-1,563	-1,608	-1,458	-1,789	-1,393	-1,612	-1,613
Administrative expenses	-44	-400	-270	-267	-263	-226	-186	-232	-274
Share of income in associated companies and joint									
ventures	1	8	4	4	0	4	-2	0	3
Operating income, Vehicles and Services	405	3,645	3,337	3,453	2,140	1,524	588	74	462
Financial Services									
Interest and lease income	121	1,096	1,029	1,044	1,028	1,131	1,086	1,192	1,257
Interest and depreciation expenses	-85	-769	-738	-761	-758	-851	-825	-884	-954
Interest surplus	36	327	291	283	270	280	261	308	303
Other income and expenses	2	14	16	10	26	2	11	6	25
Gross income	38	341	307	293	296	282	272	314	328
Selling and administrative expenses	-17	-154	-147	-143	-129	-137	-130	-138	-133
Bad debt expenses	-12	-107	-108	-101	-177	-238	-211	-233	-151
Operating income, Financial Services	9	80	52	49	-10	-93	-69	-57	44
Operating income	414	3,725	3,389	3,502	2,130	1,431	519	17	506
Interest income and expenses	4	34	-54	-79	-94	-139	-169	-191	-223
Other financial income and expenses	2	17	17	-25	-29	-56	33	-7	-119
Total financial items	6	51	-37	-104	-123	-195	-136	-198	-342
Income before taxes	420	3,776	3,352	3,398	2,007	1,236	383	-181	164
Taxes	-87	-776	-1,045	-1,026	-583	-414	-105	31	15
Net income for the period	333	3,000	2,307	2,372	1,424	822	278	-150	179
Earnings per share, SEK *		3.75	2.88	2.97	1.78	1.03	0.35	-0.19	0.22
Operating margin, in percent		16.6	18.3	17.0	12.9	7.8	3.9	0.1	3.2
		1010	.0.0		12.0	1.5	0.0	0.1	0.2

\* Attributable to Scania shareholders' portion of net income.



# Consolidated balance sheets by business segment

Amounts in SEK m.			2010				2009			
unless otherwise stated	EUR m.	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar	
Vehicles and Services										
Assets										
Non-current assets										
Intangible assets	258	2,323	2,279	2,296	2,253	2,292	2,259	2,281	2,267	
Tangible assets	2,266	20,401	20,383	21,033	21,283	22,016	21,566	21,994	21,491	
Lease assets *	461	4,148	3,735	3,746	3,423	3,774	3,749	4,204	4,169	
Shares and participations	54	482	474	520	489	488	450	494	527	
Interest-bearing receivables	13	120	394	153	148	168	79	99	19	
Other receivables 1, 2	315	2,840	2,104	2,078	1,994	2,243	2,405	2,032	1,751	
Current assets										
Inventories	1,440	12,961	12,439	12,125	11,936	11,762	13,056	14,258	14,591	
Interest-bearing receivables	16	143	160	171	152	148	151	200	212	
Other receivables <sup>3</sup>	1,102	9,918	10,529	10,405	9,571	8,779	9,380	9,758	11,567	
Short-term investments	7	63	95	49	30	47	37	29	78	
Cash and cash equivalents	1,054	9,489	6,777	7,232	8,305	6,601	5,356	6,100	5,851	
Total assets	6,986	62,888	59,369	59,808	59,584	58,318	58,488	61,449	62,523	
Equity and liabilities										
Equity										
Scania shareholders	2,872	25,849	23,255	21,758	20,170	18,884	17,769	17,035	18,124	
Non-controlling interest	_,	1	1	1	1	1	1	1	1	
Total equity	2,872	25,850	23,256	21,759	20,171	18,885	17,770	17,036	18,125	
Interest-bearing liabilities	323	2,909	3,672	5,924	9,838	10,204	11,358	12,739	12,083	
Non-current liabilities										
Provisions for pensions	570	5,134	5,088	5,061	4,986	4,963	4,853	4,856	4,685	
Other provisions	262	2,358	1,937	2,022	1,876	1,784	1,825	1,840	1,605	
Other liabilities <sup>1, 4</sup>	522	4,701	3,967	4,180	3,964	4,038	4,390	4,859	5,046	
Current liabilities Provisions	150	4 376	1 000	4 000	4 4 9 9	1 007	1 000	1 055	1 404	
	153	1,376	1,288	1,222	1,123	1,097	1,098	1,255	1,424	
Other liabilities 5*	2,284	20,560	20,161	19,640	17,626	17,347	17,194	18,864	19,555	
Total equity and liabilities	6,986	62,888	59,369	59,808	59,584	58,318	58,488	61,449	62,523	
<sup>1</sup> Including deferred tax										
<sup>2</sup> Including derivatives with positive value for hedging of borrowings	74	667	617	453	566	848	974	545	537	
<sup>3</sup> Including derivatives with positive value for hedging of borrowings	131	1,181	1,144	709	579	175	212	225	369	
<sup>4</sup> Including derivatives with negative value for hedging of borrowings	48	430	508	664	661	686	839	1,162	1,292	
<sup>5</sup> Including derivatives with negative value for hedging of borrowings	40	361	319	372	472	819	709	984	864	
Net cash (-) / Net debt (+) excl. provisions for pensions, incl. derivatives as above	-855	-7,700	-4,134	-1,483	1,491	4,038	6,327	7,986	7,404	

\*Comparative figures for "Lease assets" and "Other liabilities" in Vehicles and Services have been adjusted to reflect a change in principles for elimination between business segments.



# Consolidated balance sheets by business segment

Amounts in SEK m.		,	2010	0			2009			
unless otherwise stated	EUR m.	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar	
Financial Services										
Assets										
Non-current assets										
Intangible assets	2	20	21	22	25	25	26	27	23	
Tangible assets	4	36	30	31	31	33	33	38	41	
Lease assets	944	8,497	8,166	8,491	8,345	8,898	8,142	8,910	9,069	
Financial receivables	1,821	16,394	16,025	17,235	17,632	19,097	20,316	22,605	23,766	
Other receivables 1	15	133	212	191	121	135	93	104	74	
Current assets										
Financial receivables	1,249	11,246	11,009	11,404	11,439	12,409	12,493	13,145	13,754	
Other receivables	110	988	983	986	1,024	1,212	1,052	1,403	1,071	
Cash and cash equivalents	35	316	248	249	327	499	457	273	244	
Total assets	4,180	37,630	36,694	38,609	38,944	42,308	42,612	46,505	48,042	
Equity and liabilities										
Equity										
Scania shareholders	464	4,186	4,185	4,320	4,311	4,418	4,285	4,561	4,736	
Total equity	464	4,186	4,185	4,320	4,311	4,418	4,285	4,561	4,736	
Interest-bearing liabilities	3,499	31,497	30,582	32,454	32,870	36,228	36,519	40,099	41,389	
Non-current liabilities										
Provisions for pensions	3	24	19	19	19	20	21	22	22	
Other provisions	0	2	3	3	4	3	3	3	3	
Other liabilities <sup>1</sup>	68	610	702	665	612	700	674	724	737	
Current liabilities										
Provisions	2	18	2	2	5	3	0	2	1	
Other liabilities	144	1,293	1,201	1,146	1,123	936	1,110	1,094	1,154	
Total equity and liabilities	4,180	37,630	36,694	38,609	38,944	42,308	42,612	46,505	48,042	

<sup>1</sup> Including deferred tax



# Consolidated balance sheets by business segment

Amounts in SEK m.			2010				20	09	
unless otherwise stated	EUR m.	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec	30 Sept	30 Jun	31 Mar
Eliminations									
Assets									
Lease assets*	-164	-1,472	-1,379	-1,479	-1,492	-1,555	-1,576	-1,680	-1,611
Other current receivables	-68	-617	-594	-653	-634	-620	-636	-882	-560
Total assets	-232	-2,089	-1,973	-2,132	-2,126	-2,175	-2,212	-2,562	-2,171
Equity and liabilities									
Other current liabilities*	-232	-2,089	-1,973	-2,132	-2,126	-2,175	-2,212	-2,562	-2,171
Total equity and liabilities	-232	-2,089	-1,973	-2,132	-2,126	-2,175	-2,212	-2,562	-2,171
Scania Group									
Assets									
Non-current assets									
Intangible assets	260	2,343	2,300	2,318	2,278	2,317	2,285	2,308	2,290
Tangible assets	2,270	20,437	20,413	21,064	21,314	22,049	21,599	22,032	21,532
Lease assets	1,241	11,173	10,522	10,758	10,276	11,117	10,315	11,434	11,627
Shares and participations	54	482	474	520	489	488	450	494	527
Interest-bearing receivables	1,834	16,514	16,419	17,388	17,780	19,265	20,395	22,704	23,785
Other receivables <sup>1, 2</sup>	330	2,973	2,316	2,269	2,115	2,378	2,498	2,136	1,825
Current assets			40.400	40.405	44.000	44 700	40.050	44.050	
Inventories	1,440	12,961	12,439	12,125	11,936	11,762	13,056	14,258	14,591
Interest-bearing receivables	1,265	11,389	11,169	11,575	11,591	12,557	12,644	13,345	13,966
Other receivables <sup>3</sup>	1,144	10,289	10,918	10,738	9,961	9,371	9,796	10,279	12,078
Short-term investments	7	61	95	49	30	47	37	29	78
Cash and cash equivalents Total assets	1,089 10,934	9,807 98,429	7,025 94,090	7,481	8,632 96,402	7,100 98,451	5,813 98,888	6,373 105,392	6,095 108,394
	10,954	50,425	34,030	30,203	30,402	30,431	30,000	105,552	100,004
Total equity and liabilities									
Equity	0.000		07 4 4 0	00.070	04.404	00.000	00.054	04 500	00.000
Scania shareholders	3,336	30,035	27,440	26,078	24,481	23,302	22,054	21,596	22,860
Non-controlling interest	0	20.026	1	26.070	24 492	1	22.055	21 507	1
Total equity Non-current liabilities	3,336	30,036	27,441	26,079	24,482	23,303	22,055	21,597	22,861
Interest-bearing liabilities	2,441	21,973	19,104	20,866	21,282	26,504	29,164	31,609	25,605
Provisions for pensions	573	5,158	5,107	5,080	5,005	4,983	4,874	4,878	4,707
Other provisions	262	2,360	1,940	2,025	1,880	1,787	1,828	1,843	1,608
Other liabilities <sup>1, 4</sup>	590	5,311	4,669	4,845	4,576	4,738	5,064	5,583	5,783
Current liabilities	000	0,011	1,000	1,010	1,010	1,100	0,001	0,000	0,100
Interest-bearing liabilities	1,381	12,433	15,150	17,512	21,426	19,928	18,713	21,229	27,867
Provisions	155	1,394	1,290	1,224	1,128	1,100	1,098	1,257	1,425
Other liabilities <sup>5</sup>	2,196	19,764	19,389	18,654	16,623	16,108	16,092	17,396	18,538
Total equity and liabilities	10,934	98,429	94,090	96,285	96,402	98,451	98,888	105,392	
<sup>1</sup> Including deferred tax									
<sup>2</sup> Including derivatives with positive value for hedging of borrowings	74	667	617	453	566	848	974	545	537
<sup>3</sup> Including derivatives with positive value for	74	007	017	403	500	040	974	040	037
hedging of borrowings	131	1,181	1,144	709	579	175	212	225	369
<sup>4</sup> Including derivatives with negative value for		,	, -						
hedging of borrowings	48	430	508	664	661	686	839	1,162	1,292
<sup>5</sup> Including derivatives with negative value for hedging of borrowings		001	040	070	470	0/0	700	00.1	001
	40	361	319	372	472	819	709	984	864
Equity/assets ratio, percent		30.5	29.2	27.1	25.4	23.7	22.3	20.5	21.1

\*Comparative figures for "Lease assets" and "Other liabilities" at Vehicles and Services have been adjusted to reflect a change in principles for elimination between business segments.



# Statement of changes in equity

	Full year				
Amounts in SEK m. unless otherwise stated	EUR m.	2010	2009		
Equity, 1 January	2,588	23,303	21,938		
Net income for the period	1,011	9,103	1,129		
Other comprehensive income for the period	-174	-1,570	2,236		
Dividend	-89	-800	-2,000		
Total equity at the end of the period	3,336	30,036	23,303		
Attributable to:					
Scania AB shareholders	3,336	30,035	23,302		
Non-controlling interest	0	1	1		

# Information about segments

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	Full year			
Amounts in SEK m. unless otherwise stated	EUR m.	2010	2009	
Revenue from external customers, Vehicles				
and Services	8,683	78,168	62,074	
Revenue from external customers, Financial				
Services	466	4,197	4,666	
Elimination of intro comment revenues within				
Elimination of intra-segment revenues within				
Vehicles and Services	-199	-1,797	-1,842	
Revenue from external customers, Scania				
Group*	8,950	80,568	64,898	
Operating income, Vehicles and Services	1,397	12,575	2,648	
Operating income, Financial Services	19	171	-175	
Operating income, Scania Group	1,416	12,746	2,473	

# Contingent liabilities

Contingent liabilities at December 31, 2010 amounted to SEK 472 m, a decrease with SEK 7 m. compared to December 31, 2009.



## Cash flow statement

		Full year		2010			2009				
Amounts in SEK m. unless otherwise stated	EUR m.	2010	2009	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Operating activities											
Income before taxes	1,392	12,533	1,602	3,776	3,352	3,398	2,007	1,236	383	-181	164
Items not affecting cash flow	402	3,615	3,626	1,164	802	838	811	1,080	686	847	1,013
Taxes paid	-284	-2,555	-1,136	-737	-580	-720	-518	-264	-287	-536	-49
Cash flow from operating activities											
before change in working capital	1,510	13,593	4,092	4,203	3,574	3,516	2,300	2,052	782	130	1,128
of which: Vehicles and Services	1,442	12,981	3,581	4,036	3,409	3,434	2,102	1,949	636	-77	1,073
Financial Services	68	612	511	167	165	82	198	103	146	207	55
Change in working capital etc., Vehicles and Services	190	1,708	5,080	705	-376	768	611	1,315	1,098	2,059	608
Cash flow from operating activities	1,700	15,301	9,172	4,908	3,198	4,284	2,911	3,367	1,880	2,189	1,736
Investing activities											
Net investments, Vehicles and Services	-312	-2,809	-3,149	-1,249	-638	-575	-347	-769	-625	-948	-807
Net investments in credit portfolio etc., Financial Services	59	531	4,504	-1,368	559	-160	1,500	547	1,553	1,564	840
Cash flow from investing activities	-253	-2,278	1,355	-2,617	-79	-735	1,153	-222	928	616	33
Cash flow from Vehicles and Services	1,320	11,880	5,512	3,492	2,395	3,627	2,366	2,495	1,109	1,034	874
Cash flow from Financial Services	127	1,143	5,015	-1,201	724	-78	1,698	650	1,699	1,771	895
Financing activities											
Change in net debt from financing activities	-1,043	-9,389	-6,549	424	-3,299	-4,063	-2,451	-2,017	-3,302	-788	-442
Dividend to shareholders	-89	-800	-2,000	-	-	-800	-	-	-	-2,000	-
Cash flow from financing activities	-1,132	-10,189	-8,549	424	-3,299	-4,863	-2,451	-2,017	-3,302	-2,788	-442
Cash flow for the year	315	2,834	1,978	2,715	-180	-1,314	1,613	1,128	-494	17	1,327
Cash and cash equivalents at beginning of period	788	7,100	4,581	7,025	7,481	8,629	7,100	5,813	6,373	6,095	4,581
Exchange rate differences in cash and cash equivaler	-14	-127	541	67	-276	166	-84	159	-66	261	187
Cash and cash equivalents at end of period	1,089	9,807	7,100	9,807	7,025	7,481	8,629	7,100	5,813	6,373	6,095



# Number of employees

		2009						
	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar
Production and corporate units	16,542	15,946	15,147	14,250	14,672	14,452	14,885	15,377
Research and development*	3,394	3,264	3,156	3,091	2,642	2,638	2,696	2,792
Sales and service companies	14,987	14,807	14,589	14,419	14,475	14,462	14,527	14,949
Vehicles and Services	34,923	34,017	32,892	31,760	31,789	31,552	32,108	33,118
Financial Services	591	575	567	558	541	533	515	513
Total number of employees	35,514	34,592	33,459	32,318	32,330	32,085	32,623	33,631

\*Due to a structural change related to Procurement approximately 450 people were transferred from "Production and corporate units" to "Research and development" as from January 2010.



# Quarterly data, units by geographic area <sup>1</sup>

	2010					2009				
	Full year	Q4	Q3	Q2	Q1	Full year	Q4	Q3	Q2	Q1
Order bookings, trucks										
Europe	29,176	9,432	6,095	7,197	6,452	14,473	5,436	3,638	3,348	2,051
Eurasia	3,861	1,892	1,126	393	450	739	444	191	69	35
America**	18,868	3,879	4,356	6,194	4,439	11,214	4,324	3,668	1,563	1,659
Asia	12,295	3,866	1,810	3,968	2,651	4,208	1,415	945	1,263	585
Africa & Oceania	3,136	636	674	1,193	633	2,374	693	567	661	453
Total	67,336	19,705	14,061	18,945	14,625	33,008	12,312	9,009	6,904	4,783
Trucks delivered										
Europe	23,315	7,976	5,375	5,679	4,285	18,824	5,197	3,804	4,150	5,673
Eurasia	2,369	1,267	398	312	392	1,084	456	187	122	319
America**	18,056	5,143	4,478	4,685	3,750	9,566	3,649	2,026	1,778	2,113
Asia	10,179	3,142	2,760	2,966	1,311	4,843	1,720	939	947	1,237
Africa & Oceania	2,918	840	757	787	534	2,490	606	605	684	595
Total	56,837	18,368	13,768	14,429	10,272	36,807	11,628	7,561	7,681	9,937
Order bookings, buses*										
Europe	1,720	652	368	384	316	1,679	504	269	333	573
Eurasia	72	72	0	0	0	33	5	24	4	0
America**	2,358	733	518	642	465	1,538	477	517	312	232
Asia	2,110	528	275	757	550	1,718	410	705	417	186
Africa & Oceania	614	68	202	149	195	826	176	110	253	287
Total	6,874	2,053	1,363	1,932	1,526	5,794	1,572	1,625	1,319	1,278
Buses delivered*										
Europe	1,760	416	299	613	432	1,954	563	380	489	522
Eurasia	82	28	22	25	7	130	70	34	11	15
America**	2,104	714	403	499	488	1,421	587	304	232	298
Asia	2,120	395	492	592	641	1,876	617	534	440	285
Africa & Oceania	809	242	244	216	107	1,255	288	210	510	247
Total	6,875	1,795	1,460	1,945	1,675	6,636	2,125	1,462	1,682	1,367

<sup>1</sup> For more information on the new geographic areas, please see www.scania.com, Investor Relations.

\* Including body-built buses and coaches.

\*\*Refers to Latin America



# Parent Company Scania AB, financial statements

	Full year			
Amounts in SEK m. unless otherwise stated	EUR m.	2010	2009	
Income statement				
Operating income*	-	-	-11	
Financial income and expenses	557	5,016	2,017	
Reversal untaxed reserve	-	-	814	
Income taxes	0	-4	-209	
Net income	557	5,012	2,611	
		Full year		
	EUR m.	2010	2009	
Statement of other comprehensive	income			
Net income	557	5,012	2,611	
Other comprehensive income				
Group contributions	-	-12	-608	
Total comprehensive income	557	5,000	2,003	
		2010	2009	
	EUR m.	31 Dec	31 Dec	
Balance sheet				
Assets				
Financial non-current assets				
Shares in subsidiaries	933	8,401	8,401	
Current assets				
Due from subsidiaries	889	8,000	3,800	
Total assets	1,822	16,401	12,201	
Equity and liabilities				
Equity	1,822	16,401	12,201	
Total shareholders' equity and liabilities	1,822	16,401	12,201	
		2010	2009	
	EUR m.	31 Dec	31 Dec	
Statement of changes in equity				
Equity, 1 January	1,355	12,201	12,198	
Total comprehensive income	556	5,000	2,003	
Dividend	-89	-800	-2,000	
Equity, 31 December	1,822	16,401	12,201	

\* Refers to administrative expenses