

# **VOLVO**

## **First Quarter 2010**

**Conference call, April 23, 2010**

# Group Highlights



## First quarter

- Operating income SEK 2.8 bn
- Cash flow – negative SEK 2.7 bn
- Strong recovery in Volvo CE

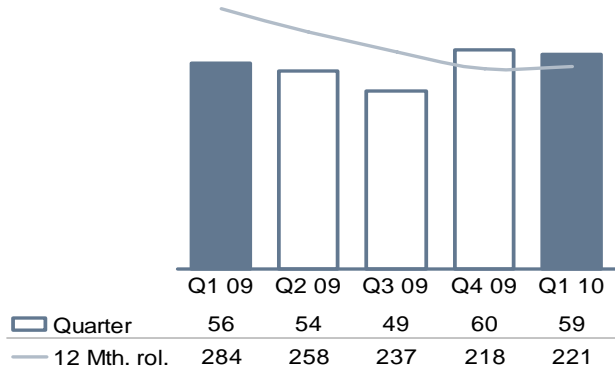
## Business environment

- Europe; market improving
- Asia & South America; strong recovery
- North America; early signs of increased market activity

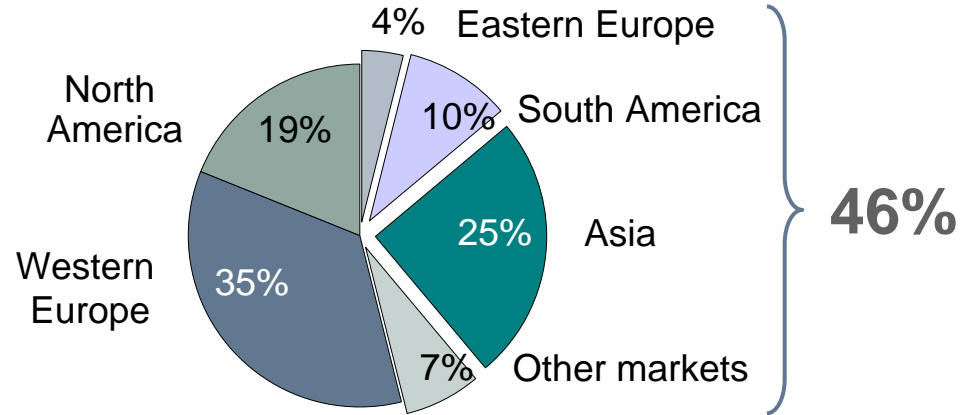
# Volvo Group

## Net sales

(SEK bn)

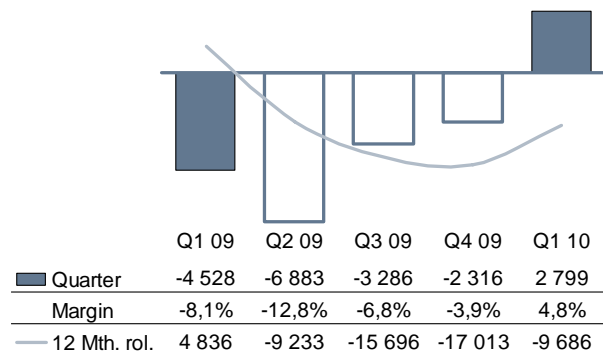


## First quarter



## Operating income

(SEK M)



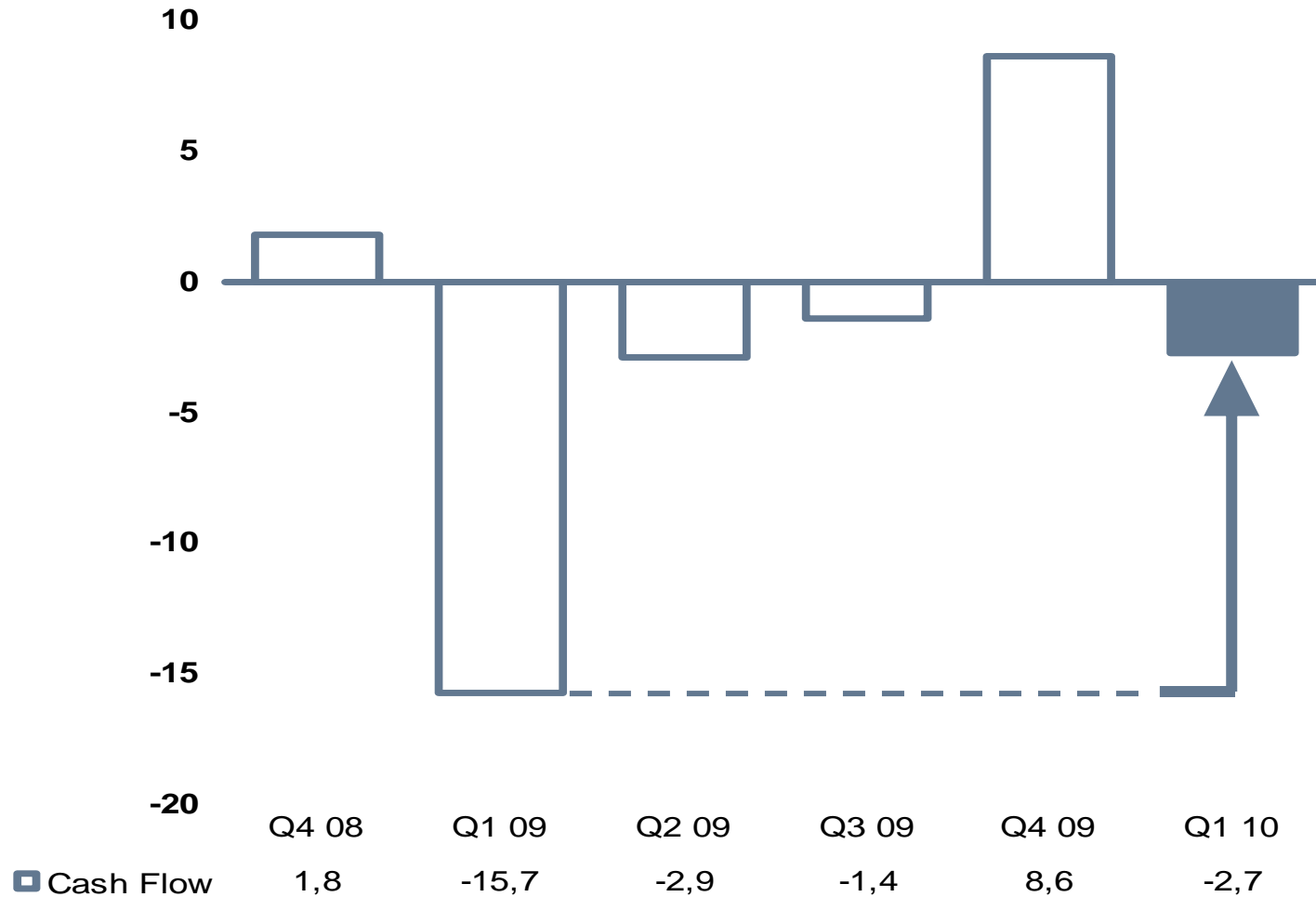
## Operating income

- + Cost reductions effective
- + Improved productivity & capacity utilization
- + Increased volumes

# Volvo Group – Cash Flow

## Industrial Operations

SEK bn



# Volvo Group – Net Financial Debt

## Industrial Operations

Net debt,  
SEK bn

60

50

40

30

20

10

0

Q1 09

Q2 09

Q3 09

Q4 09

Q1 10

■ Pensions	9,8	10,1	9,5	6,0	6,1
■ Financial Debt	35,6	41,0	41,0	35,5	39,0

Liquidity position SEK 66 bn

- Limited maturities in 2010-2011

76.2%

66.0%

Changes in Net financial debt

- Cash Flow 2.7 bn

- Currency 0.1 bn

- Other 0.7 bn

**Total 3.5 bn**

# Maintained focus on cost & cash flow

## 2009

- ✓ 21 bn cost reduction in place
- ✓ Working capital reduced
  - Inventories
  - Turnover

## Historical development – Working capital

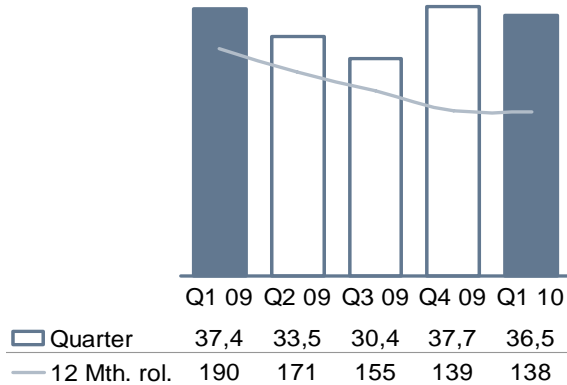
First quarters, SEK bn	2010	2009	2008	2007	2006	2005
Total change in working capital	<b>-4,5</b>	-11,4	-8,7	-6,3	-3,2	-4,6
<i>Change in accounts receivables</i>	<b>-3,3</b>	6,1	-0,5	0	-0,9	-0,8
<i>Change in inventories</i>	<b>-1,3</b>	1,5	-6,7	-4,9	-4,4	-3,9
<i>Change in trade payables</i>	<b>1,6</b>	-16,6	-0,7	0,5	2,9	0,9

# Trucks



## Net sales

SEK bn

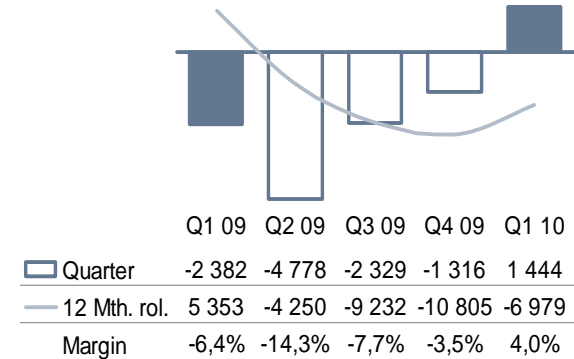


## Highlights

- Improving demand
- Sales up by 4%, fx-adjusted
- Operating margin 4%

## Operating income

SEK M



## In Focus

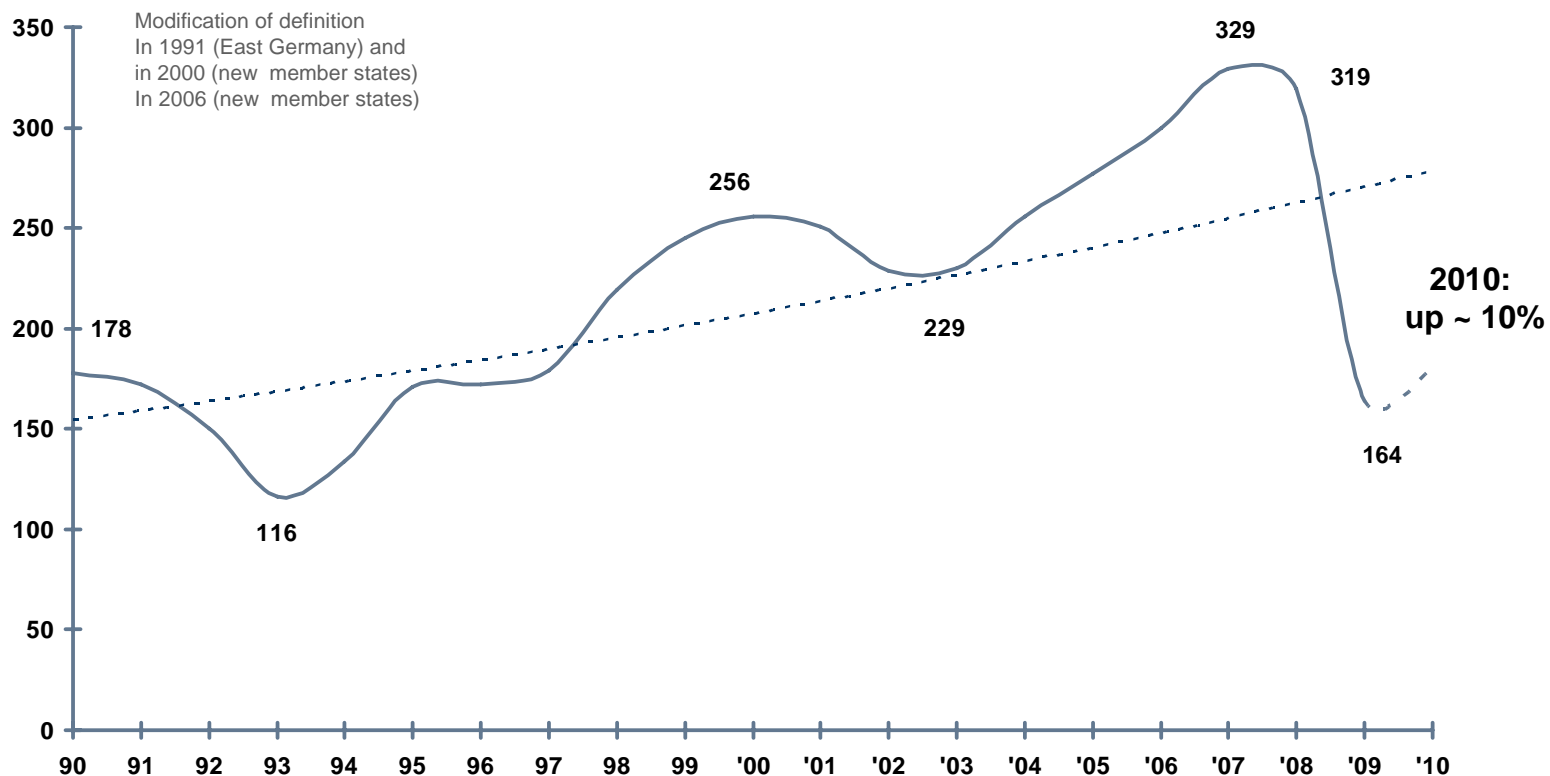
- Increasing productivity in up-turn
- Supply chain
- Strict cost control
- Product renewal

# Heavy-duty truck market - Europe

(EU members + Switzerland and Norway)



Units, Thousands (heavy trucks)

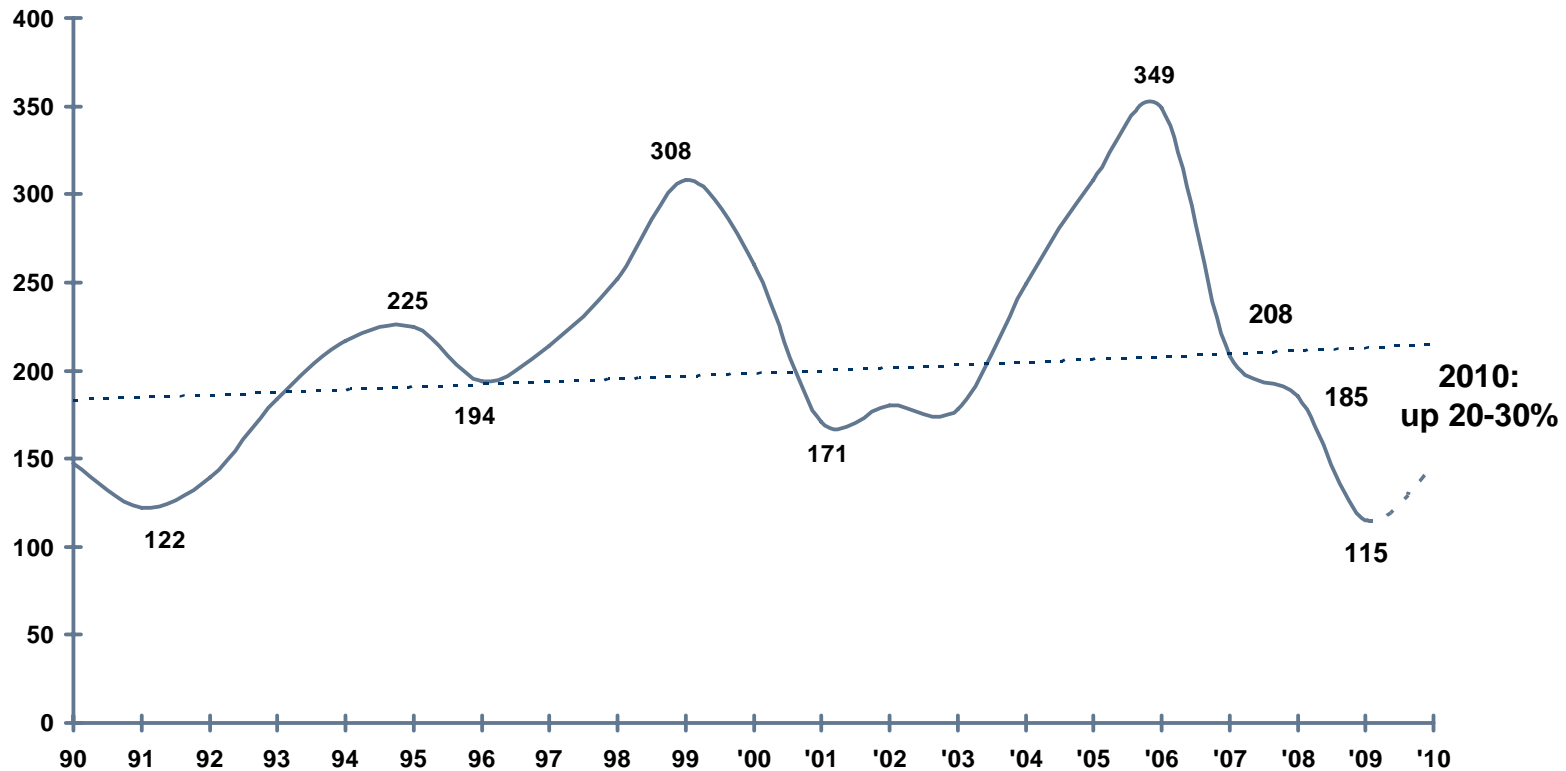




# Heavy-duty truck market – North America



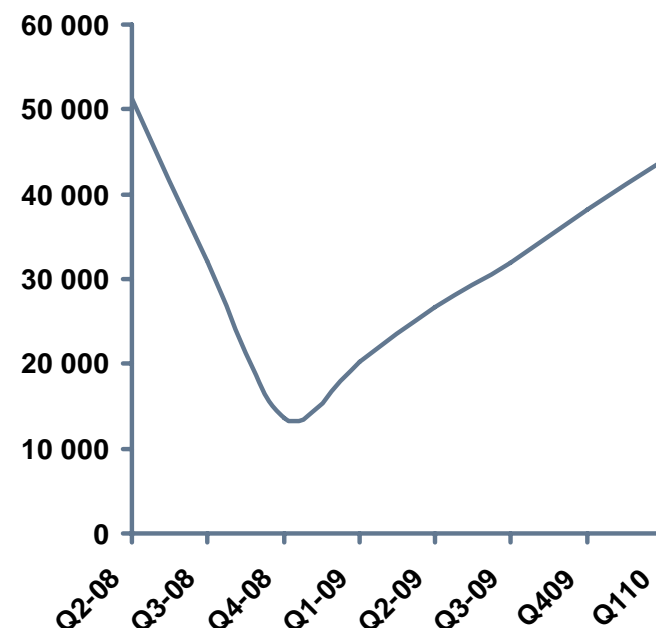
Units, Thousands (heavy trucks)



# Net order intake – positive trend

## Trucks

Net order intake	Q1-09	Q2-09	Q3-09	Q4-09	Q1-10	Change Q1->Q1	Change Q4->Q1
Europe	7,494	8,980	8,189	14,546	16,361	118%	12%
North America	2,869	3,257	5,093	4,661	3,410	19%	-27%
South America	1,731	2,998	5,284	5,576	4,548	163%	-18%
Asia	5,712	7,884	10,079	10,227	15,442	170%	51%
Other markets	2,377	3,505	3,353	3,156	4,175	76%	32%
<b>Total</b>	<b>20,183</b>	<b>26,624</b>	<b>31,998</b>	<b>38,166</b>	<b>43,936</b>	<b>118%</b>	<b>15%</b>

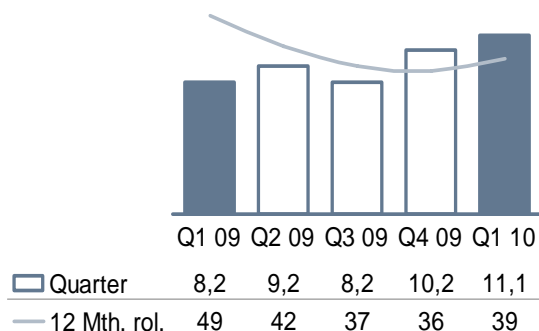


# Construction Equipment



## Net sales

SEK bn

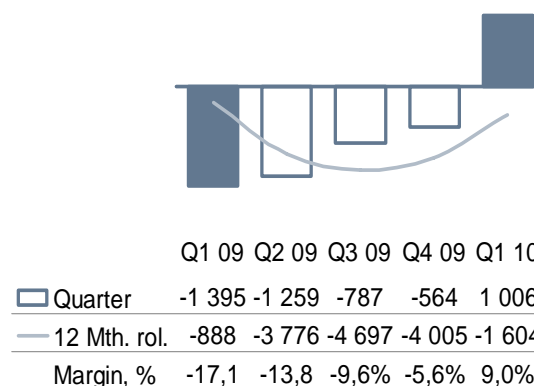


## Highlights

- Total world market up 30%
  - BRIC up 61%
  - N.A down 9%
  - Europe down 5%
- Volvo CE sales up 51%, fx-adjusted
- Operating margin 9%

## Operating income

SEK M



## In Focus

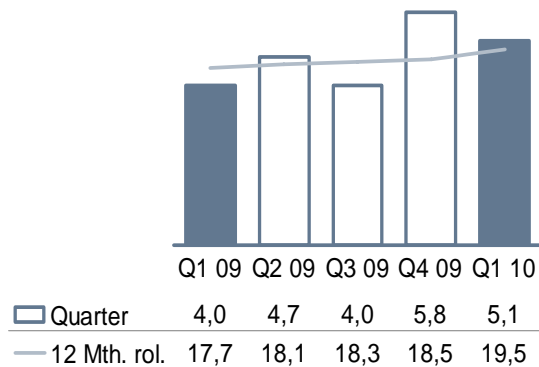
- Capitalize on strong BRIC markets
- Cost control
- Flexibility in production system
- Capitalize on Bauma momentum

# Buses



## Net sales

SEK bn



## Highlights

- Slow recovery in the bus market
- Profitability in the first quarter
- Increased sales

## Operating income

SEK M



Q1 09 Q2 09 Q3 09 Q4 09 Q1 10

Quarter	-95	-118	-91	-46	145
12 Mth. rol.	-50	-214	-233	-351	-111
Margin	-2,4%	-2,5%	-2,3%	-0,8%	2,9%

## In Focus

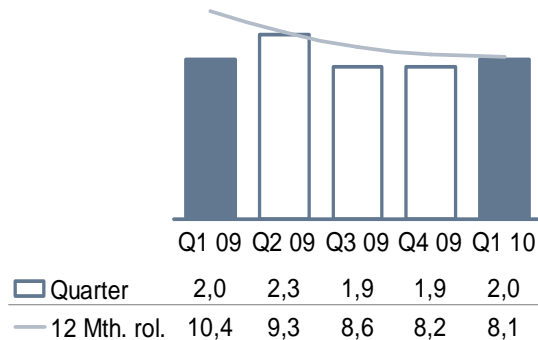
- Continuation of cost reduction and capital efficiency
- Slow order intake Europe and US Coach
- Secure product introductions US10, Hybrid Q2

# Volvo Penta



## Net sales

SEK bn

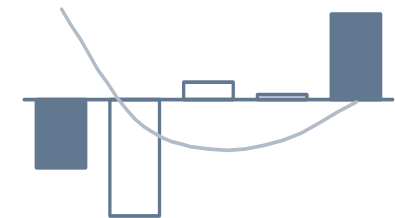


## Highlights

- Improved world market
- Continued strengthened market positions
- Significantly improved profitability

## Operating income

SEK M



	Q1 09	Q2 09	Q3 09	Q4 09	Q1 10
Quarter	-97	-165	25	7	121
12 Mth. rol.	513	-110	-283	-230	-12
Margin	-4,8%	-7,3%	1,3%	0,4%	6,1%

## In Focus

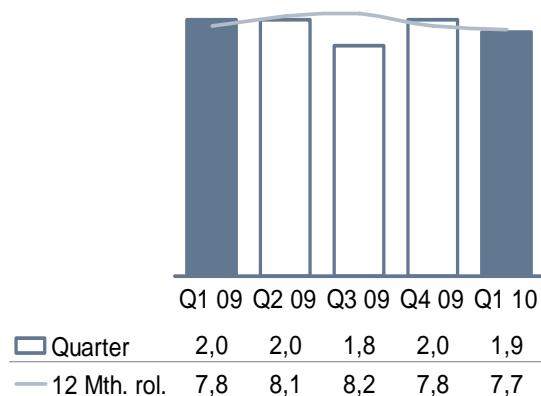
- Continue to drive productivity
- Secure capital efficiency
- Capitalize on product launches

# Volvo Aero



## Net sales

SEK bn

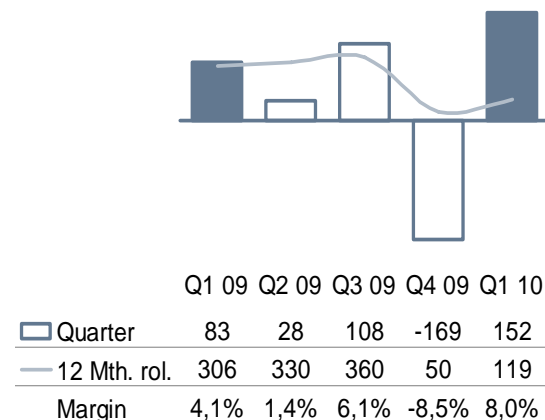


## Highlights

- Air traffic recovery
- Increasing industry order intake
- Lower cost and higher utilization of production facilities
- After market business shows signs of recovery

## Operating income

SEK M



## In Focus

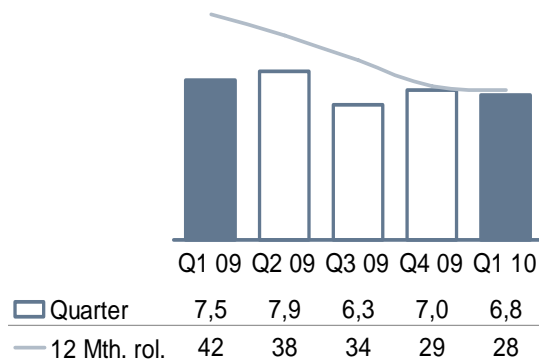
- Cost management and product cost
- Aftermarket business
- Execution on new contracts

# Financial Services



## New retail financing

SEK bn

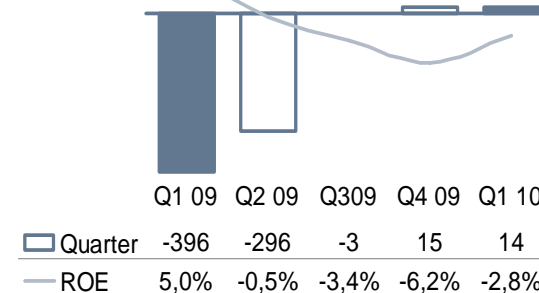


## Highlights

- Improvements in W Europe and US
- Strong Brazilian market
- South Africa alliance

## Operating income and return on equity

SEK M



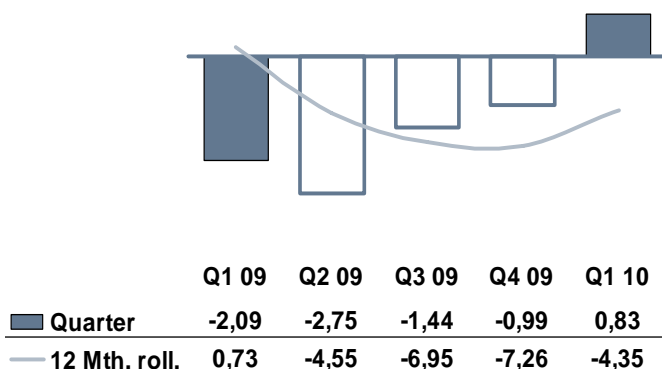
## In Focus

- China construction sector opportunities
- Revitalization of Eastern Europe business
- Soft offer growth

# Group Summary



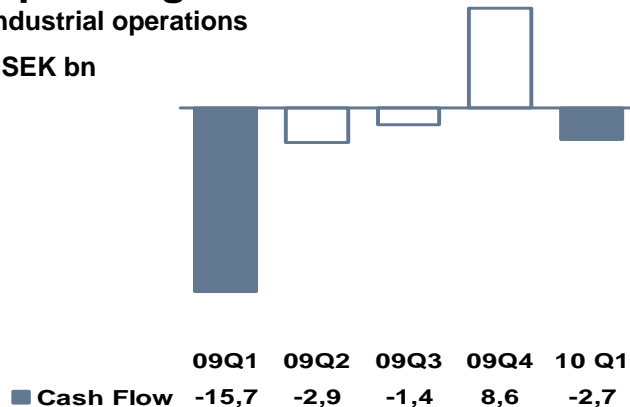
## Earnings per share SEK



## Operating Cash Flow

Industrial operations

SEK bn



## First quarter

- Sales 4% higher, +12% fx-adjusted
- Operating income SEK 2.8 bn, operating margin 4.8%
- Cost reductions executed
- Operating cash flow – normal seasonality
- Introduction of new trucks in Japan, Europe and India

## In focus

- Demand recovering – increase production
- Productivity
- Cost control
- Cash flow



**VOLVO**

**First Quarter 2010**