### Autoliv

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## **Road to Success**



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



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



#### AUTOMATED DRIVING & CONNECTIVITY



NEW MOBILITY



**CLEAN MOBILITY** 



## 1900

5<sup>th</sup> Avenue New York City Easter Day 1900



### 1913

#### 5<sup>th</sup> Avenue New York City Easter Day 1913

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#### More than 100 years of innovation – and a Car is still a Car





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# Success factor: Technology, Innovation and Agility





The Veoneer brand will be a visionary pioneer in automotive electronics, ADAS, automation and new mobility

### **Different visions of Autonomous Driving...**







#### **Additional benefits to consumers**





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



(\*) Active Safety includes: Radar, Vision (Forward looking Mono/Stereo/Night), Advanced Driver Assist Electronic Control Unit, Positioning Modules.



### **Autoliv Electronics – A strong footprint**



\* FY2017

**Autoliv** 

### Autoliv Electronics- a strong basis for customer trust Our Passive Safety quality journey extends really well into Electronics





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# Autoliv Electronics – Among the broadest safety electronics product portfolios in the world





# Autoliv Electronics – Top 2 market share position in 2016 for RCS and Active Safety





## Active Safety – building for the future



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### **Real life safety**

#### Standardized Test Scenarios

#### **Real Life Situations and Benefit**







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#### Why We Are Here - The Road Towards Saving More Lives Mitigating the Future?

#### **Global Traffic Fatalities (millions)**



#### Source: Autoliv Research

#### **Driver Confidence**

- Today's safety technology in all new vehicles
- Consumers willingness to buy and use
- Confidence in the vehicles' perception

#### **Occupant Trust**

- Driver co-pilot and shared control
- The driver considers the vehicle intelligent
- Eventually full trust in the vehicle to drive





### AD is estimated to be <10% of the market in NA by 2025



#### **Estimated Take Rates of SAE Level1-4 Take Rates**

Estimates show SAE L4 gain 5% traction 2025

#### SOURCE: Goldman Sachs

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 Most of the volume in the market will be advanced driver assistance systems, with autonomous driving comprising less than 10% by 2025.



### **Active Safety Sensor Market**



\*) Active Safety Market includes Radar (Front/side/rear), Forward looking Cameras (Mono/Stereo/Night Vision), Other (Advanced Driver Assist Electronic Control Unit, LiDAR).



### Active Safety – Customer snapshot

	Customer	F	RADAR		V	ISION	*	AD	AS EC	U		LIDAF	2								
2013 Represents >90% of global light vehicle production	Customer 1																				
	Customer 2																				
	Customer 3																				
	Customer 4																				
	Customer 5																				
	Customer 6																				
	Customer 7																				
	Customer 8																				
	Customer 9																				
	Customer 10																				
	Customer 11																				
	Customer 12													Awarded							
	Customer 13													business							
	Customer 14													Technical							
	Customer 15													Qualification							
	Customer 16																				
	Customer 17													Bid List							
	Total	5	5	5	3	1	1	1	1	1	0	0	0								

**Autoliv** 

\*Vision based on Autoliv developed algorithms,

### **Electronics– Customer snapshot**



\*Vision based on Autoliv developed algorithms,

**Autoliv** 

### Active Safety Revenue\* by OEM group



(\*) Non-US GAAP measure excludes costs related to Antitrust matters and capacity alignment, (\*\*) Active Safety, (\*\*\*) Compound Annual Growth Rate 2017 to 2020 and 2017 to 2022 assuming 2017 LTM as of Q2'17.



## Order Intake Annualized sale

Active Safety





(\*) \$ value represent expected average annualized sales from respective years order intake, historic data is based on CMD material.



### **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)





### **New Launch Q1-2018**





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### **Autoliv Active Safety Sales Growth**

CMD Target: 2020 Sales target of >\$1B

Active Safety Sales – US\$ Billion



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



(\*\* CAGR Compound Annual Growth Rate. (\*\*) Last Twelve month sale as of June 30,2017.

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## Electronics – building for the future technology



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### Content

- Needs for Automated Driving
  - Overall needs (sensors, system approach, safety, validation, mapping and connectivity)
  - Cooperation models
- Technology Portfolio (sensor to system supplier)
  - ALV sensor portfolio
  - System approach
- Zenuity
  - Setup/model & cooperation model
  - Roadmap
- Advancements in Vision technologies
  - Essentials in next steps in Vision technologies (sensor, processing, camera setup/coverage)



# Needs for Automated Driving



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## Defining ADAS (L2) vs. AD (L4)

Supervised vs Unsupervised

#### DRIVER RESPONSIBLE



- Driver responsible to intervene whenever needed
- Limitations: Lane markings, road design, oncoming objects, pedestrians, animals, restrictions in steering / braking / acceleration force that can be applied

#### MANUFACTURER RESPONSIBLE



- Tested on and expects extreme situations
- Takes precautions, takes decisions
- Driver free to do something else
- Overall safety requirement: Fewer caused accidents (by some margin) than humans



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





#### Active Safety Product Offering Products





### **The Developing Eco-System**

Zenuity bringing Sensor Fusion, Decision and Control





### **Autoliv's Business Model**



Autoliv could offer the complete set of modules / features at each level of modularity (global system, sensors, ADAS ECU, SW features) from single component to complete global systems

Customers could concentrate on the contents that could be differentiating for him versus competitor



### **Top-Down System Layers**







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### **Data Collection**

- Thousands of hours of data corresponding to millions of km required to get statistical relevant results for each function
- Data collection required with a suitable distribution, geographically spread, different weather, seasons, time
  of day, different use cases
- Data distribution planned together with OEM and based on ALV experince from sensor performance
- Collected data marked by data marking team with relevant instructions from development team
- Example of data collection scene distribution:



Figure 6. Coverage of NV data collection in USA as of 2012-02-21. The numbers in the figure indicates the number of recorded files recorded around the location of the colored circle.



Figure 5. Coverage of NV data collection in Europe as of 2012-02-21. The numbers in the figure indicates the number of recorded files recorded around the location of the colored circle.



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# Active Safety Technologies



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Leading radar sensors to cover complex real life driving scenarios

Autoliv develops leading 24GHz and 77GHz Radar sensor systems. Using unique Radar Signal Processing methods and very high bandwidth allow best in market performance.







#### Safety Electronics Technology New Vision Systems and Algorithms

#### 2017 Mono Vision AEB (3rd Generation)

- Mono Camera with Autoliv Vision based AEB
- Cost effective solution to meet NCAP 2018 (Lane, AEB, TSR)

#### 2019 Mono and Stereo Vision (4th Generation)

- Next generation Stereo and Mono cameras
- Support Automated Driving and NCAP 2020
- Conquered two more customers, accepting Autoliv algorithm solution

#### 2022+ Next generation Vision systems (5th Generation)

- High resolution imagers
- Advanced algorithms and processing
- Multiple camera support



NCAP Driver Assist Automated Driving support



### **Development Engineering Vision Systems**

#### > 500 Engineers & technicians

- Majority with MSc in relevant areas
- ~ 10% with research education (PhDs or higher)
- > 50% in Image Processing
- Current customers VW/AUDI/Porsche/BMW/Daimler/GM
- > 15 years automotive experience with vision systems

#### **Core competences:**

- Image processing algorithms and software (Mono, Stereo, FIR & Fusion) Stereo, optical flow, neural networks, object segmentation classification and tracking
- Image processing electronics including processing platforms and image sensors
- Optics and camera design
- Testing, validation and data collection (large infrastructure for data storage, Hardware in Loop and data marking)
- CAN/-FD, Flexray, AutoSar, Ethernet and ADTF in development and/or serial production
- Database size: 3PB (2016), 17PB (2017), 27PB (2018-19)

#### **Supporting Development sites/Partners**

- Autoliv Electronics Romania, Detroit-US, Munich-DE, Goleta-US, Japan and China
- Hella Aglaia (Berlin), External development in Croatia & Serbia
- Linköping, Gothenburg and Uppsala Universities
- Swedish Defense Research Lab.





NV launch 2008 first PD Single Camera FIR based system on the market 2013 animal detection system

BMW Innovation award 2011 for V/NV successful launches



World best Stereo Vision Technology in production 2015 OEM SOP in 2017 using Mono Vision for AEB



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#### LiDAR Sensing to Complement Vision and Radar

2018	AUTONOMOUS (L4/5)	2021	PREMIUM OEMs (L3/4)	202	24 MASS MARKET (L3/4) 20	027
	WAVE 1		WAVE 2		WAVE 3	
Veloo	Mobility as Service Drives Market led by New Entrants		<section-header><section-header></section-header></section-header>			
	Velodyne LiDAR <sup>®</sup> 360° Surround Scan 200m range		Forward Looking, 200m, Complement to Radar + Vision Velodyne and Autoliv working togeth o develop a consumer vehicle LiDA	er R	Success of Mass Market LiDAR Dependent on Cost/Performance Evolution vs. Vision and Radar	
					<b>Complement</b> or <i>Competitor?</i> to Vision and/or Radar	



Higher performing computing platforms

Autoliv develops customized ADAS/AD ECU technology and provides outstanding functional safety integration capability



- Connectivity
- Cyber Security
- Multi SoC integration
- Deep Learning Acceleration





#### Far Infrared Technology (Night Vision)

- Far Infrared was introduced into automotive market in late 1990's and has grown to over 30 vehicle lines by 2017
- Termed "Night Vision" but has many other benefits to handle challenging situations enhancing highly autonomous driving performance.

#### 2013 Night Vision (3<sup>rd</sup> Generation)

- Single FIR Camera design
- Animal and Vehicle Detections

#### 2020 Night Vision (4<sup>rd</sup> Generation)

- Improved Field of View and detection distances
- Reduction in Size, Weight and Cost
- Enhanced algorithms for Animal and Vehicle Detections
- Highly Autonomous Driving applications





Roadscape – Positioning, Mapping and V2X Connectivity...

#### 6<sup>th</sup> Gen Positioning Module

Best in Class Accuracy

#### V2V DSRC + Horizon Module

Secure, Small Footprint

#### **Digital Mapping & Horizon Module**

- SD + HD + Sensor Maps
- Real-time Updates
- Map Streaming





Monitor driver behavior to improve comfort, safety and automated driving

#### **Driver Monitoring Systems**

- Innovation for growing interior safety market and autonomous driving
- Synergies with partner, Seeing Machines, to improve speed to market
- Focus to provide best in class accuracy and reliability in driver attention state
  - Reduce distracted driver accidents
  - Safe Hand-off wheel operation













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## ZENUITY INTRODUCTION

- First time a leading premium car maker has joined forces with a tier one supplier to develop new advanced driver assist systems (ADAS) and autonomous driving (AD) technologies.
- Automotive Safety is part of both companies DNA with a broad range of expertise and experience.
- This DNA combined with the new spirit of Zenuity is unique.





### ZENUITY WAY TO MARKET





### Zenuity today



## WHERE IS ZENUITY NOW?

#### **Product Overview**



#### 

### ZENUITY – the technology

#### World-class driver-assistance

Concrete ADAS offer in production now

More than 200 designed customer features

#### Self-driving technologies

Complete, from raw sensor data to vehicle actuators Volvo Drive-Me as development platform Deep learning integration demonstrated Automotive graded commercialization Connected safety in cloud

#### Establishing an eco-system



Tier1, OEM, Chipset AI, Cloud, Off-shore engineering, Map provider, Urban robotics, ...



#Makeitreal

### OEM TARGET MARKET



#### INNOVATION LEADERS Want a supplier that can help

them to deliver basic functions or develop non core features

#### AMBITIOUS OEMS & STARTUPS\*

Want comprehensive support to outpace the current innovation leaders

 FAST FOLLOWERS Want support to be seen as on par with innovation leaders

#### FOLLOWERS

Want to get to an acceptable level with a basic AD platform and the potential to add differentiating features

## Advancements in Vision technologies



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### **Autoliv Vision Roadmap ADAS to AD**



Best in class stereo vision : Autoliv algorithm development of mono and stereo vision



SVS2

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#### **Detection Distance Overview**



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

autoliv.com



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