

VOLVO

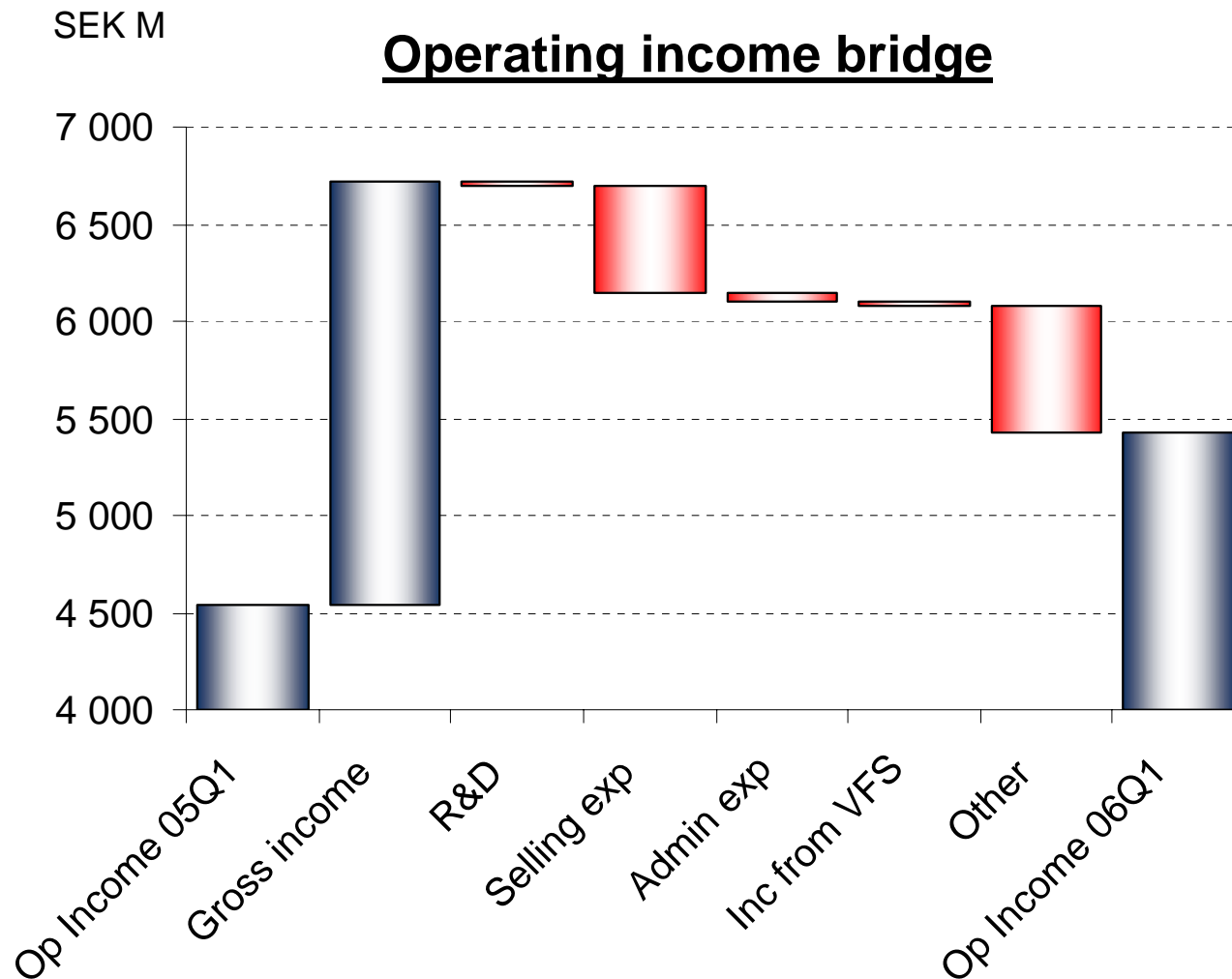
Capital Market Day

June 21, 2006

Pär Östberg

Senior Vice President & CFO, AB Volvo

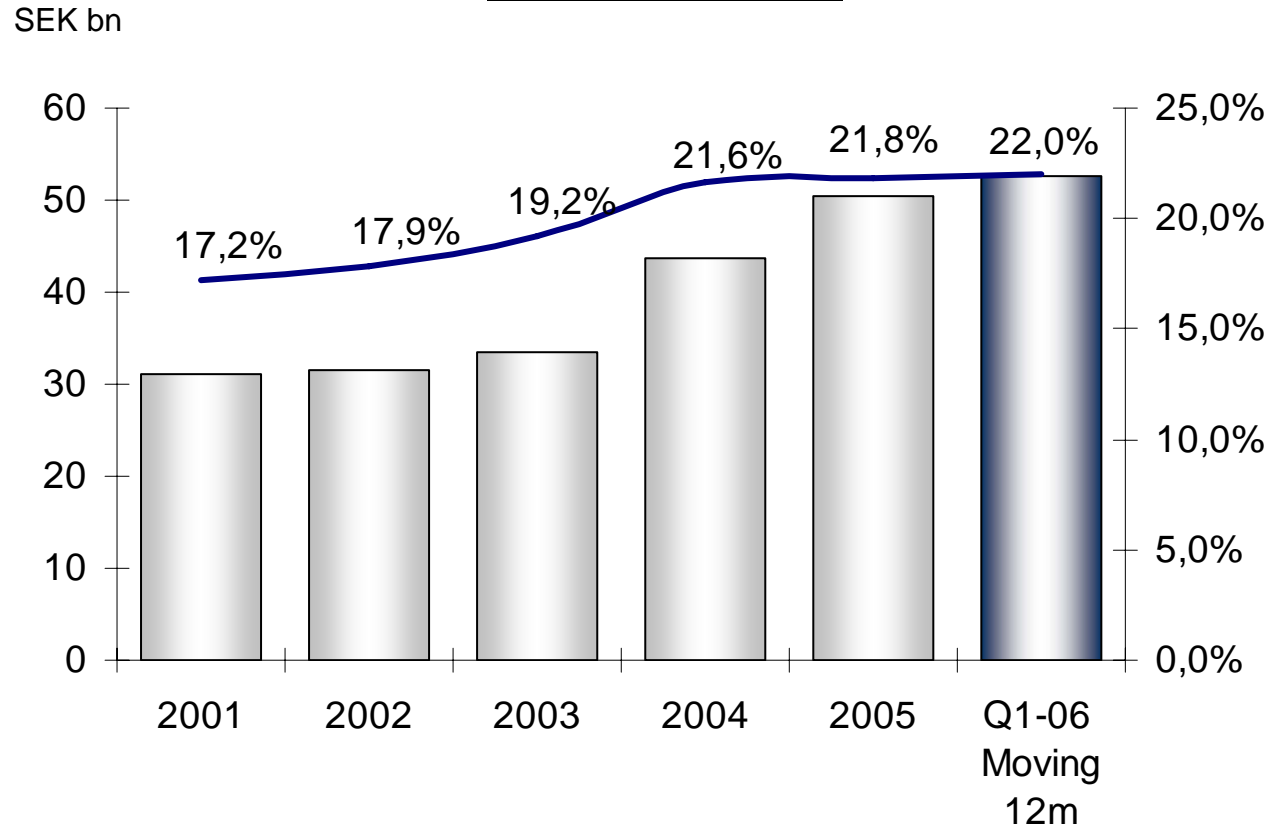
Financial Summary – Q1 2006



- Net sales +15%
- Improved operating income:
 - + Gross income
 - Selling expenses
 - Forward contracts
- Increased capital efficiency:
 - CCC reduced from 44 to 37 days
- Improved cash flow

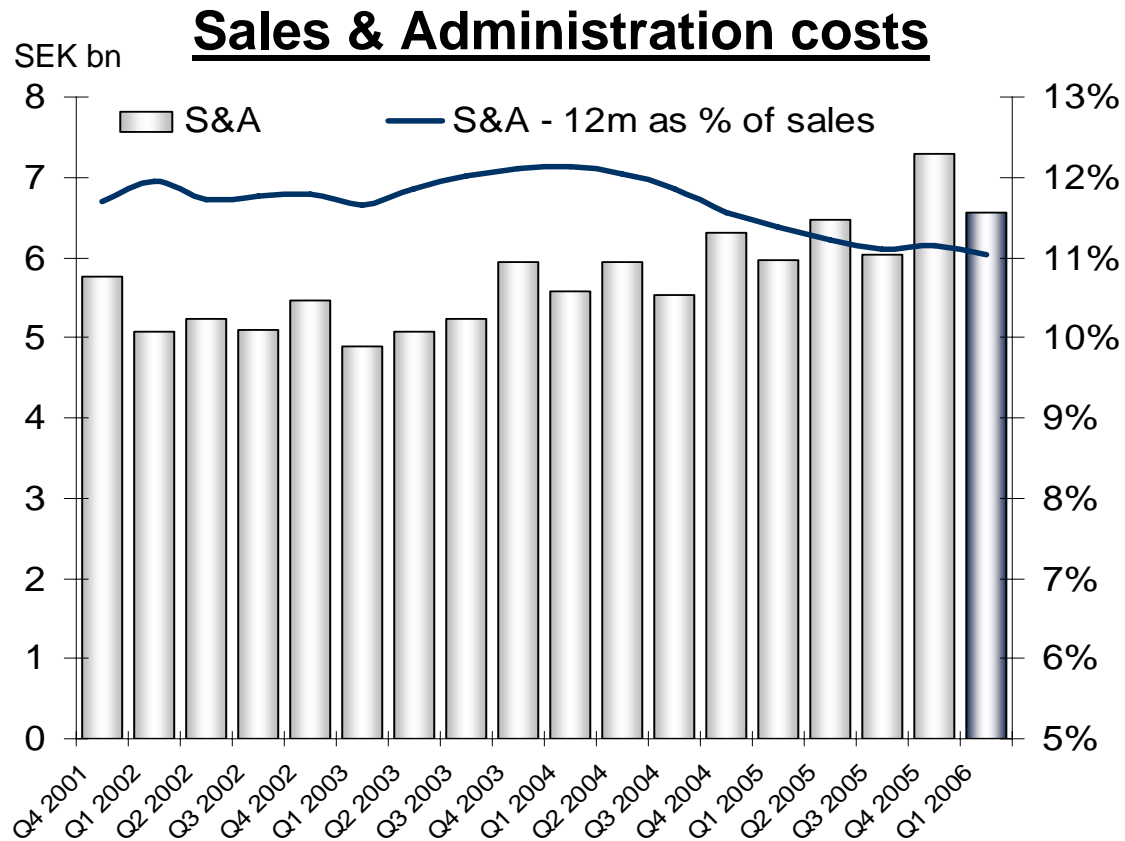
Improved Operating Performance

Gross income



- Group synergies
 - Powertrain
 - 3P
 - Business units
- New products and strong after market:
 - Vehicles
 - Parts
 - Service
- Price realization
- Manufacturing productivity

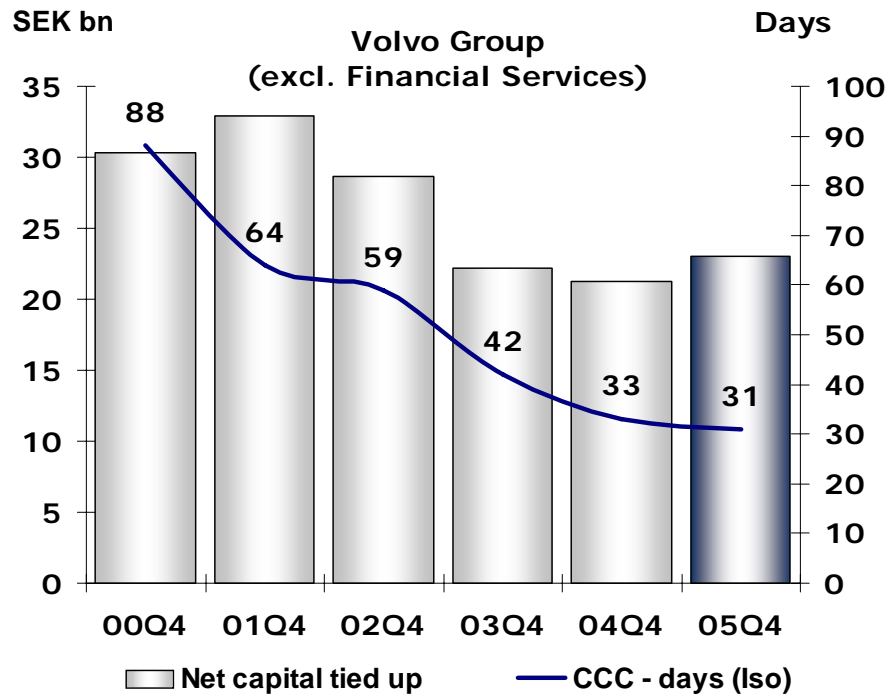
Improved Selling and Administrative efficiency



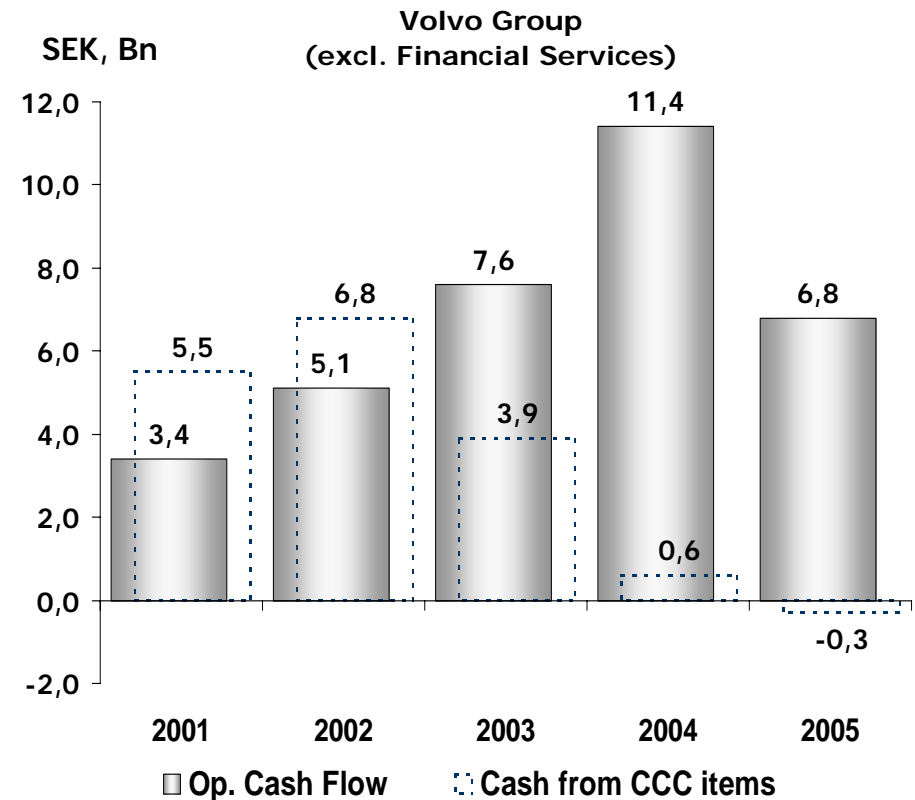
- Group synergies
 - IT
 - NAP
 - Shared services
- Lean distribution
- Optimized service network
- Efficient legal structure

Improved Working Capital Management

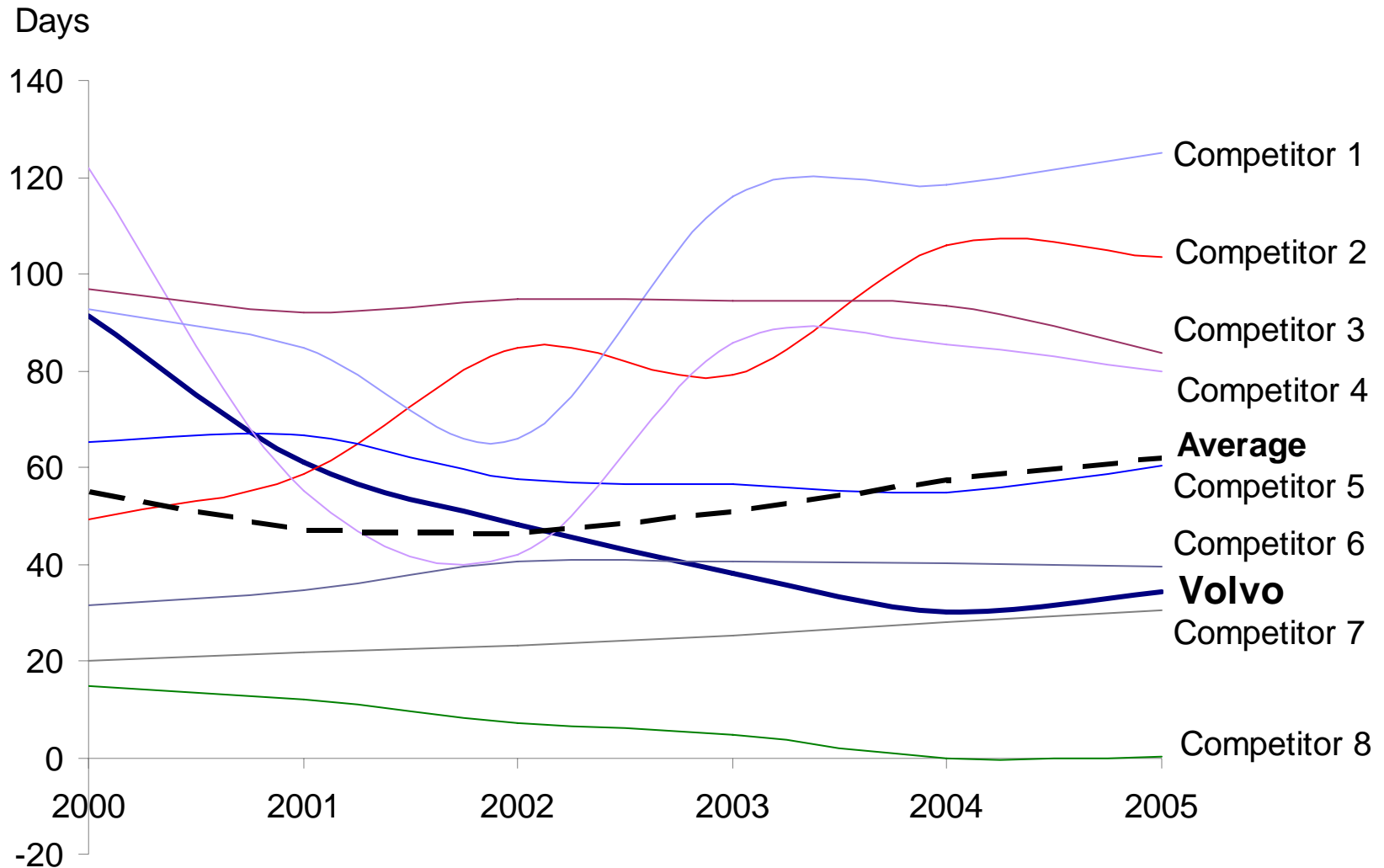
Cash Conversion Cycle



Operating cash flow



CCC Days – Industry Benchmarking



Volvo Group Capital Structure

Shareholders

Shareholder value:
Long-term attractive and stable total return to investors

Debt providers

Long-term single A rating
Financial strength and flexibility

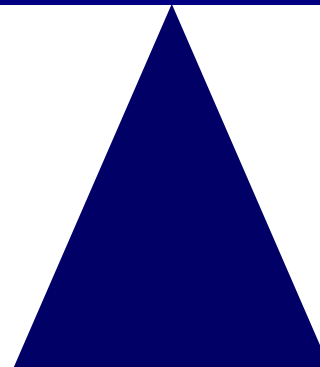
**Financial key ratios
to balance these objectives**

Financial Targets

Sales growth >10%
Operating margin 5-7%

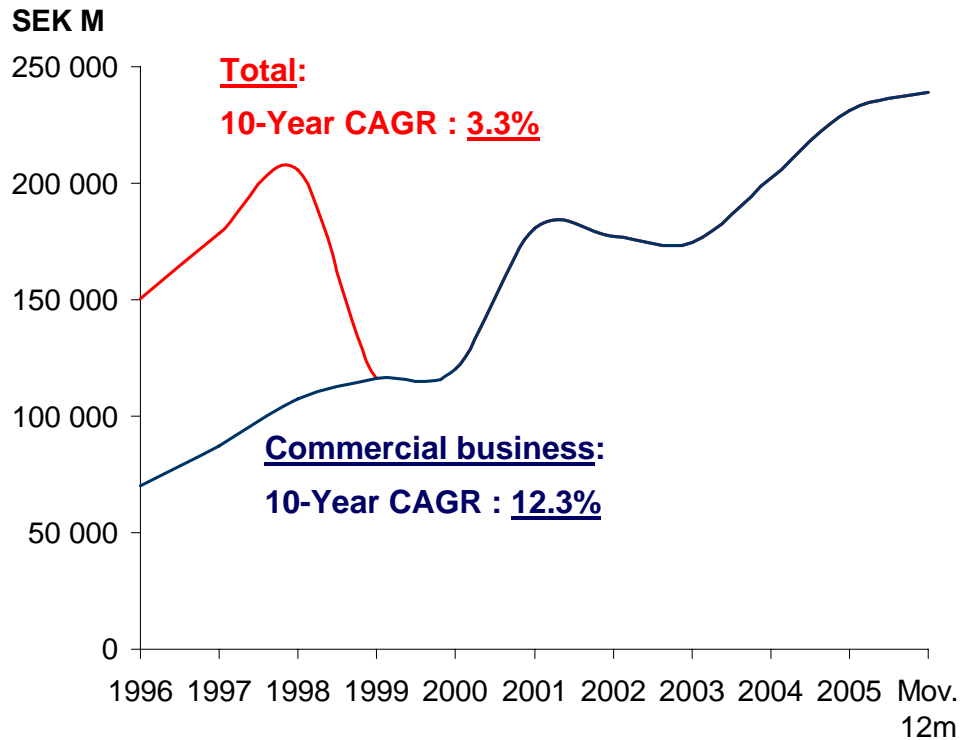
Financial Restriction

Net financial position +15% to -30%
for Industrial & Commercial (I&C)
Financial Services equity ratio 10%



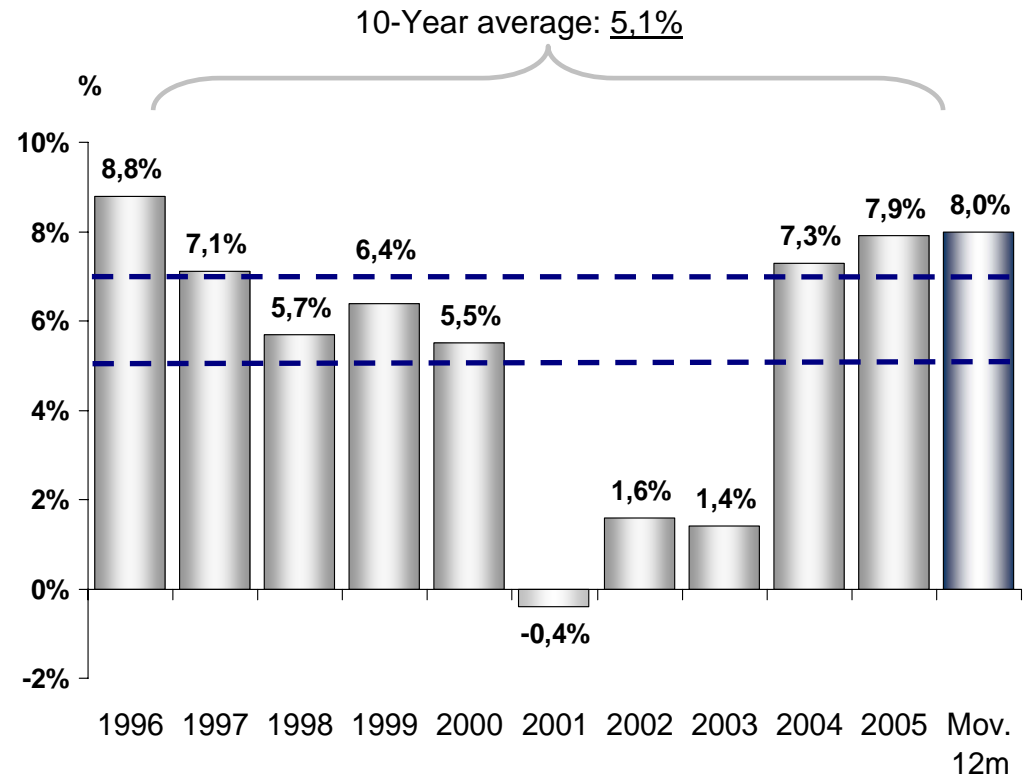
Volvo Group Performance

Net sales development



— Incl. Volvo Cars — Excl. Volvo Cars

Operating margin¹ (%)



1) Excludes earnings from sale of Volvo Cars

— — Target

Focus in 2006

- Capture Group synergies
- Product cost
- Working capital management