Martin Lundstedt, President & CEO
The Volvo Group
Monetizing innovation towards a sustainable model
Transport is an enabler of growth, welfare and development
Creating value for our customers and the Volvo Group

**CUSTOMER VALUE**
- Customer Productivity
- Asset uptime
- Fuel Efficiency

+ Increase customer revenue
- Decrease customer costs

Grow customer profitability

**VOLVO GROUP VALUE**
- Products & services
- Closeness to customers
- Efficient way of operating

+ Increase Volvo Group revenue
- Decrease Volvo Group costs

Grow Volvo Group profitability
Approach towards the sustainable development goals
Accelerating the global transition towards sustainable transport solutions

• **Facilitate economic growth** through affordable and reliable access to mobility and goods transport.

• **Reduce the negative effects** of transport on the environment and key ecosystems, including the effects of carbon dioxide and other greenhouse gases on climate change.

• **Support social inclusion** and equitable growth through enhanced public health and improved road safety as part of the sustainable development agenda to alleviate poverty.
ElectriCity – unique partnership for sustainable public transport
The true value of electric buses
What if all buses in Gothenburg were electric?
If all buses in a city like Gothenburg were fully electric, it would save...

**11 EUR million**

...for society

**PASSENGERS**
1 million hours saved annually

**GLOBAL COMMUNITY**
33,000 tons of CO2 emissions saved annually

**SOCIETY**
3 EUR million in healthcare costs saved annually
Future positive benefits of ElectriCity

**INNOVATION**
- Open R&D platform
- Partnerships
- Advanced employee training
- New business models

**MOBILITY & ACCESSIBILITY**
- Near noiseless traffic
- Increased mobility, passenger comfort and wellbeing
- Indoor bus stops

**CITY PLANNING**
- Emission and noise free vehicles
- More optimal land use
- Higher real estate prices
Technology can break the curve
Collaborative solutions – call for new alliances