



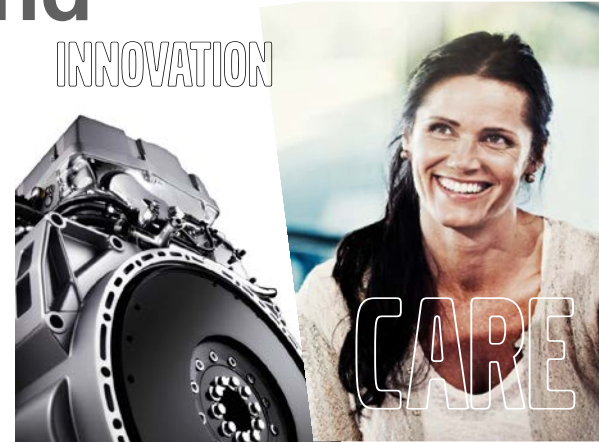
CAPITAL MARKETS DAY

Strengthen premium position, Claes Nilsson Volvo Trucks

Volvo Trucks

- The global premium brand

- Driving Progress
- Innovation



New Volvo Trucks range - Driving vehicle productivity

- Improved fuel efficiency
- Even better handling
- More space for the driver
- High uptime



New Volvo Trucks range

– Industry unique innovations

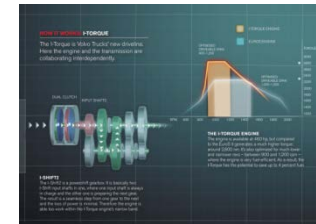
- IFS (Individual Front Suspension)
- VDS (Volvo Dynamic Steering)
- I-See
- I-Torque
- I-ParkCool
- Driver support systems



IFS



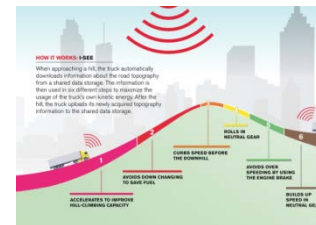
VDS



I-Torque



I-ParkCool



I-See



Driver support systems

Comprehensive launch and training activities executed

Launch in Europe 2012 - 2013

11,900 customers centrally
+ 10,000 customers locally

8,500 commercial crew & internal staff

480 journalists

Sales & Aftermarket training in Europe 2012-2013

5,000 Sales & Commercial staff trained in total 8,000 man days

Initially 1,600 Technicians trained in total 10,000 man days



Overwhelming feedback from customers and media...

"Impression is very good! Electric parking brake that's a good idea I feel. Avoids any roll aways'. It's a good **safety improvement**"

*Paul Freeman. Freeman Auto Logistics

"The **design** of the cab is **excellent**. The visibility is excellent!"

*David O'Reilly. O'Reilly Transport

"Good just got **better**"

*Commercial Motor, Oct, 2012

"When you go over the speed bumps you can really **tell the difference** with the IFS. Handling is just effortless. It's like driving a car. Unbelievable steering to be honest"

*Paul, JJ & S Transport Limited. FH 500hp with IFS

"Driving it I can see where Volvo spent the money. And yes, I think you've got a good truck. The I-Shift is the **smoothest gearbox** I've driven"

*David Bell. MJ Church

"**Toppmodell** för framtiden"

*Trucking, nr 11, 2012

"Very impressed! A lovely Machine. Good torque. The blind spots are gone at the bottom of the window. There seems to be much **more room**. Impressed!"

*Dave Pollard. Dave Pollard Transport. FH16 750

"Komfortabel och stabil **körglädje**"

*Trailer, nr 12 2012



...improving Volvo Trucks market position

- 22,300 orders (up to week 1348)
- 12,200 trucks invoiced (up to week 1348)
- Increased gross profit margin realized
- **October 2013 best monthly market share level ever (Eu)**





**International
Truck of the year
2014!**