

Press Information

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FUEL EFFICIENCY FOCUS DRIVES CHANGE AT THE TOP OF UK TRACTOR UNIT MARKET

Volvo Trucks has ended the first quarter of 2025 in pole position for tractor unit registrations in the UK market, driven by strong demand for its fuel-efficient and safety-focused Volvo FH Aero range, launched just a year ago.

The manufacturer has also seen a big rise in sales of its gas-powered tractor units, which offer tank-to-wheel CO₂ emissions of around 20 per cent less compared to diesel, and up to 100 per cent less when powered by bio-LNG.

Hannah Mayo, Director of New Vehicle Sales for Volvo Trucks UK & Ireland says: “The strategy with the Volvo FH Aero has been to let the power of the product do the talking, with a huge drive by our dealers to put demonstrators into fleets, so customers can see the fuel saving potential for themselves.

“That has really worked well for us, and we are delighted to be helping so many operators, including a significant number of conquest fleets, to cut fuel bills and improve the sustainability of their operations.”

Deliveries of the first FH Aeros to UK customers began during the summer of 2024, with the new model marking an addition to the range, alongside the FH standard cab. The breadth of models offered, with a choice of diesel, gas-powered or electric drivelines, plus a choice of five cabs, multiple power outputs, chassis configurations and options packages, ensure the FH Aero can be mission-matched to almost any long-haul application.

Volvo Trucks ended Q1 2025 with a 24.1 per cent share of the UK tractor unit market, according to figures published by the Society of Motor Manufacturers & Traders (SMMT), with Scania placing second and DAF Trucks third.

For the last five years Volvo Trucks has consistently taken third place for end of year tractor unit registrations in the UK, completing 2024 with a 20.6 per cent share of the articulated market – its highest penetration for more than 20 years.

Mayo adds: “It’s been an exciting start to the year, and we’ve got a busy few months coming up. We’re planning a strong presence at RTX 2025, plus our new FH Aero NCAP Special Edition model is capturing a lot of interest.”

- ENDS -

Captions for photographs:

Volvo FH Aero tractor units recently delivered into service with Walkers Transport, and FH Aero Gas-Powered tractor units operated by Buffaload.

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Volvo Trucks supplies complete transport solutions for discerning professional customers with its full range of medium- and heavy-duty trucks. Customer support is provided via a global network of dealers with 2,200 service points in about 130 countries. Volvo trucks are assembled in 12 countries across the globe. In 2024 approximately 134,000 Volvo trucks were delivered worldwide. Volvo Trucks is part of the Volvo Group, one of the world's leading manufacturers of trucks, buses, construction equipment and marine and industrial engines. The group also provides complete solutions for financing and service. Volvo Trucks' work is based on the core values of quality, safety and environmental care.