

VOLVO

VOLVO CONSTRUCTION EQUIPMENT BUILDING TOMORROW

Corporate presentation 2023

OUR MISSION



Driving prosperity through transport and infrastructure solutions

OUR VISION



Be the most desired and successful transport and infrastructure solution provider in the world.

OUR ASPIRATIONS



- Have leading customer satisfaction.
- Be the most admired employer in our industry.
- Have industry leading profitability.

VOLVO

Our values

Customer success

Trust

Passion

Change

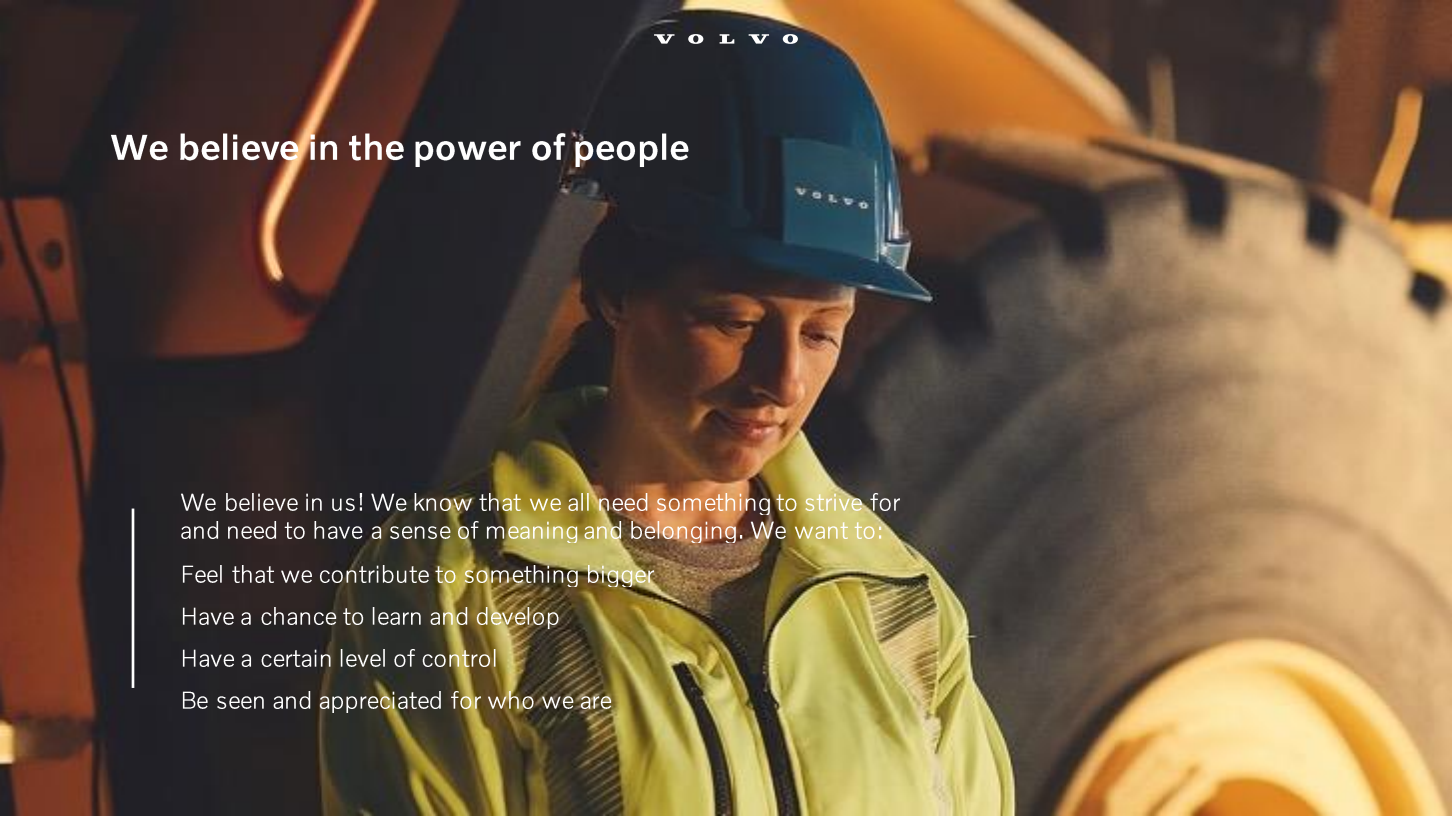
Performance



VOLVO

**TO BUILD THE WORLD
WE WANT TO LIVE IN**



A woman wearing a blue Volvo hard hat and a high-visibility yellow jacket is looking down at a large, treaded tire. The background is a warm, orange-toned industrial setting. The Volvo logo is visible on the hard hat.

VOLVO

We believe in the power of people

We believe in us! We know that we all need something to strive for and need to have a sense of meaning and belonging. We want to:

Feel that we contribute to something bigger

Have a chance to learn and develop

Have a certain level of control

Be seen and appreciated for who we are

A world map at night, with city lights glowing in yellow and orange against a dark blue background. The map is divided into three vertical sections by thin white lines.

**ASSEMBLED IN
9 COUNTRIES**

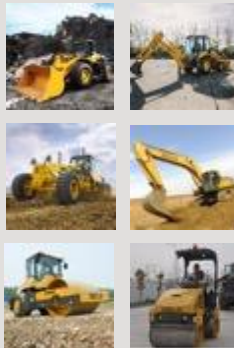
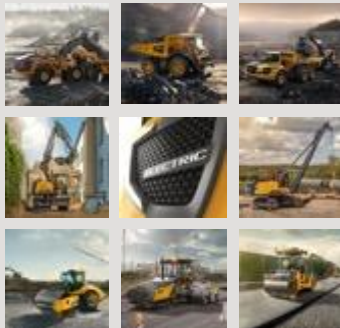
**PRESENT IN OVER
180 MARKETS**

**15,500+ EMPLOYEES
WORLDWIDE**

V O L V O

Our three brands

V O L V O



ROKBAK

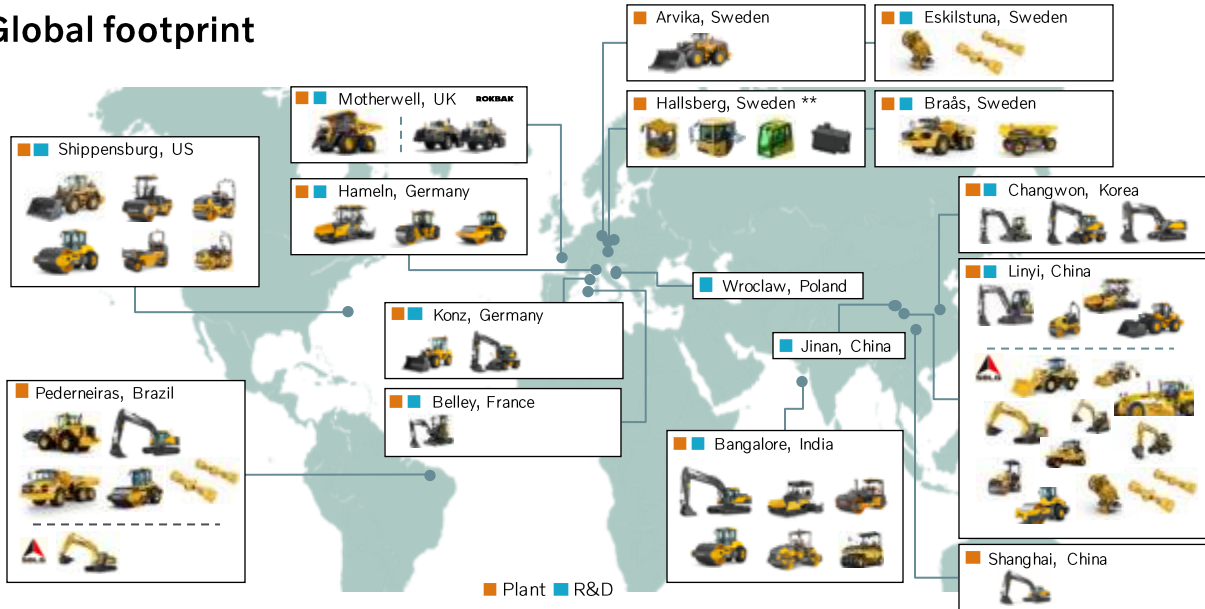


Volvo CE – product portfolio coverage

Platform structure and sub-platforms (sizes) for all three brands

		Wheel Loaders 	Crawler Excavators 	Wheeled Excavators 	Articulated Haulers 	Rigid Haulers 	Motor Graders 	Backhoe Loaders 	Pavers 	Asphalt Compactors 	Soil Compactors 
Size class ↓	Midi	 	 								
	Small	 	 	 						 	
	Medium	 	 		 ROKBAK						 
	Large	 	 		 ROKBAK						 
	Heavy										
No. of machines		65	92	14	17	4	7	3	20	20	22

Global footprint



Premium customer
solutions and brand
experience

=

Volvo CE Services



Machine
Uptime



Operator
Performance



Fleet and Site
Productivity



Business
Solutions

+

Volvo CE Products



GPE
Machines Range



Compact
Machines Range



Road
Machines Range



Parts and
Attachments

VOLVO

STRONG SWEDISH HERITAGE



Building on almost two centuries of innovation



A proud part of our history

More than 50 years of articulated haulers



In June 1966, the world's first series produced, AWD and articulated hauler, DR631 – "Gravel Charlie" – rolled out of our factory in Braås, Sweden.



TODAY: Market leader in articulated haulers.
40% market share globally.*

*) 2021
figures

Safety, Quality, Environmental Care



Safety is in our DNA

Health, safety and wellbeing is of utmost importance to us, to our customers, and to society.



Quality in all we do

Machines developed and tested for the toughest of conditions.

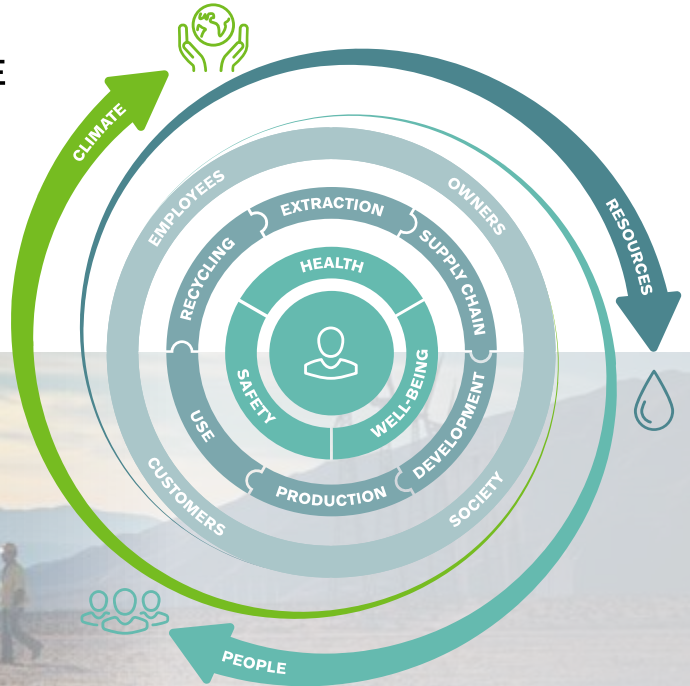


Committed to leading the change

Reducing carbon footprint in the full value-chain.

Our sustainable approach at Volvo CE

- People-centric, with safety, health and well-being at our core
- A holistic life-cycle perspective in the entire value chain with circularity approach
- Close collaboration with stakeholders and partners
- Focusing our efforts within three key areas:
CLIMATE, RESOURCES, and PEOPLE



Contributing to the UN Sustainable Development Goals



Long term ambitions



100%

Safe
Fossil-free
More productive

Volvo CE is set to reach net-zero value chain greenhouse gas emissions by 2040

Supply partners



Work together with our supply partners to secure their contribution

Own operations



Reduce emissions in our own operations **by 50%**

Product use



-30% in absolute reductions

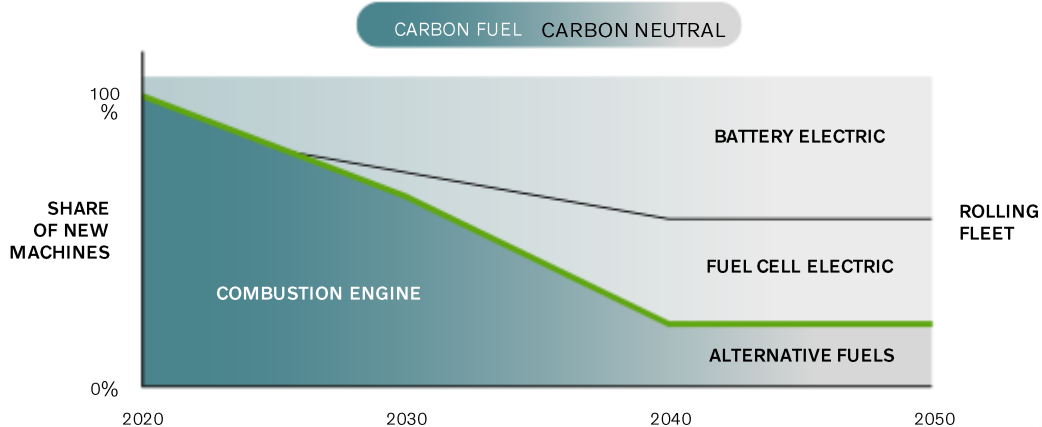
End of life



Focus on circularity

Volvo CE's interim goals by 2030
set in line with Science-Based Targets

Our sustainable power journey towards net-zero emissions



35% electric vehicles by 2030

Driving speed of change by leveraging our strong partners

Volvo Group +
Samsung SDI



Volvo Group
+ Aurora



Volvo Group
+ SSAB



Volvo Group +
Designwerk Technologies



Volvo Group
+ Nvidia



Volvo CE
+ NorrHydro



Volvo Group
+ Cellcentric



Volvo Group
+ Ovako



Volvo Group +
Daimler + TRATON



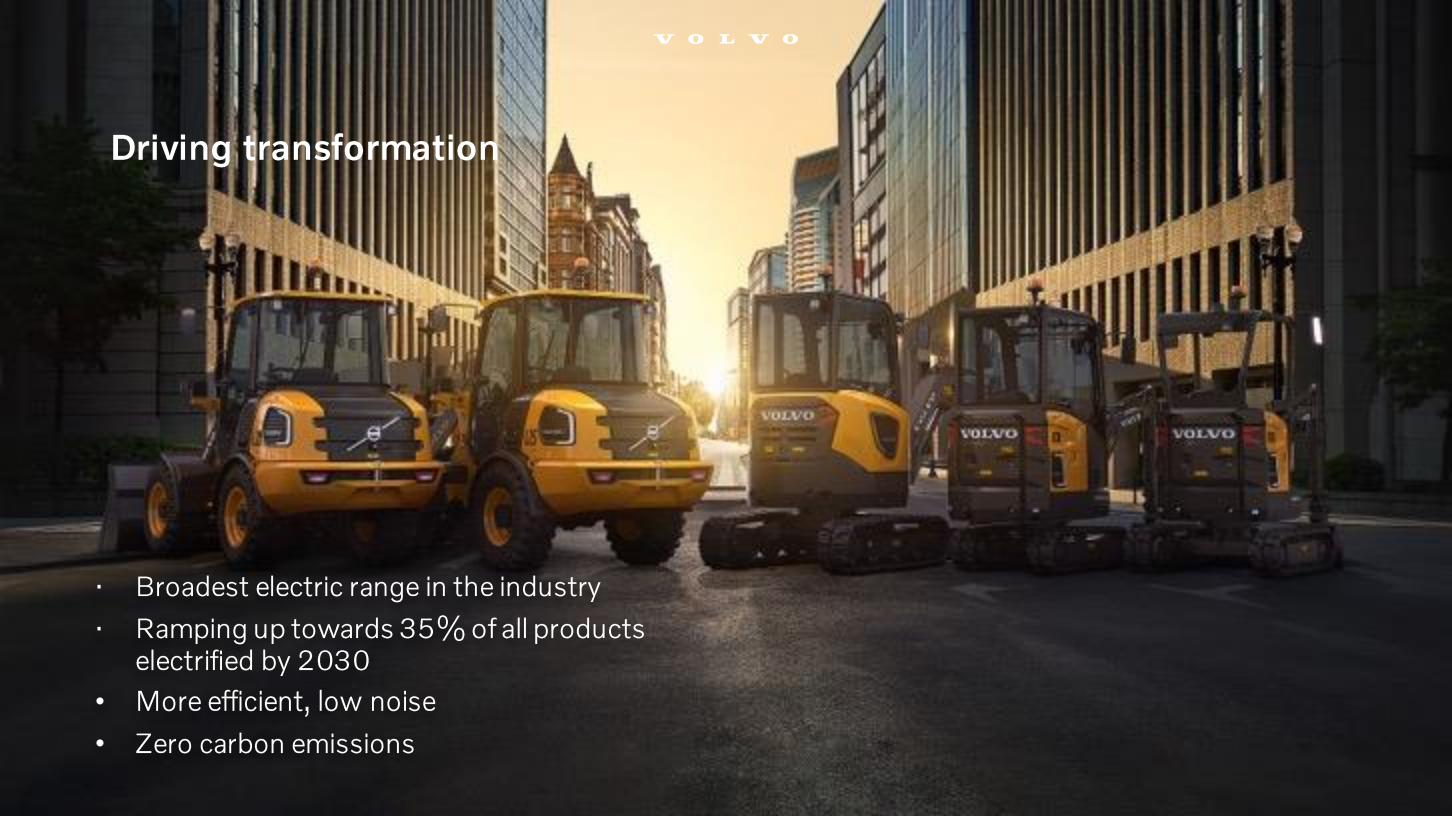
Volvo Group
+ Holcim



VOLVO

Driving transformation

- Broadest electric range in the industry
- Ramping up towards 35% of all products electrified by 2030
- More efficient, low noise
- Zero carbon emissions



Our product path towards zero emission



Hydrogen Fuel Cell / Alternative Fuels



Motion recuperation



Cable Electric



Battery Electric

HEAVY

LARGE

MEDIUM

COMPACT



VOLVO

**TOGETHER WE
BUILD THE WORLD
WE WANT TO LIVE IN.**

THANK YOU!



V O L V O

ADDITIONAL SLIDES TO PICK FROM

Volvo CE facts & figures

Volvo Group facts & figures

Volvo CE in different industry segments

V O L V O

Volvo Group

Ten strong brands under one roof

V O L V O



Renault
Trucks



Mack
Trucks



Volvo
Trucks



Volvo
CE



Volvo
Buses



Volvo
Penta



Volvo
Energy



Volvo
Financial
Services



Volvo
Autonomous
Solutions

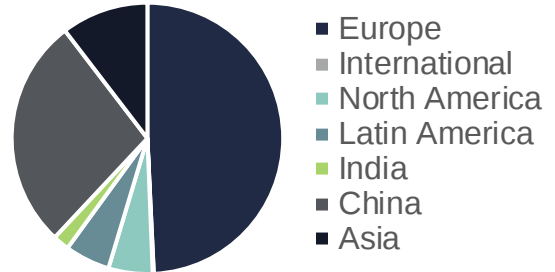


Arqus

Our employees



Total of 15,952 employees

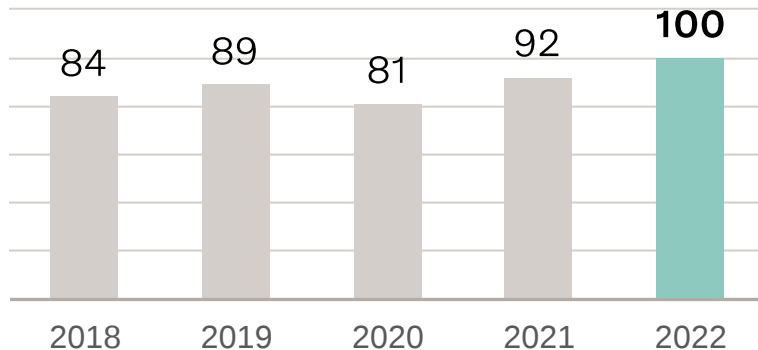


May 2022 figures, include temporary employees, hired services and consultants, SDLG, Rokbak and Owned Dealers.

Construction Equipment

Construction Equipment's financial performance 2018–2022.

Net sales (BSEK)



Adjusted operating margin:

2022: 13.2%

2021: 13.3%

2020: 12.4%

2019: 13.4%

2018: 13.4%

Volvo CE Executive Management Team



Melker Jernberg
Head of Volvo CE



Bianca Schütze
Executive
Assistant



Mats Sköldberg
Head of
Technology



Kamel Sid
Head of
Operations



Klara Eiritz
Head of Finance



Jonas Bergstrand
Head of Legal



Jay Parker
Head of Digital & IT



Scott Young
Head of North
America



Carl Slotte
Head of Region
Europe



Tomas Kuta
Head of Region Asia



Ann-Sofie Räftegård
Head of People &
Culture



Peter Jordansson
Head of
Purchasing



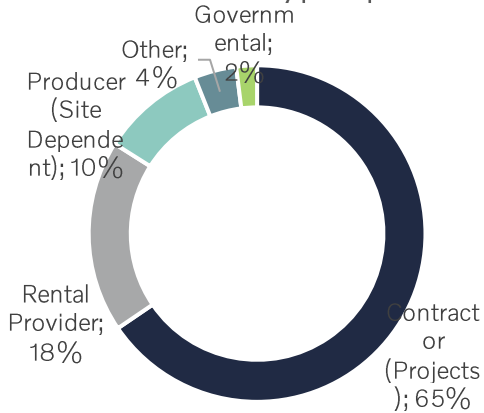
Bill Law
Head of
Communication



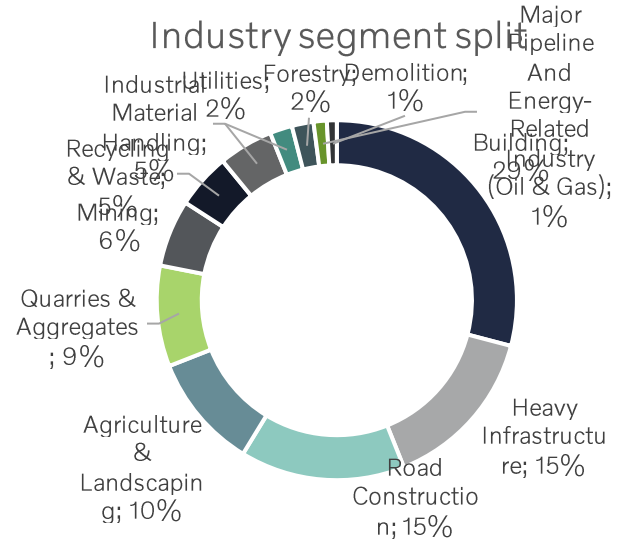
Ulrika Olsson Geshel
Head of Governance

Volvo CE Customer types and Industry segments

Customer type split

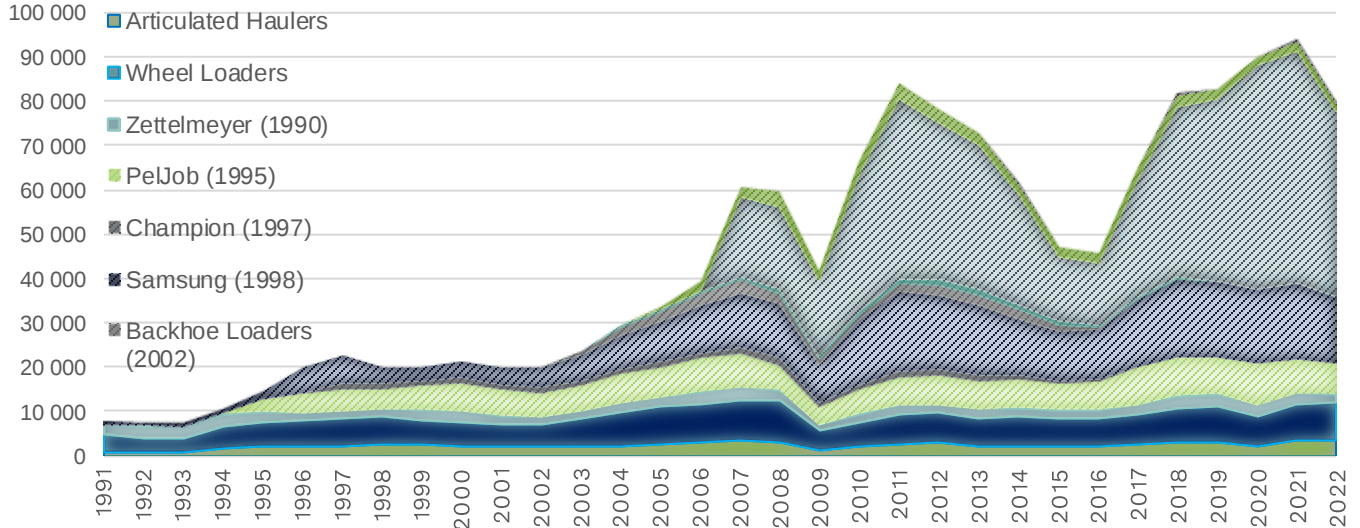


Industry segment split

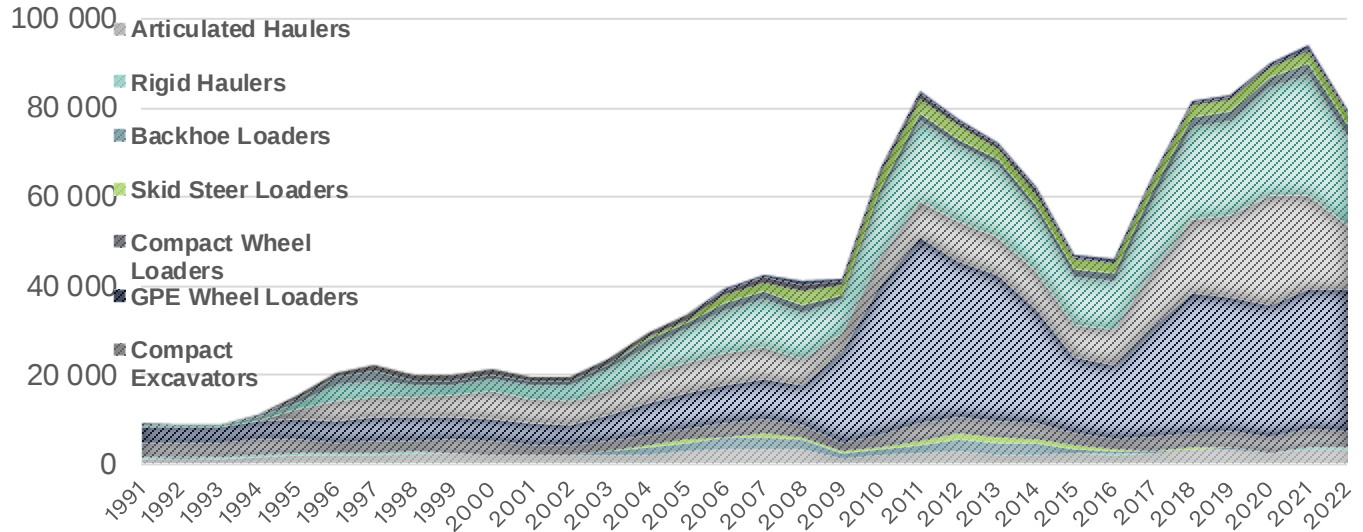


*) As of December 2022

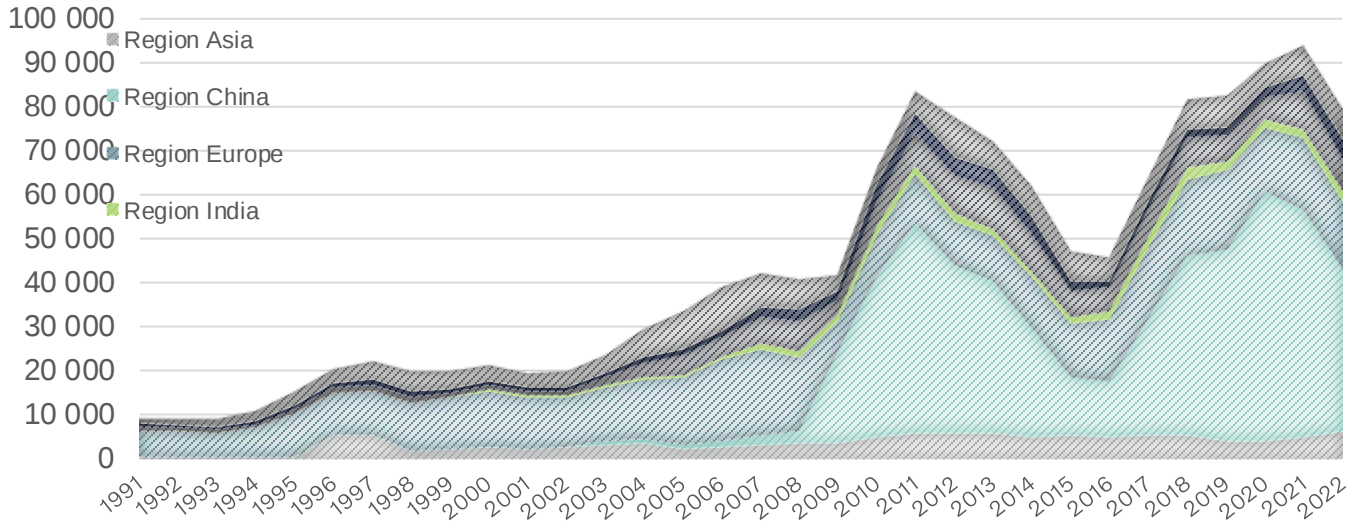
The growth of Volvo CE from aquisitions (units)



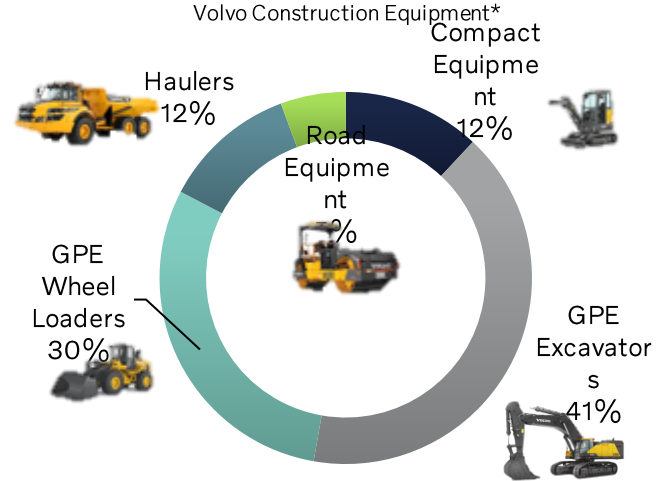
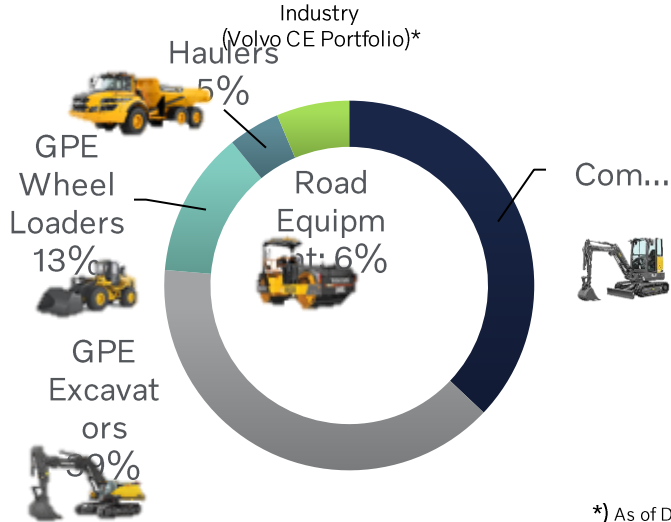
The growth of Volvo CE from niche player to full liner (units)



The regional growth of Volvo CE (units)

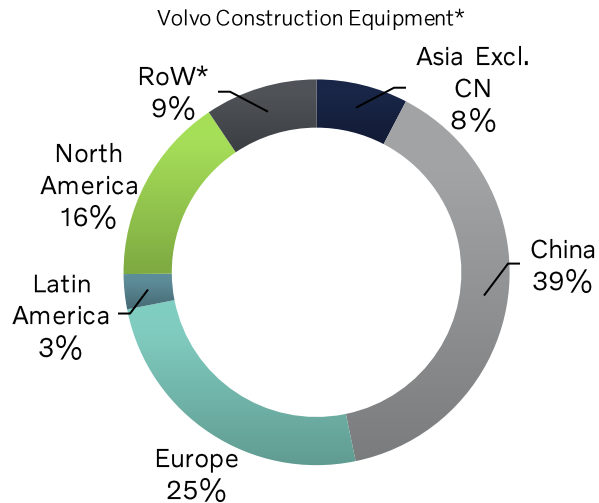
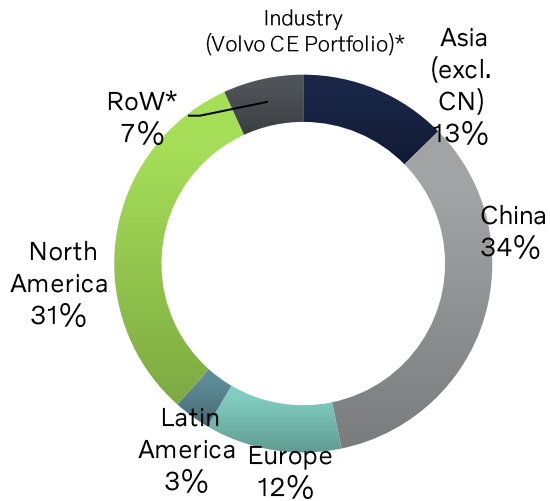


Volvo CE vs the industry (share by machine lines)



*) As of December 2020

Volvo CE vs the industry (share by region)



RoW*: Russia, Africa, Middle East & Oceania)

VOLVO

COMPANY PRESENTATION

Volvo Group

Volvo CE - Company Presentation

11/29/2023

We drive prosperity through transport and infrastructure solutions and our vision is to be the most desired and successful transport and infrastructure solution provider in the world.

What we do

Volvo Group offers trucks, buses, construction equipment, power solutions for marine and industrial applications, financing and services that increase our customers' uptime and productivity.

We contribute to the development of electrified and autonomous solutions for the benefit of customers, society and for the environment.



Our brands

Volvo Group's brand portfolio consists of several distinct brands, targeting a variety of customers and segments.

VOLVO

VOLVO
PENTA

ROKBAK



PREVOST

NOVABUS



milence



EICHER



cellcentric

NORTH AMERICA



EUROPE



ASIA



Global presence

- 102,000 employees
- Production in 18 countries
- 190 markets
- Worldwide service networks and dealerships



SOUTH AMERICA



AFRICA & OCEANIA



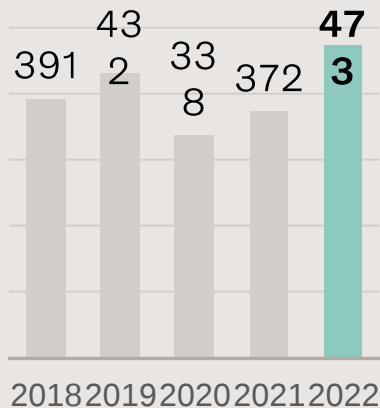
Shaping the world we want to live in

Our mission is to drive prosperity
through transport and infrastructure
solutions.

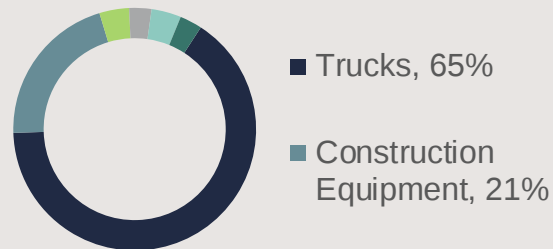


Net sales

Volvo Group's net sales 2018-2022, BSEK.



Share of net sales by segment

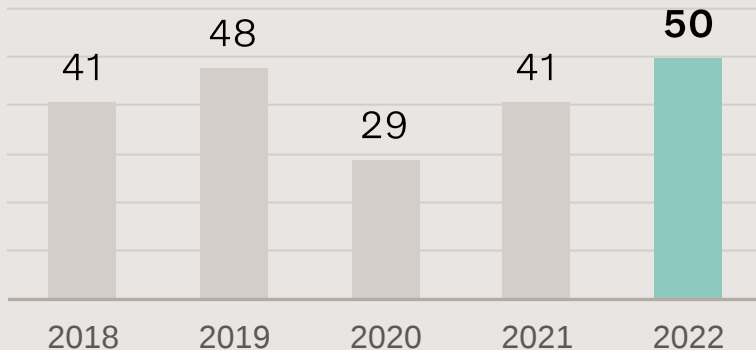


Share of net sales by revenue type



Adjusted operating income

Volvo Group's adjusted operating income 2018–2022, BSEK.



Adjusted operating margin:

2022: 10.7%

2021: 11.0%

2020: 8.4%

2019: 11.1%

2018: 10.4%

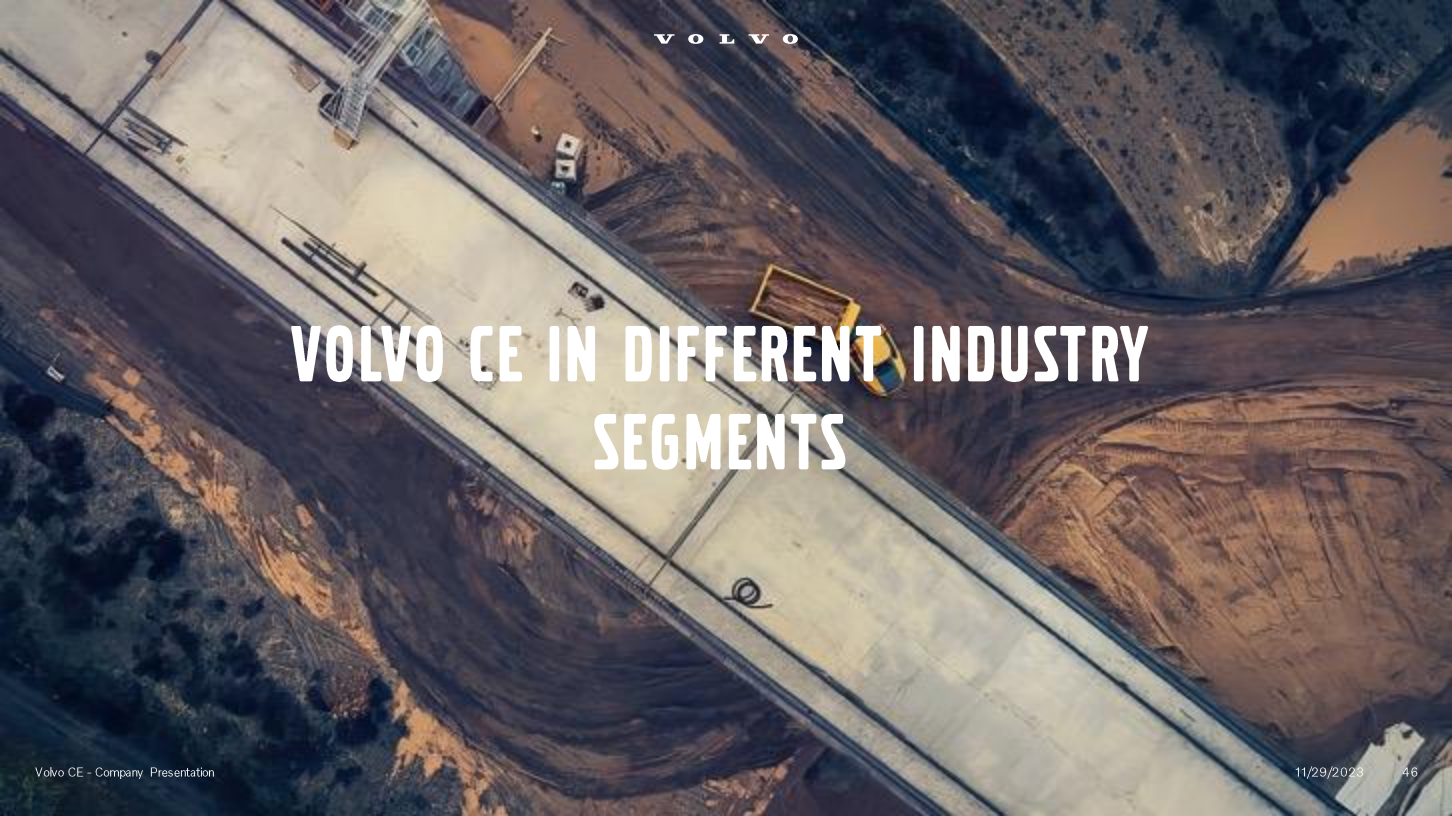
VOLVO

Together

WE SHAPE THE WORLD

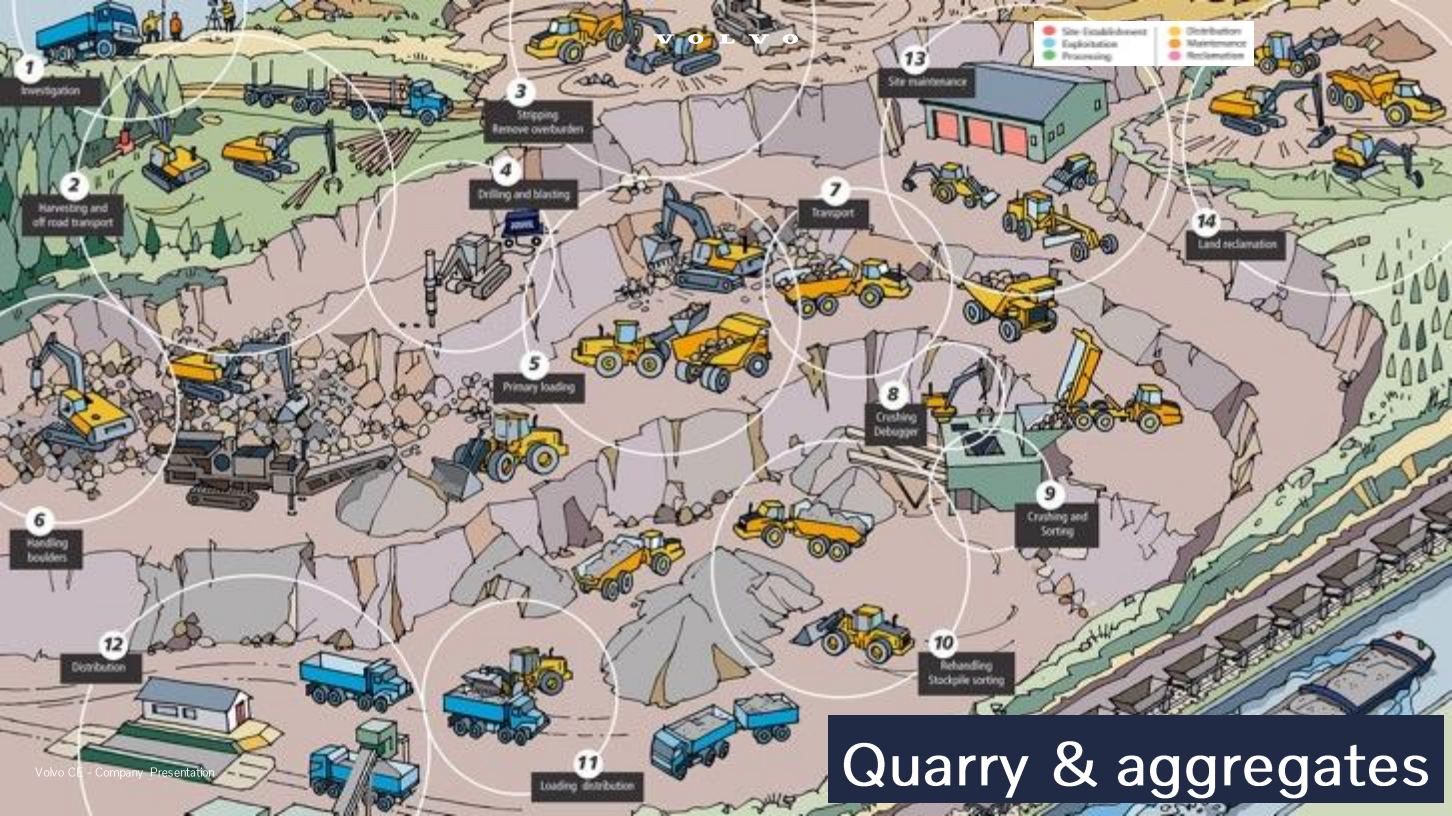
we want to live in

V O L V O

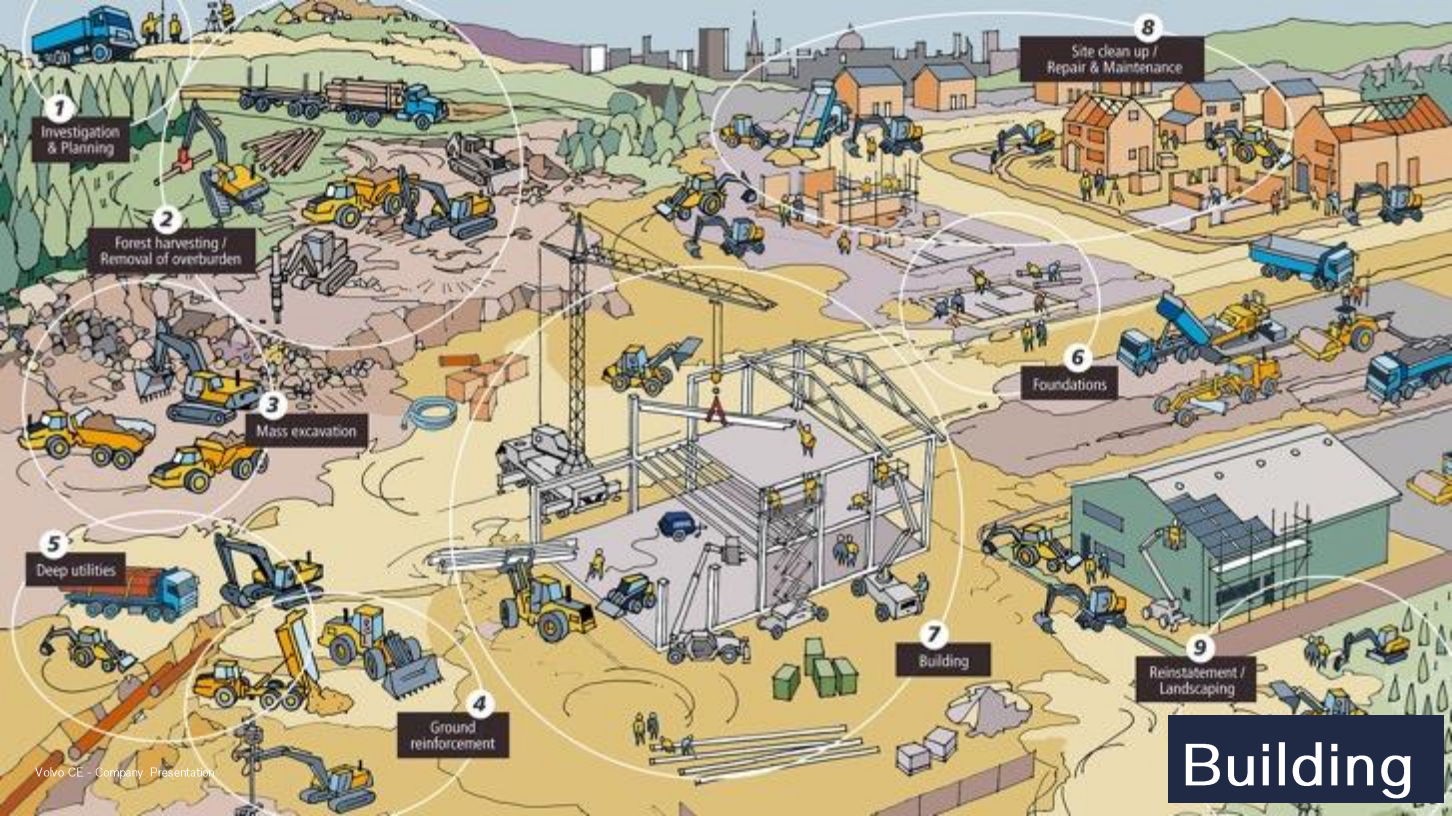
An aerial photograph of a large-scale construction project, likely a dam or a large canal. The image shows a wide, light-colored concrete structure under construction, with various pieces of heavy machinery and equipment scattered across the site. A yellow Volvo CE truck is visible on the right side of the structure. The surrounding landscape is rugged and hilly, with some vegetation and a body of water in the background.

VOLVO

VOLVO CE IN DIFFERENT INDUSTRY SEGMENTS



Quarry & aggregates



1
Investigation
& Planning

2
Forest harvesting /
Removal of overburden

3
Mass excavation

5
Deep utilities

4
Ground
reinforcement

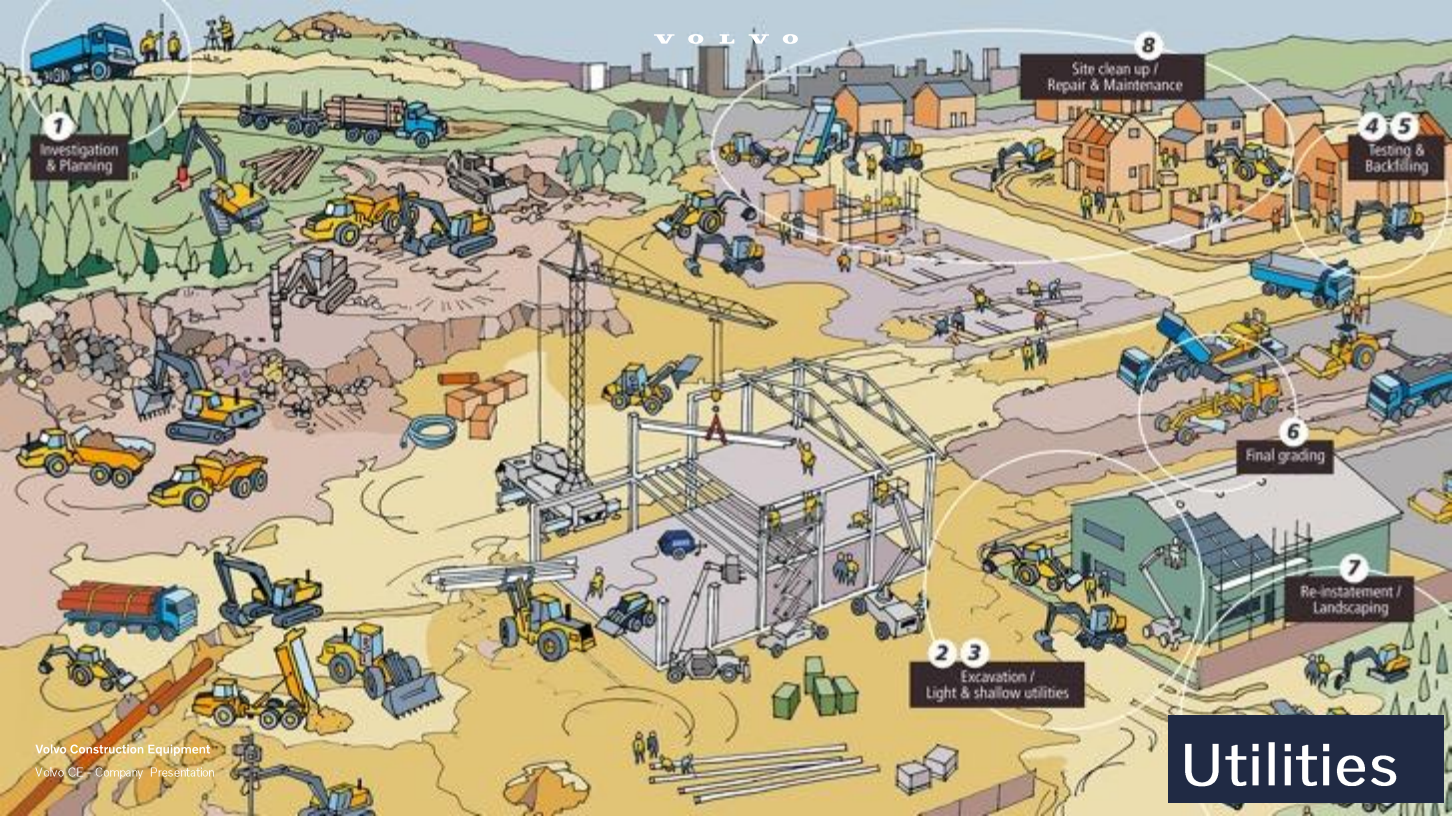
7
Building

6
Foundations

8
Site clean up /
Repair & Maintenance

9
Reinstatement /
Landscaping

Building



1
Investigation
& Planning

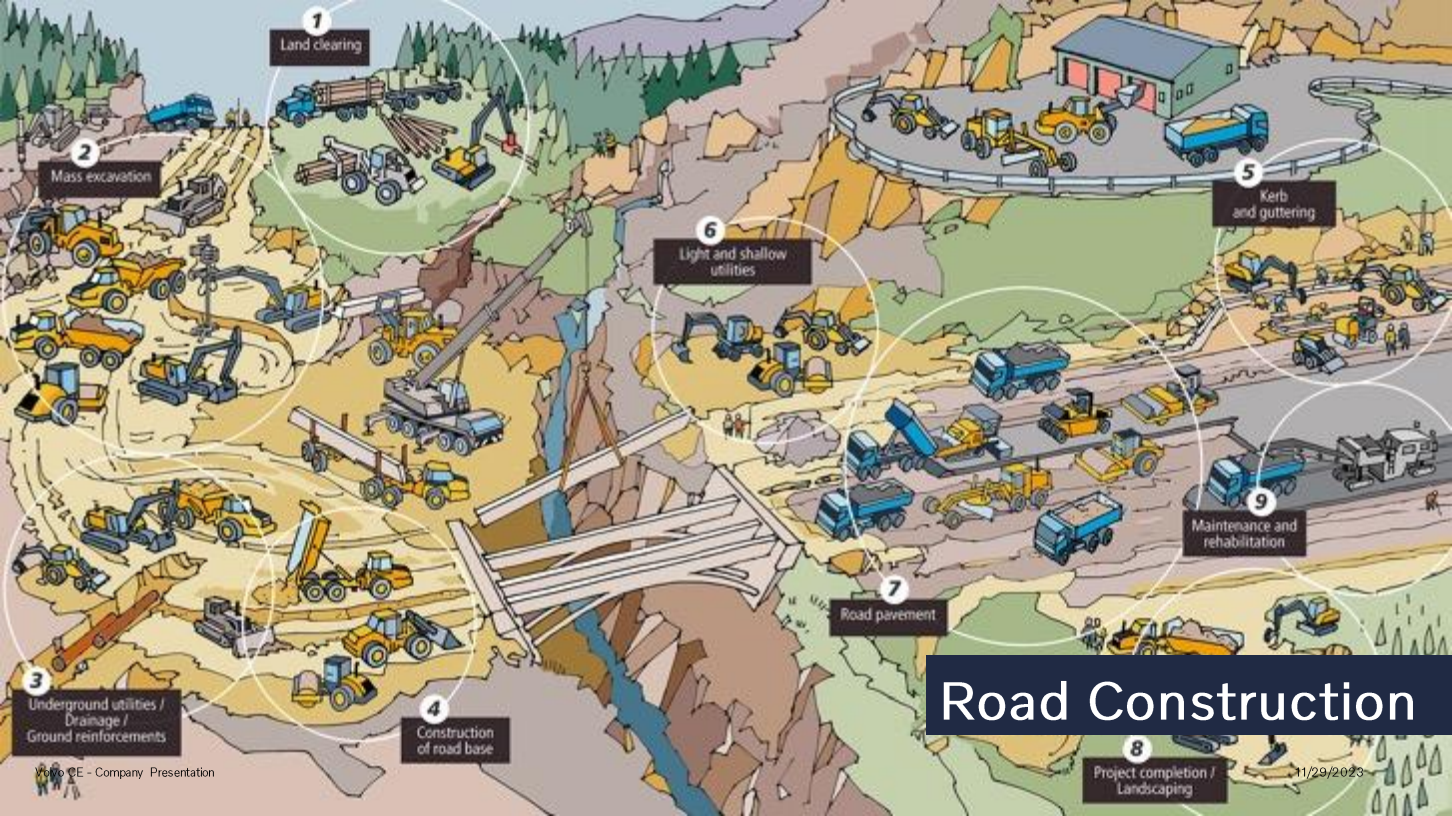
2 3
Excavation /
Light & shallow utilities

8
Site clean up /
Repair & Maintenance

4 5
Testing &
Backfilling

6
Final grading

7
Re-installment /
Landscaping



1
Land clearing

2
Mass excavation

3
Underground utilities /
Drainage /
Ground reinforcements

4
Construction
of road base

6
Light and shallow
utilities

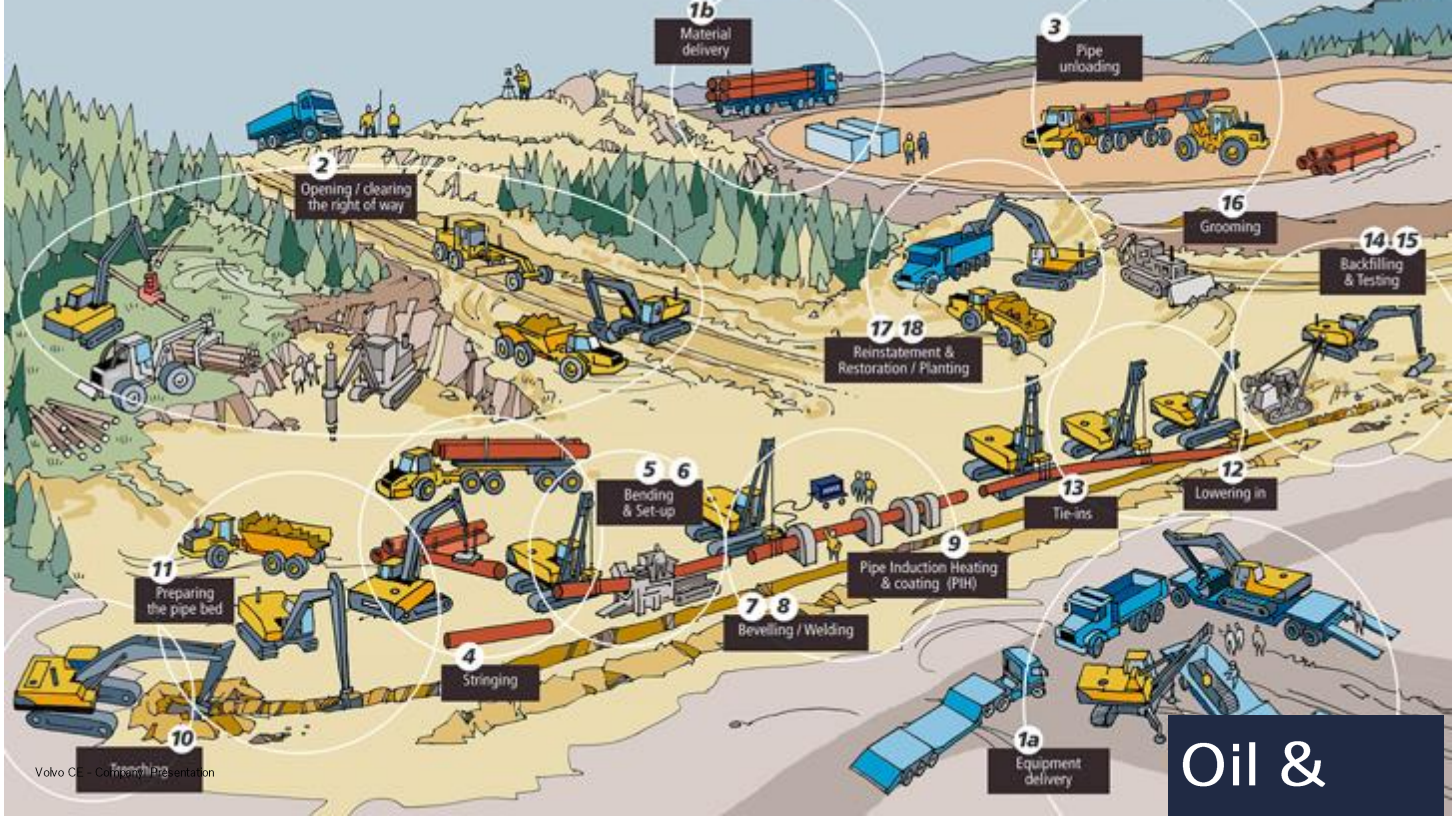
7
Road pavement

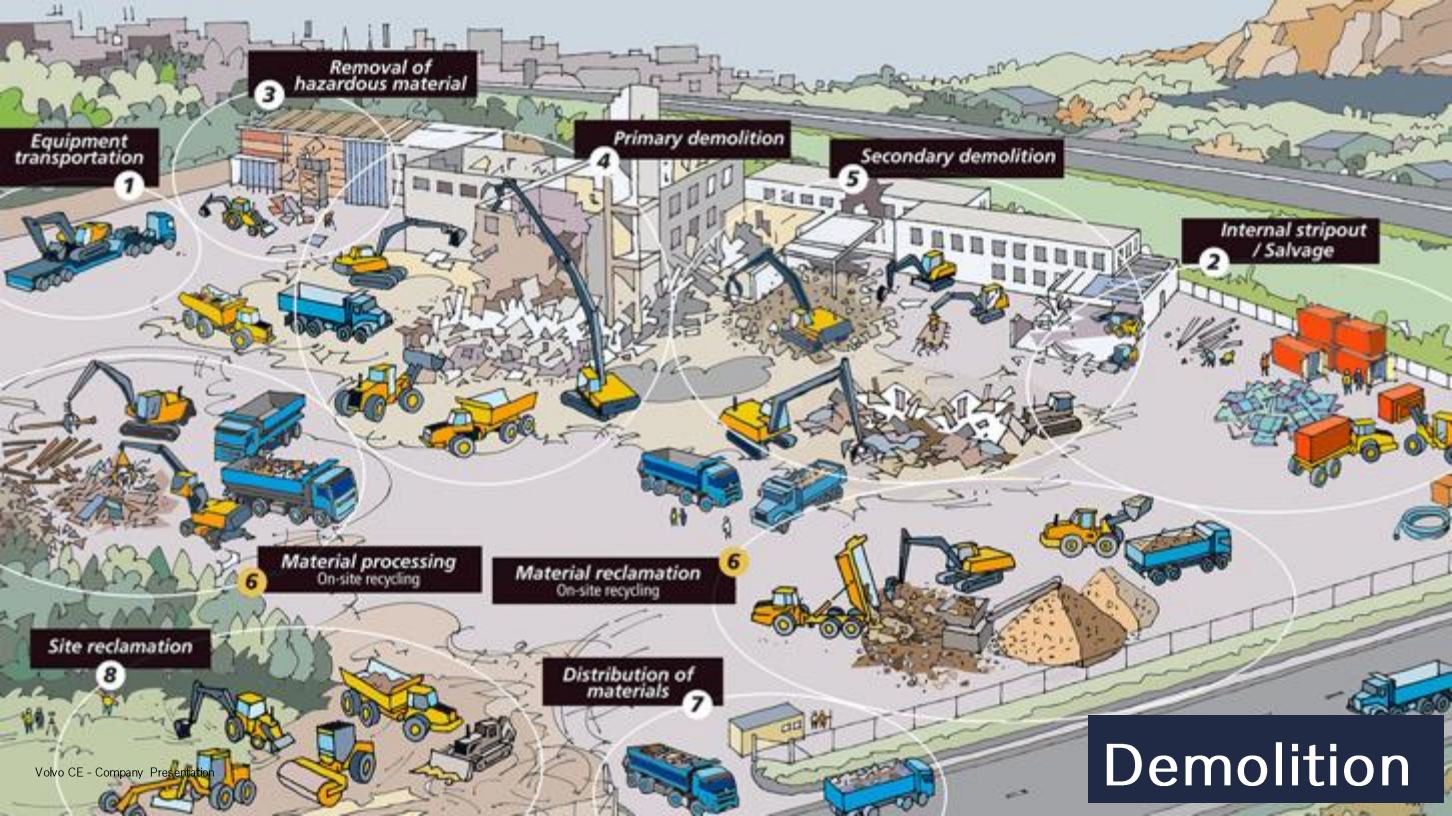
5
Kerb and
guttering

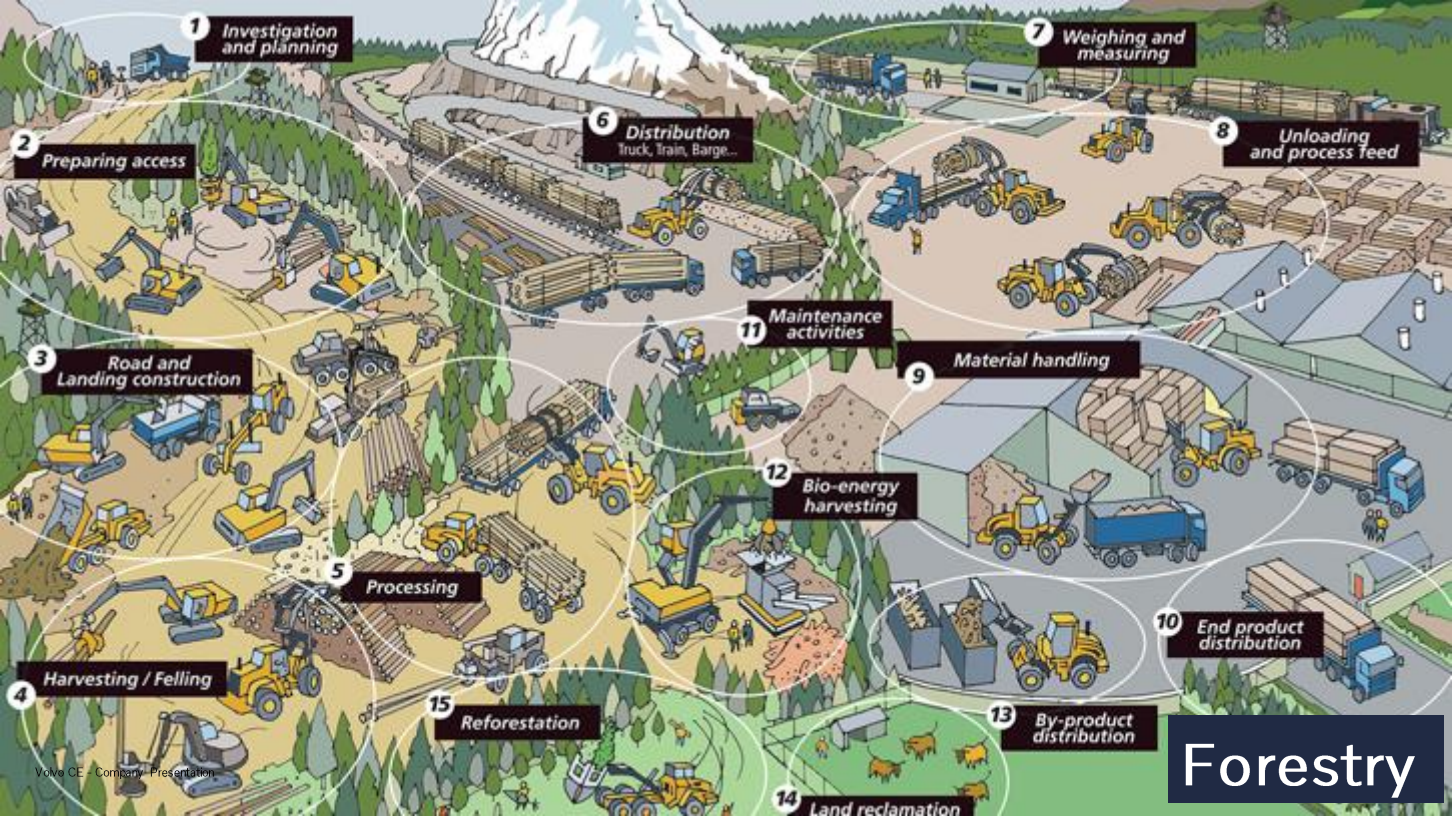
9
Maintenance and
rehabilitation

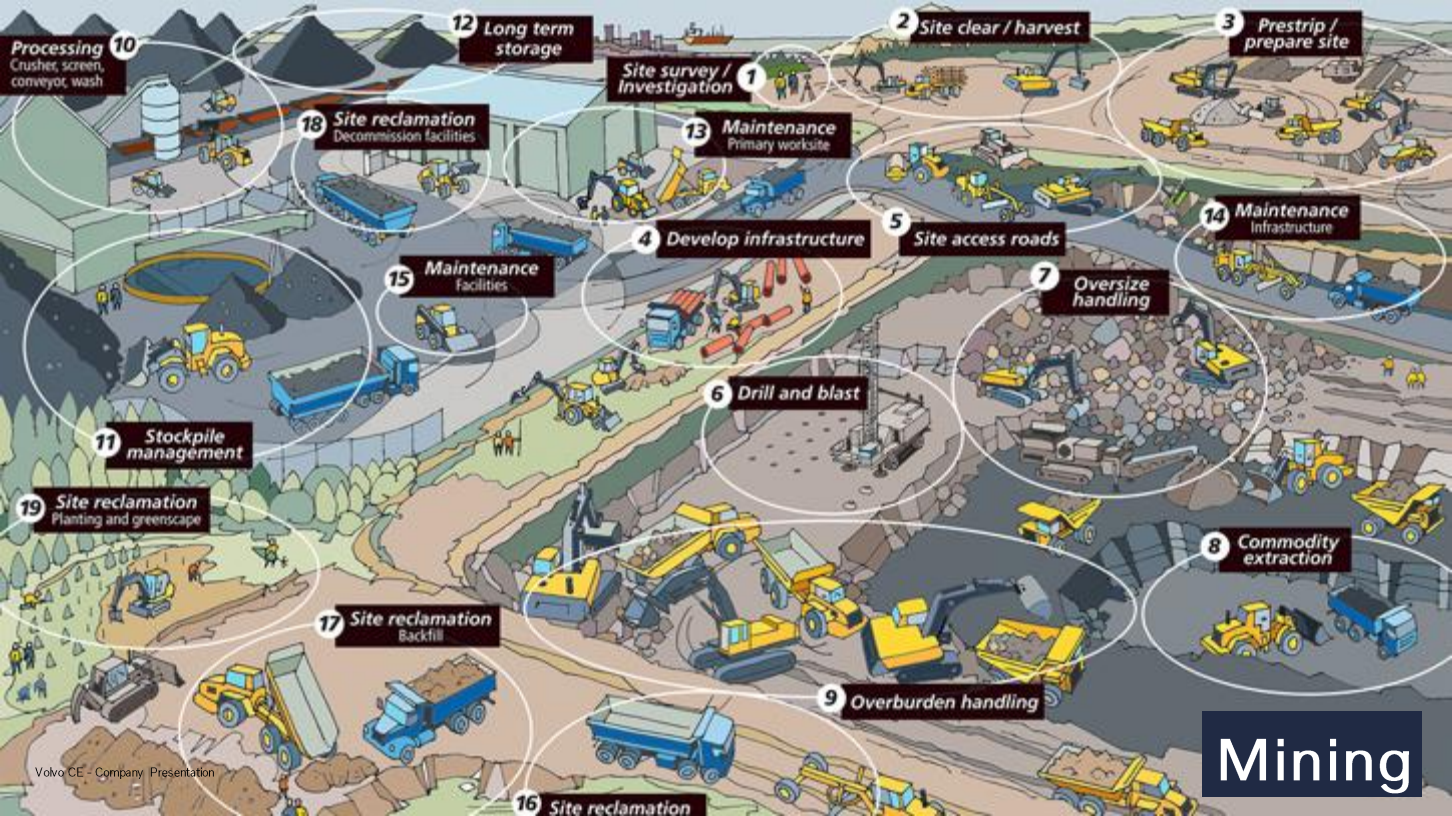
8
Project completion /
Landscaping

Road Construction









Mining

V O L V O