









# **VOLVO GROUP**

**Capital Market Day**  
**March 14, 2002**

**Philippe MELLIER – RENAULT Trucks**



# Overview of the ranges

Light-range	Medium-range	Heavy-range				
<p><b>Renault Master</b></p>  <p>2,8 to 3,5 t 80 à 120 hp</p> <p><b>Renault Mascott</b></p>  <p>3,5 to 6,5 t 110 à 150 hp</p>	<p><b>Renault Midlum</b> 150 to 270 hp</p>  <p>7,5 to 16 t Tract.26/32/35 t</p>	<p><b>Renault Premium</b> <i>Distribution</i> 220 to 420 hp</p>  <p>16 to 19/26 t Tract.26/44 t</p>	<p><b>Renault Premium</b> <i>Route</i> 320 to 420 hp</p>  <p>19/26 t Tract.40/44 t</p>	<p><b>Renault Kerax</b> 270 to 420 hp</p>  <p>19/26/32 t Tract.40/80 t</p>	<p><b>Renault Magnum</b> 400 to 480 hp</p>  <p>19/26 t Tract.40/80 t</p>	<p><b>SISU</b> 480 hp</p>  <p>26 t Tract.19/220 t</p>



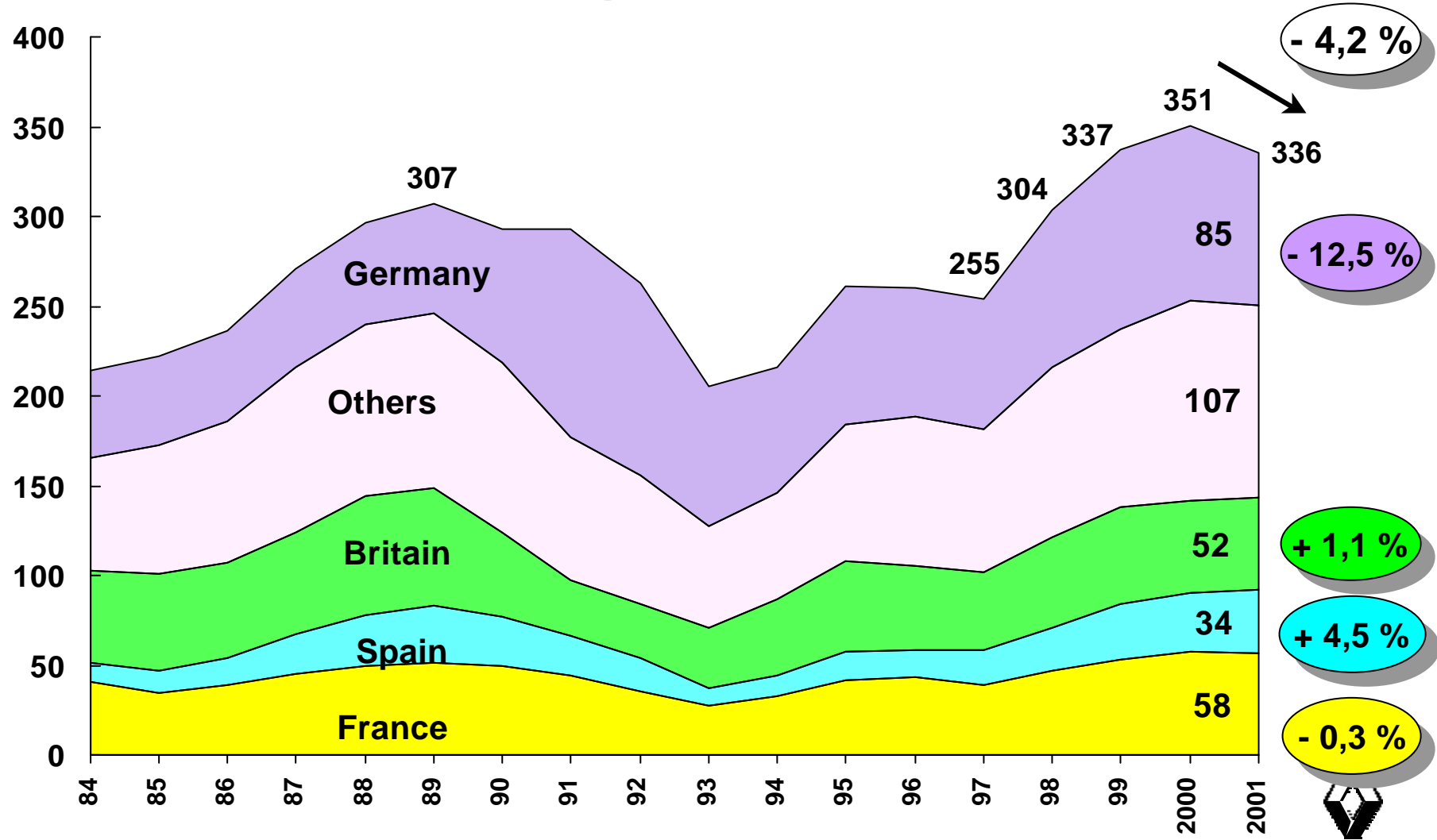
## Service Offers

- Network: 1350 service centers across Europe
- 24 hours assistance in 500 centers
- Warranty: manufacturer 2 years warranty
- Maintenance: contracts, warranty extension, pricelist menu
- Parts: Approved Parts, Okelia, Equipment & Accessories
- Financial services, insurance, leasing solutions
- On Board Computers: Infomax, Partners: Alcatel and Groeneveld

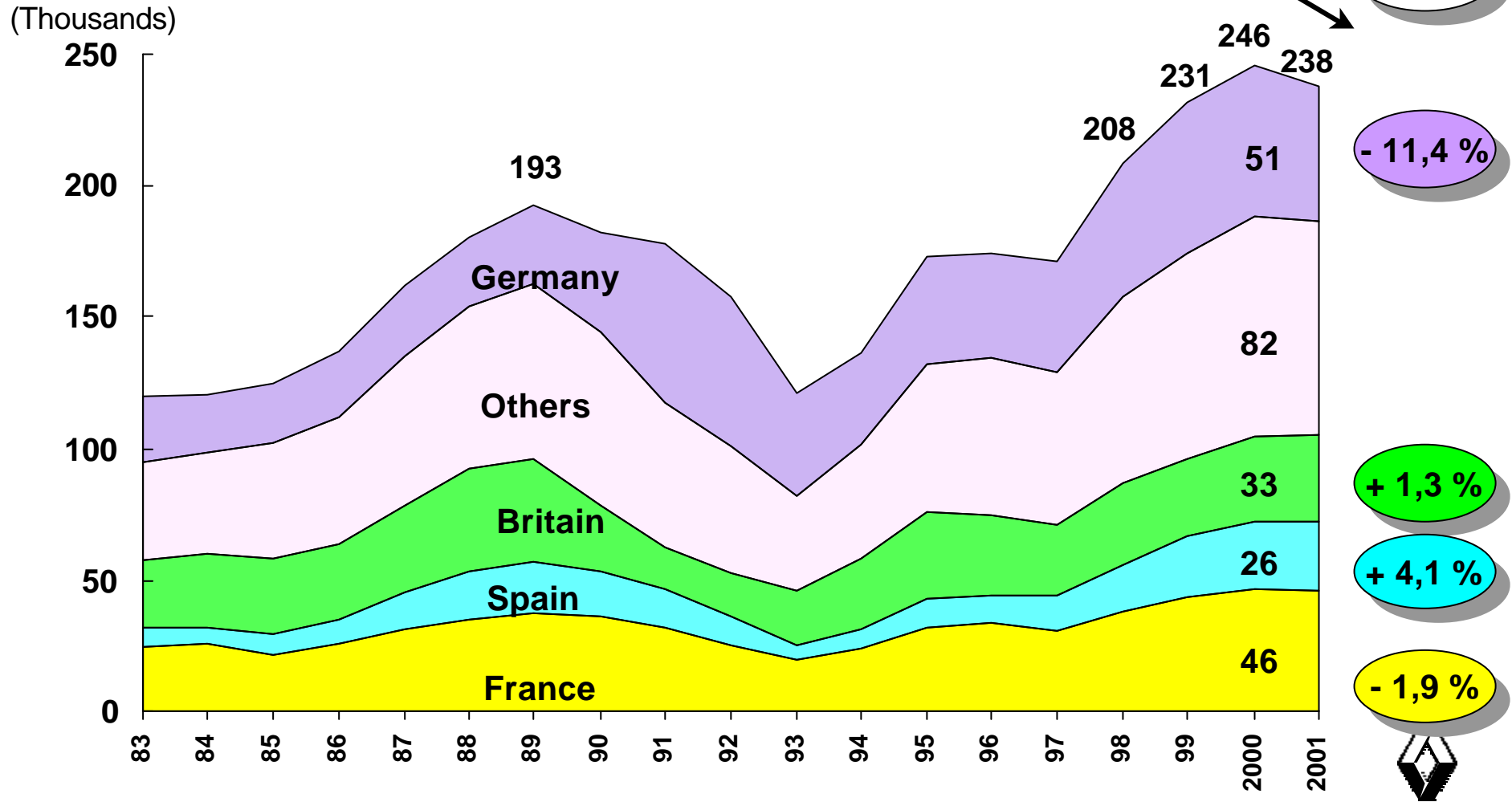


# European Market Trends (> 5 t) (registrations)

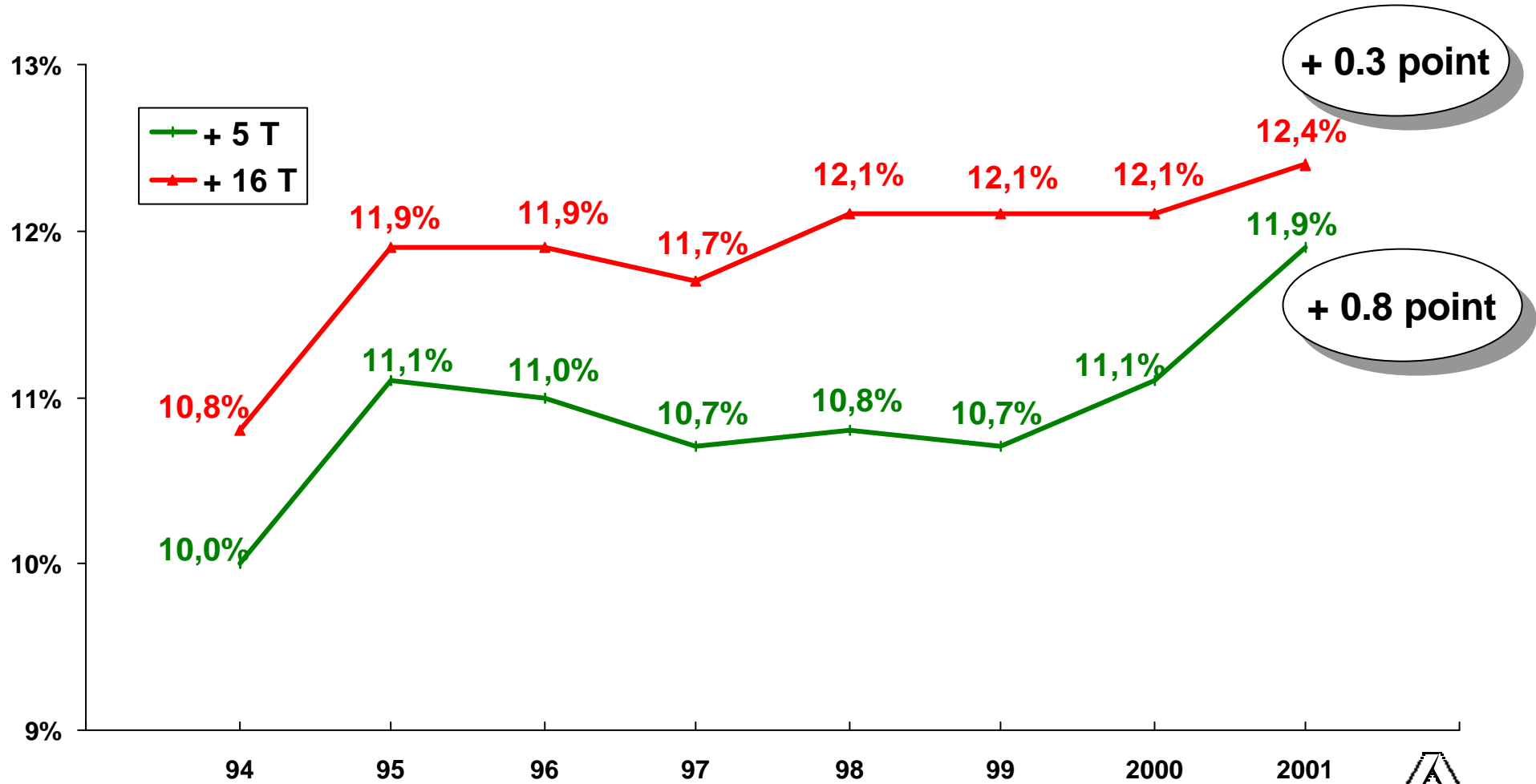
(Thousands)



# European Market Trends (> 16 t) (registrations)



# European Market Shares (registrations)



## Market Shares within Europe > 5 t (registrations)

COUNTRIES	1999 %	2000 %	2001 %
France	37.0	36.1	36.7
Spain	18.0	18.1	18.0
Portugal	14.7	17	14.6
Italy	9.3	8.8	9.8
Belgium	7.2	7.5	8.0
UK	4.8	6.0	7.2
Netherlands	2.6	3.2	3.5
Germany	1.5	1.6	1.9



RENAULT  
Trucks'  
registration  
volumes:

**+ 0.8 point**

compared to  
2000

European market  
volume:

**- 4,2 %**



## Market Shares within Europe > 16 T (registrations)

COUNTRIES	1999 %	2000 %	2001 %
France	36,4	35,6	35,7
Spain	17,4	18,1	17,9
Portugal	18	21,3	18,2
Italy	9,4	8,8	9,2
Belgium	7,6	7,4	7,3
UK	6,5	6,5	7,1
Netherlands	2,5	2,6	3,0
Germany	2,1	1,9	1,7



RENAULT  
Trucks'  
registration  
volumes:

**+ 0.3 point**

compared to  
2000

European market  
volume:

**- 3,3 %**

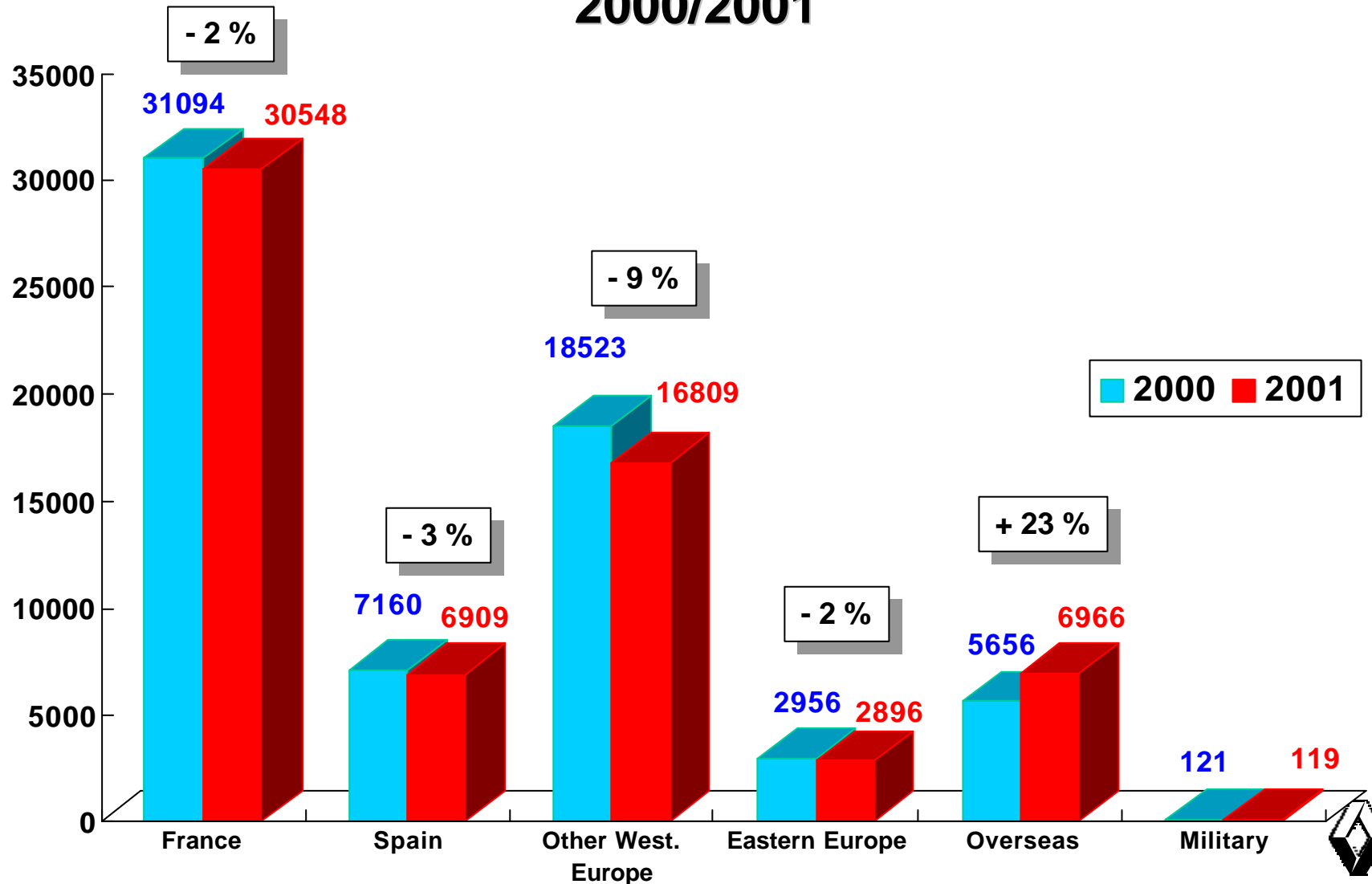


## Deliveries 2000 - 2001

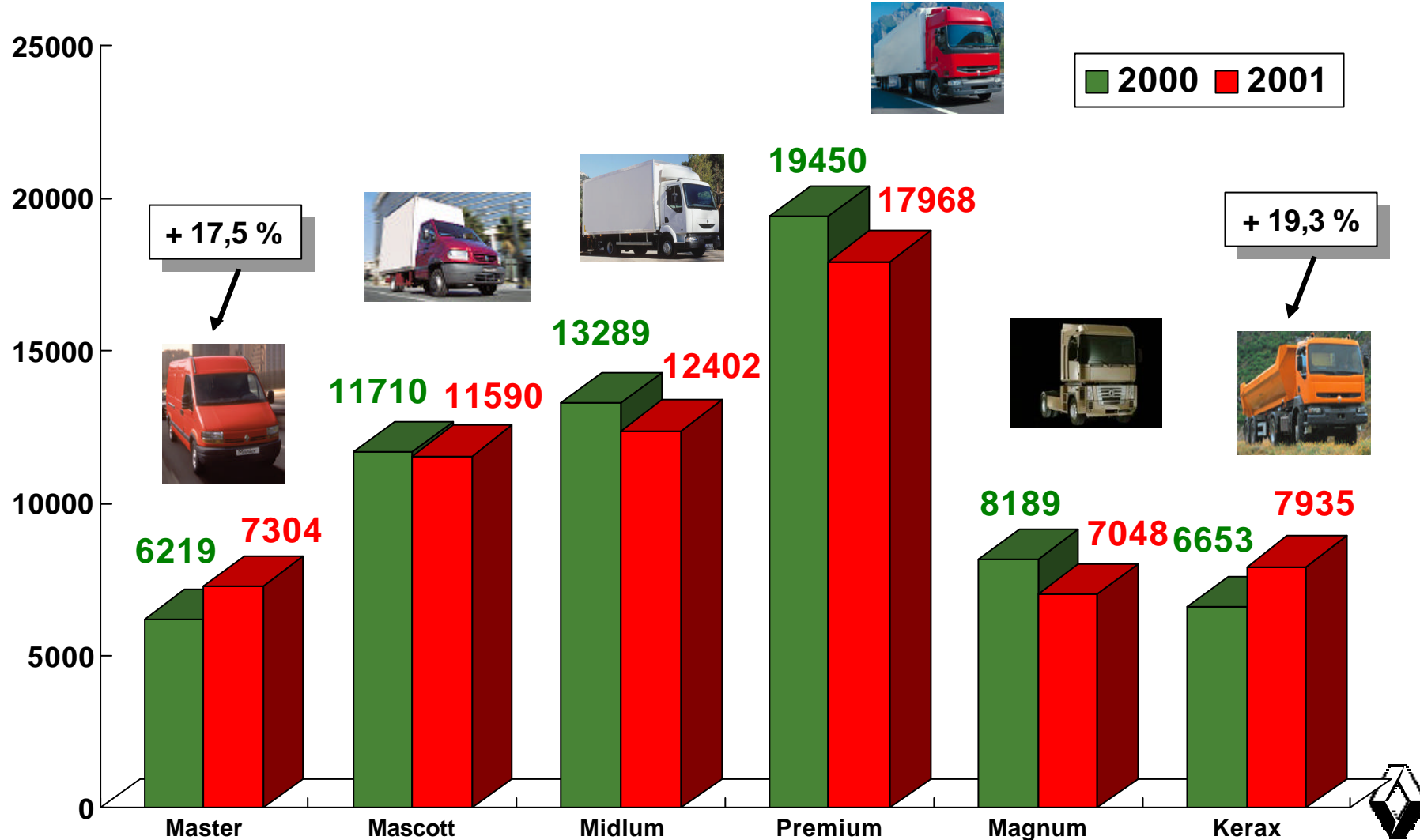
	2000	2001	Variation
Heavy and Medium Duty Trucks	47581	45353	-4,7%
Light Duty Trucks	17929	18894	5,4%
<b>TOTAL RENAULT TRUCKS</b>	<b>65510</b>	<b>64247</b>	<b>-1,9%</b>



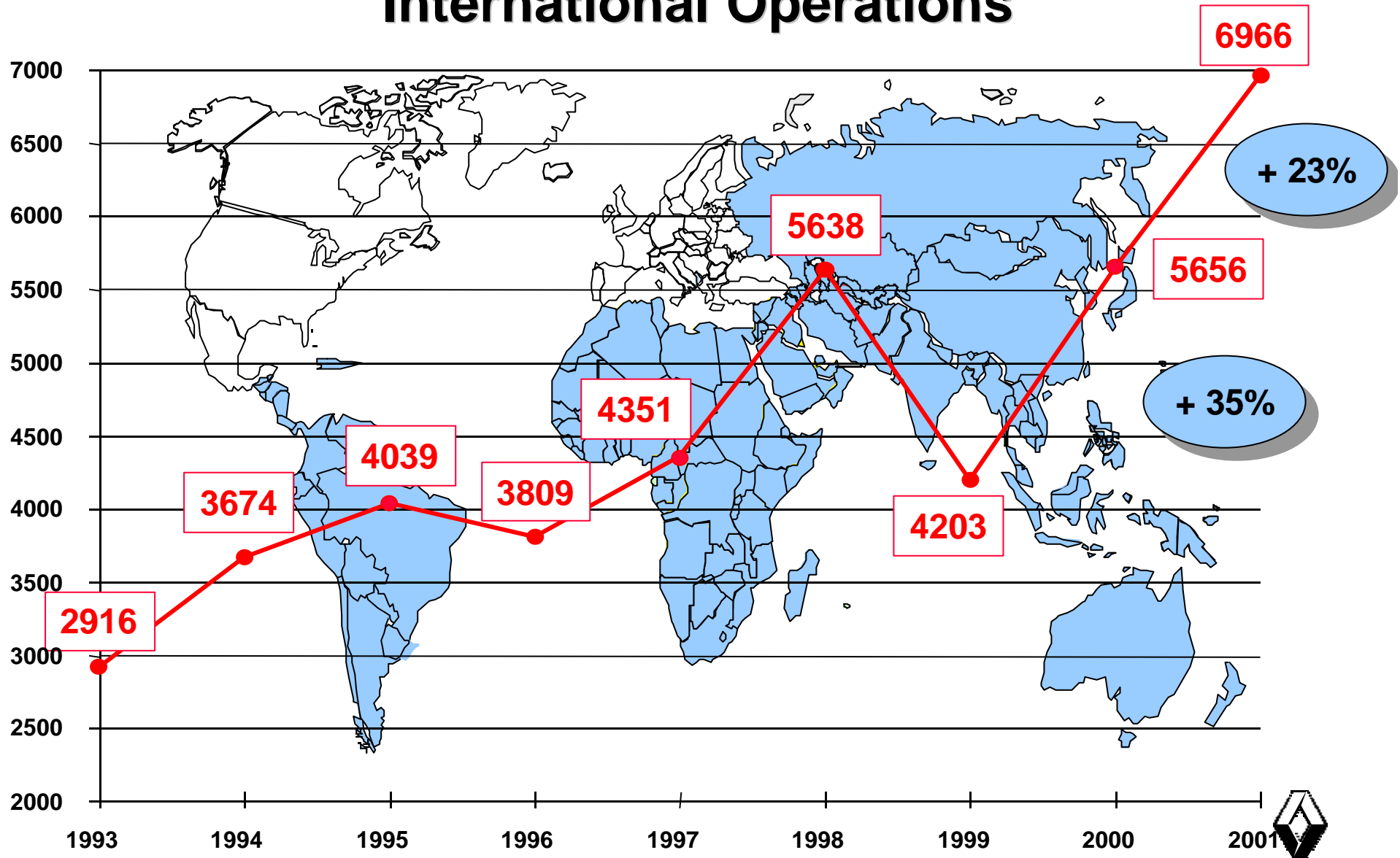
# Deliveries by Market Area 2000/2001



# Deliveries by Models 2000/2001



# International Operations



# RENAULT Trucks Market Leader Position Over 5 T

## 1 st position:

France



36,7 %

Portugal



14,6 %

## 2 nd position:

Spain



18,0 %

Hungary



16,7 %

## 3 rd position:

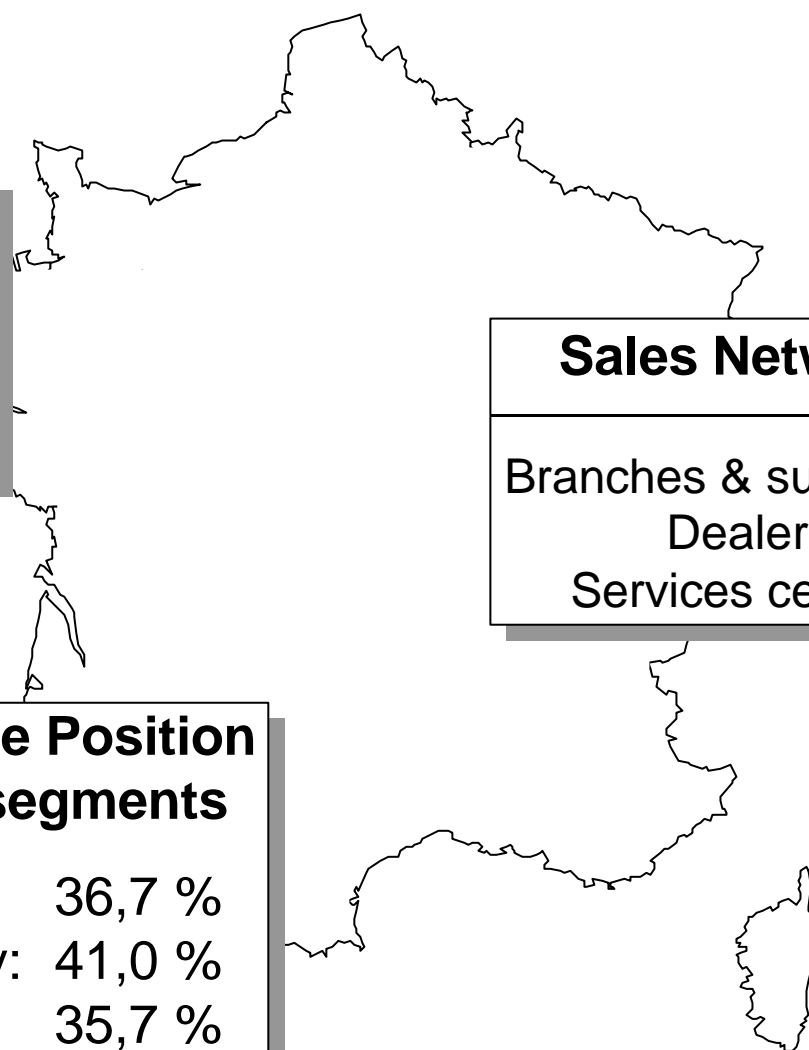
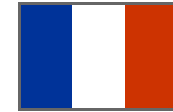
Italy



9,8 %



# France: a strong leader position



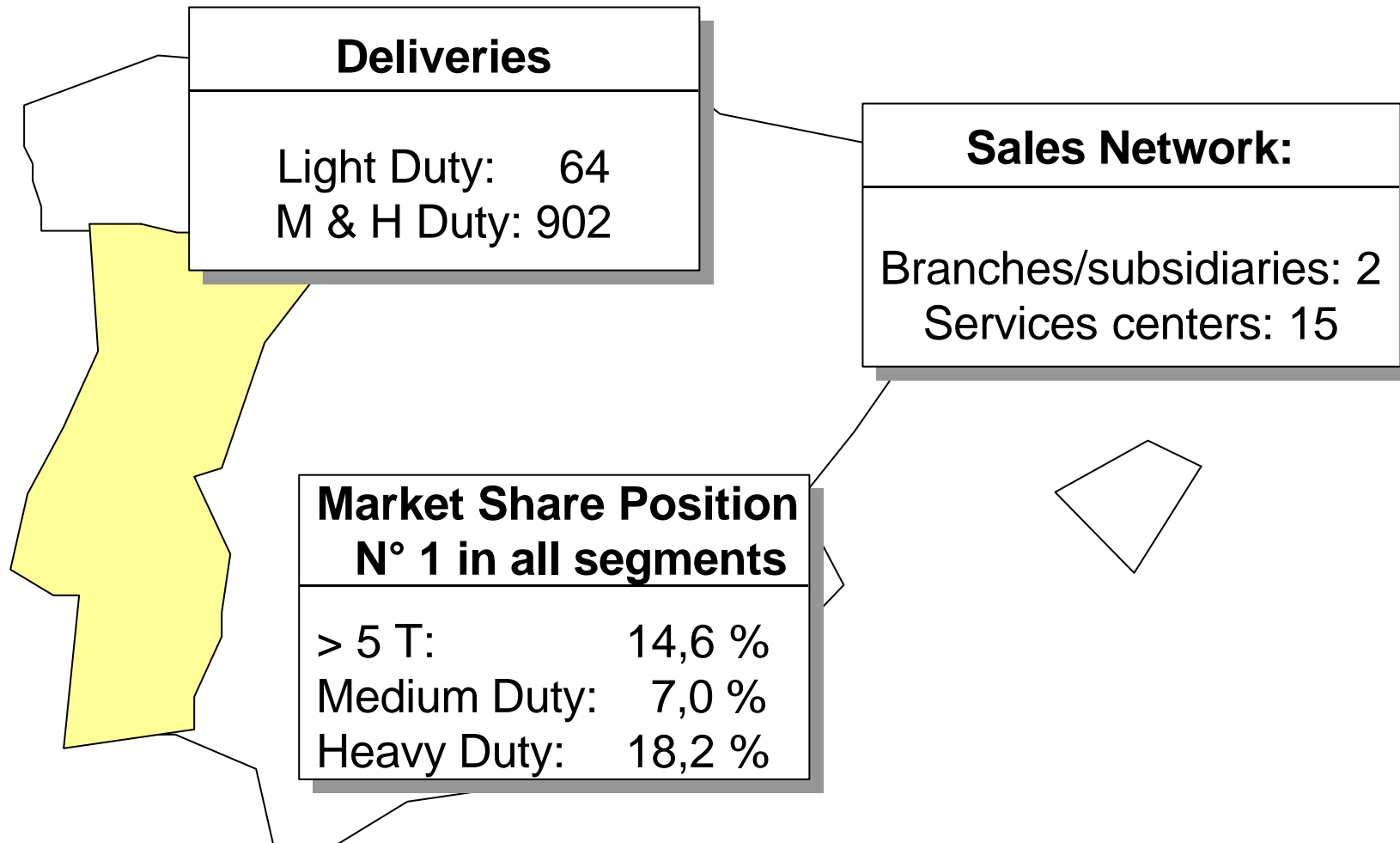
Deliveries	
Light Duty:	10 199
M & H Duty:	20 349

Sales Network: 421	
Branches & subsidiaries:	33
Dealers:	115
Services centers:	273

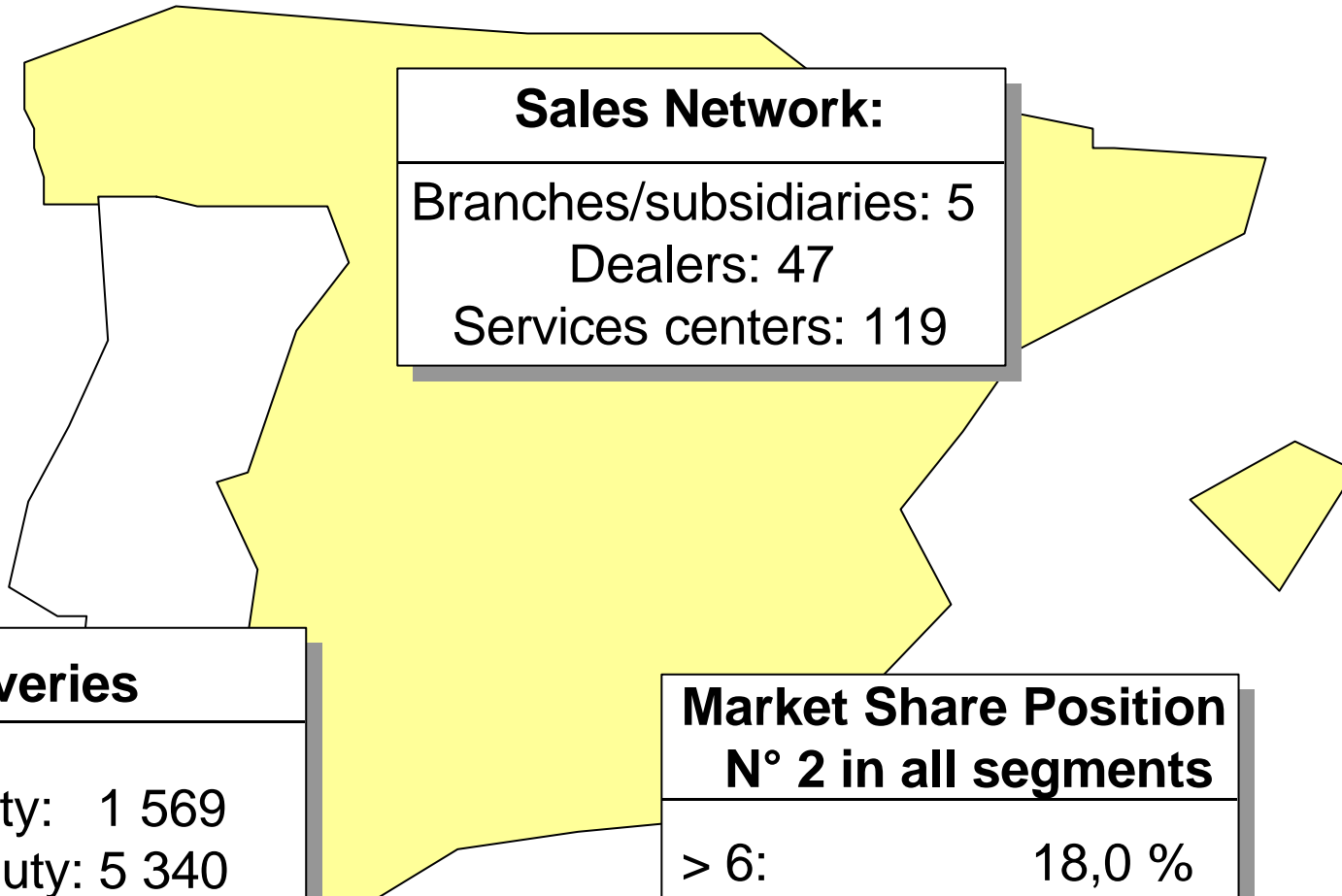
Market Share Position N°1 in all segments	
> 5 T:	36,7 %
Medium Duty:	41,0 %
Heavy Duty:	35,7 %



# Portugal



# Spain



### Sales Network:

Branches/subsidiaries: 5  
Dealers: 47  
Services centers: 119

### Deliveries

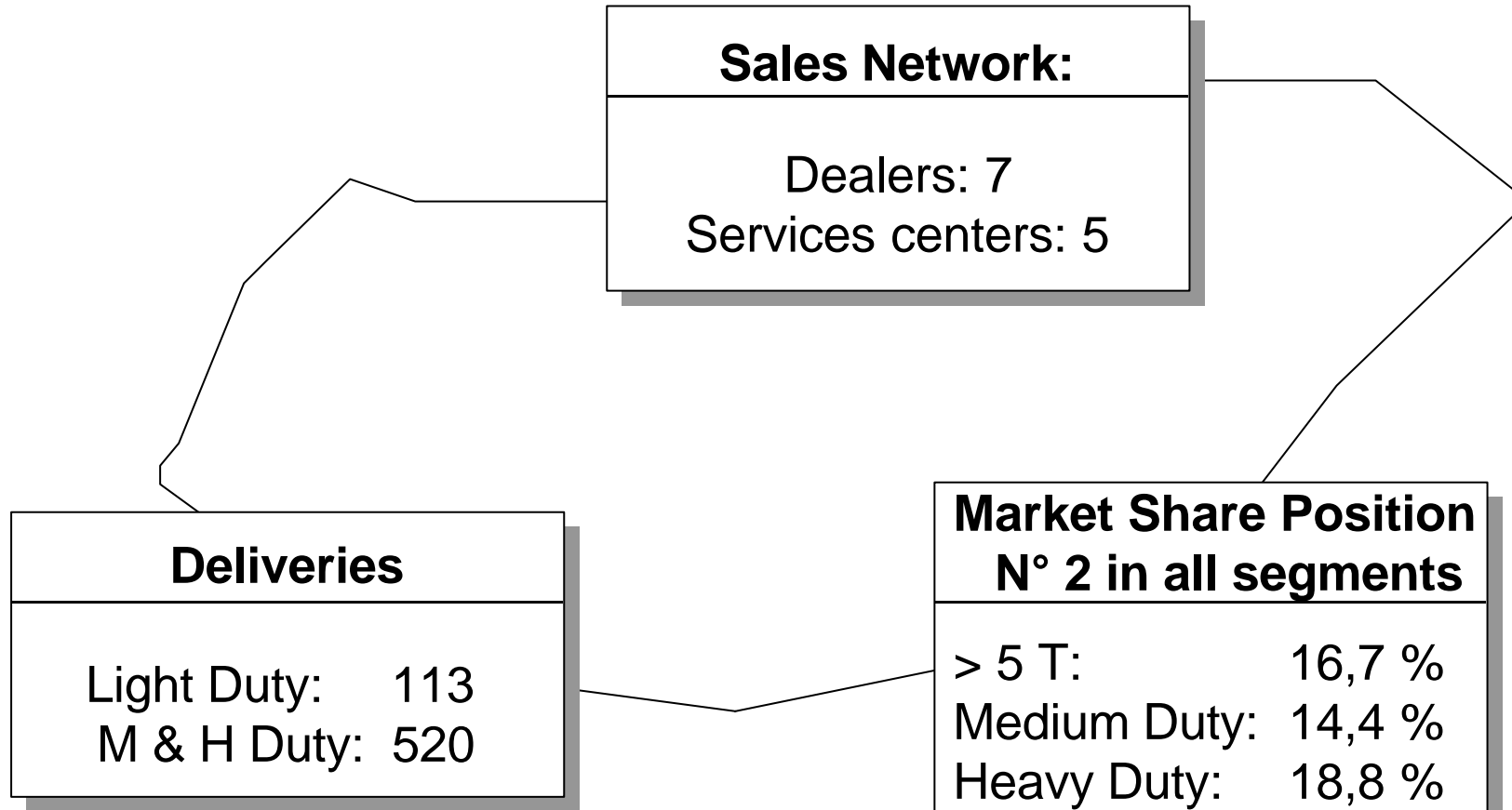
Light Duty: 1 569  
M & H Duty: 5 340

### Market Share Position N° 2 in all segments

> 6:	18,0 %
Medium Duty:	18,4 %
Heavy Duty:	17,9 %



# Hungary



# Italy



## Deliveries

Light Duty: 3 172  
M & H Duty: 3 572

## Sales Network:

Branches/subsidiaries: 1  
Dealers: 41  
Services centers: 141

## Market Share Position N° 3 in all segments

> 5 T:	9,8 %
Medium Duty:	11,2 %
Heavy Duty:	9,2 %



## RENAULT Trucks 2002 KEY OBJECTIVES

**After a successful integration of Renault V.I.  
within Volvo Global Trucks,  
our 2002 goal is to successfully develop  
Renault Trucks**



- Customer satisfaction**
- Market share consolidation**
- Profitability and positive cash flow**





# **Volvo Capital Market Day**

**March 14, 2002**  
**Göteborg**