VOLVO

THIRD QUARTER 2026

Martin Lundstedt

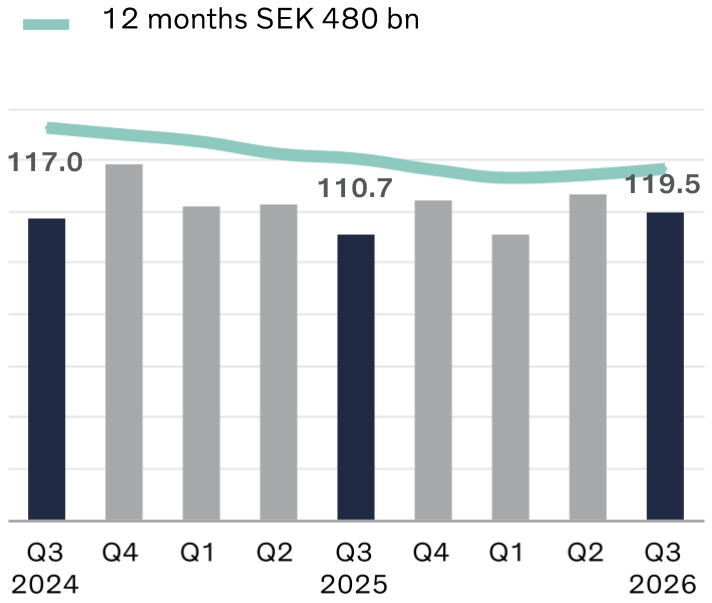
President and CEO

VOLVO GROUP

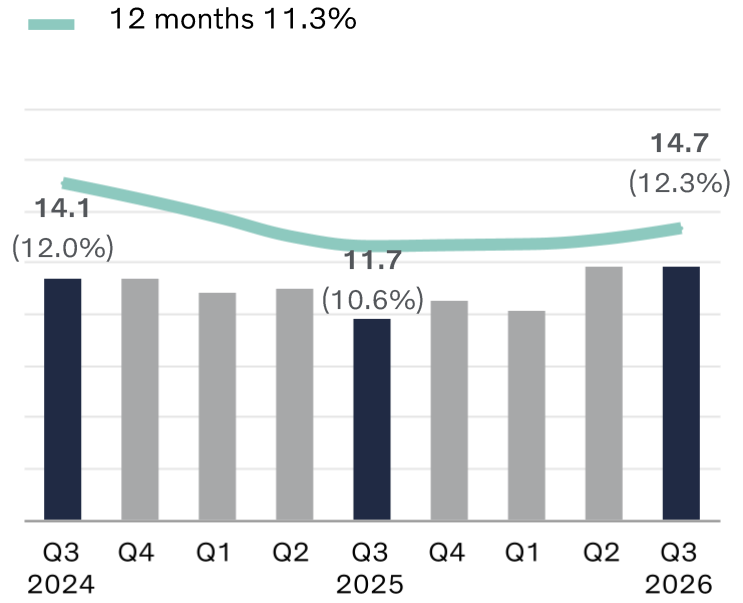
Third quarter highlights

- Net sales amounted to SEK 119.5 bn (110.7) with an organic sales growth of 7%.
- Adjusted operating income reached SEK 14.7 bn (11.7), corresponding to a margin of 12.3% (10.6).
- Operating cash flow in Industrial Operations amounted to SEK 7.2 bn (-1.7).
- Net financial position in Industrial Operations amounted to SEK 43.8 bn (45.4).
- Industrial Operations ROCE amounted to 27.5% (25.2).
- EPS SEK 5.29 (3.71).

NET SALES
SEK bn*



ADJUSTED OPERATING INCOME
SEK bn (margin)*



**For information on adjustments, see Note 6 in the quarterly report.*

For information on organic sales growth, see Key Ratios in the quarterly report.

VOLVO GROUP

Group news

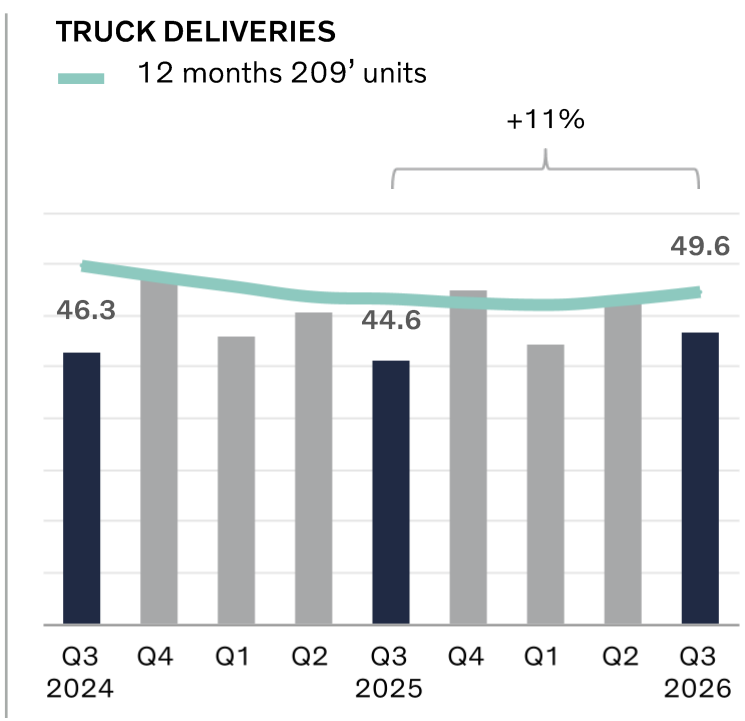
- Volvo Group, Daimler Truck and Toyota Motor Corporation signed binding agreement for Toyota to join cellcentric.
- Industry leaders scale full value chain for hydrogen mobility across Europe.
- Volvo Group announced energy park initiative as next step in Mariestad, Sweden.

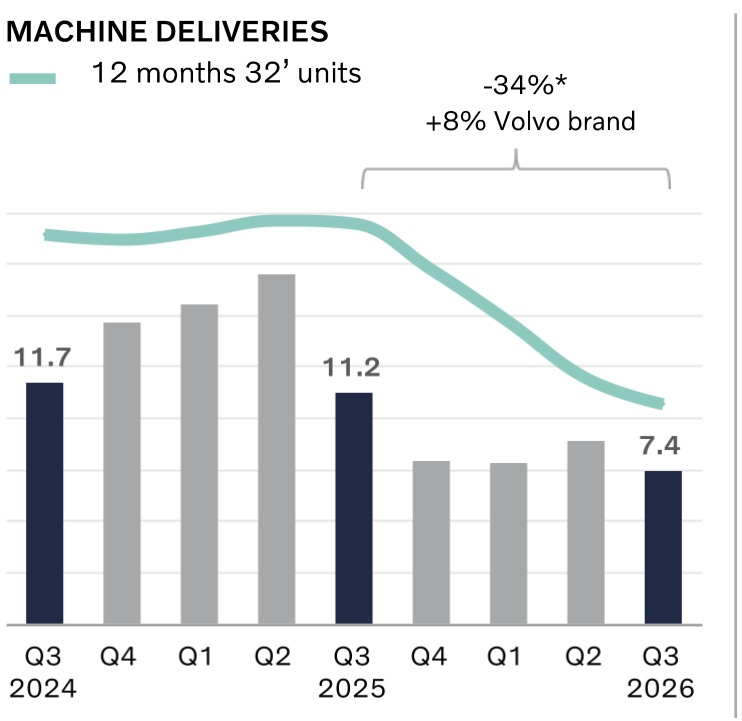


VOLVO GROUP

Volume development





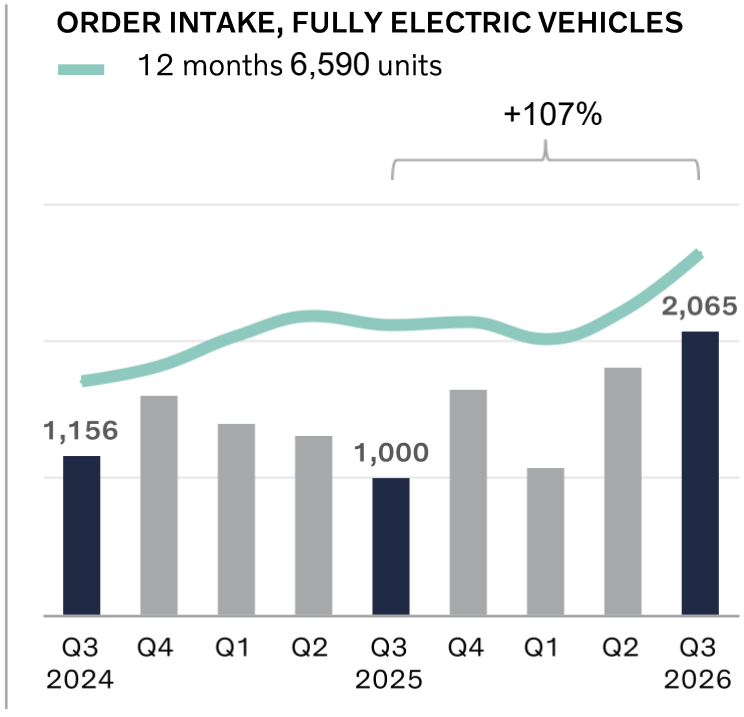


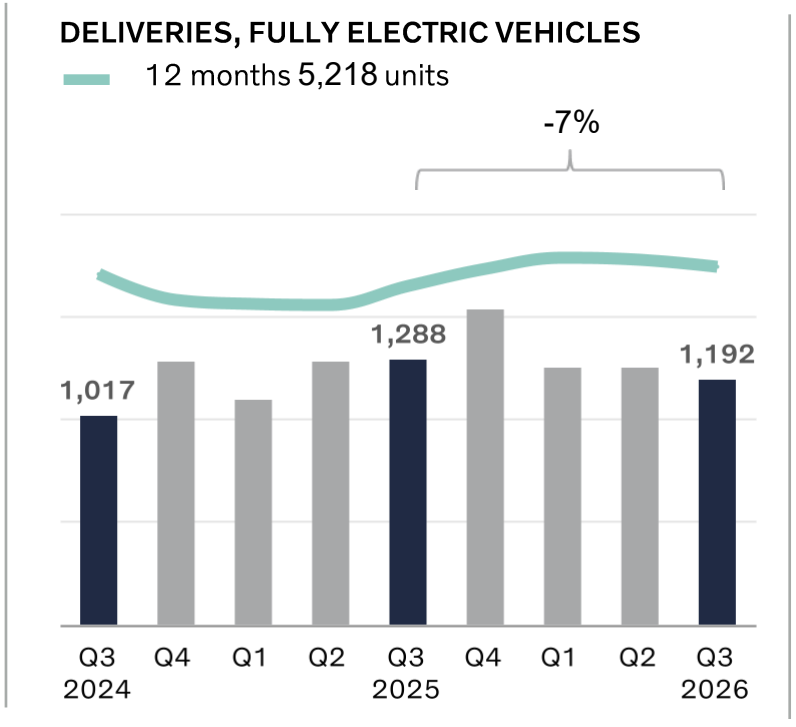
*SDLG was divested on September 1, 2025.

VOLVO GROUP

Electrification progress







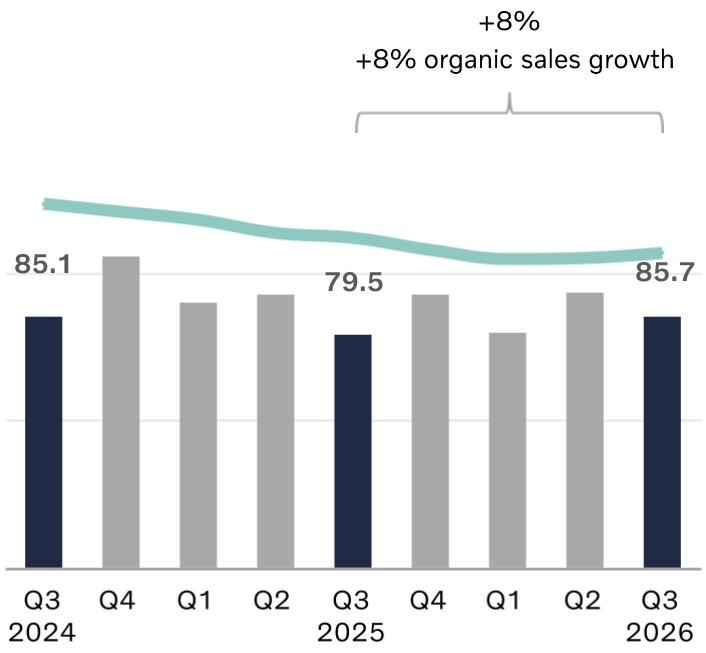
Numbers are restated and they exclude SDLG.

VOLVO GROUP

Vehicle and machine sales development

VEHICLE SALES

SEK bn — 12 months SEK 352 bn



ORGANIC SALES GROWTH YoY %

8% TRUCKS	13% CONSTRUCTION EQUIPMENT
-8% BUSES	7% VOLVO PENTA

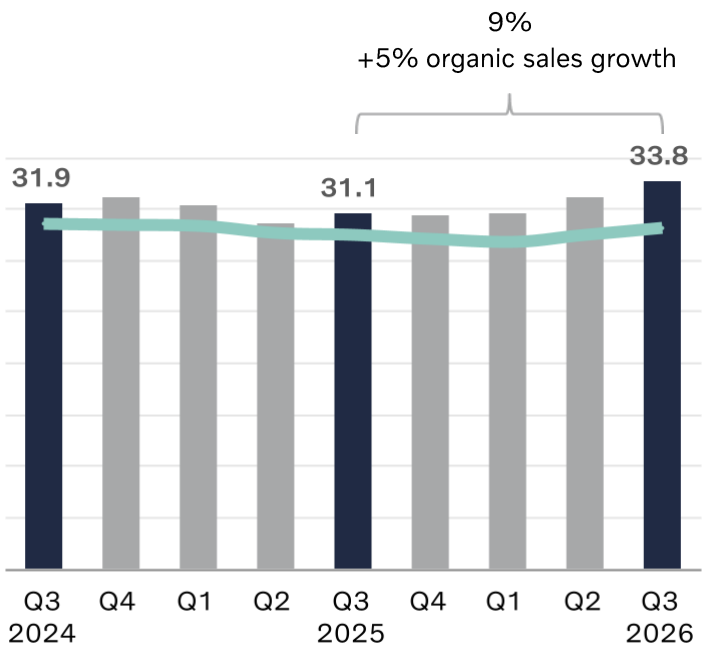


VOLVO GROUP

Service sales development

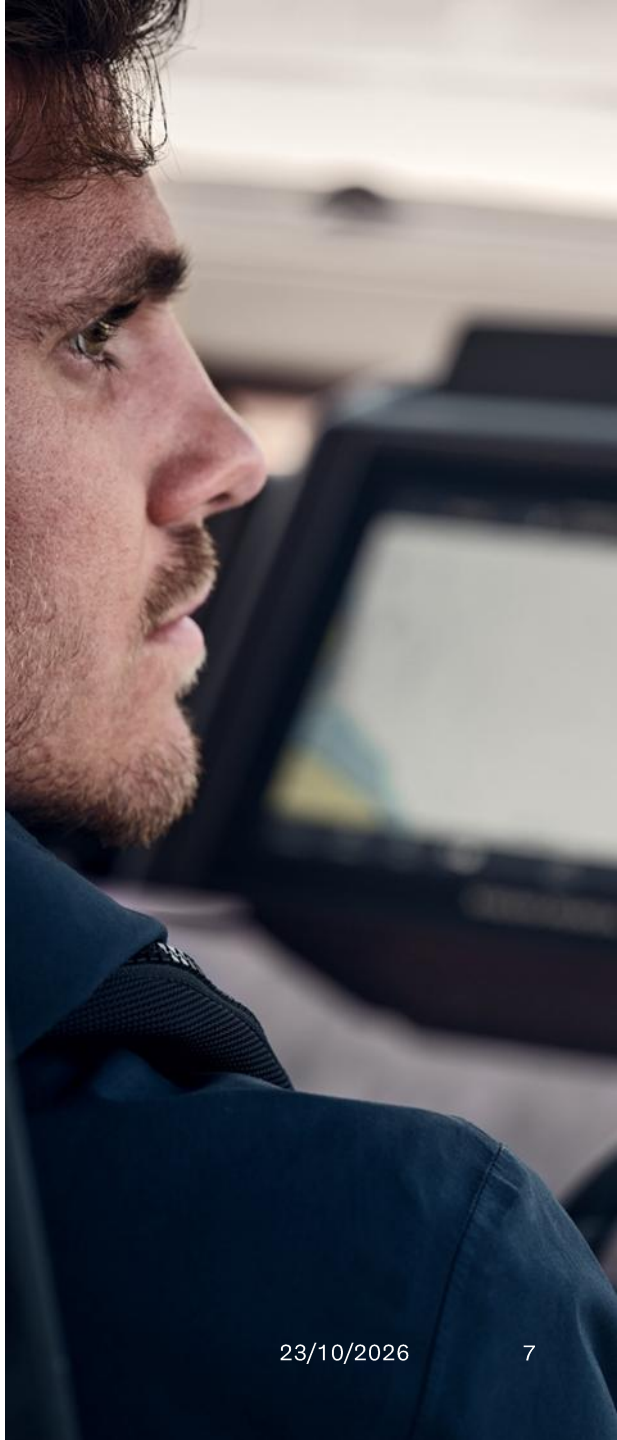
SERVICE SALES (Incl. Financial Services)

SEK bn — 12 months SEK 128 bn



ORGANIC SALES GROWTH YoY %

8% TRUCKS	5% CONSTRUCTION EQUIPMENT
-1% BUSES	-1% VOLVO PENTA
0% VFS	



Trucks news

- Volvo Trucks was awarded “International Truck of the Year 2027” for the its electric range.
- Renault Trucks was awarded “International Van of the Year 2027” for its new Renault Trucks E-Tech Trafic.
- Volvo Trucks unveiled the all-new Volvo VNX vocational truck, built for North America.
- Volvo Autonomous Solutions adds Waabi as their second virtual driver into customer operations in Texas, USA.

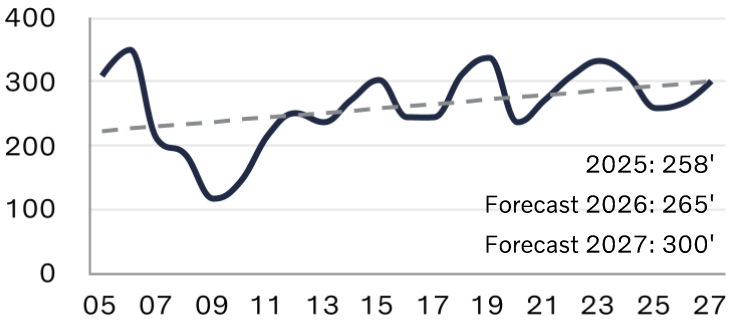


TRUCKS

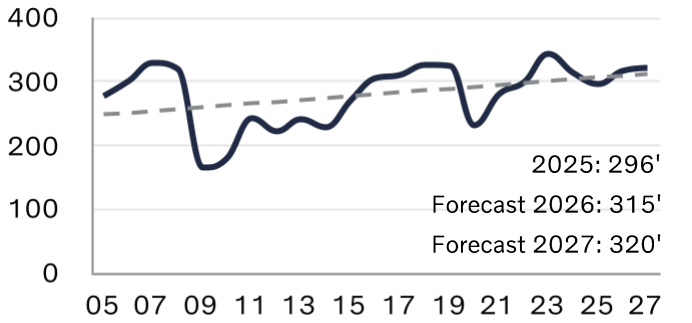
Market forecast



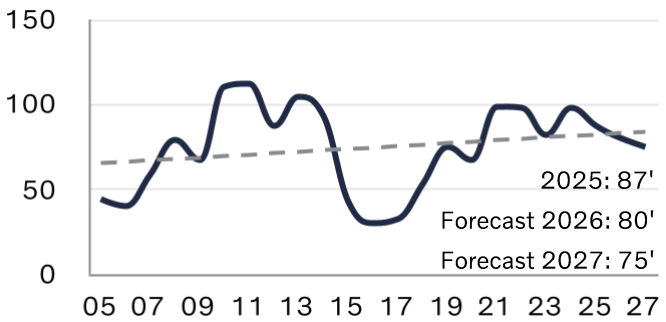
NORTH AMERICA HD



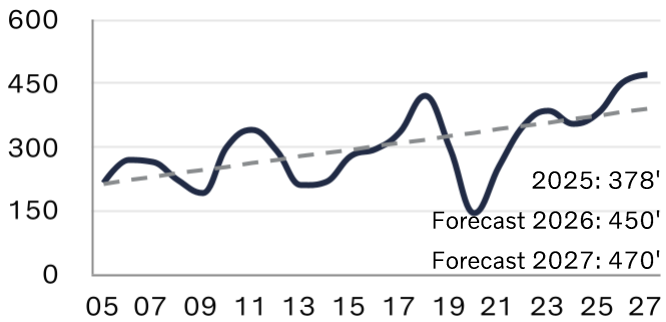
EUROPE HD



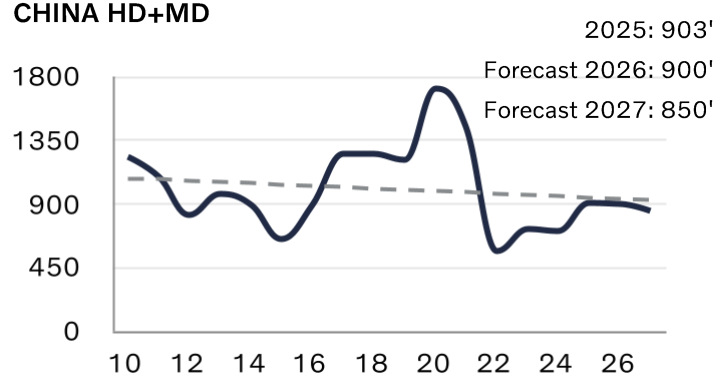
BRAZIL HD



INDIA HD+MD



CHINA HD+MD

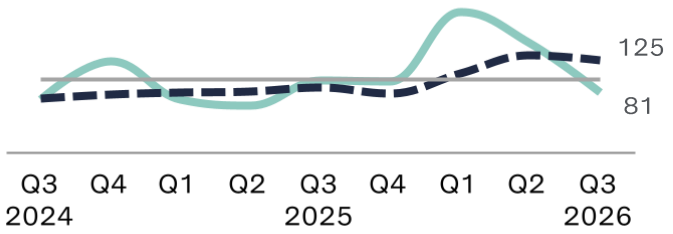


TRUCKS – MEDIUM- AND HEAVY DUTY

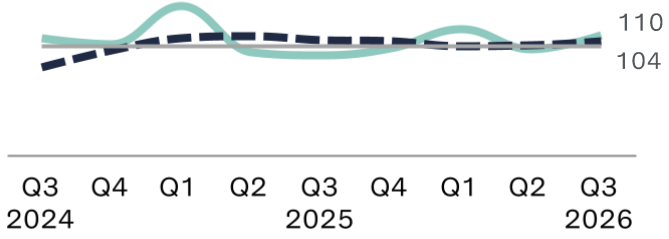
Book to bill

Medium- and heavy-duty trucks book to bill 92% in the quarter and 109% 12 months rolling

NORTH AMERICA

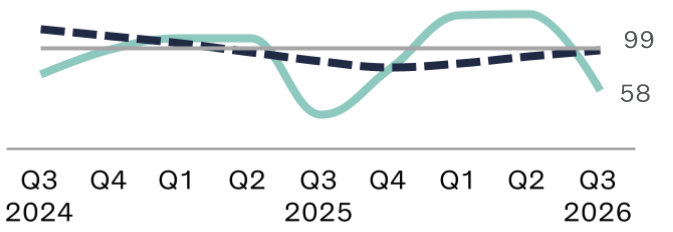


EUROPE

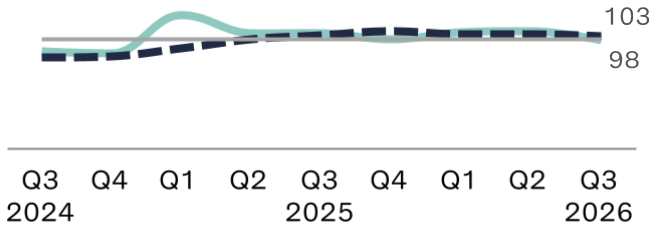




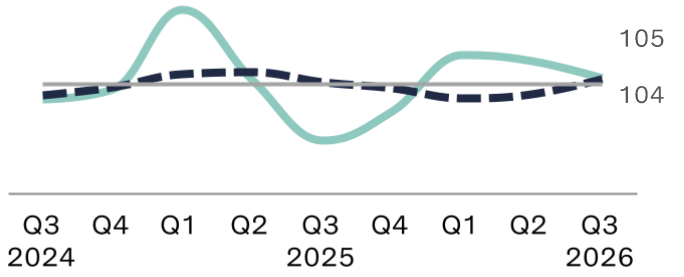
SOUTH AMERICA



AFRICA AND OCEANIA



ASIA

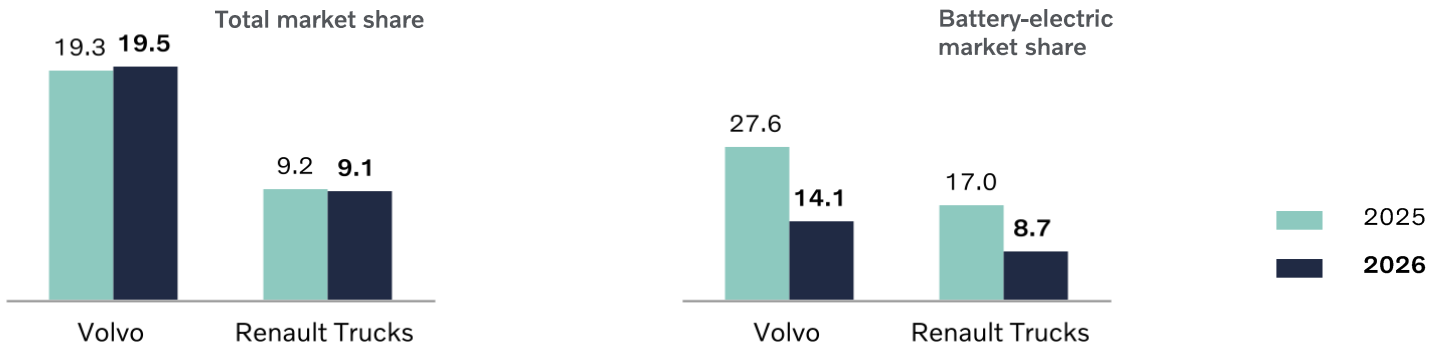


TRUCKS

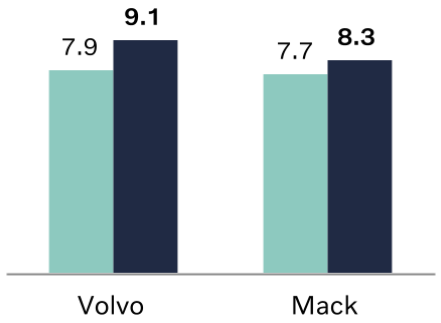
Heavy-duty truck market shares



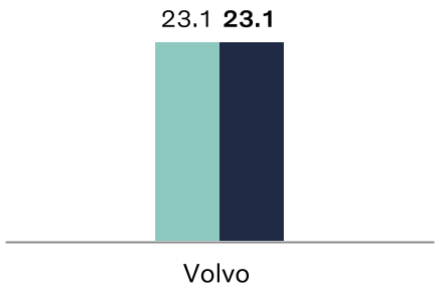
EUROPE (EU30)
YTD September



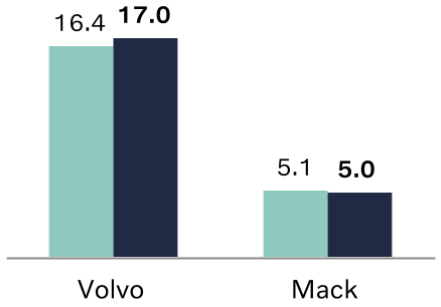
NORTH AMERICA
YTD September



BRAZIL
YTD September

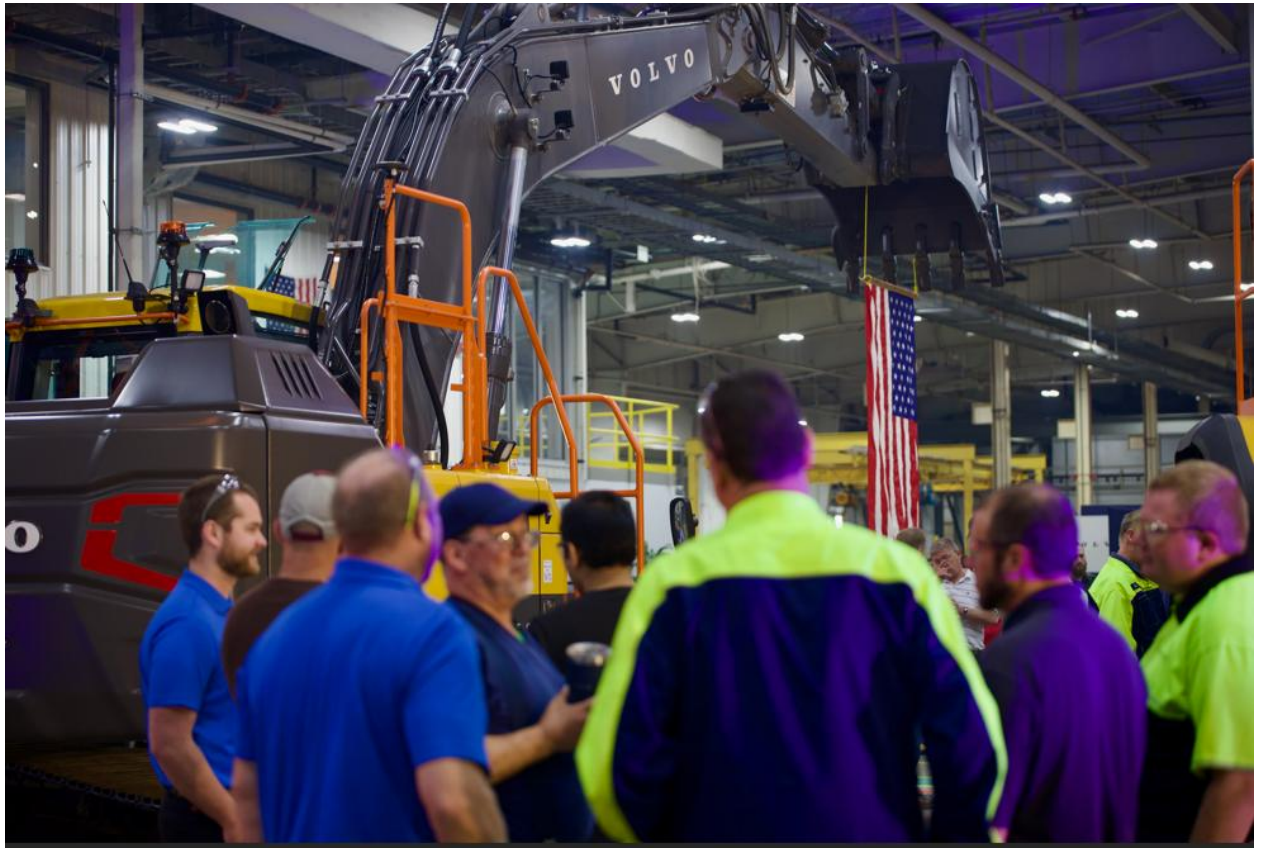


AUSTRALIA
YTD September



Construction Equipment news

- Volvo Construction Equipment rolls out first U.S.-built excavators and large wheel loaders.

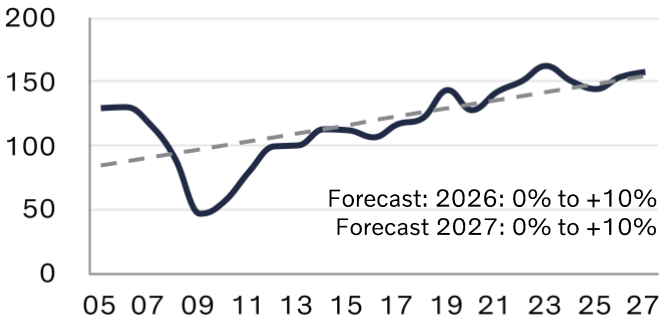


CONSTRUCTION EQUIPMENT

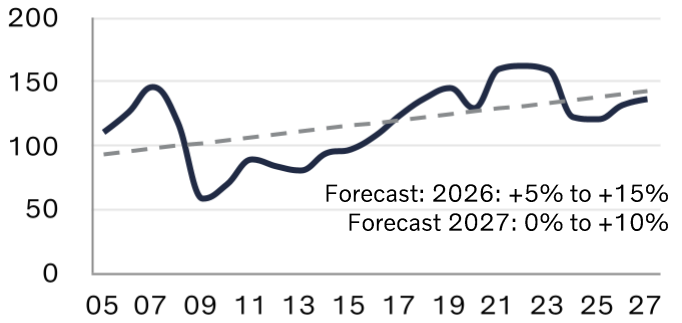
Market forecast



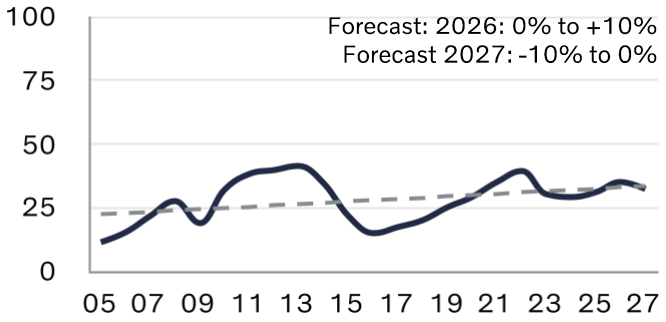
NORTH AMERICA*



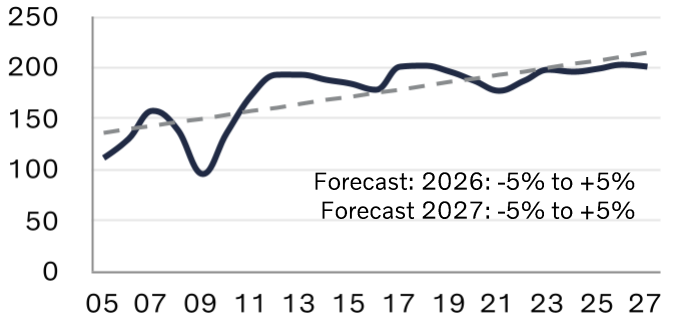
EUROPE



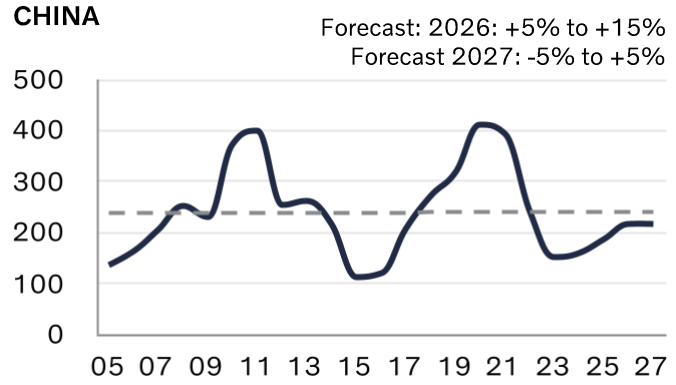
SOUTH AMERICA



ASIA (excl. CHINA)



CHINA

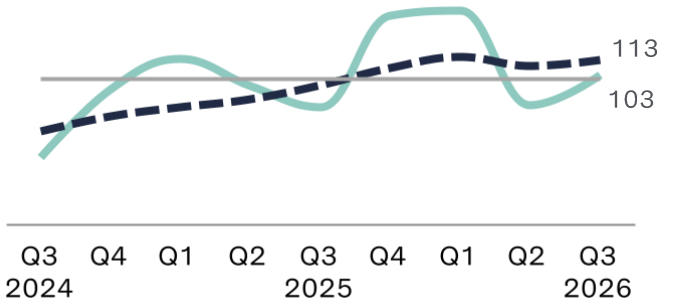


CONSTRUCTION EQUIPMENT

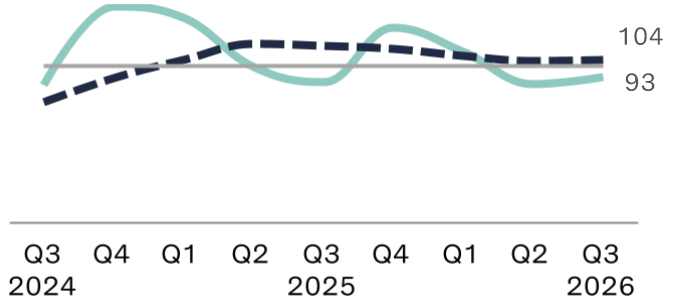
Book to bill

Construction equipment book to bill 97% in the quarter and 104% 12 months rolling

NORTH AMERICA

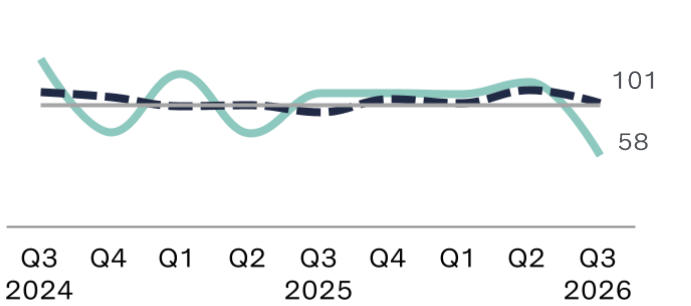


EUROPE

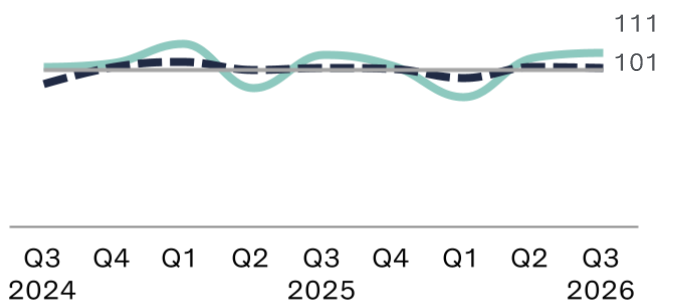




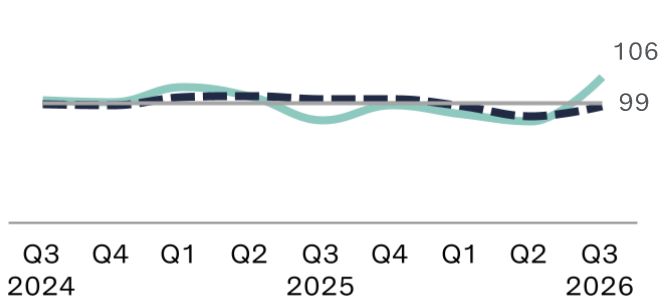
SOUTH AMERICA



AFRICA AND OCEANIA



ASIA



Buses

- Volvo Buses expanded the product range in Europe:
  - Relaunched the Volvo 9700 coach
  - Introduced Volvo B13R with Marcopolo body
  - Continued rollout of the Volvo BZR Electric coach.

- Buses also launched the Volvo BZL Electric double decker for Hong Kong, one of the world's most demanding public transport environments.

- Book to bill 111% in the quarter and 96% 12 months rolling.



Volvo BZR Electric coach and Volvo 9700

Volvo Penta

- Volvo Penta has expanded its data center business, representing 32% of the total order book value at the end of Q3.
- Book to bill 132% in the quarter and 107% 12 months rolling.



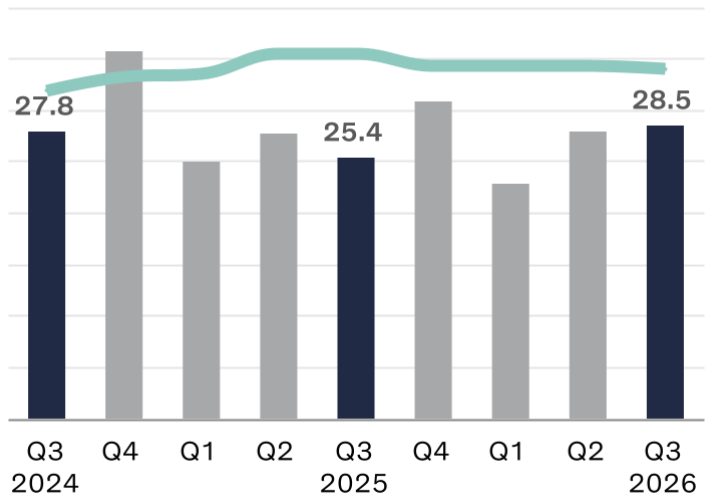
Volvo Penta D16 GE power generation solution for data centers

Financial Services

- Increased new business volume with good penetration rates.
- Maintained earnings resilience.
- Portfolio growth with stable portfolio performance.

NEW RETAIL FINANCING & PENETRATION RATE

SEK bn — Penetration rate 12 months 30%





VOLVO

THIRD QUARTER 2026

Mats Backman

EVP and CFO

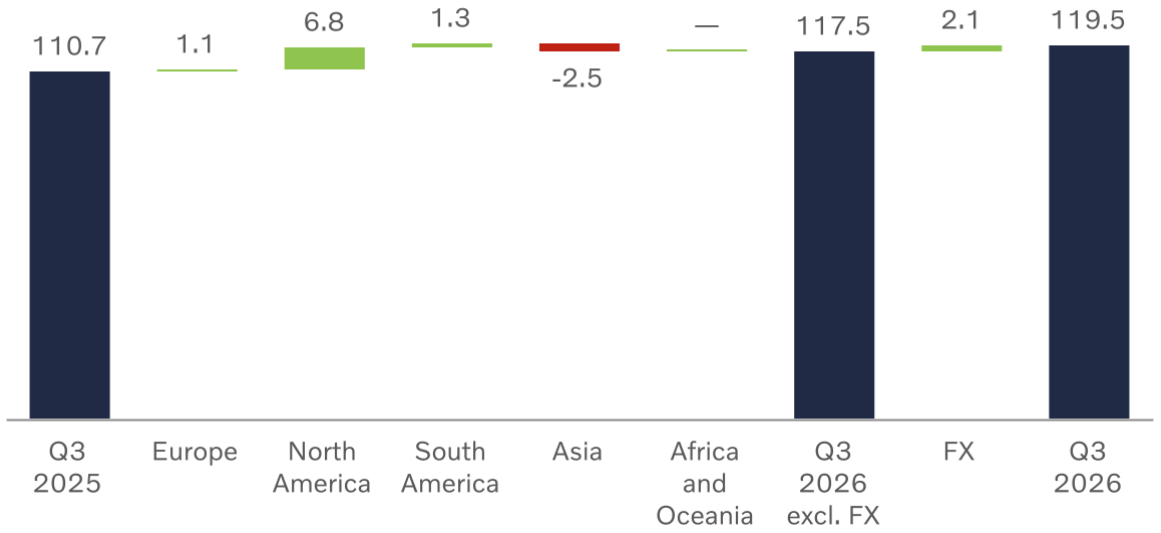
VOLVO GROUP

Net sales per market





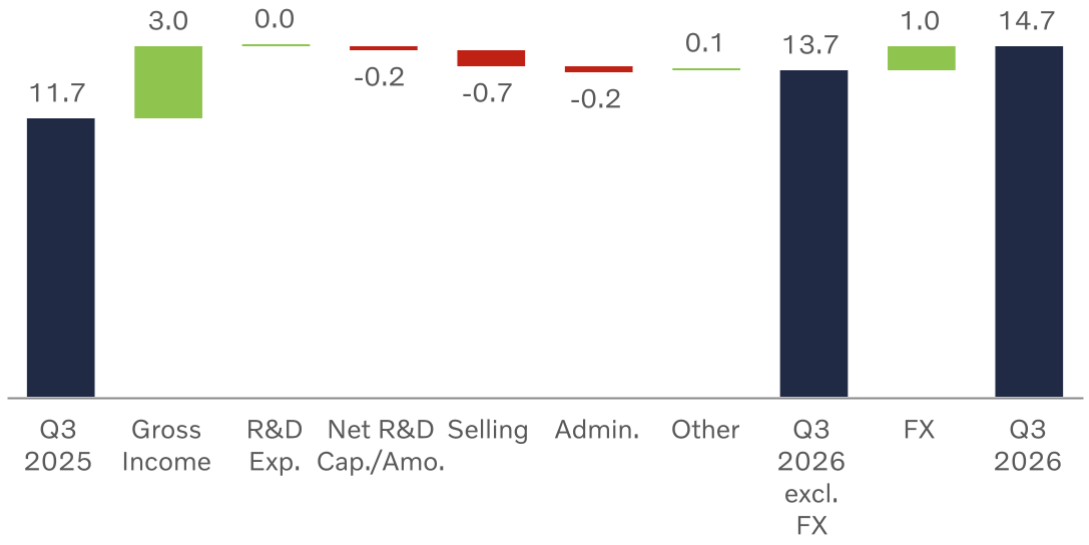
NET SALES
SEK bn



VOLVO GROUP

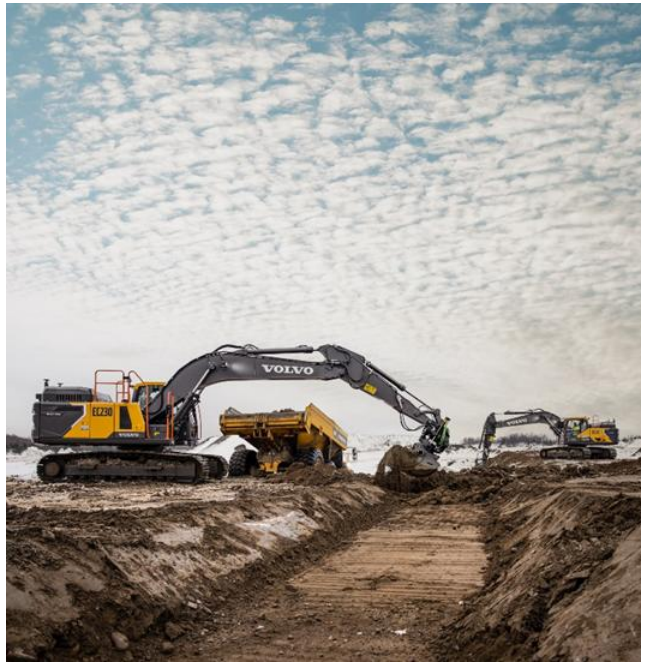
Adjusted operating income contributors

ADJUSTED OPERATING INCOME
SEK bn



+ Service business
+ Net tariffs after IEEPA refund
+ Price realization
+ Volumes

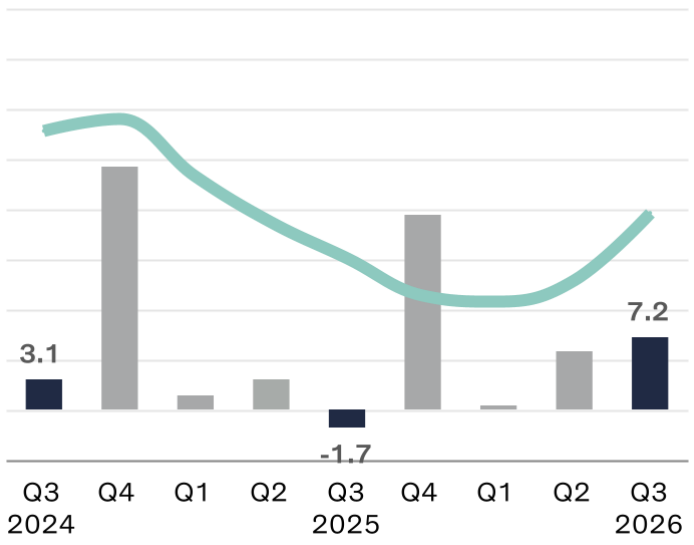
- Market and customer mix
- Material costs
- Freight costs



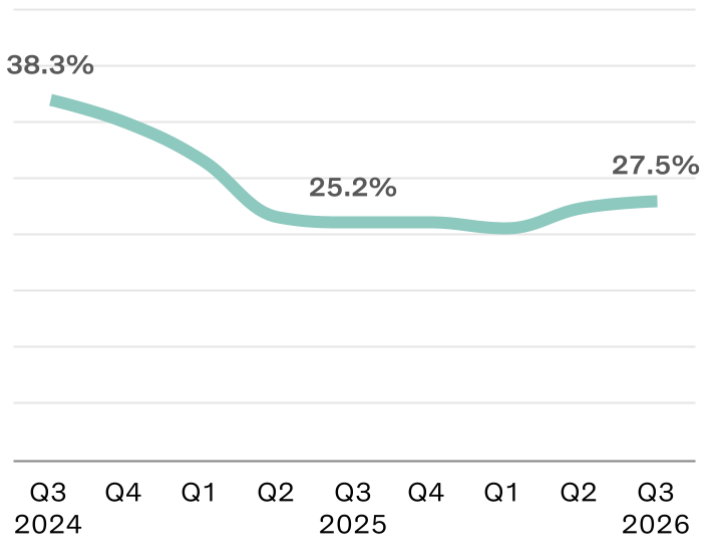
VOLVO GROUP

Cash flow, ROCE and net financial position in Industrial Operations

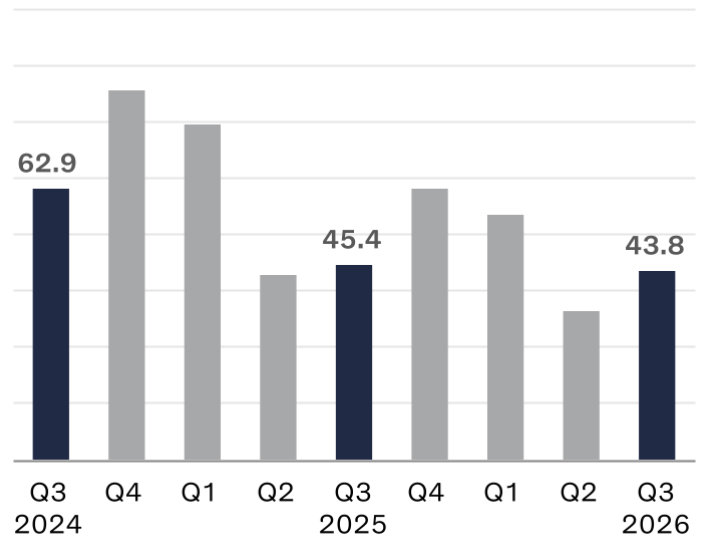
OPERATING CASH FLOW
SEK bn — 12 months SEK 32.8 bn



ROCE
% 12 months

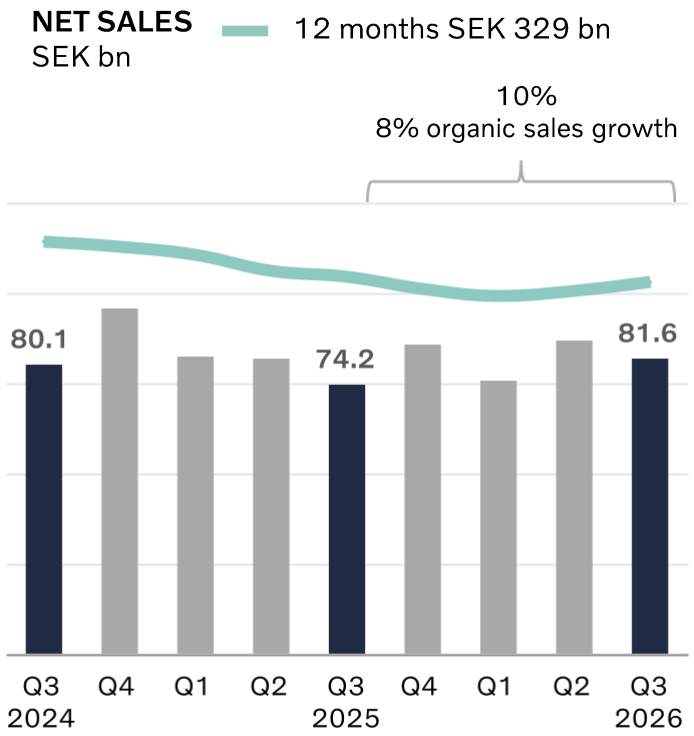


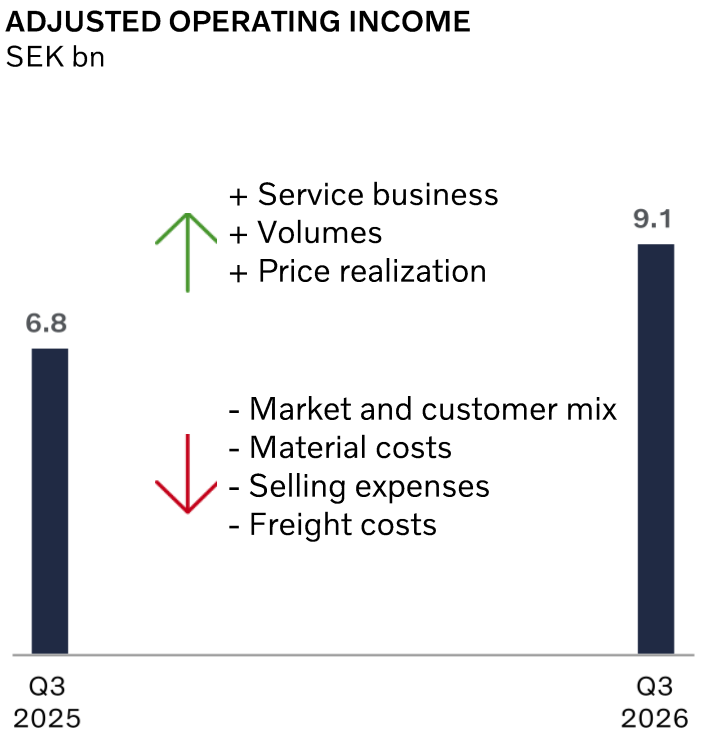
NET FINANCIAL POSITION
(Excl. pensions and lease liabilities)
SEK bn

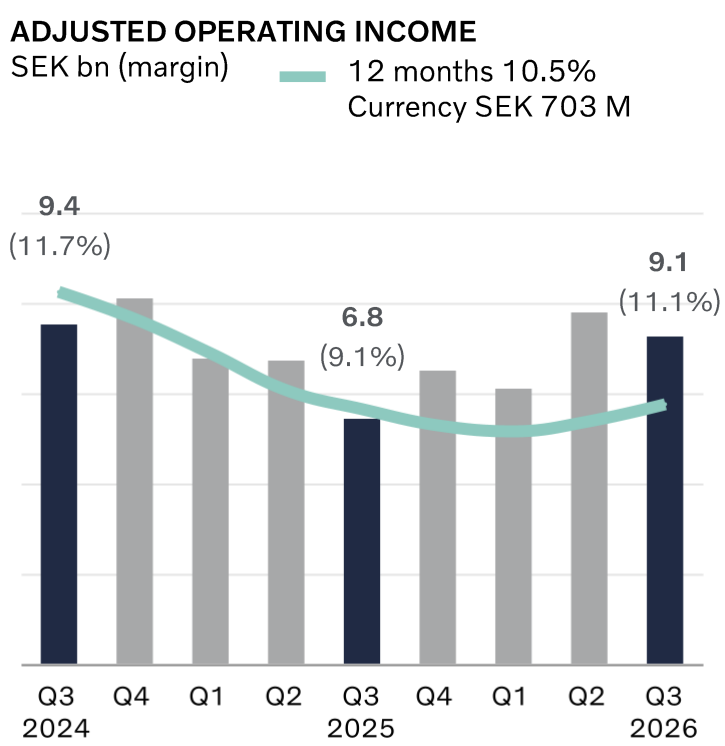


Trucks

Net sales and adjusted operating income



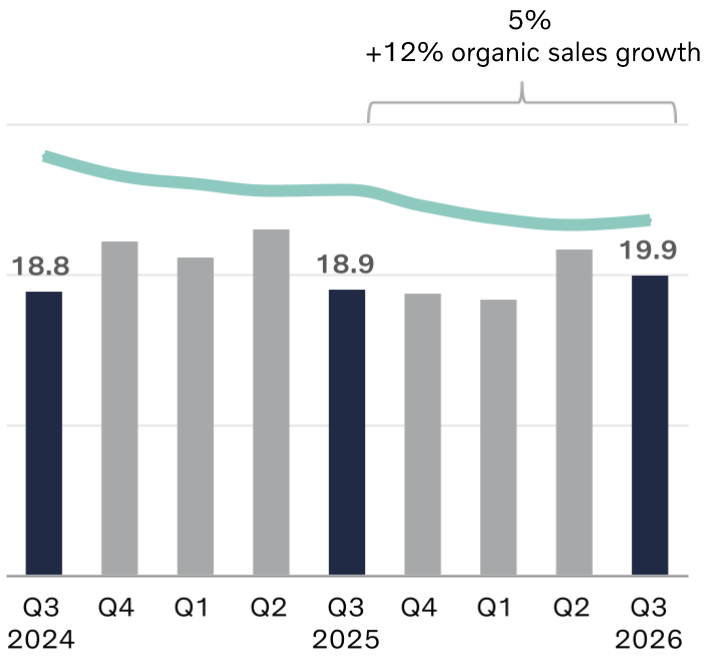




Construction Equipment

Net sales and adjusted operating income

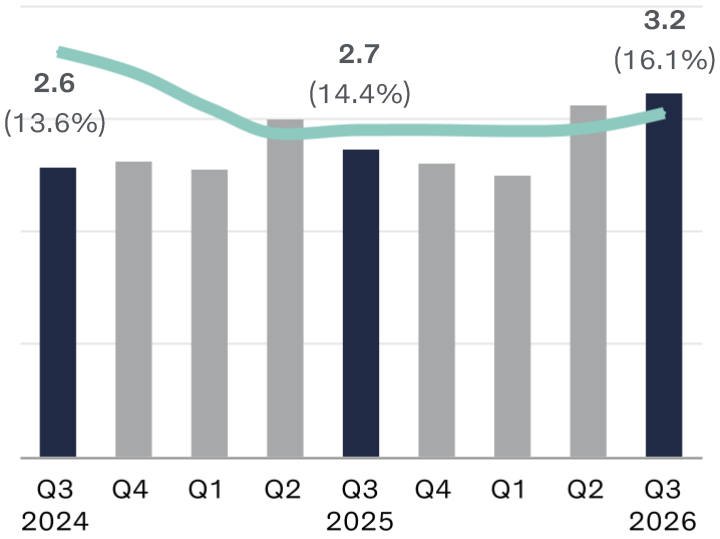
NET SALES 12 months SEK 79 bn
SEK bn



ADJUSTED OPERATING INCOME
SEK bn

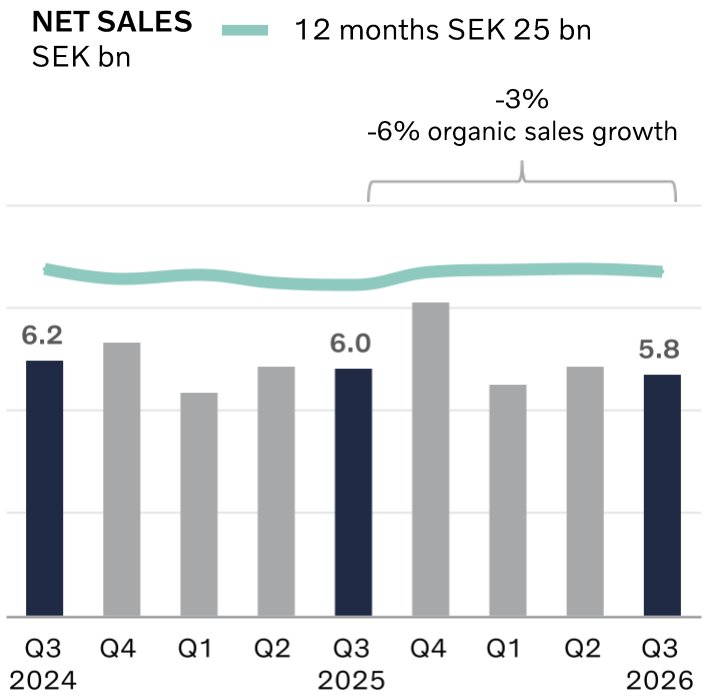


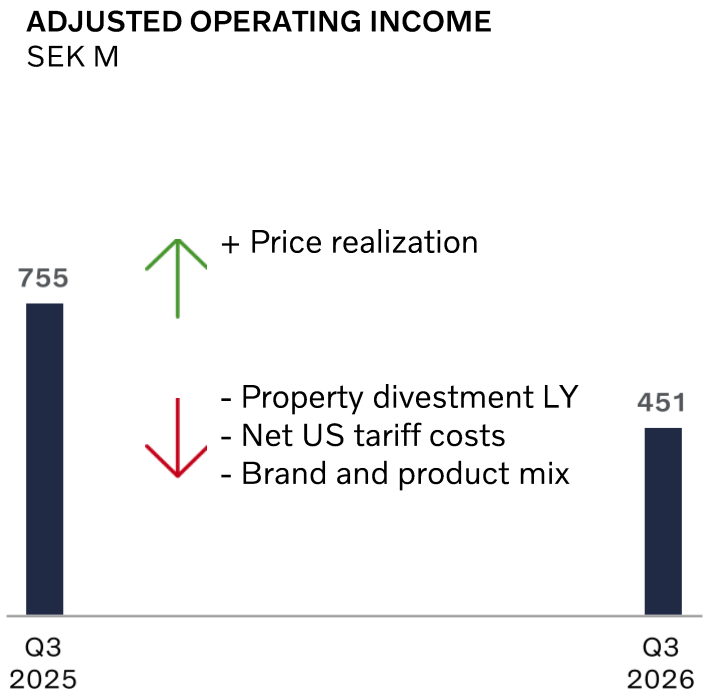
ADJUSTED OPERATING INCOME
SEK bn (margin) 12 months 14.5%
Currency SEK 88 M

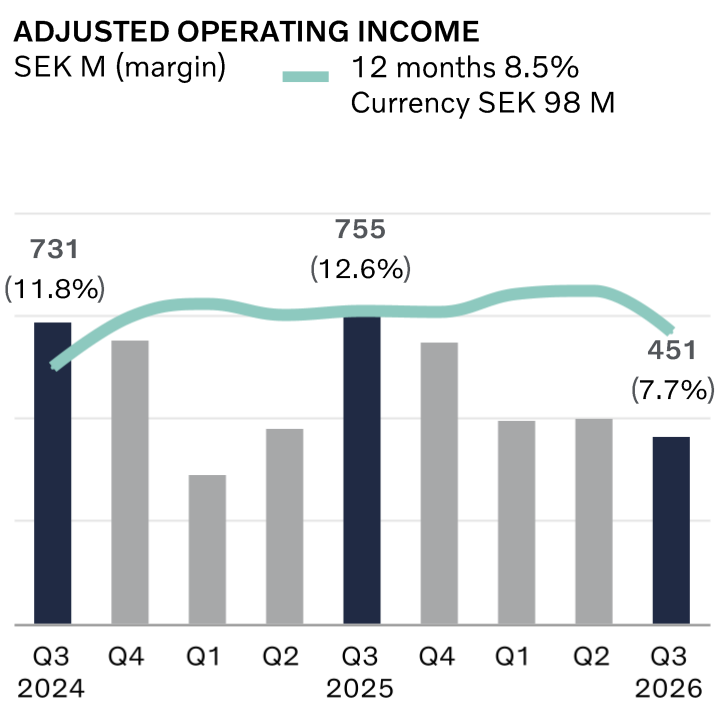


Buses

Net sales and adjusted operating income



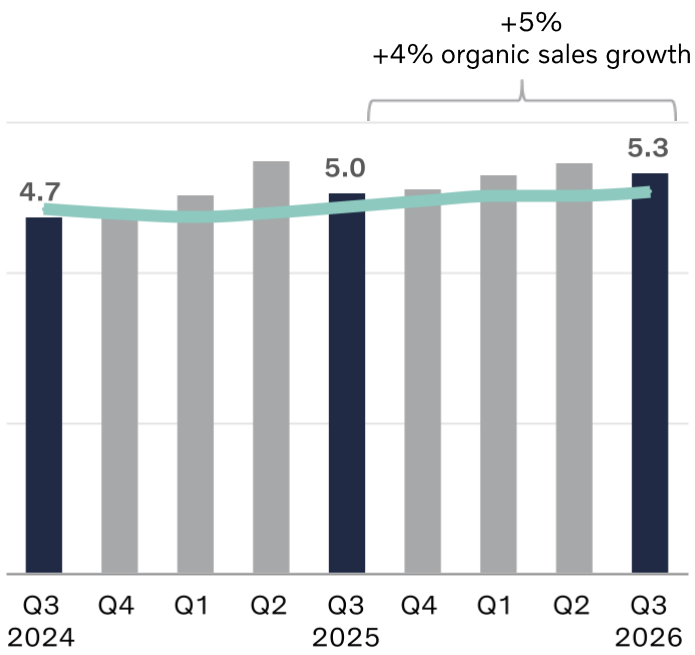




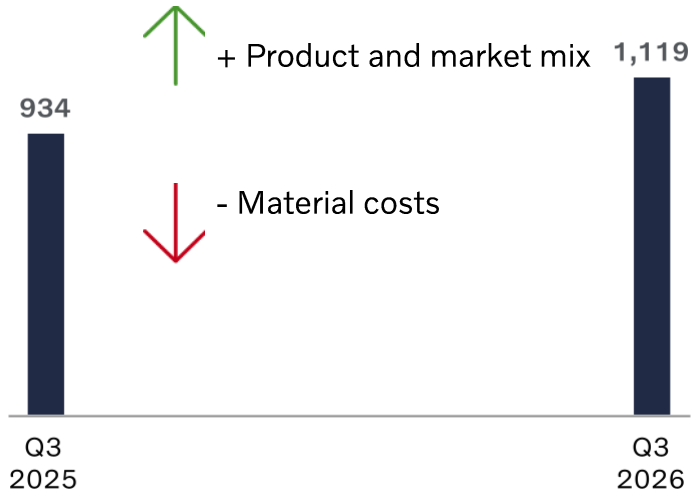
Volvo Penta

Net sales and adjusted operating income

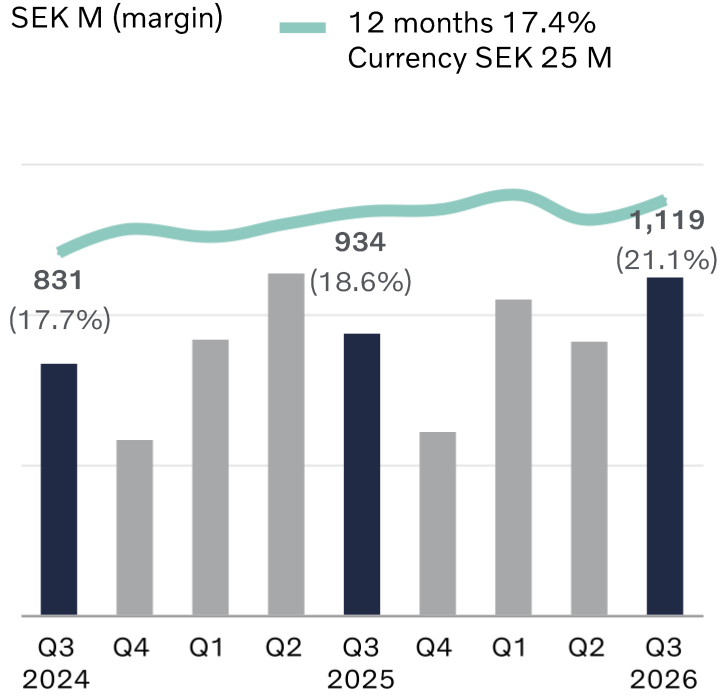
NET SALES
SEK bn



ADJUSTED OPERATING INCOME
SEK M



ADJUSTED OPERATING INCOME
SEK M (margin)

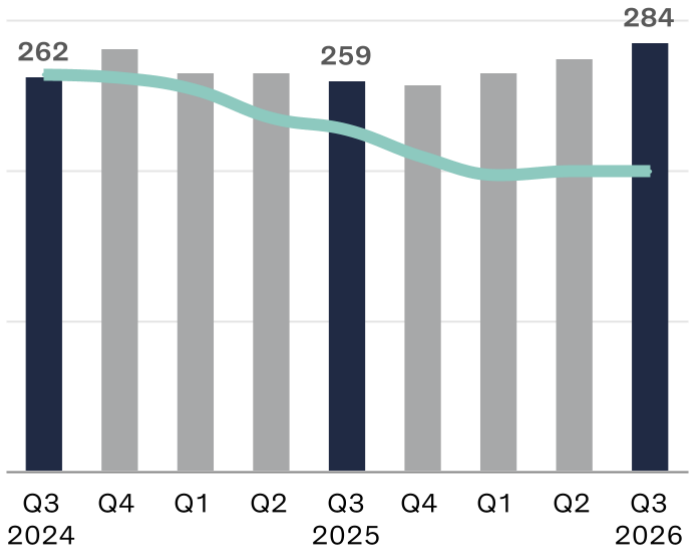


Financial Services

Credit portfolio and profitability

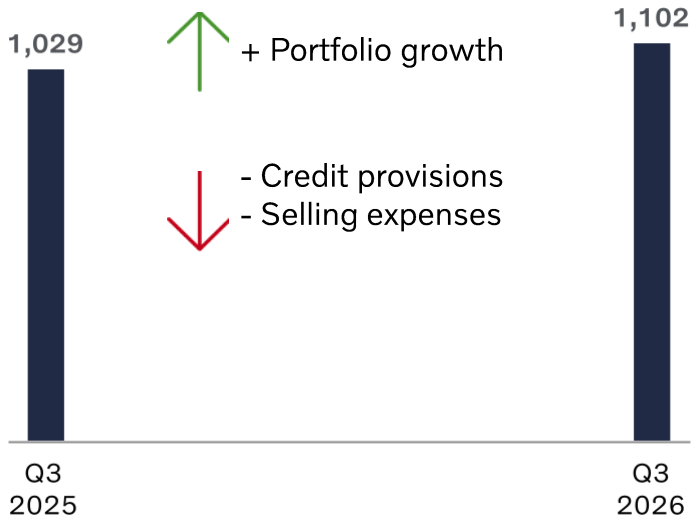
CREDIT PORTFOLIO & ROE*

SEK bn — 12 months 9.9%



ADJUSTED OPERATING INCOME

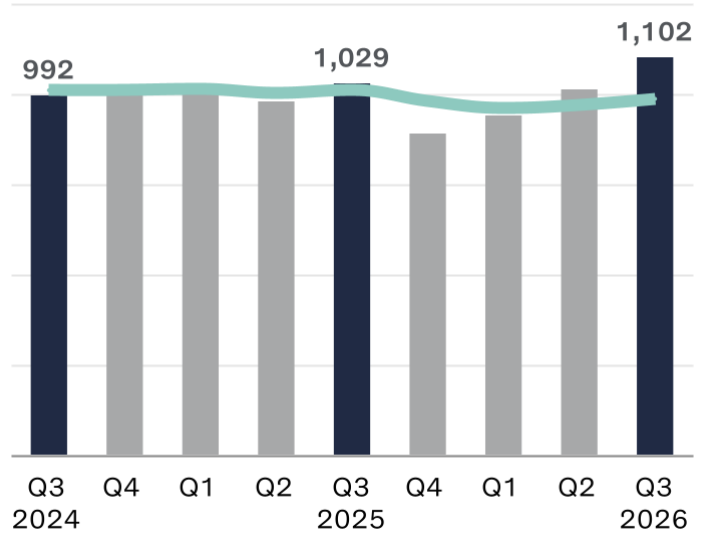
SEK M



ADJUSTED OPERATING INCOME

SEK M — 12 months SEK 3,940 M

Currency SEK 36 M



**As of Q1 2025, the equity ratio has been increased from 8% to10%.*

VOLVO GROUP

Guidance FY 2026

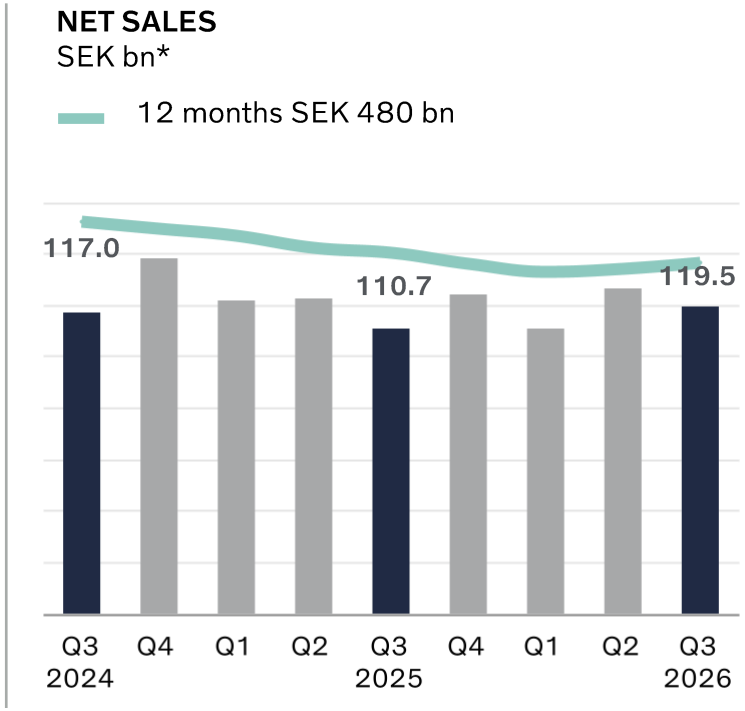
- Given currency rates at the end of September, the effect on operating income from net flows in foreign currency and the translation of operating income in foreign subsidiaries is expected to be positive SEK ~1.3 bn in Q4 2026.
- In Q4, the forecasted net impact on operating income from U.S. tariffs of a negative SEK 0.7 bn is expected to be fully offset by a positive impact from refunds related to Section 232 MHDVP.
- Net R&D capitalization/amortization effect on operating income SEK 4 bn FY26 and in line with FY25.
- The tax rate estimated to be ~23% for FY 2026.

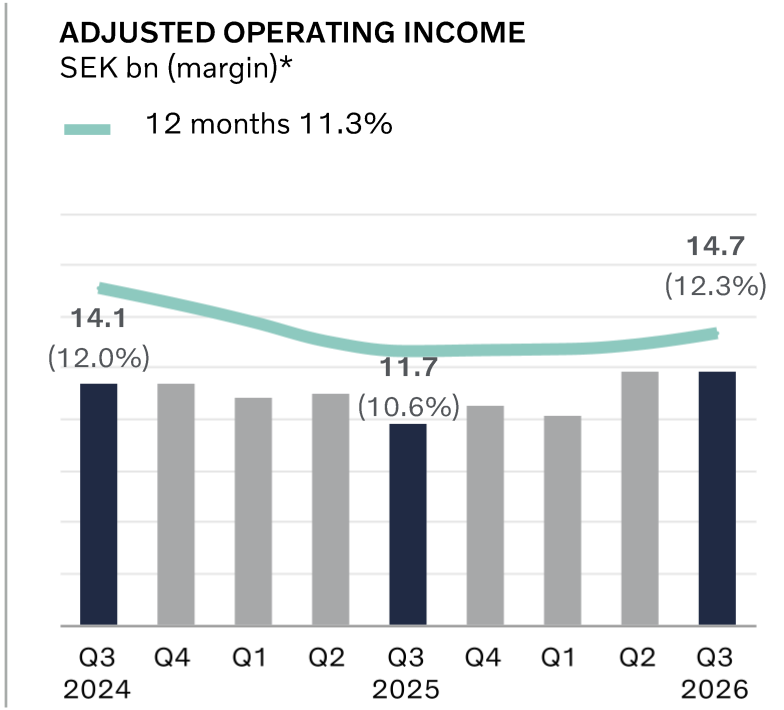


VOLVO GROUP

Third quarter highlights

- Net sales amounted to SEK 119.5 bn (110.7) with an organic sales growth of 7%.
- Adjusted operating income reached SEK 14.7 bn (11.7), corresponding to a margin of 12.3% (10.6).
- Operating cash flow in Industrial Operations amounted to SEK 7.2 bn (-1.7).
- Net financial position in Industrial Operations amounted to SEK 43.8 bn (45.4).
- Industrial Operations ROCE amounted to 27.5% (25.2).
- EPS SEK 5.29 (3.71).





For information on adjustments, see Note 6 in the quarterly report.

For information on organic sales growth, see Key Ratios in the quarterly report.



QUESTIONS AND ANSWERS

VOLVO