



2010

**Torbjörn Holmström**  
President Volvo 3P

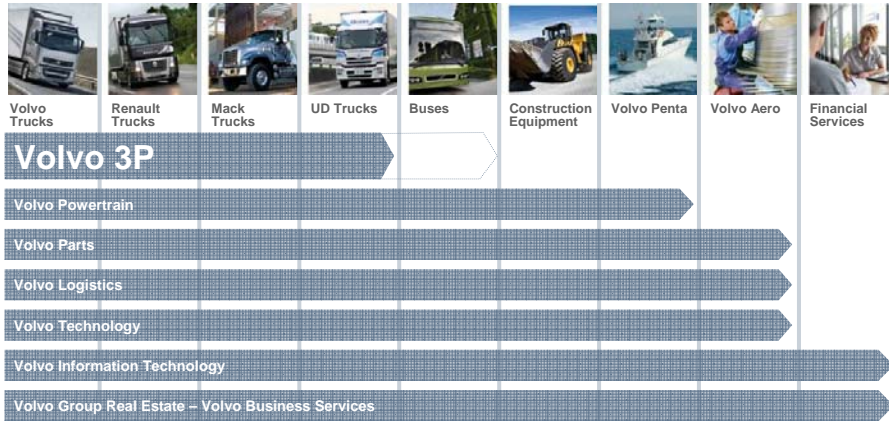
## Agenda

Volvo 3P

Volvo 3P deliverables

Volvo 3P in focus moving forward

## Volvo 3P in the Volvo Group



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## Volvo 3P Mission

**“To propose and develop profitable products to ensure a strong competitive offer for each truck company based on common vehicle architecture and shared technology”**

We do this based on modularized vehicles with standardized interfaces



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# Volvo 3P Global Presence

Employees: 3 900 (+ 900 consultants)



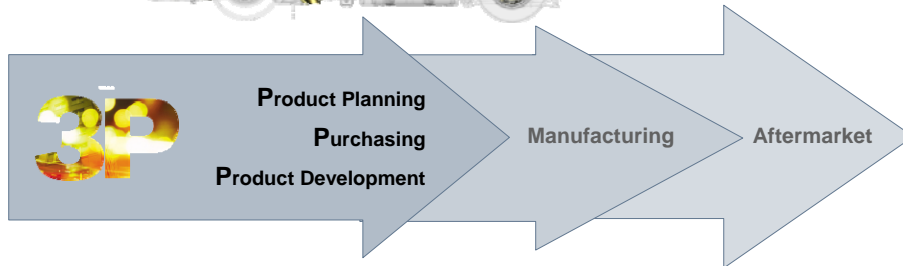
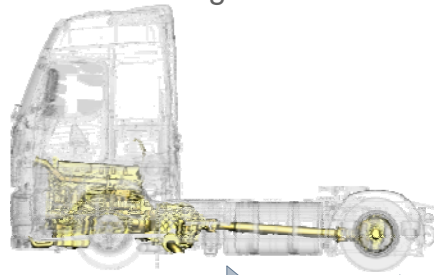
Employees (+consultants) Q4 2009

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# Volvo 3P

- A Cross functional Organization



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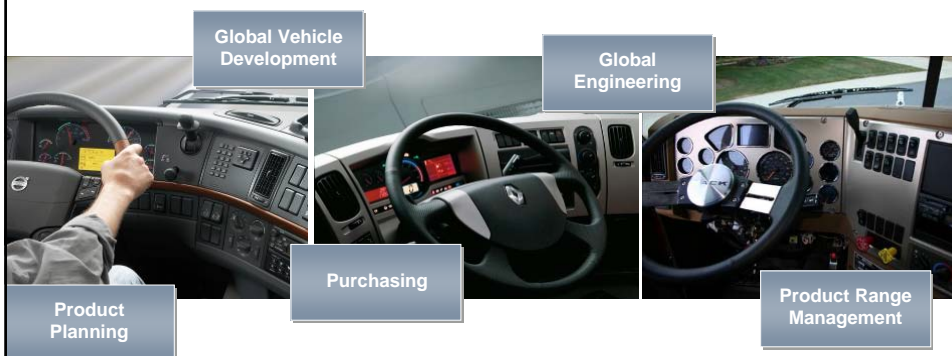
## Brand distinction strategy



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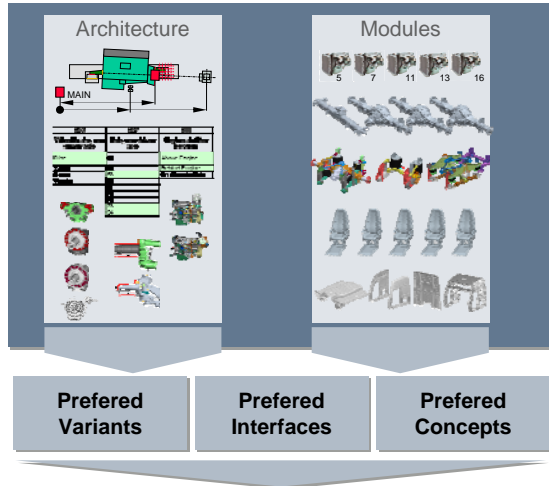
## Volvo Group Technology award 2006 - Dash board



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# Common Architecture & Shared Technology



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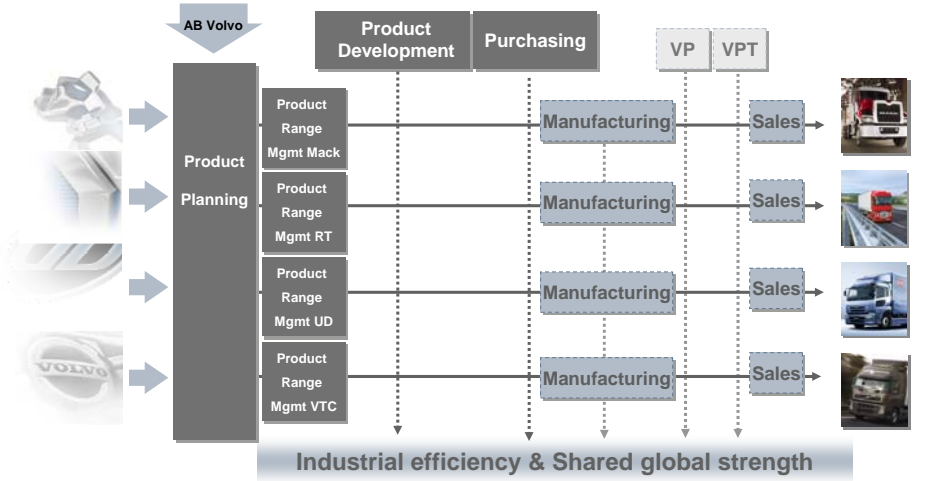


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# Volvo 3P business model

- to deliver brand uniqueness and industrial efficiency



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- Volvo 3P
- Volvo 3P deliverables**
- Volvo 3P in focus moving forward

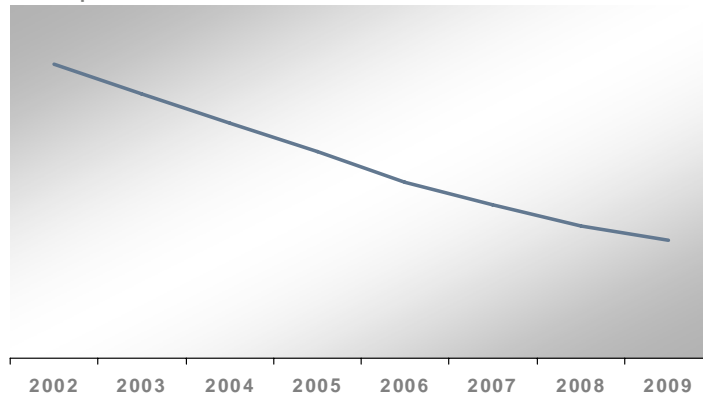
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## Leverage on quality

Fault frequency development

Claims per vehicle



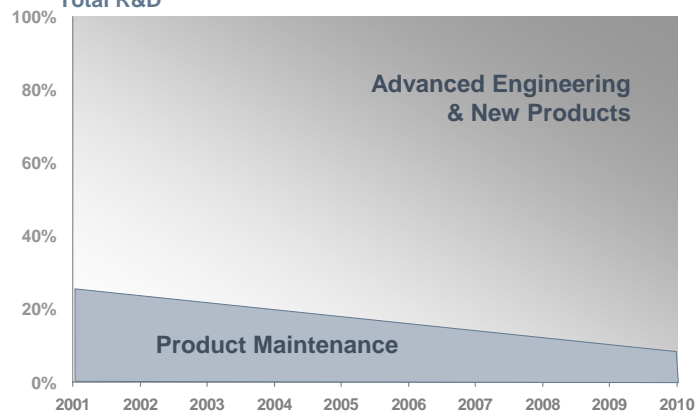
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## Leverage on quality

Enables increased focus on new products

Total R&D

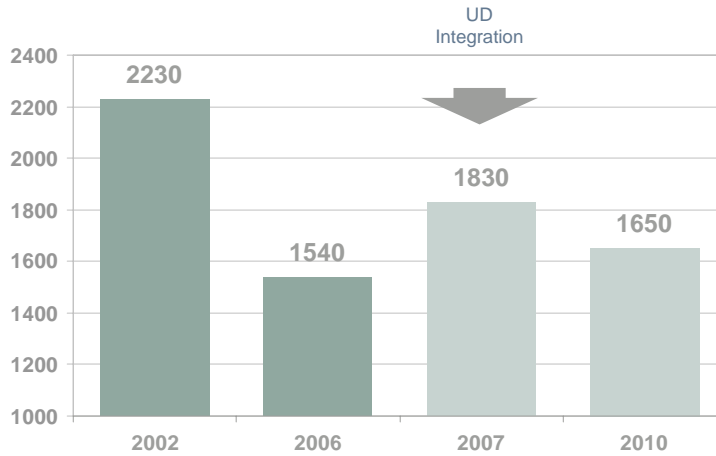


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## Leverage on purchasing

### Supplier reduction

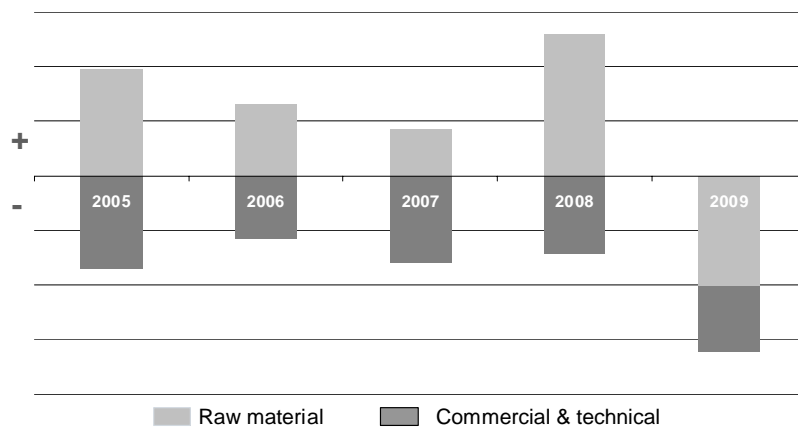


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## Leverage on purchasing

### Material cost level evolution



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## Coming from.....

2001-2004

- 3 to 1 integration
- Common architecture & shared technology (CAST) strategy
- Global product development process
- Global purchasing system
- "Best practice costing", common target costing

2005-2009

- Implement CAST
- Implement common tools & systems
- Emerging market sourcing
- UD Trucks Integration
- R&D center in India

## ...Moving forward with

### Five key strategic areas



Deliver on our project commitments



Leader in fuel efficiency



Reduce lead time in project execution



Soft product growth contribution



Volvo 3P Asian operation & products

## Summary



Structure  
Processes  
Efficiency  
Delivery