



Investor Day in New York

November 7, 2007

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President
Volvo Trucks

STRATEGY

TRANSPORT SOLUTIONS



CORE PRODUCTS

FOCUSED AREAS: • CAPACITIES
• US 07 / US 10



AFTERMARKET OFFERINGS

EXTENDED OFFERINGS

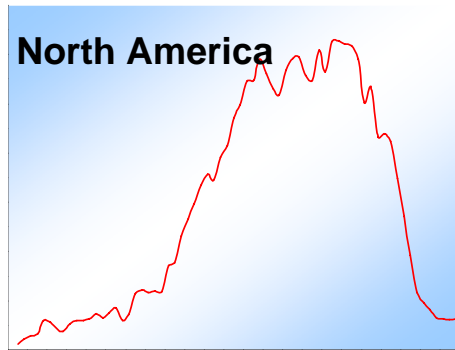
SERVICE OFFERINGS

RETAIL

New products well received



Order intake



Market Development

- Continued strong order intake 33% YTD 07 vs 06
 - Europe 73% (East 147%, West Europe 52%)
 - North America -52%
 - South America 64%
 - Asia, Africa, Pacific 21%
- Secure deliveries
 - Short term: Bottleneck management
 - Long term: Increase base capacity
- Good reception of US'07 trucks
 - Industrialization completed
 - Focus on price realisation of US07 technology

Market Information

Deliveries January – September 9 months

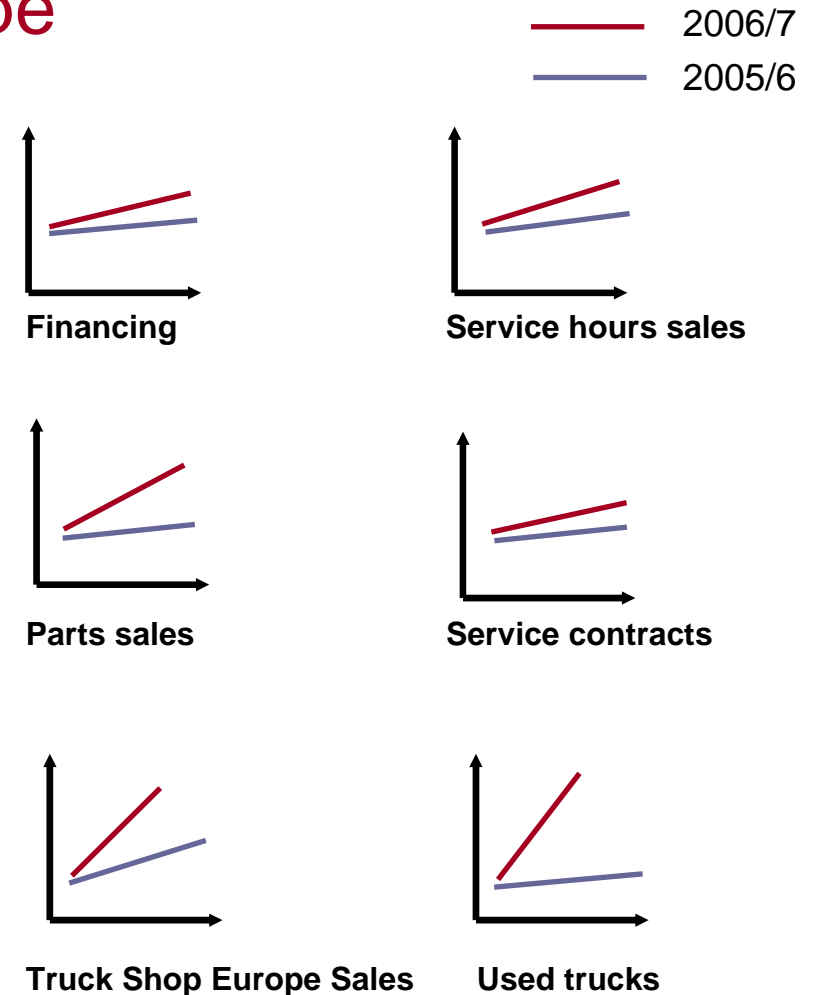
	2007	2006	%
Total Europe	41 100	34 700	18
-Western Europe	28 600	27 900	2
-Eastern Europe	12 500	6 800	84
North America	10 600	27500	-62
South America	7 000	5700	22
Asia, Africa & Pacific	9 600	7 600	27%
Total	68 300	75 500	-10%



The Retail Strategy

Europe

- Direct customer relations
- Widening customer offering
- Improved retail competence
- Better partner to private dealers





Profitable Growth in Eastern Europe

- Total market growth ~100% 2006-2010
- Strong brand image

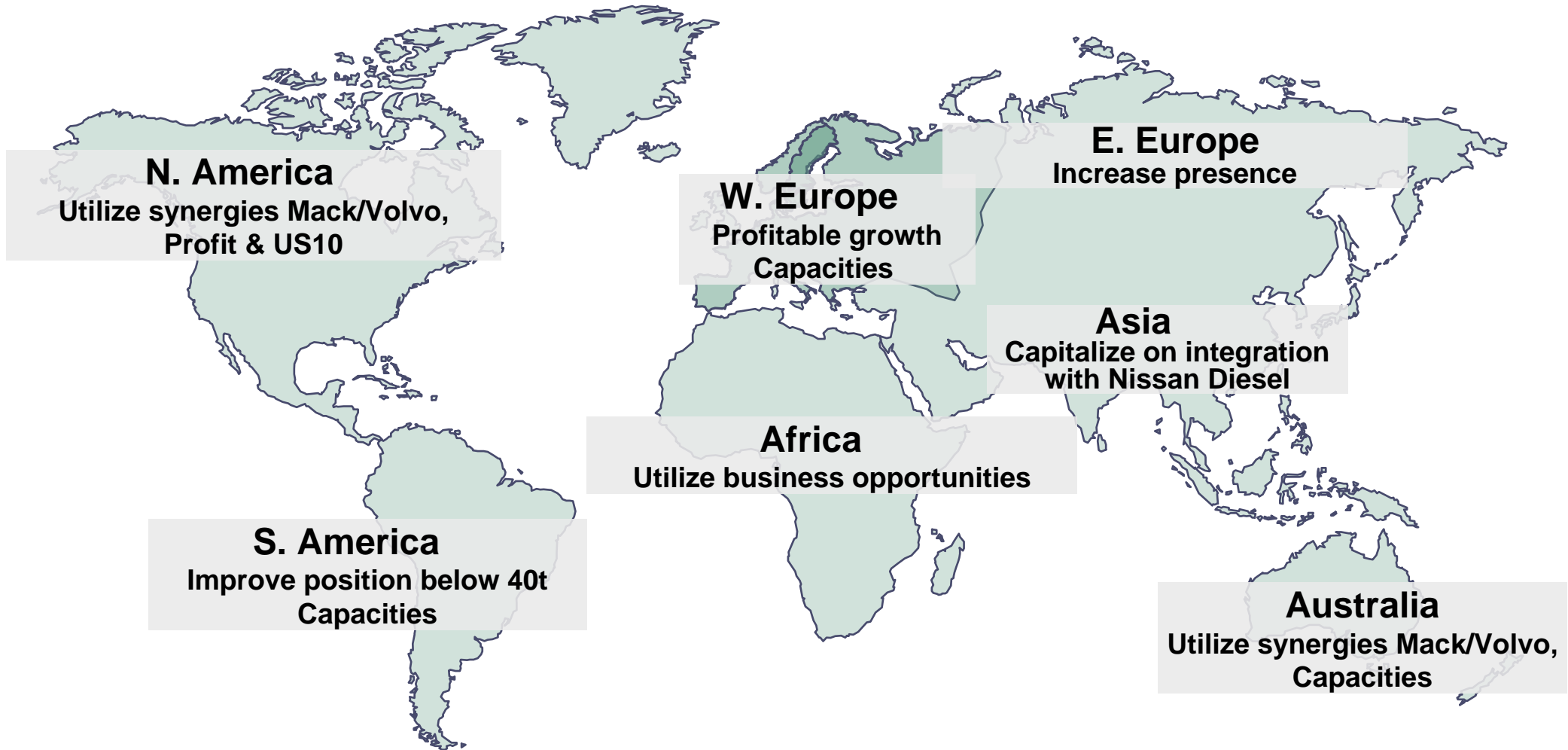
- Strong performance

	2003	2004	2005	2006
Markets share (%)	21.1	17.9	17.9	18.2
Deliveries (no of units)	6.200	7.400	8.000	11.200

- Expansion plan

	2006	2010
- Sales/Service		
- Volvo Truck Centers	36	~ 80
- Independent Workshop	114	~ 110
- Sales offices	101	~ 130
- New Russian plant for 10 000 units decided		

Markets → 2009



Summary and Going Forward

- Manage strong order intake
- Secure deliveries
 - Value chain challenges
- Continue to strengthen distribution channels
- Continue to improve profitability