



AB Volvo

## Press release

# Truck deliveries in October 2013

**Deliveries from the Volvo Group's truck operations in October 2013 amounted to 20,897 vehicles. This was an increase of 13% compared with the year-earlier month.**

### Volvo Group

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

Delivered Units	October		Change	Year-to date		Change
	2013	2012*		2013	2012	
<b>Volvo Group</b>						
Europe	9 655	8 634	12%	62 821	69 329	-9%
Western Europe	7 494	6 535	15%	49 036	52 517	-7%
Eastern Europe	2 161	2 099	3%	13 785	16 812	-18%
North America	4 857	3 303	47%	36 839	40 632	-9%
South America	2 167	2 298	-6%	23 814	19 248	24%
Asia	2 847	2 758	3%	23 054	25 788	-11%
Other markets	1 371	1 533	-11%	13 030	14 255	-9%
<b>Total Volvo Group</b>	<b>20 897</b>	<b>18 526</b>	<b>13%</b>	<b>159 558</b>	<b>169 252</b>	<b>-6%</b>
Light duty (< 7t)	1 448	1 392	4%	10 717	13 277	-19%
Medium duty (7-16t)	1 567	1 755	-11%	13 497	16 728	-19%
Heavy duty (>16t)	17 882	15 379	16%	135 344	139 247	-3%
<b>Total Volvo Group</b>	<b>20 897</b>	<b>18 526</b>	<b>13%</b>	<b>159 558</b>	<b>169 252</b>	<b>-6%</b>
<b>Non-consolidated operations</b>						
Eicher (100%)	<b>2 614</b>	<b>3 416</b>	-23%	<b>27 250</b>	<b>32 400</b>	-16%
DND (100%)	<b>4</b>	<b>39</b>	-90%	<b>185</b>	<b>384</b>	-52%
<b>Total Volumes</b>	<b>23 515</b>	<b>21 981</b>	<b>7%</b>	<b>186 993</b>	<b>202 036</b>	<b>-7%</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.

# VOLVO

## Volvo

In October 12,124 Volvo trucks were delivered, an increase of 21% compared with the same month last year.

In Europe 5,552 vehicles were delivered during October, up by 28% compared with October 2012. An extensive product renewal is under way with five new truck models; Volvo FH, Volvo FM, Volvo FMX, Volvo FE and Volvo FL.

First quarter production rates in Europe will be adjusted to reflect lower demand, which is a consequence of customers having pre-bought trucks ahead of a more stringent emission regulation coming into force 1 January 2014.

October deliveries in North America increased 34% to 2,880 vehicles in comparison with the same period last year.

October deliveries in South America increased 7% to 1,921 trucks compared with October 2012.

Deliveries by market area:

Delivered Units	October		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Volvo</b>	<b>12 124</b>	<b>10 051</b>	<b>21%</b>	<b>91 690</b>	<b>86 644</b>	<b>6%</b>
Europe	5 552	4 350	28%	35 181	35 268	0%
Western Europe	3 764	2 799	34%	23 717	22 705	4%
Eastern Europe	1 788	1 551	15%	11 464	12 563	-9%
North America	2 880	2 144	34%	20 966	21 641	-3%
South America	1 921	1 793	7%	21 277	15 859	34%
Asia	1 335	1 211	10%	9 792	8 984	9%
Other markets	436	553	-21%	4 474	4 892	-9%
<b>Total Volvo</b>	<b>12 124</b>	<b>10 051</b>	<b>21%</b>	<b>91 690</b>	<b>86 644</b>	<b>6%</b>
Medium duty (7-16t)	220	192	15%	1 385	1 439	-4%
Heavy duty (>16t)	11 904	9 859	21%	90 305	85 205	6%
<b>Total Volvo</b>	<b>12 124</b>	<b>10 051</b>	<b>21%</b>	<b>91 690</b>	<b>86 644</b>	<b>6%</b>

## Mack

Deliveries for Mack in October totaled 2,178 vehicles, a 45% increase compared with October 2012.

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Deliveries by market area:

Delivered Units	October		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Mack</b>						
Europe		18	-100%	1	44	-98%
Western Europe				1		
Eastern Europe		18	-100%		44	-100%
North America	1 931	1 056	83%	15 479	18 454	-16%
South America	163	342	-52%	1 686	2 282	-26%
Asia				14	30	-53%
Other markets	84	90	-7%	793	948	-16%
<b>Total Mack</b>	<b>2 178</b>	<b>1 506</b>	<b>45%</b>	<b>17 973</b>	<b>21 758</b>	<b>-17%</b>
Heavy duty (>16t)	2 178	1 506	45%	17 973	21 758	-17%
<b>Total Mack</b>	<b>2 178</b>	<b>1 506</b>	<b>45%</b>	<b>17 973</b>	<b>21 758</b>	<b>-17%</b>

## Renault Trucks

In October 4,797 trucks were delivered by Renault Trucks which was a decrease by 12% compared to a year ago. In Eastern Europe, deliveries were down by 30%

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.

Renault Trucks' new ranges have had a positive reception from both customers and dealers. However, production of the new trucks has just started and demonstration trucks are currently being delivered to customers, who will test their performance over a period of time before placing further orders.

Consequently, overall order intake for Renault is currently low as no more orders are taken for Europe on the old generation and order intake is yet to pick-up on the new generation of trucks. Production rates for the first quarter will be adjusted to reflect lower demand.

Deliveries by market area:

Delivered Units	October		Change	Year-to-date		Change
	2013	2012		2013	2012	
<b>Renault Trucks</b>						
Europe	4 103	4 266	-4%	27 639	34 017	-19%
Western Europe	3 730	3 736	0%	25 318	29 812	-15%
Eastern Europe	373	530	-30%	2 321	4 205	-45%
North America	34	43	-21%	158	108	46%
South America	80	122	-34%	713	974	-27%
Asia	154	343	-55%	1 705	3 194	-47%
Other markets	426	664	-36%	4 021	4 604	-13%

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<b>Total Renault Trucks</b>	<b>4 797</b>	<b>5 438</b>	-12%	34 236	42 897	-20%
Light duty (< 7t)	1 297	1 201	8%	9 497	11 599	-18%
Medium duty (7-16t)	611	830	-26%	5 462	6 061	-10%
Heavy duty (>16t)	<b>2 889</b>	<b>3 407</b>	-15%	19 277	25 237	-24%
<b>Total Renault Trucks</b>	<b>4 797</b>	<b>5 438</b>	-12%	<b>34 236</b>	<b>42 897</b>	<b>-20%</b>

## UD

In October 2013, UD Trucks delivered 1,798 trucks, which was an increase of 17% compared to October last year.

Deliveries by market area:

Delivered Units	October		Change	Year-to-date		Change
	2013	2012*		2013	2012	
<b>UD</b>						
North America	12	60	-80%	236	429	-45%
South America	3	41	-93%	138	133	4%
Asia	1 358	1 204	13%	11 543	13 580	-15%
Other markets	425	226	88%	3 742	3 811	-2%
<b>Total UD</b>	<b>1 798</b>	<b>1 531</b>	<b>17%</b>	<b>15 659</b>	<b>17 953</b>	<b>-13%</b>
Light duty (< 7t)	151	191	-21%	1 220	1 678	-27%
Medium duty (7-16t)	736	733	0%	6 650	9 228	-28%
Heavy duty (>16t)	911	607	50%	<b>7 789</b>	<b>7 047</b>	11%
<b>Total UD</b>	<b>1 798</b>	<b>1 531</b>	<b>17%</b>	<b>15 659</b>	<b>17 953</b>	<b>-13%</b>

## Non-consolidated operations

DND (100%)	<b>4</b>	<b>39</b>	-90%	<b>185</b>	<b>384</b>	-52%
<b>Total volumes</b>	<b>1 802</b>	<b>1 570</b>	15%	<b>15 844</b>	<b>18 337</b>	-14%

\*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 October decreased by 23% to 2,614 trucks compared to the same month last year.

Deliveries by market area:

Delivered Units	October		Change	Year-to-date		Change
Eicher (100%)						
Asia	2 614	3 416	-23%	27 250	32 400	-16%
<b>Total Eicher</b>	<b>2 614</b>	<b>3 416</b>	<b>-23%</b>	<b>27 250</b>	<b>32 400</b>	<b>-16%</b>

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Light duty (< 7t)	437	406	8%	3 798	3 910	-3%
Medium duty (7-16t)	1 718	2 271	-24%	17 451	21 765	-20%
Heavy duty (>16t)	459	739	-38%	6 001	6 725	-11%
<b>Total Eicher</b>	<b>2 614</b>	<b>3 416</b>	<b>-23%</b>	<b>27 250</b>	<b>32 400</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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