



AB Volvo

## Press release

# Truck deliveries in January 2013

**Deliveries from the Volvo Group's truck operations in January 2013 amounted to 10,791 vehicles. This was a decrease of 23% compared with the year-earlier month.**

### Volvo Group

Total deliveries by market for all brands (Volvo, Mack, Renault Trucks, UD and Eicher):

Delivered Units	January		Change
Volvo Group	2013	2012*	
Europe	4 375	6 234	-30%
Western Europe	3 623	5 148	-30%
Eastern Europe	752	1 086	-31%
North America	1 962	3 144	-38%
South America	1 611	1 183	36%
Asia	1 827	2 367	-23%
Other markets	1 016	1 031	-1%
<b>Total Volvo Group</b>	<b>10 791</b>	<b>13 959</b>	<b>-23%</b>
Light duty (< 7t)	895	1 465	-39%
Medium duty (7-16t)	1 066	1 560	-32%
Heavy duty (>16t)	8 830	10 934	-19%
<b>Total Volvo Group</b>	<b>10 791</b>	<b>13 959</b>	<b>-23%</b>
<b>Non-consolidated operations</b>			
Eicher (100%)	3 209	3 311	-3%
DND (100%)	21	64	-67%
<b>Total Volumes</b>	<b>14 021</b>	<b>17 334</b>	<b>-19%</b>

\*Restated for new accounting rules, effective Januari 1, 2013, where 50/50 joint-ventures are consolidated using the equity method instead of the proportionate method.

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## Volvo

In January 5,575 Volvo trucks were delivered, a decrease of 18% compared with the same month last year.

In Europe, deliveries decreased to 2,195 trucks as a result of low production levels in December 2012 and January 2013 and a sluggish economic environment.

January deliveries in North America decreased 50% to 788 vehicles in comparison with the same period last year. The decline in deliveries can be attributed to the adjustment of production levels, including two down-weeks in January 2013.

Deliveries in South America increased 38% to 1,437 trucks, where Brazil increased by 46% in January compared with the same month last year. The increase in industrial activity combined with favorable financing rates contributed to an uptick in the Brazilian market.

January deliveries in Asia amounted to 819 units in total, a decrease of 10% compared to the same month last year.

Deliveries by market area:

Delivered Units	January		Change
Volvo	2013	2012	
Europe	2 195	2 961	-26%
Western Europe	1 607	2 168	-26%
Eastern Europe	588	793	-26%
North America	788	1 582	-50%
South America	1 437	1 042	38%
Asia	819	914	-10%
Other markets	336	323	5%
<b>Total Volvo</b>	<b>5 575</b>	<b>6 822</b>	<b>-18%</b>
Medium duty (7-16t)	119	139	-14%
Heavy duty (>16t)	5 456	6 683	-18%
<b>Total Volvo</b>	<b>5 575</b>	<b>6 822</b>	<b>-18%</b>

## Mack

Deliveries for Mack in January totaled 1,305 vehicles, an 18% decrease compared with January 2012. The decline was the result of an industry-wide softening in North American demand, due to which Mack began adjusting production levels in Q4 2012.

# VOLVO

Deliveries by market area:

Delivered Units	January		Change
	2013	2012	
<b>Mack</b>			
North America	1 129	1 467	-23%
South America	125	66	89%
Other markets	51	60	-15%
<b>Total Mack</b>	<b>1 305</b>	<b>1 593</b>	<b>-18%</b>
Heavy duty (>16t)	1 305	1 593	-18%
<b>Total Mack</b>	<b>1 305</b>	<b>1 593</b>	<b>-18%</b>

## Renault Trucks

In January, 2,742 Renault trucks were delivered, a decrease of 29% compared with January 2012. The lower deliveries were mainly due to the slowing of demand in southern Europe at the end of last year, which imposed on us to reduce the pace of production as well as to lower deliveries of light duty trucks.

Deliveries by market area:

Delivered Units	January		Change
	2013	2012	
<b>Renault Trucks</b>			
Europe	2 180	3 273	-33%
Western Europe	2 016	2 980	-32%
Eastern Europe	164	293	-44%
North America	1	17	-94%
South America	40	57	-30%
Asia	180	257	-30%
Other markets	341	246	39%
<b>Total Renault Trucks</b>	<b>2 742</b>	<b>3 850</b>	<b>-29%</b>
Light duty (< 7t)	793	1 282	-38%
Medium duty (7-16t)	462	536	-14%
Heavy duty (>16t)	<b>1 487</b>	<b>2 032</b>	-27%
<b>Total Renault Trucks</b>	<b>2 742</b>	<b>3 850</b>	<b>-29%</b>

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## UD

Deliveries from UD Trucks in January 2013 decreased to 1,169 vehicles. The 31% decrease was primarily due to a strong demand last year from reconstruction, following the natural disaster in Japan.

Deliveries by market area:

Delivered Units	January		Change
	2013	2012*	
<b>UD</b>			
North America	44	78	-44%
South America	9	18	-50%
Asia	828	1 196	-31%
Other markets	288	402	-28%
<b>Total UD</b>	<b>1 169</b>	<b>1 694</b>	<b>-31%</b>
Light duty (< 7t)	102	183	-44%
Medium duty (7-16t)	485	885	-45%
Heavy duty (>16t)	582	626	-7%
<b>Total UD</b>	<b>1 169</b>	<b>1 694</b>	<b>-31%</b>
<b>Non-consolidated operations</b>			
DND (100%)	21	64	-67%
<b>Total volumes</b>	<b>1 190</b>	<b>1 758</b>	<b>-32%</b>

\*Restated for new accounting rules, effective Januari 1, 2013, where 50/50 joint-ventures are consolidated using the equity method instead of the proportionate method.

## Eicher\*

Deliveries of Eicher trucks in January decreased by 3% to 3,209 trucks compared to the same month last year.

Deliveries by market area:

Delivered Units	January		Change
	2013	2012	
<b>Eicher (100%)</b>			
Asia	3 209	3 311	-3%
<b>Total Eicher</b>	<b>3 209</b>	<b>3 311</b>	<b>-3%</b>
Light duty (< 7t)	411	536	-23%
Medium duty (7-16t)	2 093	2 189	-4%

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Heavy duty (>16t)	705	586	20%
<b>Total Eicher</b>	<b>3 209</b>	<b>3 311</b>	<b>-3%</b>

\*As of 2013 Eicher is reported under the equity method and consequently sales and deliveries are not consolidated in to the Volvo Group

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*Reporters who would like more information, please contact:*

*Media Relations*

*Volvo Group:*

*Kina Wileke, +46 739-02 55 44*

*Truck brands:*

*Renault Trucks, Charlotte Roudovski, +33 4 72 96 29 76*

*Mack, Kim Pupillo, +1 336 393 2640*

*Volvo, Anders Vilhelmsson, +46 31 322 38 79*

*UD, Per Sundström, +81 80 40 64 92 33*

*Investor Relations:*

*Christer Johansson, AB Volvo, +46 739 02 25 22*

*Patrik Stenberg, AB Volvo, +46 31 66 13 36*

*John Hartwell, Volvo Group North America, +1 201-252-8844*

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The Volvo Group is one of the world's leading manufacturers of trucks, buses, construction equipment and marine and industrial engines. The Group also provides complete solutions for financing and service. The Volvo Group, which employs about 115,000 people, has production facilities in 19 countries and sells its products in more than 190 markets. In 2012 the Volvo Group's sales amounted to about SEK 304 billion. The Volvo Group is a publicly-held company headquartered in Göteborg, Sweden. Volvo shares are listed on OMX Nordic Exchange Stockholm. For more information, please visit [www.volvogroup.com](http://www.volvogroup.com) or [www.volvogroup.mobi](http://www.volvogroup.mobi) if you are using your mobile phone.

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