

Comparative Quarterly Themes Q3 2025

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A. Common Themes Across Reports

Operational trends

Service and aftermarket resilience

Description: Multiple reports describe service, aftermarket or rental as a stable or growing revenue stream that partially offsets weakness in new equipment sales.

Companies: Atlas Copco; Sandvik; SKF; Trelleborg; Volvo; Alleima

Tone: positive

- Evidence: Atlas Copco: "The overall demand for service, including the specialty rental business, continued to develop favourably"
- Evidence: Sandvik: "The aftermarket business reached an all-time high with double-digit growth"
- Evidence: SKF: "service sales growing by 4% adjusted for currency"
- Evidence: Trelleborg: "Service sales increased by 6% adjusted for currency"
- Evidence: Volvo: "service sales increasing by 4%"
- Evidence: Alleima: "Free operating cash flow... impacted by lower operating profit and increased investments" (service cited elsewhere as resilience)

Capacity, production and maintenance impacts

Description: Several companies report production disruptions, maintenance stoppages or targeted capacity adjustments that affected near-term output and earnings.

Companies: Alleima; Volvo; Sandvik; SKF

Tone: mixed

- Evidence: Alleima: "impacted by the extended maintenance stoppage over the summer at one of the largest production units in Sandviken"
- Evidence: Volvo: "operating cash flow was negatively impacted by the normal seasonality with lower production in Q3"
- Evidence: Sandvik: "inventory management had a positive effect" (operational focus)
- Evidence: SKF: "The announced rightsizing initiatives continues at high pace" (capacity/cost adjustments)

M&A, bolt-on acquisitions and divestments

Description: Several groups executed bolt-on acquisitions and some completed divestments; companies frame this as strategic to focus portfolios or expand capabilities.

Companies: Atlas Copco; Sandvik; Trelleborg; Volvo; Alleima

Tone: neutral

- Evidence: Atlas Copco: "The following acquisitions were closed in the quarter" (list of acquisitions)
- Evidence: Sandvik: multiple acquisitions in 2025 listed and acquisitions impact margins initially
- Evidence: Trelleborg: "completed the acquisition of Masterseals"
- Evidence: Volvo: completed acquisition of Truck Centre Western Australia and divestment of SDLG
- Evidence: Alleima: acquisition of Endox announced and impact noted

External factors

Trade policy, tariffs and geopolitical uncertainty

Description: Several reports cite trade policy turbulence or tariffs as a material influence on customer behaviour, pricing and costs; many discuss mitigation measures.

Companies: Alleima; Atlas Copco; Sandvik; SKF; Volvo

Tone: mixed

- Evidence: Alleima: "trade policy turbulence" and "cautious attitude among customers, especially in Europe"
- Evidence: Atlas Copco: "changes in trade agreements, trade sanctions, tariffs" and "increased costs related to trade tariffs"
- Evidence: Sandvik: "Tariff surcharges were implemented" and "Tariffs were fully off-set by surcharges"
- Evidence: SKF: "given the geopolitical sentiment... We expect... to largely compensate for increased tariff costs"
- Evidence: Volvo: "tariff costs ... net tariff impact is negative" and "uncertain regarding EPA 2027 emissions standards and the impact of tariffs"

Currency headwinds and translation effects

Description: Strong recurring mention of negative currency impacts on earnings and margins; many quantify the effect and call it a headwind.

Companies: Alleima; Atlas Copco; Sandvik; SKF; Trelleborg; Volvo

Tone: negative

- Evidence: Alleima: "currency effects of SEK -41 million... currency headwind is expected"
- Evidence: Atlas Copco: "exchange rates had a negative effect of MSEK 1 695"
- Evidence: Sandvik: "currency headwinds impacted the margin by 130 basis points"
- Evidence: SKF: "currency effects impacted net sales negatively by -6.9%"
- Evidence: Trelleborg: "currency effects had a negative impact of SEK 90 m on EBITA"
- Evidence: Volvo: "currency movements had a negative impact of SEK 1,626 M"

Sustainability and decarbonization targets

Description: Multiple companies highlight sustainability commitments, CO2 targets, or recognition (SBTi, EcoVadis) and progress on emissions.

Companies: Alleima; Sandvik; SKF; Trelleborg; Volvo

Tone: positive

- Evidence: Alleima: "climate targets have been validated by the Science Based Targets initiative (SBTi)"
- Evidence: Sandvik: "progress in the Circularity program" and "Net zero KPI reporting"
- Evidence: SKF: "CO2e emissions for the quarter declined 43 percent" and SBTi targets described

- Evidence: Trelleborg: "Scope 1 and 2 carbon dioxide emissions for the quarter declined 43 percent"
- Evidence: Volvo: references to zero-emission initiatives and Coretura joint venture

Demand and order-related commentary

Mixed demand by geography and segment

Description: Reports repeatedly describe geographic variability (Europe, North America, Asia) and segment winners/laggards (e.g., Mining, Medical, Automotive).

Companies: Alleima; Atlas Copco; Sandvik; SKF; Trelleborg; Volvo

Tone: mixed

- Evidence: Alleima: "mixed market conditions... customers in Europe are holding off"; Nuclear and Medical segments strong
- Evidence: Atlas Copco: "demand was mixed... increased in the Americas and Europe, unchanged in Asia"
- Evidence: Sandvik: "Mining remained very strong... infrastructure market remained subdued"
- Evidence: SKF: "Automotive business declined -2%... Industrial grew 4%"
- Evidence: Trelleborg: "Mining strong; project oil & gas down; Automotive mixed"
- Evidence: Volvo: "Europe stable/replacement-driven; North America weak freight market"

Order intake/backlog and book-to-bill variability

Description: Companies reference order intake changes, rolling 12-month book-to-bill, and backlog impacts on near-term visibility.

Companies: Alleima; Atlas Copco; Sandvik; Volvo; Trelleborg

Tone: mixed

- Evidence: Alleima: "Order intake for the rolling 12-month period decreased by 5%... Book-to-bill was 97%"
- Evidence: Atlas Copco: "Orders received 40,517 (42,080), organically unchanged"
- Evidence: Sandvik: "Total order intake increased by 7%... Organic order intake growth of 16%"
- Evidence: Volvo: "Net order intake decreased by 14%... deliveries decreased by 4%"
- Evidence: Trelleborg: "Total order intake increased by 7%... organic 16%"

Cost or margin-related commentary

Material, metal and alloy price effects

Description: Several companies call out metal or alloy price effects as drivers of gross margin volatility or as adjustments to EBIT.

Companies: Alleima; Sandvik; Volvo; Atlas Copco

Tone: negative

- Evidence: Alleima: "Metal price effects had an impact of SEK -70 million in Q3"
- Evidence: Sandvik: "global trade restrictions on tungsten powder have led to stricter supplies, and significant price increases" (favorable for Sandvik)
- Evidence: Volvo: notes increased material and manufacturing costs affecting earnings
- Evidence: Atlas Copco: "Metal price effects and tariff costs affected margin negatively"

Restructuring, efficiency measures and cost savings

Description: Many companies are implementing restructuring and efficiency programs described as permanent cost savings, with associated one-off charges.

Companies: Alleima; Sandvik; SKF; Trelleborg; Volvo

Tone: mixed

- Evidence: Alleima: "measures will generate cost savings of just over SEK 200 million per year... non-recurring costs nearly SEK 400 million"
- Evidence: Sandvik: "savings from the restructuring programs had a year-on-year bridge effect"
- Evidence: SKF: "rightsizing initiatives... savings primarily through 2026-2027"
- Evidence: Trelleborg: "Items affecting comparability pertained to restructuring costs"
- Evidence: Volvo: adjustments and provisions noted; Volvo CE restructuring and divestment of SDLG

Pricing and price/mix execution

Description: Companies report pricing actions, surcharges to offset tariffs or pass through material cost increases; price/mix often cited as margin support.

Companies: Alleima; Atlas Copco; Sandvik; SKF; Trelleborg; Volvo

Tone: positive

- Evidence: Alleima: "price leadership" and focus on price discipline
- Evidence: Atlas Copco: "margin was positively affected by currency, while increased costs related to trade tariffs and dilution from acquisitions affected the margin negatively" (price partly offset)
- Evidence: Sandvik: "Tariffs were fully off-set by surcharges" and "price fully off-set cost inflation"
- Evidence: SKF: "price and mix contribution" improved margin
- Evidence: Trelleborg: "Solid price/mix contribution"
- Evidence: Volvo: "good price realization" helped offset costs

B. Notable Differences

- Volvo explicitly quantifies large divestment impact (SDLG) and removed SEK 811m from adjusted operating income; Trelleborg also divested SDLG but framed as strategic; Sandvik and Atlas Copco list many bolt-on acquisitions and say acquisitions can dilute margins initially
- SKF emphasizes corporate reorganization and Automotive separation as a strategic driver and notes improved adjusted margin in a challenging market
- Alleima highlights a specific extended maintenance stoppage at Sandviken that materially affected production and earnings in the quarter
- Atlas Copco and Sandvik stress specialty rental and power equipment service growth as important contributors; Volvo highlights service but emphasizes vehicle order/backlog dynamics
- Volvo and SKF provide detailed truck/construction unit-level volumes and market share commentary; other companies provide segment-level demand color (e.g., Sandvik: Mining; Trelleborg: Mining/Industrial)

C. Company Coverage Summary

Company	Operational trends	External factors	Demand & orders	Cost & margins
Alleima	Service resilience; production stoppage at Sandviken; initiating cost measures	Currency headwind; trade policy turbulence	Order intake R12 down; mixed demand (Nuclear, Medical strong)	Metal price effects; restructuring costs; margin decline
Atlas Copco	Service and rental growth; supply/production notes	Tariffs/trade policy; currency negative impact	Mixed demand by region; stable overall order intake	Tariff mitigation via surcharges; margin affected by tariffs and currency
Sandvik	Strong Mining; aftermarket strength; acquisitions	Tariffs implemented; currency headwinds	Order intake strong in Mining; mixed across segments	Price compensating cost inflation; restructuring for efficiency
SKF	Margin resilience; Automotive separation; rightsizing	Tariffs and geopolitical uncertainty; currency headwinds	Automotive down; Industrial up; mixed by region	Pricing/mix support; restructuring costs; tariffs mitigation
Trelleborg	Service growth; SDLG divestment; acquisitions	Currency headwind	Organic order intake growth; sector variability (Mining, Medical)	Price/mix contribution; restructuring and one-off divestment effects
Volvo	Service resilience; production adjustments; SDLG divestment	Tariffs and EPA/regulatory uncertainty; currency headwind	Truck order declines; regional variability; backlog discussion	Material and tariff cost pressures; price realization; SDLG gain