

Volvo Construction Equipment

COMPANY PRESENTATION 2011



Volvo Construction Equipment

- Develops, manufactures and markets equipment for construction and related industries
- Has a broad range of products and services
- Is part of the Volvo Group



The Volvo Group

- Is one of the world's leading suppliers of transport solutions for commercial use
- Also offers complete solutions for financing and service



Organization

VOLVO GROUP



VOLVO 3P

VOLVO POWERTRAIN

VOLVO PARTS

VOLVO LOGISTICS

VOLVO TECHNOLOGY

VOLVO INFORMATION TECHNOLOGY

VOLVO GROUP REAL ESTATE – VOLVO BUSINESS SERVICES

Volvo Construction Equipment

Company presentation

4 March 2011



The Volvo Group around the world



● Number of employees: over 90,000

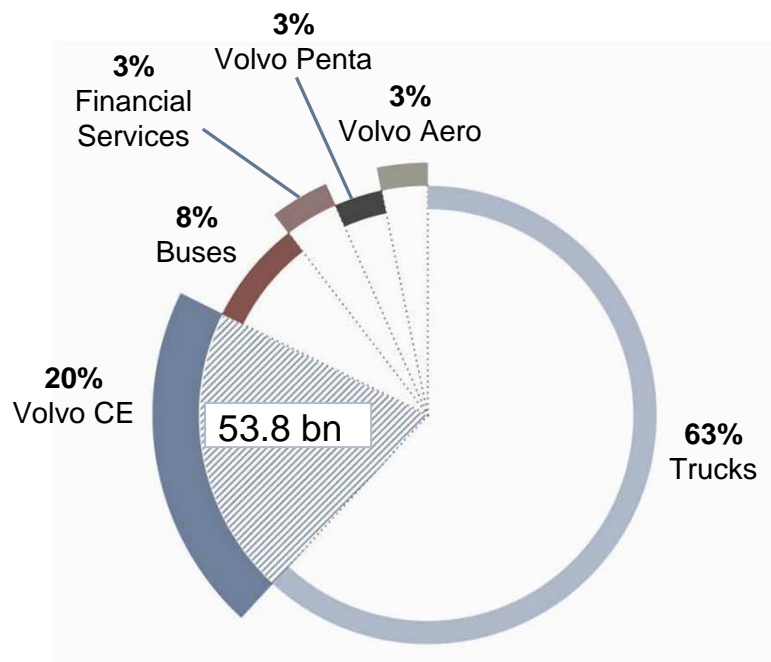


Volvo Construction Equipment

An important contributor to the Volvo Group

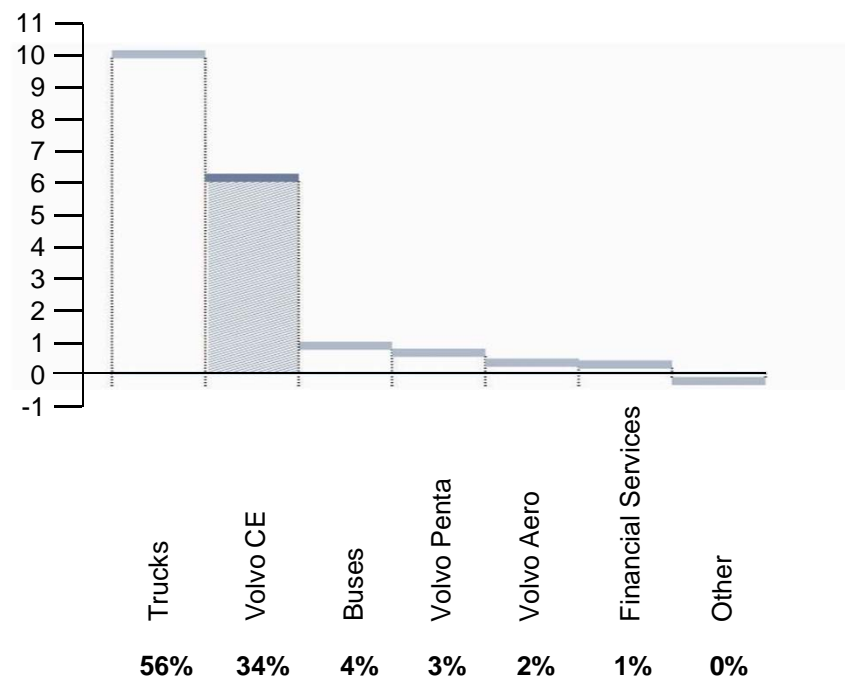
Sales

Total: SEK 264.7 bn (US\$ 37.1 bn)



Operating income

Total: SEK 18 bn (US\$ 2.5 bn)



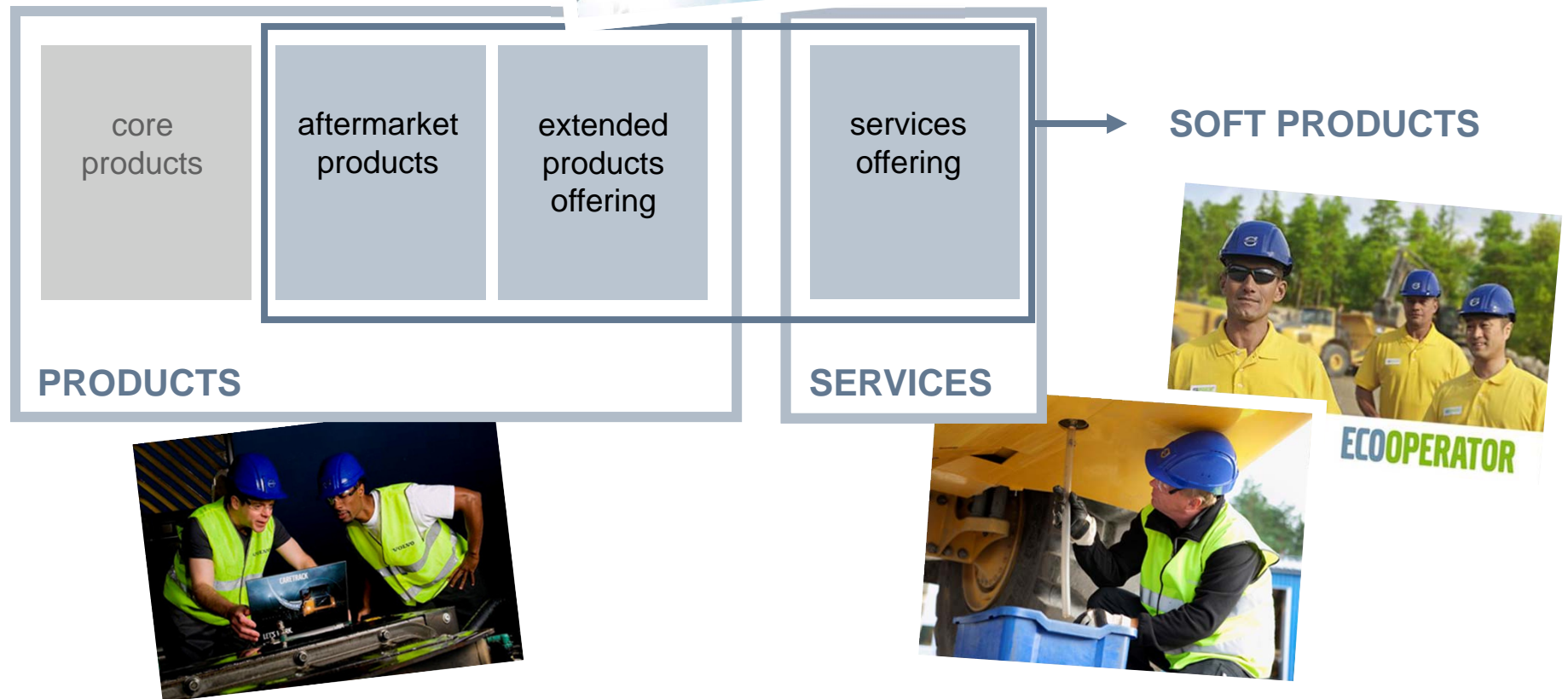


Volvo Construction Equipment

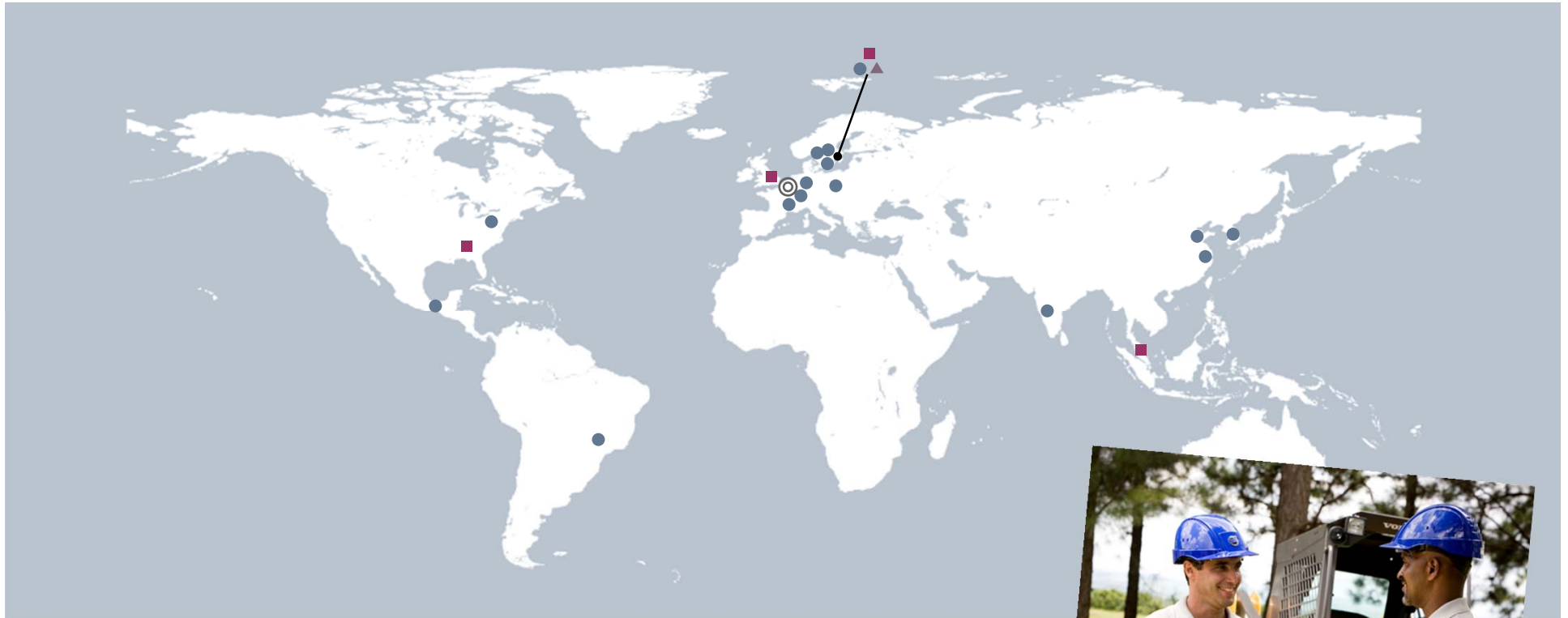
Core products



Soft products



Our organization – a global company



◎ HQ ● PLANTS ■ REGIONAL SALES OFFICES HQ ▲ CUSTOMER SUPPORT HQ

Volvo Construction Equipment

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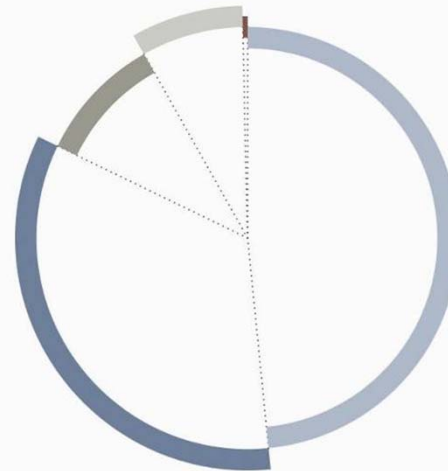
10 March 2011



Our employees



December 2010



Europe	6,811
Asia	4,415
North America	1,151
South America	647
Rest of the world	19
Total	13,043

Our core values

QUALITY



SAFETY



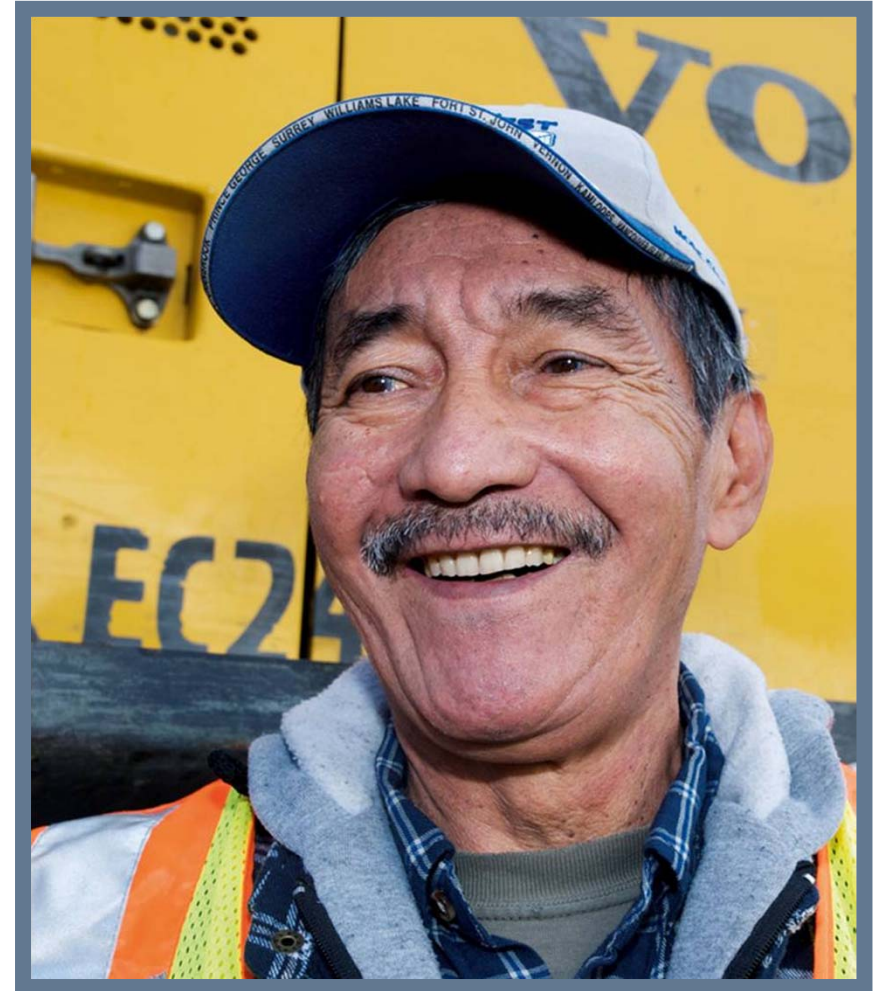
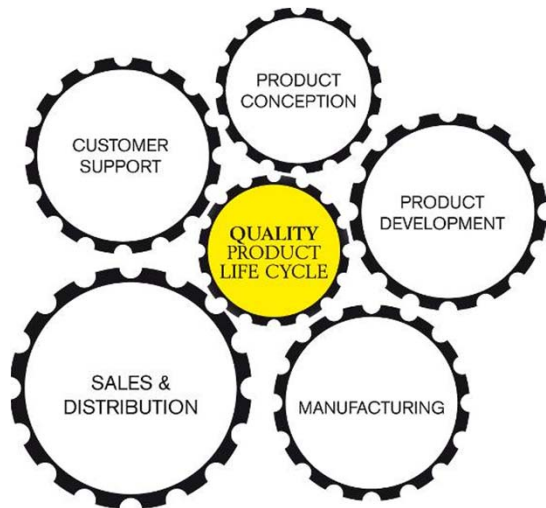
ENVIRONMENTAL CARE



Quality...

What drives us

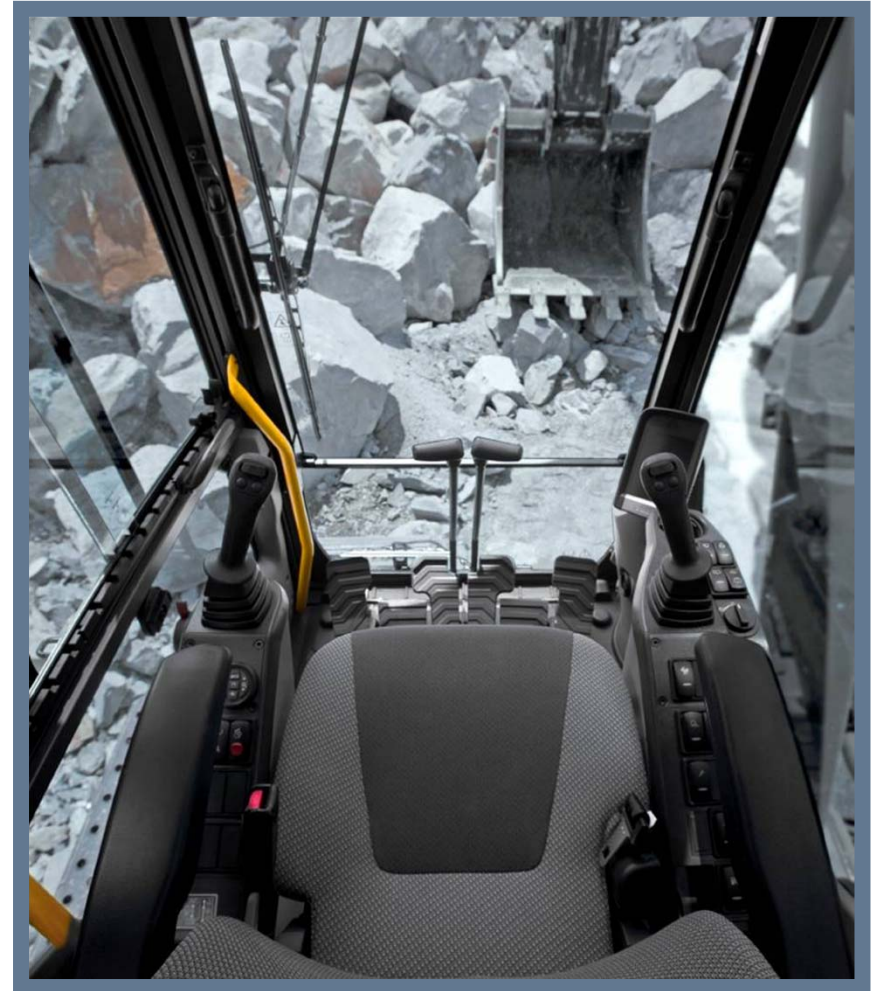
- Quality is at the heart of everything we do
- Our measure of quality is customer satisfaction



Safety...

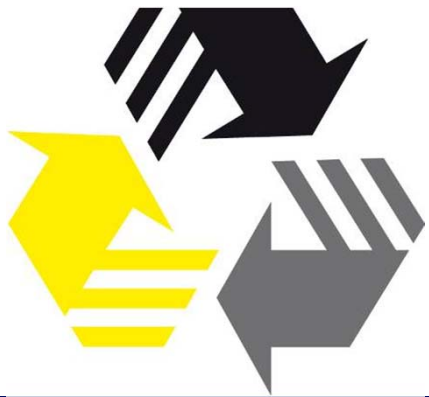
Caring about people

- We look at safety in 3 ways: people, worksites and machines
- We designed the Volvo Care Cab for safety, comfort and control



Environment... Ours to protect

- “We are part of the problem – but we are also part of the solution.”
(Volvo Group’s CEO, 1972)
- We have a multi-faceted approach:
energy efficiency, reduced emissions, sustainability...



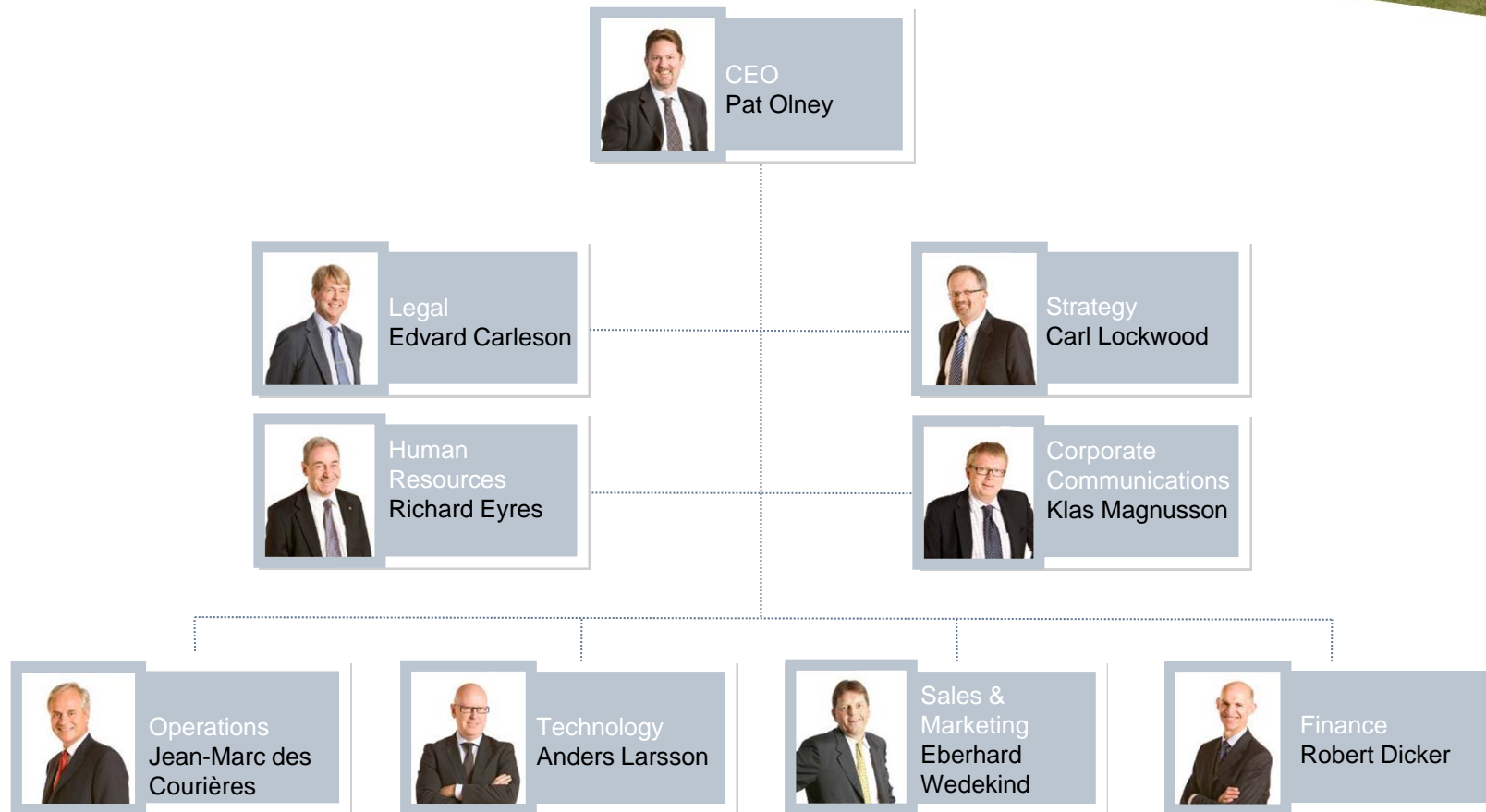
The Volvo Way

Our corporate culture

- Energy
- Passion
- Respect for the individual



Company leadership

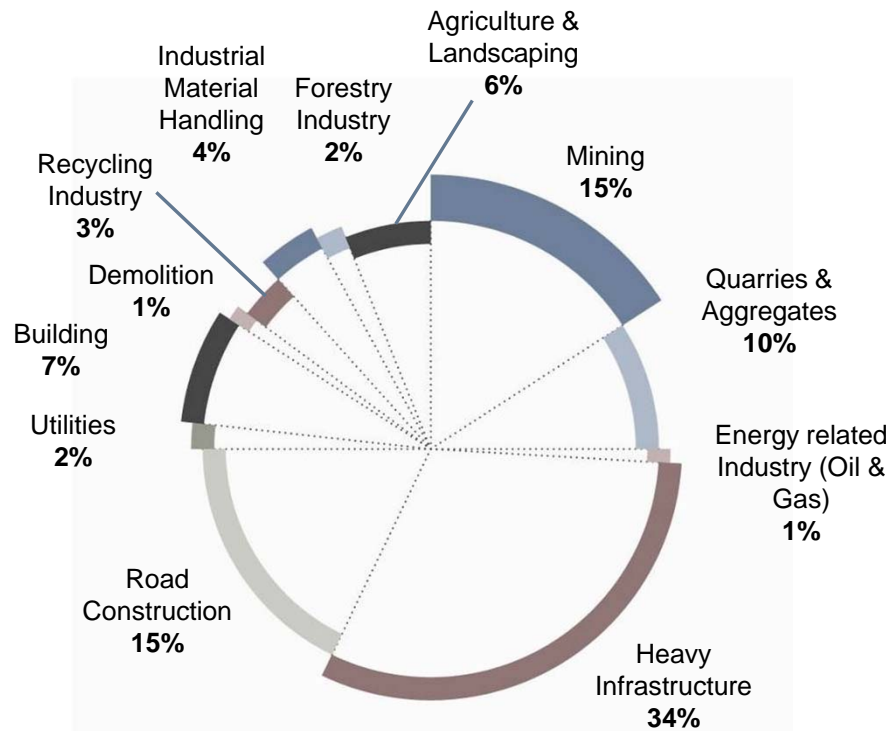


A global manufacturer

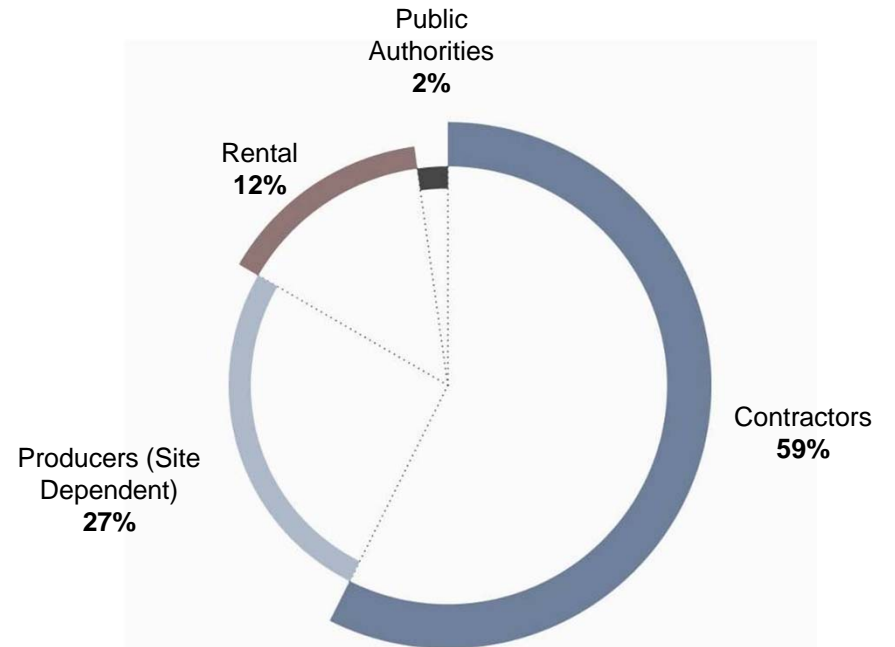


Industry segments and customer types

Industry Segments

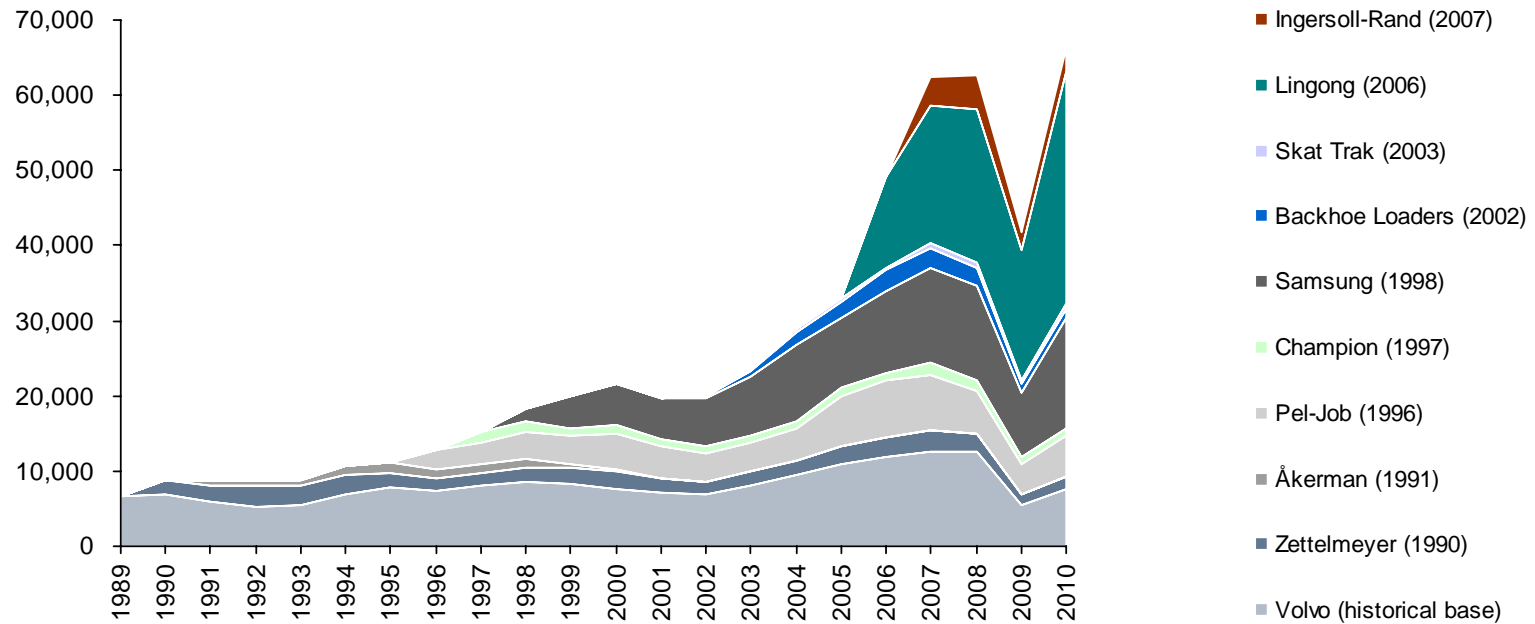


Customer Types

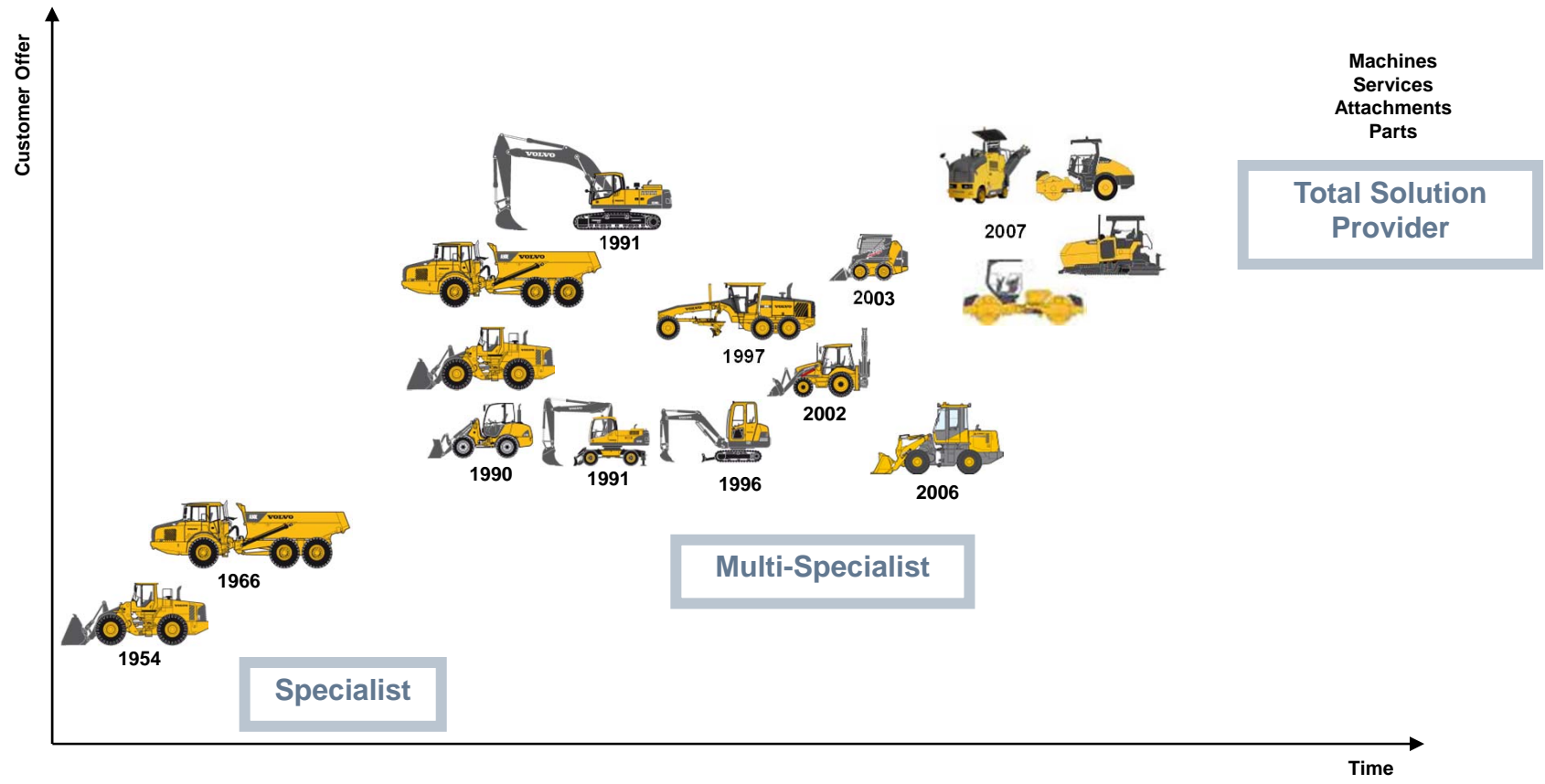


The growth of our company

Machine Volumes

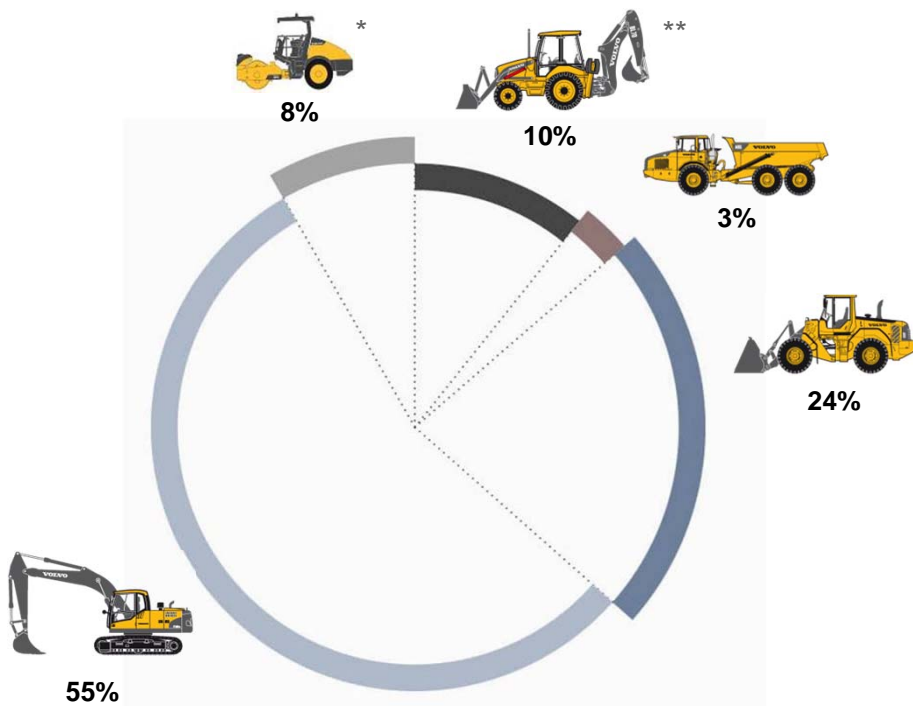


The evolution of our company

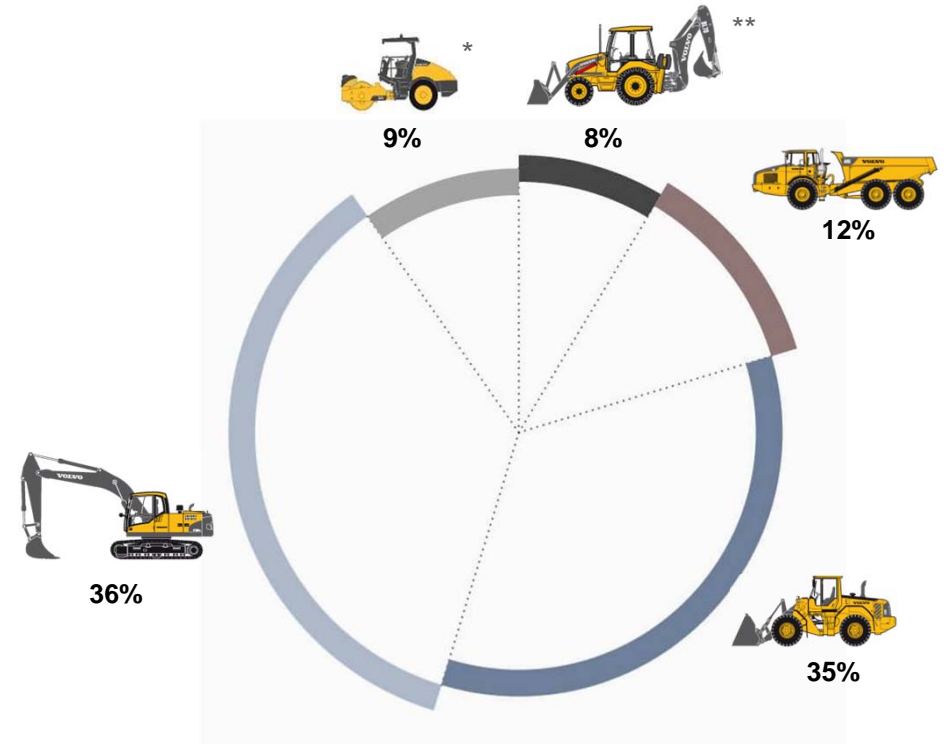


Volvo Construction Equipment vs industry products

Industry (Volvo Portfolio)



Volvo Construction Equipment



* Road Machinery Equipment, ** Utilities

Volvo Construction Equipment

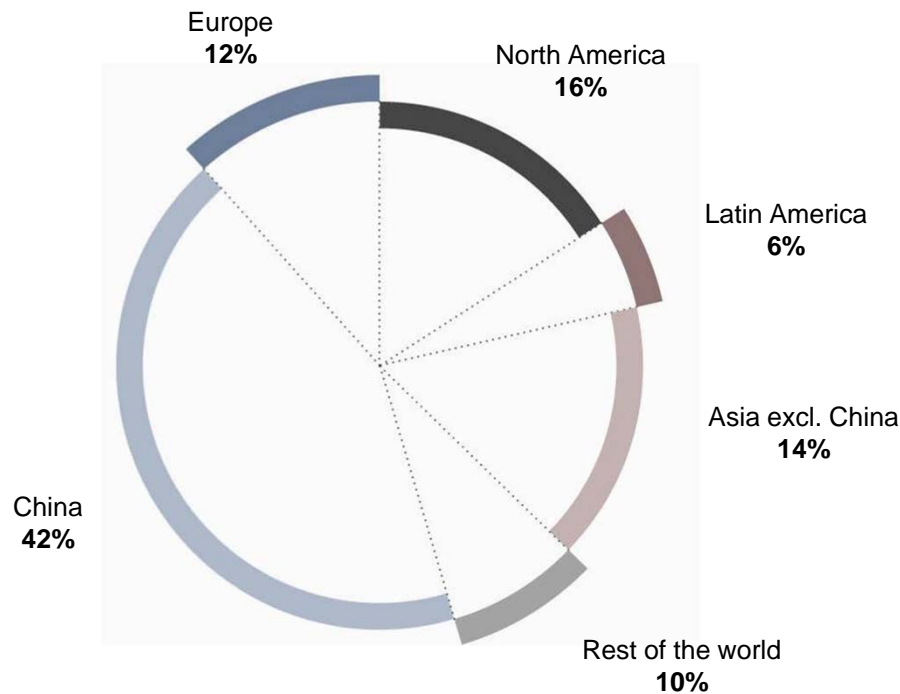
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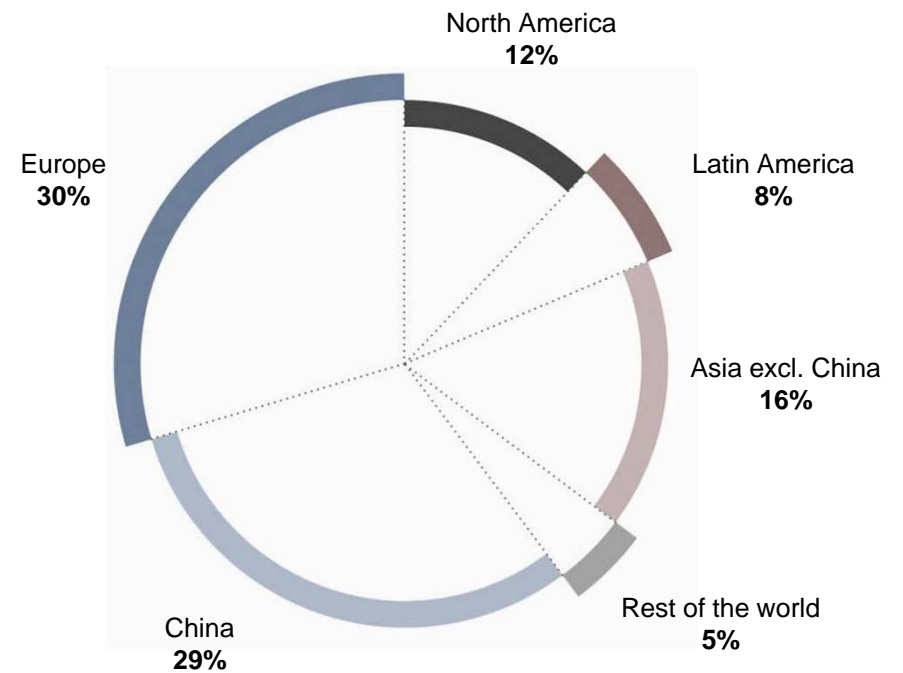


Volvo Construction Equipment vs industry geography

Industry (Volvo Portfolio)



Volvo Construction Equipment



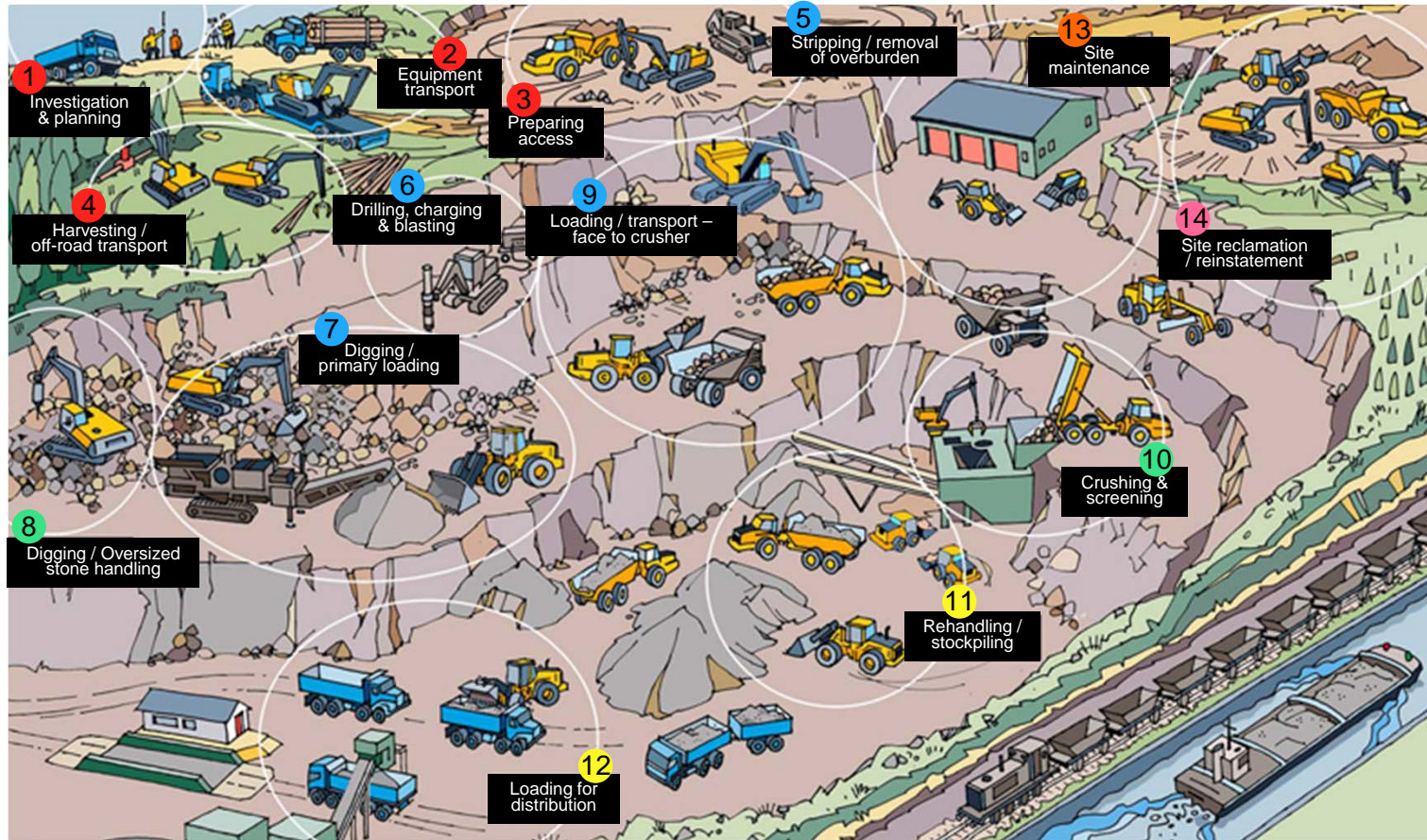
Two strong brands

- Strong global presence
- Broader customer base
- Technology synergies

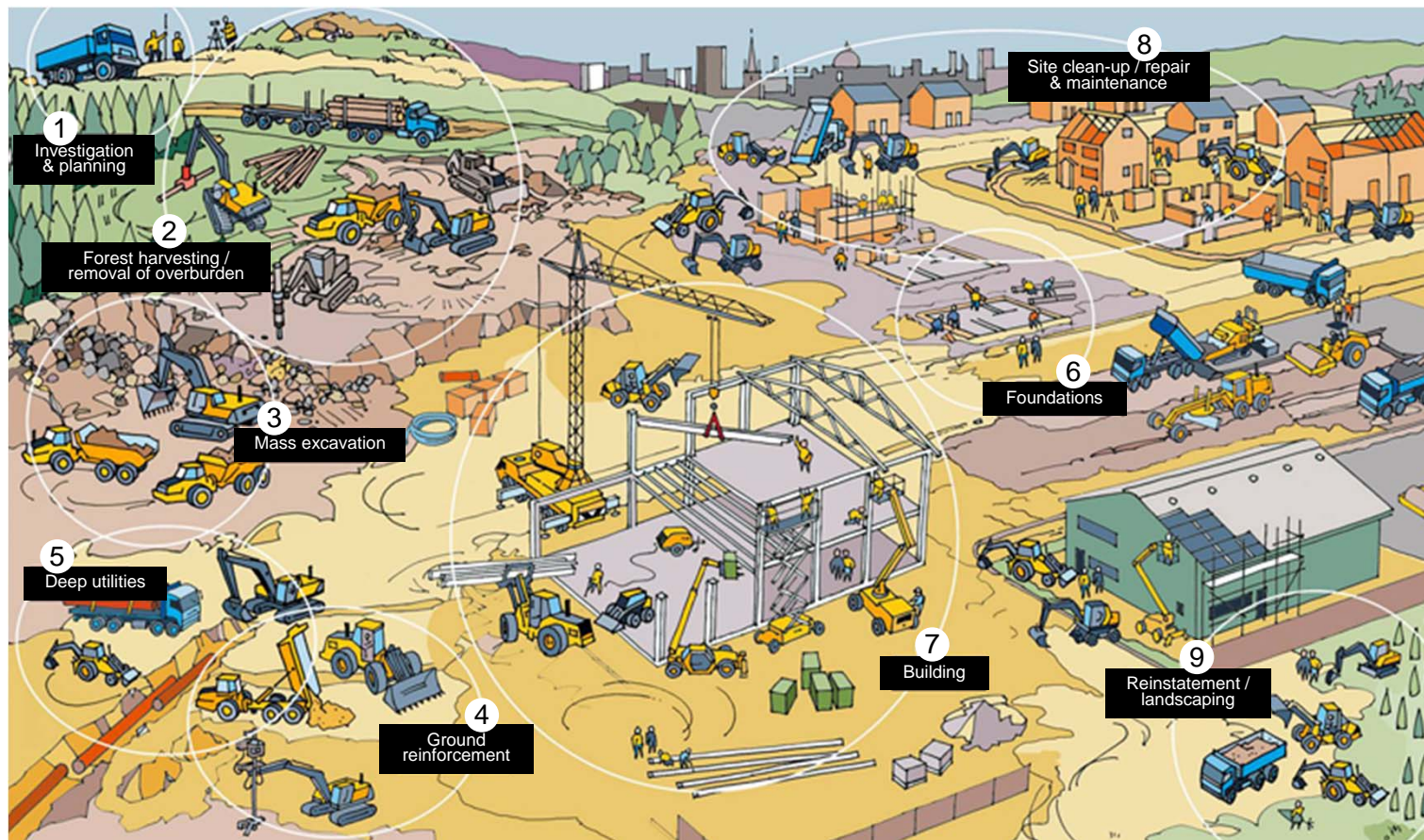


Quarry and Aggregates

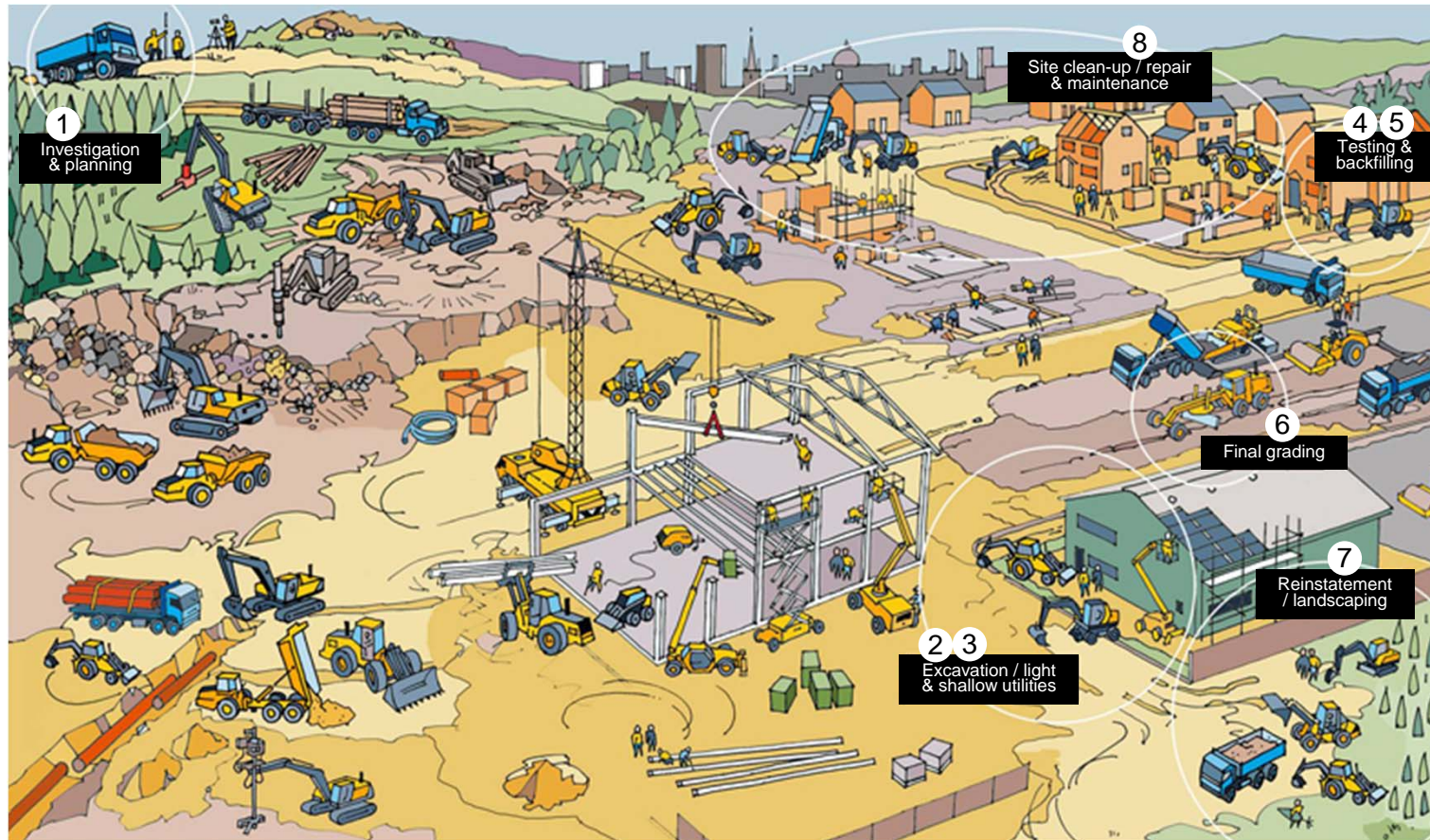
- Site establishment
- Exploitation
- Processing
- Distribution
- Maintenance
- Reclamation



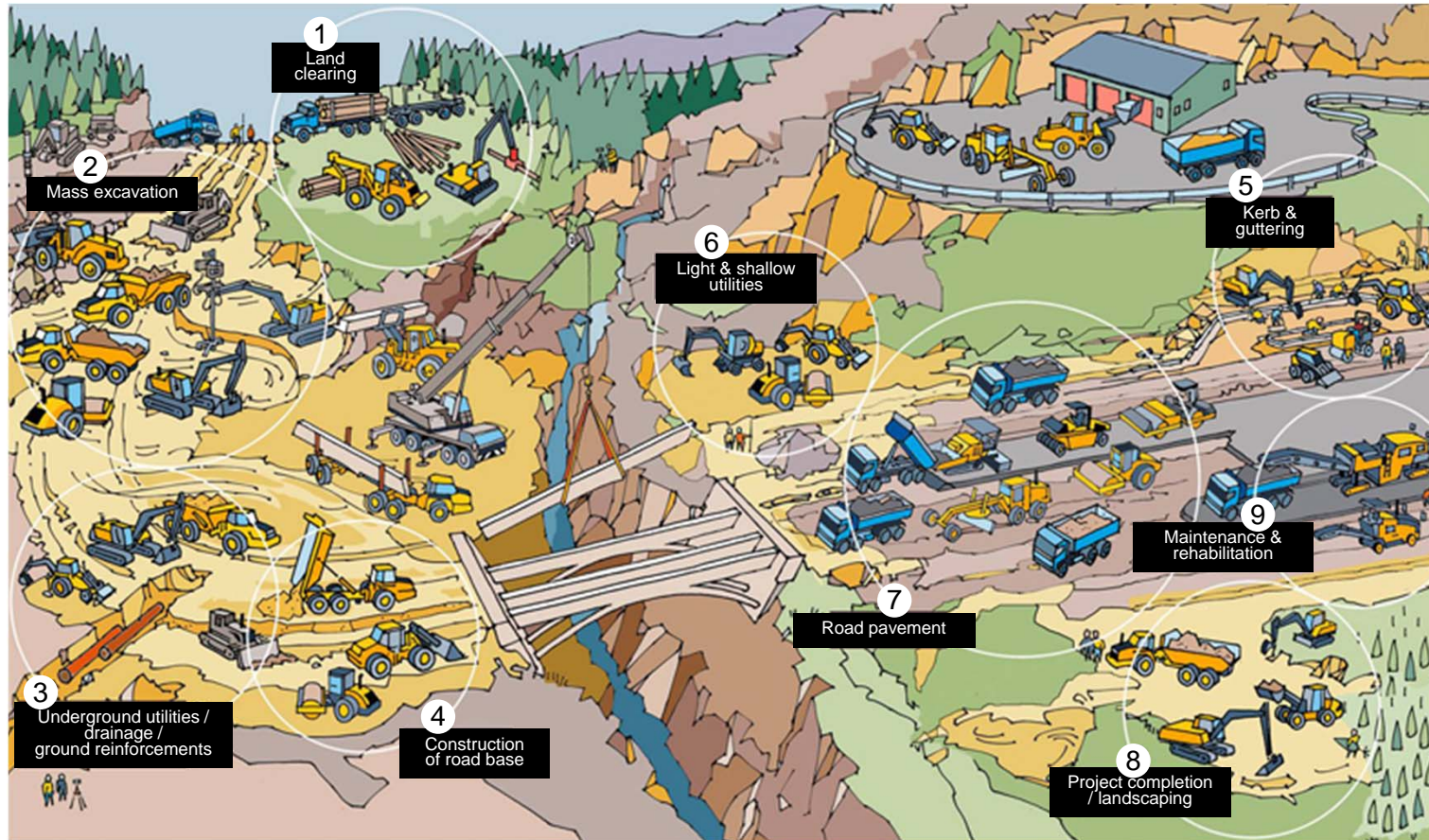
Building



Utilities



Road construction



Oil and gas

