

#### **Capitals Markets Day Agenda**

08.35-09.20	Strategic Direction	Jan Carlson
09.20-09.50	Technology	Steve Fredin/
		Dennis Nobelius
09.50-10.30	Coffee Break & Exhibition	
10.00.11.00	Figure 1 - 1 Octobrida de la Tambata	Mata Daalaaa
10.30-11.00	Financial Overview and Targets	Mats Backman
11.00-11.50	Q&A	
11.50-12.00	CEO Conclusion	
12.00.12.00	Lunch corved in Dalmongorton's Fover	
12.00-13.00	Lunch served in Palmengarten's Foyer	
13.00-14.00	Interactive Exhibition - Free walk around	
14.00	CMD ends	



#### **Safe Harbor Statement\***

This presentation contains statements that are not historical facts but rather forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include those that address activities, events or developments that Autoliv, Inc. or its management believes or anticipates may occur in the future. All forwardlooking statements, including without limitation, statements related to the Company's strategic review of its operating structure or the terms, timing or structure of any such transaction as a result of such review, if any; the outlook for Passive Safety and Electronics as separate businesses; statements related to the future performance of the Company or of any such businesses if any such transaction is completed; other targets regarding the Company's performance as a single entity; management's examination of historical operating trends and data, as well as estimates of future sales, operating margin, cash flow, effective tax rate or other future operating performance or financial results, are based upon our current expectations, various assumptions and/or data available from third parties. Our expectations and assumptions are expressed in good faith and we believe there is a reasonable basis for them. However, there can be no assurance that such forward-looking statements will materialize or prove to be correct as forward-looking statements are inherently subject to known and unknown risks, uncertainties and other factors which may cause actual future results, performance or achievements to differ materially from the future results, performance or achievements expressed in or implied by such forward-looking statements. In some cases, you can identify these statements by forward-looking words such as "estimates", "expects", "anticipates", "projects", "plans", "intends", "believes", "may", "likely", "might", "would", "should", "could", or the negative of these terms and other comparable terminology, although not all forward-looking statements contain such words. Because these forward-looking statements involve risks and uncertainties, the outcome could differ materially from those set out in the forward-looking statements for a variety of reasons, including without limitation, changes in light vehicle production; fluctuation in vehicle production schedules for which the Company is a supplier, changes in general industry and market conditions or regional growth or decline; changes in and the successful execution of our capacity alignment, restructuring and cost reduction initiatives and the market reaction thereto; loss of business from increased competition; higher raw material, fuel and energy costs; changes in consumer and customer preferences for end products; customer losses; changes in regulatory conditions; customer bankruptcies, consolidations, or restructurings; divestiture of customer brands; unfavorable fluctuations in currencies or interest rates among the various jurisdictions in which we operate; component shortages; market acceptance of our new products; costs or difficulties related to the integration of any new or acquired businesses and technologies; continued uncertainty in pricing negotiations with customers; successful integration of acquisitions and operations of joint ventures; successful implementation of strategic partnerships and collaborations; our ability to be awarded new business; product liability, warranty and recall claims and investigations and other litigation and customer reactions thereto; (including the resolution of the Toyota recall); higher expenses for our pension and other postretirement benefits. including higher funding requirements for our pension plans; work stoppages or other labor issues; possible adverse results of pending or future litigation or infringement claims; our ability to protect our intellectual property rights; negative impacts of antitrust investigations or other governmental investigations and associated litigation relating to the conduct of our business; tax assessments by governmental authorities and changes in our effective tax rate; dependence on key personnel; legislative or regulatory changes impacting or limiting our business; political conditions; dependence on and relationships with customers and suppliers; the uncertainty as to which strategic alternatives may be available with respect to the Electronics business, whether any transaction will be commenced or completed as a result of such review, and the timing and value of any such transaction; risks related to the potential separation of the Electronics business; and other risks and uncertainties identified under the headings "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Reports and Quarterly Reports on Forms 10-K and 10-Q and any amendments thereto. For any forward-looking statements contained in this or any other document, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and we assume no obligation to update publicly or revise any forward-looking statements in light of new information or future events, except as required by law.

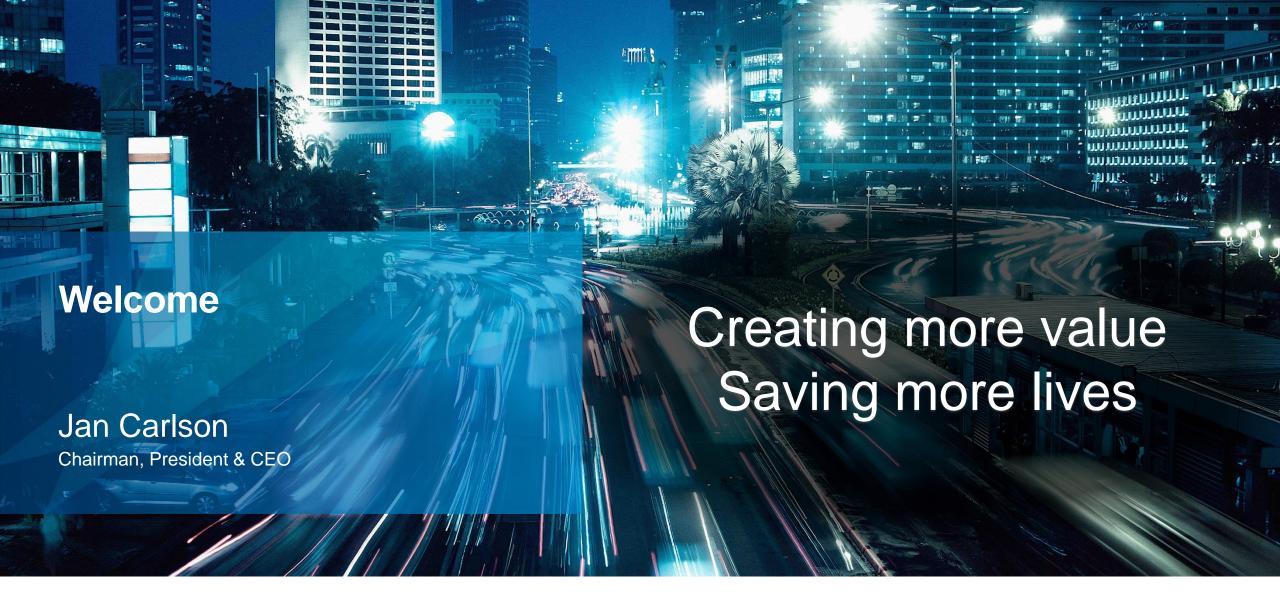




#### Our Board has initiated a strategic review

As announced earlier today, Board of Directors has instructed management to conduct a strategic review of its operating structure with the intent to create separate companies of its two current business segments, Passive Safety and Electronics. Certain CMD materials include an illustrative indication of what two standalone companies may look like if our Board were to approve of a separation into two publicly-listed entities. All Passive Safety and Electronics standalone targets presented today include several key assumptions and uncertainties, including among others that following the strategic review initiated today, the Board approves a separation of Passive Safety and Electronics into two publicly traded entities. There is no guarantee that this will occur. All Passive Safety and Electronics standalone targets and assumptions presented illustrate what these businesses may look like as standalone entities and include several key assumptions and uncertainties, including among others (i) that the Board approves a separation of our two operating segments into standalone companies, (ii) an allocation of various corporate costs, which may not be reflective of actual costs of separate companies pursuing their respective strategies, (iii) that it is anticipated that the Electronics business would have additional overhead costs and thus a slight margin compression in the near-term while the Passive Safety business would have a slight margin support from a different allocation of corporate costs, (iv) that the product portfolio will be consistent with current segment portfolios, and (v) that certain items such as transaction costs and costs of any transition services are not reflected in the targets and assumptions.









#### **Automotive industry in its largest transformation ever** Automotive Mega trends







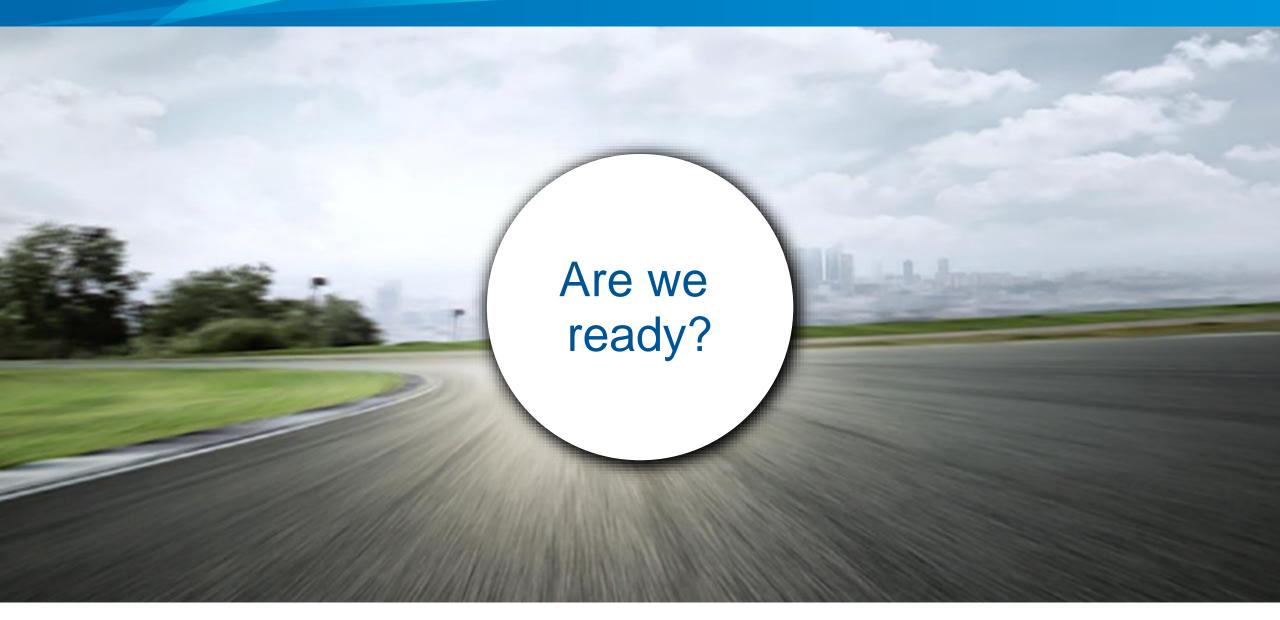












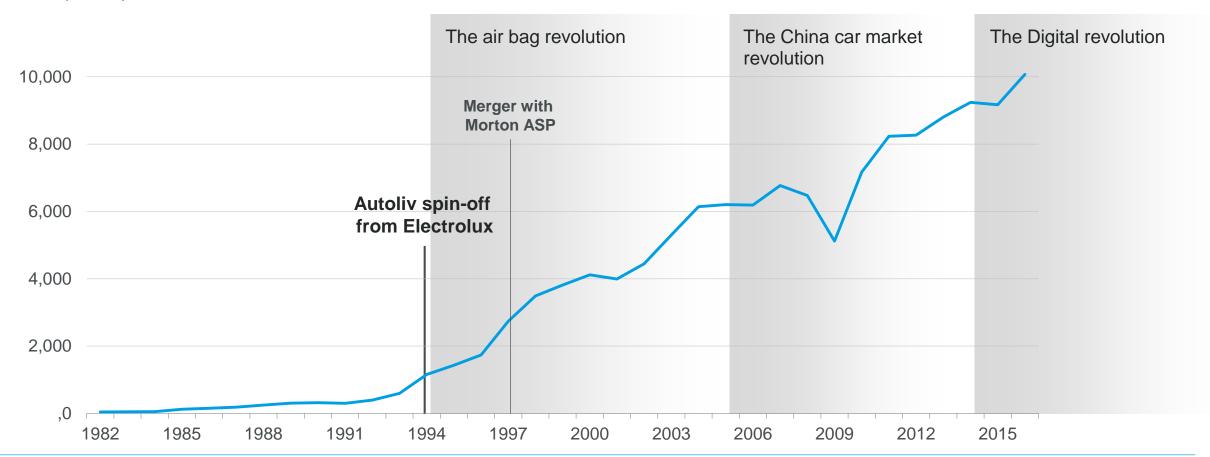




#### A historical decision that resulted in a world leader

#### **Autoliv Group**

US\$ (millions)

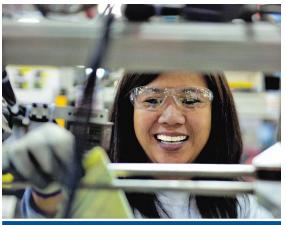




#### **Autoliv – Stronger than ever**



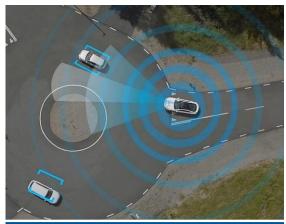
QUALITY LEADER in all parts and aspects of our business



PEOPLE AND CULTURE
We rely on the skills of our
people



WORLD LEADING
FOOTPRINT
in manufacturing and
engineering



INNOVATION builds the long term success





Example Q5 Behavior – JIDOKA "automation with

a human touch"

#### A recent example:

- On August 18, Viktor Tsysar noticed a difference in hardness and gloss of a component for an airbag during assembly in Autoliv Poland
- He immediately stopped the production line
- It turns out a that supplier hade used incorrect plastic material while molding the part
- Thanks to Viktor's swift reaction, a potential major recall could be avoided





CAPITAL MARKETS

#### Autoliv stronger than ever – with sustainability in focus

# Autoliv's vision of Saving More Lives

Directly supports the UN Sustainable Development Goal no 3, Good Health and Well-being, focused on reducing global deaths and injuries from road traffic accidents by 50%.





#### **Our Strategies to Stay Ahead**



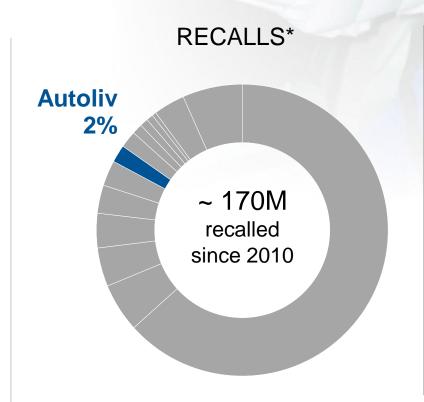
Quality – Zero defects by flawless execution

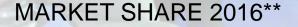


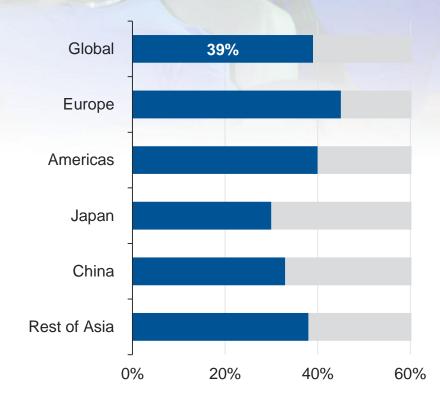
One Product One Process to improve cost effectiveness and robustness



Innovation to lead industry in Real Life Safety



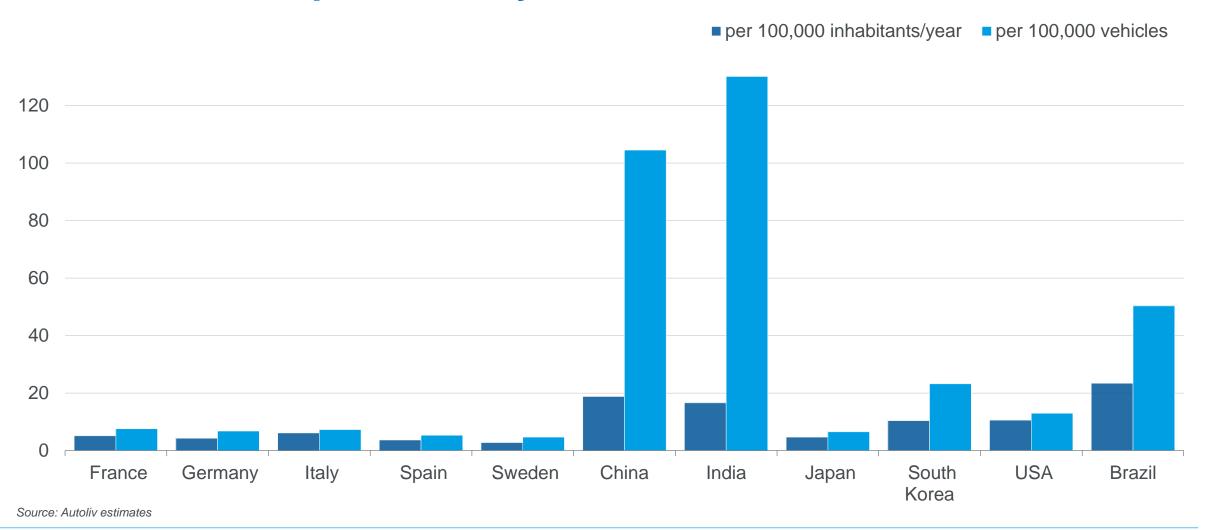








#### **Road Fatalities per Country**







#### Additional benefits to consumers





#### A decade of transformation

- Company transformed for the digital age
- Made substantial investments in technology, capacity and operational efficiency
- Made an already strong company even stronger
- Built Electronics into a world-leading entity

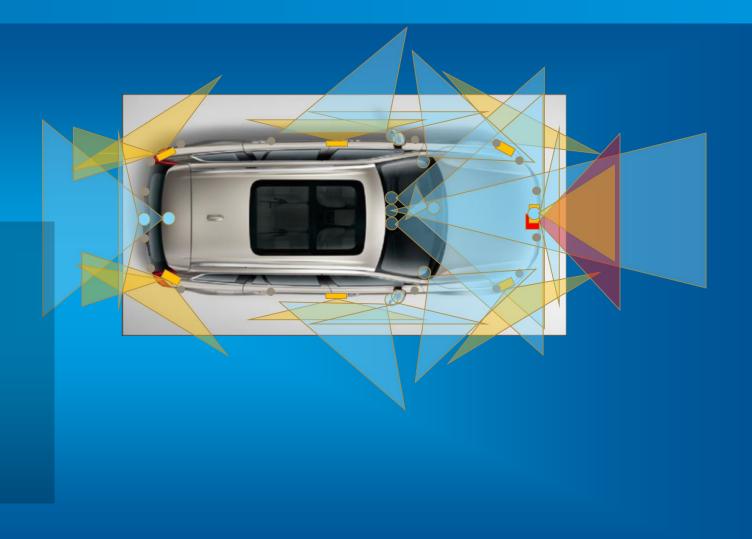
- Invested in vertical integration for cushions and inflators in China
- Supported the industry in difficult times
- Investment in technology for small car safety
- Building up steering wheels capacity in Eastern Europe
- Restructuring in South America
- Capacity alignment in Europe

A new technology shift, a new evolution



CAPITAL

# Our Transformation continues







## Strategic review of transition to stand alone entities

#### PRESS RELEASE

#### <u>Autoliv</u>

## Autoliv initiates strategic review of separating its business segments, Passive Safety and Electronics

(Frankfurt, Germany, September 14, 2017) – Autoliv, Inc. (NYSE: ALV and SSE: ALIVsdb), the worldwide leader in automotive safety systems, today announced that its Board of Directors has instructed management to conduct a strategic review of its operating structure with the intent to create separate companies of its current business segments, Passive Safety and Electronics.

The intent is to create two publicly traded companies capable of addressing two distinct, growing markets with leading product offerings and thereby create additional value to for shareholders, customers and other stakeholders as compared to the current, combined structure of Autoliv. The strategic review process will evaluate this and other options. Although the strategic review has been initiated there is no guarantee that the review will result in any transaction, including a separation or listing of the businesses.

"The current operational model has served Autoliv very well, creating tremendous value for its shareholders and other stakeholders since the initial listing on the Stockholm stock exchange in 1994. Over the last decade our Electronics business has grown and matured next to our world leading Passive Safety business and today we have two distinct, successful businesses, each with its own unique business drivers, We believe it's time to let them both individually maximize their potential," said Jan Carlson, Chairman, President and CEO of Autoliv.

Electronics consists of Active Safety Products (automotive radars, cameras with driver assist systems



#### **Autoliv**

Passive Safety
Standalone

#### **Autoliv**

Electronics
Standalone

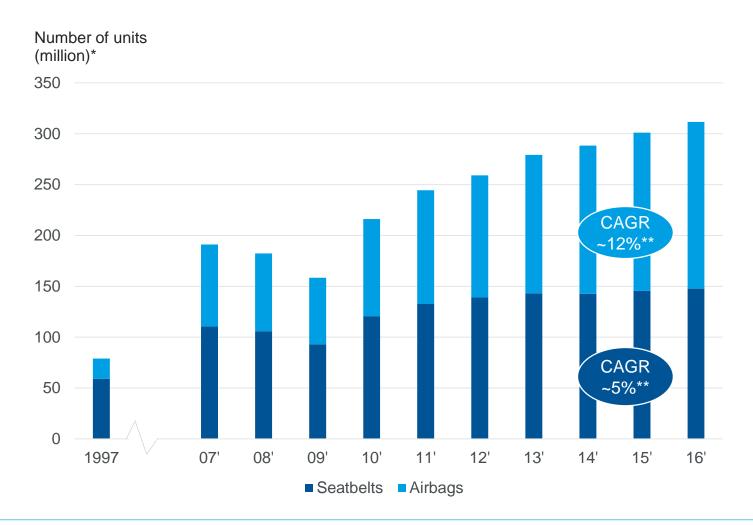








#### A Winning Business Formula



Statistically, more than 3 airbags and seatbelts from Autoliv have been delivered to every vehicle produced globally last 10 years







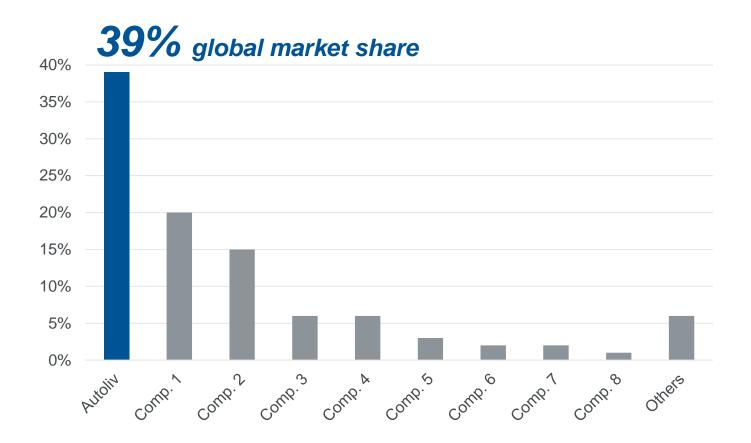


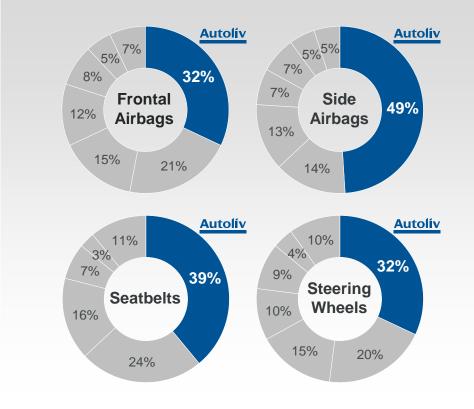
<sup>\*)</sup> Autoliv airbag and seatbelt production volumes 2007-2016

<sup>\*\*)</sup> CAGR since 1997

#### A Winning Business Formula

Today the global leader in passive safety





Serving **1,300** models and **100** car brands

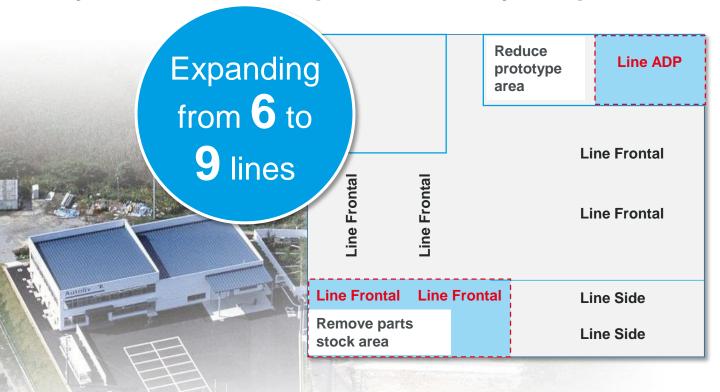




#### **Cost Efficiency: Growth Within Existing Footprint**

Freeing-up factory space lowers CAPEX and improves RoCE

Pyrotechnic inflator plant in Taketoyo, Japan



No of production lines

+ 50%

No of products / production m<sup>2</sup>

+ 70%

No of materialhandlers

- 33%

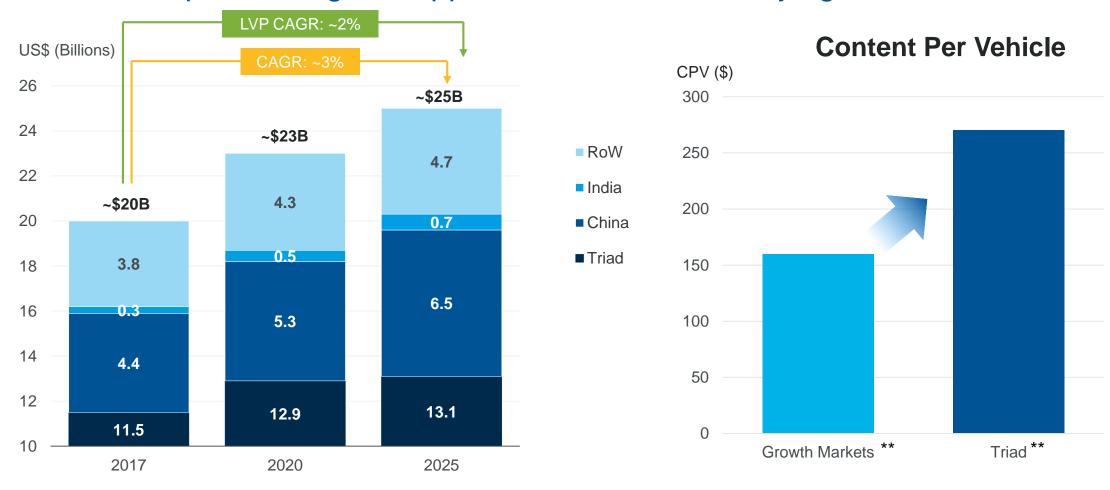






#### Passive Safety a ~\$25B Market in 2025

#### Market is expected to grow 1 pp faster than the underlying LVP





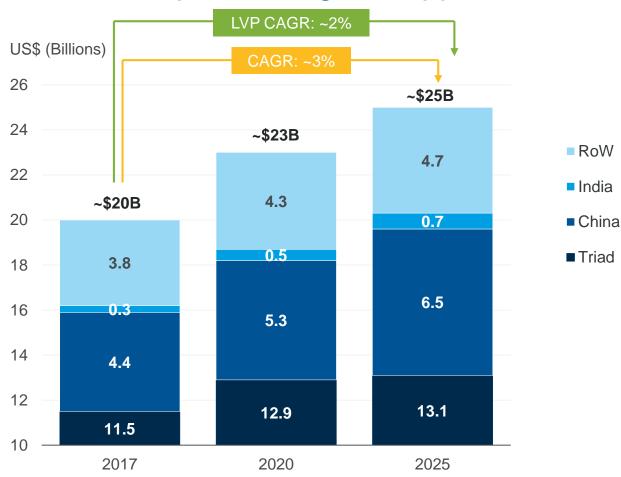


<sup>\*\*</sup> Growth Markets: China, Eastern Europe, India, Southeast Asia, South America and Middle East & Africa. Triad: North America, Western Europe & Japan



#### Passive Safety a ~\$25B Market in 2025

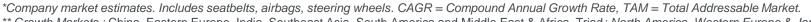
#### Market is expected to grow 1 pp faster than the underlying LVP



#### New opportunities in the AD World







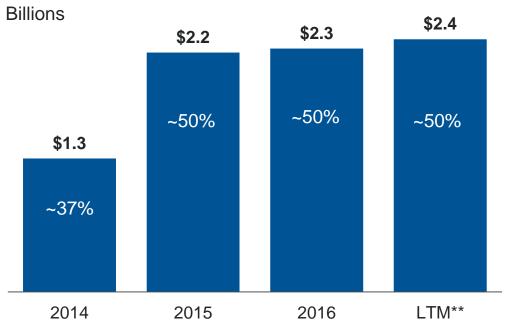
<sup>\*\*</sup> Growth Markets: China, Eastern Europe, India, Southeast Asia, South America and Middle East & Africa. Triad: North America, Western Europe & Japan



#### **Passive Safety**

#### ~50% of Industry Order Wins in 2015 to 2017 YTD

#### Order Intake\*





#### Stand alone targets 2020:

- >\$10B = 8% CAGR\*\* 2017 2020
- ~13% adj Operating Margin\*\*\*

#### **Beyond 2020:**

 At least maintain market share and grow at least with LVP plus 1 percentage point

Successfully capturing the market opportunity while supporting the industry





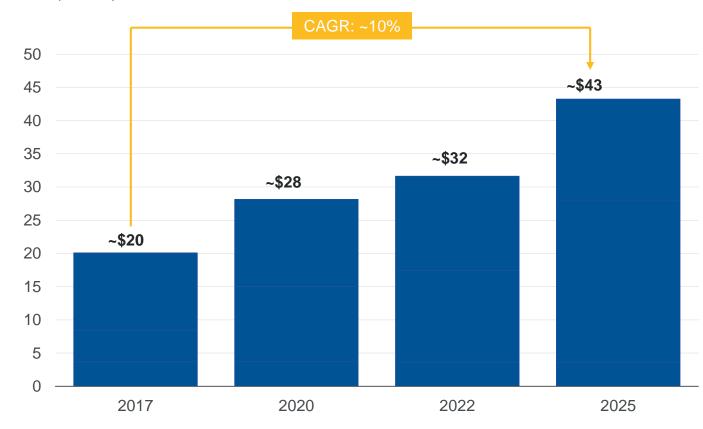


#### Electronics – a ~\$43B Market in 2025

~10% CAGR 2017 to 2025

#### **Electronics TAM\***

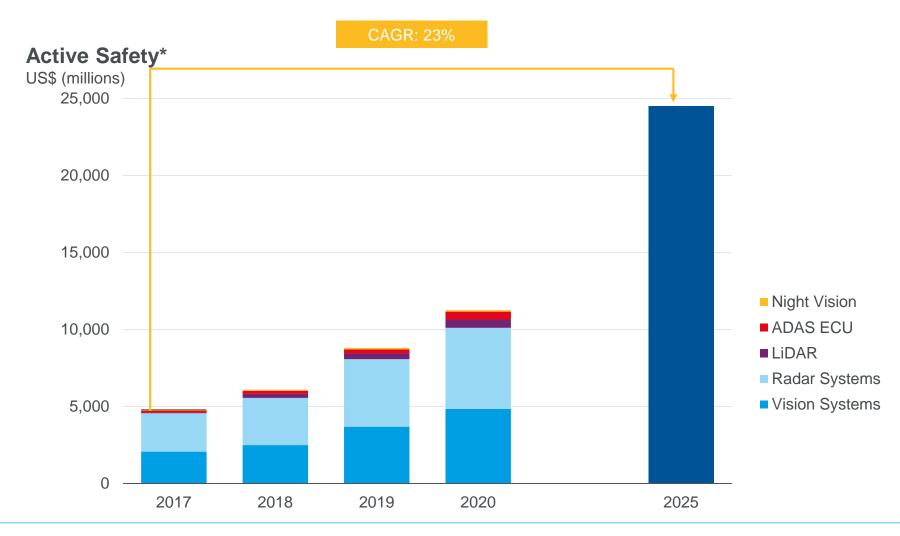
US\$ (Billions)







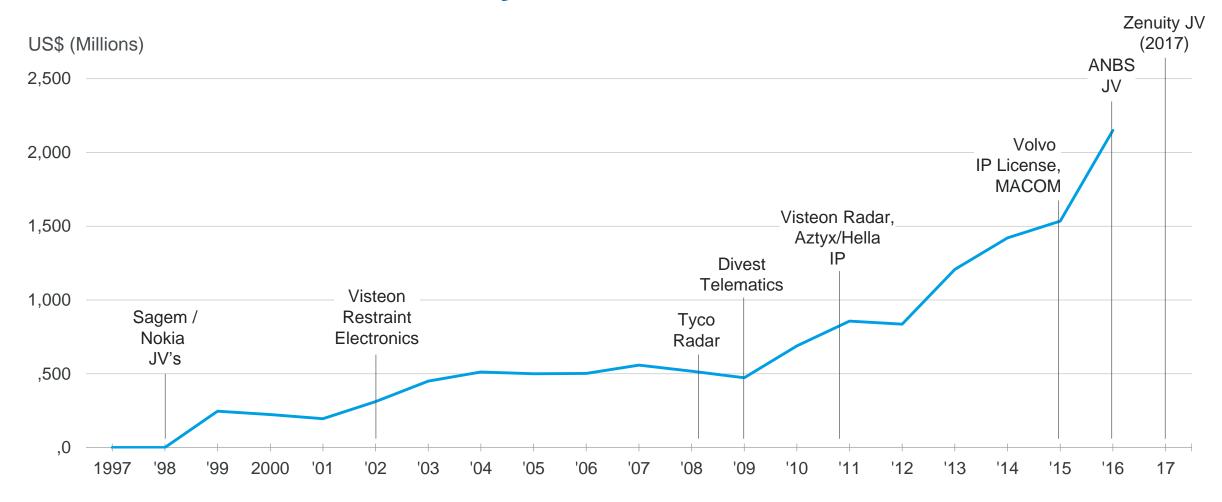
#### **Active Safety Sensor market**







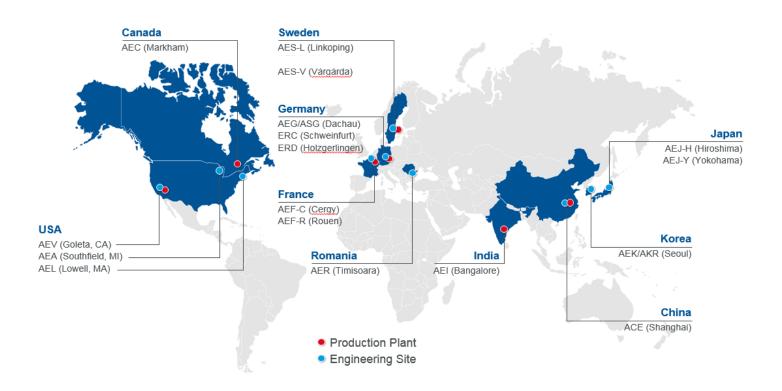
#### **Electronics – Our Journey so far**

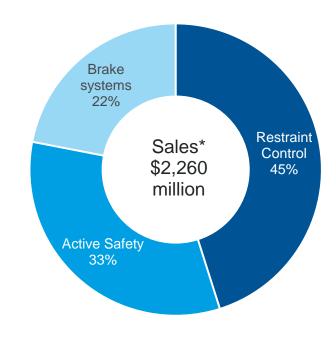






#### **Autoliv Electronics**





7,100 EMPLOYEES in 10 countries

**3,200 ENGINEERS** of which 65% software

**31 OEM CUSTOMERS** and 7 new entry customers

**20** FACILITIES



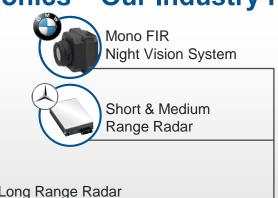


#### **Customer trust**

**Safety Electronics – Our Industry First's\*** 

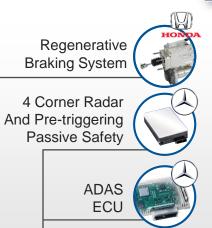




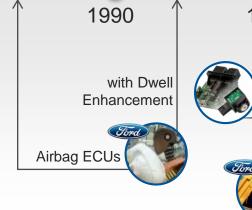


(in alliance with Conti as the system supplier)





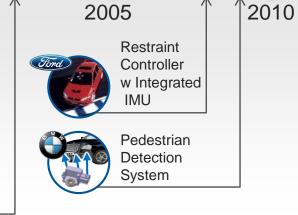






**Restraint Controller** 

w Integrated Rollover











CV-Enhanced Front Crash Sensing

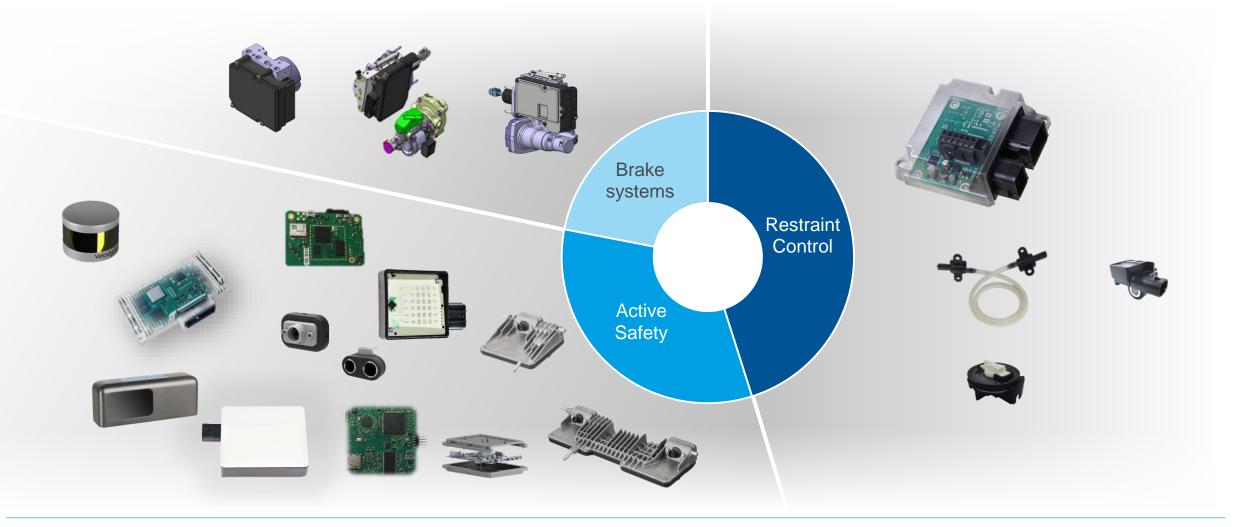


(\*) Including Acquisitions





#### One of the world's broadest safety electronics product range





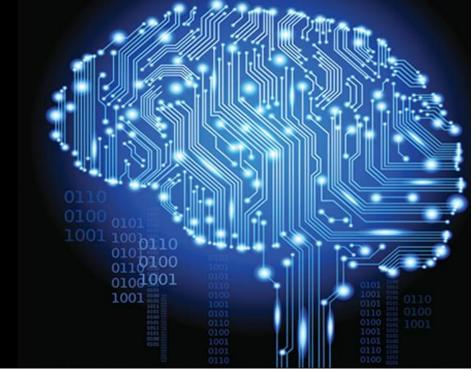


# **Electronics success factor: Technology, Innovation and Agility**

















#### The Road Towards Saving More Lives

Some Pre-Requisites for Success

**Building Trust...** 

...in Every Day Traffic

REAL SAFETY





**USER EXPERIENCE** 

**MOBILITY** 

**ARTIFICIAL** INTELLIGENCE

QUALITY

ROBUSTNESS

INNOVATION



#### Robustness never more important

Electronics products needs Robustness at least as much as Passive Products





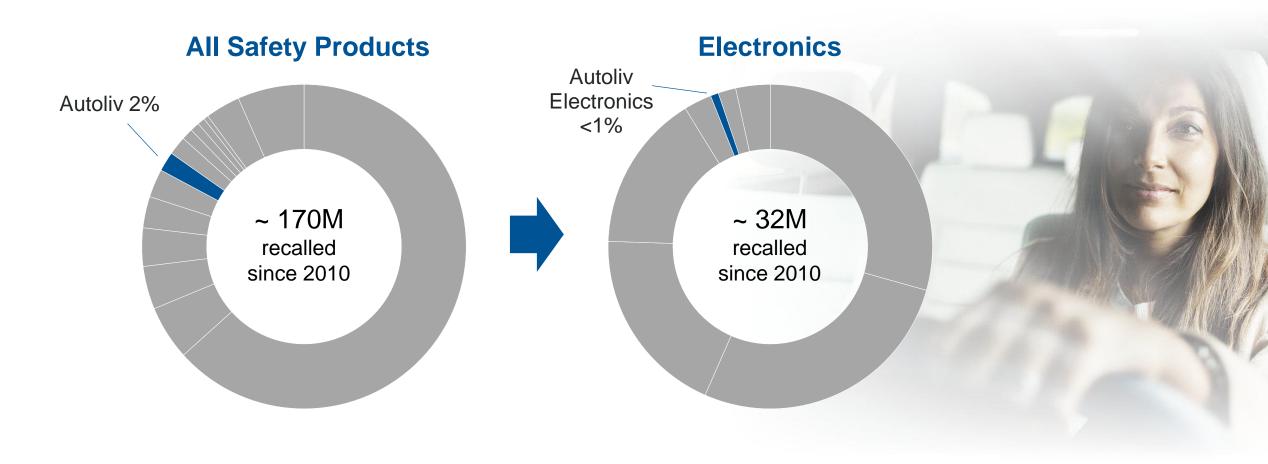




### **Customer trust**



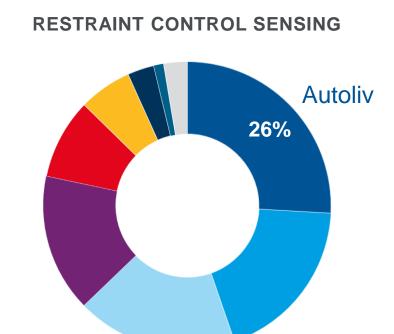
### Our Passive Safety quality journey extends really well into Electronics

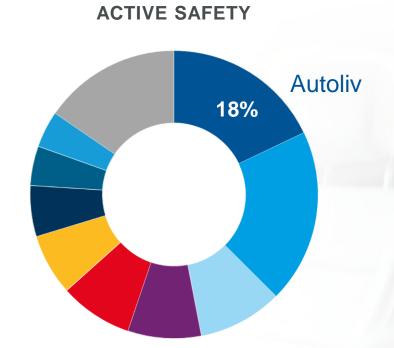


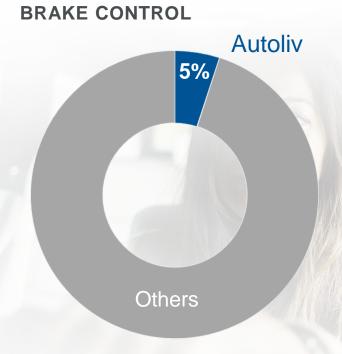




### **Autoliv Electronics – Market Shares 2016**



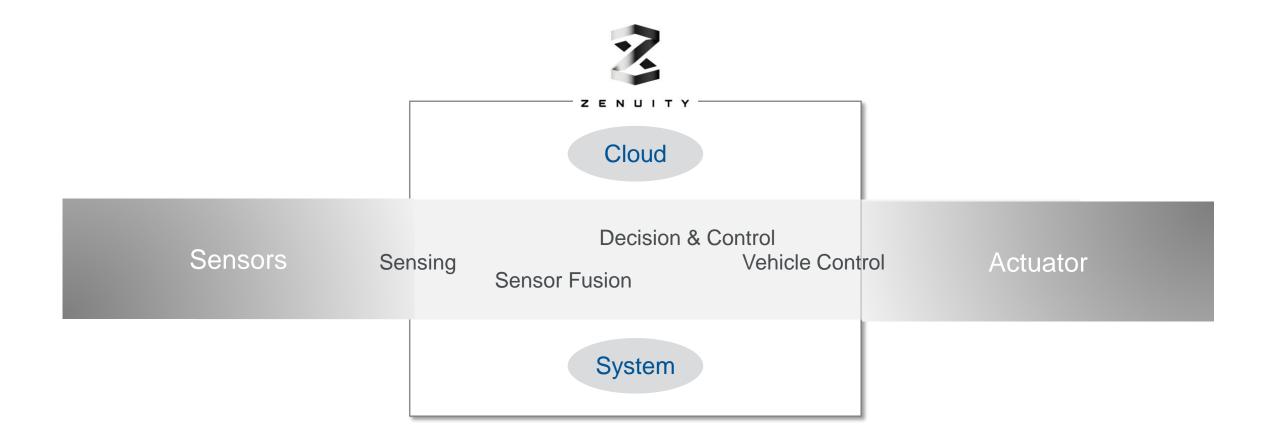








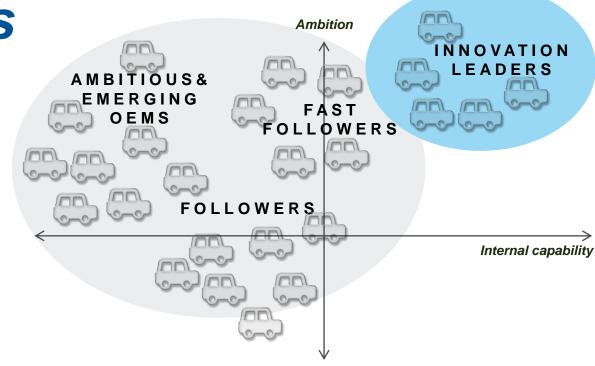
# Zenuity bringing Sensor Fusion, Decision and Control





# ZENUITY – the customers

- ✓ Exciting business model
- ✓ Impressed by feature offer
- ✓ Legislation positive for ADAS
- ✓ Total system key for AD
- ✓ ZENUITY media positioning























⇒ Followers, Fast followers, and Ambitious / Emerging OEMs







































⇒ Innovation Leaders





# **Technology Cooperations**

### Recently announced

Velodyne LiDAR°







LiDAR

Volume production of automotive grade LiDAR systems

COMPUTING PLATFORM

Collaborate on Al computing platform

**DRIVER MONITORING** 

Collaboration to develop driver monitoring systems

**CLOUD SOLUTIONS** 

Zenuity are collaborating to develop Connected Cloud

Comprehensive tech scouting through investment in Autotec





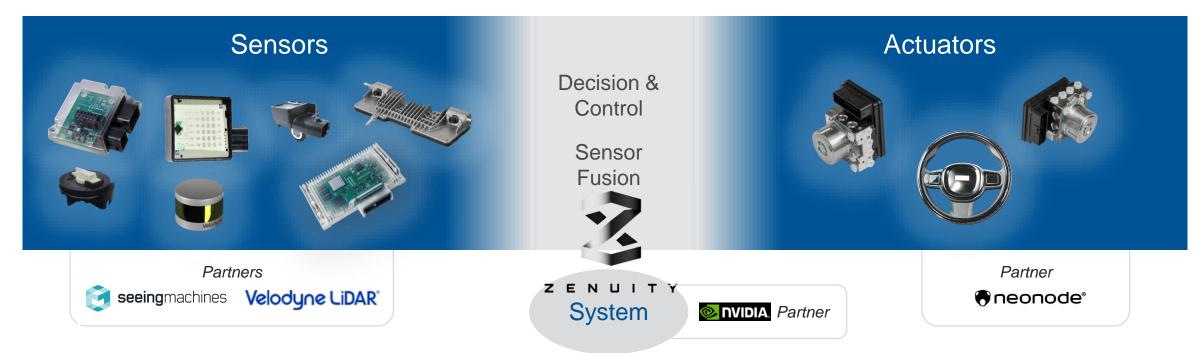
CAPITAL MARKETS DAY 2017

# The developing eco-system

### **Autoliv**







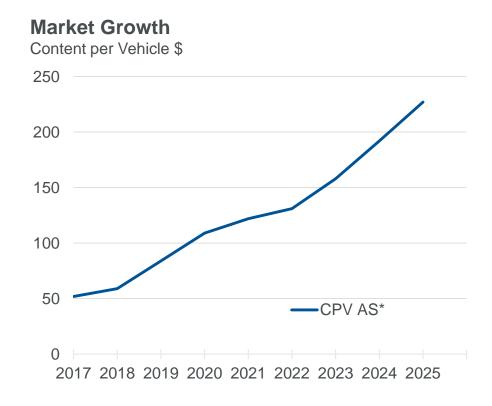




### **Electronics – Market Trends and Growth Drivers**

Increasing levels of software in the future are required to enhance safety

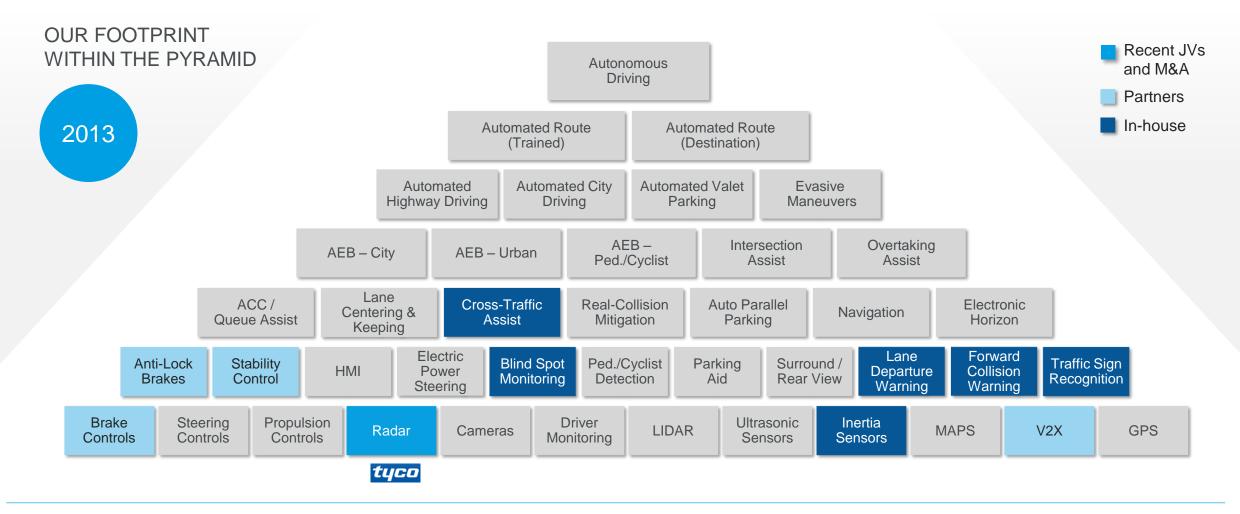
- ✓ Consumers are ready
  - Safety
  - Comfort and assistance
  - Convenience (AD)
- ✓ Technology is ready





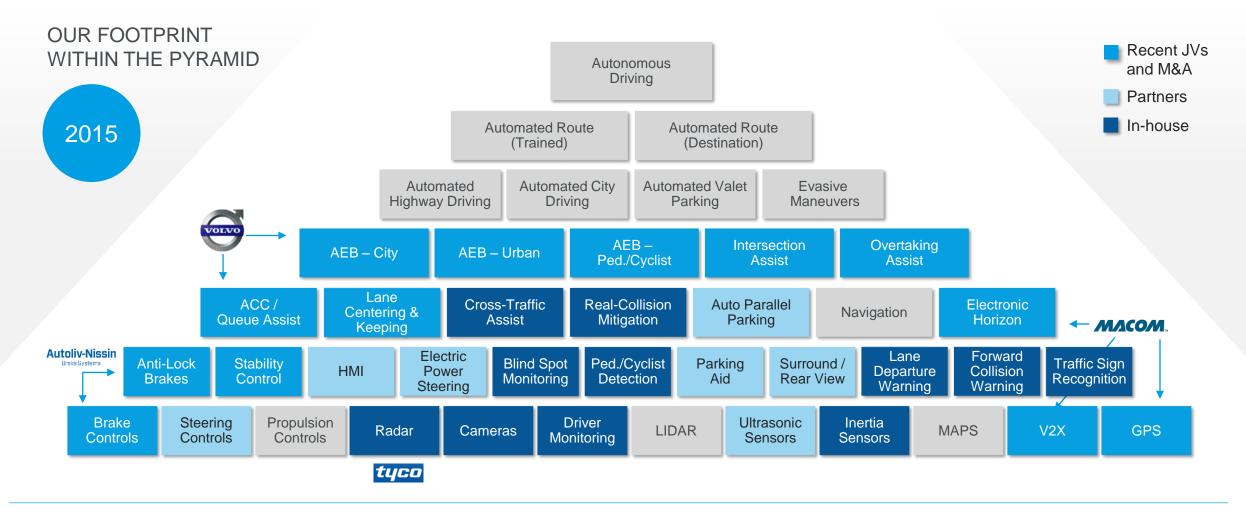


# **Electronics Active Safety – Building for the long-term**



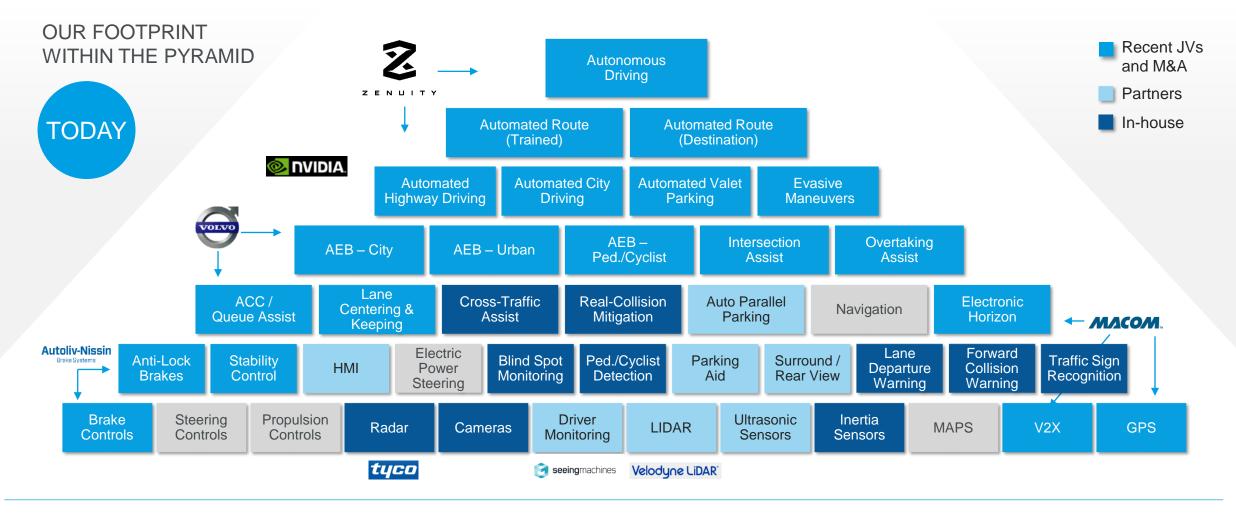


# **Electronics Active Safety – Building for the long-term**

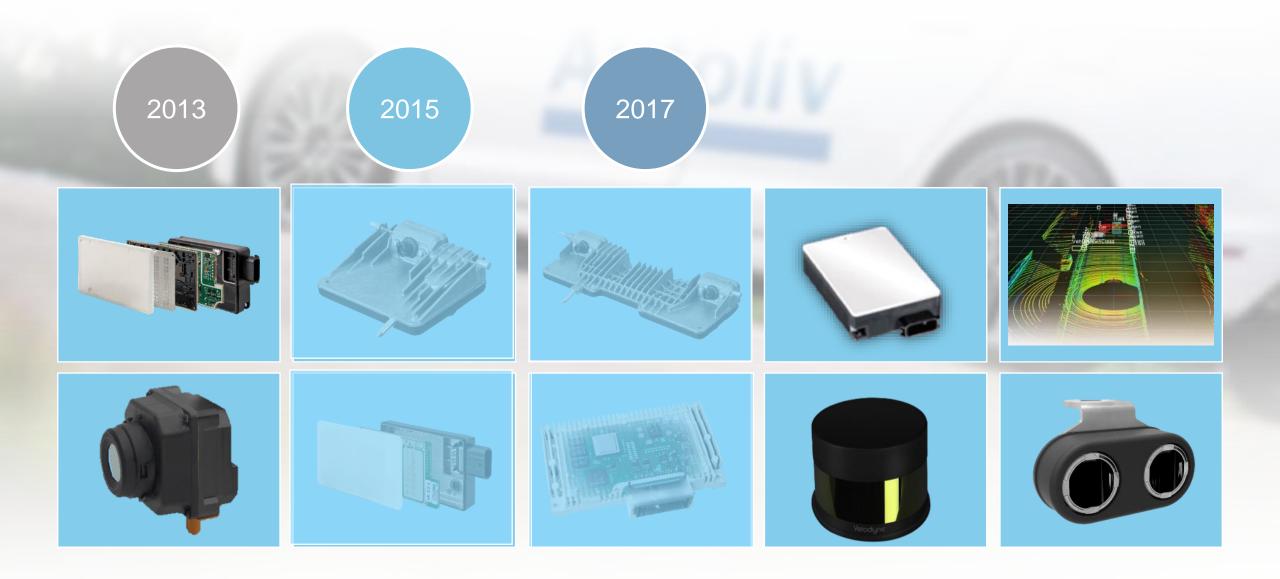




# **Electronics Active Safety – Building for the long-term**







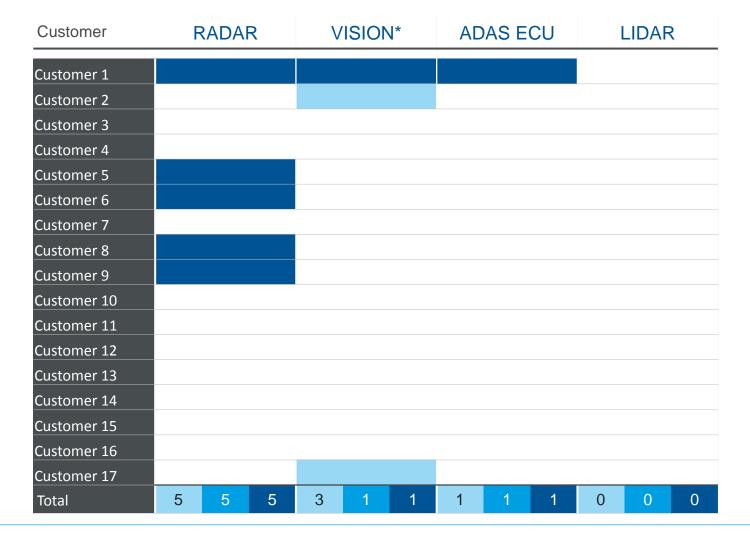


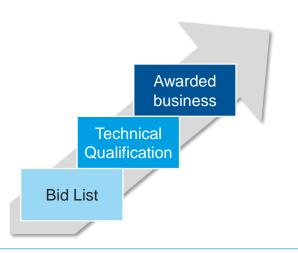


# **Active Safety – Customer snapshot**



Represents >90% of global light vehicle production





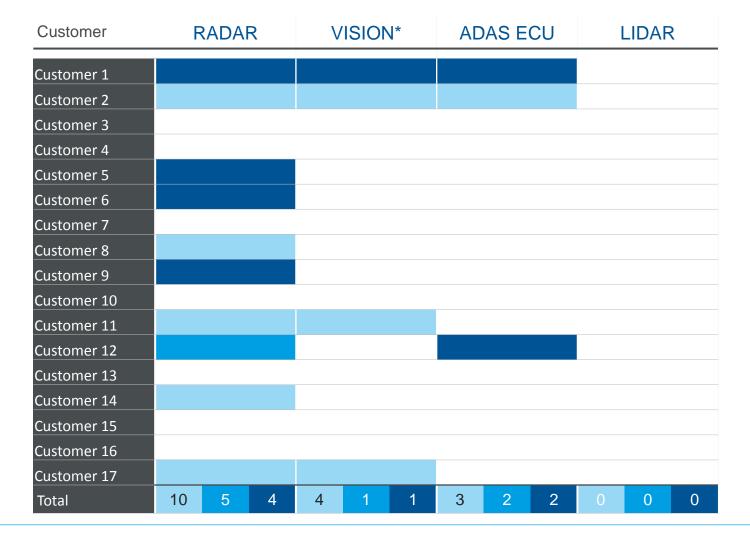


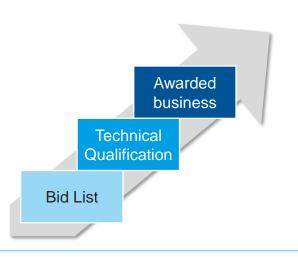


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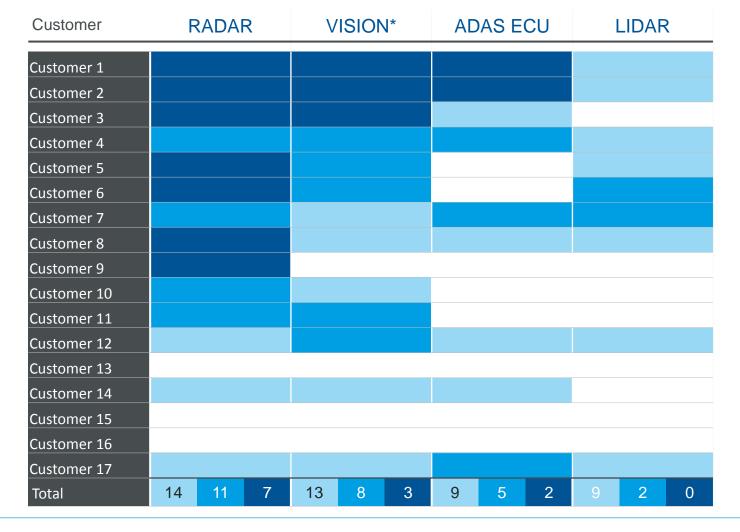




# **Active Safety – Customer snapshot**



Represents >90% of global light vehicle production







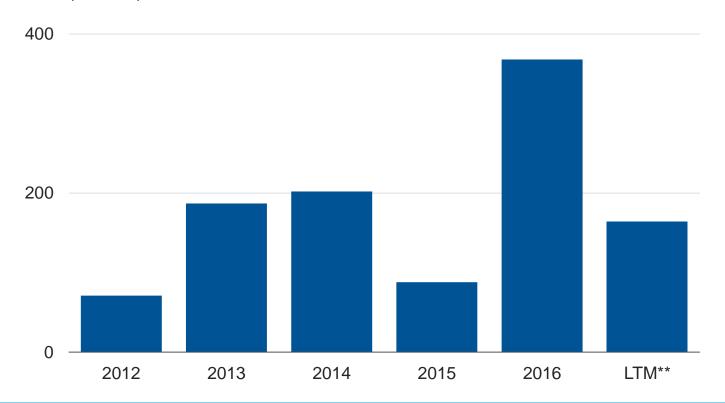




# **Active Safety – Order Intake**

### Expect to increase sales beyond 2018

# ALV Active Safety – Order Intake\* US\$ (Millions)



- Due to a significant broadening of the product offering and customer bid-list, order intake in 2016 increased substantially over previous years
- Active Safety order intake in 2016 of around \$0.4B was almost twice as high as in any previous year
- Lead time from time of order to start of production is usually around 3 years
- Targeted 2017 orders towards end of the year



<sup>\*\$</sup> value represent expected average annualized sales from respective years order intake, Disclosure of orders will not be made regularly



<sup>\*\*</sup> Last Twelve month order intake, as of August 31, 2017

## **Active Safety - Selected Customer Launches**

#### **Vision**

- Europe (SOP 2018)
- Europe (SOP 2019)
- Asia (SOP 2018)

#### **ADAS ECU**

Europe (SOP 2019)

#### **Night Vision**

North America (SOP 2020)

#### **Advanced ADAS Software**

Europe (SOP 2019)

#### Radar 24 GHz NB

- Europe (SOP 2020)
- Asia (SOP 2019)
- North America (SOP 2019)

#### Radar 77GHz

- Europe (SOP 2019)
- Asia (SOP 2019)
- North America (SOP 2019)







### PRESS RELEASE



# Autoliv to supply Geely radar systems for autonomous driving

(Stockholm, Sweden, 14 September, 2017) – Autoliv, Inc. (NYSE: ALV and SSE: ALIVsdb), the worldwide leader in automotive safety systems, has been selected by Geely to develop an industry leading 77GHz high-resolution radar systems for autonomous driving.

Geely, a leading Chinese car manufacturer, awarded Autoliv a 77GHz high-resolution radar contract for its commitment and unique strength in technology development, innovation and manufacturing of high quality products. Earlier this year, Geely awarded Autoliv a mono-vision camera system contract. Radar and vision systems are essential to the advancement of autonomous driving.

Autoliv's high-resolution radars allow for increased detection points, leading to improved ability to understand free space, better object separation in multiple target environments, and more precise detections in blind spot warning and rear cross traffic alert. Autoliv's 77GHz radar systems see oncoming vehicles and autonomously manage lane changes during highway driving.

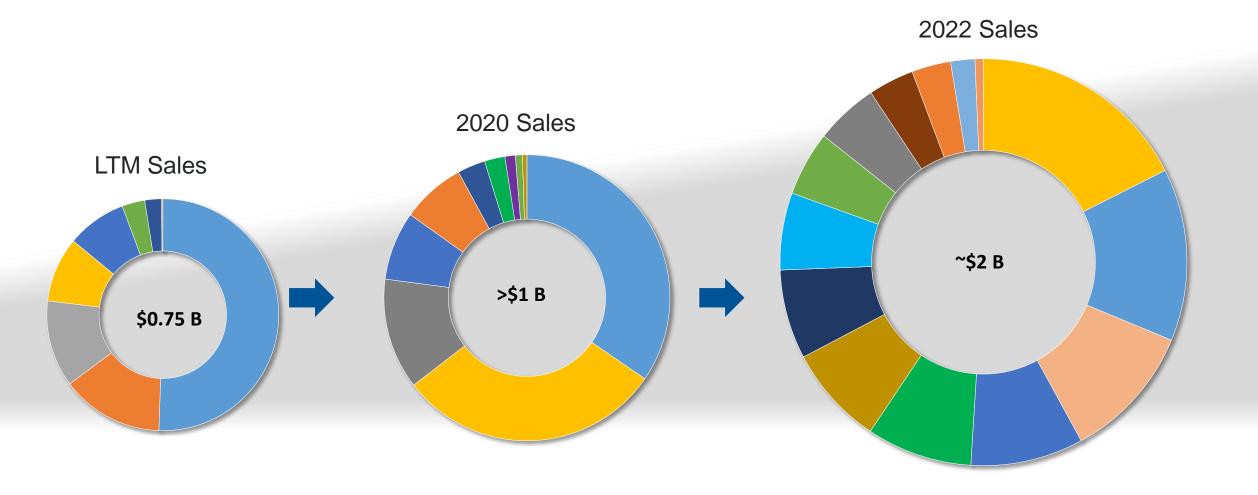
Autoliv's mono-vision systems are comprised of advanced image-processing algorithms that identify objects such as vehicles, road markings and road signs. Autoliv's mono-vision cameras can detect children and bicyclists, enable the vehicle to brake automatically and classify objects in the front and rear of the vehicle. Autoliv's mono-vision systems achieve 5-Star NCAP safety in North America, Europe and China.

### Awarded by Geelyannounced today

- 77GHz high-resolution radar systems
- Complements the Mono Vision camera award
- For autonomous driving



# **Active Safety Revenue by OEM group**



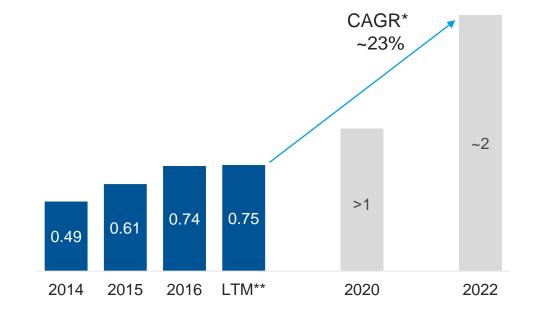


# **Autoliv Active Safety Sales Growth**

### 2020 Sales target of >\$1B

#### Active Safety Sales – US\$ Billion

- High market growth
- Strong product offering
- Strong bid-list presence
- New order wins during 2016-17





Active Safety sales ~\$4B





### **Autoliv Electronics Sales Growth**

### 2020 Sales target of ~\$3B corresponds to a ~10% CAGR from 2017

- High market growth
- Strong product offering
- Strong bid-list presence
- New order wins during 2016-17

#### **Electronics Sales – US\$ Billion**



#### 2025 Ambition

- Electronics sales >\$6B
- Active Safety sales ~\$4B











# Different success factors shaping the future

#### **PASSIVE SAFETY**





**MARKET & TECHNOLOGY** 

**KEY PRIORITIES** 

CRITICAL COMPETENCES

ATTRACT TALENT

**MANAGEMENT** 

WORKING ENVIRONMENT

KEY SELLING POINTS

CAPITAL MARKETS
ATTRACTION

#### **ELECTRONICS**









