



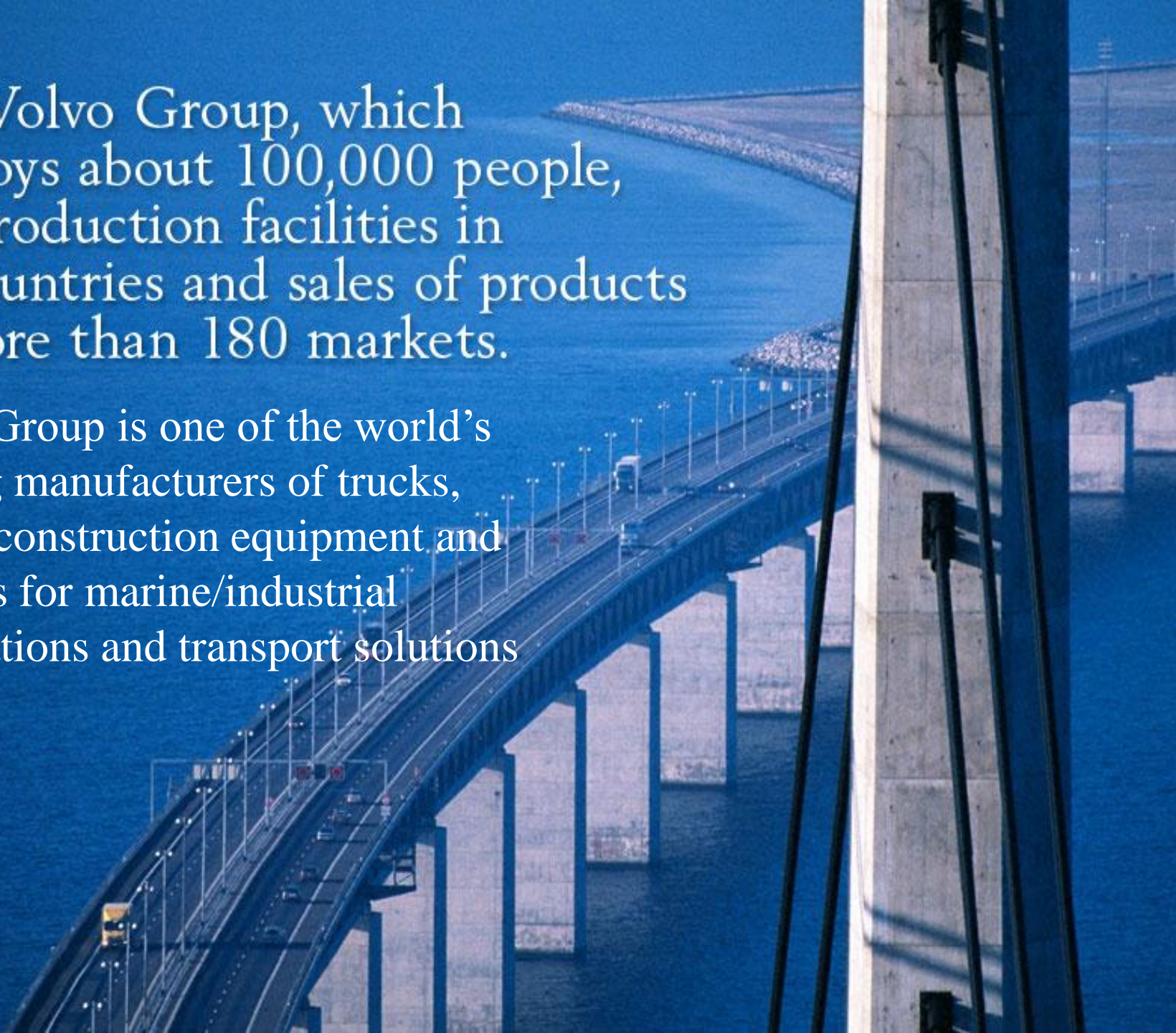
# **Volvo Finland Ab**

**MAGNUS BJÖRKLUND**

Managing Director Volvo Finland Ab

The Volvo Group, which employs about 100,000 people, has production facilities in 19 countries and sales of products in more than 180 markets.

Volvo Group is one of the world's leading manufacturers of trucks, buses, construction equipment and engines for marine/industrial applications and transport solutions





# Our history



**1999** Volvo Cars is sold to the Ford Motor Company.

**2001** Volvo Group acquires Renault Trucks and Mack Trucks.



**2007** The Volvo Group acquires Nissan Diesel (currently known as UD Trucks).

**2007** The Volvo Group acquires Lingong, Chinese manufacturer of construction equipment.

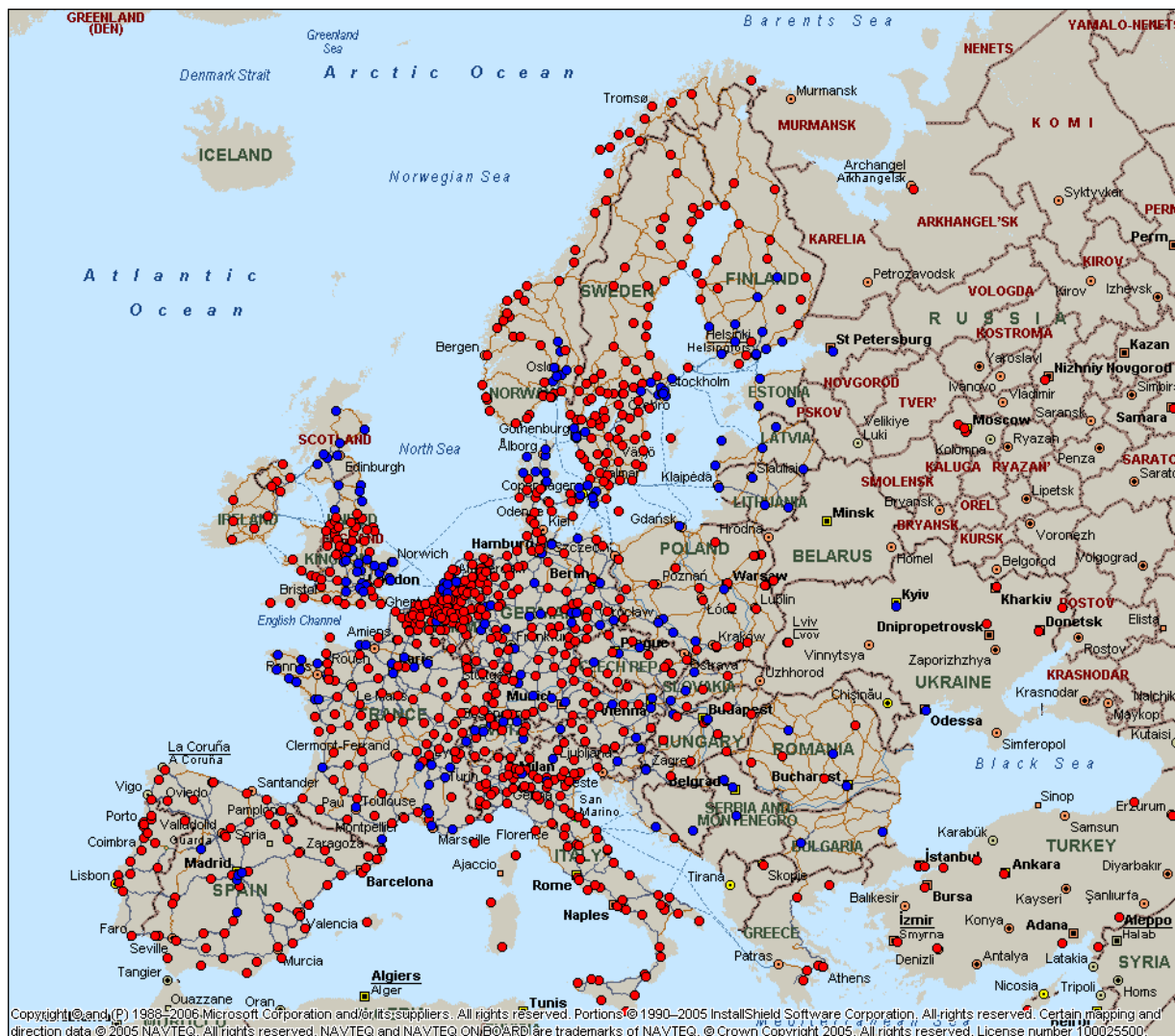


**2008** Establishment of joint venture company with Eicher Motors.

**2012** The Volvo Group's new organization comes into force. The vision is to become a world leader in sustainable transport solutions.

# VOLVO

# Volvo Trucks European service network



- Retail network  
~22 000 persons
- 1.293 Workshops

# Transport Services and Solutions

## DRIVER TRAINING



## FUEL MANAGEMENT



## Parts & Service



## Service Contracts





# **PRODUCT LAUNCHES**



# THE NEW VOLVO TRUCKS RANGE







# THE NEW RENAULT TRUCKS RANGE





## Industrial Update

# Phase in of new truck models

- Quality
- Delivery precision
- Flexibility impact
- Factory utilization
- Product project impact







**Utilizing our full potential**

**TSM EMEA Transformation**

# Developing each brand to its full potential



# Creating a state of the art distribution network

- Increased density through dual branded workshops
- Increased running population and turnover per dealer
- Improved retail profitability
- Improved customer service
- Increased sales & market share

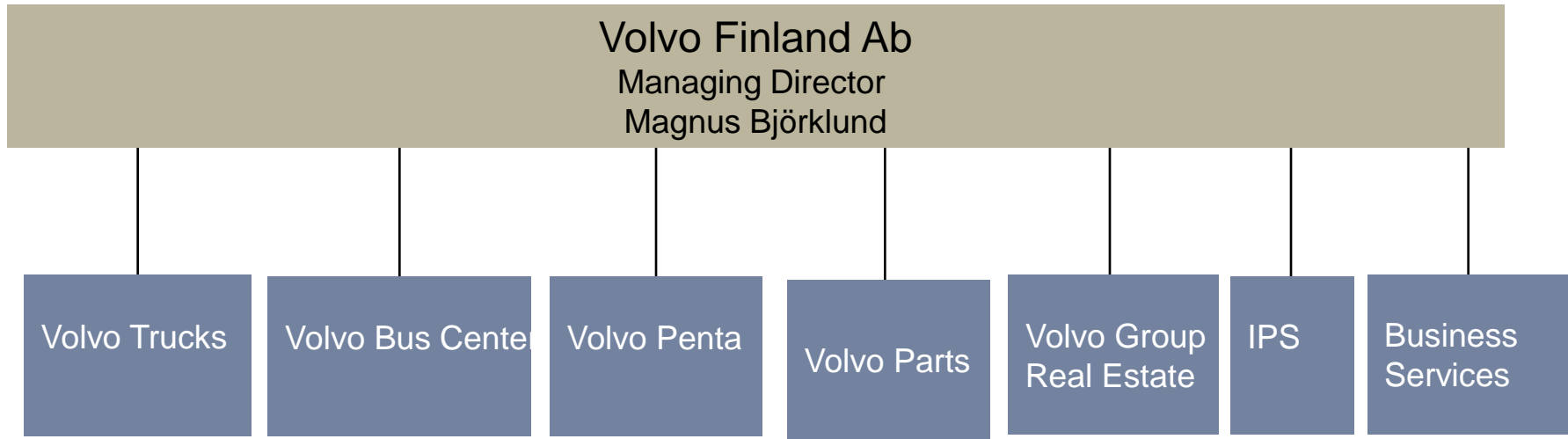






# **Volvo Finland Ab**

# Volvo in Finland



## Other Volvo companies in Finland:

VFS Finland Ab

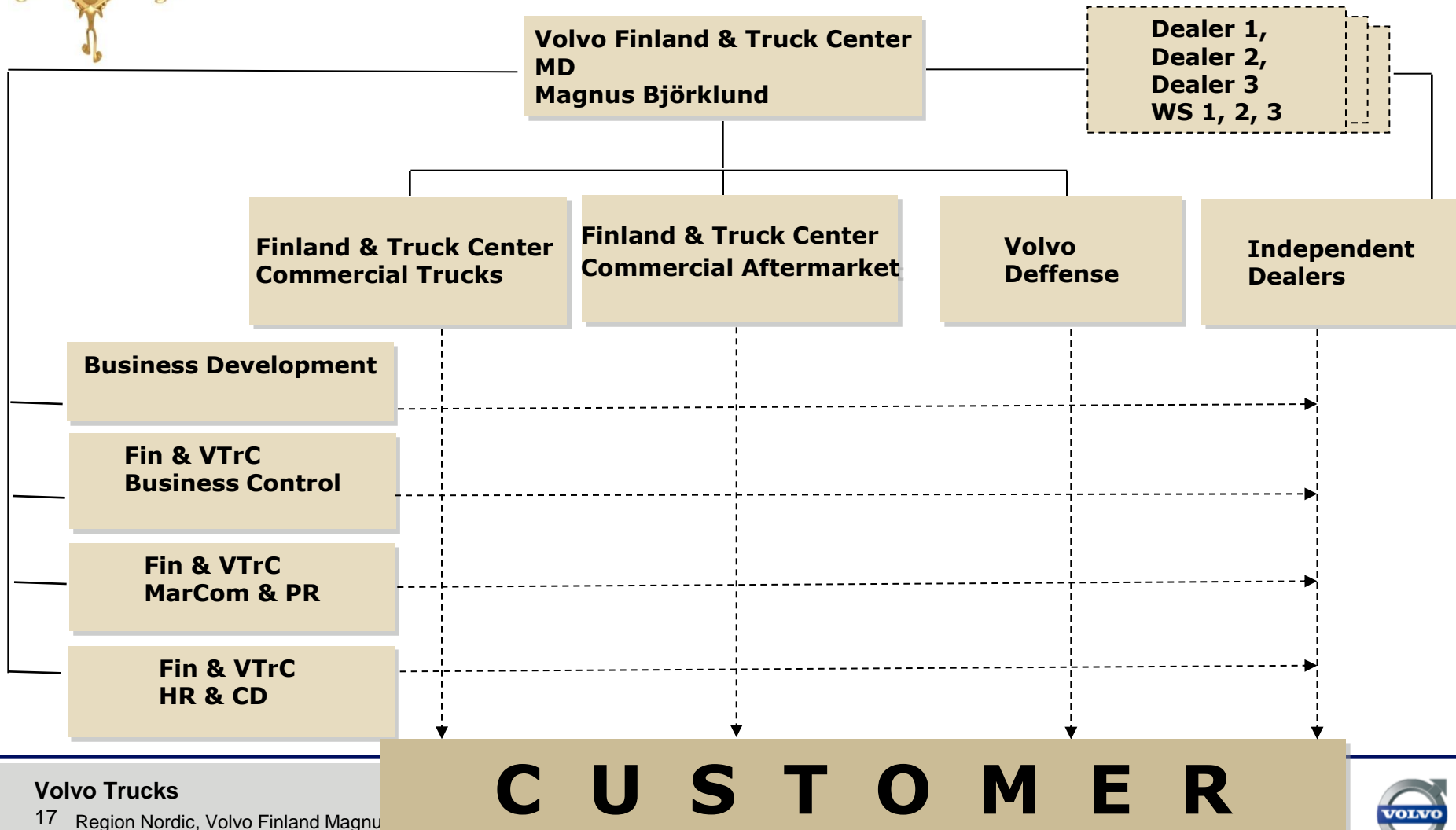
Volvo Construction  
Equipment Finland Oy

Renault Trucks  
Finland Oy

# Organization structure



## Finland & Volvo Truck Center Finland



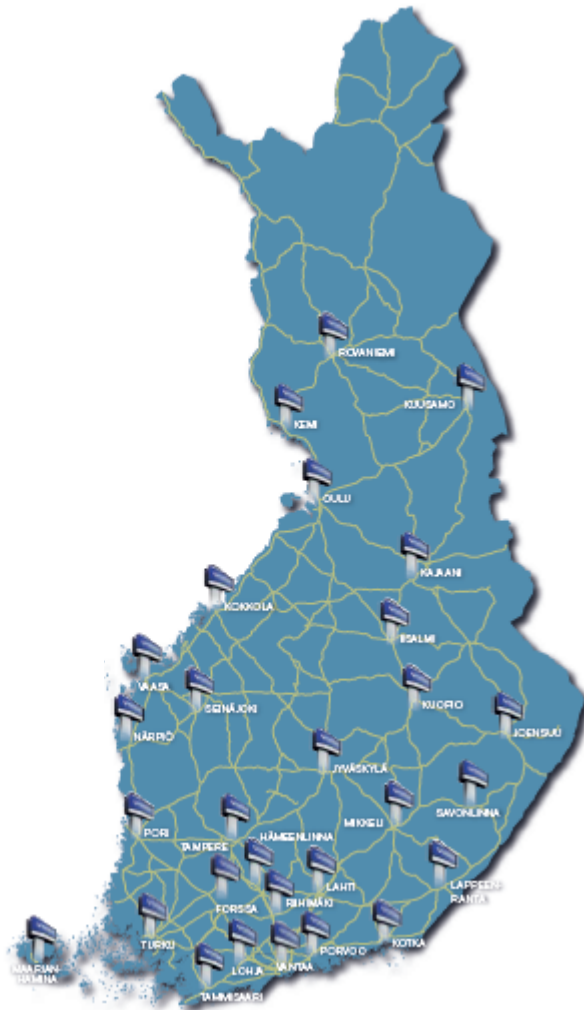


# Volvo Finland Ab/ Volvo Truck Center

Turnover:	ca. 175 m. €
Personnel:	ca. 450
Sites:	30 Truck Center 14, 16 independent workshops
New Truck Sales:	754 units (Truck Center)
Used Truck Sales:	747 units (Truck Center)
Parts Sales:	42 m. € (Truck Center)
Workshop sales:	340 000 hours



# Network

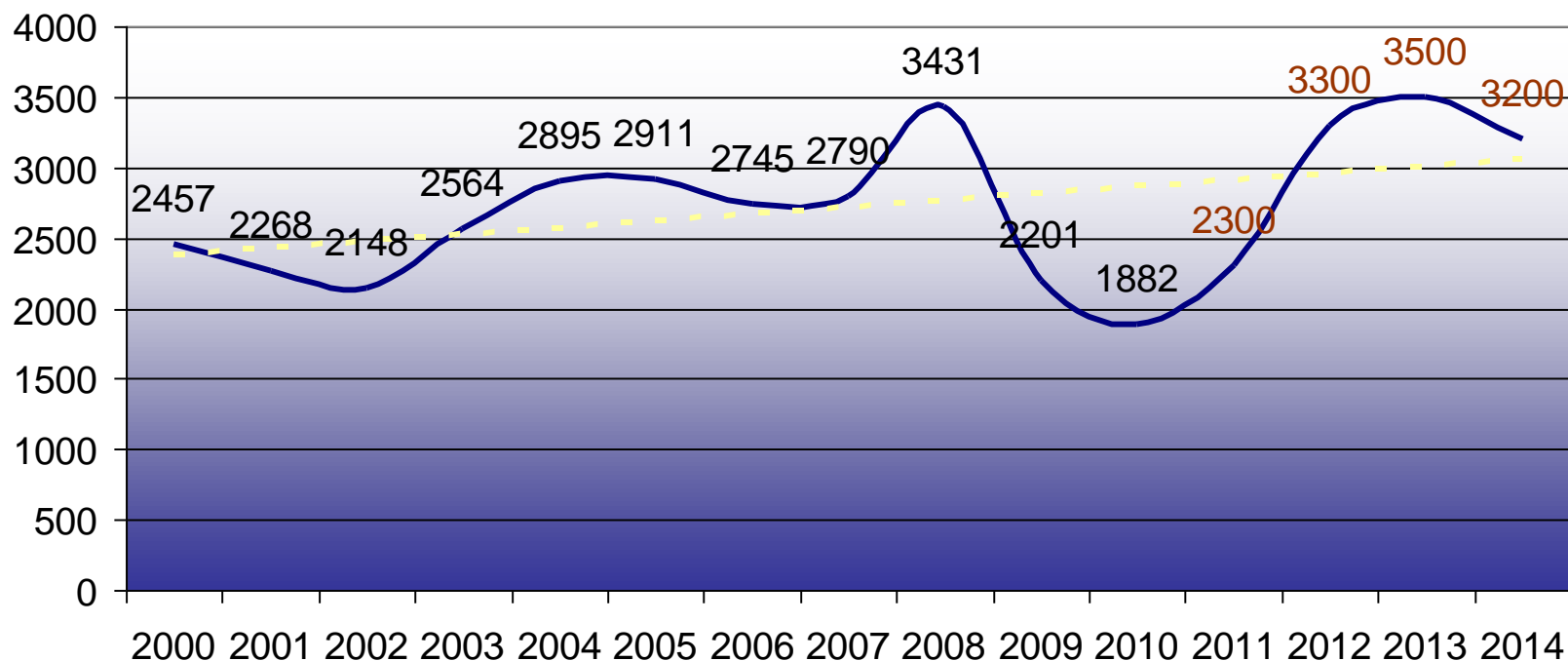


## Network

<b>Volvo Truck Center</b>	
Workshops	10 sites
<b>Private dealers</b>	
<b>Wetteri</b>	
Workshops	7 sites
<b>Käyttöauto</b>	
Workshops	3 sites
<b>Auto-Kilta</b>	
Workshops	2 sites
<b>Authorised private workshops</b>	
Raskaspari Oy	3 sites
HF-autohuolto Oy	1 site
Lohjanportin Auto Oy	1 site
VNB-auto	1 site
Ålands Motorcompany Ab	1 site

# Total market over 16 t

Kuorma-auto markkina yli 16 tonnia 2000 - 2010 / ennuste 2014

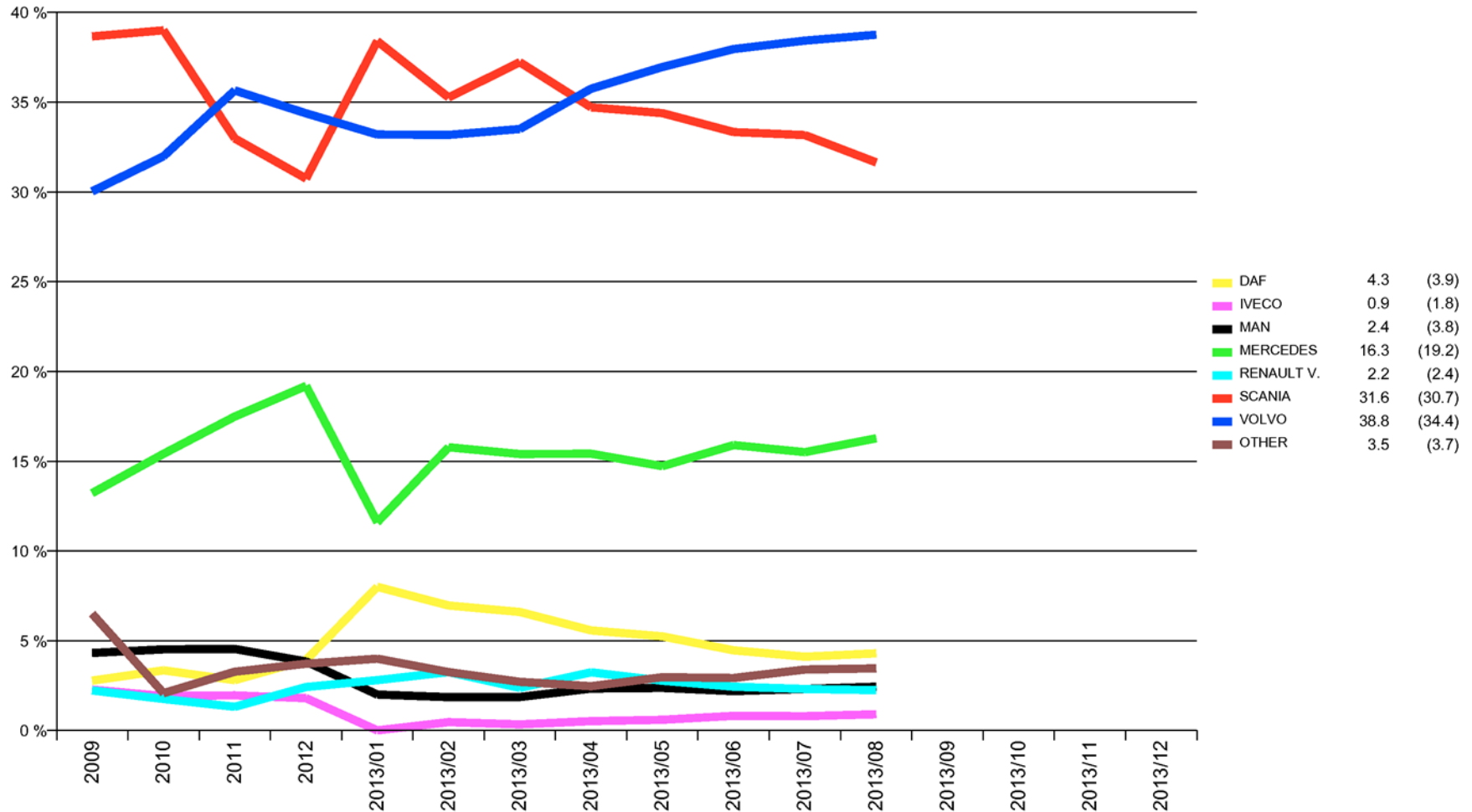


\*2011 Ennuste Autotuojat r.y



# Market Share Finland Heavy Trucks

Total Market 2012 = 2397 units



## Truck registration, Finland

January - October 2013

	7-10 t	10-16 t	16-18 t	18 - 26 t	> 26 t
Volvo	0	39	96	447	273
Scania	0	0	75	387	213
Sisu	0	0	0	2	67
Renault	1	8	16	27	5
MB	27	51	66	204	74
MAN	13	27	8	21	23
Iveco	22	34	5	12	6
DAF	0	6	24	47	6
Other	21	0	0	0	7
<b>Total</b>	<b>84</b>	<b>165</b>	<b>290</b>	<b>1 147</b>	<b>674</b>

> 10t	%	> 16t	%
855	37,6	816	38,7
675	29,7	675	32,0
69	3,0	69	3,3
56	2,5	48	2,3
395	17,4	344	16,3
79	3,5	52	2,5
57	2,5	23	1,1
83	3,6	77	3,6
7	0,3	7	0,3
<b>2 276</b>		<b>2 111</b>	

Market share % diff >16t	
prev month	prev year
0,0	4,1
0,6	1,3
0,1	0,5
0,0	-0,3
-0,1	-3,0
-0,1	-1,3
0,1	-0,6
-0,4	-0,6
-0,1	0,0

Diff 2012->2013    +11%    -10%    -23%    -15%    +85%

+/-0%

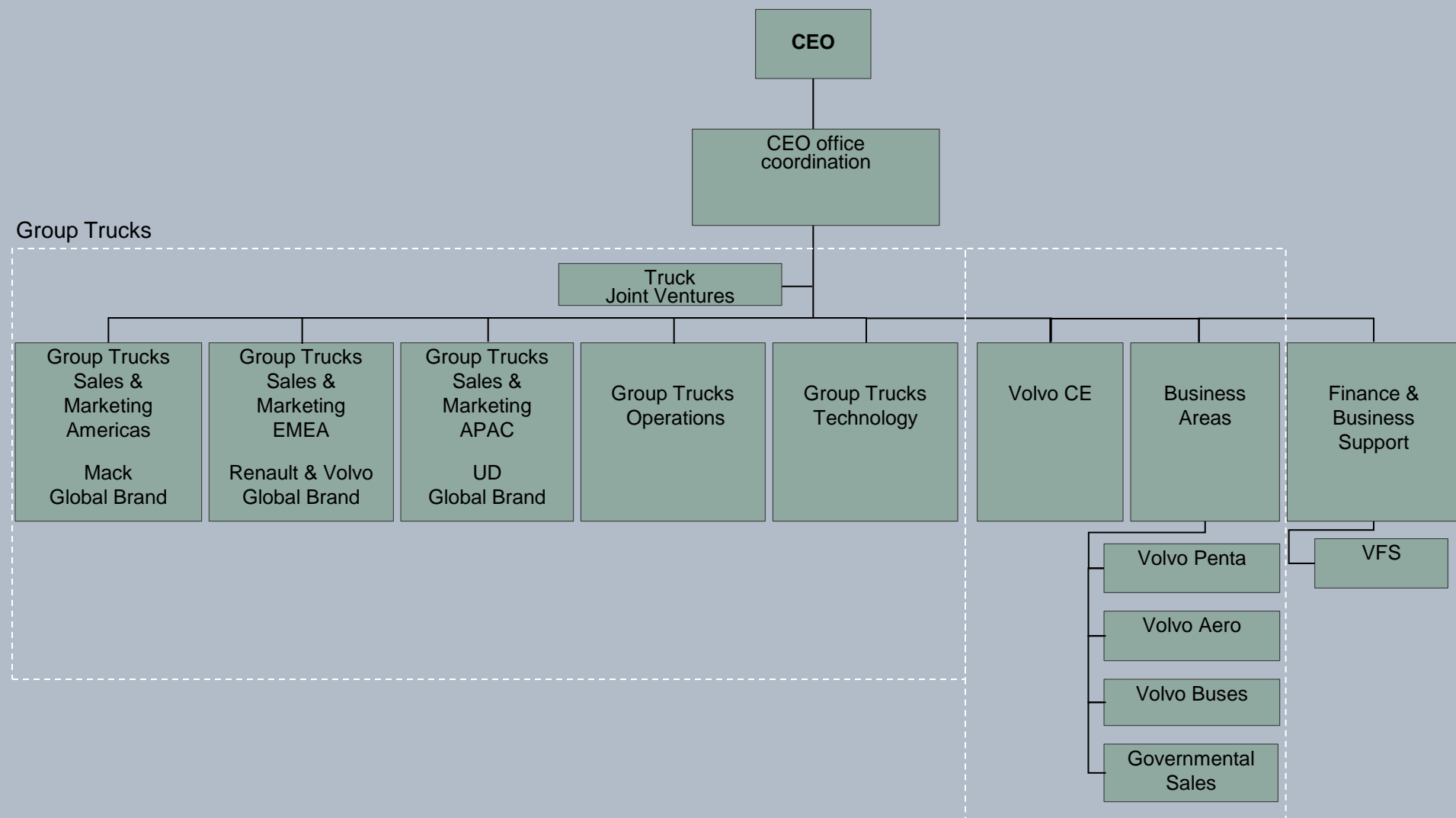
+1%

A close-up, low-angle shot of a car tire, showing the tread pattern and the wheel hub. The tire is dark and appears to be on a road surface. The wheel hub is visible in the background, showing a multi-spoke design.

# **Volvo Group Governmental sales**



# New organization to drive speed and efficiency





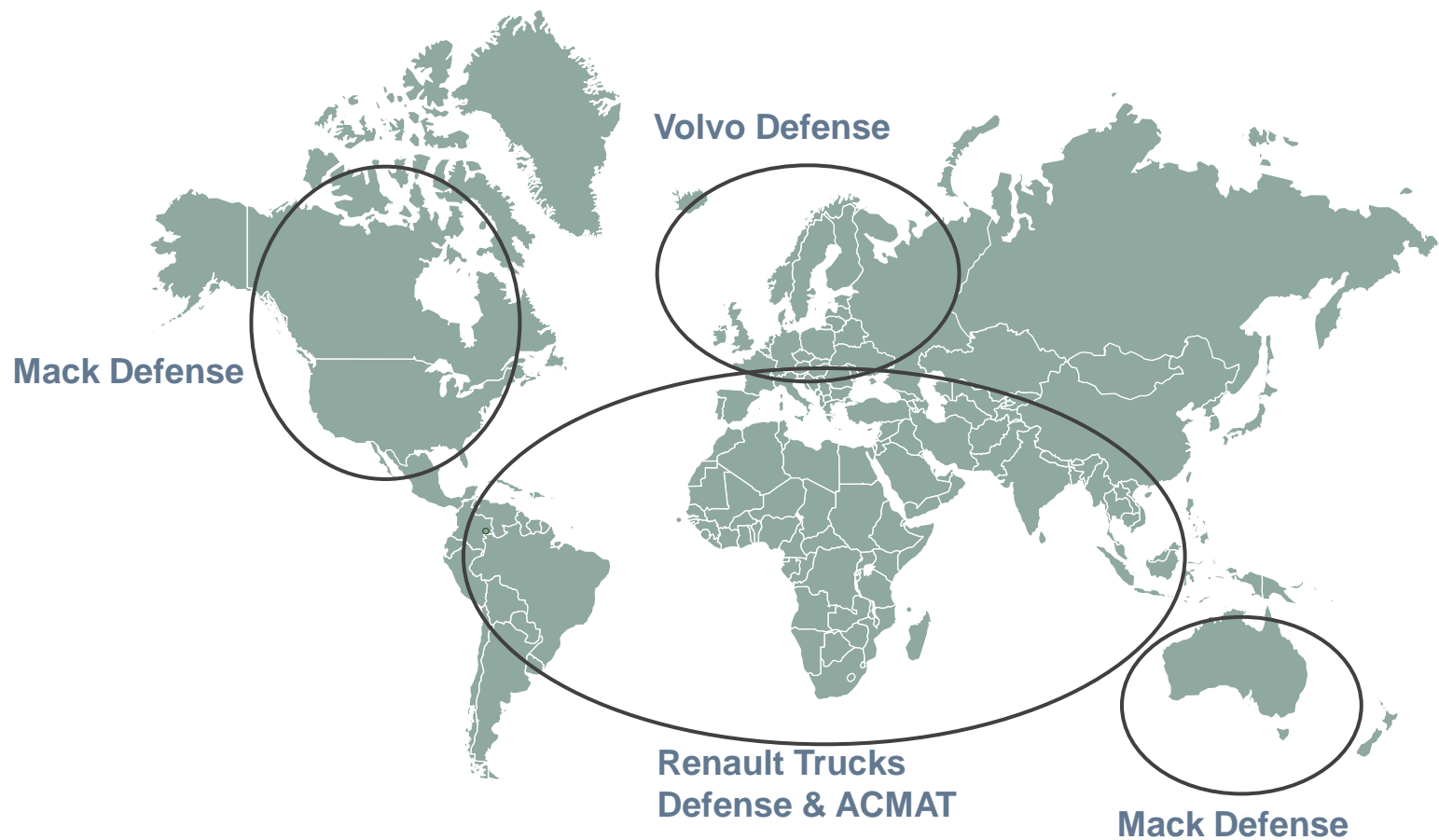
## Governmental Sales - mission

To focus on defense, security and international projects to increase the sales of the Volvo Group product range to selected markets

## Governmental Sales - wanted position

To become a significant global player within defense, security and international projects

## Volvo Group Governmental Sales – A worldwide coverage





# Strong industrial footprint

## Special Vehicles

- Built in Volvo Group plants

## Customized Vehicles

- Built in Group plants, adaptations made together with bodybuilders

## Standard Vehicles

- Built in Group plants

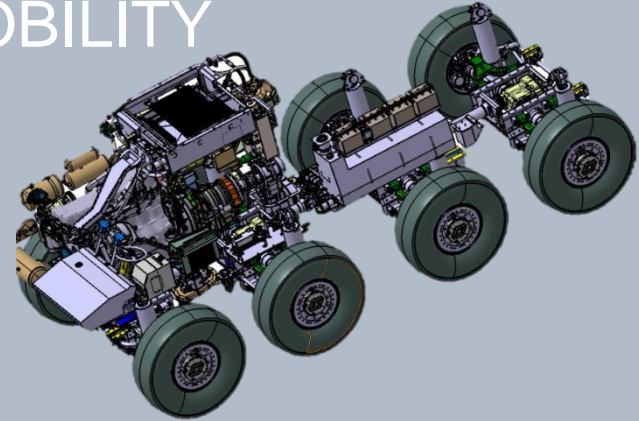


## Volvo Group Governmental Sales – R&D

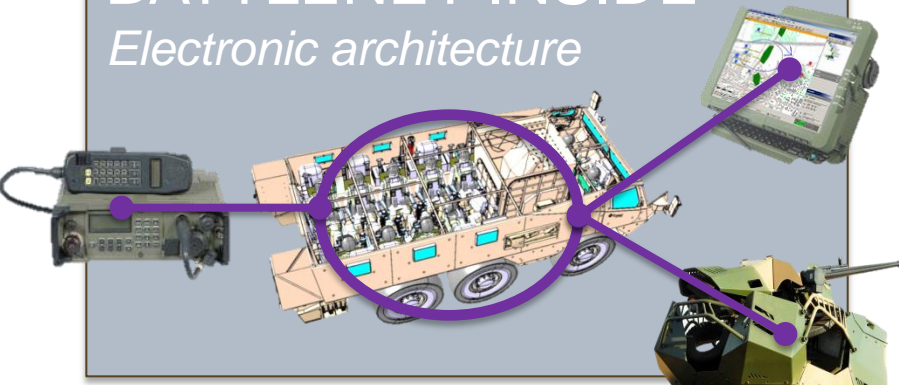
### SURVIVABILITY



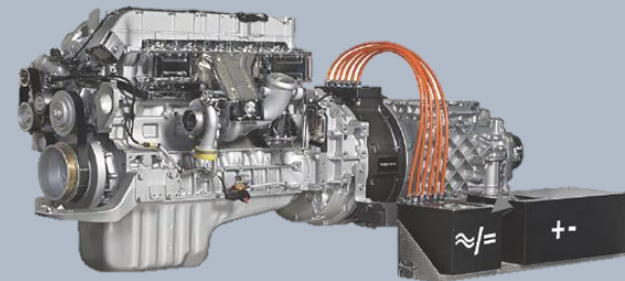
### MOBILITY



### BATTLENET INSIDE™ *Electronic architecture*



### HYBRID ENGINES





# Defense and security solutions within various segments



## Special Vehicles

- Tactical and combat vehicles

## Customized Vehicles

- Highly modified standard vehicles

## Standard Vehicles

- Slightly adapted standard vehicles



# Tactical and combat vehicles

Special Vehicles

Renault



Sherpa 3A



MRAP



VAB



Driveline 8x8



ALTV



VLR



AMC



Sherpa 10



Kerax

# Highly modified standard vehicles

Customized  
vehicles

Volvo FM



Volvo FM



Volvo FM



Volvo FM



Volvo FM



Kerax



Mascott



Midlum



Premium



Magnum



Granite Line Haul  
Replacement Tractor



# Slightly adapted standard vehicles 1/2

Adapted  
standard vehicles

Volvo FM



Volvo FM



Volvo FM



Volvo FM



Volvo FM



Volvo FH



HTT



High Rise Sleeper



30 Ton Wrecker



Troop Carrier





# Slightly adapted standard vehicles 2/2

Adapted  
Standard Vehicles

Articulated hauler



Excavator



Motor grader



Wheel loader



Engines for  
power generation



Engines for material  
handling equipment



7m RIB D4 DPH



11 m RIB D4 twin DPH



Landing craft D9



Water police D12



Fast interceptor



Corvette, D9 Marine Gen





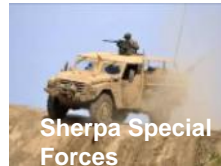
# Volvo Group Governmental Sales – Answering all armed forces needs



VLRA



Sherpa Scout



Sherpa Special Forces



Driveline 8x8



VAB



Sherpa APC



AH



Sherpa Gun



Sherpa Medium Caesar



Sherpa



VAB



30 Ton Wrecker



MRAP



VCE



Volvo FM



Midlum



Volvo FH



Kerax



Mack trucks



# Q&A