

# Scania in figures

Operating income fell to SEK 8,300 m. (12,398) and earnings per share fell to SEK 8.31 (11.78).

Net sales decreased by 9 percent to SEK 79,603 m. (87,686).

Cash flow amounted to SEK 3,025 m (6,970) in Vehicles and Services.

The Board of Directors proposes a dividend of SEK 4.75 (5.00) per share.

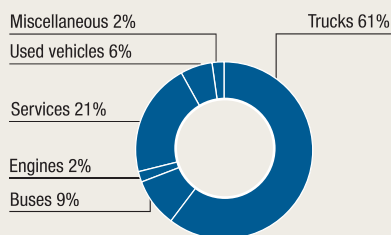
## Vehicles and Services

Operating income in Vehicles and Services totalled SEK 7,694 m. (11,881) during the full year 2012. Lower vehicle deliveries and lower capacity utilisation pulled down earnings, as did higher costs for future-related projects. Pressure on truck prices, mainly in the European and Brazilian markets, also adversely impacted margins.

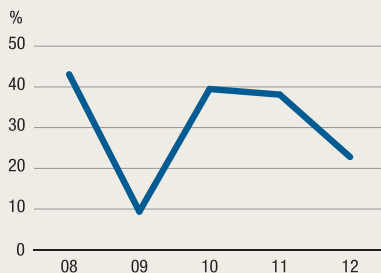
## Financial Services

Operating income in Financial Services rose to SEK 606 m. (517) during the full year 2012, compared to the corresponding period in 2011. The improved earnings were due to a larger portfolio. Bad debt expenses decreased to SEK 290 m. (298) during the year.

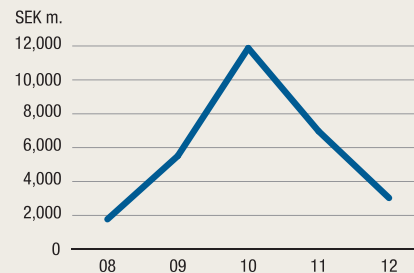
NET SALES  
BY PRODUCT AREA



RETURN ON CAPITAL  
EMPLOYED (ROCE)



CASH FLOW

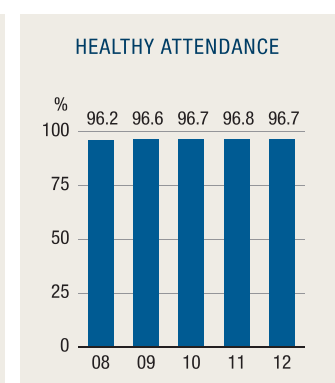
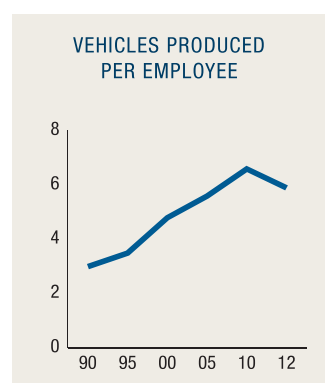
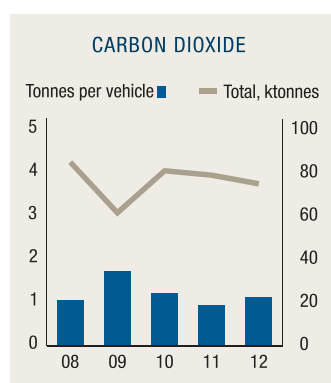
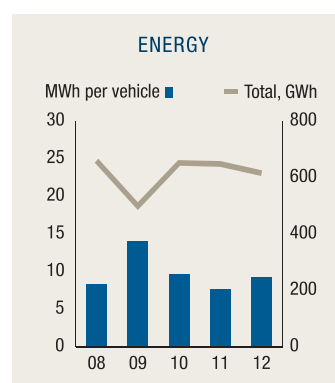


## KEY FIGURES

	2012	2011	2010
<b>Deliveries, number of vehicles</b>	<b>67,401</b>	80,108	63,712
<b>Net sales, SEK m.</b>			
Vehicles and Services	79,603	87,686	78,168
<b>Operating income, SEK m.</b>	<b>8,300</b>	12,398	12,746
<b>Operating margin, percent</b>	<b>10.4</b>	14.1	16.3
<b>Income before taxes, SEK m.</b>	<b>8,281</b>	12,612	12,533
<b>Net income for the year, SEK m.</b>	<b>6,640</b>	9,422	9,103
<b>Earnings per share, SEK</b>	<b>8.31</b>	11.78	11.38
<b>Cash flow, SEK m.</b>			
Vehicles and Services	3,025	6,970	11,880
<b>Return, percent</b>			
on equity	19.2	29.5	34.7
on capital employed, Vehicles and Services	22.8	38.1	39.5
<b>Net debt/equity ratio*</b>			
Vehicles and Services	-0.31	-0.35	-0.30
<b>Equity/assets ratio, percent</b>	<b>30.9</b>	31.6	30.5
<b>Net capital expenditures, excluding acquisitions, SEK m.</b>			
Vehicles and Services	4,480	3,776	2,753
<b>Research and development expenditures, SEK m.</b>	<b>5,312</b>	4,658	3,688
<b>Number of employees, 31 December</b>	<b>38,597</b>	37,496	35,514
<b>Employee turnover, percent</b>	<b>11</b>	9	8
<b>Healthy attendance, percent</b>	<b>96.7</b>	96.8	96.7
<b>Energy consumption, GWh</b>	<b>616</b>	649	652
<b>CO<sub>2</sub> emissions, ktonnes</b>			
from production	75.3	79.1	81.4
from goods transport services**	191.6	232.5	164.7

\* Net debt (+), net surplus (-).

\*\* The changes from year to year follow production volume and country of delivery. The scope of data gathered has also expanded.



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