

# VOLVO

AB Volvo

## Press release

## Truck deliveries in August 2013

Deliveries from the Volvo Group's truck operations in August 2013 amounted to 12,864 vehicles. This was a decrease of 4% compared with the year-earlier month.

### Volvo Group

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

Delivered Units	August		Change	Year-to date		Change
Volvo Group	2013	2012*		2013	2012	
Europe	3 774	4 617	-18%	45 457	53 345	-15%
Western Europe	2 921	3 133	-7%	35 576	40 351	-12%
Eastern Europe	853	1 484	-43%	9 881	12 994	-24%
North America	3 188	3 287	-3%	28 041	34 394	-18%
South America	2 598	2 326	12%	18 843	14 640	29%
Asia	2 137	2 137		17 572	20 447	-14%
Other markets	1 167	1 083	8%	10 250	11 326	-10%
<b>Total Volvo Group</b>	<b>12 864</b>	<b>13 450</b>	<b>-4%</b>	<b>120 163</b>	<b>134 152</b>	<b>-10%</b>
Light duty (< 7t)	562	833	-33%	8 015	10 264	-22%
Medium duty (7-16t)	1 108	1 217	-9%	10 361	13 396	-23%
Heavy duty (>16t)	11 194	11 400	-2%	101 787	110 492	-8%
<b>Total Volvo Group</b>	<b>12 864</b>	<b>13 450</b>	<b>-4%</b>	<b>120 163</b>	<b>134 152</b>	<b>-10%</b>
<b>Non-consolidated operations</b>						
Eicher (100%)	2 373	3 067	-23%	22 399	26 476	-15%
DND (100%)	17	31	-45%	162	321	-50%
<b>Total Volumes</b>	<b>15 254</b>	<b>16 548</b>	<b>-8%</b>	<b>142 724</b>	<b>160 949</b>	<b>-11%</b>

\*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.

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## Volvo

In August 7,590 Volvo trucks were delivered, an increase of 6% compared with the same month last year.

In Europe 2,204 vehicles were delivered during August, down by 4% compared with August 2012. An extensive product renewal is under way with five new truck models; Volvo FH, Volvo FM, Volvo FMX, Volvo FE and Volvo FL. All the new models include innovations and features that make the driver's job easier and more efficient.

August deliveries in North America decreased 2% to 1,708 vehicles in comparison with the same period last year.

August deliveries in South America increased 19% to 2,368 trucks compared with August 2012. Deliveries in Brazil increased 17% to 2,032 compared with the same period last year.

Deliveries by market area:

Delivered Units	August		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Volvo</b>	<b>2013</b>	<b>2012</b>		<b>2013</b>	<b>2012</b>	
Europe	2 204	2 306	-4%	25 084	27 188	-8%
Western Europe	1 539	1 316	17%	16 832	17 541	-4%
Eastern Europe	665	990	-33%	8 252	9 647	-14%
North America	1 708	1 745	-2%	15 565	17 646	-12%
South America	2 368	1 992	19%	16 820	12 320	37%
Asia	858	753	14%	7 616	6 925	10%
Other markets	452	353	28%	3 585	3 846	-7%
<b>Total Volvo</b>	<b>7 590</b>	<b>7 149</b>	<b>6%</b>	<b>68 670</b>	<b>67 925</b>	<b>1%</b>
Medium duty (7-16t)	88	104	-15%	1 043	1 128	-8%
Heavy duty (>16t)	7 502	7 045	6%	67 627	66 797	1%
<b>Total Volvo</b>	<b>7 590</b>	<b>7 149</b>	<b>6%</b>	<b>68 670</b>	<b>67 925</b>	<b>1%</b>

## Mack

Deliveries for Mack in August totaled 1,730 vehicles, an 8% decrease compared with August 2012.

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Deliveries by market area:

Delivered Units	August		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Mack</b>						
Europe		15	-100%	1	26	-96%
Western Europe				1		
Eastern Europe		15	-100%		26	-100%
North America	1 456	1 493	-2%	12 167	16 320	-25%
South America	164	295	-44%	1 382	1 542	-10%
Asia	2	1	100%	14	30	-53%
Other markets	108	86	26%	637	755	-16%
<b>Total Mack</b>	<b>1 730</b>	<b>1 890</b>	<b>-8%</b>	<b>14 201</b>	<b>18 673</b>	<b>-24%</b>
Heavy duty (>16t)	1 730	1 890	-8%	14 201	18 673	-24%
<b>Total Mack</b>	<b>1 730</b>	<b>1 890</b>	<b>-8%</b>	<b>14 201</b>	<b>18 673</b>	<b>-24%</b>

## Renault Trucks

In August 2,008 trucks were delivered by Renault Trucks which was a decrease by 30% compared to a year ago. In Western Europe, deliveries decreased by 24% while deliveries in Eastern Europe were down by 61%

In June, Renault Trucks launched a completely new truck program, with four different truck series; the T-series for long haulage, the C-series for construction, the K-series for heavy construction and the D-series for distribution. Production of certain models of the new ranges has started and the first deliveries are expected in September.

Deliveries by market area:

Delivered Units	August		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Renault Trucks</b>						
Europe	1 570	2 296	-32%	20 372	26 131	-22%
Western Europe	1 382	1 817	-24%	18 743	22 810	-18%
Eastern Europe	188	479	-61%	1 629	3 321	-51%
North America	12	3	300%	86	57	51%
South America	58	23	152%	541	687	-21%
Asia	94	289	-67%	1 387	2 517	-45%
Other markets	274	260	5%	3 081	3 498	-12%
<b>Total Renault Trucks</b>	<b>2 008</b>	<b>2 871</b>	<b>-30%</b>	<b>25 467</b>	<b>32 890</b>	<b>-23%</b>
Light duty (< 7t)	412	686	-40%	7 128	8 993	-21%
Medium duty (7-16t)	283	358	-21%	4 254	4 596	-7%
Heavy duty (>16t)	<b>1 313</b>	<b>1 827</b>	<b>-28%</b>	<b>14 085</b>	<b>19 301</b>	<b>-27%</b>
<b>Total Renault Trucks</b>	<b>2 008</b>	<b>2 871</b>	<b>-30%</b>	<b>25 467</b>	<b>32 890</b>	<b>-23%</b>

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## UD

In August 2013, UD Trucks delivered 1,536 trucks, which was on the same level as compared to August last year.

Deliveries by market area:

Delivered Units	August		Change	Year-to-date		Change
	2013	2012*		2013	2012	
<b>UD</b>	<b>2013</b>	<b>2012*</b>		<b>2013</b>	<b>2012</b>	
North America	12	46	-74%	223	371	-40%
South America	8	16	-50%	100	91	10%
Asia	1 183	1 094	8%	8 555	10 975	-22%
Other markets	333	384	-13%	2 947	3 227	-9%
<b>Total UD</b>	<b>1 536</b>	<b>1 540</b>	<b>0%</b>	<b>11 825</b>	<b>14 664</b>	<b>-19%</b>
Light duty (< 7t)	150	147	2%	887	1 271	-30%
Medium duty (7-16t)	737	755	-2%	5 064	7 672	-34%
Heavy duty (>16t)	649	638	2%	5 874	5 721	3%
<b>Total UD</b>	<b>1 536</b>	<b>1 540</b>	<b>0%</b>	<b>11 825</b>	<b>14 664</b>	<b>-19%</b>
<b>Non-consolidated operations</b>						
DND (100%)	17	31	-45%	162	321	-50%
<b>Total volumes</b>	<b>1 553</b>	<b>1 571</b>	<b>-1%</b>	<b>11 987</b>	<b>14 985</b>	<b>-20%</b>

\*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.

## Eicher\*

Deliveries of Eicher trucks in August decreased by 23% to 2,373 trucks compared to the same month last year.

Deliveries by market area:

Delivered Units	August		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Eicher (100%)</b>	<b>2013</b>	<b>2012</b>		<b>2013</b>	<b>2012</b>	
Asia	2 373	3 067	-23%	22 399	26 476	-15%
<b>Total Eicher</b>	<b>2 373</b>	<b>3 067</b>	<b>-23%</b>	<b>22 399</b>	<b>26 476</b>	<b>-15%</b>
Light duty (< 7t)	369	362	2%	3 055	3 219	-5%
Medium duty (7-16t)	1 390	2 077	-33%	14 430	17 725	-19%
Heavy duty (>16t)	614	628	-2%	4 914	5 532	-11%
<b>Total Eicher</b>	<b>2 373</b>	<b>3 067</b>	<b>-23%</b>	<b>22 399</b>	<b>26 476</b>	<b>-15%</b>

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\*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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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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