- >> In the first quarter, net sales decreased by 25% to SEK 58.3 billion (77.8). Adjusted for currency movements and acquired and divested units, net sales decreased by 17%.
- >> The first quarter operating income amounted to SEK 482 M (6,240).
- >> Operating margin in the first quarter was 0.8% (8.0).
- >> In the first quarter, diluted earnings per share were a negative SEK 0.15 (positive SEK 1.99).
- >>> In the first quarter, operating cash flow in the Industrial Operations was negative in an amount of SEK 7.6 billion (negative SEK 4.9 billion).
- >>> Truck order intake increased by 30% compared to the fourth quarter of 2012.



	First quarter	
	2013	2012*
Net sales Volvo Group, SEK M	58,344	77,803
Operating income Volvo Group, SEK M	482	6,240
Operating income Industrial operations, SEK M	101	5,906
Operating income Customer Finance, SEK M	381	334
Operating margin Volvo Group, %	0.8	8.0
Income after financial items, SEK M	(101)	5,622
Income for the period, SEK M	(248)	4,125
Diluted earnings per share, SEK	(0.15)	1.99
Operating Cash Flow in Industrial Operations, SEK Bn	(7.6)	(4.9)
Return on shareholders' equity, rolling 12 months, %	9.3	22.5

 $<sup>^{\</sup>star}$  Restated according to new accounting principles. See Volvo Group Annual Report 2012 Note 31.



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### **CEO'S COMMENTS**

# Significant sales drop impacted profitability



The Volvo Group's first quarter of 2013 was characterized by low sales volumes and low capacity utilization, while we continued to keep a high pace in the work to develop and launch new products.

Net sales for the first quarter declined 25% to SEK 58.3 billion, primarily as a result of the weak order intake in late 2012. The sales volumes were the lowest since the financial crisis and were on the level of the first quarter of 2009. Then, the Volvo Group reported a loss of SEK 4.5 billion, compared with a profit of SEK 0.5 billion for the first quarter this year. Even though this shows that the Volvo Group is better at handling rapid changes in demand, I believe that we still have room for considerable improvement in this respect.

The operating cash flow in the industrial operation tracked the normal, seasonal pattern and was a negative SEK 7.6 billion (negative 4.9).

### Weak start to the year, but strong improvement in order intake

With the exception of South America, deliveries of trucks were generally low during the quarter. A total of 38,416 trucks were delivered, which was 23% fewer than in the yearearlier period. Net sales in the Trucks operation declined 23% to SEK 37.0 billion, while operating income fell to SEK 101 M (3,677) as a result of the significant decline in volumes and low capacity utilization in the plants. Under absorption of costs in the industrial system amounted to SEK 1.9 billion, of which SEK 1.5 billion in the truck operations.

However, we see that the order intake for trucks is rising in several of our key markets. In total, the order intake during the first quarter amounted to 61,045 trucks - up 30% from the fourth guarter 2012 and with a book-to-bill ratio of 160%.

In Europe, the order intake has gradually improved since the end of last year. There are indications that customers in some markets are planning to prebuy Euro 5 trucks prior to the transition to the new Euro 6 emission regulations in January 2014. In for instance the UK, trucking companies are taking the opportunity to renew their fleets prior to Euro 6, which carries a significant price increase for trucks. The transition to the new Volvo FH is running smoothly with good demand for both the new and the old ranges.

In North America, deliveries were low during the first quarter due to a number of stop weeks resulting from the weak order intake during the second half of last year. We now note that the order book is expanding and deliveries will therefore increase during the second quarter.

In South America, the trend is strong, with good order intake and higher deliveries, with Brazil as the driving force.

The Japanese market is positively impacted by expectations of higher economic activity following, amongst others, the incentive measures and increased optimism in the export industry as a result of the weak Japanese currency. UD Trucks has had a weak start to the year but order intake is currently improving.

The truck market in India has continued to weaken during the beginning of the year in the wake of the reduced economic growth and higher fuel prices that transporters have not yet been able to offset with increased freight rates.

#### Intensive product renewal

This year is one of the most intense to date in terms of new product launches. Thus far this year, we have started deliveries of the new Volvo FH truck series and launched the new Volvo FM and Volvo FMX in Europe, as well as the new Volvo VNX, which is aimed at heavy transportation in the oil and gas industry in North America. We also have in the pipeline a completely new series of trucks from Renault Trucks, a new series of trucks aimed at the lower-price segment in emerging markets, new buses, a new medium-duty engine series, as well as the development of engines prior to the new emission legislations Euro 6 for trucks and buses and Tier 4f for Volvo CE and Volvo

The high level of activity and the many launches in 2013 naturally incur high costs within development and sales. We also have higher costs because of production changeovers and in the aftermarket business, where we are currently training thousands of workshop mechanics on the new products. Thus far, the response from customers on our new products is very positive and from 2014, we will meet the markets with a product range that is the most competitive in the Group's history.

### High activity in restructuring

We are also maintaining a high pace in the work aimed at increasing the Group's efficiency and profitability. The reorganization of the dealer network in Europe, which started last autumn, is progressing according to plan and is aiming at improving the aftermarket support for primarily Renault Trucks' customers in Europe, while also reducing costs.

In April, we initiated a study to determine how we shall further strengthen the competitiveness of our industrial system for trucks in Europe, including optimizing the utilization of the plants. The study also covers the possible consolidation of all mediumduty truck production from two plants to one, the relocation of the remaining assembly of cabs from Umeå, Sweden to Tuve, Sweden and a changeover from two assembly lines to one in Tuve. We expect the study to be completed in the autumn.

In Japan, we are reviewing the industrial structure to adapt capacity to the estimated long-term market demand in Japan. In addition, we have reorganized the sales organization by creating customer-facing regions and have put new management in place to drive the improvement work within the owned dealer network. These measures are important in order to reduce costs and increase competitiveness for UD Trucks in Japan going forward.

### Weak demand for Volvo CE

Volvo CE was negatively impacted by the weak demand across most of its markets. Machine deliveries declined by 29% to 15,949 units when compared with the first quarter last year. Net sales fell 33% to SEK 12.1 billion and the operating profit amounted to SEK 500 M (2,089). The decline in China is not least an effect of low activity in the mining sector, which is normally a segment with good profitability for Volvo CE. Despite the major drop in sales, Volvo CE succeeded in achieving profitability, with an operating margin of 4.1% (11.6).

Demand continues to be weak, which was reflected in the order intake declining by 28% to 17,670 machines in the first quarter. However, in the first quarter of 2012, the

mining industry was booming and dealers were building inventories. With pipeline inventories now in balance with demand and a book-to-bill ratio of 119% for the Volvo brand, Volvo CE has increased production to meet the spring selling season.

During the guarter Volvo CE started production of wheel loaders in the plant in Shippensburg in the US. We have invested in increased local production in order to get closer to our customers with shorter delivery times in the key North American market and also to reduce our currency exposure. In the medium-term, excavators and haulers will also be produced in the facility.

# Low volumes also in other business

Volvo Buses is also affected by low volumes in most markets and had the lowest sales during a first quarter since 2005. The low capacity utilization in the industry has resulted in considerable pressure on prices, and Volvo Buses reported a loss of SEK 88 M in the first quarter. We are implementing structural measures in for instance Europe to reduce costs and strengthen competitiveness. On a positive note is the fact that we expect to have very good Euro 6 products on the market in 2014.

Volvo Penta reported stable results during the first quarter despite weak markets. Following a long period of weak demand, we note a slight increase in order intake in both industrial and marine engines.

Volvo Financial Services reported return on equity of 13%, with a generally favorable trend in the credit portfolio. However, we see that the weak market for construction equipment in China means that the financial situation for some customers and dealerships there remains strained.

#### A busy 2013

Despite uncertainty in the global economy, order intake has improved and we have many new, competitive products on their way to the market. That being said, the second quarter of 2013 will pose a challenge for us and our suppliers, with respect to the changeover to new products and the rampup of the industrial system to higher volumes. At the same time, we are focusing on our strategy with all the important measures aimed at improving the overall profitability for the Volvo Group.

Olof Persson President and CEO

### **IMPORTANT EVENTS**

#### New Volvo FM

The Volvo FM was launched in Europe on March 19, 2013 - with the ground-breaking innovation Volvo Dynamic Steering as one of its prominent features. Volvo Dynamic Steering combines a conventional hydraulic power steering system with an electronically regulated electric motor fitted to the steering gear. The system gives the driver effortless steering at low speeds as well as excellent directional stability on the open road.

#### **New Volvo FMX**

The new Volvo FMX truck was launched at the Bauma trade fair in Munich on April 15, 2013, setting a new standard when it comes to robustness, handling and driver comfort. The truck, which is specially designed for heavy construction duties, boasts an array of updates including a totally redesigned cab interior, new air suspension system and raised ground-clearance. The new Volvo FMX is also equipped with Volvo Dynamic Steering - an innovation designed to improve maneuverability.

### **Powerful news from Volvo Trucks** in North America

The new heavy-haul tractor Volvo VNX, a 13-litre engine running on liquefied natural gas, the introduction of Volvo I-Shift as standard throughout the product range, and services that boost uptime were some of the new features that Volvo Trucks in North America presented at the Mid-America Trucking Show in Louisville, Kentucky, USA on March 21, 2013. Volvo VNX is a new heavy-haul tractor for the North American market. It is intended for demanding assignments such as hauling timber and heavy machinery.

### **Annual General Meeting of AB Volvo**

The Annual General Meeting of AB Volvo held on April 4, 2013 approved the Board of Directors' motion that a dividend of SEK 3.00 per share be paid to the company's shareholders.

Peter Bijur, Jean-Baptiste Duzan, Hanne de Mora, Anders Nyrén, Olof Persson, Carl-Henric Svanberg, Ravi Venkatesan, Lars Westerberg and Ying Yeh were reelected as members of the AB Volvo Board of Directors. Carl-Henric Svanberg was reelected as Board Chairman.

Carl-Olof By, representing AB Industrivärden, Lars Förberg, representing Violet Partners LP, Håkan Sandberg, representing Svenska Handelsbanken, SHB Pension Fund, SHB Employee Fund, SHB Pensionskassa and Oktogonen, Yngve Slyngstad, representing Norges Bank Investment Management and the Chairman of the Board were elected members of the Election Com-

A Remuneration Policy for senior executives was adopted in accordance with the Board of Directors' motion.

The Annual General Meeting adopted an amendment to the Articles of Association concerning the appointment of auditor in accordance with the Board's proposal. The amendment entails that the appointment of auditor shall apply until the close of the annual general meeting held during the fourth financial year after the appointment of the auditor.

Detailed information about the events is available at www.volvogroup.com

### **VOLVO GROUP**

### Net sales and operating income

During the first quarter of 2013, Volvo Group's net sales decreased by 25% to SEK 58,344 M (77,803) and operating income amounted to SEK 482 M (6,240). For detailed information on the development, see separate sections below.

### **Financial items**

Net interest expense in the first quarter was SEK 460 M compared with an expense of SEK 690 M in the previous year. In the fourth quarter of 2012 net interest expense amounted to SEK 413 M.

Other financial income and expenses amounted to a negative SEK 123 M compared with a positive SEK 72 M in the first quarter of 2012. The change is primarily an effect of the market valuation of derivatives used to hedge cash flow and interest rate exposure being negative in a total amount of SEK 75 M compared to a positive SEK 139 M in the first quarter of 2012.

### Income taxes

The tax expense in the first quarter amounted to SEK 147 M (1,497).

Income Statement Volvo Group	First q	uarter
SEK M	2013	2012
Net sales Volvo Group	58,344	77,803
Operating Income Volvo Group	482	6,240
Operating income Industrial operations	101	5,906
Operating income Customer Finance	381	334
Interest income and similar credits	98	125
Interest expense and similar charges	(558)	(815)
Other financial income and expenses	(123)	72
Income after financial items	(101)	5,622
Income taxes	(147)	(1,497)
Income for the period	(248)	4,125

### Income for the period and earnings per share

Income for the period amounted to a negative SEK 248 M in the first quarter of 2013 compared with a positive SEK 4,125 M in the first quarter of 2012.

Basic and diluted earnings per share in the first quarter amounted to a negative SEK 0.15 compared to basic earnings per share of a positive SEK 2.00 and diluted earnings per share of SEK 1.99 in the first quarter of 2012.

### **VOLVO GROUP'S INDUSTRIAL OPERATIONS**

# Weak sales

In the first quarter, net sales for the Volvo Group's Industrial Operations decreased by 26% to SEK 56,380 M (75,999). Adjusted for both changes in exchange rates and acquired and divested units (Volvo Aero) net sales in the Industrial Operations decreased by 18%. Sales decreased in all regions.

### Significant sales drop and low production levels impact profitability

In the first quarter of 2013, operating income for the Volvo Group's Industrial Operations amounted to SEK 101 M, compared with SEK 5,906 M in the first quarter of 2012. The operating margin was 0.2% compared with 7.8% in the first quarter of 2012.

The lower operating income is a result of significantly lower sales as well as under absorption of costs in the range of SEK 1.9 billion in the industrial system as a consequence of production rates being cut in a more rapid pace than the cost levels could be reduced. All in all, gross income declined by SEK 5.8 billion. In the first quarter of 2012 under absorption of costs amounted to SEK 200 M. In the first quarter of 2012, Volvo Aero, which has been divested, contributed with an operating income of SEK 233 M.

Profitability was also affected by the current high investment pace in research and development for the upcoming comprehensive product renewal and related launch costs in the sales, production and aftermarket support organizations.

Compared with the first quarter of 2012, changes in currency exchange rates had a negative impact on operating income amounting to SEK 168 M.

Net sales by market area	First quarter		01	Share of industrial opera-
SEK M	2013	2012	Change in %	tions' net sales, %
Western Europe	17,576	22,617	(22)	31
Eastern Europe	3,844	4,350	(12)	7
North America	12,058	18,178	(34)	21
South America	6,400	7,257	(12)	11
Asia	12,260	18,320	(33)	22
Other markets	4,242	5,277	(20)	8
Total Industrial operations	56,380	75,999	(26)	100

Income Statement Industrial operations	First quarter	
SEK M	2013	2012
Net sales	56,380	75,999
Cost of sales	(44,800)	(58,606)
Gross income	11,580	17,393
Gross margin, %	20.5	22.9
Research and development expenses	(3,626)	(3,670)
Selling expenses	(6,395)	(6,407)
Administrative expenses	(1,295)	(1,203)
Other operating income and expenses	(184)	(274)
Income (loss) from investments in Joint		
Ventures and associated companies	42	62
Income from other investments	(20)	6
Operating income	101	5,906
Operating margin, %	0.2	7.8
Operating income before depreciation and		
amortization (EBITDA)	2,950	8,685
EBITDA margin, %	5.2	11.4

### Seasonal build-up of working capital

In the first quarter of 2013, operating cash flow from the Industrial Operations was negative in an amount of SEK 7.6 billion compared with a negative SEK 4.9 billion in the first quarter of 2012. The negative cash flow is primarily a consequence of the seasonally normal build-up of working capital, amounting to SEK 6.2 billion in the first quarter of 2013.

## **VOLVO GROUP'S CUSTOMER FINANCE** Solid result

During the quarter, the customer finance business delivered solid results stemming from continued stable portfolio performance in the majority of served markets.

New financing volume during the quarter amounted to SEK 9.1 billion (10.4). Adjusting for movements in exchange rates, new financing volume decreased by 5% compared to the first quarter of 2012. In total, 10,108 new Volvo Group units (11,172) were financed during the quarter. In the markets where financing is offered, the average market penetration rate in the first quarter was 28% (25).

As of March 31, 2013, the gross credit portfolio amounted to SEK 99 billion (95.8). On a currency adjusted basis, the credit portfolio increased by 8% when compared to the first quarter of 2012.

Credit provisions in the quarter amounted to SEK 161 M (127) while write-offs of SEK 112 M (117) were recorded. Credit reserves

Income Statement Customer Finance	First qua	rter
SEK M	2013	2012
Finance and lease income	2,351	2,367
Finance and lease expenses	(1,413)	(1,484)
Gross income	937	883
Selling and administrative expenses	(403)	(419)
Credit provision expenses	(161)	(127)
Other operating income and expenses	8	(4)
Operating income	381	334
Income taxes	(112)	(105)
Income for the period	268	229
Return on Equity, 12 months rolling values	13.0%	8.4%

increased to 1.30% of the credit portfolio at March 31, 2013 from 1.23% at December 31, 2012. The annualized write-off ratio through March 31, 2013 was 0.45% (0.49).

Operating income in the first quarter amounted to SEK 381 M (334). The improvement compared to the previous year is driven mainly by stronger margins.



### **VOLVO GROUP FINANCIAL POSITION**

Net financial debt, excluding provisions for post-employment benefits, in the Industrial Operations amounted to SEK 25.4 billion at March 31, 2013, an increase of SEK 6.2 billion compared to year-end 2012, and equal to 37.7% of shareholders' equity. The increase in net financial debt is mainly an effect of the negative operating cash flow of SEK 7.6 billion offset by a favorable currency effect of SEK 1.7 billion primarily related to a reduced debt in Japanese yen. Including provision for post-employment benefits, the Industrial Operations net debt amounted to SEK 42.7 billion, which is equal to 63.4% of shareholders' equity.

The Volvo Group's liquid funds, i.e. cash and cash equivalents and marketable securities combined, amounted to SEK 28.6 billion at March 31, 2013. In addition to this, granted but unutilized credit facilities amounted to SEK 32.1 billion.

During the first quarter, currency movements decreased the Volvo Group's total assets by SEK 6.6 billion related to revaluation of assets in foreign subsidiaries.

The equity ratio in the Volvo Group amounted to 22.7% on March 31, 2013 which is unchanged compared to year-end 2012 after restatement for the amendment to IAS 19 Employee benefits (For more information about the restatement please refer to note 31 in the 2012 annual report.) On the same date, the equity ratio in the Industrial Operations amounted to 27.2% (27.0).

At March 31, 2013 shareholder's equity in the Volvo Group amounted to SEK 76.0 billion.

#### **Number of employees**

On March 31, 2013 the Volvo Group had 96,031 regular employees and 14,583 temporary employees and consultants, compared with 96,137 regular employees and 13,452 temporary employees and consultants at year-end 2012.

## **BUSINESS SEGMENT OVERVIEW**

Net sales	First quarter					
					12 months	Jan-Dec
Mkr	2013	2012	Change, %	Change, % *	rolling values	2012
Trucks	37,031	48,014	(23)	(17)	178,173	189,156
Construction Equipment	12,136	17,999	(33)	(29)	57,695	63,558
Buses	3,482	5,086	(32)	(27)	17,982	19,586
Volvo Penta	1,839	1,933	(5)	0	7,537	7,631
Volvo Aero	-	1,682	-	_	3,537	5,219
Group functions and other	2,554	4,146	(38)	(36)	12,605	14,197
Eliminations	(662)	(2,861)	-	_	(4,950)	(7,149)
Industrial operations	56,380	75,999	(26)	(18)	272,579	292,198
Customer Finance	2,351	2,367	(1)	5	9,767	9,783
Reclassifications and eliminations	(387)	(563)	-	_	(1,991)	(2,167)
Volvo Group	58,344	77,803	(25)	(17)	280,355	299,814

 $<sup>\</sup>ensuremath{^{\star}}\xspace$  Adjusted for exchange rate fluctuations and acquired and divested units.

Operating income	First quarter				
SEK M	2013	2012	Change, %	12 months	Jan-Dec 2012
Trucks	101	3,677	(97)	rolling values 7.203	10,779
Construction Equipment	500	2,089	(76)	4,078	5,667
Buses	(88)	46	(291)	(97)	37
Volvo Penta	100	114	(12)	535	549
Volvo Aero	-	233	_	543	775
Group functions and other	(516)	(241)	_	(1,388)	(1,114)
Eliminations	4	(14)	_	(102)	(120)
Industrial operations	101	5,906	(98)	10,769	16,573
Customer Finance	381	334	14	1,543	1,496
Volvo Group	482	6,240	(92)	12,312	18,069

Operating margin	First quar	First quarter		
%	2013	2012	12 months rolling values	Jan-Dec 2012
Trucks	0.3	7.7	4.0	5.7
Construction Equipment	4.1	11.6	7.1	8.9
Buses	(2.5)	0.9	(0.5)	0.2
Volvo Penta	5.4	5.9	7.1	7.2
Volvo Aero	-	13.9	15.4	14.9
Industrial operations	0.2	7.8	4.0	5.7
Volvo Group	0.8	8.0	4.4	6.0

OVERVIEW OF INDUSTRIAL OPERATIONS

# **TRUCKS** – sharply lower sales volumes and low capacity utilization impact profitability

- >> Sales down by 23%
- >>> Low capacity utilization under absorption of costs of SEK 1.5 billion
- >>> Strong order intake
- >> Comprehensive product renewal under way



# Low registrations in the beginning of the year, gradual improvement expected

In the first two months of 2013, registrations of heavy-duty trucks were down by 17% in Europe 28 (EU minus Bulgaria plus Norway and Switzerland) with significant differences between the countries still being apparent. This decline is explained by the low level of demand during the second half of 2012. The steady rise in the Group's orders over the past three months suggests that pre-buy purchases will bolster demand in 2013 despite the unfavorable economic climate. We maintain the outlook that the total market for heavy-duty trucks in Europe will reach a level of about 230,000 heavy-duty trucks (unchanged forecast).

In the first quarter of 2013, the total North American retail market for heavy-duty trucks decreased 14% to 50,286 vehicles, compared with 58,254 in the first quarter of 2012. Volvo Group market shares in North America came down in the beginning of the year, reflecting additional down weeks that were implemented in production. The construction segment is showing signs of recovery after years of weak performance, but the primary market driver continues to be replacement demand in the highway segment, which is tempered by lingering caution regarding the economy. In 2013, the total market for heavy-duty trucks in North America is expected to stay at a level of about 250,000 trucks (unchanged forecast).

In the first quarter of 2013, the Brazilian market for heavy-duty trucks decreased by 3%. The Brazilian market is expected to grow in 2013 driven by ongoing low financing rates, infrastructure investments and a strong crop season. The total Brazilian mar-

Net sales by market area	First q	First quarter		
Mkr	2013	2012	Change in %	
Europe	14,846	19,330	(23)	
North America	7,749	11,376	(32)	
South America	5,155	5,105	1	
Asia	6,207	8,372	(26)	
Other markets	3,073	3,831	(20)	
Total	37,031	48,014	(23)	

Deliveries per market	First q	First quarter		
Number of trucks	2013	2012	Change in %	
Europe	15,215	19,996	(24)	
North America	7,707	12,848	(40)	
South America	6,041	5,137	18	
Asia	6,010	7,851	(23)	
Other markets	3,443	4,250	(19)	
Total Trucks	38,416	50,082	(23)	

Non-consolidated operations			
Eicher (100%)	10,095	11,954	(16)
DND (100%)	54	105	(49)
Total volumes	48,565	62,141	(22)

ket for heavy-duty trucks is expected to increase and reach a level of about 105,000 trucks in 2013 (unchanged forecast).

In China, the total market for heavy-duty trucks is expected to reach a level of about 630,000 trucks in 2013 compared with 636,000 trucks in 2012. The total market for medium-duty trucks in China is expected to reach a level of about 305,000 trucks in 2013, compared with 290,000 trucks in 2012.

In India, the total market for heavy-duty trucks in the first three months of 2013 declined by 38% to 42,978 trucks (69,306). Demand is expected to pick up and the outlook for the total market for heavy-duty trucks in India is 195,000 trucks in 2013

compared with 185,000 trucks in 2012. The total Indian market for medium-duty trucks is expected to reach a level of about 95,000 trucks in 2013, compared with 94,000 trucks in 2012.

The Japanese heavy-duty truck market kept a good momentum in the first quarter and increased by 17% compared to the fourth quarter 2012. Economic measures by the new government have started in the beginning of the year and the significant ongoing investment in the public works project of more than 5 trillion yen is likely to stimulate Japanese GDP. For 2013, the total Japanese market for heavy-duty trucks is expected to increase to about 35,000 trucks (unchanged forecast).

### Sharp decline in deliveriesr

In the first quarter of 2013, the Volvo Group delivered a total of 38,416 trucks, which was 23% less than in the first quarter of 2012.

### **Continued improvement in orders**

The truck operation's total net order intake continued to improve during the first three months. Orders were up by 11% in the first quarter compared with the year-earlier period, and compared with the fourth quarter 2012 orders improved by 30%.

In the first guarter of 2013 European orders reached 25,853 trucks, which was 10% higher than in the first quarter last year and 39% higher than in the fourth quarter of 2012. Orders for Volvo-branded trucks increased by 39% compared with the first quarter last year and by a full 59% compared with the fourth quarter last year. Despite the unfavorable economic climate, the increasing order intake over the past three months indicates that some customers are choosing to invest in new trucks ahead of the new emissions legislation Euro 6, which will be implemented on January 1, 2014. Compared with the first quarter of 2012 Renault Trucks' order intake declined by 17% reflecting continued weak demand in Southern Europe as well as high order intake in the first quarter of 2012. However, compared with the fourth quarter of 2012 order intake increased by 16%.

In North America, order intake during the first quarter increased by 34% compared with the fourth quarter of 2012. Compared to the first quarter last year order intake was down by 2%.

In South America, orders continued to improve, partly due to favorable financing rates and improved economic outlook in Brazil. Order intake in the first quarter increased by 61% compared with the same quarter last year and by 21% compared with the fourth quarter 2012.

Compared with the first quarter of 2012, orders in Asia and to Other markets increased by 4% and 9% respectively.

Net order intake per market	First quarter			
Number of trucks	2013	2012	Change in %	
Europe	25,853	23,416	10	
Volvo	16,000	11,536	39	
Renault Trucks	9 853	11,880	(17)	
North America	13,436	13,766	(2)	
Volvo	8,305	7,768	7	
Mack	4,924	5,865	(16)	
South America	9,025	5,603	61	
Asia	8,109	7,807	4	
Other markets	4,622	4,232	9	
Total Trucks	61,045	54,824	11	

Non-consolidated	operations
------------------	------------

Total volumes	71,237	66,636	7
DND (100%)	57	46	24
Eicher (100%)*	10,135	11,766	(14)

<sup>\*</sup>For Eicher, order intake is calculated as the number of trucks delivered.

### Operating margin of 0.3% due to sharply lower volumes, low capacity utilization and costs related to product renewal

During the first quarter of 2013, the truck operation's net sales amounted to SEK 37,031 M, which was 23% lower than in the first quarter of 2012. Adjusted for changes in exchange rates net sales declined by 17%. Lower sales were experienced in all regions except in South America.

The truck operations posted an operating income of SEK 101 M in the first quarter of 2013 compared with an operating income of SEK 3,677 M in the first quarter of 2012. The operating margin was 0.3%, compared with 7.7% in the year-earlier period. The lower operating income is a result of sharply lower sales as well as under absorption of costs in the range of SEK 1.5 billion due to low capacity utilization in the industrial system as a consequence of production rates being cut in a more rapid pace than the cost levels could be reduced. In the first quarter of 2012 under absorption of costs amounted to SEK 200 M.

The significantly lower profitability was also due to the high investment pace in research and development for the upcoming comprehensive product renewal and related

launch costs in the sales, production and aftermarket support organizations. In all, these investments will increase competitiveness and improve industrial efficiency. Among the projects are the new Volvo FH series, the new Volvo FM series and the new Volvo FMX truck, a new Renault Trucks range, a new Value Truck range, a new medium-duty engine range and legislation-driven research and development for Euro 6.

Compared with the first quarter of 2012, operating income was negatively impacted by changes in currency exchange rates in an amount of SEK 326 M.

# **CONSTRUCTION EQUIPMENT** – improved profitability over the fourth quarter on flat sales

- >>> Continued weak demand in the global mining industry
- >> Volvo CE pipeline inventories in good balance
- >> Number one position in China maintained
- >>> First wheel loader produced in Shippensburg, USA



#### Most markets in decline

Measured in units, the total market for construction equipment in Europe decreased by 18% year-to-date February 2013 compared to the same period a year earlier. North America decreased by 7% while South America was down 20%. Asia excluding China decreased by 7% while China was down 42%.

The downturn in China has mainly been driven by considerable lower activities in the mining industry. However, Volvo CE has been able to maintain its strong position as the market leader with 14.8% share of the wheel loader and excavator market through February according to China Construction Machinery Association.

For 2013 the total market in Europe is expected to decline by 5% to 15% measured in units. North America, South America and China are all expected to be in the range of minus 5% to plus 5%. Asia, excluding China is expected to decline in the range of 0% to 10%. All forecasts are unchanged.

The big drop in deliveries in the first quarter of 2013 reflects that the global mining industry was booming in the first half of 2012, while there was a steep drop in demand during the second half and that the market has remained on a low level thereafter. Also, in the first quarter of 2012, there was an inventory build-up in the dealer channel that boosted deliveries. After significant destocking of the pipeline in the second half of 2012, inventories for Volvo CE and its dealers are currently in balance with demand.

In North America, the significant drop in deliveries is primarily a consequence of extraordinary high deliveries during 2012, as Volvo Rents as well as dealers both

Net sales by market area	First quarter			
SEK M	2013	2012	Change in %	
Europe	3,479	3,834	(9)	
North America	1,965	3,318	(41)	
South America	749	993	(25)	
Asia	5,299	8,949	(41)	
Other markets	644	905	(29)	
Total	12,136	17,999	(33)	

First q	First quarter		
2013	2012	Change in %	
2,810	3,085	(9)	
1,091	1,807	(40)	
733	1,004	(27)	
10,639	15,977	(33)	
676	580	17	
15,949	22,453	(29)	
	2013 2,810 1,091 733 10,639 676	2013         2012           2,810         3,085           1,091         1,807           733         1,004           10,639         15,977           676         580	

Of which:			
Volvo	8,866	11,528	(23)
SDLG	7,083	10,925	(35)
Of which in China	6,055	9,891	(39)

expanded and renewed their rental fleets following improving prospects for the construction sector. The drop in China can be traced to the slowdown in the mining segment, but also to measures taken by the government to cool down the real estate market.

The same explanation factors can also be found for the order intake. During the first quarter order intake for Volvo-branded machines amounted to 10,587 machines, compared to 8,866 delivered machines, which resulted in a book-to-bill ratio of 119%.

### Significant drop in sales - down 33%

In the first quarter of 2013, net sales decreased by 33% to SEK 12,136 M

(17,999). Adjusted for currency movements net sales decreased by 29%.

Sales were negatively impacted by lower volumes due to a softer world market in general and lower activities in the global mining industry in particular affecting sales of larger and more expensive products. The global mining industry, which was booming in the first half of 2012 and had a steep decline in the second half of 2012, is still on a low level, particularly in Asia.

Operating income decreased to SEK 500 M (2,089) and operating margin was 4.1% (11.6). Earnings in the first quarter were negatively impacted by considerably lower sales and a negative product mix due to lower sales into the higher margin mining segment.

Production in the first quarter was increased from a low level in order to balance inventories and meet spring season demand. However, capacity utilization was still low, which resulted in an under absorption of costs in the industrial system in an amount of approximately SEK 400 M. In the first quarter of 2012 there was no under absorption of costs.

Compared with the first quarter of 2012, operating income was positively impacted by changes in currency exchange rates in an amount of SEK 38 M.

### Important events during the quarter

Volvo CE's USD 100 M investment program at its North American production hub passed an important milestone during the quarter. As well as the inauguration of a new headquarters building for its Americas sales region, the company also celebrated the start of wheel loader production at the company's expanded manufacturing facility in Shippensburg, Pennsylvania. Initially making L60-L90 wheel loaders, localized production will help the company become more flexible and responsive to its customers in the region as well as reducing the currency exposure.

First q	uarter	
2013	2012	Change in %
3,256	3,276	(1)
1,663	3,152	(47)
832	1,235	(33)
10,861	15,904	(32)
1,058	900	18
17,670	24,467	(28)
10,587	13,542	(22)
7,083	10,925	(35)
6,055	9,891	(39)
	2013 3,256 1,663 832 10,861 1,058 17,670	3,256 3,276 1,663 3,152 832 1,235 10,861 15,904 1,058 900 17,670 24,467  10,587 13,542 7,083 10,925

<sup>\*</sup>For SDLG-branded machines, order intake is calculated as the number of machines delivered.

# **BUSES** –weak demand generating pricing pressure

- >> Lower sales volumes
- >> Operating loss of SEK 88 M
- >>> Strategic orders secured



# Global bus market remains on low levels

For the full year 2013 the European bus market is expected to remain on the same low level as in 2012. Price pressure is severe in most tenders in Europe as utilization of the production capacity in the industry remains very low.

In North America there are early indicators of a recovery in the transit market. The situation could however be affected by cuts in the US federal spending. Coach operators are still cautious in making new purchases due to pending tax raises.

In South America quoting activity has increased, mainly driven by low financing rates (FINAME) as well as World Cup tenders in Brazil and tenders for Bus Rapid Transit systems.

The Asian bus market continues to grow, but on lower levels. Tender activity remains healthy in China, while in India, the coach market has slowed down in the beginning of the year. In India, the government has announced a government grant for purchase of buses, JnNurm, valid 2013-2016.

Net sales by market area	First q		
SEK M	2013	2012	Change in %
Europe	1,307	1,198	9
North America	1,124	1,831	(39)
South America	432	1,110	(61)
Asia	364	530	(31)
Other markets	255	417	(39)
Total	3,482	5,086	(32)

# Deliveries hampered by weak market development

Deliveries during the first quarter of 2013 amounted to 1,825 buses, compared to 2,565 units for the same period in 2012, which is a decrease of 29%. In a majority of the main markets deliveries were on a lower level compared to the same period in the previous year.

Order intake in the first quarter totaled 2,109 buses, which was 6% higher than the same period last year.

Volvo Buses further strengthened its position as a world leader in sales of hybrid buses. During the first quarter the first hybrid buses were delivered to the city of Luxembourg, along with an additional 44 Volvo hybrid buses to the UK. Perth in Australia also received the first hybrid bus of its kind in the Asia-Pacific

region in January 2013. An order for 300 buses to Chicago was also signed, with an option of 150 units.

### Operating loss in the first quarter

Net sales in the first quarter decreased by 32% to SEK 3,482 M (5,086). Adjusted for currency fluctuations, sales decreased by 27%. Buses reported an operating loss of SEK 88 M compared to an operating income of SEK 46 M during the first quarter of 2012. The main reasons for the lower earnings are the decline in sales and price pressure. Compared with the first quarter of 2012, operating income was positively impacted by changes in currency exchange rates in an amount of SEK 29 M. Operating margin was a negative 2.5% (positive 0.9%).

# **VOLVO PENTA** – profitable on low sales levels

- >> Signs of some market improvements
- >> Launch of new range of industrial engines
- >> Operating margin of 5.4% (5.9)



# Signs of markets improving from low levels

Global sales of marine engines remained weak during the first quarter of the year, although signs of increased activity were noted in certain parts of the leisure-boat market in Europe. In the US, boat sales in the quarter gradually improved, primarily in the outboard segment, but also other parts of the market reported a positive trend from low levels.

The total market for industrial engines strengthened slightly in Europe, while demand in many other major industrial engine markets, such as China and the Middle East, was stable to increasing.

### Launch of new industrial engines

In conjunction with the Bauma International Trade Fair in Munich in April, Volvo Penta presented a complete product program comprising off-road industrial engines that meet legal requirements on emissions for 2014. Prototype deliveries of these

Net sales by market area	First q		
SEK M	2013	2012	Change in %
Europe	935	985	(5)
North America	361	336	7
South America	67	65	4
Asia	382	451	(15)
Other markets	94	95	(1)
Total	1,839	1,933	(5)

high-technology five to 16-liter diesel engines are in progress and will contribute to strengthening positions for Volvo Penta within the strategically important off-road segment.

The volume in the order book as at March 31, 2013 was 16% higher than the year-earlier period.

# Stable operating margin on low sales levels

Net sales for the first quarter of 2013 fell 5% year-on-year to SEK 1,839 M (1,933). Adjusted for currency fluctuations, sales

were on the same level as last year. Sales were distributed between both business segments as follows: Marine SEK 1,029 M (1,103) and Industrial SEK 808 M (830).

The operating income amounted to SEK 100 M, compared with SEK 114 M in the year-earlier period. Earnings were negatively impacted by SEK 29 M in currency fluctuations, which were offset by a more favorable product mix. Costs for research and development remained at a high level to meet the expansion of the product program. The operating margin was 5.4% (5.9).

## **CONSOLIDATED INCOME STATEMENT**

# First quarter

	Industrial o	perations	Customer I	inance	Eliminati	ons	Volvo Gro	up Total
SEK M	2013	2012	2013	2012	2013	2012	2013	2012
Net sales	56,380	75,999	2,351	2,367	(387)	(563)	58,344	77,803
Cost of sales	(44,800)	(58,606)	(1,413)	(1,484)	387	563	(45,827)	(59,528)
Gross income	11,580	17,393	937	883	0	0	12,517	18,275
Research and development expenses	(3,626)	(3,670)	0	0	0	0	(3,626)	(3,670)
Selling expenses	(6,395)	(6,407)	(393)	(410)	0	0	(6,789)	(6,816)
Administrative expenses	(1,295)	(1,203)	(10)	(9)	0	0	(1,305)	(1,212)
Other operating income and expenses	(184)	(274)	(153)	(130)	0	0	(337)	(404)
Income from investments in joint ventures and associated companies	42	62	0	0	0	0	42	62
Income from other investments	(20)	6	0	0	0	0	(20)	6
Operating income	101	5,906	381	334	0	0	482	6,240
Interest income and similar credits	98	164	0	0	0	(40)	98	125
Interest expenses and similar charges	(557)	(855)	0	0	0	40	(558)	(815)
Other financial income and expenses	(123)	72	0	0	0	0	(123)	72
Income after financial items	(481)	5,287	381	334	0	0	(101)	5,622
Income taxes	(35)	(1,391)	(112)	(105)	0	0	(147)	(1,497)
Income for the period*	(516)	3,896	268	229	0	0	(248)	4,125
* Attributable to:								
Equity holders of the parent company							(304)	4,046
Minority interests							56	79
							(248)	4,125
Basic earnings per share, SEK							(0.15)	2.00
Diluted earnings per share, SEK							(0.15)	1.99

### **CONSOLIDATED OTHER COMPREHENSIVE INCOME**

# First quarter

SEKM	2013	2012
Income for the period	(248)	4,125
Items that will not be reclassified to income statement:		
Remeasurements of defined benefit pension plans	668	1,070
Items that may be reclassified subsequently to income statement:		
Exchange differences on translation of foreign operations	(1,435)	(1,247)
Share of OCI related to joint ventures and associated companies	14	(15)
Exchange differences on hedge instruments of net investment in foreign operations	0	0
Accumulated translation difference reversed to income	0	(66)
Available for sale investments	(23)	240
Cash flow hedges	9	(7)
Other comprehensive income, net of income taxes	(767)	(25)
Total comprehensive income for the period*	(1,015)	4,100
* Attributable to		
Equity holders of the parent company	(1,072)	4,064
Minority interests	57	35
	(1,015)	4,100

## **CONSOLIDATED BALANCE SHEET**

	Industrial	operations	Custome	r Finance	Elimina	ations	Volvo Gr	oup Total
	Mar 31	Dec 31	Mar 31	Dec 31	Mar 31	Dec 31	Mar 31	Dec 31
SEK M	2013	2012	2013	2012	2013	2012	2013	2012
Assets								
Non-current assets	20.070	00.500	100	100			20.404	00.000
Intangible assets	38,078	38,592	103	106	0	0	38,181	38,698
Tangible assets	<b>50.040</b>	F 4 00 4	400	405			50.040	F 4 4 0 0
Property, plant and equipment	52,948	54,084	100	105	0 (4.040)	0 (4.70.4)	53,048	54,189
Assets under operating leases	20,783	21,263	12,282	12,543	(4,916)	(4,784)	28,149	29,022
Financial assets								
Investments in joint ventures and associated companies	4,490	4,523	0	0	0	0	4,490	4,523
Other shares and participations	1,621	1,614	7	6	0	0	1,628	1,620
Non-current customer-financing receivables	600	600	46,704	47,329	(6,753)	(6,773)	40,551	41,156
Deferred tax assets	12,139	15,106	756	770	0	0	12,895	15,876
Prepaid pensions	184	0	0	0	0	0	184	C
Non-current interest-bearing receivables	1,281	653	0	0	(855)	(316)	426	337
Other non-current receivables	3,057	3,334	127	127	(190)	(373)	2,994	3,088
Total non-current assets	135,181	139,769	60,079	60,986	(12,714)	(12,246)	182,546	188,510
Current assets								
Inventories	41,683	39,741	248	352	0	0	41,931	40,093
Current receivables								
Customer-financing receivables	620	797	38,866	39,946	(909)	(910)	38,577	39,833
Tax assets	958	978	41	35	0	0	999	1,013
Interest-bearing receivables	1,988	3,038	950	0	(1,366)	(464)	1,572	2,574
Internal funding	571	4,612	0	0	(571)	(4,612)	0	2,071
Accounts receivable	27,374	26,395	178	121	0	0	27,552	26,516
Other receivables	12,212	11,753	1,343	2,651	(939)	(2,114)	12,616	12,290
Marketable securities	4,329	3,129	31	1	0	0	4,360	3,130
Cash and cash equivalents	22,959	23,465	1,623	2,116	(391)	(374)	24,191	25,207
Total current assets	112,694	113,908	43,280	45,222	(4,176)	(8,474)	151,798	150,656
Total assets	247,875	253,678	103,359	106,208	(16,890)	(20,720)	334,344	339,166
Total assets	247,073	200,070	100,000	100,200	(10,030)	(20,120)	004,044	333,100
Equity and liabilities								
Equity and nabilities								
Equity attributable to the equity holders								
<u> </u>	66,089	67,227	8,635	8,558	0	0	74,724	75,785
Equity attributable to the equity holders	1,325	67,227 1,266	0	8,558 0	0	0	74,724 1,325	1,266
Equity attributable to the equity holders of the parent company								1,266
Equity attributable to the equity holders of the parent company  Minority interests	1,325	1,266	0	0	0	0	1,325	1,266
Equity attributable to the equity holders of the parent company Minority interests Total equity	1,325	1,266	0	0	0	0	1,325	1,266 <b>77,051</b>
Equity attributable to the equity holders of the parent company Minority interests  Total equity  Non-current provisions	1,325 67,414	1,266 <b>68,493</b>	8,635	8,558	0	0	1,325 76,049	1,266 <b>77,051</b> 18,835
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits	1,325 67,414 17,486 413	1,266 <b>68,493</b> 18,772 2,971	0 8,635 73	0 <b>8,558</b> 63	0 0	0 <b>0</b>	1,325 76,049 17,559 2,246	1,266 <b>77,051</b> 18,835 4,850
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes	1,325 67,414 17,486	1,266 <b>68,493</b> 18,772	0 8,635 73 1,833	63 1,879	0 0 0	0 0 0	1,325 76,049 17,559	1,266 <b>77,051</b> 18,835 4,850
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions	1,325 67,414 17,486 413	1,266 <b>68,493</b> 18,772 2,971	0 8,635 73 1,833	63 1,879	0 0 0	0 0 0	1,325 76,049 17,559 2,246	1,266 <b>77,051</b> 18,835 4,850 5,740
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities	1,325 67,414 17,486 413 5,917	1,266 <b>68,493</b> 18,772 2,971 5,545 43,092	0 8,635 73 1,833 182	63 1,879 187	0 0 0 0 0 17	0 0 0 0 0 8	1,325 76,049 17,559 2,246 6,116 43,493	1,266 77,051 18,835 4,850 5,740 43,092
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities  Bond loans  Other loans	1,325 67,414 17,486 413 5,917 43,493 32,375	1,266 68,493 18,772 2,971 5,545 43,092 33,351	73 1,833 182	0 <b>8,558</b> 63 1,879 187 0 11,630	0 0 0 0 17 0 (6,495)	0 0 0 0 8	1,325 76,049 17,559 2,246 6,116	1,266 77,051 18,835 4,850 5,740 43,092 38,428
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities  Bond loans	1,325 67,414 17,486 413 5,917	1,266 68,493 18,772 2,971 5,545 43,092 33,351 (33,990)	0 8,635 73 1,833 182 0 14,900	63 1,879 187	0 0 0 0 0 17	0 0 0 0 8 0 (6,553) (308)	1,325 76,049 17,559 2,246 6,116 43,493 40,780	1,266 77,051 18,835 4,850 5,740 43,092 38,428
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities  Bond loans  Other loans  Internal funding	1,325 67,414 17,486 413 5,917 43,493 32,375 (29,666)	1,266 68,493 18,772 2,971 5,545 43,092 33,351 (33,990) 13,828	0 8,635 73 1,833 182 0 14,900 31,471	0 8,558 63 1,879 187 0 11,630 34,298	0 0 0 17 0 (6,495) (1,805)	0 0 0 0 8 0 (6,553)	1,325 76,049 17,559 2,246 6,116 43,493 40,780	1,266 77,051 18,835 4,850 5,740 43,092 38,428 0 10,714
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities  Bond loans  Other loans  Internal funding  Other liabilities	1,325 67,414 17,486 413 5,917 43,493 32,375 (29,666) 13,069	1,266 68,493 18,772 2,971 5,545 43,092 33,351 (33,990)	0 8,635 73 1,833 182 0 14,900 31,471 579	0 8,558 63 1,879 187 0 11,630 34,298 742	0 0 0 0 17 0 (6,495) (1,805) (3,590)	0 0 0 0 8 0 (6,553) (308) (3,856)	1,325 76,049 17,559 2,246 6,116 43,493 40,780 0 10,058	1,266 77,051 18,835 4,850 5,740 43,092 38,428 0 10,714
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits Provisions for deferred taxes Other provisions  Non-current liabilities  Bond loans Other loans Internal funding Other liabilities  Current provisions  Current liabilities	1,325 67,414 17,486 413 5,917 43,493 32,375 (29,666) 13,069 10,004	1,266 <b>68,493</b> 18,772 2,971 5,545 43,092 33,351 (33,990) 13,828 10,916	0 8,635 73 1,833 182 0 14,900 31,471 579 50	0 8,558 63 1,879 187 0 11,630 34,298 742 50	0 0 0 17 0 (6,495) (1,805) (3,590)	0 0 0 0 8 0 (6,553) (308) (3,856) 10	1,325 76,049 17,559 2,246 6,116 43,493 40,780 0 10,058 10,068	1,266 77,051 18,835 4,850 5,740 43,092 38,428 0 10,714 10,976
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities  Bond loans  Other loans  Internal funding  Other liabilities  Current provisions  Current liabilities  Loans	1,325 67,414 17,486 413 5,917 43,493 32,375 (29,666) 13,069 10,004	1,266 <b>68,493</b> 18,772 2,971 5,545 43,092 33,351 (33,990) 13,828 10,916 45,456	0 8,635 73 1,833 182 0 14,900 31,471 579 50	0 8,558 63 1,879 187 0 11,630 34,298 742 50	0 0 0 17 0 (6,495) (1,805) (3,590) 14	0 0 0 8 0 (6,553) (308) (3,856) 10	1,325 76,049 17,559 2,246 6,116 43,493 40,780 0 10,058 10,068	1,266 77,051  18,835 4,850 5,740  43,092 38,428 0 10,714 10,976
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities  Bond loans  Other loans  Internal funding  Other liabilities  Current provisions  Current liabilities  Loans  Internal funding	1,325 67,414 17,486 413 5,917 43,493 32,375 (29,666) 13,069 10,004 44,952 (34,590)	1,266 <b>68,493</b> 18,772 2,971 5,545 43,092 33,351 (33,990) 13,828 10,916 45,456 (33,746)	0 8,635 73 1,833 182 0 14,900 31,471 579 50 7,412 35,348	0 8,558 63 1,879 187 0 11,630 34,298 742 50 6,393 38,600	0 0 0 17 0 (6,495) (1,805) (3,590) 14 (1,883) (758)	0 0 0 8 0 (6,553) (308) (3,856) 10 (1,836) (4,854)	1,325 76,049 17,559 2,246 6,116 43,493 40,780 0 10,058 10,068	1,266 77,051  18,835 4,850 5,740  43,092 38,428 0 10,714 10,976  50,013
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits Provisions for deferred taxes Other provisions  Non-current liabilities  Bond loans Other loans Internal funding Other liabilities  Current provisions  Current liabilities  Loans Internal funding Trade payables	1,325 67,414 17,486 413 5,917 43,493 32,375 (29,666) 13,069 10,004 44,952 (34,590) 44,401	1,266 68,493 18,772 2,971 5,545 43,092 33,351 (33,990) 13,828 10,916 45,456 (33,746) 46,313	0 8,635 73 1,833 182 0 14,900 31,471 579 50 7,412 35,348 177	0 8,558 63 1,879 187 0 11,630 34,298 742 50 6,393 38,600 159	0 0 0 17 0 (6,495) (1,805) (3,590) 14 (1,883) (758)	0 0 0 8 0 (6,553) (308) (3,856) 10 (1,836) (4,854)	1,325 76,049 17,559 2,246 6,116 43,493 40,780 0 10,058 10,068 50,481 0 44,578	75,785 1,266 <b>77,051</b> 18,835 4,850 5,740 43,092 38,428 0 10,714 10,976 50,013 0 46,472
Equity attributable to the equity holders of the parent company  Minority interests  Total equity  Non-current provisions  Provisions for post-employment benefits  Provisions for deferred taxes  Other provisions  Non-current liabilities  Bond loans  Other loans  Internal funding  Other liabilities  Current provisions  Current liabilities  Loans  Internal funding	1,325 67,414 17,486 413 5,917 43,493 32,375 (29,666) 13,069 10,004 44,952 (34,590)	1,266 <b>68,493</b> 18,772 2,971 5,545 43,092 33,351 (33,990) 13,828 10,916 45,456 (33,746)	0 8,635 73 1,833 182 0 14,900 31,471 579 50 7,412 35,348	0 8,558 63 1,879 187 0 11,630 34,298 742 50 6,393 38,600	0 0 0 17 0 (6,495) (1,805) (3,590) 14 (1,883) (758)	0 0 0 8 0 (6,553) (308) (3,856) 10 (1,836) (4,854)	1,325 76,049 17,559 2,246 6,116 43,493 40,780 0 10,058 10,068	1,266 77,051  18,835 4,850 5,740  43,092 38,428 0 10,714 10,976  50,013

## **CONSOLIDATED CASH FLOW STATEMENT**

# First quarter

	Industrial ope	erations	Customer Fi	nance	Eliminatio	ons	Volvo Group	Total
SEK bn	2013	2012	2013	2012	2013	2012	2013	2012
Operating activities								
Operating income	0.1	5.9	0.4	0.3	0.0	0.0	0.5	6.2
Depreciation tangible assets	1.3	1.4	0.0	0.0	0.0	0.0	1.3	1.4
Amortization intangible assets	0.8	0.7	0.0	0.0	0.0	0.1	0.8	0.8
Depreciation leasing vehicles	0.7	0.6	0.7	0.6	0.0	0.1	1.4	1.3
Other non-cash items	(0.1)	0.2	0.1	0.1	0.0	0.0	0.0	0.3
Total change in working capital whereof	(6.2)	(8.0)	(0.3)	(2.1)	0.0	(1.2)	(6.5)	(11.3)
Change in accounts receivable	(1.2)	(3.7)	(0.1)	0.0	0.0	0.0	(1.3)	(3.7)
Change in customer financing receivables	0.2	0.2	(0.3)	(2.3)	(0.1)	(1.0)	(0.2)	(3.1)
Change in inventories	(2.7)	(3.9)	0.1	0.2	0.0	0.1	(2.6)	(3.6)
Change in trade payables	(1.3)	0.7	0.0	0.1	0.0	0.0	(1.3)	0.8
Other changes in working capital	(1.2)	(1.3)	0.0	(0.1)	0.1	(0.3)	(1.1)	(1.7)
Interest and similar items received	0.1	0.2	0.0	0.0	0.0	0.0	0.1	0.2
Interest and similar items paid	(0.5)	(0.6)	0.0	0.0	0.0	0.0	(0.5)	(0.6)
Other financial items	(0.1)	(0.1)	0.0	0.0	0.0	0.0	(0.1)	(0.1)
Income taxes paid	(0.6)	(2.1)	0.2	(0.1)	(0.1)	0.0	(0.5)	(2.2)
Cash flow from operating activities	(4.5)	(1.8)	1.1	(1.2)	(0.1)	(1.0)	(3.5)	(4.0)
Investing activities								
Investments in tangible assets	(1.6)	(1.5)	0.0	0.0	0.1	0.0	(1.5)	(1.5)
Investments in intangible assets	(1.3)	(1.2)	0.0	0.0	0.0	0.0	(1.3)	(1.2)
Investment in leasing vehicles	(0.3)	(0.6)	(1.3)	(1.3)	0.0	0.0	(1.6)	(1.9)
Disposals of fixed assets and leasing vehicles	0.1	0.2	0.5	0.5	0.0	0.0	0.6	0.7
Operating cash flow	(7.6)	(4.9)	0.3	(2.0)	0.0	(1.0)	(7.3)	(7.9)
Investments and divestments of shares, net							(0.1)	0.0
Acquired and divested operations, net							0.4	(0.5)
Interest-bearing receivables incl marketable secur	rites						(1.4)	(2.4)
Cash-flow after net investments							(8.4)	(10.8)
Financing activities								
Change in loans, net							7.6	8.8
Other							0.0	0.0
Change in cash and cash equivalents excl. to	anslation diff	erences					(8.0)	(2.0)
Translation difference on cash and cash equivaler	nts						(0.2)	(0.4)
Change in cash and cash equivalents							(1.0)	(2.4)

## **CONSOLIDATED NET FINANCIAL POSITION**

	Industrial o	perations	Volvo	Group
SEKM	Mar 31 2013	Dec 31 2012	Mar 31 2013	Dec 31 2012
Non-current interest-bearing assets				
Non-current customer-financing receivables	-	_	40,551	41,156
Non-current interest-bearing receivables	1,281	653	426	337
Current interest-bearing assets				
Customer-financing receivables	-	-	38,577	39,833
Interest-bearing receivables	1,988	3,038	1,572	2,574
Internal funding	571	4,612	-	_
Marketable securities	4,329	3,129	4,360	3,130
Cash and cash equivalents	22,959	23,465	24,191	25,207
Total financial assets	31,128	34,897	109,677	112,237
Non-current interest-bearing liabilities				
Bond loans	(43,493)	(43,092)	(43,493)	(43,092)
Other loans	(32,375)	(33,351)	(40,780)	(38,428)
Internal funding	29,666	33,990	-	_
Current interest-bearing liabilities				
Loans	(44,952)	(45,456)	(50,481)	(50,013)
Internal funding	34,590	33,746	-	_
Total financial liabilities	(56,564)	(54,163)	(134,754)	(131,533)
Net financial position excl post-employment benefits	(25,436)	(19,266)	(25,077)	(19,296)
Provisions for post-employment benefits, net	(17,302)	(18,772)	(17,375)	(18,835)
Net financial position incl post-employment benefits	(42,738)	(38,038)	(42,452)	(38,131)

## **CHANGES IN NET FINANCIAL POSITION, INDUSTRIAL OPERATIONS**

SEK bn	First quarter 2013
Beginning of period	(38.0)
Cash flow from operating activities	(4.5)
Investments in fixed assets	(3.2)
Disposals	0.1
Operating cash-flow	(7.6)
Investments and divestments of shares, net	(0.1)
Acquired and divested operations, net	0.0
Capital injections to/from Customer Finance operations	0.1
Currency effect	1.7
Remeasurements of defined benefit pension plans	1.4
Other changes	(0.2)
Total change	(4.7)
Net financial position at end of period	(42.7)

### **CONSOLIDATED CHANGES IN TOTAL EQUITY**

	First quarter	
SEK bn	2013	2012
Total equity at end of previous period	77.1	85.7
IFRS transition effect	-	(8.8)
Total equity at beginning of period	77.1	76.9
Shareholders' equity attributable to equity holders of the		
parent company at beginning of period	75.8	75.8
Income for the period	(0.3)	4.1
Other comprehensive income	(0.8)	0.0
Total comprehensive income	(1.1)	4.1
Dividend to AB Volvo's shareholders	0.0	0.0
Share-based payments	0.0	0.0
Transactions with minority interests	0.0	0.0
Other changes	0.0	0.0
Shareholders' equity attributable to equity holders of the		
parent company at end of period	74.7	79.9
Minority interests at beginning of period	1.3	1.1
Income for the period	0.1	0.1
Other comprehensive income	(0.1)	(0.1)
Total comprehensive income	0.0	0.0
Dividend	0.0	0.0
Minority regarding acquisitions and divestments	0.0	0.0
Other changes	0.0	0.0
Minority interests at end of period	1.3	1.1
Total equity at end of period	76.0	81.0

## **KEY RATIOS**

Industrial operations	First quar	ter
	2013	2012
Gross margin, %	20.5	22.9
Research and development expenses in % of net sales	6.4	4.8
Selling expenses in % of net sales	11.3	8.4
Administrative expenses in % of net sales	2.3	1.6
Operating margin, %	0.2	7.8
	Mar 31 2013	Dec 31 2012
Return on operating capital, %, 12 months rolling values	10.8	16.7
Net financial position at end of period, SEK billion	(42.7)	(38.0)
Net financial position excl. pensions at end of period, SEK billion	(25.4)	(19.3)
Net financial position in % of total equity at end of period	(63.4)	(55.5)
Net financial position excl. pensions in % of total equity at end of period	(37.7)	(28.1)
Total equity as percentage of total assets, end of period	27.2	27.0

Customer Finance	Mar 31 2013	Dec 31 2012
Return on shareholders' equity, %, 12 months rolling values	13.0	12.5
Equity ratio at end of period, %	8.4	8.1
Asset growth, % from preceding year end until end of period	(2.7)	7.1

Volvo Group	First quarter	
	2013	2012
Gross margin, %	21.5	23.5
Research and development expenses in % of net sales	6.2	4.7
Selling expenses in % of net sales	11.6	8.8
Administrative expenses in % of net sales	2.2	1.6
Operating margin, %	0.8	8.0
	Mar 31 2013	Dec 31 2012
Basic earnings per share, SEK, 12 months rolling values	3.43	5.61
Shareholders' equity, excluding minority interests, per share, at end of period, SEK	36.8	42.2
Return on shareholders' equity, %, 12 months rolling values	9.3	14.7
Total equity as percentage of total assets, end of period	22.7	22.7

## **SHARE DATA**

	First quar	ter
	2013	2012
Basic earnings per share, SEK	(0.15)	2.00
Diluted earnings per share, SEK	(0.15)	1.99
Number of shares outstanding, million	2,028	2,028
Average number of shares during period, million	2,028	2,027
Average diluted number of shares during period, million	2,030	2,028
Number of company shares, held by AB Volvo, million	101	101
Average number of company shares, held by AB Volvo, million	101	101

## **QUARTERLY FIGURES**

SEK M unless otherwise stated Industrial operations	1/2012	2/2012	3/2012	4/2012	1/2013
Net sales	75,999	80,977	66,289	68,934	56,380
Cost of sales	(58,606)	(61,425)	(52,422)	(55,292)	(44,800
Gross income	17,393	19,552	13,867	13,642	11,580
Research and development expenses	(3,670)	(3,883)	(3,277)	(3,805)	(3,626
Selling expenses	(6,407)	(6,755)	(6,104)	(6,964)	(6,395
Administrative expenses	(1,203)	(1,488)	(1,304)	(1,540)	(1,295
Other operating income and expenses	(274)	(97)	(671)	(496)	(1,230
Income from investments in joint ventures and associated companies	62	18	4	16	42
Income from other investments	6	(25)	21	(44)	(20)
Operating income Industrial operations	5,906	7.322	2,536	809	101
Customer Finance	-,	,-	,		
Finance and lease income	2,367	2,487	2,421	2,507	2,351
Finance and lease expenses	(1,484)	(1,521)	(1,501)	(1,530)	(1,413)
Gross income	883	966	920	977	937
Selling and administrative expenses	(419)	(446)	(421)	(408)	(403)
Credit provision expenses	(127)	(194)	(135)	(184)	(161)
Other operating income and expenses	(4) <b>334</b>	61 <b>387</b>	20 <b>384</b>	6 <b>391</b>	8 381
Operating income Customer Finance	334	307	304	391	301
Volvo Group					
Operating income	6,240	7,709	2,920	1,200	482
Interest income and similar credits	125	35	9	284	98
Interest expense and similar charges	(815)	(703)	(605)	(826)	(558)
Other financial income and expenses	72	(244)	45	49	(123)
Income after financial items	5,622	6,796	2,370	706	(101)
Income taxes	(1,497)	(1,823)	(958)	163	(147)
Income for the period*	4,125	4,972	1,412	869	(248)
* Attributable to					
Equity holders of AB Volvo	4,046	4,891	1,400	821	(304)
Minority interests	79	81	11	48	56
	4,125	4,972	1,412	869	(248)
Key operating ratios, Industrial operations					
Gross margin, %	22.9	24.1	20.9	19.8	20.5
Research and development expenses in % of net sales	4.8	4.8	4.9	5.5	6.4
Selling expenses in % of net sales	8.4	8.3	9.2	10.1	11.3
Administrative expenses in % of net sales	1.6	1.8	2.0	2.2	2.3
Operating margin , %	7.8	9.0	3.8	1.2	0.2
Depreciation and amortization, included above					
Product and Software development, amortization	647	634	707	741	706
Other intangible assets, amortization	93	90	88	133	81
Tangible assets, depreciation	2,695	2,703	2,832	3,266	2,766
Total	3,434	3,427	3,627	4,140	3,553
Of which					
Industrial operations	2,779	2,733	2,924	3,423	2,849
Customer Finance	656	693	703	716	705
Total	3,434	3,427	3,627	4,140	3,553
Research and development expenses	·	·	·	· · · · · · · · · · · · · · · · · · ·	
Capitalization	996	1,128	1,224	1,304	1,172
Amortization	(580)	(577)	(574)	(635)	(610)
Net capitalization of research and development expenses	416	551	651	669	562

## **QUARTERLY FIGURES**

Share data	1/2012	2/2012	3/2012	4/2012	1/2013
Earnings per share, SEK*	2.00	2.41	0.69	0.41	(0.15)
Number of shares outstanding, million	2,028	2,028	2,028	2,028	2,028
Average number of shares during period, million	2,027	2,027	2,027	2,028	2,028
Number of company shares, held by AB Volvo, million	101	101	101	101	101

<sup>\*</sup> Earnings per share are calculated as Income for the period (excl minority interests) divided by the weighted average number of shares outstanding during the period.

Net sales					
SEK M	1/2012	2/2012	3/2012	4/2012	1/2013
Trucks	48,014	50,518	43,634	46,990	37,031
Construction Equipment	17,999	19,715	13,272	12,572	12,136
Buses	5,086	5,040	4,076	5,384	3,482
Volvo Penta	1,933	2,224	1,720	1,754	1,839
Volvo Aero	1,682	1,945	1,592	-	-
Group Functions and other	4,146	4,742	2,589	2,718	2,554
Eliminations	(2,861)	(3,206)	(594)	(485)	(662)
Industrial operations	75,999	80,977	66,289	68,934	56,380
Customer Finance	2,367	2,487	2,422	2,507	2,351
Reclassifications and eliminations	(563)	(522)	(452)	(630)	(387)
Volvo Group	77,803	82,943	68,256	70,811	58,344

Operating income					
SEKM	1/2012	2/2012	3/2012	4/2012	1/2013
Trucks	3,677	4,284	1,815	1,002	101
Construction Equipment	2,089	2,742	602	235	500
Buses	46	188	(64)	(132)	(88)
Volvo Penta	114	279	144	13	100
Volvo Aero	233	315	228	-	-
Group Functions and other	(241)	(439)	(143)	(290)	(516)
Eliminations	(14)	(47)	(43)	(17)	4
Industrial operations	5,906	7,322	2,536	809	101
Customer Finance	334	387	384	391	381
Volvo Group	6,240	7,709	2,920	1,200	482

Operating margin					
%	1/2012	2/2012	3/2012	4/2012	1/2013
Trucks	7.7	8.5	4.2	2.1	0.3
Construction Equipment	11.6	13.9	4.5	1.9	4.1
Buses	0.9	3.7	(1.6)	(2.5)	(2.5)
Volvo Penta	5.9	12.5	8.4	0.7	5.4
Volvo Aero	13.9	16.2	14.3	-	-
Industrial operations	7.8	9.0	3.8	1.2	0.2
Volvo Group	8.0	9.3	4.3	1.7	0.8

### **ACCOUNTING PRINCIPLES**

The Volvo Group applies International Financial Reporting Standards (IFRS) as endorsed by the EU. The accounting principles adopted are consistent with those described in the 2012 Annual Report for the Volvo Group. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Annual Accounts Act.

The parent company applies the Annual Accounts Act and RFR 2 Reporting for legal entities. Application of RFR 2 entails that in interim reporting for legal entities, the parent company is to apply all IFRSs and interpretations approved by the EU as far as possible within the framework of the Swedish Annual Accounts Act, the Pension Obligations Vesting Act, and taking into account the connection between accounting and taxation.

### New accounting principles in 2013

As from January 1, 2013 Volvo applies the following new accounting standards:

IFRS 10 Consolidated Financial Statements, IFRS 11 Joint Arrangements, IFRS 12 Disclosures of Interest in Other Entities, IFRS 13 Fair value measurement, revised

IAS 27 Separate Financial Statements, revised IAS 28 Investments in Associates and Joint Ventures, revised IAS 1 Presentation of financial statements, amendment to IFRS 7 Financial instrument: Disclosures and the amendment to IAS 19 Employee Benefits.

The major accounting changes are:

- The joint ventures of the Volvo Group are accounted for using the equity method, as the formerly applied proportional method is no longer a valid accounting choice according to IFRS 11. The equity share in the joint venture VE Commercial Vehicles (VECV) is recognised at 45.6%. The 8.4% share in the other joint partner, the listed company Eicher Motors Ltd., is accounted for as other shares and participations and is revalued over other comprehensive income.
- The Volvo Group ceases to account for defined pension liabilities using the so called corridor method in accordance with IAS 19. Changes in the net defined pension liability or asset are instead recognized in profit or loss and other comprehensive income when they occur.

- The Volvo Group changes the presentation of the hedging effects on firm flows to be included in the finance net. They were previously reported within operating income.

The new accounting principles are applied retrospectively and hence the income statement and balance sheet for 2012 have been adjusted accordingly. Note 31 in the Volvo Group Annual Report 2012 describes the content of the new accounting principles, that are material for the Volvo Group, in more detail and presents the effect of the new principles on the quarterly consolidated income statement and balance sheet, net financial position and segment reporting for the comparative year 2012. The Annual Report is available at www.volvogroup.com

### **RISKS AND UNCERTAINTIES**

All business operations involve risk – managed risk-taking is a condition of maintaining a sustained favorable profitability. Risk may be due to events in the world and can affect a given industry or market. Risk can be specific to a single company. Volvo works continuously to identify, measure and manage risk, and in some cases Volvo can influence the likelihood that a risk-related event will occur. In cases in which such events are beyond Volvo's control, the aim is to minimize the consequences.

The risks to which the Volvo Group are exposed are classified into three main categories:

**External-related risks** – such as the cyclical nature of the commercial vehicles business, intense competition, changes in prices for commercial vehicles and government regulations;

**Financial risks** – such as currency fluctuations, interest levels fluctuations, valuations of shares or similar instruments, credit risk and liquidity risk and;

**Operational risks** – such as market reception of new products, reliance on suppliers, protection and maintenance of intangible assets, complaints and legal actions by customers and other third parties and risk related to human capital.

For a more elaborated account for these risks, please refer to the Risk Management section on pages 72-73 in the 2012 Annual Report for the Volvo Group. The Annual Report is available at www.volvogroup.com.

### Risk updates for the period

Short-term risks, when applicable, are also described in the respective report per business area of this report.

Uncertainty regarding customers' access to the financing of products might have a negative impact on demand.

Due to the present market conditions Volvo sees increased supplier risks where some suppliers are under financial pressure. Consequences thereof could be increased cost for Volvo or disruptions in production.

Volvo verifies annually, or more frequently if necessary, the goodwill value of its business areas and other intangible assets for possible impairment. The size of the overvalue differs between the business areas and they are, to a varying degree, sensitive to changes in the business environment. This is the case for Rents, included in segment Group functions and Other. Instability in the business recovery and volatility in interest and currency rates may lead to indications of impairment.

The reported amounts for contingent liabilities reflect a part of Volvo's risk exposure. Note 24 of the Volvo Group Annual Report 2012, describes the legal proceedings and investigations the Group is currently involved in and subject to, which are of such nature that the Group could not exclude that they may affect the Group's result and cash flow with an amount that may be material. The on-going legal proceedings and investigations are progressing but during the first

quarter no material change has occurred in these matters compared to the description provided in note 24 of the Volvo Group Annual Report 2012. Total contingent liabilities as of March 31, 2013, amounted to SEK 17.3 billion, a decrease of SEK 0.5 billion compared to December 31, 2012. A major part of the total contingent liabilities is related to credit guarantees issued as a result of sales in emerging markets.

### **CORPORATE ACQUISITIONS AND DIVESTMENTS**

Volvo has not made any acquisitions or divestments during the first quarter that have had a significant impact on the Volvo Group.

The letter of intent with MAPE to divest the crankshaft plant in Leganes, Spain, as communicated on October 5, 2012 has been cancelled and the sales process has been discontinued. The intended transaction was not expected to have any material impact on the Volvo Group's earnings or financial position.

### **EXTENDED CURRENCY DISCLOSURES**

Currency effect on operating income Industrial operations	Compare	ed to first quai	rter 2012	Compared to	o fourth quart	er 2012
Mkr	First quarter 2013	First quarter 2012	Change	First quarter 2013	Fourth quarter 2012	Change
Net flows in foreign currency			(567)			(348)
Realized gains and losses on currency risks derivates 1	8	0	8	8	3	5
Unrealized gains and losses on receivables and liabilites in foreign currency	245	(255)	500	245	16	229
Unrealized gains and losses on currency risks derivates <sup>1</sup>	(6)	5	(11)	(6)	1	(7)
Translation effect on operating income in foreign subsidiaries			(98)			6
Total currency effect on operating income Industrial operations			(168)			(115)

The currency effect from Volvo Aero has been excluded in the first quarter 2012.

<sup>&</sup>lt;sup>1</sup> Unrealized and realized gains and losses on currency risks derivatives has been moved to other financial income and expense with SEK 156 M in the first quarter 2012 and a negative SEK 96 M in the fourth quarter 2012.

Applicable currency rates				
_	Quarterly exchange	rates	Close rates	
	First quarter 2013	First quarter 2012	March 31, 2013	Dec 31, 2012
BRL	3.22113	3.82171	3.22870	3.18850
CNY	1.03375	1.06964	1.04790	1.04560
EUR	8.50635	8.86246	8.34735	8.62585
JPY	0.06994	0.08525	0.06926	0.07569
USD	6.43459	6.75073	6.51745	6.51685

### FINANCIAL INSTRUMENTS

	March 31,	2013
SEK M	Carrying value	Fair value
Assets		
Financial assets at fair value through profit and loss <sup>1</sup>		
The Volvo Group's outstanding interest and currency risk derivatives	3,012	3,012
The Volvo Group's outstanding raw materials derivatives	4	4
Marketable securities	4,360	4,360
	7,376	7,376
Loans receivable and other receivables		
Accounts receivable	27,552	_
Customer financing receivables <sup>2</sup>	79,128	_
Other interest-bearing receivables	925	_
	107,605	-
Financial assets available for sale		
Holding of shares in listed companies	1,095	1,095
Holding of shares in non-listed companies	533	-
	1,628	1,095
Cash and cash equivalents	24,191	24,191
Liabilities		
Financial liabilities at fair value through profit and loss <sup>1</sup>		
The Volvo Group's outstanding interest and currency risk derivatives <sup>3</sup>	3,484	3,484
The Volvo Group's outstanding raw materials derivatives	54	54
	3,538	3,538
Financial liabilities valued at amortized cost <sup>4</sup>		
Long term bond loans and other loans	84,179	88,590
Short term bank loans and other loans	48,283	46,763
	132,462	135,353
Trade Payables	44,578	_

<sup>&</sup>lt;sup>1</sup> IFRS 7 classifies financial instruments based on the degree that market values have been utilized when measuring fair value. All financial instruments measured at fair value held by Volvo are classified as level 2 with the exception of shares and participations, which are classified as level 1 for listed instruments and level 3 for unlisted instruments. Refer to Note 5 in the Volvo Group Annual Report 2012 for more information regarding valuation principles. None of these individual shareholdings is of significant value for Volvo. The valuation of level 2 instruments is based on market conditions using quoted market data existing at each balance sheet date. The basis for the interest is the zero-coupon-curve in each currency which calculates the present value of all the estimated future cash-flows. The fair value of forward exchange contracts is discounted to balance sheet date based on the forward rates for each currency as per balance sheet date.

In accordance with Volvo Group policy, Volvo Group enters into netting agreement (primarily so called ISDA agreements) with all counterparts eligible for derivative transactions. The netting agreements provide the possibility for assets and liabilities to be set off under certain circumstances, such as in

the case of the counterpart's insolvency. These netting agreements have no effect on the financial result and position of the Volvo Group, since derivative transactions are accounted for on a gross-basis. The Volvo Group is actively working with limits per counterpart in order to reduce risk for high

net amounts towards individual counterparts. The table above presents financial instruments in gross amounts with a note on a net presentation of a loan and derivative related to hedge accounting.

### **RELATED-PARTY TRANSACTIONS**

Sales to associated companies amounted to SEK 656 M (409) and purchases from associated companies amounted to SEK 535 M (14) during the first quarter of 2013. As of March 31, 2013, receivables from associated

companies amounted to SEK 278 M (242) and liabilities to associated companies to SEK 568 M (632). Sales to joint ventures amounted to SEK 155 M (188) and purchases from joint ventures amounted to SEK

29 M (17) during the first quarter of 2013. As of March 31, 2013, receivables from joint ventures amounted to SEK 64 M (91) and liabilities to joint ventures to SEK 55 M (108).

<sup>&</sup>lt;sup>2</sup> Volvo does not estimate the risk premium for the customer financing receivables and chooses therefore not to disclose fair value for this category.

<sup>&</sup>lt;sup>3</sup> Includes a fair value of a loan related to hedge accounting negative SEK 1,328 M, netted against the derivative used to hedge the risk positive SEK 1,310 M.

<sup>&</sup>lt;sup>4</sup> In the Volvo Group consolidated financial position, financial liabilities include loan-related derivatives amounting to a negative SEK 2,292 M. These derivatives are presented as financial liabilities at fair value through profit and loss in the table above.

### **PARENT COMPANY**

Income Statement	First qua	ıarter	
SEK M	2013	2012	
Net sales <sup>1</sup>	96	146	
Cost of sales 1	(96)	(146)	
Gross income	0	0	
Operating expenses <sup>1</sup>	(286)	(174)	
Income from investments in Group companies	(297)	(358)	
Income from investments in joint ventures			
and associated companies	31	36	
Income from other investments	-	5	
Operating income (loss)	(552)	(491)	
Interest income and expenses	(248)	(401)	
Other financial income and expenses	(54)	(11)	
Income after financial items	(854)	(903)	
Income taxes	187	248	
Income for the period	(667)	(655)	

<sup>&</sup>lt;sup>1</sup> Of net sales in the fourth quarter, SEK 95 M (119) pertained to Group companies, while purchases from Group companies amounted to SEK 82 M (93).

Other comprehensive income		
Income for the period	(667)	(655)
Items that may be reclassified subsequently to income statement:		
Available-for-sale investments	(75)	210
Other comprehensive income, net of income taxes	(75)	210
Total comprehensive income for the period	(742)	(445)

Balance Sheet SEK M	March 31 2013	Dec 31 2012
Assets		
Non-current assets		
Intangible assets	48	52
Tangible assets	73	74
Financial assets		
Shares and participations in Group companies	61,011	56,832
Receivables from Group companies	104	83
Investments in joint ventures and associated		
companies	3,374	3,374
Other shares and participations	716	791
Deferred tax assets	2,150	1,964
Total non-current assets	67,476	63,170
Current assets		
Short-term receivables from Group companies	12,056	12,406
Other short-term receivables	875	1,078
Cash and bank accounts	0	0
Total current assets	12,931	13,484
Total assets	80,407	76,654
Shareholders' equity and liabilities		
Shareholders' equity		
Restricted equity	9,891	9,891
Unrestricted equity	31,162	31,889
Untaxed reserves	4	4
Provisions	171	175
Non-current liabilities 1	7	7
Currrent liabilities <sup>2</sup>	39,172	34,688
Total shareholders equity and liabilities	80,407	76,654

As from January 1, 2013 the holding in the listed company Eicher Motor Ltd was revaluated to market value. Revaluation during the first quarter decreased the value by SEK 75 M, recognized in other comprehensive income. The comparative figures for 2012 have been restated, which in the first quarter resulted in an increase in the comprehensive income of SEK 149 M. Restatement of the value of the holding in Eicher Motors Ltd as of December 31 2012 has resulted in an increase of Other shares and participations and Unrestricted shareholders' equity with SEK 543 M.

VE Commercial Vehicles Ltd, previously classified as an associated company in the Parent company, is from January 1, 2013 reclassified as a joint venture. This reclassification has not had any financial impact.

During the first quarter subscription in Volvo Group Japan Co has been made by SEK 3,392 M and shareholders' contribution has been given to VNA Holding Inc. by SEK 787 M, in form of total shares in Prévost Car

Investments in tangible assets amounted to SEK 5 M (74).

Financial net debt amounted to SEK 32,361 M at the end of the first quarter (27,042).

### Events after the balance sheet date

See Important events on page 5 of this report. No other significant events have occurred after the end of the first quarter 2013 that are expected to have a substantial effect on the Volvo Group.

Göteborg, April 25, 2013 AB Volvo (publ)

Olof Persson President and CEO

This report has not been reviewed by AB Volvo's auditors.

 $<sup>^{\</sup>rm I}$  Of which SEK 7 M (7) pertains to Group companies.  $^{\rm 2}$  Of which SEK 38,655 M (34,164) pertains to Group companies.

### **DELIVERIES**

Delivered Trucks	First quarter			
	2013	2012	Change ir	
Group Trucks <sup>1</sup>	2010	2012	,,	
Europe	15,216	19,996	(24	
Western Europe	11,992	15,931	(25)	
Eastern Europe	3,224	4,065	(21)	
North America	7,707	12,848	(40	
South America	6,041	5,136	18	
Asia	6,010	7,851	(23	
Other markets	3,440	4,251	(19	
Total Group Trucks	38,416	50,082	(23	
Light duty (< 7 tons)	2,861	4,200	(32	
Medium duty (7-16 tons)	3,655	5,256	(30	
Heavy duty (>16 tons)	31,900	40,626	(21	
Total Group Trucks	38,416	50,082	(23	
Non-consolidated operations				
Eicher (100%)	10,095	11,954	(16	
DND (100%)	54	105	(49	
Total volumes	48,565	62,141	(22	
Mack Trucks				
	1			
Europe	<u>.</u> 1		•	
Western Europe			•	
Eastern Europe	2.550	- 0.140	(40	
North America	3,558	6,142	(42	
South America	555	438	2	
Asia	-	2	(100	
Other markets	205	340	(40	
Total Mack Trucks	4,319	6,922	(38	
Light duty (< 7 tons)	-	_		
Medium duty (7-16 tons)	-	_		
Heavy duty (>16 tons)	4,319	6,922	(38	
Total Mack Trucks	4,319	6,922	(38	
Renault Trucks				
	7,228	10,006	(28	
	7,228 6,651	10,006 8,974		
Renault Trucks Europe Western Europe Eastern Europe	•	•	(26	
Europe Western Europe Eastern Europe	6,651	8,974	(26 (44	
Europe Western Europe Eastern Europe	6,651 577 22	8,974 1,032	(26 (44 (31	
Europe Western Europe Eastern Europe North America South America	6,651 577 22 166	8,974 1,032 32 207	(26 (44 (31 (20	
Europe Western Europe Eastern Europe North America South America Asia	6,651 577 22 166 452	8,974 1,032 32 207 817	(26 (44 (31 (20 (45	
Europe  Western Europe Eastern Europe North America South America Asia Other markets	6,651 577 22 166	8,974 1,032 32 207	(26 (44 (31 (20 (45 (17	
Europe  Western Europe Eastern Europe North America South America Asia Other markets  Total Renault Trucks	6,651 577 22 166 452 1,019 8,887	8,974 1,032 32 207 817 1,232 12,294	(28 (26 (44 (31 (20 (45 (17 <b>(28</b>	
Europe  Western Europe Eastern Europe North America South America Asia Other markets Total Renault Trucks  Light duty (< 7 tons)	6,651 577 22 166 452 1,019 8,887	8,974 1,032 32 207 817 1,232 12,294	(26 (44 (31 (20 (45 (17 (28	
Europe  Western Europe Eastern Europe North America South America Asia Other markets  Total Renault Trucks	6,651 577 22 166 452 1,019 8,887	8,974 1,032 32 207 817 1,232 12,294	(26 (44 (31 (20 (45 (17 (28	

<sup>&</sup>lt;sup>1</sup> 2012 restated for new accounting rules, effective January 1, 2013, where 50/50 joint-ventures are consolidated using the equity method instead of the proportionate method.

AB Volvo (publ) discloses the information provided herein pursuant to the Securities Markets Act and/or the Financial Instruments Trading Act. The information was submitted for publication at 7.20 a.m. on April 25, 2013.

This report contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although the Company believes that the expectations reflected in such forward looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward looking statements as a result of, among other factors, (i) changes in economic, market and competitive conditions, (ii) success of business and operating initiatives, (iii) changes in the regulatory environment and other government actions, (iv) fluctuations in exchange rates and (v) business risk management.

This report does not imply that the company has undertaken to revise these forward-looking statements, beyond what is required under the company's registration contract with the OMX Nordic Exchange Stockholm if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

	First q	uarter	
	2013	2012	Change i
Volvo Trucks	2010	2012	,
Europe	7,987	9,990	(20
Western Europe	5,340	6,957	(23
Eastern Europe	2,647	3,033	(13
North America	3,973	6,498	(39
South America	5,297	4,464	1:
Asia	2,650	2,643	
Other markets	1,154	1,419	(19
Total Volvo Trucks	21,061	25,014	(16
Light duty (< 7 tons)	_	_	
Medium duty (7-16 tons)	319	418	(24
Heavy duty (>16 tons)	20,742	24,596	(16
Total Volvo Trucks	21,061	25,014	(16
Total VOIVO Hucks	21,001	23,014	(10
UD Trucks <sup>1</sup>			
Europe	-		
Western Europe	-	-	
Eastern Europe	-		
North America	154	176	(13
South America	23	27	(15
Asia	2,908	4,389	(34
Other markets	1,064	1,260	(16
Total UD Trucks	4,149	5,852	(29
Light duty (< 7 tons)	320	463	(3
Medium duty (7-16 tons)	1,721	3,030	(43
Heavy duty (>16 tons)	2,108	2,359	(1
Total UD Trucks	4,149	5,852	(29
Non-consolidated operations			
DND (100%)	54	105	(49
Total volumes	4,203	5,957	(29
Eicher (100%) <sup>2</sup>			
Europe	-	_	
Western Europe	-	_	
Eastern Europe	-	-	
North America	-	-	
South America	-	-	
Asia	10,095	11,954	(16
	· •	-	
Other markets	10.005	11,954	(16
	10,095		
Other markets  Total Eicher  Light duty (< 7 tons)	· · · · · · · · · · · · · · · · · · ·		(0
<b>Total Eicher</b> Light duty (< 7 tons)	1,202	1,515	(2 <sup>-</sup>
Total Eicher	· · · · · · · · · · · · · · · · · · ·		(2 <sup>-</sup> (18

 <sup>&</sup>lt;sup>1</sup> 2012 restated for new accounting rules, effective January 1, 2013, where 50/50 joint-ventures are consolidated using the equity method instead of the proportionate method.
 <sup>2</sup> As of 2013 Eicher is reported under the equity method and consequently sales and deliveries are not consolidated in the Volvo Group.

Delivered Buses	First qu	First quarter	
	2013	2012	Change in %
Buses			
Europe	462	479	(4)
Western Europe	449	462	(3)
Eastern Europe	13	17	(24)
North America	286	581	(51)
South America	664	863	(23)
Asia	293	423	(31)
Other markets	120	219	(45)
Total Buses	1,825	2,565	(29)

### Further publication dates

Report on the second quarter 2013	July 24, 2013
Report on the third quarter 2013	October 25, 2013

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