

— Spring/Summer 19 —

B U S I N E S S

B Y V O L V O



A BLUEPRINT FOR BETTER

The dynamic new XC40 plug-in hybrid

SAFELY AHEAD OF THE CURVE

Your fleet's in safe hands with our latest innovations

SEAS THE DAY

Next-generation sustainability

ON YOUR TEAM

New Virtual Sales Managers, dedicated to smaller fleets

CONTENTS

[04]	2019: A YEAR OF EVEN MORE Welcome from Steve Beattie, our Head of Business Sales	
[06]	IN THE NEWS Front-Wheel Drive for our XC60, a GreenFleet roadshow, a new sporting partner, and more	
[07]	THE NEW S60. APART FROM THE CROWD Discover the details giving the new S60 saloon a distinct difference	
[10]	THE ROAD TO ELECTRIFICATION Timeline of electric development with a preview into the future	
[12]	SEAS THE DAY Sustaining our oceans starts with education. Tom’s story and ours	
[15]	SAFELY AHEAD OF THE CURVE There’s more to safety than meets the eye. Support. Prevent. Protect	
[19]	THE FUTURE IS ELECTRIC With mild hybrid and plug-in hybrid technology come strong benefits. By BCF Wessex	
[20]	A BLUEPRINT FOR BETTER What can better our multi-award-winning XC40? A plug-in hybrid XC40	
		[23] AUTONOMY ECONOMY Step into the future of fleet. Explore our autonomous concept car, the 360c
		[26] ACCELERATE YOUR SMALL BUSINESS Some sage snippets of advice from The Telegraph
		[28] MAKING TAX STRAIGHTFORWARD Your one-stop fleet tax tool
		[29] THE + AND THE + See the two sides of battery development from two department leaders at Volvo Cars
		[32] “THE TIME HAD COME TO OFFER SOMETHING NEW” First-hand new V60 experience from floorcovering distributor Headlam
		[34] ON YOUR TEAM How our new Virtual Sales Managers are giving very real support to smaller fleets
		[36] GET ON TRACK Will you be there at this year’s Company Car in Action event?
		[38] A FLEET FOR EVERY BUSINESS Explore the range beyond the printed page



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Fuel consumption and CO₂* figures for the Volvo Cars range, in MPG (l/100km): WLTP Combined 26.2 – 176.5 (10.8 – 1.6). NEDC CO₂ emissions 192 – 39g/km. Twin Engine WLTP electric energy consumption 3.1 – 3.6 miles/kWh. Twin Engine WLTP all electric range 23.0 – 36.6 miles. Figures shown are for comparability purposes; only compare fuel consumption and CO₂ figures with other cars tested to the same technical procedures. These figures may not reflect real life driving results, which will depend upon a number of factors including the accessories fitted (post-registration), variations in weather, driving styles and vehicle load. *There is a new test used for fuel consumption and CO₂ figures. The CO₂ figures shown, however, are based on the outgoing test cycle and will be used to calculate vehicle tax on first registration. Preliminary data. Please contact your retailer for latest information.

2019: A YEAR OF EVEN MORE



MORE GROWTH

It's been another great year so far for everyone here at Volvo, as we keep looking for new and innovative ways to improve our fleet offering for you.

With that in mind, we present your all-new fleet magazine, Business by Volvo. Apart from the name change and fresh look and feel, you'll find the same insightful content to help guide you in both fleet and business.

The industry continues to move at pace. And I'm pleased to say that we're moving alongside, and often ahead of, the changes. 2018 saw Volvo's best sales results in 28 years and an impressive 43 industry awards in the UK. We've carried this momentum into 2019.

In Q1, we continued to retain our position as the fastest growing premium car brand in the UK and our fleet and business registrations were 67% up year-on-year in a market down 9%.

This performance – and the performance of models like our XC40, which was recently named New Company Car of the Year at the 2019 Fleet News Awards – show that our work is continuing to pay off.

“
2018 saw Volvo's
best sales results
in 28 years...
We've carried
this momentum
into 2019



Steve Beattie
Head of Business Sales, Volvo Car UK

MORE INNOVATION

For businesses like yours, there are plenty of exciting new arrivals. Our dynamic new S60 saloon, which you can read about on pages 7 – 9, challenges the conventions of its segment. And our XC60, newly available with Front-Wheel Drive, now offers emissions from just 129g/km CO₂.

Electrification is, of course, a core part of our strategy for the future. In fact, we have just introduced our new mild hybrid powertrains now available on the XC60 and XC90. Designed to deliver improved real-world fuel economy of up to 15%, the kinetic energy recovery system (KERS) in our mild hybrids uses energy from braking to charge a 48-volt battery. The energy is then released to assist with the vehicle acceleration.

Our plug-in hybrid range has also been upgraded, resulting in up to 15% greater battery range thanks to KERS. It continues to expand this year, too, with the addition of the new V60, new S60 and XC40 (pages 20 – 22) Twin Engines. Discover our electrification journey so far and plans for the future on pages 10 – 11.

And looking further ahead, be sure to keep an eye out for the latest updates on our first pure electric vehicle.

MORE PROGRESS

Of course, our cars are just one part of our relationship with you – our support and expertise should make a real difference to your business too. Which is why last year I restructured our fleet team to provide swift, expert and trusted support to fleets of all sizes.

We are also implementing more progressive, flexible and convenient ways of connecting with our customers. For example, Live Chat has been introduced to the fleet pages on our website to further evolve and improve the way we interact with customers – giving them easy access to Volvo fleet experts.

On top of this, I've also introduced a unique new approach to supporting the needs of smaller fleets with the introduction of our Virtual Sales Team, which you can read about on page 34 – 35.

Our three new Virtual Sales Managers (VSMs) will provide fleet support for individuals looking after company vehicles as just a small part of their day-to-day responsibilities – making their lives less complicated.

MORE VOLVO

As we continue to grow, innovate and build our business, I am excited for everything that 2019 holds for Volvo – starting with this magazine.

Enjoy this issue of our new business magazine, and don't hesitate to get in touch with us if we can support you and your business with any fleet-related needs. ■

Steve Beattie

Steve Beattie
Head of Business Sales



For any fleet enquiries, please contact the
team at the Volvo Car Business Centre:

T: 0345 600 4027
E: business@volvocars.com

IN THE NEWS



FLEET NEWS AWARDS SUCCESS

For the first time ever, fleet managers have crowned an SUV “New Company Car of the Year” at the Fleet News Awards 2019. And that SUV is the XC40, praised for being compact, refined and adaptable, meeting drivers’ needs in any situation.



YOUR UNIQUE TEST DRIVE EXPERIENCE

A new way to test drive is coming soon. Volvo Test Drive+ allows you to try our XC40 however it suits you – from various locations and for extended periods of time. Be in the driving seat of more than just our multi-award-winning compact SUV. Be in the driving seat of a whole experience.



GREENFLEET EVENTS: ROAD-2-ZERO ROADSHOW

We’ll be showcasing our plug-in hybrids at four shows in this series of events designed to help improve air quality in UK cities. Join us in London, Swansea, Sheffield and Bath to experience our pioneering electrification technology first hand.



LIVE CHAT IS HERE

This new online feature means we’re only a few clicks away when you need us. With Live Chat, interact at your leisure with a highly trained customer service professional at the Volvo Car Business Centre, weekdays 9am – 5:30pm.



THE XC60 D4. NOW WITH FRONT-WHEEL DRIVE

Keep your business on the front foot with the XC60 D4 FWD. On top of Scandinavian craftsmanship, advanced safety features and connectivity innovations, our award-winning mid-size SUV now offers Front-Wheel Drive, with greater tax efficiency and impressive fuel economy.



VOLVO CARS PARTNERS WITH BRITISH TRIATHLON

Founded on the shared core values of putting people first, as well as respecting and caring for the world around us, this partnership will see our range of human-centric, sustainable cars supporting the work of British Triathlon at events nationwide. ■



BUSINESS HUB

Discover more of the latest fleet and Volvo Cars news
volvo.business/latest

THE NEW S60

APART



FROM THE CROWD

Rules are made to be broken. Conventions are made to be challenged. And our pioneering new saloon was made to transform its segment – bringing with it a whole range of business benefits to set you apart from the competition.

In a segment of the market filled with traditional fleet cars, our new S60 chooses a different path. One that celebrates both the thrill of performance driving and its unique Scandinavian heritage.

One that starts with Volvo's legacy of innovation in safety and our design philosophy based on the needs of real people, but goes far beyond – reimagining everything a fleet car can offer.

It's this unique perspective that our latest model can bring to you and your drivers. From its cutting-edge safety technology to its beautiful new look and most delicate touches of luxury, the new S60 makes for unconventionally good business.

PIONEERING POWERTRAINS

As part of our ongoing commitment to a future-facing Volvo range, our new S60 is only available in petrol and hybrid variants. It is our first car with no diesel option at all – launching as one variant, the 250hp new S60 T5 R-Design Edition. The T8 Twin Engine plug-in hybrid model is now also available to order. ■

THE NEW S60 T5
R-DESIGN EDITION

Harman Kardon Premium Sound
Apple CarPlay™ | Android Auto
Sensus Connect Touch Screen | Pilot Assist

Included as standard

Fits life perfectly

With a versatile load compartment of 442 litres, the option of a 60/40 rear seat split and a folding rear backrest, the new S60 is equipped for whatever is around the corner.

An extra layer of luxury

Enjoy a touch more peace and quiet in the car. With the option of windows that are laminated to reduce road noise inside the cabin, your drivers can relax and travel in complete comfort.

Less risk, better business

Rest assured your drivers and your business are protected. Our latest safety innovations sense hazards and actively help to prevent accidents before they happen.

In command

With an intuitive 9-inch portrait Touch Screen and voice controls, every technology feels natural – so your drivers are always in complete, effortless control.

The mobile workspace

Give your drivers all of the connectivity they need within arm's reach. Surrounded by our Sensus technologies including Apple CarPlay™ and Android Auto – standard on R-Design Edition – make everyday business easier than ever.

Unlike the rest

Sculpted sides. Athletic stance. Bold front grille. The new S60's sporty, Scandinavian looks completely separate it from the crowd – turning heads both on the road and in the car park.



▶ BUSINESS HUB
Watch the film
volvo.business/newS60

THE ROAD TO ELECTRIFICATION

Today, a business requires a fleet that shows it's ahead of the game, both financially and environmentally.

Our journey to electrification started 40 years ago because of forward thinking. It's that same mindset that has led us to turn electric dreams into a reality, helping you recoup costs and reduce the carbon footprint of your business.

Find out more about our pioneering technologies now and then, and discover what the future holds for your drivers with a fleet that leads the way in electrification.



2007

The ReCharge concept car was launched as a limited edition of fully electric vehicles. We used a practical and well-proportioned rechargeable lithium battery, and feedback from customers informed future Volvo electrification developments.



2019

Responding to a demand for efficiency, Volvo Cars has developed two new base platforms and a range of up to four-cylinder engines, all designed with electrification in mind. From this year, every new Volvo will have a plug-in hybrid, mild hybrid or pure electric variant available.

BY 2025

We are committed to putting one million electrified cars on the road and aim for fully electric cars to make up 50% of sales by 2025. We will achieve this by offering new fully electric vehicles and introducing more plug-in hybrids to our range.

INNOVATION

INNOVATION



1976

Striving for improved sustainability and efficiency, Volvo Cars presented its first foray into the brave new world of electrification – two electrically driven concept vehicles. Though rudimentary, they were ahead of their time, showcasing dreams of a future we are now realising.



1992

Safe, spacious and environmentally friendly, the Environmental Concept Car was born – a plug-in hybrid electric vehicle equipped with a gas turbine and high-speed generator. This was no pie-in-the-sky prototype. It was a commercial electric car made to meet the needs of drivers in the 21st century.



SINCE 2012

Launch of the world's first diesel plug-in hybrid – the Volvo V60 Twin Engine. Our high-performance plug-in hybrid Twin Engines allow for outstanding fuel economy, ultra-low emissions and exhilarating drivability – defying the conventions of electric cars.



2021

As we look forward, still pioneering electrification technologies, you can look forward to financial benefits for your business. By the end of 2021, we will have at least two new fully electric vehicles in our lineup.

When we started on the road to electrification in 1976, we promised to create efficient, environmentally aware vehicles without compromising performance. We have shown that we can achieve our aims. With over 40 years' electrification experience behind us, we can be confident in where Volvo Cars can take your business in the future. ■

To test drive one of our hybrids, call the Volvo Car Business Centre on **0345 600 4027** or email us at **business@volvocars.com**

BUSINESS HUB
Watch the film for more about our hybrid models
volvo.business/hybridvid

SEAS THE DAY

Our ecosystem is currently at breaking point. And Tom Franklin knows this. He’s on a quest to inspire our future generations to right the wrongs of the modern world. And Volvo is there for every part of his journey.

“

We think about sustainability as a whole every time we take a decision and consider the effect it has on the world and its inhabitants

Georgina Williams
Head of Marketing, Volvo Car UK

A BOLT FROM THE BLUE

As a primary school teacher, Tom was shocked to discover that many of the inner-city children he taught had never seen or touched the sea. And he realised he had to do something about it. By teaching his pupils about the value of our oceans and showing each child how they could make a difference, Tom knew he could inspire them to take care of our seas for the future.

THE COAST COSTS

Lack of school funding is thought to be the biggest factor in keeping children away from the sea. Which is why Tom has launched a project to promote ocean literacy and empower a new generation of city kids.

By taking them to the unspoiled coastline of Cornwall, he is teaching them about sustainability, coastal wildlife and conservation. They even collect plastics washed up on the beaches.

INVESTING IN OUR FUTURE

Tom elected not to wait around for a government grant to support his venture, instead preferring to crowdfund. But his concept needs to be amplified. So Volvo is helping Tom to inspire others.

His story is the latest to be featured in Volvo’s multi-award-winning film series called “The Unseen Ocean”, which is available on Sky Atlantic.

And with our illustrated children’s story “The Day the Ocean Went Away”, we’re not only propelling Tom’s vision, but supporting it, with all proceeds going towards his cause.

PIONEERING PARTNERS

Georgina Williams, Head of Marketing, Volvo Car UK, explained why Tom’s story resonated so strongly.

“Volvo’s philosophy is all about caring for people and the world in which we live. Sustainable behaviour is all of our responsibilities, now and in the future.”

DECISIONS WITH A CONSCIENCE

Volvo has already made noteworthy strides towards a more sustainable future.

Since last year, more than 600 of our employees have undertaken beach clean-ups on every continent in support of the United Nations’ Clean Seas campaign. And one of our most recent clean-ups happened right here in the UK.

But it’s important to us that our cars also reflect our vision for the future. By 2025, we’re aiming for at least 25% of the plastic in our newly launched vehicles to be made from recycled materials. ►



SAFELY AHEAD OF THE CURVE

Look after your drivers. Keep business on track. Protect the local community. In the modern world, car safety has evolved into something more. And, just like when we invented the three-point safety seatbelt 60 years ago, we're still leading the way. »

THERE'S VALUE IN VALUES

These are just some examples of the much broader piece of work we're doing to bring our philosophy to life. In recognition of our commitment to the planet, as a responsible business and manufacturer, including our compliance and ethics programme, the Ethisphere Institute has named us one of the world's most ethical companies, for the third consecutive time.

We are honest about the realities of climate change and about the part we play. And we want to be part of the solution and to be an even better partner for you and your fleet. In addition to our climate-neutral manufacturing and boosting recycling, our future programme of vehicles shows a real commitment to electrification – every new car launched from this year onwards

will include an electric motor in either fully electric, plug-in hybrid or mild hybrid form.

And, where we lead, other businesses and our partners may well follow. Besides, an ethical approach is not only the right thing to do; it also makes business sense and helps to attract and retain the best talent.

BACK TO THE FUTURE

Tom is already planning his next ocean induction and we are continuing to deliver on our much-needed promise to the planet. ■

► BUSINESS HUB

Watch the film
volvo.business/unseenocan

AMBITIONS FOR OUR PLANET

2017 – 18

THE VOLVO OCEAN RACE
Sourced and contributed critical data on ocean health towards scientific research.

2019

TURN THE TIDE ON PLASTIC
Eliminate single-use plastics from our offices, canteens and events.

2025

SOLAR ENERGY INSTALLATIONS
Manufacturing operations to be climate neutral.

2018 – now

#CLEANSEAS
Mobilised our workforce in support of the United Nations' Clean Seas campaign.

2019

PLASTICS RECYCLING AWARDS EUROPE
Volvo Cars has been awarded for its sustainability ambitions and building a version of the XC60 T8 Twin Engine plug-in hybrid containing high levels of recycled plastics.

2025

RECYCLE AND RECOVER
At least 25% of the plastic in our newly launched cars to be made from recycled materials.





SAFETY IN NUMBERS

8x the cost: one to avoid

The cost of accidents goes beyond repairs. A study by Driving for Better Business indicated that the real total could be up to eight times the “bent metal” cost.

38% fewer rear collisions

With preventive safety technologies – according to a 2015 report from Euro NCAP.

60% safer than others

Significantly safer than our competitors, Volvo ranked as the safest car brand in Folksam study.

28% crash reduction

Noted in a study by Tristar Worldwide.

For nearly 100 years, people have relied on Volvo to keep them safe on the road. In fact, it was back in 1927 that Volvo Cars’ founders first set out to create a bold new world of safer driving.

To this day, our mission has stayed the same. And our heritage of safety still informs everything that we do. But as times and technologies change, so do the ways we protect people.

For your drivers and your business, our IntelliSafe innovations offer far more than just physical safety. They offer prevention, rather than protection alone. They offer financial security. Peace of mind. And a host of other benefits in between.

CARE BEYOND YOUR DUTY

Every company has a legal obligation and duty of care to its employees. By choosing Volvo cars for your fleet, you choose to care for your drivers’ wellbeing. You choose to safeguard them with world-leading safety technologies as standard across the range – a range where we test every model beyond what is stipulated by Euro NCAP and where every model has gained a 5-star Euro NCAP safety rating.

LESS RISK, LOWER COSTS

By helping to prevent accidents before they happen, our IntelliSafe technologies protect your business from both the direct and indirect costs of collisions. For example: insurance, vehicle repair, loss of productivity and employee absence due to injury.

BY CHOOSING VOLVO
FLEET CARS, YOU
CHOOSE TO CARE
FOR YOUR DRIVERS’
WELLBEING BY
SAFEGUARDING
THEM WITH WORLD-
LEADING SAFETY
TECHNOLOGIES

OUR INTELLISAFE PILLARS

The three-point safety belt, one of our proudest inventions, has been joined by a whole new generation of ever-evolving Volvo safety innovations, which we call IntelliSafe. They perform three key functions:



Support

Assisting with controlling the car or improving awareness of the road around.

Pilot Assist

Helps keep the car in lane and at a set speed.

Park Assist Pilot

Identifies viable parking spaces and automatically steers into them.

Rear Park Assist Camera

Shows drivers the view behind the car to make parking easier.

Adaptive Cruise Control

Cruise control that automatically slows down or speeds up based on the traffic in front.

Rear Collision Warning

Helps avoid being hit by a vehicle approaching from behind.

360° Camera

Gives a bird’s-eye view of the surroundings to help navigate tight spaces.

Road Sign Information

Reads road signs and displays speed limit information on Driver display.

Blind Spot Information System

Provides warning of cars coming past in the driver’s blind spot.



Prevent

Helping to stop accidents before they happen – or mitigate unavoidable collisions.

City Safety with Steering Support

Assists braking and steering to help avoid or mitigate collisions. Senses cars, large animals, pedestrians, cyclists.

Oncoming Lane Mitigation

Helps to prevent the car from drifting into oncoming traffic.

Lane Keeping Aid

Helps to keep the car safely within lane.

Run-off Road Mitigation

Stops the car from running off the road by gently steering back into lane.

Driver Alert Control

Senses if the driver is distracted from the road and sends them a gentle warning.

Cross Traffic Alert

Senses incoming traffic and helps to avoid accidents when reversing out onto a busy road.



Protect

Safeguarding people in the car in the event of an accident.

Automatic Braking and Unlocking after Collision

After an accident, the car automatically brakes and unlocks the doors to reduce further risk to all passengers.

Run-off Road Protection

Protects drivers and front-seat passengers in the event of the car leaving the road.

Whiplash Injury Protection System (WHIPS)

In the event of a collision from behind, unique seats absorb energy and reduce whiplash.

Side Impact Protection System (SIPS)

Provides extra protection to passengers in the event of a collision from the side. »



LOOKING AHEAD TO THE FUTURE

As part of our commitment to safety, we're committed to leading the industry into a safer future – in fact, we've just announced Project E.V.A., a central digital library where we will be sharing all of our safety knowledge for the benefit of drivers and car manufacturers worldwide.


This will even include our latest innovations – such as the Care Key, which allows you to share speed-limited access to your Volvo, and our recently announced in-car camera system designed to combat distraction and intoxication on the road.

This bold ambition that we have for the future – and that we've always had – is something we're really proud of. In 2010, we became the first car maker to publicly share our vision for safer roads by 2020. We call it our Vision 2020: *No one should be killed or seriously injured in a new Volvo.*

Although it might seem like an impossible challenge, we have already come a long way. From here, we will keep improving our current technologies and also search for new and innovative ways to keep the roads safe.

In fact, this magazine includes some of the new technologies (such as LiDAR and autonomous driving, page 23 – 25) that we are developing to make the future brighter for businesses and drivers alike.

Innovation and ambition have always been at the heart of our industry-leading safety credentials – but today, this is clearer than ever. ■

 **BUSINESS HUB**
More on our safety journey
volvo.business/safelyahead

OUR VISION 2020
NO ONE SHOULD BE
KILLED OR SERIOUSLY INJURED
IN A NEW VOLVO



THE FUTURE IS ELECTRIC



Jeff Whitcombe
Director, BCF Wessex

Jeff Whitcombe, Director at fleet, tax and finance specialists BCF Wessex, explains why mild hybrid and plug-in hybrid technology can give financial as well as environmental benefits.

In keeping with its pioneering track record, Volvo was the first manufacturer to announce a plan to electrify all of its cars. But Volvo doesn't just have a long-term plan; earlier this year it launched mild hybrid versions of premium company car favourites the XC90 and XC60.

Some of the leading-edge technology that makes mild hybrid cars so fuel-efficient has also been used in plug-in hybrid electric vehicle (PHEV) models.

DRAMATIC REDUCTIONS IN FUEL CONSUMPTION AND EMISSIONS

The new mild hybrid XC90 and XC60 models never need to be plugged into a charging point. The electric motor provides smooth and fuel-efficient engine assistance when accelerating, and when the brakes are used, advanced kinetic energy recovery technology recharges the battery.

This means the fuel consumption of XC90 and XC60 mild hybrids is up to 15% less than their fuel-only counterparts, with a corresponding reduction in emissions.

MILD HYBRID TECHNOLOGY AND GOVERNMENT LEGISLATION

The government's drive towards a greener Britain features a number of points directly relevant to business fleet managers and company car drivers. These include:

- Reducing the tax relief available via capital allowances
- Reducing the threshold for the lease rental restriction
- Increasing the diesel supplement for company cars to 4%
- Increasing VED for cars powered solely by diesel
- And increasing company car tax for all but the lowest emission cars

The good news is that anyone choosing a new ultra-low emission Volvo, such as the V90 or S90 Twin Engine PHEV, can be confident they will pay the lowest rates of company car tax, with the added benefit of qualifying for 100% first year allowances. They will also be unaffected by the lease rental restriction.

By upgrading its Twin Engine models with the mild hybrid advanced kinetic energy recovery technology, Volvo has ensured that its PHEVs will offer consistently lower Whole Life Costs compared to similar cars produced by other major manufacturers.

GREAT VALUE VOLVO PLUG-IN HYBRIDS FOR 2019/20


MODEL	P11D	CO ₂	BIK TAX (40%)	CLASS 1A NIC
V60 T8 R-Design Plus	£50,850	42	£3,254 £2,441*	£1,123 £842*
S90 T8 R-Design Plus	£57,600	40	£3,686 £2,765*	£1,272 £954*
V90 T8 R-Design Plus	£59,600	43	£3,814 £2,861*	£1,316 £987*

*2020/21 figures assuming zero emissions range from 30 to 39 miles

So, while the majority of company car drivers will face another rise in company car tax in April 2020, Volvo PHEV drivers will actually see their company car tax fall.

With the multi-award-winning XC40 also due a plug-in hybrid upgrade, mild hybrid technology is moving Volvo closer to its goal of integrated electrification across its entire fleet.

And that's great news for the environment as well as for businesses seeking great value, cost-effective company cars. ■

 Call the Volvo Car Business Centre on **0345 600 4027** or email us at business@volvocars.com



THE NEW XC40 T5 PLUG-IN HYBRID

A BLUEPRINT FOR BETTER

Last year, the XC40 became our first compact SUV. But how do you better the Fleet News New Company Car of the Year 2019? By going beneath the bonnet straight to its heart.

Meet our new hybrid variant of the XC40 – arriving at the end of this year with added business benefits.



XC40 T5 TWIN ENGINE PLUG-IN HYBRID: THE BUSINESS BENEFITS

Electric motor allied to **1.5 litre, 3-cylinder** engine

CO₂ below **50g/km**

Lower Benefit-in-Kind (BIK) tax

Pure electric range of **up to 28 miles**

Fully charge in **2.5 hours**

Figures are from preliminary data

A NATURAL EVOLUTION

The XC40, just like everything we do here at Volvo, has always had a very clear purpose. In fact, when we brought it to the market last year, its mantra was all about simplicity: “Everything you need. Nothing you don’t.”

We designed our first-ever compact SUV to free drivers from the clutter of life – to give people more with less. And, with the introduction of our new Twin Engine variant, this philosophy rings truer than ever.

Because its clear purpose has now been joined by a clearer conscience too. With improved fuel efficiency and a lower carbon footprint, the T5 Twin Engine is both an economical and a sustainable choice, speaking volumes for your Corporate Social Responsibility (CSR) credentials.

HIGH PERFORMANCE, LOW EMISSIONS

Expect all of the same design elements and innovations that earned the XC40 its multiple awards in 2018 and 2019, because the difference is simply its source of power. And it’s a difference that gives the added dual benefit of high performance and low emissions below 50g/km of CO₂.

Using technology from our other plug-in models, a combination of a 1.5 litre, 3-cylinder petrol engine and electric motor delivers the best of both worlds – economy for your business plus power, torque and acceleration for your drivers. It’s also a flexible choice, with four drive modes to choose from: Hybrid, Pure electric, Power and Off-road.

Our new generation of Twin Engines now also feature regenerative braking, which recovers energy when slowing the car down. This new technology reduces wear on brake pads and discs and has increased the Pure range of the electric motor to up to 28 miles.

FINANCIAL GAINS

The XC40 T5 Twin Engine gives employees a desirable vehicle whose lower emissions also mean their Benefit-in-Kind tax (BIK) is reduced.

And as petrol and diesel cars continue to be taxed heavily, a hybrid like our Twin Engine will mean you can benefit from incentives and low taxes.

When it comes to company finances, its Whole Life Costs and fuel costs are notably lower than those of pure petrol or diesel.

In fact, the government campaign Go Ultra Low has found that charging a car like this can cost as little as 4p per mile – about a third of the cost of a conventionally fuelled car.

SUV PROPORTIONS, PHEV INNOVATIONS

The XC40 is designed to make smarter use of its space – even with the necessary plug-in hybrid electric vehicle (PHEV) battery under the floor. Every detail – from the battery’s new proportions to its central placement – makes for a beautifully practical cabin and a well-balanced drive. ►



—
THE XC90, XC60,
V90, NEW V60,
S90, NEW S60 AND
SOON THE XC40.
YOUR PLUG-IN
HYBRID OPTIONS
ARE GROWING
—

MORE MODELS, MORE CHOICE

The XC90, XC60, V90, new V60, S90, new S60 and soon the XC40. Your plug-in hybrid options are growing, with SUVs from our largest to our smallest, plus estate and saloon models. Our PHEV portfolio is a bold statement of our ambitions as a company: "Every new Volvo car launched from 2019 onwards will have an electric motor."

And as industry leaders in this field, we will provide the knowledge and expertise you need for seamless and confident transition into the electrified world of fleet.

The XC40 T5 Twin Engine brings its beautiful minimalism to our hybrid range and can give your drivers and your business the best of both worlds. But, as the industry is constantly evolving, so is our blueprint for an electrified tomorrow. ■

To book a test drive, call the Volvo Car Business Centre on **0345 600 4027** or email us at **business@volvocars.com**

 **BUSINESS HUB**
Take a closer look
volvo.business/XC40hybrid

“

We are determined to be the first premium car maker to move our entire portfolio of vehicles into electrification.

This is a clear commitment towards reducing our carbon footprint, as well as contributing to better air quality in our cities.

Håkan Samuelsson
President and CEO, Volvo Car Group

THE FUTURE OF FLEET

AUTONOMY ECONOMY

Take a glimpse at the benefits that await both the wellbeing of your workforce and your business's financials. LiDAR laser technology and the Volvo 360c concept car bring the reality of autonomous driving ever closer. ►



WHAT'S THE CHALLENGE?

In VQ AW18, we introduced our Volvo Tech Fund, which supports start-ups and independent innovators, and Luminar – the first company to join the programme. Together, Volvo Cars and Luminar have continued to develop LiDAR technology, which will help us at Volvo Cars to realise our autonomous driving vision while upholding the highest of safety standards.

SAFETY SENSE

Looking ahead is not only important when thinking about your company vehicles, but also quite literally when it comes to the safety of autonomous driving. The latest LiDAR pulsed laser signal detects objects up to 250 metres away. This will allow our autonomous vehicles to navigate safely in complex environments and traffic, as well as while driving at higher speeds.

AN ALL-ROUND FUTURE FLEET CAR

LiDAR's long-range perception capabilities are showcased in our latest concept car, the Volvo 360c. Unveiled in September 2018, this distant-future vehicle takes a holistic view of travel that is autonomous, electric, connected and safe. Ultimately, and interestingly for fleet, it empowers drivers to reclaim time while travelling.

TRULY FLEXIBLE WORKING

Time gained for your drivers equates to time gained for your business, which in turn brings financial gains. The Volvo 360c and all of our advances towards fully autonomous and electric vehicles are in harmony with our vision to give back one extra week every year for your drivers, starting from 2025.

Autonomous means your employees will be able to work with more geographic flexibility too. The 360c points to how people will be less reliant on proximity to cities. Urban businesses can therefore have greater scope when recruiting.

It's worth stopping to imagine how a future fleet will bring great efficiencies to companies like yours. Aside from the safety and productivity fleet benefits, fully autonomous, electric vehicles will mean less pollution, less traffic congestion and improved health and lifestyles for city dwellers.

In the meantime, you can look to the natural next step, such as the driver assistance technology already available across all Volvo models or adding plug-in hybrids to your list of fleet vehicles. The future is closer than you think. ■



BUSINESS HUB
Watch the Volvo 360c film
volvo.business/360c



THE VOLVO 360C



ACCELERATE

BUSINESS

YOUR SMALL BUSINESS

Our partnership with The Telegraph was created to give small businesses a diverse range of useful content on topics that matter to them. Today, we're providing concise advice on five key areas that, when handled properly, can make a real difference.

Volvo in collaboration with
The Telegraph

1

Driver safety

Whatever your fleet size, driver safety must be your top priority. It keeps people safe, saves money, and protects you from legal action.

POLICIES

Set strict policies then review and check them regularly. Make sure they are communicated clearly and adhered to. You should ensure you have a variety of policies in place:

- Driver standards of behaviour expectations
- Regular maintenance and servicing checks
- Keeping accurate driver and vehicle records
- Driver responsibility
- Proper induction and assessment
- Drug and alcohol use

THE RIGHT TECHNOLOGY

Use trackers and on-board cameras. Equipment is expensive, but it can...

...give you control over your fleet
...reduce insurance and claims costs
...monitor driver speed, acceleration, braking and fuel efficiency to help them stay safe and stick to road laws

2

Protect against cybercrime

Apart from added costs, the threat of online fraud can deter customers. Cybercrime affects companies of all sizes, and with new EU General Data Protection Regulation (GDPR), costs could be huge. On average, small and medium-sized enterprises (SMEs) fall victim every six months – costing each one nearly £3,000 in total. Avoid this by investing in the right internal security protections:

- Install and regularly update antivirus and anti-spam software and firewalls
- Take out a subscription that automatically updates
- Become GDPR-compliant
- Ensure employees understand and recognise cyberthreats
- Introduce strong password policy (numbers, letters, characters and symbols)
- Warn staff of dangers of opening infected emails and unsafe websites
- Show staff how to dispose of sensitive information safely
- Have plans and procedures in place if security is breached

3

Prioritise networking

Good networking can really help your small business flourish. It's a highly effective way to...

...generate new business leads
...expand your industry knowledge and connections
...let others know about your business

HOW TO CONNECT

- Local business organisations run regular networking events. Keep an eye out on social media
- Become a member of your local British Chamber of Commerce
- Your local council may provide details of business associations in your area. View council websites for details of local networking events
- Use the free networking events finder on business-events.org.uk

PREPARE FOR MEET-UPS

- Take business cards, brochures and product samples
- Find out who's attending, and work out who you want to talk to

4

Be responsible

Unilever research (2017) found a third of consumers prefer to buy from brands they believe are doing social or environmental good. While it's true that most SMEs value corporate social responsibility, it can be a struggle to make it a reality. But persist – these initiatives are great for the wider world, for staff morale and your bottom line too.

- Invest in low-energy light bulbs
- Turn off computers and lights at the end of the day
- Replace plastic cups with china mugs
- Install intelligent heating thermostats
- Use telematics for an accurate overview of how you use your fleet vehicles

THE RESULT?

- Less waste
- Reduced carbon footprint
- Improved reputation
- Helps you stand out from the crowd
- Happier customers
- Happier accountants

5

Stress less

According to a recent Aldermore Bank survey, one in three small business owners suffers anxiety or depression. This can have a big impact on the health and productivity of a small team. So do everything possible to create a healthy working environment for you and your staff:

- Talk openly and regularly about stress
- Encourage staff to look after themselves
- Lead by example

Improving wellbeing is the most effective low-cost way of tackling workplace stress. And it can provide phenomenal results thanks to a happier, healthier workforce, improved productivity levels, reduced staff turnover, and fewer days off. ■



BUSINESS HUB
Explore more insights
volvo.business/latest

MAKING TAX STRAIGHTFORWARD

Our Fleet Tax Guide is a simpler way to stay in the know. Make tax calculations, compare costs and get the latest updates all in one convenient place.

Government legislation and taxation are constantly changing. And in such a fast-paced industry, it can be hard to keep up. So we created our online tool, the Fleet Tax Guide.

Updated regularly, it's the easy way to keep up with the latest news, regulations and tax changes as and when they happen.

YOU'LL FIND MANY USEFUL ITEMS:

Tax rates and allowances

Personal and corporate, including lease rental restrictions.

National Insurance Contributions (NIC) rates and thresholds

Employee and employer NIC rates and thresholds.

Capital allowances

CO2-based first year, main pool and special-rate pool allowances to 2021.

Office for Low Emissions Vehicles (OLEV) and hybrid grant

Includes level of grant and eligibility criteria.

Approved mileage allowance payments (AMAPs) and advisory fuel rates (AFRs)

Maximum income tax-free rates for payments to employees.

Vehicle Excise Duty (VED)

Standard and first-year rates.

Benefit-in-Kind (BIK)

A database-driven Benefit-in-Kind calculator to enable users to calculate the income tax arising on the car and fuel benefit charge based upon the car selected by the user.

Budget summary

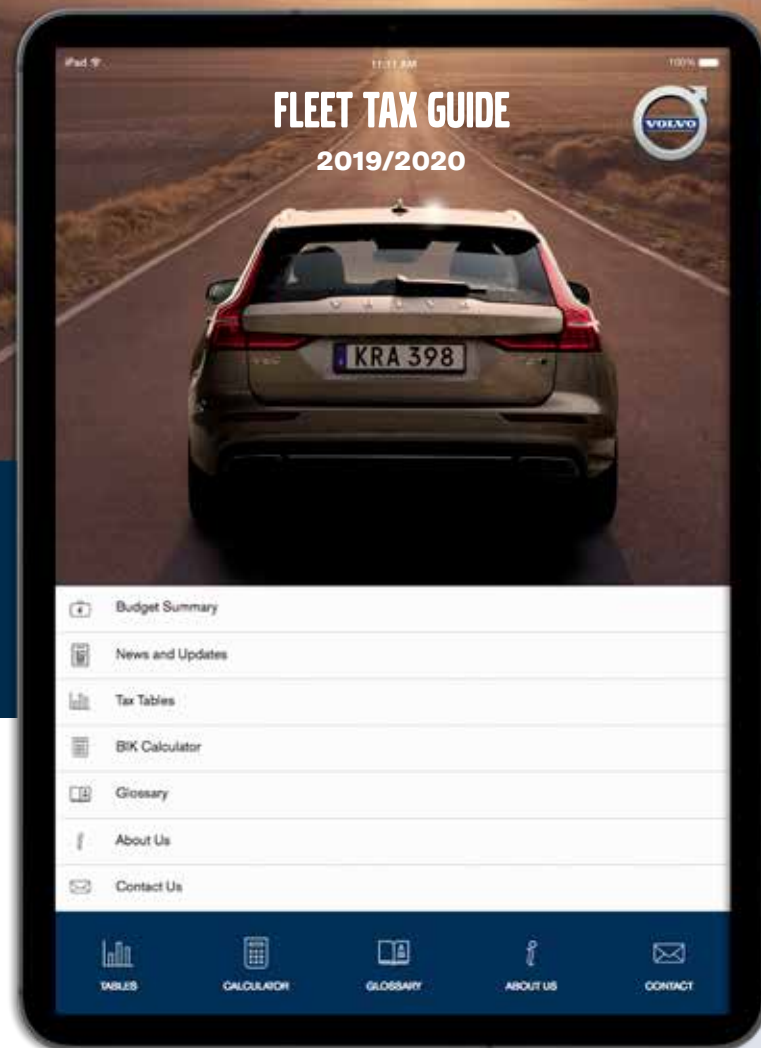
Updated after any major fleet announcement with a Budget update posted by 6th April.

News and updates

The latest information on industry legislation changes and tax implications for fleet.

Glossary

Comprehensive glossary of tax-related terms. ■



MANAGING A FLEET IS
RARELY SIMPLE.
OUR TAX GUIDE IS JUST
ONE OF THE WAYS WE
HOPE TO MAKE YOUR
EVERYDAY BUSINESS
A LITTLE BIT EASIER



FLEET TAX GUIDE
2019/20
See tax differently.
Scan here or visit
fleettaxguide.co.uk/volvocars

ELECTRIC VEHICLE POWER FOR BUSINESS

THE + AND THE +



Meet two positive touchpoints at Volvo Cars, leaders in battery and charging development, Ulrik Persson and Johan Sjöstedt.

In a new era of electrification, battery performance has never been more important for powering your fleet and your company towards a smarter, more sustainable future. Discover how our teams are working to stay ahead. »



THE HARD CELL

ULRIK PERSSON

Director of Traction Battery Development

His team is responsible for hardware and software, developing batteries for both plug-in hybrids and pure electric cars.

Battery development involves the physical battery cell itself – engineering and improving its form and materials inside and out. This work also has to consider how the battery functions and sits with other parts, while considering the balance of the vehicle as a whole.

THE CHALLENGE

Keeping pace with change while maintaining quality and safety. But we're able to keep up, thanks to a mix of young, forward-thinking engineers and highly experienced ones – some who have been with Volvo since our first electrification team back in the seventies.



WHAT ARE THE KEY ELEMENTS OF BATTERY DEVELOPMENT WORK?

- ⊕ The **structure** needs to *protect* the battery
- ⊕ The **software** needs to efficiently *control* the battery system
- ⊕ The **chemistry** needs to be thoroughly tested to ensure *true Volvo quality*



WHAT INNOVATIONS TO BATTERY FORM AND FUNCTION CAN WE EXPECT TO SEE?

Discharge cycles – the plug-in hybrid battery automatically discharges its power and recharges once or twice a day, for improved battery life, whereas a pure electric car is only a few times per week. This cycling is something we expect to make even more efficient.

Size – the pure electric battery is almost the entire vehicle floor area, so it has to be meticulously designed to uphold Volvo Cars' world-renowned crash performance. Of course, over time this has been reduced in mass and we expect to decrease size and weight in the future.



HOW DO WE ENSURE SAFETY IN THE ELECTRIFICATION AGE?

- ⊕ Rigorous testing in our new Volvo Cars battery lab
- ⊕ Extensive tests of individual cells and packs at scale. Including battery cycling, software and systems tests
- ⊕ Structural and environmental tests to ensure the system will endure



AND FOR THE FUTURE?

Over time, technology has come on and batteries have become less costly and more reliable. And it continues. Ulrik told us, "In 10 years' time, I hope everyone can afford an electric vehicle."



LEADING THE CHARGE

JOHAN SJÖSTEDT

Director of Charging

His team is responsible for on-board chargers and electric power converters, as well as software solutions for these.

The work involves developing charge storage, discharge and recycling systems; extending battery life; and enhancing recharging capabilities. His team is also improving conversion rates so drivers can get greater power – converting low power input to higher output.

THE CHALLENGE

If pure electric cars are to win the confidence of your drivers and successfully cross over into the mainstream for fleet, we need to continue to develop systems that extend power, driving modes and range.

GOING THE DISTANCE: THE PROVEN POWER OF PLUG-INS



The Volvo V60 plug-in hybrid in 2012 was a game changer – altering perceptions of electrification



Plug-in hybrids give people a chance to adapt – they also remove range anxiety



Many people who begin driving plug-in hybrids try to drive as long as possible on electric power – and even with a small battery, many find they can take care of their weekly needs



Electric car drivability, with its instant torque, has proven addictive for plug-in drivers

POWERING THE WAY FORWARD

- ⊕ The biggest change will come when a reliable, fast charging infrastructure is in place
- ⊕ Combustion engines may be banned from some city centres altogether
- ⊕ Johan summed up Volvo's ambition for the future, "I hope we can show the way forward. If we can get close to zero emissions, I think that's the finest heritage we could leave behind."

INDUSTRY INNOVATIONS

V2G bidirectional charging

If the power grid is overloaded, several fleet cars can connect to the grid to put electricity back in. Those vehicles can then be recharged at a quieter time, such as overnight.

Smart charging

Charging is controlled by, for example, the power grid load, the price of electricity or by an app.

Wireless (aka inductive charging)

Involves parking the car over a base plate, where it will start charging automatically.

Plug and charge

A vehicle connects to a charging station and the fee is automatically drawn from your driver's or your company's bank account.

Conductive/inductive road charging

Enables drivers to charge their cars while on the move or conveniently at the roadside. ■



BUSINESS HUB

Read the full interview
volvo.business/batterybusiness

If you're thinking of adding hybrid to your fleet, search "**Volvo Hybrid**" to explore the range or speak to one of our business sales managers.



“The time had come to offer something new”

Amy Furber
Corporate Buyer, Headlam Group

When Headlam decided to offer employees a more premium entry-level company car, both their local Volvo retailer and Sarah Symcox, National Business Sales Manager, suggested the new V60 Momentum. We talk to Amy Furber about what happened next – and how the diverse Volvo range is meeting a variety of their needs.

As Corporate Buyer for Europe's leading floorcovering distributor, Headlam Group, Amy has many responsibilities. One of these is sourcing over 500 fleet cars.

Headlam already included Volvo on their fleet car list, but Amy was intrigued about what Volvo could do for her “essential user” entry-level drivers, such as the company's sales reps.

Business by Volvo (BBV) caught up with her to find out exactly how she decided the new V60 Momentum could fulfil Headlam's fleet requirements.

[BBV]

So Amy, what led you to adding the new V60 to your entry-level fleet?

[AF]

The Ford Mondeo and Skoda Superb both meet the job needs of our essential user drivers – primarily sales reps carrying heavy loads of floorcovering samples, but I felt the time had come to offer something new, as part of an increased focus on Group procurement strategy and environmental impact. At that time, a Volvo was only an option for our drivers on higher grades. But the launch of the new V60 Momentum was a game changer.

We have a good relationship with our local Volvo retailer, Brindley Volvo in Wolverhampton, and they encouraged us to test drive the new V60 as they felt it would comfortably meet our drivers' needs. Crucially, the fleet management support Volvo provides also enabled us to meet our Whole Life Cost requirements. Once we'd decided on a demonstrator programme, things moved very quickly.

[BBV]

Did your drivers take much persuading to consider the new V60?

[AF]

Volvo is widely recognised as a premium, aspirational brand by our drivers – so introducing the new V60 as an entry-level vehicle didn't meet with any objection. On the contrary, it was hugely welcomed. However, I did undertake a campaign to sell in the new V60 to the business and our drivers before committing fully. Our HR and Health & Safety teams were first to be involved in the decision process, and it ticked all the boxes, with the vehicle's safety record particularly significant.

I then organised Webex seminars for some of our sales reps and financial controllers to talk them through the vehicle specification and walk them around the vehicle visually. Everyone was behind its introduction. While we opted for the entry-level new V60 Momentum, this category now offers premium alternatives for our essential drivers.

[BBV]

How did you go about introducing the new V60 to the fleet?

[AF]

Volvo made life very easy for us by putting a lengthy demonstrator programme in place at our headquarters that allowed our sales reps to test drive the new V60. In most instances, they left their own car at our HQ on a Friday and took the car for the weekend. This was really important as I believe people should consider the car they choose carefully and make sure it fits both professionally and personally. The demonstrator model then went to our Stockport business, to enable those based further north to try the V60.

Alongside the important green and safety credentials, we've had lots of positive feedback about the new V60's in-car technology and driving position. “When can I get one?” is a common question we're asked after a test drive. And thanks to our fleet management partnership with Volvo, we have the flexibility to offer either a 36-month lease period for higher mileage drivers or a 48-month lease period for those driving fewer than 35,000 miles a year.

“

The outcome has greatly benefited us – and our drivers

[BBV]

Did WLTP have any impact on take-up of the new V60 by your essential user grade?

[AF]

Volvo's WLTP position was a huge selling point. Other manufacturers clearly struggled to be compliant, which held up the renewal process for us. However, drivers who weren't initially looking to opt for a new V60 were prepared to do so because the car could be delivered in a matter of weeks. Volvo really went above and beyond to ensure our cars were delivered quickly.

[BBV]

What's the general perception of the Volvo brand across your business beyond the essential user grade?

[AF]

Without doubt, Volvo is seen as a premium brand by all of our drivers – and is perceived as a significant reward within our employee benefit package. In fact, when we were considering the new V60, it was our HR team that stressed its desirability would support their recruiting efforts, and it has. People take great pride in driving a Volvo.

The Volvo brand is held in particularly high regard by our sales reps because of its safety record and CO2 emissions. When you consider the hours and miles spent on the road, the peace of mind Volvo provides is huge. But we're also seeing a growing desire from our drivers to reduce their carbon footprint. Volvo helps them achieve this. We've recently placed an order for an XC60 hybrid for one of our drivers.

Actually, the XC60 is in high demand with our sales managers. While the XC60 facelift initially took it out of their car allowance band, Volvo worked hard with us to address this and subsequently it's now back as an option. Our new UK Operations Director has also chosen an XC90 as his first company car.

[BBV]

How does the way Volvo work with you differ from other manufacturers?

[AF]

We have a very strong relationship and no obstacle is ever too big to overcome. I can't stress enough how flexible Volvo is in accommodating our needs. Of course, there was plenty of negotiation, particularly on how we could make different cars work from an employee tax point of view, but the outcome has greatly benefited us – and our drivers. With the V60 Momentum we can now offer a premium entry-level car, but perhaps more significantly, we now have a Volvo on offer in every company car band. It is the first time a manufacturer has enabled this for us. ■



To explore the benefits of a Volvo fleet, call the Volvo Car Business Centre on **0345 600 4027** or visit volvocars.co.uk/business



JACK SHIRES
VSM FOR THE NORTH



CHIB CHILAKA
VSM FOR THE MIDLANDS



RHIANNAN NOGAN
VSM FOR THE SOUTH

SUPPORT FOR SMALLER FLEETS

ON YOUR TEAM

The working world can be demanding, but our new Virtual Sales Managers (VSMs) are here to help. Your VSM provides one-to-one fleet support and an unrivalled customer experience when you need it most, leaving you to concentrate on what you do best – running your business.

“
Some businesses don't have the time or resources larger firms have to manage their fleets. That's where a VSM comes in. They make life easier by removing all the hassle and doing all the leg work

Steve Beattie
Head of Business Sales, Volvo Car UK

Taking care of your fleet when you have a multitude of other business responsibilities can eat up valuable time and resources better used elsewhere. That's where we can help. We have formed a new team called Virtual Sales Managers, dedicated to looking after small and medium-sized organisations with fewer than 50 fleet cars.

UNIQUELY VOLVO

Your VSM makes life easier by simply and effectively identifying your vehicle needs, sourcing appropriate cars, booking flexible demos, getting quotes, and helping you explore vehicle benefits. They then carry out the entire acquisition process with retailers on your behalf. Your VSM is your direct link with Volvo. By taking the hassle out of your fleet requirements, they simplify and streamline the whole process.

CONTINUAL CONTACT

Our highly capable VSMs cover the length and breadth of the country. Jack Shires in the North, Chib Chilaka in the Midlands and Rhiannan Nogan across the South. You can discuss your needs anytime on email, on the phone or via Skype. That way, whatever concerns you have, you can be sure to receive all the advice, support and reassurance you need. They look after you, and you save time and money. Simple.

GETTING STARTED

1. Arrange your first appointment through the Volvo Car Business Centre
2. Communicate one-to-one via email, phone, Skype, etc.
3. Enjoy all the benefits of your own dedicated VSM ■



Call the Volvo Car Business Centre on **0345 600 4027** or email us at **business@volvocars.com**

COMPANY CAR IN ACTION 2019

GET ON TRACK

On the racing track. On the off-road track. And on track to better business with us by your side. Attending Company Car in Action is a great way to experience cars first hand and keep up to date with the industry and all things Volvo. So why not join us at this year's event?

Here at Volvo, we believe it's important to give you the chance to experience everything we have to offer. Which is why you'll find our team, as well as a range of our latest models, at Company Car in Action (CCIA).

WHY SHOULD I BE THERE?

CCIA gives you the chance to test drive potential fleet cars, from a variety of manufacturers, in a variety of settings.

This year, we'll have 14 cars available to drive and compare, including our exciting new S60, new V60 and XC40. We'll also be showcasing a range of different engine variants, including our plug-in hybrids.

In addition to an unparalleled hands-on experience – test driving the multi-award-winning Volvo range on Millbrook's unique, purpose-built tracks – our Business Sales team will be on hand to answer any questions. They can help you to identify which models would best suit your business and discuss our product innovations with you in more detail.

Visit us at our stand to learn more about our cars' beautifully effortless connectivity technologies, to discover our world-leading safety features or to just have a chat about how we can help your business. Plus, you can even enjoy a traditional Swedish *fika* coffee break on us.

You can also attend talks from industry experts, and get involved in debates and panel discussions covering everything from electric car investment to running a low-emission fleet.

Last year's CCIA was a great success for Volvo, with 400 test drives taken. And there's even more in store for 2019 – for the first time, you'll be able to put the XC60 and XC90 to the test on the off-road test track.

If you can't make it to CCIA, we'll also be at Fleet Live, 8th – 9th October, at Birmingham NEC. We hope to see you at one of these events, so please don't hesitate to come and say hello. ■

CCIA 2019 is not to be missed. Register your interest at companycarinaction.co.uk and we'll see you at our stand.

▶ BUSINESS HUB
See 2018 highlights
and this year's lineup
volvo.business/CCIA

YOUR INVITATION

Company Car in Action

12th – 13th June 2019
Millbrook Proving Ground, Bedford

EVENT HIGHLIGHTS


XC60 and XC90 off-road | 14 Volvo cars inc. plug-in hybrids
Expert Volvo Business Sales advice
Fika at the Volvo stand | Industry talks and debates



A FLEET FOR EVERY BUSINESS

A CAR FOR EVERY DRIVER

Discover the Volvo range. Eight models with Volvo quality and innovation as standard – carefully designed to meet the most diverse demands of your drivers and your business. Start exploring below. ■

 BUSINESS HUB
Scan QR code for more of that model!

XC90

Always in command

In business, first impressions count. Powerful and luxurious from the inside out, our flagship SUV is a bold statement of intent – wherever you go.

192 – 52 G/KM CO₂
26.2 – 113.0 MPG (Combined)
From 19% BIK
T8 Twin Engine hybrid available

Scan for more





XC40

Take the office anywhere

The multi-award-winning compact SUV. An intuitive mobile workspace for your drivers. With elegant storage, uncluttered design and bold SUV proportions.

168 – 127 G/KM CO₂
31.0 – 51.4 MPG (Combined)
From 32% BIK
T5 Twin Engine hybrid coming soon

Scan for more





XC60

Balance for your drivers

Our mid-size and best-selling SUV. A fine balance of off-road capabilities, innovative technologies and striking design choices, to meet the demands of life and business.

181 – 47 G/KM CO₂
28.0 – 122.8 MPG (Combined)
From 16% BIK
T8 Twin Engine hybrid available

Scan for more






V40


As individual as you are

Your fleet is a reflection of your organisation. Stand out from the crowd with a truly unique car. The V40 – our hatchback that's as agile as your business.

143 – 118 G/KM CO₂
37.2 – 56.5 MPG (Combined)
From 29% BIK

Scan for more





New V60

A valuable addition to your fleet

Our new mid-size estate's best-in-class residual values are just the beginning. Enjoy driver assistance technologies, intuitive connectivity, class-leading rear load capacity and more.

170 – 39 G/KM CO₂
32.1 – 166.1 MPG (Combined)
From 16% BIK
T8 Twin Engine hybrid available to order

Scan for more






V90


Work space

Simplify working life with the latest connectivity technologies, a large load capacity and innovative storage solutions. Step into our effortless V90 – a space designed for business.

183 – 43 G/KM CO₂
29.7 – 166.2 MPG (Combined)
From 16% BIK
T8 Twin Engine hybrid available


Scan for more






New V60

Class-leading rear load capacity, innovative design and sector-beating residual values – a new generation of versatile estate. Also available as a Cross Country variant.

	Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
	D3 FWD	Manual	150	122 – 117	48.7 – 55.4	31%	£34,050
	D3 FWD	Auto	150	126 – 120	45.6 – 51.4	32%	£35,600
	D4 FWD	Manual	190	122 – 117	47.9 – 55.4	31%	£35,050
	D4 FWD	Auto	190	125 – 119	46.3 – 52.3	31%	£36,600
	T4 FWD	Auto	190	160 – 154	34.4 – 38.7	34%	£34,100
	T5 FWD	Auto	250	160 – 154	34.0 – 38.7	34%	£36,100
	T8 Twin Engine AWD	Auto	303+87	42 – 39	113.0 – 166.1	16%	£50,850

V90

Equally luxurious and versatile – a classic estate redesigned for the modern business world. Also available as a Cross Country variant.

	Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
	D4 FWD	Auto	190	129 – 127	43.5 – 50.4	33%	£39,700
	D5 PowerPulse AWD	Auto	235	148 – 146	39.2 – 43.5	37%	£48,650
	T4 FWD	Auto	190	160 – 158	33.2 – 37.7	35%	£38,750
	T5 FWD	Auto	250	159 – 157	33.2 – 37.7	35%	£45,200
	T6 AWD	Auto	310	181 – 179	29.7 – 32.5	37%	£50,900
	T8 Twin Engine AWD	Auto	303+87	46 – 43	108.6 – 166.2	16%	£59,600


New S60

Our sporty new mid-size saloon – thrilling to drive, beautifully designed and innovative from the inside out.

	Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
	T5 FWD	Auto	250	155 – 149	35.3 – 39.8	34%	£37,350
	T8 Twin Engine AWD	Auto	303+87	42 – 39	122.8 – 176.5	16%	£49,750

S90

With considered craftsmanship and clean Scandinavian lines, the S90 is our executive saloon.

	Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
	D4 FWD	Auto	190	123 – 121	43.5 – 50.4	32%	£37,700
	D5 PowerPulse AWD	Auto	235	144 – 142	39.2 – 43.5	36%	£46,650
	T4 FWD	Auto	190	157 – 155	33.2 – 37.7	35%	£36,750
	T5 FWD	Auto	250	156 – 154	33.2 – 37.7	34%	£43,200
	T8 Twin Engine AWD	Auto	303+87	40	108.6 – 166.1	16%	£57,600

Fuel consumption and CO₂* figures for the Volvo Cars range, in MPG (l/100km): WLTP Combined 26.2 – 176.5 (10.8 – 1.6). NEDC CO₂ emissions 192 – 39g/km. Twin Engine WLTP electric energy consumption 3.1 – 3.6 miles/kWh. Twin Engine WLTP all electric range 23.0 – 36.6 miles. Figures shown are for comparability purposes; only compare fuel consumption and CO₂ figures with other cars tested to the same technical procedures. These figures may not reflect real life driving results, which will depend upon a number of factors including the accessories fitted (post-registration), variations in weather, driving styles and vehicle load. *There is a new test used for fuel consumption and CO₂ figures. The CO₂ figures shown, however, are based on the outgoing test cycle and will be used to calculate vehicle tax on first registration. Preliminary data. Please contact your retailer for latest information.

THE VOLVO RANGE
IN DETAIL



XC40

Simplify business on the road with a multi-award-winning compact SUV that's big on innovation.



Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
D3 FWD	Manual	150	130 – 127	47.9 – 51.4	33%	£30,100
D3 FWD	Auto	150	134 – 131	44.8 – 47.1	34%	£31,650
D3 AWD	Auto	150	144 – 141	42.8 – 44.8	36%	£33,050
D4 AWD	Auto	190	135 – 131	39.8 – 44.1	34%	£35,750
T3 FWD	Manual	163	146 – 142	37.2 – 41.5	32%	£28,700
T3 FWD	Auto	163	151 – 147	35.8 – 39.2	33%	£30,250
T4 FWD	Auto	190	158 – 154	33.6 – 36.7	34%	£31,250
T4 AWD	Auto	190	165 – 161	32.8 – 35.3	36%	£32,650
T5 AWD	Auto	247	168 – 164	31.0 – 34.0	36%	£36,000

XC60

Beautiful Scandinavian aesthetic and rugged design are blended to create our best-selling SUV.



Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
D4 FWD	Auto	190	135 – 129	42.2 – 47.9	33%	£38,450
B4 AWD	Auto	197	151 – 142	39.2 – 46.3	36%	£40,150
B5 AWD	Auto	235	151 – 142	39.2 – 46.3	36%	£45,400
T5 FWD	Auto	250	169 – 165	30.1 – 34.0	37%	£38,450
T5 AWD	Auto	250	178 – 169	29.1 – 32.5	37%	£39,650
T6 AWD	Auto	310	181 – 174	28.0 – 31.7	37%	£45,950
T8 Twin Engine AWD	Auto	303+87	52 – 47	94.2 – 122.8	16%	£54,950

XC90

Enjoy a luxury SUV where every little detail has been carefully designed with your business in mind.



Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
B5 AWD	Auto	235	156 – 154	37.7 – 44.1	37%	£52,375
T5 AWD	Auto	250	189 – 184	26.9 – 30.4	37%	£51,325
T6 AWD	Auto	310	192 – 187	26.2 – 28.8	37%	£58,125
T8 Twin Engine AWD	Auto	303+87	55 – 52	80.7 – 113.0	19%	£66,575

V40

Effortlessly take control of business at hand with our agile V40. Also available as a Cross Country variant.



Engine	Gearbox	HP	CO ₂ G/KM	Combined MPG	BIK% 2019/20 From	P11D From
D2	Manual	120	126 – 122	49.6 – 56.5	32%	£23,750
D2	Auto	120	124 – 118	47.9 – 52.3	31%	£25,235
D3	Manual	150	125 – 121	50.4 – 55.4	32%	£28,075
D3	Auto	150	124 – 118	47.9 – 52.3	31%	£29,560
T2	Manual	122	142 – 137	39.8 – 42.8	31%	£22,250
T2	Auto	122	133 – 129	38.2 – 41.5	29%	£23,735
T3	Manual	152	143 – 139	39.8 – 42.8	31%	£26,325
T3	Auto	152	136 – 132	37.2 – 40.9	30%	£27,810

New S60

Stand apart from the crowd

Dare to lead the way in our sporty new mid-size saloon – thrilling to drive, beautifully designed and innovative from the inside out. Just like you, the new S60 is proud to be different.

155 – 39 G/KM CO₂
35.3 – 176.5 MPG (Combined)
From 16% BIK
T8 Twin Engine hybrid available to order

Scan for more

S90

Management material

Our flagship saloon. Made to transform every journey. Furnished with innovative technologies and quality craftsmanship. A worthy incentive for your management team.

157 – 40 G/KM CO₂
33.2 - 166.1 MPG (Combined)
From 16% BIK
T8 Twin Engine hybrid available

Scan for more

CARS