



Market update

Truck market update for the Americas

North America

- Retail deliveries remain strong
- Weak industry order intake
 - lack of confidence
 - dealers reducing stock
- Spare parts volumes are good
- Used truck prices flat
- Production overcapacity have new pricing under pressure
- Good customer profitability

South America

- Brazil
 - slow economic growth YTD
 - incentivized financing rates
 - still tough pricing on Euro 5
 - good spare parts volumes
 - signs of improving demand
- Stable development in Chile while some weakening within mining in Peru

Truck market update for EMEA

Europe

- Slowing economic activity resulting in weakening truck demand across Europe
- New and used truck inventory for Renault brand too high, Volvo brand at normal levels
- Aftermarket slowing in Southern Europe (shrinking population and contracting economies), rest of Europe stable to moderately softening
- Competitive pricing for new and used trucks

Russia

- Good demand

Middle East

- Stable demand

Africa

- Weakening in South Africa
- Stable in Northern Africa

Truck market update for APAC

Japan

- Softening demand following removal of incentives in place up to July and economic slowdown

India

- Softening demand following general economic slowdown

Indonesia

- Growing market year-to-date, but recent slowdown in mining

South Korea

- Softening demand following general economic slowdown

China

- Softening demand following general economic slowdown

Australia

- Strong demand vs last year

Construction equipment market update

Western Europe

- Market continues to weaken, with more pricing pressure following general economic slowdown

Eastern Europe

- Demand moving sideways

North America

- Still strength from rental replacement and expansion but reaching saturation point

South America

- Demand moving sideways

China

- Market still weakening due to weaker GDP development and slow-down in mining, price pressure increasing on the back of industry inventory

Rest of Asia

- Impacted by lower mining activity and structural issues (export taxes, governmental reviews)



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capital market day

September, 2012