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Significant Expansion of Product Lineup in Last Two Years

- **Volvo now has its broadest product lineup ever for North America**
- **New truck models and engine family make Volvo attractive to new customers**
- **New proprietary I-Shift transmission is unique advantage for Volvo**
- **Vertical integration becomes a bigger advantage**

Products For New Segments

VT 880

Premium Owner Operators, high-image customers. Drivers aspire to own the VT 880. A hit with buyers. Entered production second half of 2005.

VT 800

Heavy-haul daycab with bold styling and the biggest power and torque available from Volvo. Entered production second half of 2005.

New Volvo Mid-Roof Tractors

For customers who need large sleeper tractors for low-height trailers. Increased efficiency and fuel economy. Entered production August 2006.

VT 830

Targets premium fleets and owner-operators in important segment. For image leaders who want the style of VT 880, but in a mid-roof.

VN 730

Attractive for fleets who want driver-friendly truck with full aerodynamics.

Volvo Engines for 2007

- D11

- D13

- D16

**Complete line of Volvo engines
to meet customer needs**

Volvo I-Shift

- **Volvo I-Shift automated transmission introduced for North America in September**
- **Lighter, less complex and less expensive than current automatic transmissions**
- **Makes it easier to drive a truck**
- **Improves fuel economy**
- **Helps driver recruitment, safety and operating efficiency**
- **Customers loved I-Shift during initial test drives**
- **Available in the second quarter of 2007 for Volvo engines**

Integrated Technology

- **I-Shift shows advantage of Volvo's vertical integration**
- **Shared design for engine and transmission brings new level of intelligence for automated transmissions**
- **I-Shift helps inexperienced drivers shift as well as the best**
- **Exclusive features improve fuel economy**
 - **Example: Eco-Roll automatically disengages the engine on slight downhills in top gear for lower fuel consumption.**
- **Integrated engine, transmission and complete vehicle is a huge advantage for Volvo and our customers**
- **More than 80,000 I-Shifts sold in Europe**

Volvo I-Shift

- **I-Shift available on complete line of trucks**
- **Covers nearly all applications**
- **Available for all Volvo horsepower and torque ratings for US'07**

Volvo & US'07 – Ready

- **Over 70 engines in testing, more than 2 million miles accumulated to date**
- **Performing well in testing**
- **Fuel economy equal to/better than current engines**

Support for US'07:

- **Volvo Link Sentry – Standard**
- **Volvo Action Service –Standard**

Integrated Customer Support

- **Improves customer productivity through Volvo's integrated communications and customer support**
- **Volvo Link Sentry – two-way satellite communications monitors vehicle performance**
- **Integrated with the truck, using built-in driver message center display in all Volvos**
- **Volvo Action Service – 24/7 access to customer support and technical expertise**
- **No other OEM can match this combination**

Larger, More Capable Network

- **259 full-service locations today**
 - **Up from 197 in 2001**
- **68 parts & service outlets**
- **Full geographic coverage**

Focus on Customer Satisfaction

- **Customer Satisfaction remains a key focus, with numerous initiatives**
- **10 Point Service Commitment**
 - *What customers told us they expect for premium support from Volvo dealers*
- **Customer Satisfaction Index**
 - *Measures dealer performance meeting the 10 Point Service Commitment*
- **Symbols of Excellence**
 - *Evaluates dealer resources, facilities and personnel*

Focus on Customer Satisfaction

- Parts Programs
- MV Preferred – parts and service management program for fleets with more than 50 trucks
 - *uniform pricing*
- Logistics Partnership Agreement (LPA) – automated parts stocking for dealers
 - *improves parts availability*
- 9 parts distribution centers in North America
 - *more than any other OEM, strategically located*
- Parts sales are key in truck sales downturn