Volvo Group presentation
Driving prosperity through transport solutions
OUR MISSION
Driving prosperity through transport solutions

Modern logistics is a prerequisite for our economic welfare: transport helps combat poverty. Transport is not an end in itself, but rather a means allowing people to access what they need, economically and socially.
OUR VISION

Be the most desired and successful transport solution provider in the world

We are in a people business. We operate in a business-to-business market, where people make the decisions. Trust and relations are as important as the total offer.

By bringing together the best of everything from the offer to the relationship, we will become the customers’ preferred choice.
OUR ASPIRATIONS

Have leading customer satisfaction for all brands in their segments
Be the most admired employer in our industry
Have industry leading profitability
OUR VALUES

Customer success
We make our customers win.

Trust
We trust each other.

Passion
We have passion for what we do.

Change
We change to stay ahead.

Performance
We are profitable to shape our future.
We are one of the world’s leading manufacturers of trucks, buses, construction equipment and marine and industrial engines.

We also provide complete solutions for financing and service.
Volvo Group

We employ almost 100,000 PEOPLE,

have production facilities in 18 COUNTRIES

and sell our products in more than 190 MARKETS.
## Number of employees

<table>
<thead>
<tr>
<th>Region</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>17,845</td>
</tr>
<tr>
<td>Europe</td>
<td>49,694</td>
</tr>
<tr>
<td>Asia</td>
<td>16,888</td>
</tr>
<tr>
<td>South America</td>
<td>5,228</td>
</tr>
<tr>
<td>Africa &amp; Oceania</td>
<td>2,474</td>
</tr>
</tbody>
</table>
What we do

Like a circulatory system, our trucks, buses, engines, construction equipment and financial services are involved in many of the functions that most of us rely on every day.

**ON THE ROAD**
Our products help ensure that people have food on the table, can travel to their destination and roads to drive on.

**AT THE SITE**
We contribute to the extraction of some of the world’s most important raw materials. Our engines, machines and vehicles can be found at mining and construction sites and in the middle of forests.

**IN THE CITY**
Our products are part of the daily life. They take people to work, distribute goods and collect garbage. We are developing tomorrow’s public transport solutions.

**AT SEA**
Our products and services are with you, regardless of whether you are at work on a ship or on holiday in your pleasure boat.

**FIRST CLASS SERVICE**
In addition to vehicles and machines, the Volvo Group’s offering includes services such as insurance, rental services, spare parts, preventive maintenance, service agreements, assistance services and IT services.
Strong brands

Our brand portfolio consists of Volvo, Volvo Penta, UD, Terex Trucks, Renault Trucks, Prevost, Nova Bus, Mack and Arquus.

We partner in alliances and joint ventures with the SDLG, Eicher and Dongfeng brands.

By offering products and services under different brands, we address many different customer and market segments in mature as well as growth markets.
Our organization

Volvo Group CEO & Group Executive Board

Deputy CEO

Group Human Resources

Group Communication

Group Finance

Group Legal & Compliance

BUSINESS AREAS

Renault Trucks
Mack Trucks
UD Trucks and JVs
Volvo Trucks
Volvo CE
Volvo Buses
Volvo Penta
Volvo Financial Services
Arquus

TRUCK DIVISIONS

Group Trucks Technology
Group Trucks Operations
Group Trucks Purchasing
We comprise nine business areas

- Volvo Trucks
- UD Trucks and JVs
- Renault Trucks
- Mack Trucks
- Volvo Buses
- Volvo Penta
- Volvo Financial Services
- Arquus
- Volvo Construction Equipment
Volvo Trucks

Volvo Trucks is the second largest heavy-duty truck brand in the world with trucks sold and serviced in more than 140 countries and supported by over 2,300 dealerships and workshops. Volvo Trucks offers a range of medium and heavy-duty trucks with more than 95% of the trucks over 16 tons. The company also provides aftermarket products and service as well as specific offers. Volvo Trucks has a production structure based on global presence. About 95% of the company’s production capacity is located in Sweden, Belgium, Brazil and the USA.
UD Trucks and JVs offers a range of medium and heavy duty trucks, and special vehicles. As one of the leading Japanese truck brands, UD Trucks was established in Japan in 1935. Sales and services are offered in more than 60 countries through a worldwide network of dealers. UD Trucks and JVs is also responsible for the collaboration with the Volvo Group joint-venture partners DFCV and VECV.
Renault Trucks

Since 1894, Renault Trucks has offered all types of commercial vehicles, ranging from light trucks for urban distribution services to specially designed and heavy trucks for long-haul operations. Active in over 100 countries, Renault Trucks builds and maintains close relationships with customers and drivers via a dealership network comprising over 1,500 service outlets. The design and assembly of Renault Trucks vehicles, as well as the production of most components, is carried out in France.
Mack Trucks

Mack Trucks is one of North America’s largest manufacturers of heavy-duty trucks, engines and transmissions. Founded in 1900, Mack trucks are sold and serviced in more than 45 countries worldwide. Every Mack truck built for the North American market is assembled at its Mack Lehigh Valley Operations facility in Macungie. Engines and transmissions for the North American market are built at its powertrain facility in Hagerstown. Mack Trucks is recognized around the world as “The American Truck You Can Count On”.

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Volvo Construction Equipment

Volvo CE is the world’s leading manufacturer of articulated haulers and one of the world’s leading manufacturers of wheel loaders, excavators, road construction machines and compact equipment. Founded in 1832 in Eskilstuna, Sweden Volvo Construction Equipment has grown to become one of the leaders in the development of products and services for the construction, extraction, waste processing, forestry and materials handling sectors. Brands Volvo, SDLG (Lingong) and Terex Trucks.
Volvo Buses

Volvo Buses is a leader in the development of sustainable transport solutions for public transport and is one of the world’s largest manufacturers of buses, coaches and bus chassis. The product range includes city buses, intercity buses and coaches as well as complete transport systems, financial services and services for vehicle and traffic information. Volvo Buses has sales in 85 countries and a global service network, with more than 1,500 dealerships and workshops. Brands Volvo, Prevost, Nova Bus and UD Bus.
Volvo Penta

Volvo Penta is the world’s largest producer of diesel engines for leisure boats and a leading, independent producer of industrial engines and is associated with innovative and performance-oriented products. The company provides engines and power systems for leisure and commercial boats, as well as for industrial applications such as power generation and container trucks. Penta has been a registered trademark for almost 100 years and Volvo Penta since 1935.
Arquus manufactures vehicles adapted for operations in international projects to Governments and organizations worldwide.
Volvo Financial Services offers competitive financial solutions which strengthen long term relationships with Volvo Group customers and dealers. As the number one provider of financial solutions for Volvo Group product sales, VFS delivers value to customers and builds loyalty to the Group brands through ease of doing business, speed to market, and knowledge and expertise of the industry. VFS conducts customer financing in 44 countries around the world.
Our Truck divisions

We combine the best of two worlds: synergies by having global organizations for product development, manufacturing, and purchasing.

This is organized in our three truck divisions:
Group Trucks Technology

Our organization for research and product development of complete vehicles, powertrain, components and service offering.
Group Trucks Operations

Our organization for manufacturing of cabs and trucks for the Volvo, Renault Trucks, Mack and UD Trucks brands as well as production of the Group’s engines and transmissions.

Spare part supply to the Group’s customers and logistics operations.
Group Trucks Purchasing

Our organization for the purchase of automotive products and parts including aftermarket, for all truck brands in Volvo Group Trucks.

The organization also covers the Indirect Products & Services (IPS) Purchasing.
Partnerships

IN CHINA:
Dongfeng Commercial Vehicles (DFCV) together with Dongfeng Motor Group Company Ltd.
Shangdong Lingong Construction Machinery Co Ltd (SDLG)

IN INDIA:
Volvo Eicher Commercial vehicles (VECV) together with Eicher Motors Ltd.
Our history

Since 1927, Volvo has developed from a small local industry to one of the leading suppliers of commercial transport solutions providing products such as trucks, buses, construction equipment, and drive systems for marine and industrial applications.
Our history

1927
THE START
Volvo is founded by Assar Gabrielsson and Gustaf Larson. The first car rolls off the production line this year, the first truck a year later and the first bus was launched in 1934.

1959
LIFE SAVER
Volvo pioneered the 3-point safety belt that becomes an international life saver.

1999
NEW FOCUS
Volvo Cars is sold to the Ford Motor Company. A new Group, focusing on the commercial automotive industry, was created.

2001
AUTOMATED TRANSMISSION
The Volvo Group acquired Renault Trucks and Mack Trucks. Volvo Trucks launches a revolutionary new automated transmission, I-Shift, which was a huge success. It calculates several parameters to determine the best shift option.

2004
BETTER EFFICIENCY
Volvo Penta IPS, Inboard Performance System, is introduced. IPS delivering around 35% better efficiency at cruising speed than inboard shafts.

2007-2008
ASIA IS GROWING
Volvo Group acquires UD Trucks in Japan and Volvo CE also completed the acquisition of the shares in Lingong, a large producer of construction equipment in China, SDLG.
In India the Group set up a joint venture, VECV, VE Commercial Vehicles Ltd, with the company, Eicher Motors, in Pithampur.

2015
ELECTRIFIED BUSES
Together with partners in different sectors, Volvo Buses develop buses and infrastructure, on the way to an electrified bus network in Gothenburg. A partnership agreement was signed with the Chinese vehicle manufacturer, Dongfeng.

2018
CONNECTED, AUTONOMOUS AND ELECTRIC
The Volvo Group continues its far-reaching drive to develop next-generation transport solutions. The latest example is Vera, a system in which autonomous electric vehicles are coordinated to ensure as efficient, and safe goods transport as possible.
Volvo Group

Volvo Group has established leading positions on a global market. Based on sales volumes, the Group is the world’s second largest manufacturer of heavy-duty trucks, one of the world’s largest manufacturers of construction equipment, buses and heavy-duty diesel engines, as well as a leading supplier of marine and industrial engines.
Volvo Group
FINANCIAL PERFORMANCE 2014-2018

**NET SALES**
SEK bn

<table>
<thead>
<tr>
<th>Year</th>
<th>14</th>
<th>15</th>
<th>16</th>
<th>17</th>
<th>18</th>
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<tr>
<td>Sales</td>
<td>283</td>
<td>313</td>
<td>302</td>
<td>333</td>
<td>391</td>
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**OPERATING INCOME**
SEK bn

<table>
<thead>
<tr>
<th>Year</th>
<th>14</th>
<th>15</th>
<th>16</th>
<th>17</th>
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<tbody>
<tr>
<td>Income</td>
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<td>23.3</td>
<td>20.8</td>
<td>29.7</td>
<td>34.5</td>
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Trucks
FINANCIAL PERFORMANCE 2014-2018

NET SALES
SEK bn
14 15 16 17 18
191 214 201 215 250

OPERATING INCOME
SEK bn
14 15 16 17 18
4.2 19.5 15.0 19.8 19.5
Volvo Construction Equipment
FINANCIAL PERFORMANCE 2014-2018

<table>
<thead>
<tr>
<th>YEAR</th>
<th>NET SALES</th>
<th>OPERATING INCOME</th>
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<tbody>
<tr>
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<td>53 SEK bn</td>
<td>0.7 SEK bn</td>
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<tr>
<td>2015</td>
<td>51 SEK bn</td>
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<tr>
<td>2016</td>
<td>51 SEK bn</td>
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<td>2017</td>
<td>66 SEK bn</td>
<td>7.9 SEK bn</td>
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<tr>
<td>2018</td>
<td>84 SEK bn</td>
<td><strong>12.1 SEK bn</strong></td>
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Volvo Buses
FINANCIAL PERFORMANCE 2014-2018

NET SALES
SEK bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
</tr>
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<tbody>
<tr>
<td>2014</td>
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<td>2017</td>
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OPERATING INCOME
SEK bn

<table>
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<td>2015</td>
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<tr>
<td>2017</td>
<td>0.9</td>
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<td>2018</td>
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Volvo Penta
FINANCIAL PERFORMANCE 2014-2018

NET SALES
SEK bn

8 9 10 11 14

OPERATING INCOME
SEK bn

0.7 1.1 1.3 1.4 2.3
Do you want to work with us?
LET’S CHANGE THE WORLD TOGETHER!
