

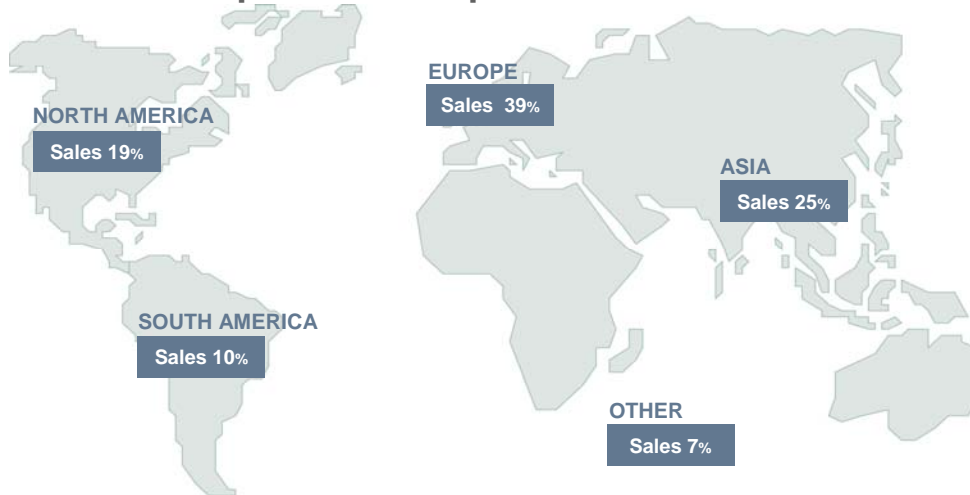
Pär Östberg, President Trucks Asia



Agenda

- Trucks Asia profile and business update
- Market outlook
- Growth opportunities
- Conclusions

Trucks Asia profile and business update - Volvo Group sales first quarter 2010



Trucks Asia profile and business update - Product and geographical scope

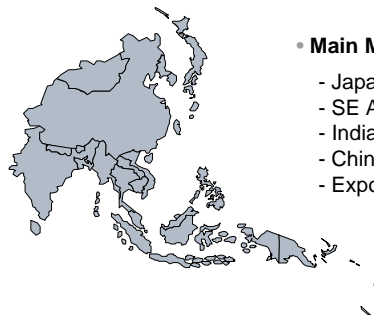
Product Scope

- **Trucks and Buses**
 - Heavy duty
 - Medium duty
 - Light duty
 - Bus (UD & Eicher)
 - Soft products

Brand Scope

- **Group brands**
 - Volvo Trucks
 - Renault Trucks
 - UD
 - Eicher
 - Mack

Geographic Scope Asia

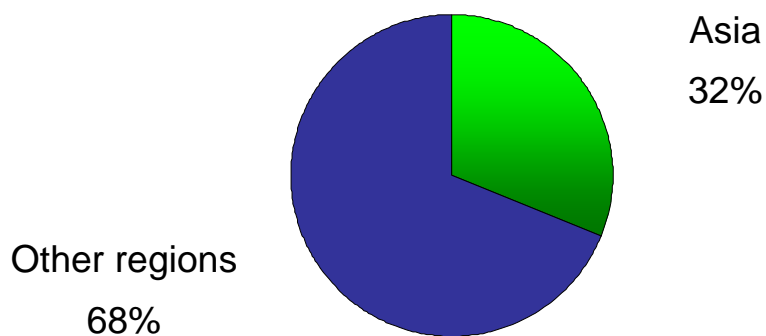


- **Main Markets**
 - Japan/ Korea
 - SE Asia
 - India
 - China
 - Exports fr. Asia

Trucks Asia profile and business update - Strong product portfolio with five truck brands

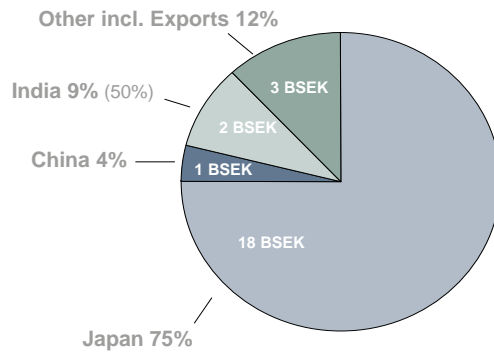


Trucks Asia profile and business update - Asia represents 32% of Group truck deliveries in Q1



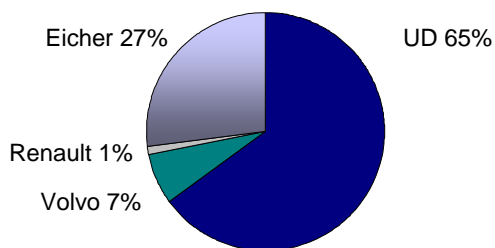
Trucks Asia profile and business update

SEK 25 bn in Trucks Asia sales 2009

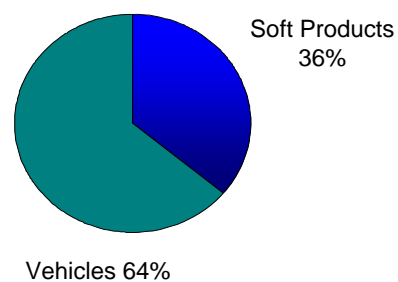


Trucks Asia profile and business update - Large installed customer base enabling strong retail business

Total truck population > 500,000 units

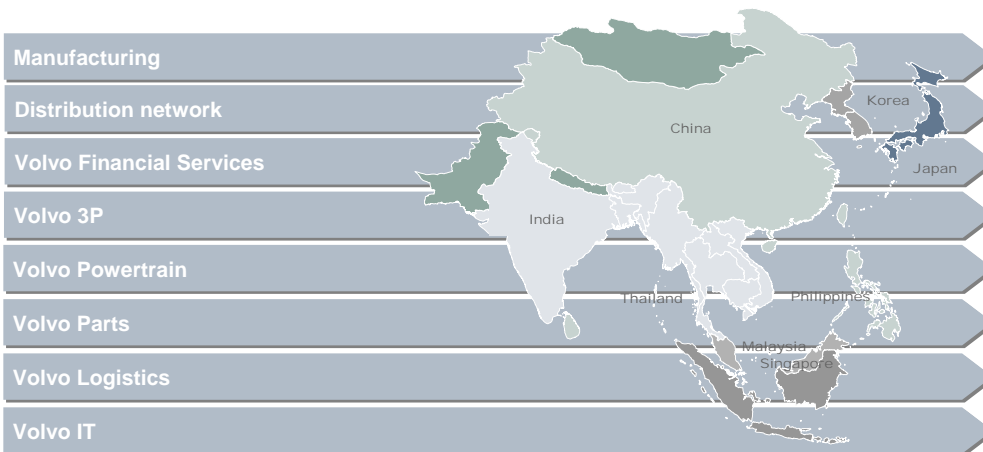


Sales by product type (%)



2010 Q1: Aftermarket gross profit = R&D plus S&A expenses

Trucks Asia profile and business update - Complete value chain established in Asia



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Trucks Asia profile and business update - A new Business Area established

- Integration of UD Trucks completed
- EUR 200 M synergies in UD Trucks
- Integration of Indian JV completed
- Establishment of multi brand retail organisation completed
- Support from Group resources in Asia

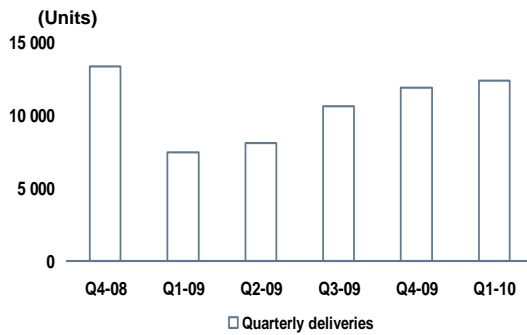


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Trucks Asia profile and business update - Growth in truck deliveries four quarters in row



- All markets shows strong improvements
- Good price realisation
- Lean inventories

Trucks Asia profile and business update - Positioned to capture growth in a 1.2 million vehicle market

European segment
30% market share

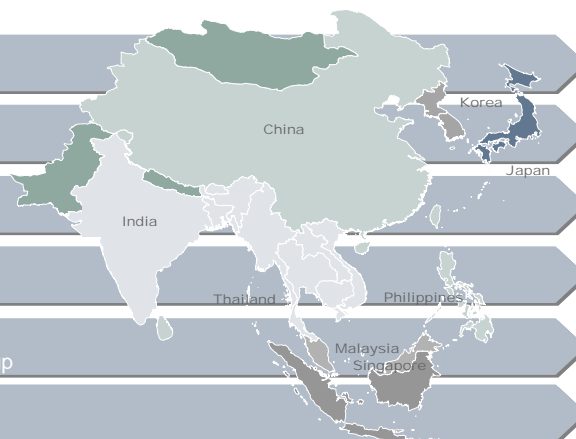
India
36% market share 7-12T

China
Leverage growth opportunities

Japan & Korea
19% market share in HD in Japan

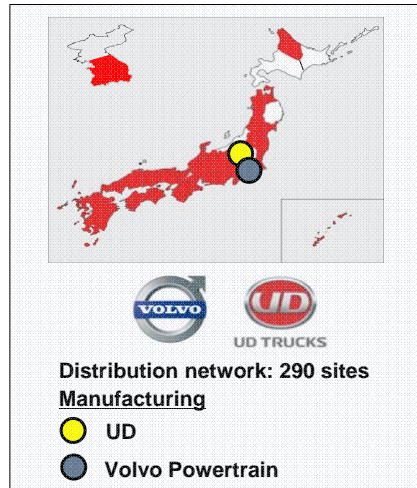
South East Asia
8% market share (MD/HD) for Volvo Group

Export out of Asia
Leverage exports growth opportunities



Market Outlook - Japan and South Korea

- Market forecast 2010: 80,000 units*
- Strong retail business with 140 own dealers in Japan
- Volvo Truck Centers in Korea
- UD 19% HD market share in Japan
- Volvo 5% HD market share in Korea
- UD brand launched in January 2010
- UD city and coach bus business



* Volvo Group MD & HD forecast

Market Outlook - UD Brand launched in January

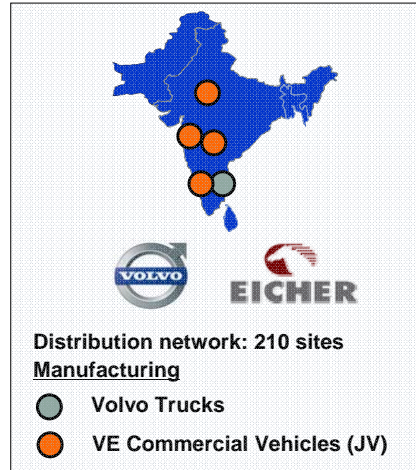
The UD Trucks logo is shown in a red-bordered rounded rectangle. Below it is a photograph of a blue UD truck driving on a road.

A photograph of a modern UD dealership building is shown in a red-bordered rounded rectangle. Below it are images of various UD products: a box of AdBlue, a box of Adblue, and a can of Power Engine Oil.

A large blue arrow points from the products to a photograph of a long, straight road stretching into the distance under a blue sky with clouds. The text "Road to Your Success" is overlaid on the image.

Market Outlook - India

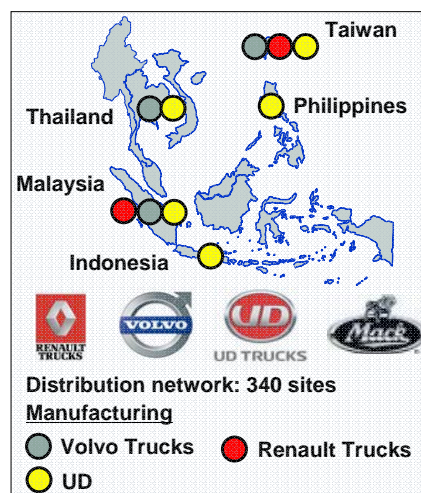
- Market forecast 2010: 220,000 units*
- 36% Eicher market share in 7-12T
- 11% Eicher market share in 5-12T buses
- 83% Volvo market share in European segment
- Eicher HD expansion
- Joint venture go-live July 1st, 2008



* Volvo Group MD & HD forecast

Market Outlook - South East Asia

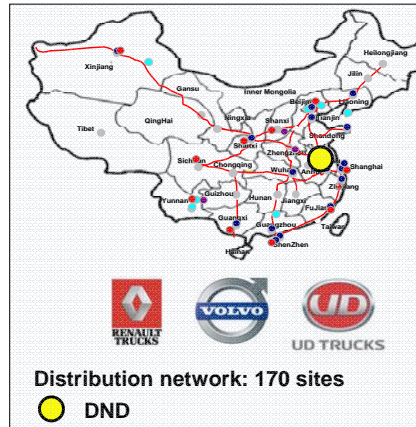
- Market forecast 2010: 80,000 units*
- Group market share in Malaysia 35%
- Group market share in Taiwan 17%
- Group market share in Thailand 10%
- Vertical integration and consolidation of distribution network



* Volvo Group MD & HD forecast

Market Outlook - China

- Market forecast 2010: 930,000 units*
- Local products dominate the market
- Strong Group position in high-end European segment
- Distribution capabilities strengthened and regional offices established
- Multi brand retail organisation established
- DND – JV with Dongfeng



* Volvo Group MD & HD forecast

Growth opportunities - New trucks in pipeline

- Volvo FH, Volvo FM and Volvo FMX development
- Renault Premium and Renault Kerax development
- Shared Group technologies
- Group MD Engine platform



Growth opportunities - UD brand and products launched in 2010

- New UD HD Quon
- New UD MD Condor



Powered by
UD GH 11



Powered by
UD GH 7

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Growth opportunities - VE Commercial Vehicles' expansion plans

- Strong HD growth ambitions
- VE-series launched
- New products and services
- Increased focus on soft products
- Injection of Group technologies
- Expansion of dealer network



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Growth opportunities - Expansion of bus business

- Volvo Group annual sales pace towards 12,000 buses whereof 50% Eicher
- Volvo Group has a rolling population of 93,000 buses
- New Eicher rear engine semi low floor bus launched Q1
- Strong growth opportunities in Japan, India, South East Asia, Middle East and Africa



Growth opportunities - Export from Asia with UD Trucks and Eicher

- UD Trucks exports to Australia, South America, US, Middle East and Africa
- Eicher export opportunities to Africa, Middle East and South East Asia



* Volvo Group MD & HD forecast

Conclusions

- Region with solid market fundamentals
- Good market position
- Focus on reaching full potential in Japan
- New products and services in pipeline
- Capture growth opportunities in India and China
- Grow export volumes outside Asia
- Continue to develop products and services in Asia for Asia



VOLVO