

**VOLVO**

**Capital Market Day**

June 21, 2006

**Staffan Jufors**  
**President Volvo Trucks**

# Agenda

- **Volvo Trucks Strategy**
  - Retail
  - Product Renewal
  
- **Market**
  - Order Intake
  - Market Shares
  
- **Profitable Growth**

# Transport Solutions

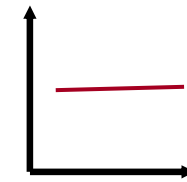




# The Retail Strategy

## Europe and selected markets

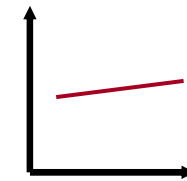
- Direct customer relations
- Widened customer offer
- Improved retail competence
- Better partner to private dealers



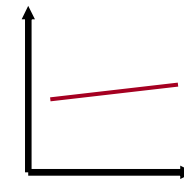
Financing



Service hours



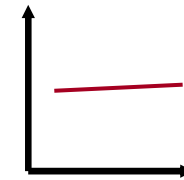
Parts sales



Service contracts



Truck Shop Europe



Used trucks

# Product Program Renewed



FH



FM



FH16



FL



FE



VM



VN



VT

# Order Intake 2006

Full capacity utilization

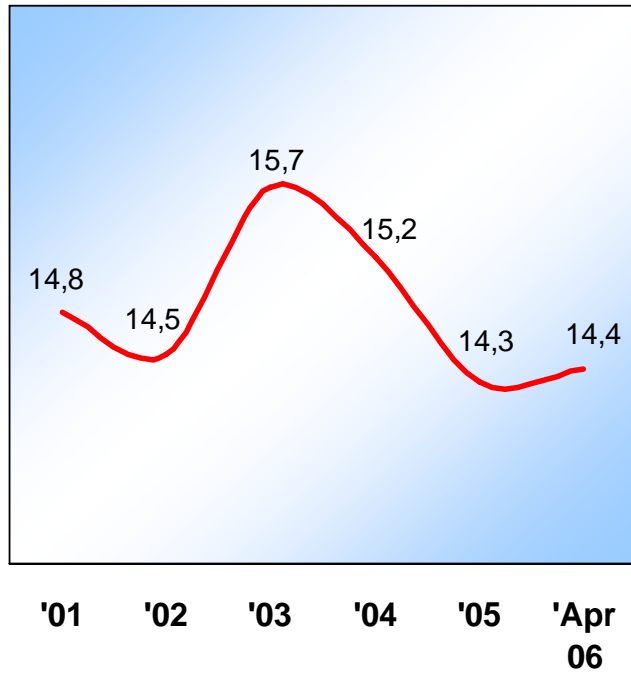


- New products
- Pre-buy
- Strong global economy

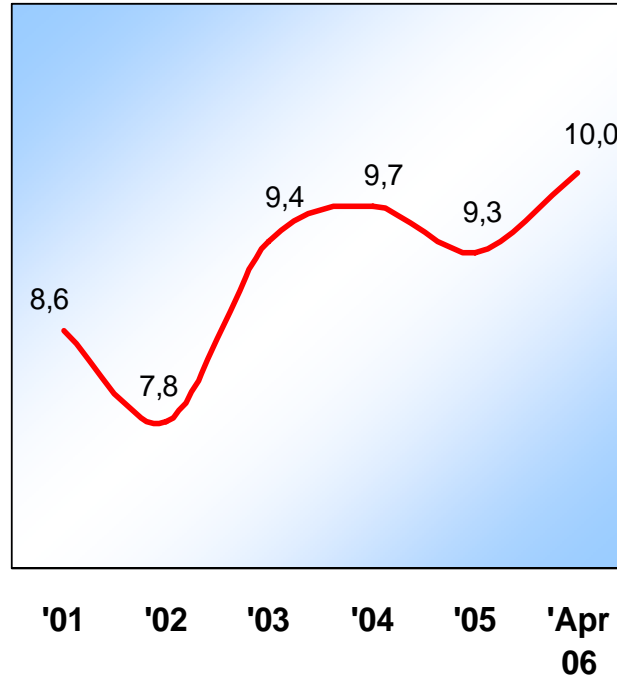


# Market Shares

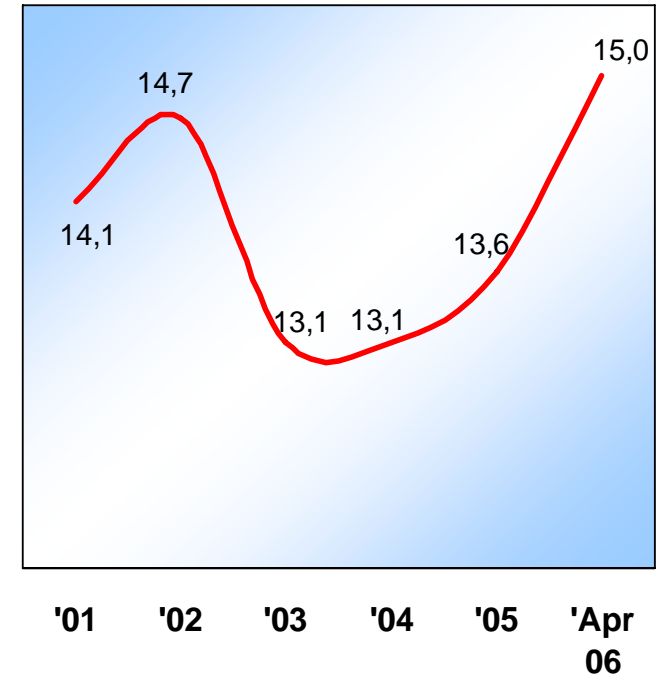
## Europe 27



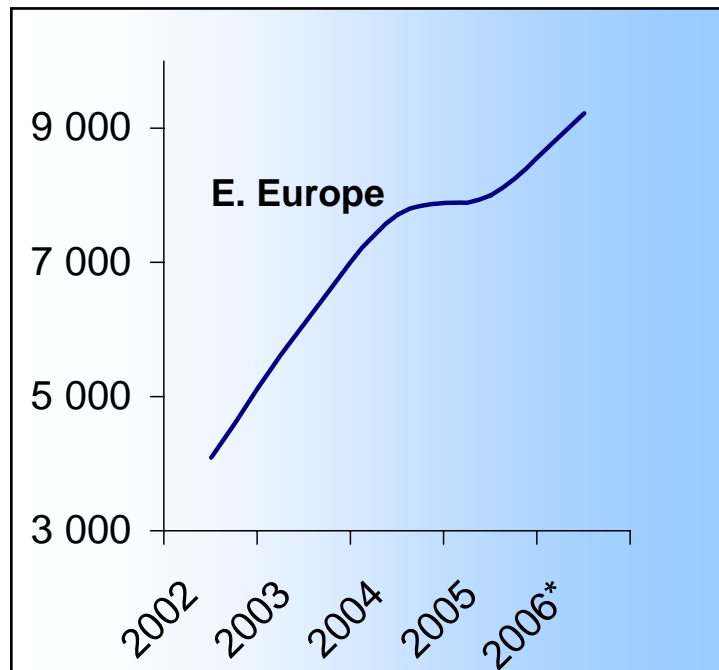
## North America



## Brazil



# Profitable Growth



\* 2006; 12 months rolling

- Continuous expansion of retail business
- Capitalize on new and broader product program
- Stable profitable growth in Western Europe and Americas
- Accelerating growth and presence in Eastern Europe



## Focused Areas

- **Pricing**
- **Cost**
- **Supply Capacity**