



Earnings Conference Call and Webcast

4th Quarter 2016 Financial Results

February 2, 2017

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 forward-looking statements, including without limitation, statements regarding the expected consummation of the joint venture with Volvo Cars, 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 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; fluctuations 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 or 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; our ability to be awarded new business; product liability, warranty and recall claims and investigations and other litigation and customer reactions thereto (including the ultimate 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; our ability to protect our intellectual property rights or infringement claims; 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; 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.

(*) Non-US GAAP reconciliations are disclosed in our regulatory filings available at www.sec.gov or www.autoliv.com

Recap - 2016

Solid performance while improving overall market position

■ Growth and Margins

- Strong organic sales* growth 7.2%, ~2.5pp better than the LVP*
- Active Safety organic* sales growth ~16%
- Overall consolidated sales growth ~10% including acquisitions
- Adjusted operating margin* 8.8% with an adjusted EPS \$6.75
- Closed ANBS JV** and signed definitive agreement to form “Zenuity” a software JV** with VCC**

■ Capital Structure

- Operating cash flow ~\$0.87B, RoCE* ~21% and RoE* ~15%
- Steady shareholder returns ~\$200M, leverage ratio* 0.4 times

■ Company Transformation continues

- Expansion in growth markets including vertical integration in China and inflator replacements
- Aligning our capacity footprint while expanding capabilities in Active Safety, both for the long-term
- Strong order intake throughout 2016

🚦 A balanced approach to growth, margins and capital deployment for the long-term

() Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, Return on Capital Employed (RoCE), Return on Equity (RoE), Light Vehicle Production (LVP) according to IHS @ January 16, 2017, (**) Autoliv Nissin Brake Systems (ANBS), Joint Venture (JV), Volvo Car Corporation (VCC).*

Recap - 2016

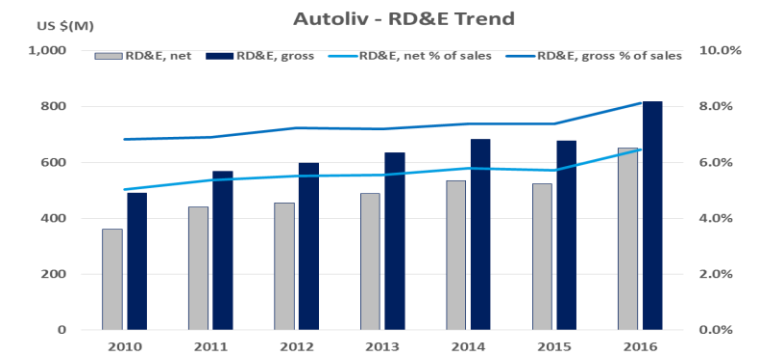
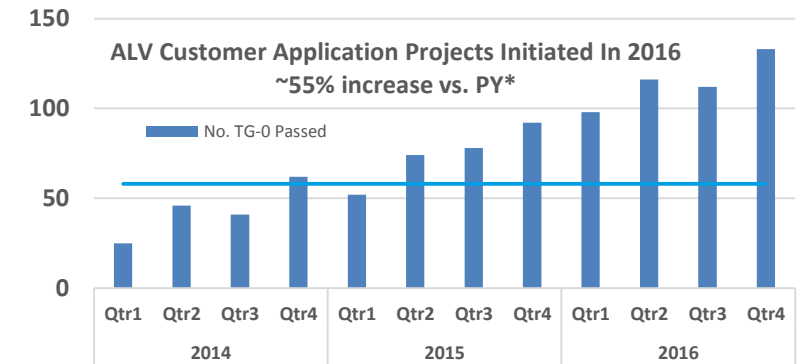
Strong order in-take continued contributing to long-term growth

■ Order Intake

- Record order in-take in PAS* for 2016 continued from 2015
- Record order in-take in ELE* for 2016 with ~25% share in Active Safety
 - Active Safety awarded new vision business in 2016 with two new customers utilizing ALV developed algorithms
 - ANBS* awarded new Brake Control business with a D3* based OEM*

■ RD&E

- 1,000 additional engineers required to support new projects and deliver on growth opportunities
 - of which more than half are onboard as of Q4'16
- RD&E, net for FY'17 is anticipated to be at the high end of the range of 6.5 to 7% of sales



Positive progress to surpass end of decade sales target of \$12B for FY'19, implies more than 7% CAGR 2015 through 2019

(*) Passive Safety Segment (PAS), Electronics Segment (ELE) includes Passive Safety Electronics, Active Safety and Autoliv Nissin Brake Systems (ANBS), D3 (GM/Ford/FCA), Original Equipment Manufacturer (OEM), Prior Year (PY).

Recap - 2016

Unit Volume growth exceeds global LVP* in most product areas

Autoliv Quantities Delivered (Millions unless specified)	FY'16	FY vs. PY* (%)
Seatbelts	148.7	2.1
▪ Pre-tensioners (of which)	69.3	8.8
▪ Active Seatbelts (of which)	3.7	15.6
Frontal Airbags	50.6	4.8
▪ Knee Airbags (of which)	5.7	1.8
Side Airbags	95.6	5.8
▪ Chest (Thorax)	51.7	6.6
▪ Head (Curtain)	43.9	4.8
Steering Wheels	17.7	5.4
Electronic Control Units	19.9	12.4
Brake Control Units**	2.8	n/a
Active Safety Sensors**	10.3	32.1
LVP* TRIAD	39.9	2.0
LVP* GLOBAL	90.1	4.7



📌 Strong volume growth in FY'16

(* Light Vehicle Production (LVP) according to IHS @ January 16, 2017, TRIAD (WEU, North America, Japan), Prior Year (PY), (**) Includes acquisitions.

Recap - 2016

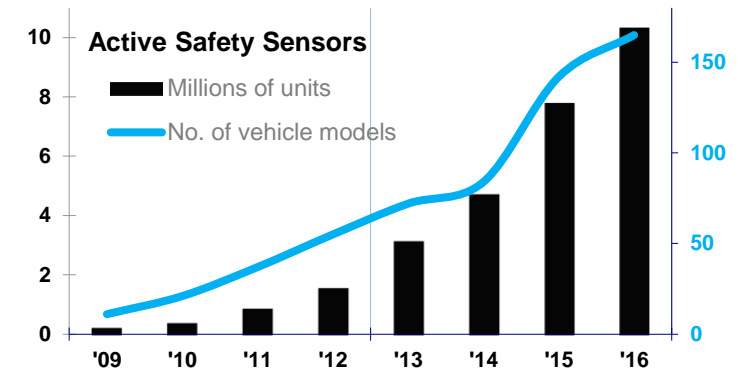
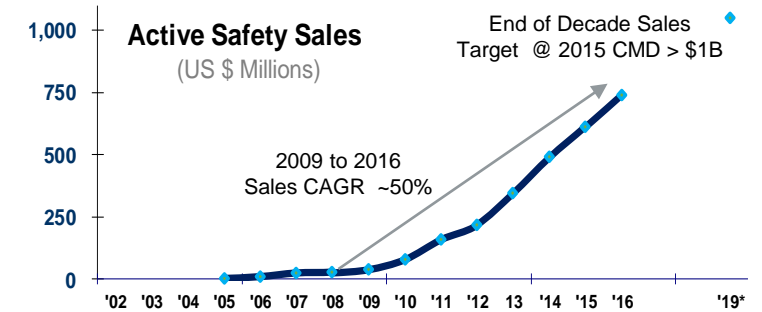
Active Safety Update

■ Factors affecting our Organic Sales* Growth

- Program timing
 - Phase-out of incumbent Brake Control programs
 - Volumes ramping down earlier than expected on certain GPS models
 - Phase-in of new programs on certain radar contracts
 - Lower order intake earlier due to the change in our vision strategy in 2014
- Strong underlying growth in vision and radar business combined

■ Sales Outlook

- End of decade sales target of more than \$1B, now delayed by one year
- Awarded new vision business with a premium EU* based customer utilizing Autoliv developed algorithms
- During 2017 we anticipate that our core Vision and Radar products will grow slightly lower than the market



🚗 Active Safety organic sales* growth ~16% for FY'16, lower growth as indicated earlier

(*) Non-US GAAP measure, (**) Europe (EU).

Looking ahead - 2017

Executing towards our end of decade targets

■ Growth and Margins

- Organic sales* growth ~4%, >2 times better than LVP**
- Growth from Acquisitions ~1% (ANBS JV**)
- Adjusted operating margin* ~8.5%

■ Capital Structure

- Operating cash flow >\$0.8B, excluding any discrete items
- Leverage ratio* within our long-term target range of 0.5 to 1.5 times
- Strong balance sheet for an uncertain macro environment and M&A opportunities

■ Company Transformation continues

- Improve utilization of vertical integration investments, integration of acquisitions and implementation of capacity alignment
- Investments for growth:
 - CapEx near the high-end of the range of 5 to 6% of sales and RD&E at the high-end of our range of 6.5 to 7% of sales
 - Exploring further strategic opportunities for growth

🚦 A balanced approach to growth, margins and capital deployment for the long-term

() Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, (**) Light Vehicle Production (LVP) according to IHS @ January 16, 2017 Autoliv Nissin Brake Systems Joint Venture (ANBS JV).*

Key Launches during 2017

Passive Safety and Electronics



Combined these models represent around 5% of Autoliv annual sales

Overall Market Conditions

Macro environment remains mixed and uncertain

■ Asia

- China sales** recovery continues, LVP* increase ~3% YoY for Q1'17
- Japan LVP increase >6% YoY for Q1'17
- RoA LVP decline of ~2% YoY for Q1'17

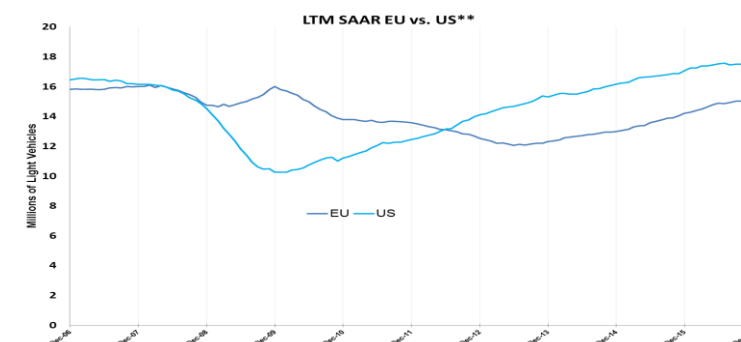
■ Americas

- US SAAR** LTM flattening, inventories** dropped to 62 days or ~3.9M vehicles
- North America LVP increase ~2% YoY for Q1'17
- South America seems to be near a trough, LVP decline ~2% YoY for Q1'17

■ Europe

- EU27** vehicle registrations continue to show a steady recovery
- LVP is expected to increase ~6% YoY for Q1'17 whereof WEU is expected to increase ~5% YoY

FY 2017 LVP*		
Region	Vehicles (Millions)	YoY Chg.
China	26.6	+3%
Japan	8.7	+2%
RoA	12.8	+3%
North America	16.4	(2)%
South America	2.8	+1%
Europe	21.8	+2%
Global	91.5	+1.6%



🚗 In Q1'17 the global LVP* is expected to increase ~3% YoY and decline sequentially by ~6% from Q4'16

(*) Light Vehicle Production (LVP) according to IHS @ January 16, 2017, Year over Year (YoY), Western Europe (WEU), (**) Source: ACEA, Ward's Auto, CAAM.

Q4'16 Highlights

Solid performance

■ Financial Performance

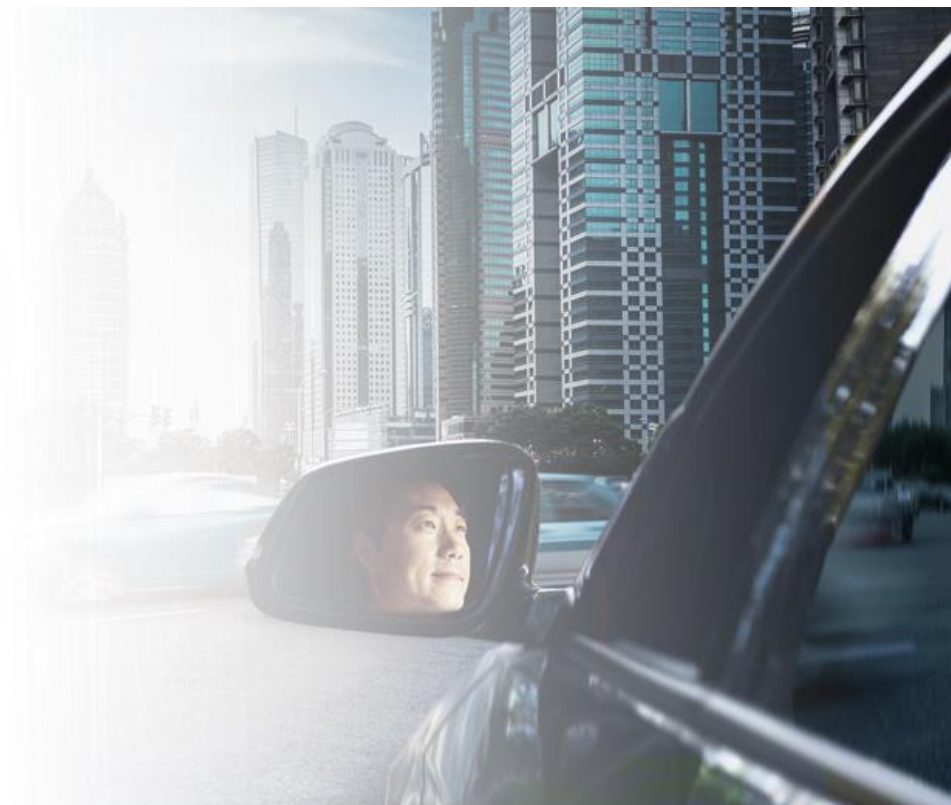
- Organic sales* growth ~1% (including 3 fewer days affect of 5pp) vs. LVP** increase ~7%
- Operating margin* 9.3%
- EPS* \$1.71 and Operating cash flow \$294M

■ Capital Structure

- \$51M returned to shareholders through dividends
- RoCE* ~23%, RoE* ~15%, Leverage ratio 0.4 times

■ Electronics

- Segment sales growth ~26% (including acquisitions)
- ANBS** awarded new business with a D3** customer
- Active Safety awarded new vision business with an EU based customer
- Signed definitive agreement with VCC** to form a software JV** “Zenuity”



🚦 Slightly better than guided organic* sales growth and operating margin*

(* Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, Earnings per share (EPS), Return on Capital Employed (RoCE), Return on Equity (RoE), (**) Light Vehicle Production (LVP) according to IHS @ January 16, 2017, Autoliv Nissin Brake Systems (ANBS), D3 (GM/Ford/FCA), Volvo Car Corporation (VCC), Joint Venture (JV).

Q4'16 Strong Performing Models

Contributing to our overall organic sales* growth



🔊 Q4'16 organic sales* growth ~1% (including 3 fewer days effect of ~5pp), all of these models include our Electronics products except the Fiat Tipo

(*) Non-US GAAP measure.

Q4 Financial Overview

Record sales and gross profit

(US \$ Millions unless specified)	2016		2015	
Sales	\$2,604		\$2,520	
Gross Profit	\$534	20.5%	\$521	20.7%
Operating Income*	\$243	9.3%	\$279	11.1%
EPS* (assuming dilution)	\$1.71		\$2.08	
RoCE*	23%		29%	
RoE*	15%		21%	
Operating cash flow	\$294		\$321	
Dividend per share	\$0.58		\$0.56	
GLVP** (annual run rate)	96.9M		90.4M	



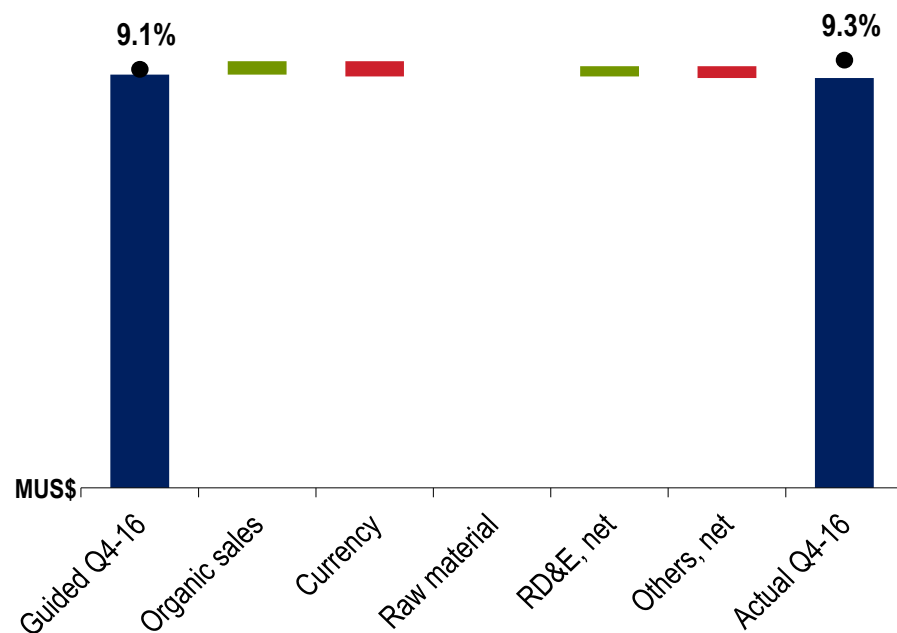
Discrete tax effects negatively impacted EPS during the quarter

(*) Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, Earnings per share (EPS), Return on Capital Employed (RoCE) and Return on Equity (RoE), (**) Global Light Vehicle Production (GLVP) according to IHS @ January 16, 2017.

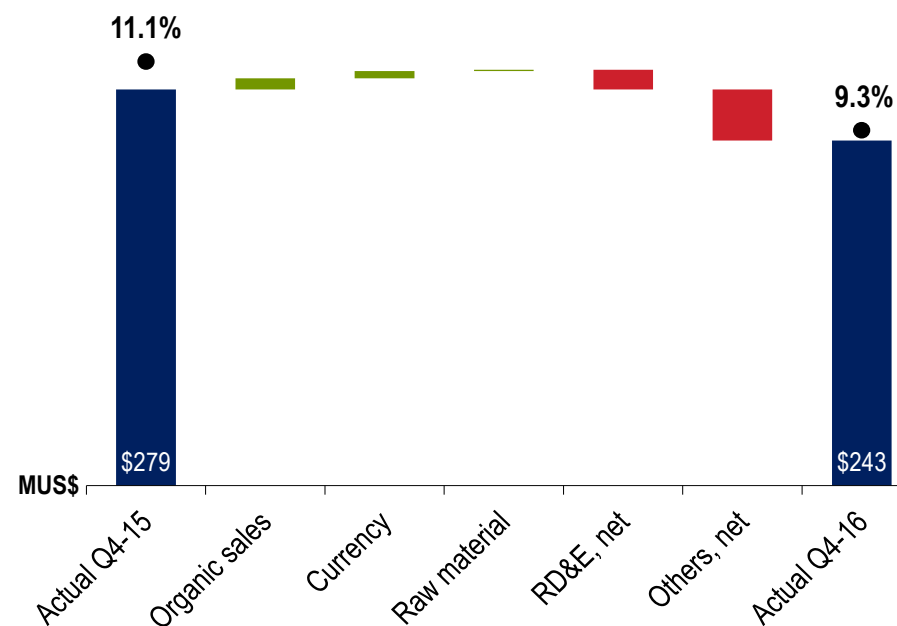
Operating Income* and Margin* Bridge

Q4'16 vs. Guidance and Prior Year

Q4'16 vs. Guidance (20 bps better)



Q4'16 vs. Prior Year (180 bps lower)



Operating margin* 9.3% includes 50 bps increase in RD&E, net and 70 bps of negative acquisition effects YoY

(* Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters.

FY Financial Overview

Record sales and gross profit

(US \$ Millions unless specified)	2016		2015	
Sales	\$10,074		\$9,170	
Gross Profit	\$2,057	20.4%	\$1,844	20.1%
Operating Income*	\$885	8.8%	\$893	9.7%
EPS* (assuming dilution)	\$6.75		\$6.65	
RoCE*	21%		24%	
RoE*	15%		17%	
Operating cash flow	\$868		\$751	
Dividend per share	\$2.30		\$2.22	
GLVP** (annual run rate)	90.1M		86.0M	



Operating Cash flow 2nd highest year ever

(*) Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, Earnings per share (EPS), Return on Capital Employed (RoCE) and Return on Equity (RoE), (**) Global Light Vehicle Production (GLVP) according to IHS @ January 16, 2017.

FY Segment Reporting

Strong growth in all product areas

	Organic Sales* Growth (%)	Operating Margin (%)		CapEx (%)		D&A (%)		Headcount	
		2016	2015	2016	2015	2016	2015	2016	2015
Passive Safety ***	6.0	10.3	8.8	5.0	5.3	3.5	3.5	63,134	59,861
▪ Airbags	6.1								
▪ Seatbelts	5.4								
Electronics ***	13.3	2.8	4.1	4.6	3.3	4.3	3.1	6,778	4,080
▪ Passive Safety Electronics	12.3								
▪ Active Safety Products	16.1								
▪ Brake Control Systems	n/a								
Autoliv	7.2	8.4	7.9	5.0	5.1	3.8	3.5	70,293	64,088
GLVP **	4.7%								

Passive Safety operating margin includes antitrust related settlements and capacity alignments

(*) Non-US GAAP measure, (**) Global Light Vehicle Production (GLVP) according to IHS @ January 16, 2017, (***) Segment reporting, organic growth refers to net sales for the segments and external sales for product groups.

Cash Flow

Investments for growth and shareholder returns

(US \$ Millions unless specified)	Q4'16	Q4'15	2016	2015	2014	2013	2012
Net Income	144	186	562	458	469	490	486
Depreciation & Amortization	104	89	383	319	305	286	273
Other, net	(16)	13	1	0	42	43	10
Change in operating WC *	62	33	(78)	(26)	(103)	19	(80)
Operating cash flow	294	321	868	751	713	838	689
Capital Expenditures, net	(159)	(116)	(499)	(450)	(453)	(379)	(360)
Free cash flow **	135	205	369	301	260	459	329
Acquisitions, net	0	0	227	128	(1)	2	(3)
Dividends paid	51	49	203	196	195	191	178
Shares repurchased	0	0	0	104	616	148	0

Acquisitions, CapEx for growth and Shareholder returns ~\$0.9B in 2016 & 2015

(*) Non US GAAP measure, (**) Non-US GAAP measure, before acquisitions, reconciliation to free cash flow is provided above.

Looking Ahead

Q1'17 Guidance

▪ Sales

- **Organic* sales growth >3% YoY****

- Mainly related to strong growth in Europe, China, India and South America partially off-set by lower inflator replacements

- **Acquisition effect ~5% YoY****

- **Sequential consolidated sales ~(1)%**

- Mainly due to the normal seasonal effects

▪ **Operating Margin* ~8%**

- **YoY****

- Positive effects from organic* sales growth and currencies are more than offset by negative impact from commodity prices, planned higher RD&E net and costs related to the ramp-up of capacity and new technologies for growth along integration costs and the impact from acquisitions

- **Sequential**

- Lower consolidated sales net effect

🚫 Q1'17 margin negatively impacted by investments for growth in RD&E net and acquisitions related to the ANBS JV**

(*) Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, (**) Year over Year (YoY), Autoliv Nissin Brake Systems Joint Venture (ANBS JV).

Looking Ahead

FY'17 Indication

▪ Sales

- **Organic* sales growth ~4% YoY****

- Mainly related to strong growth in Europe, China, Japan, India and Active Safety partially offset by lower inflator replacement sales

- **Acquisition effect ~1% YoY****

- **Currency translation effect ~(3)% YoY****

- Primarily due to the continued strong US\$

▪ **Operating Margin* ~ 8.5%**

- **YoY****

- Positive effects from organic* sales growth and currencies are more than offset by the negative impact of commodity prices, planned higher RD&E, net and costs related to the ramp-up of capacity and new technologies for growth along integration costs and the impact from acquisitions

📌 FY'17 early Indication implies a stronger 2nd half for 2017

(*) Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, (**) Year over Year (YoY).

Financial Outlook

2017

	Q1'17	FY'17
Sales		
Organic*	>3%	~4%
Acquisitions	~5%	~1%
Fx**	<(3)%	~(3)%
Consolidated Sales, net	>5%	~2%
Operating Margin*	~8%	~8.5%

Exchange rates**	Q1'17	FY'17
EUR / US\$	1,0580	1,0592
US\$ / JPY	114,72	114,22
US\$ / KRW	1185	1182
US\$ / MXN	21,50	21,56
US\$ / CNY	6,91	6,90

🔴 Strong organic* sales growth and operating margin* for FY'17 despite a significant step-up in investments in RD&E net

(*) Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, (**) Mid-January 2017 exchange rates.



Each year, Autoliv's
products save over
30,000 lives

autoliv.com

Autoliv