## Volvo Group

## **Report on the second quarter 2011**

In the second quarter, net sales increased by 15% to SEK 79 billion compared to SEK 69 billion in the preceding year. Adjusted for currency movements and acquired and divested units, sales increased by 29%.

The second quarter operating income amounted to SEK 7.6 billion compared to SEK 4.8 billion in the preceding year. Operating margin was 9.7% (6.9). Compared to the second quarter of 2010, changes in exchange rates had a negative impact of approximately SEK 1.7 billion.

Operating income was negatively impacted by effects from the earthquake and tsunami in Japan in a total of approximately SEK 400 M, of which SEK 100 M in Trucks and SEK 300 M in Construction Equipment.

Highest operating income and operating margin so far for the Group with the truck operation above 10% operating margin.

In the second quarter, operating cash flow in the Industrial Operations was positive in an amount of SEK 5.2 billion (8.5).

In the second quarter, basic and diluted earnings per share amounted to SEK 2.52 (1.55).

Return on shareholders' equity of 21.3% on a rolling 12 month basis.



	Second quarter		First six r	nonths
	2011	2010	2011	2010
Net sales Volvo Group, SEK M	78,962	68,765	150,539	127,382
Operating income Volvo Group, SEK M	7,648	4,770	14,170	7,569
Operating income Industrial operations, SEK M	7,398	4,763	13,741	7,548
Operating income Customer Finance, SEK M	250	7	429	21
Operating margin Volvo Group, %	9.7	6.9	9.4	5.9
Income after financial items, SEK M	7,249	4,541	13,096	6,769
Income for the period, SEK M	5,241	3,226	9,422	4,946
Diluted earnings per share, SEK	2.52	1.55	4.54	2.38
Return on shareholders' equity rolling				
12 months, %			21.3	0.1



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## CEO's comments - improved profitability



During the second quarter, the Volvo Group's sales continued to grow as an effect of a continued recovery in the Group's mature markets and continued strong demand in emerging markets. Sales are now at the same level as before the financial crisis that struck the world a few years ago, with a profitability that is now at its highest level so far, both in terms of operating margin and return on shareholders' equity.

Consolidated sales grew 15% compared with the second quarter of 2010 and amounted to SEK 79 billion. Adjusted for currency, sales growth amounted to 29%. Sales remained strong in Eastern Europe, Asia and South America, in part as an effect of positive market growth but also thanks to our investments in an industrial presence, distribution channels and service networks in these regions. Demand is at a historically good level in Northern and Central Europe and demand for our products rose in North America, mainly driven by a pent-up replacement need.

Operating income amounted to SEK 7.6 billion in the second quarter, with an operating margin of 9.7%. Profitability has improved compared with the year-earlier period, despite significant currency headwinds and the consequences of the tragic earthquake and the ensuing tsunami in Japan earlier this year having a negative impact of SEK 400 M on earnings, which however is lower than previously expected. The improvement in earnings comes from higher sales combined with improved efficiency of the industrial system as well as higher gross margins attributable to competitive products. Moreover, we continue to maintain stringent control of costs.

Operating cash flow in the Industrial Operations amounted to SEK 5.2 billion, which is somewhat lower than in the preceding year due to an increase in working capital. However, the efforts to improve capital efficiency continue to pay off and the cash conversion cycle is down to 22 days compared to 35 days in the preceding year.

#### Strong profitability in the truck business

During the second quarter, our truck business continued its good development with sales rising 20% to SEK 50 billion and operating income amounting to SEK 5,106 M, which corresponds to an operating margin of 10.2%. Most of our markets are developing well and we continued to have incoming orders in excess of deliveries. We also have well-performing distribution channels and competitive products that are capturing market shares and it is pleasing that the Group has reached a market share in the heavyduty truck segment of 20% in the U.S. and some 28% in Europe.

In Japan, our employees have worked very hard and manufacturing at UD Trucks has been back at normal levels since June. We have also recently had several important new product launches. UD Trucks has begun selling the entirely new generation of medium-duty Condor trucks with new Group-wide engines. This new generation will significantly improve our competitiveness in this important product segment in Japan.

In Brazil, as the first manufacturer, we have showed trucks with Euro 5 engines ahead of the new emissions regulations beginning next year. These trucks have significantly better environmental performance. Our focus on environmentally-adapted trucks has taken a major step forward with Volvo FM MethaneDiesel. The truck is driven by up to 75% gas and, with its fuel-efficient technical solution can significantly reduce  $CO_2$  emissions from long haul applications. We are also continuing our hybrid efforts. In Europe, Volvo Trucks has begun selling the Volvo FE Hybrid and Renault Truck has delivered the first Renault Premium Distribution Hybrys hybrid truck to customers.

In terms of market conditions, we maintain our previous forecasts that the truck market in both Europe and North America will amount to 230,000-240,000 heavy-duty trucks in 2011.

#### Good profitability in most business areas

Volvo CE's sales rose 15% to SEK 17.5 billion following a strong sales trend in most markets. Operating income amounted to SEK 1,893 M, with an operating margin of 10.8%.

In China, the authorities' efforts to reduce inflation by raising interest rates and tightening liquidity have resulted in a softening in demand for construction equipment. However, the Group has further strengthened its position as a market leader in wheel loaders and excavators in China, with a market share of 11.8% to date this year.

The launch of more than 50 new models of construction equipment that meet the latest emissions standards in Europe and North America has been very successful. This was confirmed at the customer days in Eskilstuna, Sweden, when as many as 10,000 customers from 70 countries had the opportunity to learn more about the new products. For Volvo Penta, demand for industrial engines continues to develop well while the marine market is more sluggish. However, it is pleasing that Volvo Penta is gaining market shares in both industrial and marine engines. Volvo Penta had an operating margin of 12.2% for the quarter.

Despite continued low demand in the city bus markets in Europe and North America, Volvo Buses achieved an operating margin of 4.9%. Actions taken to reduce costs and increase the efficiency in the industrial structure are the main reasons for the improved profitability.

Volvo Aero's operating margin was 3.5%. While profit improved somewhat compared with the weak first quarter, it continued to be under pressure from unfavorable exchange rates as well as production and supplier disruptions. For our customer financing operations in VFS, the credit portfolio grows at a good pace thanks to increased financing volumes. Operating income of SEK 250 M is a strong improvement compared with the year-earlier period, mainly due to sharply reduced credit losses.

## Positive view of the Group's future development

Due to the current macro economic situation, we are in the short-term maintaining a high degree of cost flexibility in order to be able to quickly adapt to any potential changes in market conditions.

Going forward, I am convinced that the Group will continue its positive development. Our intensive efforts to develop and launch a large number of new products that will reach the market in the next few years continue. We have a strong network of dealers who work closely with the customers – a network that we are now investing in to strengthen the customer interface even further. But above all, the Group has a major strength in its employees, who work hard to generate value for customers and shareholders, and with whom it has been a pleasure to work. I would also like to extend my gratitude to our shareholders, who have given me their confidence to be President and CEO of the Volvo Group for the last 14 years.

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Leif Johansson President and CEO

## **Important events**

## UD Trucks launches new Condor

In July, UD Trucks launched its new Condor medium-duty trucks, which have undergone a full model change. The new models adopt a new cab design that conveys the impression of a unified family identity with the Quon heavy-duty truck series. They also feature various advanced technologies accumulated on the company's heavy-duty trucks to deliver outstanding fuel economy, improved environmental and aerodynamic performance and safety. The new Condor models are powered by engines fitted with a newly developed common rail system that increases the maximum fuel injection pressure for achieving high levels of power and torque in a small displacement volume.

## Previously reported important events

- Olof Persson appointed new Volvo CEO
- Pat Olney new President of Volvo CE
- Annual General Meeting of AB Volvo
- Volvo CE invests in its North American operations

Detailed information about the events is available at www.volvogroup.com Financial summary of the second quarter

## **Volvo Group**

#### Net sales

The Volvo Group's net sales increased by 15% to SEK 78,962 M during the second quarter of 2011, compared to SEK 68,765 M in the same quarter a year earlier.

#### **Operating income**

The Volvo Group's operating income amounted to SEK 7,648 M in the second quarter compared to SEK 4,770 M in the preceding year. The Industrial Operations' operating income amounted to SEK 7,398 M (4,763). The Volvo Group's Customer Finance operations reported an operating income of SEK 250 M (7). For detailed information on the development, see separate sections below.

#### Net financial items

Net interest expense in the second quarter was SEK 586 M compared to an expense of SEK 703 M in the previous year. In the first quarter of 2011 net interest expense amounted to SEK 569 M.

During the second quarter, market valuation of derivatives used for hedging interestrate exposure in the debt portfolio had a positive effect on Other financial income and expenses amounting to SEK 242 M compared to a positive impact of SEK 433 M in the second quarter of 2010.

#### **Income Statement Volvo Group**

	Second of	quarter	First six months		
SEK M	2011	2010	2011	2010	
Net sales Volvo Group	78,962	68,765	150,539	127,382	
Operating Income Volvo Group	7,648	4,770	14,170	7,569	
Operating income Industrial operations	7,398	4,763	13,741	7,548	
Operating income Customer Finance	250	7	429	21	
Interest income and similar credits	148	112	299	215	
Interest expense and similar charges	(734)	(815)	(1,454)	(1,636)	
Other financial income and expenses	187	475	81	622	
Income after financial items	7,249	4,541	13,096	6,769	
Income taxes	(2,009)	(1,315)	(3,674)	(1,823)	
Income for the period	5,241	3,226	9,422	4,946	

#### Income taxes

The tax expense in the second quarter amounted to SEK 2,009 M (1,315), corresponding to a tax rate of 28% (29).

## Income for the period and earnings per share

The income for the period amounted to SEK 5,241 M in the second quarter of 2011 compared to SEK 3,226 M in the second quarter of 2010.

Basic and diluted earnings per share in the second quarter amounted to SEK 2.52 (1.55).

# Volvo Group's Industrial Operations increased sales and higher profitability

In the second quarter, net sales for the Volvo Group's Industrial Operations increased by 16% to SEK 77,286 M (66,717). Adjusted for changes in exchange rates and acquired and divested units net sales increased by 30%. Compared to the second quarter of 2010, all markets grew with the most significant increases coming from Eastern Europe and North America. Growth in Asia was limited to 2% mainly as a consequence of the impact from the earthquake and tsunami in Japan.

## Continued improvement in profitability with an operating margin at 9.6%

In the second quarter of 2011, operating income for the Volvo Group's Industrial Operations amounted to SEK 7,398 M, a significant improvement compared to the operating income of SEK 4,763 M in the second quarter of 2010. The operating margin for the Industrial Operations was 9.6%, compared to 7.1% in the second quarter of 2010.

The earnings recovery compared to the second quarter of 2010 is largely driven by higher sales. Increased production levels improved the capacity utilization in the industrial system which, together with higher productivity, also contributed to the improved earnings.

Continued cost control preserved the lower expense level in the Group that was implemented during 2009. Despite a sales increase of 16% in the second quarter of 2011 compared to the previous year, the increase in research, development, selling and administrative expenses combined was limited to 6%.

The earthquake and tsunami in Japan had a negative impact on operating income of approximately SEK 100 M in the truck segment and SEK 300 M in Construction Equipment.

Net sales by market area	a						
	Second	quarter		First six	months		Share of
SEKM	2011	2010	Change in %	2011	2010	Change in %	industrial operations' net sales, %
Western Europe	26,199	22,870	15	49,859	42,557	17	34
Eastern Europe	5,346	3,113	72	9,495	5,489	73	6
North America	14,039	11,034	27	26,572	21,585	23	18
South America	8,725	7,282	20	15,729	13,098	20	11
Asia	17,888	17,492	2	36,111	31,445	15	25
Other markets	5,089	4,926	3	9,476	9,002	5	6
Total Industrial operations	77,286	66,717	16	147,242	123,176	20	100

#### **Income Statement Industrial operations**

	Second qu	uarter	First six months		
SEK M	2011	2010	2011	2010	
Net sales	77,286	66,717	147,242	123,176	
Cost of sales	(58,618)	(51,066)	(111,099)	(94,645)	
Gross income	18,668	15,651	36,143	28,531	
Gross margin, %	24.2	23.5	24.5	23.2	
Research and development expenses	(3,370)	(3,201)	(6,679)	(6,205)	
Selling expenses	(5,928)	(5,783)	(11,634)	(11,259)	
Administrative expenses	(1,740)	(1,430)	(3,455)	(3,052)	
Other operating income and expenses	(184)	(445)	(579)	(419)	
Income (loss) from investments in					
associated companies	(51)	(37)	(70)	(56)	
Income from other investments	3	7	15	7	
Operating income	7,398	4,763	13,741	7,548	
Operating margin, %	9.6	7.1	9.3	6.1	
Operating income before depreciation					
and amortization (EBITDA)	10,260	7,621	19,261	13,188	
EBITDA margin, %	13.3	11.4	13.1	10.7	

Compared to the second quarter of 2010, changes in currency exchange rates had a negative impact on operating income amounting to approximately SEK 1.7 billion. Compared to the first quarter of 2011, the impact was negligible.

In the second quarter of 2010 the decision to divest Volvo Aero's U.S. service business had a negative impact on operating income of SEK 223 M.

#### Positive operating cash flow

In the second quarter of 2011, operating cash flow from the Industrial Operations amounted to SEK 5.2 billion compared to SEK 8.5 billion in the second quarter of 2010. Operating income was SEK 7.4 billion in the quarter, but cash flow was negatively impacted primarily by a working capital build-up of SEK 1.4 billion, driven by increased inventories.

## Volvo Group's Customer Finance - positive earnings trend

For the customer finance business, portfolio quality and performance improved in all regions as evidenced by lower delinquencies, write-offs and repossessed units.

New financing volume was strong during the quarter and amounted to SEK 12.0 billion (8.9). Adjusting for movements in exchange rates, new financing volume increased by 49.5% compared to the second quarter of 2010. This increase is due to higher Volvo Group unit deliveries and growing market penetration. In total, 13,564 new Volvo Group units (8,212) were financed during the quarter. In the markets where financing is offered, the average penetration rate in the second quarter was 26% (24%).

In June, VFS syndicated approximately SEK 4 billion of the Brazilian credit portfolio in accordance with risk diversification strategies.

At June 30, 2011 total assets amounted to SEK 88 billion (93). On a currency adjusted basis, the credit portfolio increased by 6% when compared to the second quarter 2010.

Income Statement Customer Finance				
	Second qu	uarter	First six m	nonths
SEK M	2011	2010	2011	2010
Finance and lease income	2,225	2,426	4,324	4,934
Finance and lease expenses	(1,430)	(1,670)	(2,784)	(3,407)
Gross income	795	756	1,540	1,527
Selling and administrative expenses	(406)	(388)	(795)	(773)
Credit provision expenses	(190)	(414)	(368)	(788)
Other operating income and expenses	51	53	52	55
Operating income	250	7	429	21
Income taxes	(90)	(14)	(152)	(49)
Income for the period	161	(7)	278	(28)
Return on Equity, 12 months rolling values			4.1%	(0.3)%

Credit provisions in the quarter amounted to SEK 190 M (414) while write-offs of SEK 247 M (375) were recorded. This resulted in a decrease in credit reserves from 1.67% to 1.58% of the credit portfolio at March 31, 2011 and June 30, 2011, respectively. The annualized write-off ratio through June 30, 2011 was 0.99% (1.59).

Operating income in the second quarter amounted to SEK 250 M (7). The improvement compared to the previous year is driven mainly by lower credit provisions and higher earning assets. The syndication in Brazil generated a positive impact on operating income of SEK 45 M.



## **Volvo Group financial position**

Net financial debt in the Industrial Operations amounted to SEK 28.3 billion at June 30, 2011, an increase of SEK 1.0 billion compared to the first quarter of 2011, and equal to 41.5% of shareholders' equity. Excluding provision for post-employment benefits, the Industrial Operations net debt amounted to SEK 22.9 billion, which is equal to 33.6% of shareholders' equity.

The Volvo Group's liquid funds, i.e. cash and cash equivalents and marketable securities combined, amounted to SEK 26.3 billion at June 30, 2011. In addition to this, granted but unutilized credit facilities amounted to SEK 32.6 billion.

During the second quarter, currency movements increased the Volvo Group's total assets by SEK 4.9 billion due to revaluation of assets in foreign subsidiaries.

The equity ratio in the Volvo Group amounted to 24.0% on June 30, 2011 compared to 23.3% at year-end 2010.

At June 30, 2011 shareholder's equity in the Volvo Group amounted to SEK 76.9 billion.

#### Number of employees

On June 30, 2011 the Volvo Group had 94,723 employees and 19,064 temporary employees and consultants, compared with 90,409 employees and 14,851 temporary employees and consultants at year-end 2010. The increase relates largely to higher staffing levels in production.

## **Business segment overview**

Net sales								
	Second qu	uarter			First six m	nonths		
SEK M	2011	2010	Change, %	Change, %*	2011	2010	12 months rolling values	Jan-Dec 2010
Trucks	50,062	41,589	20	32	95,682	78,077	184,910	167,305
Construction Equipment	17,520	15,295	15	32	33,279	26,443	60,646	53,810
Buses	5,593	5,253	6	19	10,452	10,320	20,648	20,516
Volvo Penta	2,565	2,631	(3)	7	4,712	4,608	8,820	8,716
Volvo Aero	1,588	2,133	(26)	8	3,228	4,043	6,893	7,708
Eliminations and other	(43)	(184)	-	-	(111)	(315)	(476)	(680)
Industrial operations	77,286	66,717	16	30	147,242	123,176	281,441	257,375
Customer Finance	2,225	2,426	(8)	1	4,324	4,934	8,421	9,031
Eliminations	(548)	(378)	-	-	(1,026)	(728)	(1,956)	(1,658)
Volvo Group	78,962	68,765	15	29	150,539	127,382	287,906	264,749

\* Adjusted for exchange rate fluctuations and acquired and divested units.

#### **Operating income**

	Second qua	arter		First six mo			
SEK M	2011	2010	Change, %	2011	2010	12 months rolling values	Jan-Dec 2010
Trucks	5,106	2,478	106	9,392	3,922	15,582	10,112
Construction Equipment	1,893	2,086	(9)	3,601	3,092	6,689	6,180
Buses	275	259	6	556	404	932	780
Volvo Penta	314	312	1	478	433	623	578
Volvo Aero*	55	(372)	-	83	(220)	589	286
Group functions and other**	(246)	0	-	(369)	(83)	(388)	(102)
Industrial operations	7,398	4,763	55	13,741	7,548	24,027	17,834
Customer Finance	250	7	3,471	429	21	575	167
Volvo Group	7,648	4,770	60	14,170	7,569	24,602	18,000

 $^{\star}~$  The second quarter of 2010 was negatively impacted by a SEK 613 M write-down of assets in VAS.

\*\* Including write-down of assets in VAS amounting to SEK 390 M, booked in "Group headquarter functions and other" during 2009, reclassified to Volvo Aero in the second quarter of 2010.

#### **Operating margin**

	Second qua	rter	First six months		
%	2011	2010	<b>2011</b> 20	12 months 10 rolling values	
Trucks	10.2	6.0	9.8	.0 8.4	6.0
Construction Equipment	10.8	13.6	<b>10.8</b> 1	.7 11.0	11.5
Buses	4.9	4.9	5.3 3	.9 4.5	3.8
Volvo Penta	12.2	11.9	10.1	.4 7.1	6.6
Volvo Aero*	3.5	(17.4)	<b>2.6</b> (5	.4) 8.5	3.7
Industrial operations	9.6	7.1	9.3 6	.1 8.5	6.9
Volvo Group	9.7	6.9	9.4 5	.9 8.5	6.8

 $^{\star}$  The second quarter of 2010 was negatively impacted by a SEK 613 M write-down of assets in VAS.

Overview of Industrial Operations

## Trucks - good growth and improved profitability

- Hard work helped to reduce impacts from the Japanese earthquake and tsunami
- Operating margin at 10.2%
- New medium-duty truck launched in Japan

#### Improving market conditions

In the first five months of 2011, the total number of registrations in Europe 29 (EU, Norway and Switzerland) increased by 60% to 102,716 heavy-duty trucks (64,191). The main drivers of demand are the northern and central parts of Europe, where markets such as Germany, France and Poland have showed good progress. In general demand is higher in the long haul segment, whereas activity in the construction segment remains low in the southern parts of Europe. In 2011, the total market for heavy-duty trucks in Europe 29 is expected to increase to a level of about 230,000-240,000 trucks (unchanged).

Demand in Russia has recovered strongly from low levels, and is set to show continued growth across all segments.

Through June 2011, the total market for heavy-duty trucks in North America increased by 45% to 93,088 trucks compared to 64,347 in the previous year. Demand remained strong overall, primarily driven by the need to replace the aging population of trucks. Highway customers are still leading the recovery in the market while vocational truck demand is still well below traditional levels. In 2011, the North American market for heavy-duty trucks is expected to reach a level of 230,000-240,000 trucks, (unchanged).

In South America, the Brazilian heavyduty truck market continues to be strong, primarily driven by favorable macro economic development. The total market in Brazil

#### Net sales by market area

	Second quarter First six months			First six months		
SEK M	2011	2010	Change in %	2011	2010	Change in %
Europe	22,586	17,219	31	43,103	32,682	32
North America	8,687	6,095	43	16,733	12,135	38
South America	6,957	5,794	20	12,651	10,340	22
Asia	8,316	9,098	(9)	16,760	16,442	2
Other markets	3,516	3,383	4	6,435	6,478	(1)
Total	50,062	41,589	20	95,682	78,077	23

#### Net order intake per market

	Second q	Second quarter		First six i		
Number of trucks	2011	2010	Change in %	2011	2010	_ Change in %
Europe	24,623	19,054	29	48,435	35,415	37
North America	15,314	6,675	129	27,041	10,085	168
South America	6,597	4,986	32	14,019	9,534	47
Asia	13,724	13,367	3	28,583	28,809	(1)
Other markets	4,748	4,336	10	8,220	8,511	(3)
Total Trucks	65,006	48,418	34	126,358	92,354	37

increased by 27% to 67,868 heavy-duty trucks for the first six months of 2011 (53,262).

The Group's largest market in Asia is Japan, where the market for heavy-duty trucks was 9,861 vehicles in the six months of 2011 (13,388), which was a decrease of 26%. In Japan, there is an expectation that the market will recover during the second half of 2011 from very low levels during the second quarter. For the full year the market is expected to amount to about 23,000 heavy trucks, a decrease of 6% compared to 2010.

In India, the market for heavy-duty trucks through May 2011 rose by 13% to 101,800 trucks (90,461).

#### Order intake increased

Net order intake continued to increase and exceeded deliveries in the second quarter. Net order intake rose by 34% compared with the second quarter of 2010. Most notably order intake improved in North America, South America and Europe.

In North America, net order intake rose by 129% compared with the second quarter of 2010, in South America orders increased by 32% and in Europe by 29%. Orders in Asia increased by 3% and in Other markets by 10%.



#### Truck deliveries - increase of 41% compared to the second quarter of 2010

In the second quarter of 2011, a total of 59,911 trucks were delivered, which was 41% more than in the second quarter of 2010. Deliveries in Asia declined by 9% as a result of production disturbances for UD Trucks in Japan following the earthquake and tsunami.

The Group's truck business has gained market share within heavy-duty trucks during the year. In Europe the Group had a combined market share year-to-date May of 28.2% (24.6). In the U.S. the combined market share through June amounted to 19.8% (15.6) and in Brazil, Volvo Trucks market share through June was 15.1% (14.7).

## Increased profitability - operating margin of 10.2%

During the second quarter of 2011, the truck operation's net sales amounted to SEK 50,062 M, which was 20% higher than the second quarter of 2010. Adjusted for changes in exchange rates net sales increased by 32%.

#### **Deliveries per market** Second guarter First six months 2010 Change in % 2010 Change in % Number of trucks 2011 2011 26,337 49,397 27,986 Europe 15,805 67 77 North America 10,290 4,388 135 19,111 9,643 98 35 5,495 36 10,048 South America 7.467 13.579 12.009 13.211 (9) 25,738 25.022 3 Asia Other markets 3,808 3,715 3 7,154 6,855 4 **Total Trucks** 59,911 42,614 41 114,979 79,554 45

The truck operations posted an operating income of SEK 5,106 M in the second quarter of 2011 compared with an operating income of SEK 2,478 M in the second quarter of 2010. The operating margin improved to 10.2%, compared with 6.0% in the second quarter of 2010. Increased sales volumes, higher capacity utilization and continued strict control of operating expenses had a positive effect on earnings in the quarter. Earnings in the second quarter were negatively affected by costs related to the earthquake and tsunami in Japan amounting to approximately SEK 100 M.

#### New, environmentally adapted trucks

In May, Volvo Trucks launched the new Volvo FM MethaneDiesel truck, a gas-powered truck for long-haul operations enhancing its focus on alternative fuels. This truck can be powered by up to 75% gas and if run on biogas, emissions of carbon dioxide from fossil fuel could be cut by up to 70% compared with a conventional diesel engine.

On hybrids, Volvo Trucks has begun selling the Volvo FE Hybrid and Renault Truck has delivered the first serial Renault Premium Distribution hybrid truck (Hybrys Tech).

In July, UD Trucks launched its new Condor medium-duty trucks, which have undergone a full model change. The new truck is described in more detail in the Important events section of this report.

## **Construction Equipment** - solid second quarter

- Continued strong market conditions
- Volvo CE sales up 32% adjusted for currency
- Operating income negatively affected by SEK 300 M due to Japanese earthquake
- Number one position in China strengthened, 11.8% market share

#### Good growth in most markets

Measured in units, the total world market for construction equipment increased by 27% during the first five months in 2011 compared to the same period last year. In Europe the market increased by 47%, North America was up 44% and South America increased by 28%. Total Asia was up 24% whereof China increased by 26%. Other markets increased by 5%.

Market conditions for the full year of 2011 are expected to remain positive with a projected growth of 15–25% (previous forecast 20–30%). Europe is expected to grow by 15–25% (previous forecast 10–20%), North America by 25–35% (unchanged), South America 10–20% (previous forecast 5–15%), Asia 10–15% (previous forecast 10-20%) whereof China 10–15% (previous forecast 20–30%).

The Chinese market has slowed down as a consequence of measures by the government to curtail inflation. However, the Volvo Group has strengthened its position as market leader in China with an 11.8% share of the wheel loader and excavator market during the first six months of 2011. Net sales by market area



#### Strong second quarter for Volvo CE

In the second quarter of 2011, net sales increased by 15% to SEK 17,520 M (15,295). Adjusted for currency movements, net sales increased by 32%. Sales were positively impacted by strong momentum in most markets which was partly offset by lost sales of approximately SEK 1.2 billion due to Japanese supplier issues as a result of the earthquake and tsunami earlier this year.

Operating income amounted to SEK 1,893 M (2,086) and the operating margin was 10.8% (13.6). The operating income was negatively impacted by changes in currency exchange rates and by approximately SEK 300 M due to the Japanese supplier issues.

The value of the order book at June 30, 2011 was 38% higher than a year earlier.

#### Successful introduction of new products

During almost four weeks in May and June, over 10,000 customers from more than 70 countries visited the Volvo Days in Eskilstuna, Sweden, to get acquainted with the over 50 new machine models equipped with the latest engine technology fulfilling the new Tier 4I and Stage III B emission requirements.



# Buses - strong increase in deliveries

- Slow recovery in Europe and North America
- Deliveries up 36%
- First Hybrid bus order outside Europe

#### Slow recovery

The bus market is recovering slowly in general, with the exception of city buses in Europe and North America, where demand is roughly flat. During the first five months of the year, the total market in Europe rose 3%. The North American coach market has improved slightly, while procurements of city buses are few. In Mexico, activity for both coaches and city buses increased somewhat. The trend in the bus market in South America remains favorable, due in part to the effect of the advance purchase of coaches prior to the introduction of Euro 5 on January 1, 2012. The trend in the total market in Asia and Africa remained positive. However, the Chinese bus market has slowed down, particularly in Shanghai where large purchases were previously made for the World Expo 2010. Globally, interest in hybrid buses and environmentally adapted buses is widespread.

#### **Increased deliveries**

Deliveries during the second quarter of 2011 amounted to 3,127 buses, compared with 2,297 in the same quarter of 2010, up 36%. Deliveries increased in almost all markets. The order intake for the second quarter was in line with the year-earlier period and

#### Net sales by market area

	Second qu	Second quarter		First six r		
SEK M	2011	2010	 Change in %	2011	2010	Change in %
Europe	1,742	1,864	(7)	3,162	3,322	(5)
North America	1,855	1,725	8	3,512	3,762	(7)
South America	595	327	82	946	723	31
Asia	716	664	8	1,623	1,577	3
Other markets	685	673	2	1,209	936	29
Total	5,593	5,253	6	10,452	10,320	1

amounted to 3,124 buses (3,081). South America accounted for the largest increase, almost doubling its order intake.

One of the orders signed during the second quarter was for 60 hybrid buses in Curitiba in Brazil – the first order for hybrid buses outside Europe. An additional order of 328 Nova articulated buses for public transport in New York City was signed.

#### **Higher sales**

Net sales in the second quarter rose 6% to SEK 5,593 M (5,253). Adjusted for exchangerate fluctuations, net sales increased 19%.

Operating income for the second quarter of 2011 amounted to SEK 275 M (259). Earnings in the Asia Pacific region had a favorable trend, while profitability in Europe weakened as a result of weak demand and stiff competition. The operating margin was 4.9% (4.9).

#### Continued cost program and capacity increases

The slow recovery in the bus markets in Europe and North America entails a continued focus on capital efficiency, the ongoing costs program and activities to generate profitable growth. Due to the higher order intake, production is being increased in the U.S., Mexico, India and Brazil.

In order to be able to meet increasing demand in the segment for front engine buses, which in Brazil amounts to 10,000-12,000 buses per year, a new front engine bus has been launched. The new bus received a very positive response at the introduction. Interest in hybrid buses is now growing markedly on a global scale and has prompted Volvo Buses to also commence the manufacture of hybrid buses at the plant in Curitiba.



# Volvo Penta - operating margin of 12.2%

- Strong global demand for industrial engines, weaker for marine
- Improved profitability
- Strengthened market shares in both Marine and Industrial

#### Strong market for industrial engines

The total market for all types of industrial engines continued its very strong performance during the second quarter. The positive trend applied globally and the industry has been at full capacity utilization during the year.

Total demand for marine engines remained very weak in North America and is now at historically low levels. Marine volumes in Europe were slightly better, while demand fell far short of the levels noted in record years.

#### **Increased market shares**

Volvo Penta has captured market shares in both the marine and industrial segments, primarily in Europe and North America. Within industrial engines Volvo Penta continued to gain markets shares in diesel-powered generator sets, which is the largest industrial engine segment in terms of volume.

The volume in the order book at June 30, 2011 was 29% higher than a year earlier.

#### Net sales by market area

	Second qu	larter		_		
SEK M	2011	2010	Change in %	2011	2010	Change in %
Europe	1,379	1,395	(1)	2,652	2,513	6
North America	414	507	(18)	712	814	(13)
South America	84	80	5	137	152	(10)
Asia	603	549	10	1,044	949	10
Other markets	85	100	(15)	167	180	(7)
Total	2,565	2,631	(3)	4,712	4,608	2

#### **Good profitability**

Volvo Penta's net sales during the second quarter of 2011 declined by 3% year-onyear to SEK 2,565 M (2,631). Adjusted for currency fluctuations, sales increased by 7%. Sales were distributed as follows between the two business segments: Marine SEK 1,412 M (1,543) and Industrial SEK 1,153 M (1,088).

Operating income amounted to SEK 314 M, compared with SEK 312 M in the yearearlier period. Profit was positively impacted by increased industrial engine sales with a more favorable product mix. The operating margin was 12.2% (11.9)

#### New products

In the forthcoming model year for marine leisure engines, Volvo Penta will launch a new state-of-the-art version of the D6 engine. With the new D6 400 hp model, Volvo Penta can offer the world's most powerful diesel sterndrive, thus further strengthening the engine program for planing boats of approximately 30 to 45 feet. With its high-tech D series, Volvo Penta currently has a very modern and competitive marine product program with excellent environmental, comfort and performance features.



## Volvo Aero - a challenging quarter

- Air traffic growth continues
- Low but improving profitability
- Agreement on participation in the new PW1100G engine

#### Continued growth in air traffic

The International Air Transport Association (IATA) reported that global year-to date traffic for the first five months of 2011 showed an increase of 7% for passenger and 2% for cargo traffic compared to the same period in 2010. IATA has downgraded its airline industry profit forecast for 2011 from USD 8.6 billion (in March) to USD 4 billion, primarily due to higher fuel prices.

Airbus and Boeing announced 1,007 orders in the first two quarters, up 216% compared to same period last year, whereof 660 orders are for Airbus A320neo. The A320neo is offered with the PW1100G engine, in which Volvo Aero is a risk and revenue sharing partner. The aircraft manufacturers delivered 480 aircraft in the first two quarters, up 2% compared to the same period last year.

#### Net sales by market area

	Second qu	uarter	First six months			
SEK M	2011	2010	Change in %	2011	2010	Change in %
Europe	791	1,064	(26)	1,538	2,101	(27)
North America	745	978	(24)	1,597	1,769	(10)
South America	1	6	(83)	8	12	(33)
Asia	35	67	(48)	51	122	(58)
Other markets	16	18	(11)	34	39	(13)
Total	1,588	2,133	(26)	3,228	4,043	(20)

#### Improved but still low profitability

For Volvo Aero, sales during the second quarter decreased by 26% to SEK 1,588 M compared to SEK 2,133 M in the prior year. Adjusted for currency fluctuations and the divestment of Volvo Aero Services, sales during the second quarter increased by 8%.

Operating income amounted to SEK 55 M, compared to a loss of SEK 372 M in the same period a year ago when results were negatively affected by the sale of Volvo Aero Services. Operating income is still affected by the low US dollar as well as manufacturing disturbances and supplier issues. The operating margin was 3.5% (neg. 17.4%).

## Important agreement with Pratt & Whitney

Volvo Aero has signed an agreement with Pratt & Whitney regarding participation in the PW1100G engine. The PW1100G will be installed in an upgraded version of the Airbus A320, called A320neo. Volvo Aero will develop and manufacture two important components for the new engine, both based on advanced light-weight technologies. For Volvo Aero, the deal is expected to generate sales of around SEK 40 billion over a 50 year period. Sales are expected to ramp up in the second half of this decade.



## **Consolidated income statement, second quarter**

	Industrial O	perations	Customer F	inance	Eliminations		Volvo Group Total	
SEK M	2011	2010	2011	2010	2011	2010	2011	2010
Net sales	77,286	66,717	2,225	2,426	(548)	(378)	78,962	68,765
Cost of sales	(58,618)	(51,066)	(1,430)	(1,670)	548	378	(59,499)	(52,358)
Gross income	18,668	15,651	795	756	0	0	19,463	16,407
Research and development expenses	(3,370)	(3,201)	0	0	0	0	(3,370)	(3,201)
Selling expenses	(5,928)	(5,783)	(399)	(381)	0	0	(6,327)	(6,163)
Administrative expenses	(1,740)	(1,430)	(7)	(6)	0	0	(1,747)	(1,436)
Other operating income and expenses	(184)	(445)	(139)	(361)	0	0	(324)	(807)
Income (loss) from investments in associated companies	(51)	(37)	0	0	0	0	(51)	(37)
Income from other investments	3	7	0	0	0	0	3	7
Operating income	7,398	4,763	250	7	0	0	7,648	4,770
Interest income and similar credits	148	136	0	0	(1)	(24)	148	112
Interest expenses and similar charges	(734)	(838)	0	0	1	24	(734)	(815)
Other financial income and expenses	187	475	0	0	0	0	187	475
Income after financial items	6,999	4,536	250	7	0	0	7,249	4,541
Income taxes	(1,919)	(1,302)	(90)	(14)	0	0	(2,009)	(1,315)
Income for the period*	5,080	3,234	161	(7)	0	0	5,241	3,226
* Attributable to:								
Equity holders of the parent company							5,117	3,145
Minority interests							124	81
							5,241	3,226
Basic earnings per share, SEK							2.52	1.55
Diluted earnings per share, SEK							2.52	1.55

## **Consolidated other comprehensive income**

Income for the period	5,241	3,226
Exchange differences on translation of foreign operations	1,267	1,207
Exchange differences on hedge instruments of net investment in foreign operations	(5)	(21)
Accumulated translation difference reversed to income	0	(33)
Available for sale investments	77	(50)
Cash flow hedges	(23)	(73)
Other comprehensive income, net of income taxes	1,316	1,030
Total comprehensive income for the period*	6,557	4,256
Attributable to		
Equity holders of the parent company	6,405	4,168
Minority interests	152	88
	6,557	4,256

## **Consolidated income statement, first six months**

	Industrial O	perations	Customer F	inance	Eliminations		Volvo Gro	up Total
SEK M	2011	2010	2011	2010	2011	2010	2011	2010
Net sales	147,242	123,176	4,324	4,934	(1,026)	(728)	150,539	127,382
Cost of sales	(111,099)	(94,645)	(2,784)	(3,407)	1,026	728	(112,856)	(97,324)
Gross income	36,143	28,531	1,540	1,527	0	0	37,683	30,058
Research and development expenses	(6,679)	(6,205)	0	0	0	0	(6,679)	(6,205)
Selling expenses	(11,634)	(11,259)	(780)	(759)	0	0	(12,414)	(12,018)
Administrative expenses	(3,455)	(3,052)	(15)	(13)	0	0	(3,470)	(3,065)
Other operating income and expenses	(579)	(419)	(316)	(733)	0	0	(895)	(1,153)
Income (loss) from investments in associated companies	(70)	(56)	0	0	0	0	(70)	(56)
Income from other investments	15	7	0	0	0	0	15	7
Operating income	13,741	7,548	429	21	0	0	14,170	7,569
Interest income and similar credits	314	260	0	0	(16)	(45)	299	215
Interest expenses and similar charges	(1,470)	(1,681)	0	0	16	45	(1,454)	(1,636)
Other financial income and expenses	81	622	0	0	0	0	81	622
Income after financial items	12,666	6,749	429	21	0	0	13,096	6,769
Income taxes	(3,522)	(1,774)	(152)	(49)	0	0	(3,674)	(1,823)
Income for the period*	9,144	4,975	278	(28)	0	0	9,422	4,946
* Attributable to:								
Equity holders of the parent company							9,202	4,826
Minority interests							220	120
							9,422	4,946
Basic earnings per share, SEK							4.54	2.38
Diluted earnings per share, SEK							4.54	2.38

## **Consolidated other comprehensive income**

Income for the period	9,422	4,946
Exchange differences on translation of foreign operations	(1,116)	21
Exchange differences on hedge instruments of net investment in foreign operations	(2)	79
Accumulated translation difference reversed to income	(18)	(33)
Available for sale investments	43	20
Cash flow hedges	(80)	(245)
Other comprehensive income, net of income taxes	(1,173)	(158)
Total comprehensive income for the period*	8,249	4,788
Attributable to		
Equity holders of the parent company	8,058	4,653
Minority interests	191	135
	8,249	4,788

## **Consolidated balance sheet**

	Industrial O	perations			Volvo Gro	up Total		
	June 30	Dec 31	June 30	Dec 31	June 30	Dec 31	June 30	Dec 31
	2011	2010	2011	2010	2011	2010	2011	2010
Assets Non-current assets								
	40 4 4 9	40.612	104	101	0	0	40 552	40.714
Intangible assets	40,448	40,613	104	101	0	0	40,552	40,714
Tangible assets	E0 744	54160	87	72	0	0	E0 021	E 4 0 4 0
Property, plant and equipment	52,744	54,169	_	10,055		-	52,831	54,242
Assets under operating leases Financial assets	14,505	13,217	10,923	10,055	(4,197)	(3,625)	21,231	19,647
	0.000	0.000		10	0		0.001	0.000
Shares and participations	2,060	2,080 598	<u>1</u> 37,051	18 36.270	(1,124)	(843)	2,061	2,098 36,025
Non-current customer-financing receivables Deferred tax assets	10,480	12,019	37,051	291	(1,124)	(843)	,	12,310
Prepaid pensions	1,561	1,636	12	12	0	0	10,797	1,648
	-	941	6	204		(379)	577	766
Non-current interest-bearing receivables	932	3,401	49	41	(361)	(379)	3,340	3,418
Other non-current receivables Total non-current assets	3,496	128,674	49 48,550	47,064	(205)	(4,871)		170,868
Total non-current assets	126,755	120,074	46,550	47,064	(5,887)	(4,071)	169,418	170,000
Current assets								
Inventories	44,116	38,956	739	882	0	0	44,855	39,837
Current receivables								
Customer-financing receivables	884	830	35,202	36,897	(1,037)	(1,064)	35,049	36,663
Tax assets	1,025	1,045	87	90	0	0	1,112	1,135
Interest-bearing receivables	1,058	1,071	765	1,283	(1,363)	(2,012)	460	342
Internal funding	4,296	7,505	0	0	(4,296)	(7,505)	0	0
Accounts receivable	29,401	24,332	128	101	0	0	29,529	24,433
Other receivables	13,376	11,561	1,420	1,352	(785)	(1,056)	14,011	11,857
Non interest-bearing assets held for sale	0	136	0	0	0	0	0	136
Interest-bearing assets held for sale	0	0	0	0	0	0	0	0
Marketable securities	7,396	9,735	39	32	0	0	7,435	9,767
Cash and cash equivalents	17,546	21,756	1,421	1,545	(118)	(335)	18,849	22,966
Total current assets	119,098	116,928	39,801	42,182	(7,599)	(11,970)	151,300	147,139
Total assets	245,853	245,602	88,351	89,246	(13,486)	(16,841)	320,718	318,007
Shareholders' equity and liabilities								
Equity attributable to the equity	67.474	65.000	0 500	0.000	0	0	70.070	70 1 1 0
Equity attributable to the equity holders of the parent company	67,474	65,090	8,598	8,020	0	0	76,072	73,110
Equity attributable to the equity holders of the parent company Minority interests	874	1,011	0	0	0	0	874	1,011
Equity attributable to the equity holders of the parent company		,		,	-			
Equity attributable to the equity holders of the parent company Minority interests	874	1,011	0	0	0	0	874	1,011
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity	874	1,011	0	0	0	0	874	1,011 <b>74,121</b> 7,510
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions	874 68,348	1,011 66,101	0 8,598	0 <b>8,020</b>	0	0	874 76,946	1,011 <b>74,121</b>
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits	874 68,348 6,954	1,011 <b>66,101</b> 7,478	0 8,598 36	0 <b>8,020</b> 32	0 0	0 0 0	874 76,946 6,990	1,011 <b>74,121</b> 7,510
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes	874 68,348 6,954 2,971	1,011 66,101 7,478 3,026	0 8,598 36 1,347	0 <b>8,020</b> 32 1,496	0 0 0	0 0 0 0	874 76,946 6,990 4,318	1,011 <b>74,121</b> 7,510 4,522
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions	874 68,348 6,954 2,971	1,011 66,101 7,478 3,026	0 8,598 36 1,347	0 <b>8,020</b> 32 1,496	0 0 0	0 0 0 0	874 76,946 6,990 4,318	1,011 <b>74,121</b> 7,510 4,522
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities	874 68,348 6,954 2,971 5,388	1,011 <b>66,101</b> 7,478 3,026 5,785	0 8,598 36 1,347 166	0 <b>8,020</b> 32 1,496 150	0 0 0 0 2	0 0 0 0 1	874 76,946 6,990 4,318 5,556	1,011 <b>74,121</b> 7,510 4,522 5,936
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond loans	874 68,348 6,954 2,971 5,388 42,132	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767	0 8,598 36 1,347 166 0	0 <b>8,020</b> 32 1,496 150	0 0 0 2 0	0 0 0 0 1	874 76,946 6,990 4,318 5,556 42,132	1,011 74,121 7,510 4,522 5,936 38,767
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond loans Other loans	874 68,348 6,954 2,971 5,388 42,132 32,736	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180	0 8,598 36 1,347 166 0 6,402	0 <b>8,020</b> 32 1,496 150 0 8,225	0 0 0 2 0 (82) 424	0 0 0 1 0 (78)	874 76,946 6,990 4,318 5,556 42,132 39,056	1,011 74,121 7,510 4,522 5,936 38,767 45,327
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond loans Other loans Internal funding	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004)	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971)	0 8,598 36 1,347 166 0 6,402 28,581	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927	0 0 0 2 0 (82)	0 0 0 1 1 0 (78) 1,044	874 76,946 6,990 4,318 5,556 42,132 39,056 0	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172	0 8,598 36 1,347 166 0 6,402 28,581 594	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389	0 0 0 2 2 (82) 424 (3,015)	0 0 0 1 1 0 (78) 1,044	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities Current provisions	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172	0 8,598 36 1,347 166 0 6,402 28,581 594	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389	0 0 0 2 2 (82) 424 (3,015)	0 0 0 1 1 0 (78) 1,044	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities Current provisions Current liabilities	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132 9,544	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172 8,429	0 8,598 36 1,347 166 0 6,402 28,581 594 114	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389 105	0 0 0 2 2 0 (82) 424 (3,015) 1	0 0 0 1 1 0 (78) 1,044 (2,330) 1	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711 9,659	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231 8,534 39,601
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities Current provisions Current liabilities Loans	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132 9,544 33,069	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172 8,429 32,101	0 8,598 36 1,347 166 0 6,402 28,581 594 114 6,692	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389 105 8,299	0 0 0 2 2 0 (82) 424 (3,015) 1 (772)	0 0 0 1 1 0 (78) 1,044 (2,330) 1 (799)	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711 9,659 38,990	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231 8,534 39,601 0
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities Current provisions Current liabilities Loans Internal funding	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132 9,544 33,069 (24,764)	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172 8,429 32,101 (21,220)	0 8,598 36 1,347 166 0 6,402 28,581 594 114 6,692 32,764	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389 105 8,299 33,643	0 0 0 2 2 (82) 424 (3,015) 1 (772) (8,000)	0 0 0 1 1 0 (78) 1,044 (2,330) 1 (799) (12,423)	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711 9,659 38,990	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231 8,534 39,601 0 135
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities Current provisions Current liabilities Loans Internal funding Non interest-bearing liabilities held for sale	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132 9,544 33,069 (24,764) 0	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172 8,429 32,101 (21,220) 135	0 8,598 36 1,347 166 0 6,402 28,581 594 114 6,692 32,764 0	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389 105 8,299 33,643 0	0 0 0 2 2 (82) 424 (3,015) 1 (772) (8,000) 0	0 0 0 1 1 0 (78) 1,044 (2,330) 1 (799) (12,423) 0	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711 9,659 38,990 0 -	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231 8,534
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities Current provisions Current liabilities Loans Internal funding Non interest-bearing liabilities held for sale Trade payables	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132 9,544 33,069 (24,764) 0 50,006	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172 8,429 32,101 (21,220) 135 47,111	0 8,598 36 1,347 166 0 6,402 28,581 594 114 6,692 32,764 0 168	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389 105 8,299 33,643 0 139	0 0 0 2 2 (82) 424 (3,015) 1 (772) (8,000) 0 0	0 0 0 1 1 0 (78) 1,044 (2,330) 1 (799) (12,423) 0 0	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711 9,659 38,990 0 - 50,174	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231 8,534 39,601 0 135 47,250
Equity attributable to the equity holders of the parent company Minority interests Total shareholders' equity Non-current provisions Provisions for post-employment benefits Provisions for deferred taxes Other provisions Non-current liabilities Bond Ioans Other Ioans Internal funding Other liabilities Current provisions Current liabilities Loans Internal funding Non interest-bearing liabilities held for sale Trade payables Tax liabilities	874 68,348 6,954 2,971 5,388 42,132 32,736 (29,004) 11,132 9,544 33,069 (24,764) 0 50,006 1,765	1,011 <b>66,101</b> 7,478 3,026 5,785 38,767 37,180 (26,971) 11,172 8,429 32,101 (21,220) 135 47,111 1,571	0 8,598 36 1,347 166 0 6,402 28,581 594 114 6,692 32,764 0 168 271	0 <b>8,020</b> 32 1,496 150 0 8,225 25,927 389 105 8,299 33,643 0 139 161	0 0 0 2 2 0 (82) 424 (3,015) 1 (772) (8,000) 0 0 0	0 0 0 1 1 0 (78) 1,044 (2,330) 1 1 (799) (12,423) 0 0 0 0	874 76,946 6,990 4,318 5,556 42,132 39,056 0 8,711 9,659 38,990 0 - 50,174 2,036	1,011 74,121 7,510 4,522 5,936 38,767 45,327 0 9,231 8,534 39,601 0 135 47,250 1,732

## **Consolidated cash flow statement for the second quarter**

	Industrial Ope	erations	Customer Fin	Customer Finance		Eliminations		Total
SEK bn	2011	2010	2011	2010	2011	2010	2011	2010
Operating activities								
Operating income (loss)	7.4	4.8	0.2	0.0	0.0	0.0	7.6	4.8
Depreciation tangible assets	1.5	1.5	0.0	0.0	0.0	0.0	1.5	1.5
Amortization intangible assets	0.8	0.8	0.0	0.0	0.0	0.0	0.8	0.8
Depreciation leasing vehicles	0.6	0.5	0.6	0.6	0.0	0.0	1.2	1.1
Other non-cash items	0.1	0.6	0.2	0.4	(0.1)	0.0	0.2	1.0
Total change in working capital whereof	(1.4)	3.3	(3.5)	0.4	0.1	0.1	(4.8)	3.8
Change in accounts receivable	(0.9)	(1.9)	0.0	(0.1)	0.1	0.0	(0.9)	(2.0)
Change in inventories	(2.3)	(1.6)	0.1	0.3	(0.1)	0.0	(2.3)	(1.3)
Change in trade payables	2.7	7.0	0.0	0.0	0.0	0.0	2.7	7.0
Other changes in working capital	(0.9)	(0.2)	(3.6)	0.2	0.1	0.1	(4.3)	0.1
Net of interest and other financial items	(0.6)	(0.6)	0.0	0.0	0.0	0.0	(0.6)	(0.6)
Income taxes paid	(0.7)	(0.5)	(0.1)	(0.1)	0.0	0.0	(0.8)	(0.6)
Cash flow from operating activities	7.7	10.4	(2.6)	1.3	0.0	0.1	5.1	11.8
Investing activities								
Investments in tangible assets	(1.5)	(1.1)	0.0	(0.1)	0.0	0.1	(1.5)	(1.1)
Investments in intangible assets	(1.0)	(0.8)	0.0	0.0	0.0	0.0	(1.0)	(0.8)
Investment in leasing vehicles	(0.2)	(0.1)	(1.8)	(0.7)	0.1	0.0	(1.9)	(0.8)
Disposals of fixed assets and leasing vehicles	0.2	0.1	0.6	0.6	0.0	0.0	0.8	0.7
Operating cash flow	5.2	8.5	(3.8)	1.1	0.1	0.2	1.5	9.8
Investments and divestments of shares, net							(0.1)	0.0
Acquired and divested operations, net							(0.3)	0.2
Interest-bearing receivables incl marketable seco	urites						2.4	(1.4)
Cash-flow after net investments							3.5	8.6
Financing activities								
Change in loans, net							0.9	(6.0)
Dividend to AB Volvo shareholders							(5.1)	0.0
Dividend to minority shareholders							0.0	(0.1)
Other							0.0	0.0
Change in cash and cash equivalents excl.	translation dif	ferences					(0.7)	2.5
Translation difference on cash and cash equivale	ents						0.2	0.5
Change in cash and cash equivalents							(0.5)	3.0

## **Consolidated cash flow statement for the first six months**

	Industrial Ope	erations	Customer Fina	ance	Eliminatior	IS	Volvo Group	Total
SEK bn	2011	2010	2011	2010	2011	2010	2011	2010
Operating activities								
Operating income	13.7	7.6	0.4	0.0	0.0	0.0	14.1	7.6
Depreciation tangible assets	2.9	3.0	0.0	0.0	0.0	0.0	2.9	3.0
Amortization intangible assets	1.6	1.6	0.0	0.0	0.0	0.0	1.6	1.6
Depreciation leasing vehicles	1.0	1.0	1.2	1.2	0.0	0.0	2.2	2.2
Other non-cash items	0.4	0.2	0.3	0.7	0.0	0.0	0.7	0.9
Total change in working capital whereof	(10.7)	(1.2)	(4.1)	2.8	(0.3)	0.1	(15.1)	1.7
Change in accounts receivable	(5.6)	(5.2)	0.0	(0.1)	0.0	0.0	(5.6)	(5.3)
Change in inventories	(6.1)	(2.9)	0.0	0.5	0.0	0.0	(6.1)	(2.4)
Change in trade payables	3.5	8.6	0.0	(0.1)	0.0	0.0	3.5	8.5
Other changes in working capital	(2.5)	(1.7)	(4.1)	2.5	(0.3)	0.1	(6.9)	0.9
Net of interest and other financial items	(1.1)	(1.3)	0.0	0.0	0.0	0.0	(1.1)	(1.3)
Income taxes paid	(2.2)	(1.5)	(0.1)	0.0	0.0	0.0	(2.3)	(1.5)
Cash flow from operating activities	5.6	9.4	(2.3)	4.7	(0.3)	0.1	3.0	14.2
Investing activities								
Investments in tangible assets	(2.7)	(2.3)	0.0	(0.1)	0.0	0.1	(2.7)	(2.3)
Investments in intangible assets	(1.9)	(1.6)	0.0	0.0	0.0	0.0	(1.9)	(1.6)
Investment in leasing vehicles	(0.2)	(0.1)	(3.2)	(1.4)	0.1	0.0	(3.3)	(1.5)
Disposals of fixed assets and leasing vehicles	0.4	0.4	0.9	1.1	0.0	0.0	1.3	1.5
Operating cash flow	1.2	5.8	(4.6)	4.3	(0.2)	0.2	(3.6)	10.3
Investments and divestments of shares, net							(0.1)	(0.1)
Acquired and divested operations, net							(0.5)	0.2
Interest-bearing receivables incl marketable sec	urites						2.2	1.1
Cash-flow after net investments							(2.0)	11.5
Financing activities								
Change in Ioans, net							3.6	(10.1)
Dividend to AB Volvo shareholders							(5.1)	0.0
Dividend to minority shareholders							0.0	(0.1)
Other							0.0	0.0
Change in cash and cash equivalents excl.	translation dif	ferences					(3.5)	1.3
Translation difference on cash and cash equivale	ents						(0.6)	0.6
Change in cash and cash equivalents							(4.1)	1.9

## **Consolidated net financial position**

	Industrial of	operations	Volvo Group		
SEK M	June 30 2011	Dec 31 2010	June 30 2011	Dec 31 2010	
Non-current interest-bearing assets	· · · · ·				
Non-current customer-financing receivables	-	_	36,456	36,025	
Non-current interest-bearing receivables	932	941	577	766	
Current interest-bearing assets					
Customer-financing receivables	-	-	35,049	36,663	
Interest-bearing receivables	1,058	1,071	460	342	
Internal funding	4,296	7,505	-	-	
Interest-bearing assets held for sale	0	0	0	0	
Marketable securities	7,396	9,735	7,435	9,767	
Cash and cash equivalents	17,546	21,756	18,849	22,966	
Total financial assets	31,228	41,008	98,826	106,529	
Non-current interest-bearing liabilities					
Bond loans	42,132	38,767	42,132	38,767	
Other loans	32,736	37,180	39,056	45,327	
Internal funding	(29,004)	(26,971)	-	-	
Current interest-bearing liabilities					
Loans	33,069	32,101	38,990	39,601	
Internal funding	(24,764)	(21,220)	-	-	
Total financial liabilities	54,169	59,857	120,178	123,695	
Net financial position excl post-employment benefits	(22,941)	(18,849)	(21,352)	(17,166)	
Provisions for post-employment benefits, net	5,393	5,842	5,417	5,862	
Net financial position incl post-employment benefits	(28,334)	(24,691)	(26,769)	(23,028)	

## Changes in net financial position, Industrial operations

	Second quarter	First six
SEK bn	2011	months 2011
Beginning of period	(27.3)	(24.7)
Cash flow from operating activities	7.7	5.6
Investments in fixed assets	(2.7)	(4.8)
Disposals	0.2	0.4
Operating cash-flow	5.2	1.2
Investments and divestments of shares, net	(0.1)	(0.1)
Acquired and divested operations, net	(0.8)	(1.5)
Capital injections to/from Customer Finance operations	0.1	0.0
Currency effect	(0.4)	1.7
Dividend paid to AB Volvo shareholders	(5.1)	(5.1)
Other changes	0.1	0.2
Total change	(1.0)	(3.6)
Net financial position at end of period	(28.3)	(28.3)

## **Consolidated changes in shareholders' equity**

	First six month	s
SEK bn	2011	2010
Total equity at end of previous period	74.1	67.0
Transition effect IFRS 3, capitalized transaction costs	0.0	(0.1)
Total equity at beginning of period	74.1	66.9
Shareholders' equity attributable to equity holders		
of the parent company at beginning of period	73.1	66.4
Income for the period	9.2	4.8
Other comprehensive income	(1.2)	(0.3)
Total comprehensive income	8.0	4.5
Dividend to AB Volvo's shareholders	(5.1)	0.0
Share-based payments	0.0	0.0
Transactions with minority interests	0.0	0.0
Other changes	0.0	0.0
Shareholders' equity attributable to equity holders		
of the parent company at end of period	76.0	70.9
Minority interests at beginning of period	1.0	0.6
Income for the period	0.2	0.1
Other comprehensive income	0.0	0.1
Total comprehensive income	0.2	0.2
Dividend	0.0	(0.1)
Capital contribution	0.0	0.0
Minority regarding acquisitions and divestments	(0.3)	0.0
Other changes	0.0	0.0
Minority interests at end of period	0.9	0.7
Total equity at end of period	76.9	71.6

## Key ratios

#### Industrial operations

	First six months	
	2011	2010
Gross margin, %	24.5	23.2
Research and development expenses in % of net sales	4.5	5.0
Selling expenses in % of net sales	7.9	9.1
Administrative expenses in % of net sales	2.3	2.5
Operating margin, %	9.3	6.1
	June 30 2011	Dec 31 2010
Return on operating capital, %, 12 months rolling values	27.1	19.5
Net financial position at end of period, SEK billion	(28.3)	(24.7)
Net financial position in % of shareholders' equity at end of period	(41.5)	(37.4)
Shareholders' equity as percentage of total assets, end of period	27.8	26.9

Customer finance		
	June 30 2011	Dec 31 2010
Return on shareholders' equity, %, 12 months rolling values	4.1	0.4
Equity ratio at end of period, %	9.7	9.0
Asset growth, % from preceding year end until end of period	(1.0)	(9.6)

Volvo Group		
	First six	months
	2011	2010
Gross margin, %	25.0	23.6
Research and development expenses in % of net sales	4.4	4.9
Selling expenses in % of net sales	8.2	9.4
Administrative expenses in % of net sales	2.3	2.4
Operating margin, %	9.4	5.9
	June 30 2011	Dec 31 2010
Basic earnings per share, SEK, 12 months rolling values	7.52	5.36
Shareholders' equity, excluding minority interests, per share,		
at end of period, SEK	37.5	36.1
Return on shareholders' equity, %, 12 months rolling values	21.3	16.0
Shareholders' equity as percentage of total assets, end of period	24.0	23.3

## Share data

	First six	months
-	2011	2010
Basic earnings per share, SEK	4.54	2.38
Diluted earnings per share, SEK	4.54	2.38
Number of shares outstanding, million	2,027	2,027
Average number of shares during period, million	2,027	2,027
Average diluted number of shares during period, million	2,027	2,027
Number of company shares, held by AB Volvo, million	101	101
Average number of company shares, held by AB Volvo, million	101	101

## **Quarterly figures**

SEK M unless otherwise stated Industrial operations	2/2010	3/2010	4/2010	1/2011	2/2011
Net sales	66.717	62,225	71,974	69,956	77,286
Cost of sales	(51,066)	(47,015)	(55,820)	(52,481)	(58,618)
Gross income	15,651	15,210	16,154	17,475	18,668
Research and development expenses	(3,201)	(3,125)	(3,640)	(3,309)	(3,370)
Selling expenses	(5,783)	(5,520)	(5,870)	(5,706)	(5,928)
Administrative expenses	(1,430)	(1,295)	(1,293)	(1,715)	(1,740)
Other operating income and expenses	(445)	(377)	137	(395)	(1,740)
Income (loss) from investments in associated companies	(37)	(10)	(20)	(19)	(101)
Income from other investments	7	(15)	(49)	12	3
Operating income Industrial operations	4,763	4,866	5,420	6,343	7,398
Customer Finance	· · · · ·	i			
Finance and lease income	2,426	2,146	1,951	2,099	2,226
Finance and lease expenses	(1,670)	(1,387)	(1,180)	(1,354)	(1,430)
Gross income	756	759	771	745	796
Selling and administrative expenses	(388)	(384)	(369)	(389)	(407)
Credit provision expenses	(414)	(339)	(311)	(178)	(190)
Other operating income and expenses	53 7	12	7	1	51
Operating income Customer Finance	1	48	98	179	250
Volvo Group					
Operating income	4,770	4,913	5,518	6,522	7,648
Interest income and similar credits	112	115	112	151	148
Interest expense and similar charges	(815)	(739)	(767)	(720)	(734)
Other financial income and expenses	475	(39)	(370)	(106)	187
Income after financial items	4,541	4,251	4,494	5,847	7,249
Income taxes	(1,315)	(1,401)	(1,078)	(1,665)	(2,009)
Income for the period*	3,226	2,851	3,415	4,181	5,241
* Attributable to					
Equity holders of AB Volvo	3,145	2,807	3,233	4,085	5,117
Minority interests	81	44	182	96	124
	3,226	2,851	3,415	4,181	5,241
Key operating ratios, Industrial operations					
Gross margin, %	23.5	24.4	22.4	25.0	24.2
Research and development expenses in % of net sales	4.8	5.0	5.1	4.7	4.4
Selling expenses in % of net sales	8.7	8.9	8.2	8.2	7.7
Administrative expenses in % of net sales	2.1	2.1	1.8	2.5	2.3
Operating margin, %	7.1	7.8	7.5	9.1	9.6
Depreciation and amortization, included above		700	707	000	
Product and Software development, amortization	706	709	727	680	754
Other intangible assets, amortization	111	119	112	108	116
Tangible assets, depreciation	2,663	2,703	2,545	2,463	2,632
Total	3,480	3,531	3,384	3,251	3,502
Of which					
Industrial operations	2,858	2,928	2,769	2,658	2,862
Customer Finance	622	603	615	593	640
Total	3,480	3,531	3,384	3,251	3,502
Research and development expenses					
Capitalization	464	621	771	800	912
		021		000	0.2
Amortization	(569)	(575)	(614)	(588)	(690)

## **Quarterly figures**

Share data	2/2010	3/2010	4/2010	1/2011	2/2011
Earnings per share, SEK <sup>1</sup>	1.55	1.38	1.59	2.01	2.52
Number of shares outstanding, million	2,027	2,027	2,027	2,027	2,027
Average number of shares during period, million	2,027	2,027	2,027	2,027	2,027
Number of company shares, held by AB Volvo, million	101	101	101	101	101

1 Earnings per share are calculated as Income for the period (excl minority interests) divided by the weighted average number of shares outstanding during the period.

Volvo Group	68,765	63,969	73,398	71,577	78,962
Eliminations	(378)	(402)	(528)	(478)	(548)
Customer Finance	2,426	2,146	1,951	2,099	2,225
Industrial operations	66,717	62,225	71,974	69,956	77,286
Eliminations and other	(184)	(158)	(207)	(68)	(43)
Volvo Aero	2,133	1,815	1,850	1,640	1,588
Volvo Penta	2,631	2,077	2,031	2,147	2,565
Buses	5,253	4,594	5,602	4,859	5,593
Construction Equipment	15,295	12,710	14,657	15,759	17,520
Trucks	41,589	41,187	48,041	45,620	50,062
SEK M	2/2010	3/2010	4/2010	1/2011	2/2011
Net sales					

#### **Operating income**

Volvo Group	4,770	4,913	5,518	6,522	7,648
Customer Finance	7	48	98	179	250
Industrial operations	4,763	4,866	5,420	6,343	7,398
Group functions and other	0	385	(404)	(123)	(246)
Volvo Aero	(372)	224	282	28	55
Volvo Penta	312	72	73	164	314
Buses	259	155	221	281	275
Construction Equipment	2,086	1,330	1,758	1,708	1,893
Trucks	2,478	2,700	3,490	4,286	5,106
SEK M	2/2010	3/2010	4/2010	1/2011	2/2011

#### Operating margin

Volvo Group	6.9	7.7	7.5	9.1	9.7
Industrial operations	7.1	7.8	7.5	9.1	9.6
Volvo Aero	(17.4)	12.3	15.2	1.7	3.5
Volvo Penta	11.9	3.5	3.6	7.6	12.2
Buses	4.9	3.4	3.9	5.8	4.9
Construction Equipment	13.6	10.5	12.0	10.8	10.8
Trucks	6.0	6.6	7.3	9.4	10.2
%	2/2010	3/2010	4/2010	1/2011	2/2011

### **Accounting principles**

As from January 1, 2005, AB Volvo applies the International Financial Reporting Standards (IFRS) as adopted by the EU, for the group consolidation. The accounting principles, which were applied during the preparation of this report, are described in Note 1 to the consolidated financial statements, which is included in the 2010 Annual Report for the Volvo Group. This interim report has been prepared in accordance with IAS 34, Interim Financial Reporting and the Annual Accounts Act.

The financial reporting of the parent company has been prepared in accordance with the Annual Accounts Act and RFR 2 Reporting for legal entities. Application of RFR 2 entails that in interim reporting for legal entities, the parent company is to apply all IFRSs and interpretations approved by the EU as far as possible within the framework of the Swedish Annual Accounts Act, the Pension Obligations Vesting Act, and taking into account the connection between accounting and taxation.

#### New accounting principles in 2011

In accordance with considerations presented in the Annual Report, Note 3, regarding new accounting principles for 2011, a number of new standards and IFRIC interpretations became effective January 1, 2011. They are expected not to have a significant effect on the financial statements of the Group.

Otherwise, accounting principles and methods of calculations have remained essentially unchanged from those applied in the 2010 Annual Report.

#### Hedging of commercial currency flows

Volvo only hedges firm flows whereof the major part is realized within 6 months. Hedge accounting is not applied and unrealized gains and losses from fluctuations in the fair values of the contracts are reported in the income statement. As from January 1, 2011 unrealized changes in fair value of commercial derivates related to a receivable or payable is reported in the respective business area. All other unrealized changes in fair value of commercial derivates are reported in the income statement in the segment Group functions and others. This has negatively affected the Group's operating income by SEK 101 M during the second quarter whereof SEK 82 M in Group functions and other. During the second quarter of 2010 the total effect was negative in an amount of SEK 231 M.

#### Group functions and other

As from January 1, 2011 Volvo reports some selected entities in the segment Group functions and other. As from January 1, 2011 Volvo Rents is reported in this segment. The reason for the change in segment is to strengthen the profile of Volvo Rents and make the operation more independent from Volvo CE.

#### **Risks and uncertainties**

All business operations involve risk – managed risk-taking is a condition of maintaining a sustained favorable profitability. Risk may be due to events in the world and can affect a given industry or market. Risk can be specific to a single company. Volvo works continuously to identify, measure and manage risk, and in some cases Volvo can influence the likelihood that a risk-related event will occur. In cases in which such events are beyond Volvo's control, the aim is to minimize the consequences.

The risks to which the Volvo Group are exposed are classified into three main categories:

**External-related risks** – such as the cyclical nature of the commercial vehicles business, intense competition, changes in prices for commercial vehicles and government regulations;

**Financial risks** – such as currency fluctuations, interest levels fluctuations, valuations of shares or similar instruments, credit risk and liquidity risk and;

**Operational risks** – such as market reception of new products, reliance on suppliers, protection and maintenance of intangible assets, complaints and legal actions by customers and other third parties and risk related to human capital. For a more elaborated account for these risks, please refer to the Risk Management section on pages 53–55 in the 2010 Annual Report for the Volvo Group. The Annual Report is available on the internet at www.volvogroup.com. Short-term risks, when applicable, are also described in the respective report per business area of this report.

A rapid increase in demand could potentially result in delivery disturbances due to suppliers' financial instability or shortage of resources.

Uncertainty regarding customers' access to the financing of products in emerging

markets might have a negative impact on demand.

Volvo verifies annually, or more frequently if necessary, the goodwill value of its business areas and other intangible assets for possible impairment. The size of the overvalue differs between the business areas and they are, to a varying degree, sensitive to changes in the business environment. Instability in the business recovery and volatility in interest and currency rates may lead to indications of impairment.

The reported amounts for contingent liabilities reflect a part of Volvo's risk exposure. Total contingent liabilities at June 30, 2011, amounted to SEK 13.3 billion, an increase of SEK 2.3 billion compared to December 31, 2010. The increase is mainly related to credit guarantees issued as a result of the increased sales in emerging markets. Included in the total is a contingent liability of SEK 0.5 billion pertaining to a claim on Volvo Powertrain to pay penalties following a demand by the U.S. Environmental Protection Agency (EPA). The demand is a consequence of dissenting opinions on whether an agreement between EPA and Volvo Powertrain regarding lower emitting engines also should include engines sold by Volvo Penta.

Members of the U.S. trade union, the United Auto Workers (UAW), have approved a new 40-month Master Agreement with the Volvo Group's subsidiary Mack Trucks. The agreement includes the establishment of an independent trust that will completely eliminate Mack's commitments for providing healthcare to retired employees. The trust must be approved by the U.S. District Court for the Eastern District of Pennsylvania, which is currently scheduled for the last six months of 2011. The Volvo Group will fund the trust with USD 525 M, to be paid out during a five-year period as from 2010. The funding obligation is reported as a financial liability and amortizations will be reported as cash flow from financing activities.

Nissan Diesel Thailand Co. Limited on 30 November 2009 filed a claim at the Pathumthani Provincial Court of First Instance, Thailand, against AB Volvo and three of its employees, claiming damages of approximately SEK 2.3 billion. AB Volvo considers that the claim is of no merit. Further information is available in note 29 to the consolidated financial statements, included in the 2010 Annual Report for the Volvo Group.

In September 2010 Volvo Trucks' and Renault Trucks' UK subsidiaries have, together with a number of other international truck companies, become the subject of an investigation initiated by the OFT (Office of Fair Trading), the British competition authority. Volvo Trucks' and Renault Trucks' British subsidiaries have received letters from the OFT as part of the investigation and will cooperate fully with the OFT during the course of the investigation.

In January 2011 Volvo Group and a number of other companies in the truck industry became part of an investigation by the European Commission regarding a possible violation of EU antitrust rules. Volvo Group will cooperate fully with the Commission during the course of the investigative work.

In April 2011, Volvo Group's truck business in Korea and a number of other truck companies became subject of an investigation by the Korean Fair Trade Commission. The Volvo Group will cooperate fully with the Commission in the investigation.

In May 2011 Volvo Penta became part of an investigation by the European Commission regarding a possible violation of EU antitrust rules. Volvo Group will cooperate fully with the Commission during the course of the investigative work.

#### **Corporate acquisitions and divestments**

During the second quarter assets and liabilities earlier classified as "held for sale" have been reclassified to the related balance sheet items, as a consequence of a discontinued sale process. In connection to the reclassification, write-downs made in earlier periods have been reversed, affecting operating income positively in a total amount of SEK 49 M in the second quarter.

During the first and second quarter Volvo has expanded the ownership in construction

equipment rental operations through several minor acquisitions of assets and liabilities. These acquisitions have increased assets under operating lease of the Volvo Group by SEK 606 M and added SEK 379 M to the Volvo Group goodwill. The impact on net debt of Industrial operations, from assumed liabilities in the acquisitions, is SEK 909 M, of which SEK 502 M are Group-internal liabilities to the segment Customer Finance. Other than that the acquisitions have had no significant impact on the Volvo Group. Volvo has not made any other acquisitions or divestments during the second quarter that have had a significant impact on the Volvo Group.

#### Acquisitions after the end of the period

Volvo has not made any acquisitions after the end of the second quarter that have had a significant impact on the Volvo Group.

#### **Related-party transactions**

Sales to associated companies amounted to SEK 322 M (281) and purchases from associated companies amounted to SEK 16 M (10) during the second quarter of 2011. On June 30, 2011, receivables from associated companies amounted to SEK 151 M (174) and liabilities to associated companies to SEK 127 M (125). Sales to related-party Renault s.a.s. amounted to SEK 15 M (15) and purchases from Renault s.a.s to SEK 650 M (453) during the second quarter of 2011. Receivables from Renault s.a.s. amounted to SEK 12 M (15) and liabilities to Renault s.a.s. to SEK 408 M (291) on June 30, 2011.

### **Parent company**

**Balance Sheets** 

Income statement					
	Second of	quarter	First six months		
SEK M	2011	2010	2011	2010	
Net sales <sup>1</sup>	197	160	385	323	
Cost of sales <sup>1</sup>	(197)	(160)	(385)	(323)	
Gross income	0	0	0	0	
Operating expenses <sup>1</sup>	(220)	(141)	(417)	(313)	
Income (loss) from investments in Group companies	2,286	5,906	1,925	5,555	
Income (loss) from investments in associated companies	(6)	(31)	(4)	(45)	
Income (loss) from other investments	-	2	4	2	
Operating income (loss)	2,060	5,736	1,508	5,199	
Interest income and expenses	(464)	(152)	(836)	(317)	
Other financial income and expenses	(45)	(44)	(58)	(48)	
Income after financial items	1,551	5,540	614	4,834	
Income taxes	307	210	560	339	
Income for the period	1,858	5,750	1,174	5,173	

1 Of net sales in the second quarter, SEK 172 M (143) pertained to Group companies, while purchases from Group companies amounted to SEK 150 M (116).

Other comprehensive income				
Income for the period	1,858	5,750	1,174	5,173
Available-for-sale investments	74	(26)	49	32
Other comprehensive income, net of income taxes	74	(26)	49	32
Total comprehensive income for the period	1,932	5,724	1,223	5,205

#### Income from investments in Group companies for the second quarter includes dividends amounting to SEK 2,719 M (6,338).

In 2011 revaluation of the ownership in the listed company Deutz AG has increased the value by SEK 49 M, recognized in other comprehensive income.

Investments in intangible and tangible assets amounted to SEK - M (22) and SEK 45 M (1) respectively.

Financial net debt amounted to SEK 28,659 M at the end of the second quarter (30,376).

The changed assumptions of life-expectancy for the PRI defined benefit plan have been considered in the second quarter close. However, it has had no effect on income or financial position of the parent company.

#### Events after the balance sheet date

103

261

0

4

134

17

16

See Important events on page 5 of this report. No other significant events have occurred after the end of the second quarter 2011 that are expected to have a substantial effect on the Volvo Group.

#### June 30 2011 Dec 31 2010 SEK M Assets Non-current assets Intangible assets 95 60 Tangible assets **Einancial assets** Shares and participations in Group companies 59,438 59.429 Other shares and participations 2,962 2,498 Deferred tax assets 4,218 3,657 Other long-term receivables<sup>1</sup> 10 66,628 0 65,584 Total non-current assets 66,783 65,703 **Current assets** 12,226 Short-term receivables from Group companies 134 Other short-term receivables 638 Cash and bank accounts 0 Total current assets 772 12,487 Total assets 67,555 78,190 Shareholders' equity and liabilities Shareholders' equity 9,891 Restricted equity 9.891 41,853 Unrestricted equity 31,962 28,129 38,020 Untaxed reserves 4 Provisions 133 Non-current liabilites2 17 Currrent liabilites<sup>3</sup> 29,381 36,182 Total shareholders' equity and liabilities 67,555 78,190

1 Of which SEK 10 M (0) pertains to Group companies.

2 Of which SEK 7 M (7) pertains to Group companies. 3 Of which SEK 29,032 M (35,835) pertains to Group companies.

The Board of Directors and the CEO certify that the half-year financial report gives a fair view of the performance of the business, position and profit or loss of the Company and the Group, and describes the principal risks and uncertainties that the Company and the companies in the Group face.

Göteborg, July 22, 2011 AB Volvo (publ)

> Louis Schweitzer Board Chairman

Peter Bijur Board member

Leif Johansson President and CEO of the Volvo Group and Board member

> Ying Yeh Board member

Martin Linder Board member Anders Nyrén *Board member* 

Ravi Venkatesan Board member

Mikael Sällström Board member Jean-Baptiste Duzan Board member

> Hanne De Mora *Board member*

Lars Westerberg Board member

Berth Thulin Board member

#### **Review report**

We have reviewed this report for the period 1 January 2011 to 30 June 2011 for AB Volvo. The board of directors and the President are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

We conducted our review in accordance with the Swedish Standard on Review Engagements SÖG 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit.

> Göteborg, July 22, 2011 PricewaterhouseCoopers AB

Göran Tidström Authorized Public Accountant Lead Auditor Johan Rippe Authorized Public Accountant

Accordingly, we do not express an audit

Based on our review, nothing has come to

our attention that causes us to believe that

the interim report is not prepared, in all

material respects, in accordance with IAS 34

and the Swedish Annual Accounts Act,

regarding the Group, and with the Swedish

Annual Accounts Act, regarding the Parent

opinion.

Company.

### **Deliveries**

Delivered trucks								
	Second q	uarter		First six n	nonths			
	2011	2010	Change in %	2011	2010	Change in %		
Trucks								
Europe	26,337	15,805	67	49,397	27,986	77		
Western Europe	21,024	13,666	54	40,055	24,307	65		
Eastern Europe	5,313	2,139	148	9,342	3,679	154		
North America	10,290	4,388	135	19,111	9,643	98		
South America	7,467	5,495	36	13,579	10,048	35		
Asia	12,009	13,211	(9)	25,738	25,022	3		
Other markets	3,808	3,715	3	7,154	6,855	4		
Total Trucks	59,911	42,614	41	114,979	79,554	45		
Light duty (< 7 tons)	6,454	6,857	(6)	12,853	12,424	3		
Medium duty (7–16 tons)	7,869	7,693	2	15,910	15,169	5		
Heavy duty (>16 tons)	45,588	28,065	62	86,216	51,962	66		
Total Trucks	59,911	42,614	41	114,979	79,554	45		
Mack Trucks								
Europe	-	_	_	-	_	_		
Western Europe	-			-				
Eastern Europe	-	_		-				
North America	3,986	1,674	138	7,805	4,533	72		
South America	767	634	21	1,243	898	38		
Asia	2	3	(33)	2	14	(86)		
Other markets	344	253	36	548	412	33		
Total Mack Trucks	5,099	2,564	99	9,598	5,857	64		
	0,000	2,004		5,000	0,007			
Light duty (< 7 tons)	-	-	-	-	-	-		
Medium duty (7–16 tons)	-	-	-	-	-	_		
Heavy duty (>16 tons)	5,099	2,564	99	9,598	5,857	64		
Total Mack Trucks	5,099	2,564	99	9,598	5,857	64		
Renault Trucks								
Europe	13,747	8,530	61	25,723	15,747	63		
Western Europe	12,363	7,907	56	23,171	14,580	59		
Eastern Europe	1,384	623	122	2,552	1,167	119		
North America	51	13	292	66	18	267		
South America	261	94	178	417	184	127		
Asia	1,384	739	87	2,506	1,214	106		
Other markets	1,164	1,667	(30)	2,268	2,729	(17)		
Total Renault Trucks	16,607	11,043	50	30,980	19,892	56		
Light duty (< 7 topo)	5,344	3,987	34	9,772	6,790	44		
Light duty (< 7 tons) Medium duty (7–16 tons)	2,323	2,177		-	-	5		
· · · ·		4,879	83	4,145	3,962 9.140	87		
Heavy duty (>16 tons)	8,940	,		17,063	- 1 -	-		
Total Renault Trucks	16,607	11,043	50	30,980	19,892	56		

AB Volvo (publ) discloses the information provided herein pursuant to the Securities Markets Act and/or the Financial Instruments Trading Act. The information was submitted for publication at 7.30 a.m. on July 22, 2011.

This report contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although the Company believes that the expectations reflected in such forward looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward looking statements as a result of, among other factors, (i) changes in economic, market and competitive conditions, (ii) success of business and operating initiatives, (iii) changes in the regulatory environment and other government actions, (iv) fluctuations in exchange rates and (v) business risk management.

This report does not imply that the company has undertaken to revise these forward-looking statements, beyond what is required under the company's registration contract with the OMX Nordic Exchange Stockholm if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

## **Deliveries**

	Second quarter		First six months			
	2011	2010	Change in %	2011	2010	- Change in %
Volvo Trucks						
Europe	12,590	7,275	73	23,674	12,239	93
Western Europe	8,661	5,759	50	16,884	9,727	74
Eastern Europe	3,929	1,516	159	6,790	2,512	170
North America	5,908	2,344	152	10,633	4,454	139
South America	6,371	4,713	35	11,810	8,855	33
Asia	3,308	2,466	34	6,470	4,297	51
Other markets	1,087	956	14	1,979	1,889	5
Total Volvo Trucks	29,264	17,754	65	54,566	31,734	72
Light duty (< 7 tons)	-	-	-	-	-	-
Medium duty (7–16 tons)	511	489	4	958	952	1
Heavy duty (>16 tons)	28,753	17,265	67	53,608	30,782	74
Total Volvo Trucks	29,264	17,754	65	54,566	31,734	72
UD Trucks						
Europe	-	-	-	-	-	-
Western Europe	-	-	-	-	-	-
Eastern Europe	-	-	-	-	-	-
North America	345	357	(3)	607	638	(5)
South America	68	54	26	109	111	(2)
Asia	2,971	6,560	(55)	6,848	11,800	(42)
Other markets	1,213	839	45	2,359	1,825	29
Total UD Trucks	4,597	7,810	(41)	9,923	14,374	(31)
		0 177	(24)		4 700	
Light duty (< 7 tons)	476	2,477	(81)	1,696	4,722	(64)
Medium duty (7–16 tons)	2,151	2,492	(14)	4,186	4,549	(8)
Heavy duty (>16 tons)	1,970	2,841	(31)	4,041	5,103	(21)
Total UD Trucks	4,597	7,810	(41)	9,923	14,374	(31)
Eicher <sup>1</sup>						
Europe	-	-	_	-	-	-
Western Europe	-	-	-	-	-	-
Eastern Europe	-	_	-	-	-	-
North America	-	-	-	-	-	-
South America	-	-	_	-	-	-
Asia	4,345	3,444	26	9,913	7,698	29
Other markets	-	-	_	-	-	-
Total Eicher	4,345	3,444	26	9,913	7,698	29
	~~~	000	00	4 005	040	50
Light duty (< 7 tons)	634	393	62	1,385	912	52
Medium duty (7–16 tons)	2,884	2,535	14	6,621	5,706	16
Heavy duty (>16 tons)	827	517	60	1,907	1,081	76
Total Eicher	4,345	3,444	26	9,913	7,698	29

1 The delivery figures relate to the 50% of the joint venture with Eicher Motor which is consolidated in the Volvo Group

#### **Delivered buses**

	Second quarter			First six m	onths	
	2011	2010	Change in %	2011	2010	- Change in %
Buses						
Europe	771	657	17	1,237	1,181	5
Western Europe	740	652	13	1,188	1,159	3
Eastern Europe	31	5	520	49	22	123
North America	689	427	61	1,392	1,034	35
South America	460	170	170	743	431	72
Asia	903	704	28	1,681	1,690	(1)
Other markets	304	339	(10)	607	512	19
Total Buses	3,127	2,297	36	5,660	4,848	17

#### Further publication dates

Report on the third quarter 2011	October 25, 2011
Report on 2011 operations	February 3, 2012
Annual Report	March 2012
Annual General Meeting	April 4, 2012
Report on the first quarter 2012	April 26, 2012
Report on the second quarter 2012	July 24, 2012
Report on the third quarter 2012	October 24, 2012

The annual and quarterly reports are published on www.volvogroup.com

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