



AB Volvo

## Press release

# Truck deliveries in April 2012

**Total deliveries from the Volvo Group's truck operations in April amounted to 18 497 vehicles. This was a decrease of 4% compared with the year-earlier period.**

### Volvo Group

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

Delivered Units	April		Change	Year-to-date		Change
Volvo Group	2012	2011		2012	2011	
Europe	6 776	8 723	-22%	26 772	31 783	-16%
Western Europe	5 099	7 018	-27%	21 030	26 049	-19%
Eastern Europe	1 677	1 705	-2%	5 742	5 734	0%
North America	4 712	3 388	39%	17 560	12 209	44%
South America	1 630	2 317	-30%	6 767	8 429	-20%
Asia	4 066	3 727	9%	17 947	17 456	3%
Other markets	1 313	1 211	8%	5 563	4 557	22%
<b>Total Volvo Group</b>	<b>18 497</b>	<b>19 366</b>	<b>-4%</b>	<b>74 609</b>	<b>74 434</b>	<b>0%</b>
Light duty (< 7t)	1 431	2 000	-28%	6 388	8 399	-24%
Medium duty (7-16t)	2 659	2 600	2%	11 945	10 642	12%
Heavy duty (>16t)	14 408	14 766	-2%	56 276	55 394	2%
<b>Total Volvo Group</b>	<b>18 497</b>	<b>19 366</b>	<b>-4%</b>	<b>74 609</b>	<b>74 434</b>	<b>0%</b>

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## Volvo

Deliveries of Volvo branded trucks in April decreased by 11 % to 8,448 vehicles compared to the same period last year. The deliveries in Western Europe declined by 23% while deliveries to Eastern Europe were stable. Production in Europe will be moderately increased during the third quarter to adapt to current demand and keep delivery times in line with customer expectations.

Deliveries in North America increased 26 percent to 2,431 in comparison with the same period last year. Overall industry demand continues at a good level due in large part to the age of the region's trucking fleet. The fuel efficiency and performance of vehicles equipped with Volvo's proprietary engines and popular I-Shift transmission continue to win over customers.

April deliveries in Latin America decreased 38 percent to 1,209 trucks compared with 1,938 trucks in April 2011. The transition from Euro III to Euro V and high competitor inventories of Euro III units continued to negatively impact demand. Customers have also been awaiting the Brazilian government's recently announced financial stimulus package.

Deliveries by market area:

Delivered Units	April		Change	Year-to-date		Change
Volvo	2012	2011		2012	2011	
Europe	3 509	4 175	-16%	13 499	15 259	-12%
Western Europe	2 197	2 869	-23%	9 154	11 092	-17%
Eastern Europe	1 312	1 306	0%	4 345	4 167	4%
North America	2 431	1 935	26%	8 929	6 660	34%
South America	1 209	1 938	-38%	5 674	7 377	-23%
Asia	829	1 079	-23%	3 472	4 241	-18%
Other markets	470	336	40%	1 888	1 228	54%
<b>Total Volvo</b>	<b>8 448</b>	<b>9 463</b>	<b>-11%</b>	<b>33 462</b>	<b>34 765</b>	<b>-4%</b>
Medium duty (7-16t)	148	151	-2%	566	598	-5%
Heavy duty (>16t)	8 300	9 312	-11%	32 896	34 167	-4%
<b>Total Volvo</b>	<b>8 448</b>	<b>9 463</b>	<b>-11%</b>	<b>33 462</b>	<b>34 765</b>	<b>-4%</b>

## Mack

April deliveries for Mack branded trucks totaled 2,582 vehicles, a 61% increase compared to April 2011. The vocational truck market remains weak, and plummeting natural gas prices have begun to reduce some of the energy-related activity that had

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benefitted Mack in recent months. However, the highway market and particularly the regional haul segment continued to grow, and Mack continued to increase its volume in this segment thanks in large part to the performance of the *mDRIVE* automated manual transmission.

Deliveries by market area:

Delivered Units	April		Change	Year-to-date		Change
	2012	2011		2012	2011	
<b>Mack</b>						
North America	2 238	1 282	75%	8 380	5 101	64%
South America	270	254	6%	708	730	-3%
Asia	2		NA	4		#DIV/0!
Other markets	72	72		412	276	49%
<b>Total Mack</b>	<b>2 582</b>	<b>1 608</b>	<b>61%</b>	<b>9 504</b>	<b>6 107</b>	<b>56%</b>
Heavy duty (>16t)	2 582	1 608	61%	9 504	6 107	56%
<b>Total Mack</b>	<b>2 582</b>	<b>1 608</b>	<b>61%</b>	<b>9 504</b>	<b>6 107</b>	<b>56%</b>

## Renault

In April, 4,092 Renault branded trucks were delivered, a decline by 27% compared to the corresponding period last year. In Western Europe, deliveries were down by 30% while Eastern Europe held up better, posting a decline of 9%. As previously announced production in Europe will be moderately increased during the second quarter to adapt to current demand and keep delivery times in line with customer expectations.

Deliveries by market area:

Delivered Units	April		Change	Year-to-date		Change
	2012	2011		2012	2011	
<b>Renault</b>						
Europe	3 267	4 548	-28%	13 273	16 524	-20%
Western Europe	2 902	4 149	-30%	11 876	14 957	-21%
Eastern Europe	365	399	-9%	1 397	1 567	-11%
North America	5	15	-67%	37	30	23%
South America	128	105	22%	335	261	28%
Asia	326	561	-42%	1 143	1 683	-32%
Other markets	366	374	-2%	1 598	1 478	8%
<b>Total Renault</b>	<b>4 092</b>	<b>5 603</b>	<b>-27%</b>	<b>16 386</b>	<b>19 976</b>	<b>-18%</b>
Light duty (< 7t)	1 127	1 689	-33%	4 864	6 117	-20%
Medium duty (7-16t)	537	832	-35%	2 345	2 654	-12%
Heavy duty (>16t)	<b>2 428</b>	<b>3 082</b>	<b>-21%</b>	<b>9 177</b>	<b>11 205</b>	<b>-18%</b>
<b>Total Renault</b>	<b>4 092</b>	<b>5 603</b>	<b>-27%</b>	<b>16 386</b>	<b>19 976</b>	<b>-18%</b>



## UD

Deliveries of UD branded trucks in April totaled 1,753 units an increase by 48%

In Asia, deliveries totalled 1,287 units, an increase by 123%.

In Japan, the number of deliveries including light-duty totalled 688 units, an increase by 132% compared with the year-earlier period.

Deliveries in April 2011 were negatively affected by the disruption of parts supply caused by the earthquake disaster in Japan last year.

In South East Asia, deliveries totalled 435 units, an increase by 103%.

In Indonesia, deliveries totalled 333 units, an increase by 143%.

Deliveries by market area:

Delivered Units	April		Change	Year-to-date		Change
	2012	2011		2012	2011	
<b>UD</b>	<b>2012</b>	<b>2011</b>		<b>2012</b>	<b>2011</b>	
North America	38	156	-76%	214	418	-49%
South America	23	20	15%	50	61	-18%
Asia	1 287	577	123%	5 729	4 454	29%
Other markets	405	429	-6%	1 665	1 575	6%
<b>Total UD</b>	<b>1 753</b>	<b>1 182</b>	<b>48%</b>	<b>7 658</b>	<b>6 508</b>	<b>18%</b>
Light duty (< 7t)	130	89	46%	593	1 309	-55%
Medium duty (7-16t)	921	634	45%	3 951	2 669	48%
Heavy duty (>16t)	702	459	53%	3 114	2 530	23%
<b>Total UD</b>	<b>1 753</b>	<b>1 182</b>	<b>48%</b>	<b>7 658</b>	<b>6 508</b>	<b>18%</b>

## Eicher

Deliveries of Eicher branded trucks in April increased by 7% to 1,623 trucks compared to the same period last year.

Deliveries by market area:

Delivered Units	April		Change	Year-to-date		Change
	2012	2011		2012	2011	
<b>Eicher</b>	<b>2012</b>	<b>2011</b>		<b>2012</b>	<b>2011</b>	
Asia	1 623	1 510	7%	7 600	7 079	7%
<b>Total Eicher</b>	<b>1 623</b>	<b>1 510</b>	<b>7%</b>	<b>7 600</b>	<b>7 079</b>	<b>7%</b>

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Light duty (< 7t)	174	222	-22%	931	973	-4%
Medium duty (7-16t)	1 053	983	7%	5 083	4 721	8%
Heavy duty (>16t)	396	305	30%	1 586	1 385	14%
<b>Total Eicher</b>	<b>1 623</b>	<b>1 510</b>	<b>7%</b>	<b>7 600</b>	<b>7 079</b>	<b>7%</b>

Volvo Group represents 50% of the total production volume for Eicher.

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