



**RENAULT
TRUCKS**

RENAULT TRUCKS' PRESS CONFERENCE IAA TRANSPORTATION 2026 Speech

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Antoine Duclaux · CEO, Renault Trucks

Good morning, everyone.

We are coming back to IAA stronger than ever and with the very same conviction as eight years ago: transportation has to turn electric.

Eight years ago, Renault Trucks made the ambitious choice to invest in electric trucks. We were one of the pioneers. We were determined not just to talk about a desirable future. We actually focused on building it. We put electric trucks into real customer operations, we listened even more to our customers, we learned from every single kilometre driven.

With our electric trucks, our customers have now driven more than 150 million kilometres. 150,000 tonnes of CO₂ have been avoided for the planet.

Eight years was the time we needed to transform ourselves. Today, I'd like to show you what comes next.

I am Antoine Duclaux. I am honoured to have taken over as the new CEO of Renault Trucks. I'm not new in this fantastic Volvo Group, I did spend 4 years at the headquarters in Gothenburg Sweden, where I learned how to navigate the Swedish consensus. And I am fortunate to take over a company with 130 years of industrial expertise, which has been part of the Volvo Group for more than 25 years, thus having access to the greatest technologies in the industry and the ability to invest with a long-term perspective. Beyond technology, Renault Trucks has something even more valuable: exceptional foundations, passionate teams and people who truly love the brand and will fight for it.

Ladies and gentlemen, our ambition is clear: to help our customers navigate one of the biggest transformations our industry has ever experienced. We are committed to accelerating the transition to zero-emission transport.

Helping customers decarbonize

Between 2020 and 2030, Renault Trucks will have invested close to 2 billion euros in innovation to support this ambition.

Here at IAA, we are presenting our latest electric range: one electric model for each application, led by the E-Tech T 780, with a range of 660 km on a single charge. Range is not going to be a question anymore.

We are not only producing trucks. We offer vans too. Today, I'm thrilled to present for the first time our new electric model. Native, electric, agile and flexible. A new step in expanding our electric solutions: The Renault Trucks E-Tech Trafic.

This marks a new step in expanding our electric solutions supporting our strong ambitions to double our LCV volumes by 2030, to reach 40,000 units per year in Europe.

And I believe this full electric line-up makes one thing clear: our electric trucks deliver. And they deliver in any situation. They deliver the performance our customers expect, and they also make economic sense in many geographies.

The real challenge today is no longer technology. It is about adoption.

You are aware that electric trucks represent less than 3% of the European market today. Why is it so? The entire ecosystem needs to move faster. We are expecting an even stronger engagement from European and national authorities to provide the right infrastructure and economic conditions to accelerate this adoption. I insist on saying that they must create the enabling conditions to support this transition and match our European industry targets.

As manufacturers, we are doing our part: we keep investing, innovating and brought electric solutions to the market. But the rest did not fully follow. As Renault Trucks we had to adapt. And we have adapted.

Let me be clear, Renault Trucks is not here to slow down the transition. We are here to accelerate it. We keep pushing electric solutions. We keep reducing CO₂ emissions on every kilometre our customers are driving, even those that cannot yet be electric. This is why we kept investing as well in highly efficient combustion technologies together with the Volvo Group.

And today I am proud to unveil a fantastic vehicle, that raises the bar on efficiency, comfort and safety: Our new Renault Trucks Model Year 2027, presented here in the Ultimate Edition. It delivers efficiency and CO₂ emissions reduction. It is also designed as importantly for the people behind the wheel, I mean our dear drivers. And I have to say that the first feedbacks are outstanding.

No surprise that it earned a 4-star Euro NCAP rating, and the City Safe distinction.

But there is more than bringing new technology to market. Customers expect an outstanding experience with services that bring them peace of mind.

One of our key strengths is combining industrial scale footprint with the ability to deliver thousands of customer-specific solutions. As you know, every operation is unique. Every truck needs to be built around it. Today, more than half our vehicles are going through our adaptation centre before delivery – from specific customisation to highly specialised configurations that can take days to adapt.

A powerful example is defence. As you know, a demand that is growing as we speak. Trucks dedicated to armed forces are manufactured on our production lines and further adapted to meet the stringent requirements of military logistics operations. And this is paying off for Renault Trucks in Spain and France. And we are working hard to support it in other ministries of defence in Europe.

Tailoring the truck is only the beginning. We are there whenever and wherever our customers need us.

Staying close to our customers

If we want to support transport operators at a higher level, we need to be nearby. In transport, as you know, distance matters. And when a truck stops, every minute counts.

Renault Trucks has 1,450 points of sale and services worldwide, about 80% are operated by local partners, independent entrepreneurs who are committed to the Renault Trucks brand, generation after generation. And I have to say I am amazed by their loyalty across the world. We make sure we keep taking care of them. They know our customers. They know the markets. Their daily commitment is a powerful vote of confidence. This creates something you cannot build overnight. It took us decades to build such a strong network. A network that is deeply rooted locally, in touch with our customers day and night.

When it comes to our own network, we are as well investing. By 2030, more than 200 million will be invested to develop workshop operations and capacity, skilled technicians and professional teams and make sure we are meeting our customers' requirements.

Our spare parts availability stands at 97% to keep our customers uptime and we're not stopping there. We are investing €130 million in a state-of-the-art global distribution centre in Lyon to be even more responsive to answer more demanding requests.

In addition, we wanted each and every employee to be closer to our customers challenges and came up with a brand-new concept: the Maisons Renault Trucks. Under one roof, the customer has access to all our services and people: workshop, financing, technical advice and management. For us, it means that we share information about the customer throughout his experience with us. We opened one in Milan in 2023, Madrid last week, one in Warsaw last July. Brussels is to follow in 2028.

We are determined.

Eight years ago, we made the choice of going electric. We still believe that we will eventually have the enabling conditions to go full electric. We continue to help and serve our clients to decarbonise the transportation. I believe Renault Trucks is in a unique position to make this transformation a success.

That is what being True Makers and True Partners means to us.

Now, let's make it personal.

Germany. The largest truck market in Europe. Until 1990, a wall divided East from West. Today, it is the gateway between these two worlds.

No country in Europe sees more trucks cross its roads. Germany is Europe's biggest transit country – the corridor through which goods move from Poland to France, from Scandinavia to Italy. More than 40 billion truck kilometers are driven on German roads - every year. 1 million times around the globe.

So, if you want to understand the future of road freight – you look at Germany first.

Since joining Renault Trucks a year and a half ago, I have been impressed every day – not only by the professionalism and robustness of the trucks we build, but by the friendliness and dedication of the teams.

True Makers. True Partners. This is Renault Trucks – globally, in every market, on every route. Now let me tell you what this means for Germany, for our customers.

“True Makers” speaks to our DNA. We build things. Real things. Real trucks. Before I joined, I had entirely underestimated the impressive heritage of 130 years of co-building the entire truck industry in Europe – and, for the past 25 years, as part of the global development power of the Volvo Group. “True Partners” speaks to how we think, how we act, and how we work.

We do not talk blind loyalty. We know that in today's fast-paced, competitive world, we are interchangeable – and so is every other manufacturer here in Hanover.

What it means is simple: Our customers choose RT every day, because they know when it comes to TCO, uptime, and problem solving – they can trust our teams. The mechanic, the tech expert, the electromobility consultant, the director, and even myself. We all care – together, within our professional Volvo Group service network.

Now, let's talk product.

Germany is demanding – and when I sit down with customers, I am always struck by the complexity and the challenges they face in daily operations:
And every vehicle we present today is an answer to real German operational needs.

When you look around our stand, you see almost all electric trucks. However, there is still potential for efficiency gains and for decarbonisation in diesel – which still accounts for 97% of the European truck market. That is why we have invested heavily in an entirely new diesel generation powertrain: our Renault Trucks DE13 R, which raises the bar for efficiency
It not only saves up to 4% in fuel – it also delivers an impressive 2,800 Nm of torque at only 900 RPM.

My absolute Highlight of Innovation at IAA is our T780 eTech. Why? Because it solves and it ends the prominent discussions and limitations of electric trucks for long haul drives – RANGE.

An answer that even our new Minister for Transport will be happy about.

660 km on one charge – and unlike any other solution on the market – with no compromise on axle load at full payload, and no restrictions on existing trailer parks.

Developed in Lyon for the Volvo Group.

Let's stay electric and let me take you from long distance to regional and urban operations.

For interregional, we have our new battery generation within the E-Tech T 540 – more efficient, lighter, and with an open SOC window.

This truck already covers up to 450 kilometers – which answers the needs of the largest part of German transport operations.

My personal favourite application for electric is urban distribution. Why? Because you see the immediate effect – not only on emissions, but also on noise pollution. Just imagine you live downtown, and the waste collector comes and rattles through the street with 40 stop-and-go cycles. You see the difference whether that truck runs electric or diesel. And for this urban logistics use case too, we have

an innovation for you: our Renault Trucks E-Tech D 14T, with a turning radius of only 7.3 metres. That sets the benchmark. That is agile. That is compact.

As you know, Renault Trucks not only builds professional trucks, but also delivers LCVs. And here, we have an entire new solution for you: the Renault Trucks E-Tech Trafic, built on a modular skateboard platform through the Flexis initiative. For the last mile and urban logistics. With the already known Master, it completes the Renault Trucks professional electric LCV Segment.

So, from the medium van all the way to the long-haul 44-tonne truck, we have it all: proven, electrified, ready.

When I sit together with transport companies that want to move from diesel to electric, I always learn that it is not about changing the truck.

It is about integrating this new technology into their processes, operations, space, and energy concepts.

That is why we have a professional team with many years of consulting experience, who sit together with our customers, analyze, and deliver. They have successfully guided many transport companies in Germany through transformation.

That is what we call True Partner.

Now, what do I want you to take away?

Germany is the largest truck market in Europe. It is the market where the future of road freight is decided.

The operational challenges our customers face are real – we see it, we know it, and we care.

We are raising the bar in efficiency, with 2,800 Nm and 4% fuel savings in diesel.

We are ending the discussion on range when it comes to long-haul electric trucks.

And we have a transformation consultancy with 150 million kilometers of experience.

And now, I invite you to discuss with our experts at every vehicle, to test-drive, and to exchange with Antoine and myself.

Renault Trucks – a Volvo Group company. Welcome.

About Renault Trucks

Renault Trucks, the French truck manufacturer, has been providing professionals with transport solutions since 1894, from electric cargo-bikes and light commercial vehicles to heavy duty tractors. Committed to the energy transition, Renault Trucks offers fuel efficient vehicles and a complete range of 100% electric trucks, with their operating life extended through a circular economy approach.

Renault Trucks is part of the Volvo Group, one of the world's leading manufacturers of trucks, buses, construction equipment and industrial and marine engines. The group also provides complete financing and service solutions.

Key figures:

10,000 employees worldwide

4 production sites in France

1,450 sales and service points worldwide

55,011 vehicles sold in 2025

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