

### **AB Volvo**

## **Press Information**

# Truck deliveries January-November 2007

Total deliveries of trucks from the Volvo Group's four truck companies through November this year amounted to 209,426, which is an increase of 4%, compared with the year-earlier period. Deliveries from Nissan Diesel only include the period April to November 2007. Excluding Nissan Diesel, deliveries amounted to 177,492 a decrease by 12%, compared with the year-earlier period.

Demand in Europe continues to be strong, in particular in Eastern Europe. South America and Asia are progressing well, while North America continues to be weak.

To meet the high demand in foremost Europe, the industrial system is currently very stretched. This results in increased production costs. The supplier network is also operating at high capacity utilization, which leads to increased cost pressure on purchased components until new capacity investments are in place.

Total deliveries by market for the Volvo Group's truck companies (Mack, Nissan Diesel, Renault Trucks and Volvo Trucks):

Delivered Units	Year-to-Date		Change
Volvo Group	2007	2006	
Europe	115 772	104 598	11%
Western Europe	91 156	89 228	2%
Eastern Europe	24 616	15 370	60%
North America	28 561	65 238	-56%
South America	13 565	10 700	27%
Asia	34 702	11 160	211%
Middle East	9 612	7 336	31%
Other Asia	25 090	3 824	556%
Other markets	16 826	9 354	80%
Total Volvo Group	209 426	201 050	4%

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#### Mack

Deliveries through November totaled 16,900, down 50% compared with the year-earlier period. The deliveries numbers reflect continuing soft demand for heavy-duty trucks in North America. The effects of the pre-buy (dramatic downturn in the market) occurred as expected in the first half of 2007. The market is coming back slower than anticipated in the second half of 2007 due to economic realities including weakness in the freight environment and the drop-off in housing construction. The fact that other markets around the world in which Mack does business have remained relatively strong has been helpful in weathering the current weakness in North America.

### Deliveries by market area:

Delivered Units	Year-to-Date		Change
Mack	2007	2006	
North America	12 564	30 346	-59%
South America	2 709	2 474	9%
Asia	209	75	179%
Middle East	188	73	158%
Other Asia	21	2	950%
Other markets	1 418	1 240	14%
Total Mack	16 900	34 135	-50%

#### **Renault Trucks**

Deliveries through November totaled 71,821 trucks, up 1% compared with the year-earlier period. The Renault Premium ranges increased by 17%, a sign of the interest shown by customers for these ranges. The Renault Magnum increased deliveries with 12% and after eight months on the market, deliveries of The Renault Maxity amounted to 6 100 units.

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### Deliveries by market area:

Delivered Units	Year-to-Date		Change
Renault Trucks	2007	2006	
Europe	62 420	60 268	4%
Western Europe	54 154	53 794	1%
Eastern Europe	8 266	6 474	28%
North America	449	842	-47%
South America	1 014	1 112	-9%
Asia	3 537	4 423	-20%
Middle East	3 209	4 012	-20%
Other Asia	328	411	-20%
Other markets	4 401	4 812	-9%
Total Renault Trucks	71 821	71 457	1%

### **Volvo Trucks**

Volvo Trucks' deliveries during the period January-November amounted to 88,771 vehicles, down 7% compared with the year-earlier period. The deliveries increased in all regions except North America. The strong development in Eastern Europe continued with a growth of 84 % to 16 330. The demand in Western Europe remained on a high level with 4 % increased deliveries. The North American market in 2007 was coloured by the strong pre-buy in 2006 and the changeover to the new US 07 emission standards. The deliveries dropped by 59 % compared to the same period last year. The South American markets increased by 28 %, reflecting a strong development in several countries. The Asian markets grew by 18 %, mainly driven by the Middle East which increased by 30%.

### Deliveries by market area:

Delivered Units	Year-to-Date		Change
Volvo Trucks	2007	2006	
Europe	53 332	44 330	20%
Western Europe	37 002	35 434	4%
Eastern Europe	16 330	8 896	84%
North America	14 023	34 050	-59%
South America	9 107	7 114	28%
Asia	7 845	6 662	18%
Middle East	4 214	3 251	30%
Other Asia	3 631	3 411	6%
Other markets	4 464	3 302	35%
Total Volvo Trucks	88 771	95 458	-7%

## **VOLVO**

### **Nissan Diesel**

Nissan Diesels deliveries during the period April-November amounted to 31,934 vehicles.

Delivered Units	April 1-to-Date		Change
Nissan Diesel	2007	2006	
Europe	20	1	n.a
Western Europe	0	-	n.a
Eastern Europe	20	1	n.a
North America	1 525	-	n.a
South America	735	-	n.a
Asia	23 111	-	n.a
Middle East	2 001	-	n.a
Other Asia	21 110	-	n.a
Other markets	6 543	-	n.a
Total Nissan Diesel	31 934	-	n.a

Historical truck deliveries for Nissan Diesel are available on: www.volvo.com -> investors -> truck deliveries.

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