

Volvo Trucks

Jorma Halonen



Volvo Trucks - Deliveries

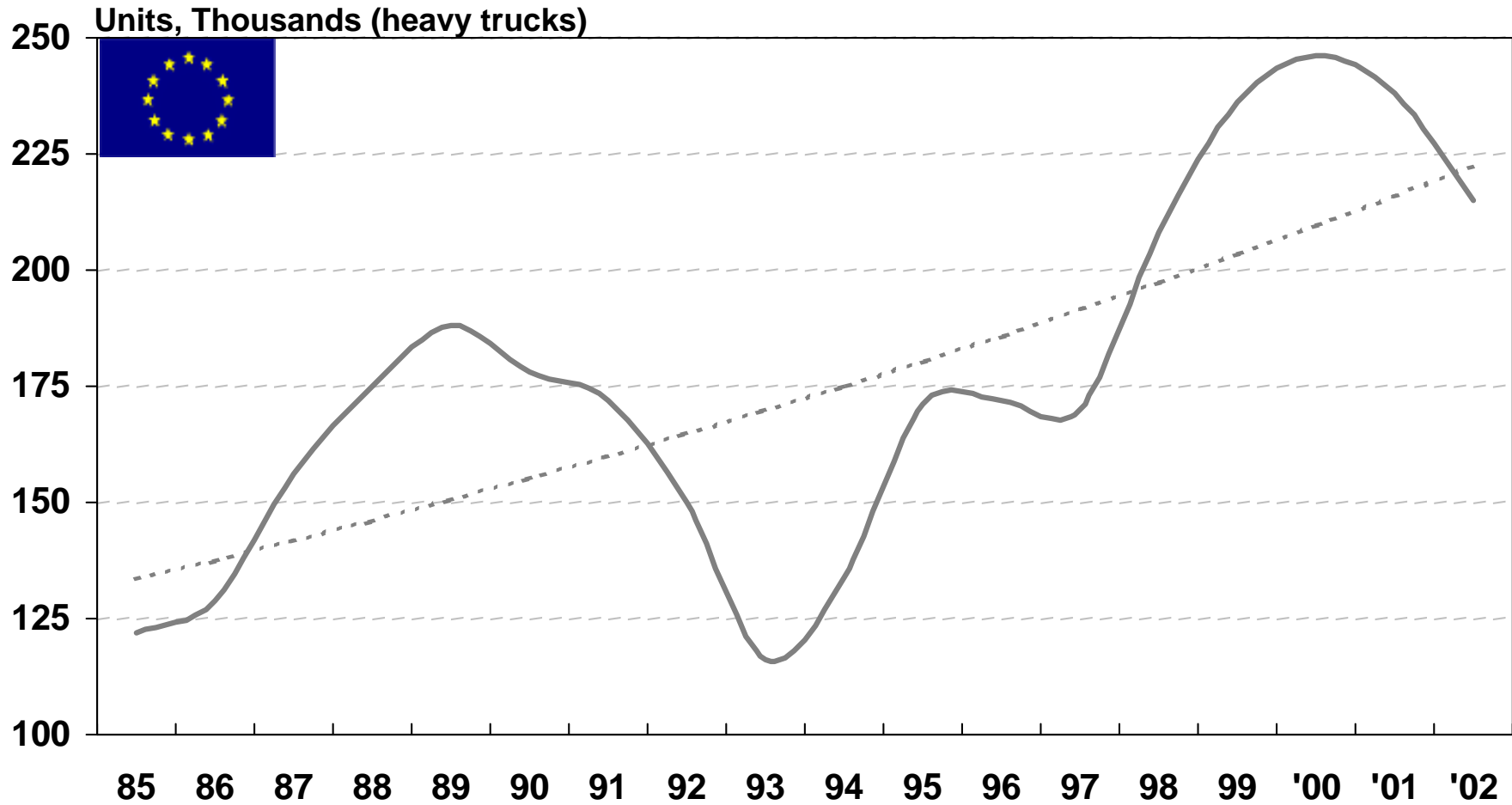
y.t.d November 2002



Market Area	ytd Jan - Nov		Change %
	2002	2001	
Total Europe	34 567	37 971	(9)
of which:			
Western Europe	30 049	33 715	(11)
Eastern Europe	4 518	4 256	6
North America	14 009	12 171	15
South America	4 281	4 162	3
Asia	7 780	5 159	51
Rest of the world	2 351	2 193	7
TOTAL	62 988	61 656	2

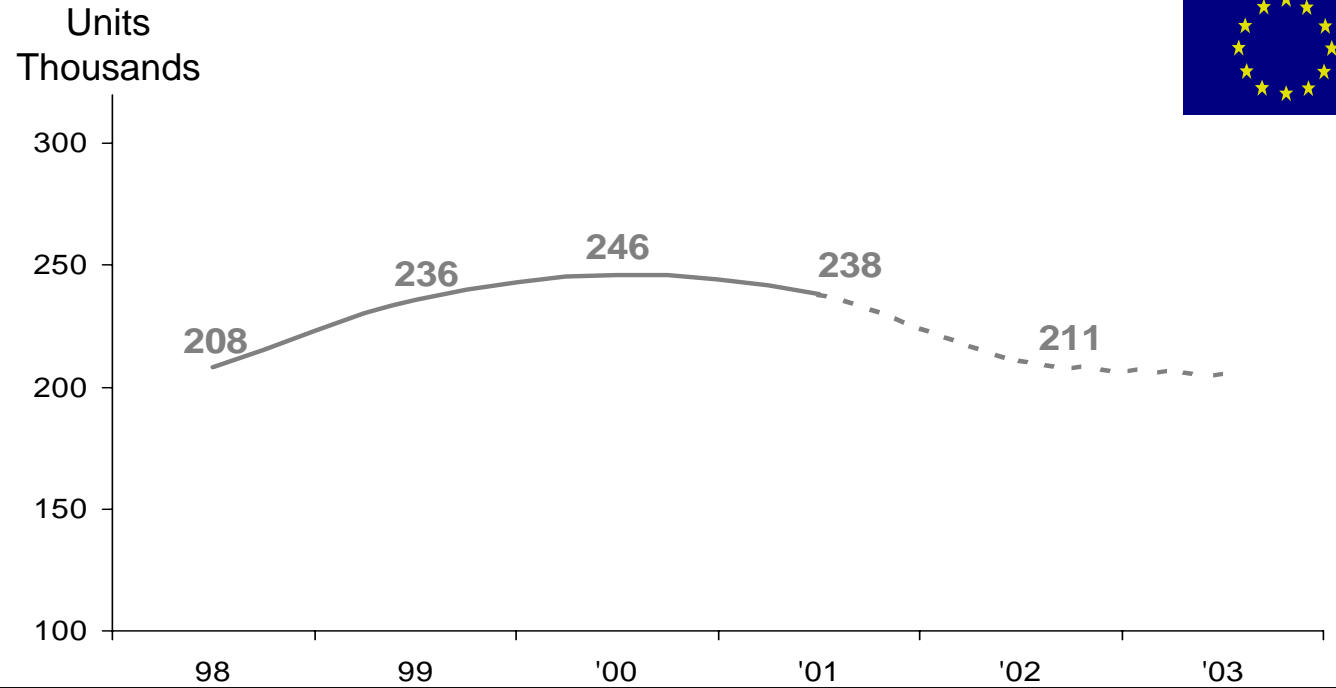
Heavy Duty Market

Western Europe



Total Market Heavy Trucks

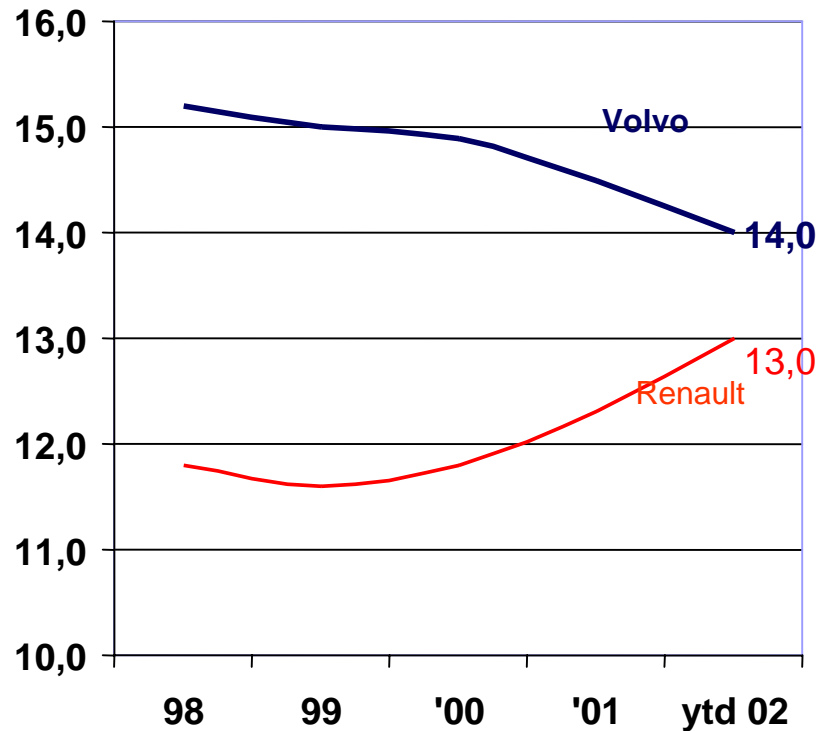
W. Europe Registration Forecast



Market Shares

Western Europe

Volvo Market Share Development



Market Shares %, ytd Jan - November

GVW 16 ton and above

	<u>2002</u>	<u>2001</u>
Mercedes Benz	19.1	19.2
Volvo	14.0	14.5
MAN	13.7	15.2
Scania	13.4	13.5
Renault	13.0	12.1
Daf	12.4	11.6
Iveco	11.7	10.7

Sweden, Norway, Finland, Denmark, Great Britain, Eire, Belgium, Luxembourg, Netherlands, Switzerland, Germany, France, Italy, Spain, Portugal, Greece, Austria

Volvo Trucks in Europe

Emphasise on bottom-line result

- Good overall performance, P&L and cash flow

Price Management

- Actively well paid for value in the new FH/FM truck family

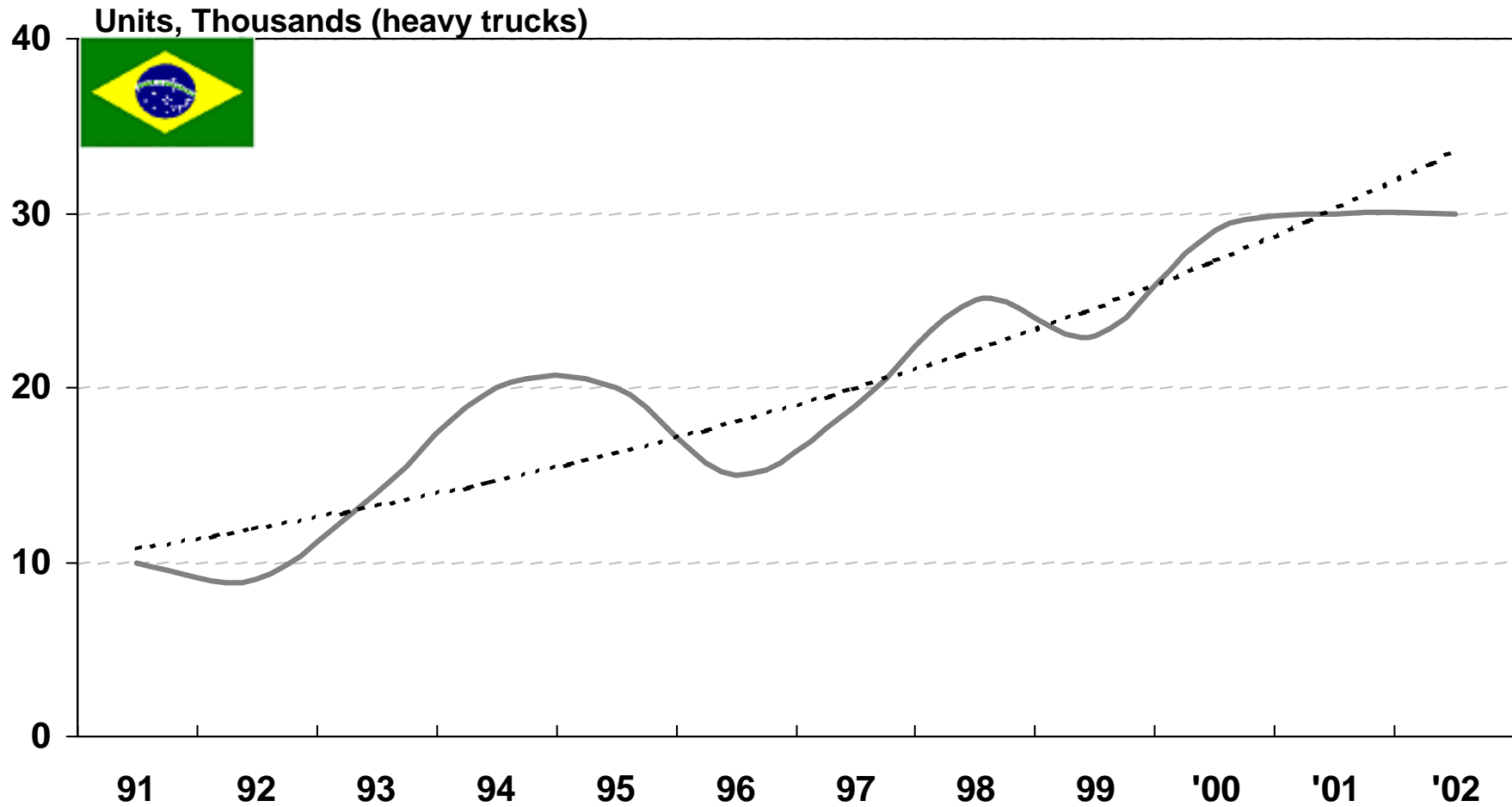
FH / FM program very well positioned

- Some 40,000 trucks delivered so far

Channel Strategy

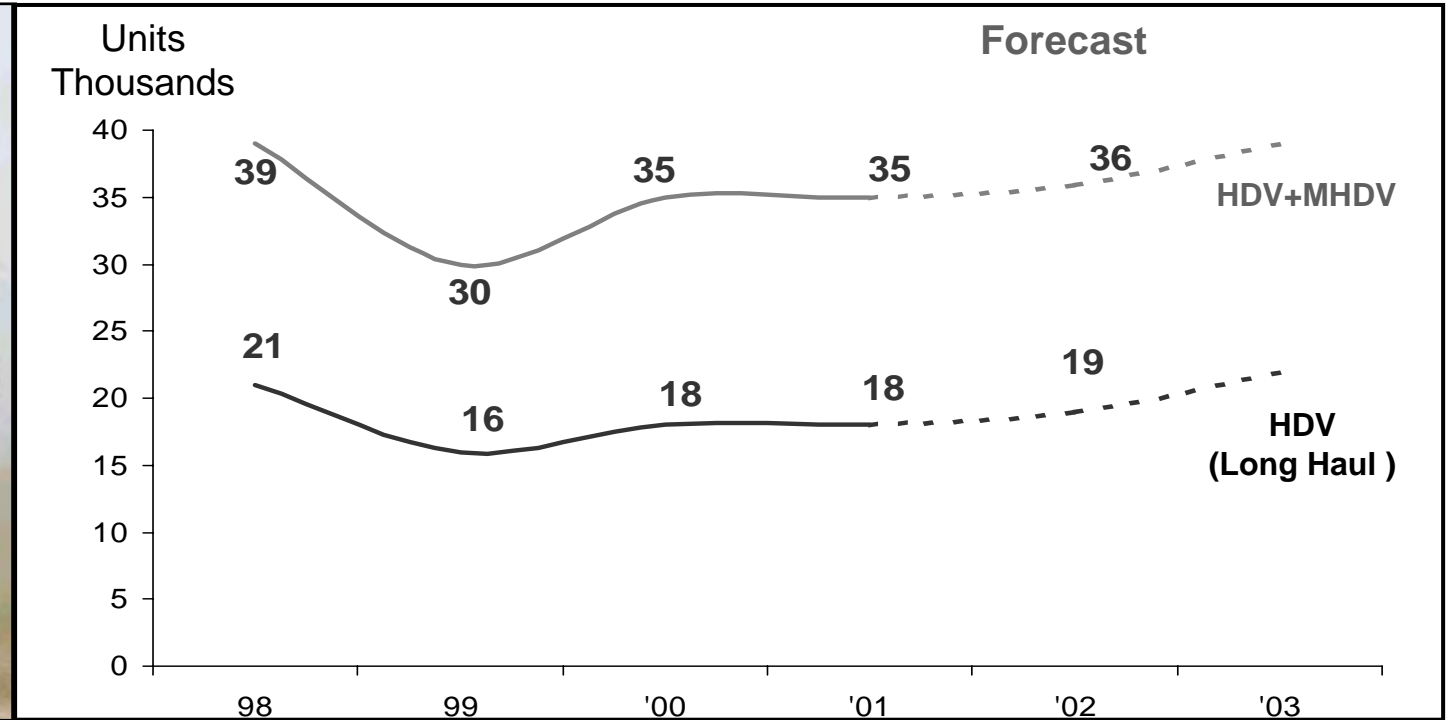
- Opportunities in new environment after “block exemption”

Heavy Duty Market Brazil



Total Market Heavy Trucks

S. America Registration Forecast

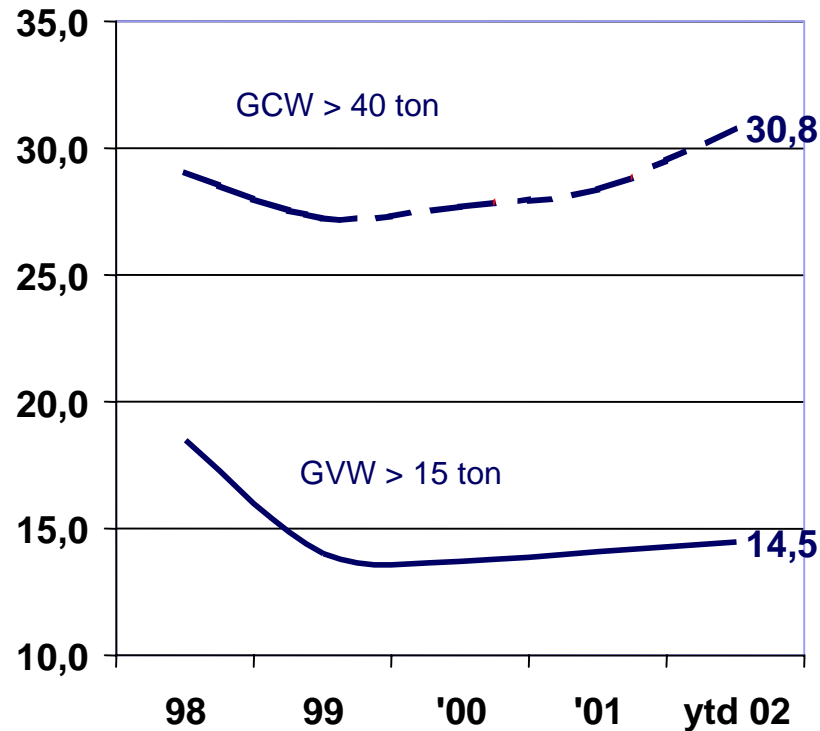


Source: Volvo Trucks; S.G., Brazil, March 11, 2002

Market Shares

Brazil - Heavy Duty (class V)

Volvo Market Share Development



Market Shares %, ytd Jan - November
Premium range GCW > 40 ton (class V)

	<u>2002</u>	<u>2001</u>
Volvo	30.8	28.3
Mercedes Benz	23.7	22.7
Scania	22.8	35.5
Volkswagen	10.2	3.5
Iveco	6.2	3.7
Ford	5.0	4.1
International ¹⁾	1.3	2.3

¹⁾ will exit Brazil

Volvo Trucks in Brazil

Good performance

- Strong efficiency and profit improvement

Strong Product program

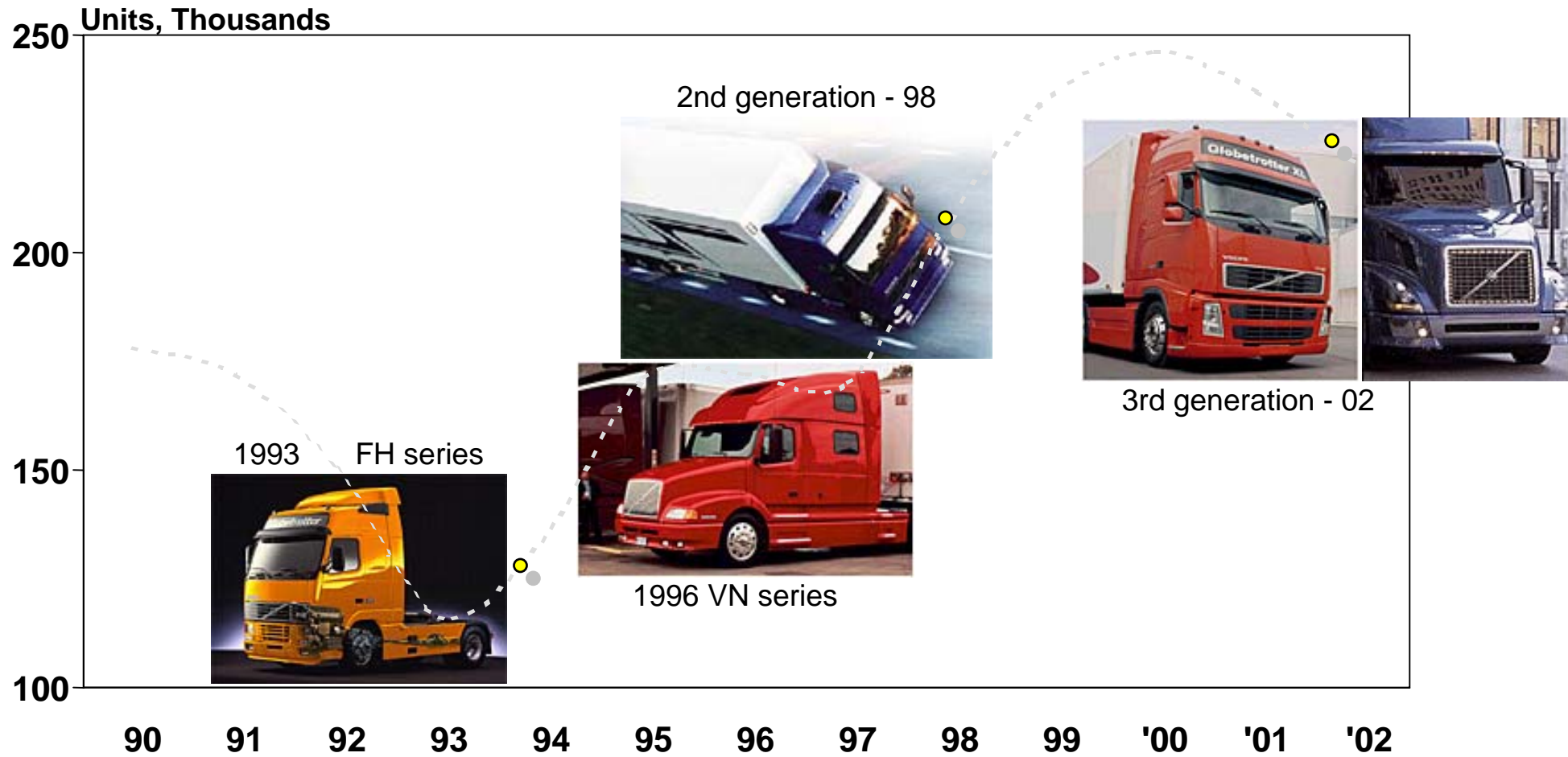
- No 1 in heavy duty segment

Industrial capacity in place

Consolidation of dealers into 13 groups

Growth potential within Mercosur over a business cycle

Volvo Trucks Product Renewal



New Heavy Duty Trucks ... to secure a leading position

Scope

- New generation heavy duty trucks, FH/FM for Europe; VN/VHD for U:S.

Features

- Quality and Reliability
- Driver's environment & Safety
- Transport economy
- Fuel consumption
- Environment, US'02 emission standards

Investment

- In total 790 million Euro



Volvo Trucks in North America

Restructuring program follows plan

- Strengthening customer support system and product offering
- Introduction of LPA concept (Logistic Parts Agreement)
- Shorter lead-times for parts (as a result of combined warehouse network with Mack)
- Back office consolidation
- Winnsboro plant closure,
 - finalized in of November
 - ramp up with full production in Q1-2003

“Global” Market Position

... challenged by Chinese manufacturers

