

# VOLVO

AB Volvo

## Press release

## Truck deliveries in April 2013

Deliveries from the Volvo Group's truck operations in April 2013 amounted to 16,572 vehicles. This was a decrease of 2% compared with the year-earlier month.

### Volvo Group

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

Delivered Units	April		Change	Year-to date		Change
	2013	2012*		2013	2012*	
<b>Volvo Group</b>	<b>2013</b>	<b>2012*</b>		<b>2013</b>	<b>2012*</b>	
Europe	6 334	6 777	-7%	21 550	26 773	-20%
Western Europe	4 944	5 099	-3%	16 936	21 030	-19%
Eastern Europe	1 390	1 678	-17%	4 614	5 743	-20%
North America	4 237	4 712	-10%	11 944	17 560	-32%
South America	2 511	1 631	54%	8 552	6 767	26%
Asia	2 121	2 414	-12%	8 131	10 265	-21%
Other markets	1 369	1 312	4%	4 811	5 563	-14%
<b>Total Volvo Group</b>	<b>16 572</b>	<b>16 846</b>	<b>-2%</b>	<b>54 988</b>	<b>66 928</b>	<b>-18%</b>
Light duty (< 7t)	1 155	1 257	-8%	4 016	5 457	-26%
Medium duty (7-16t)	1 245	1 606	-22%	4 900	6 862	-29%
Heavy duty (>16t)	14 172	13 983	1%	46 072	54 609	-16%
<b>Total Volvo Group</b>	<b>16 572</b>	<b>16 846</b>	<b>-2%</b>	<b>54 988</b>	<b>66 928</b>	<b>-18%</b>
<b>Non-consolidated operations</b>						
Eicher (100%)	2 741	3 245	-16%	12 836	15 199	-16%
DND (100%)	23	60	-62%	77	165	-53%
<b>Total Volumes</b>	<b>19 336</b>	<b>20 151</b>	<b>-4%</b>	<b>67 901</b>	<b>82 292</b>	<b>-17%</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 April 9,562 Volvo trucks were delivered, an increase of 13% compared with the same month last year.

In Europe 3,394 vehicles were delivered during April, down 3% compared with April 2012.

April deliveries in North America decreased 3% to 2,350 vehicles in comparison with the same period in 2012. However, deliveries were up 34% compared to the previous month.

Deliveries for South America increased 88% in April to 2,279 commercial vehicles. April deliveries in Brazil for Volvo Trucks increased 123% to 1,882 trucks compared with April 2012.

Deliveries by market area:

Delivered Units	April		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	3 394	3 510	-3%	11 381	13 500	-16%
Western Europe	2 169	2 197	-1%	7 509	9 154	-18%
Eastern Europe	1 225	1 313	-7%	3 872	4 346	-11%
North America	2 350	2 431	-3%	6 323	8 929	-29%
South America	2 279	1 210	88%	7 576	5 674	34%
Asia	1 051	829	27%	3 701	3 472	7%
Other markets	488	469	4%	1 642	1 888	-13%
<b>Total Volvo</b>	<b>9 562</b>	<b>8 449</b>	<b>13%</b>	<b>30 623</b>	<b>33 463</b>	<b>-8%</b>
Medium duty (7-16t)	142	148	-4%	461	566	-19%
Heavy duty (>16t)	9 420	8 301	13%	30 162	32 897	-8%
<b>Total Volvo</b>	<b>9 562</b>	<b>8 449</b>	<b>13%</b>	<b>30 623</b>	<b>33 463</b>	<b>-8%</b>

## Mack

Deliveries for Mack in April totaled 2,096 vehicles, a 19% decrease compared with April 2012. However, Mack deliveries were up 23% compared to the previous month.

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Deliveries by market area:

Delivered Units	April		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Mack</b>						
Europe				1		
Western Europe				1		
Eastern Europe						
North America	1 848	2 238	-17%	5 406	8 380	-35%
South America	152	270	-44%	707	708	0%
Asia	6	2	200%	6	4	50%
Other markets	90	72	25%	295	412	-28%
<b>Total Mack</b>	<b>2 096</b>	<b>2 582</b>	<b>-19%</b>	<b>6 415</b>	<b>9 504</b>	<b>-33%</b>
Heavy duty (>16t)	2 096	2 582	-19%	6 415	9 504	-33%
<b>Total Mack</b>	<b>2 096</b>	<b>2 582</b>	<b>-19%</b>	<b>6 415</b>	<b>9 504</b>	<b>-33%</b>

## Renault Trucks

In April, 3,568 Renault trucks were delivered, a decrease of 13% compared with April 2012.

In Europe, deliveries declined by 10% to 2,940 vehicles in April. In Western Europe, deliveries were down by 4%.

The short-time work-weeks were stopped in April which contributed to the increased deliveries by 9% compared to March.

Deliveries by market area:

Delivered Units	April		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Renault Trucks</b>						
Europe	2 940	3 267	-10%	10 168	13 273	-23%
Western Europe	2 775	2 902	-4%	9 426	11 876	-21%
Eastern Europe	165	365	-55%	742	1 397	-47%
North America	9	5	80%	31	37	-16%
South America	66	128	-48%	232	335	-31%
Asia	181	326	-44%	633	1 143	-45%
Other markets	372	366	2%	1 391	1 598	-13%
<b>Total Renault Trucks</b>	<b>3 568</b>	<b>4 092</b>	<b>-13%</b>	<b>12 455</b>	<b>16 386</b>	<b>-24%</b>
Light duty (< 7t)	1 047	1 127	-7%	3 588	4 864	-26%
Medium duty (7-16t)	569	537	6%	2 184	2 345	-7%
Heavy duty (>16t)	1 952	2 428	-20%	6 683	9 177	-27%
<b>Total Renault Trucks</b>	<b>3 568</b>	<b>4 092</b>	<b>-13%</b>	<b>12 455</b>	<b>16 386</b>	<b>-24%</b>

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## UD

Deliveries from UD Trucks in April 2013 decreased by 22% to 1,346 vehicles compared to April 2012. In Japan, deliveries decreased by 14% in April due to strong demand last year supported by the government's incentive.

Deliveries by market area:

Delivered Units	April		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	30	38	-21%	184	214	-14%
South America	14	23	-39%	37	50	-26%
Asia	883	1 257	-30%	3 791	5 646	-33%
Other markets	419	405	3%	1 483	1 665	-11%
<b>Total UD</b>	<b>1 346</b>	<b>1 723</b>	<b>-22%</b>	<b>5 495</b>	<b>7 575</b>	<b>-27%</b>
Light duty (< 7t)	108	130	-17%	428	593	-28%
Medium duty (7-16t)	534	921	-42%	2 255	3 951	-43%
Heavy duty (>16t)	704	672	5%	2 812	3 031	-7%
<b>Total UD</b>	<b>1 346</b>	<b>1 723</b>	<b>-22%</b>	<b>5 495</b>	<b>7 575</b>	<b>-27%</b>
<b>Non-consolidated operations</b>						
DND (100%)	23	60	-62%	77	165	-53%
<b>Total volumes</b>	<b>1 369</b>	<b>1 783</b>	<b>-23%</b>	<b>5 572</b>	<b>7 740</b>	<b>-28%</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 April decreased by 16% to 2,741 trucks compared to the same month last year.

Deliveries by market area:

Delivered Units	April		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	2 741	3 245	-16%	12 836	15 199	-16%
<b>Total Eicher</b>	<b>2 741</b>	<b>3 245</b>	<b>-16%</b>	<b>12 836</b>	<b>15 199</b>	<b>-16%</b>
Light duty (< 7t)	404	347	16%	1 606	1 862	-14%
Medium duty (7-16t)	1 764	2 106	-16%	8 375	10 166	-18%
Heavy duty (>16t)	573	792	-28%	2 855	3 171	-10%
<b>Total Eicher</b>	<b>2 741</b>	<b>3 245</b>	<b>-16%</b>	<b>12 836</b>	<b>15 199</b>	<b>-16%</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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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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