

**More Lives Saved**



**More Life Lived**



# Earnings Call Presentation

2<sup>nd</sup> Quarter 2022

July 22, 2022

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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 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, general economic conditions, including changes in light vehicle production and inflation ; the impacts of the coronavirus (COVID-19) pandemic on the Company’s financial condition, business operations, operating costs and liquidity and the global economy; disruptions and impact relating to the ongoing conflict between Russia and Ukraine; fluctuation in vehicle production schedules for which the Company is a supplier; global supply chain disruptions including port, transportation and distribution delays or interruptions; supply chain disruptions and component shortages specific to the automotive industry or the Company; 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 and efficiency 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 restructuring 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; 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; higher expenses for our pension and other postretirement benefits, including higher funding needs for our pension plans; work stoppages or other labor issues; possible adverse results of pending or future litigation or infringement claims and the availability of insurance with respect to such matters; 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; our ability to meet our sustainability targets, goals and commitments; 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](http://www.sec.gov) or [www.autoliv.com](http://www.autoliv.com)

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# Q2'22 Progress in Customer Price Discussions

- A distressed global supply chain aggravated by lockdowns in China
- Strong sales outperformance vs. global LVP
- Operating income better than expected
  - Strong June performance from LVP recovery, price increases and patent litigation settlement
  - Negatively impacted by raw material costs, currency fluctuations, lower-than-expected and volatile LVP and lockdowns in China
- Price compensation for cost increases in raw materials, labor, logistics and utilities progressing – and continues
- Stepping up cost reduction actions
- Cash flow and balance sheet
  - Negative cash flow from adverse working capital mainly due to volatile LVP and timing effect
  - Debt leverage ratio\* at 1.7x
- Shareholder returns
  - Continued stock repurchases
  - Dividend of \$0.64 per share paid
- Autoliv and POC developing helmet with integrated airbag for cyclists



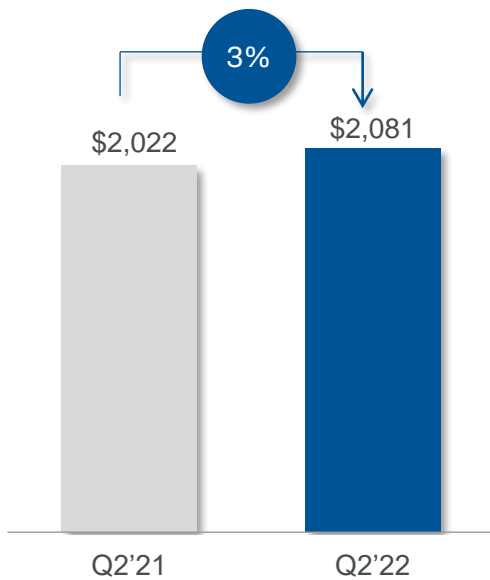
(\* Non-US GAAP measures)

# Q2'22 Financial Overview

Low LVP level, partly offset by customer compensations

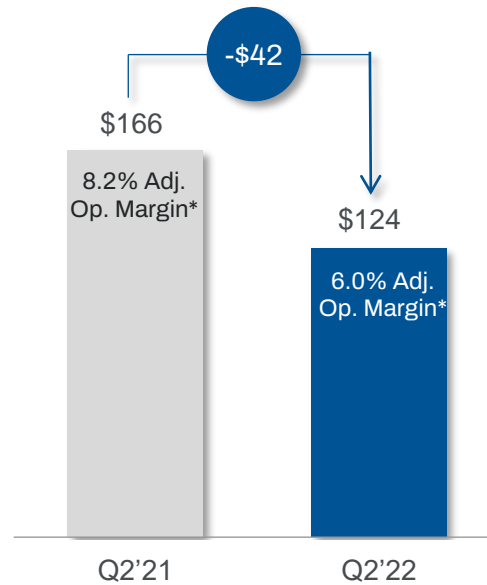
## Consolidated Sales

US\$ (Millions)



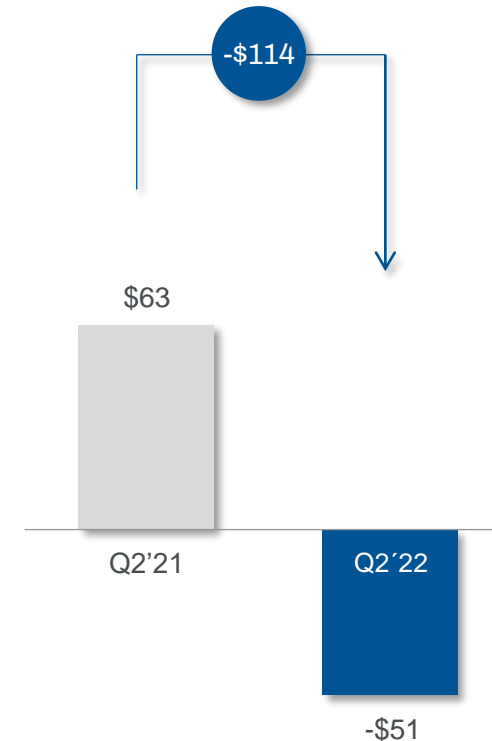
## Adjusted Operating Income\*

US\$ (Millions)



## Operating Cash Flow

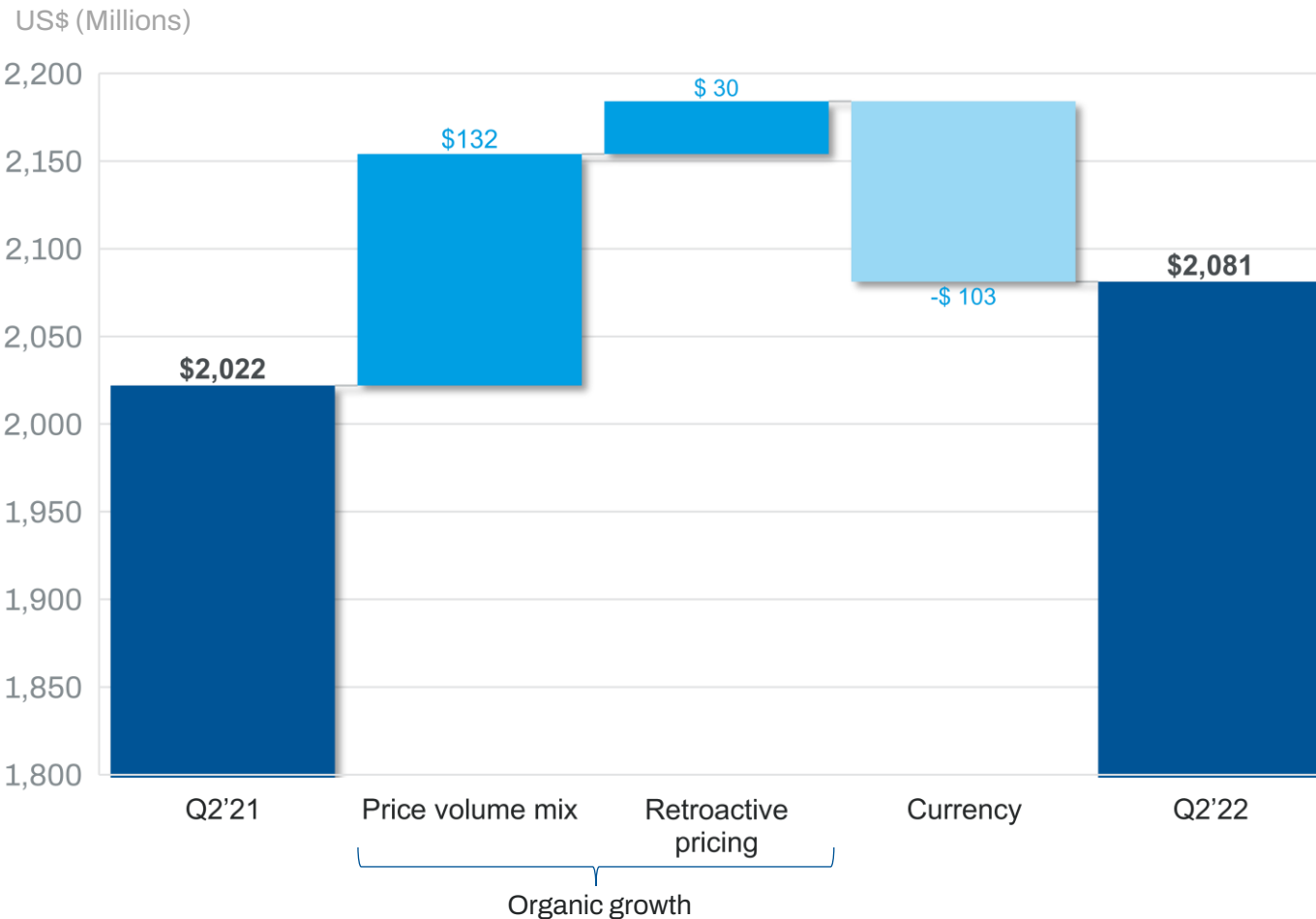
US\$ (Millions)



(\* Non-US GAAP measures exclude costs for capacity alignments)

# Q2'22 Sales Growth

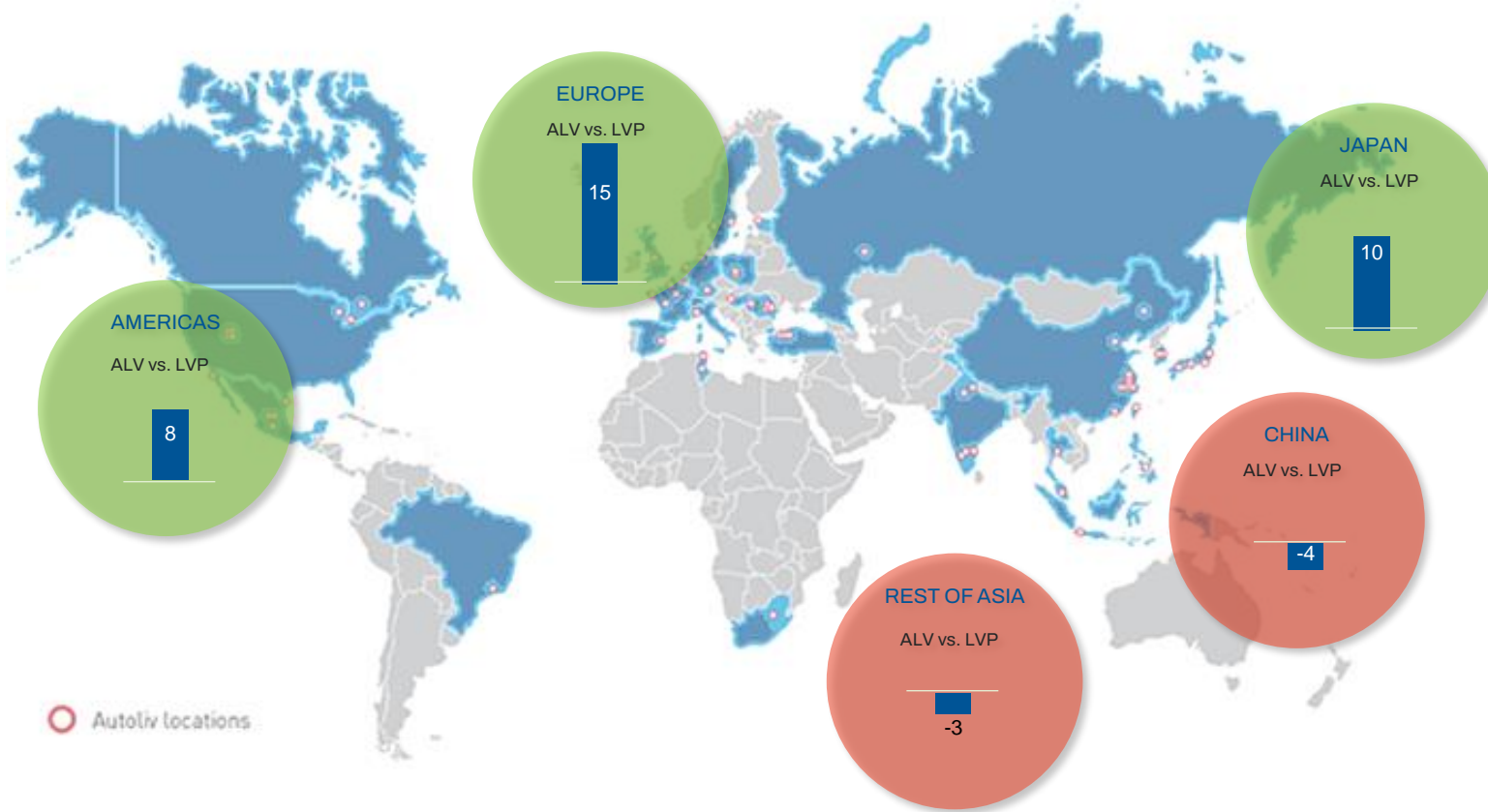
## Sales Bridge



(\*\*) Non-US GAAP measure.

# Q2'22 Organic Sales\* Growth - Outperforming global LVP by 7pp

Organic Growth\* vs. LVP\*\*  
(Percentage points)



(\* Non-US GAAP measure

(\*\*) Light Vehicle Production (LVP) according to IHS Markit @ July 2022

# Q2'22 Key Model Launches



VW ID. Buzz



Great Wall ORA Ballet Cat



Li Xiang L9



Range Rover Sport



Opel Astra Sports Tourer



Honda HR-V/ZR-V



Mercedes-Benz GLC



Mercedes-Benz EQE



Mercedes-Benz EQS SUV.



# Q2'22 Financial Overview

(US\$ Millions unless specified)	Q2'22		Q2'21	
Sales	\$2,081		\$2,022	
Gross Profit	\$326	15.7%	\$384	19.0%
Adj. Operating Income <sup>1</sup>	\$124	6.0%	\$166	8.2%
EPS (assuming dilution)	\$0.91		\$1.19	
Adj. RoCE <sup>1,2</sup>	13%		18%	
Adj. RoE <sup>1,2</sup>	12%		16%	
Operating cash flow	-\$51		\$63	
Dividend paid per share	\$0.64		\$0.62	
Stock repurchases	\$22		-	
Global LVP <sup>3</sup> (annual rate)	~72M		~72M	



- (1) Non-US GAAP measures exclude costs for capacity alignments  
 (2) Return on Capital Employed (RoCE) and Return on Equity (RoE)  
 (3) Light Vehicle Production (LVP) according to IHS Markit @ July 2022



# Q2'22 Adj. Operating Income\* Bridge

Vs. prior year

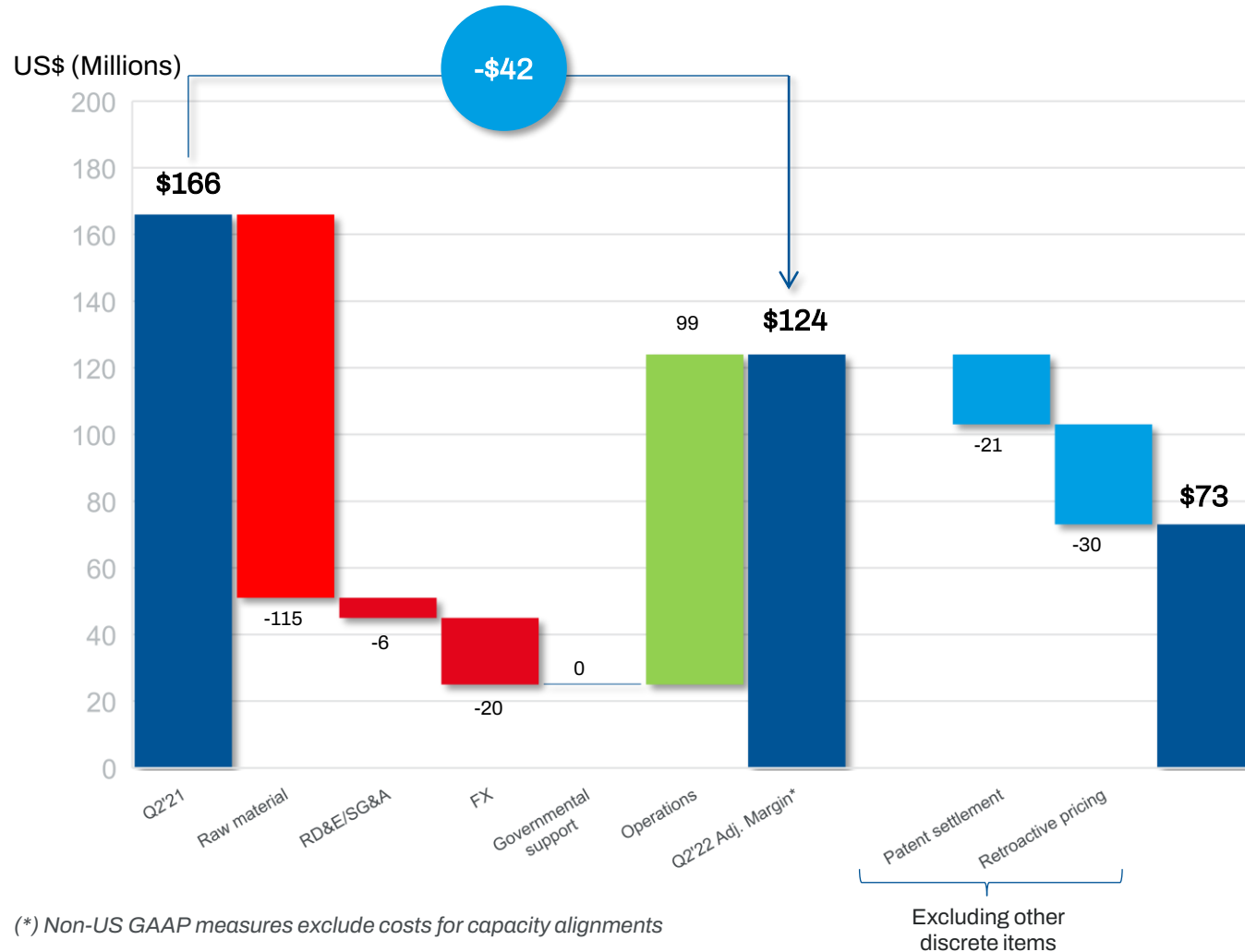


Profitability declined due to higher raw material costs, currencies and low and volatile LVP as well as lockdowns in China. This was to some extent offset by a strong performance in June driven by a recovery in LVP and discrete items

(\* Non-US GAAP measures exclude costs for capacity alignments)

# Q2'22 Adj. Operating Income\* Bridge excluding discrete items

Vs. prior year



Excluding the patent litigation settlement and retroactive pricing, the operating income was \$73 million in Q2'22

(\* Non-US GAAP measures exclude costs for capacity alignments)

# Cost Inflation Compensation Negotiations

- Seeking compensation for cost increases in raw materials, labor, logistics and utilities
- Negotiations are progressing and continue
  - Prices must reflect the changed cost environment
  - Focusing on substantial price increases
  - Some customer pricing are retroactive to cover costs incurred earlier in 2022
  - We are preserving our ability to seek further adjustments in the future should the need arise
- Implementing greater pricing flexibility into new contracts to account for changing costs



# Cash Flow

Temporary negative effects on working capital

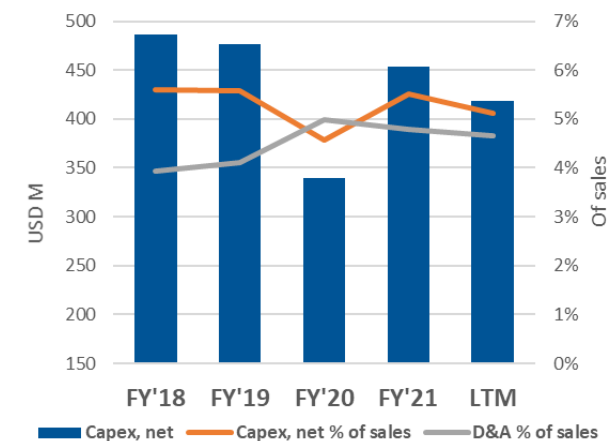
(US\$ Millions unless specified)	Q2'22	Q2'21	LTM	2021	2020
Net Income	79	\$105	338	\$437	\$188
Depreciation & Amortization	90	100	381	394	371
Other, net <sup>3</sup>	19	-16	-89	-15	13
Change in operating WC	-239	-125	-106	-63	277
<b>Operating cash flow</b>	<b>-51</b>	<b>63</b>	<b>524</b>	<b>754</b>	<b>849</b>
Capital Expenditures, net <sup>3</sup>	-139	-96	420	-454	-340
<b>Free cash flow<sup>1</sup></b>	<b>-190</b>	<b>-33</b>	<b>103</b>	<b>300</b>	<b>509</b>
Dividends paid	56	54	222	165	54
Stock repurchases	\$22	-	\$40	-	-

(1) Non-US GAAP measure, reconciliation is provided above

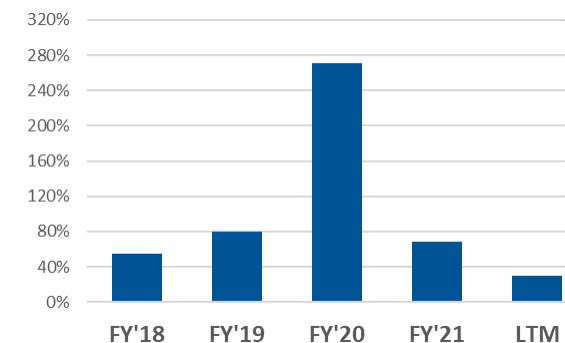
(2) Non-US GAAP measure, adjusted for EC antitrust accrual in 2018 and payment in 2019

(3) Includes income of \$80 million from sale in 2022 of property in Japan

## Capex and D&A



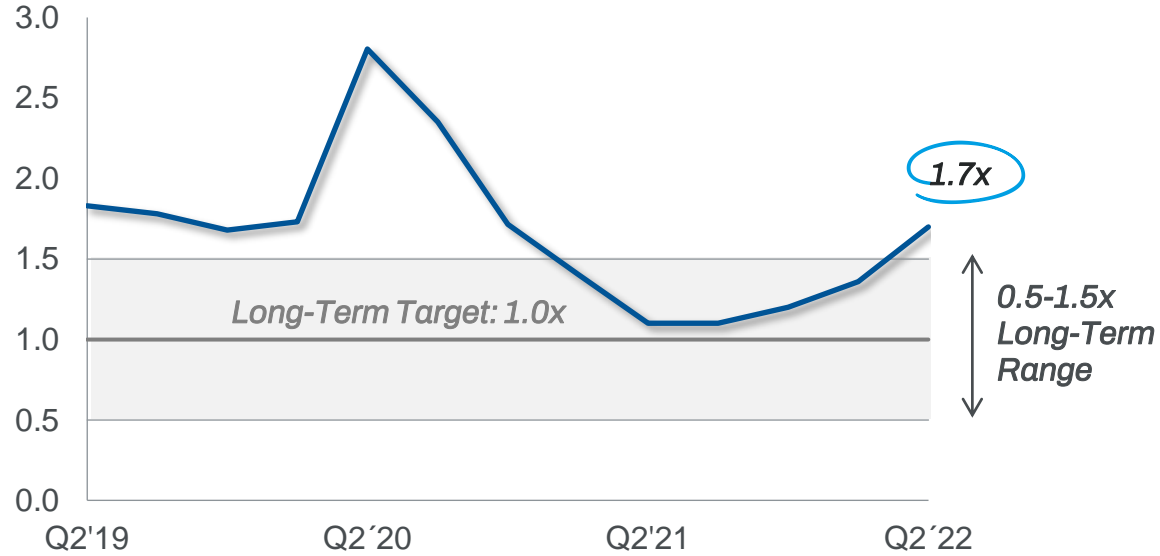
## Cash Conversion<sup>2</sup>



# Debt Leverage Ratio\*

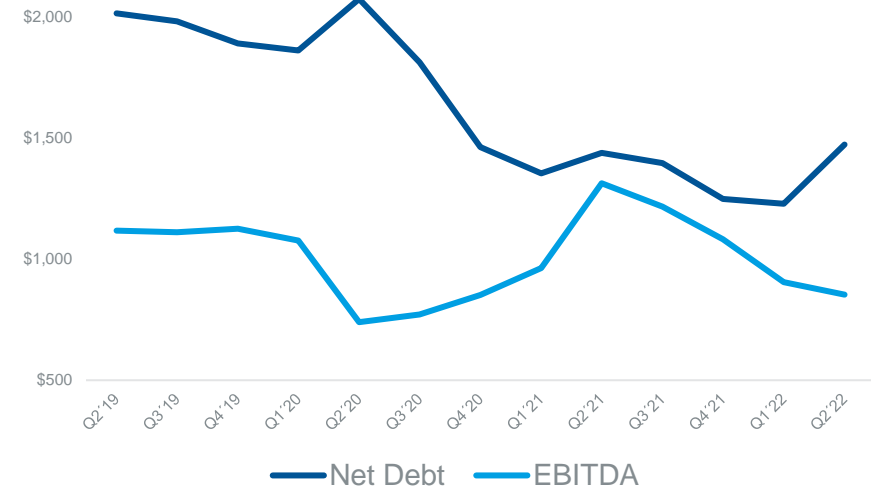
Net Debt\*/ EBITDA\*

x



Net Debt\* and EBITDA\* per the Policy

US\$ (Millions)



- Our Net Debt\* increased by **\$244M** from Q1'22
- EBITDA LTM decreased by **\$51M** from Q1'22

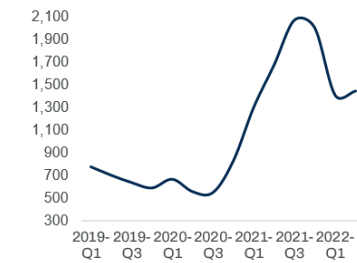
(\* Non-US GAAP measure, Leverage Ratio and Net Debt includes Pension Liability  
EBITDA calculation redefined to exclude other non-operating items and income from equity method investments

# Substantial Raw Material Cost Increases across all Commodities

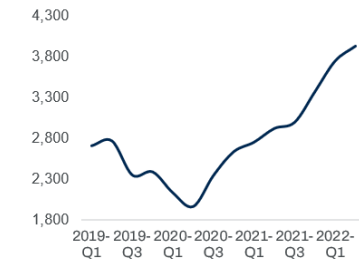
- Substantial full year 2022 headwind from raw materials
  - Commodity prices are down since their peak in early March, although they are still up year to date.
  
- In current price environment, raw material costs could be up to 5.5 pp in operating margin headwind for 2022
  - With similar year-over-year effects in all quarters

## IHS Markit Q2'22

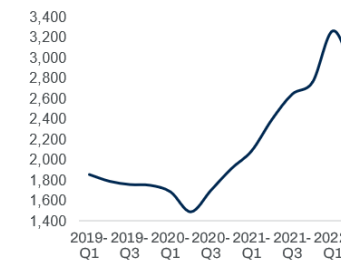
### Steel (\$/t)



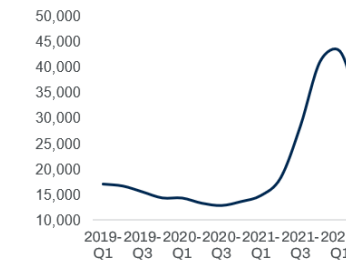
### Zinc (\$/t)



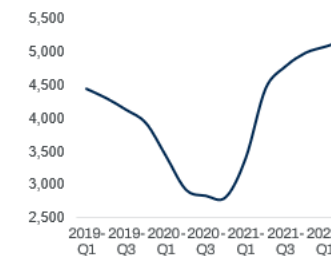
### Aluminium (\$/t)



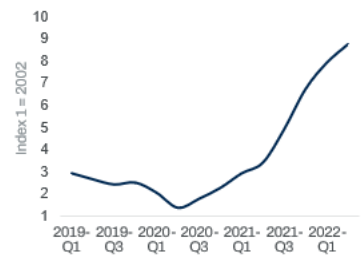
### Magnesium (RMB/t)



### Textiles: Nylon (\$/t)



### Energy

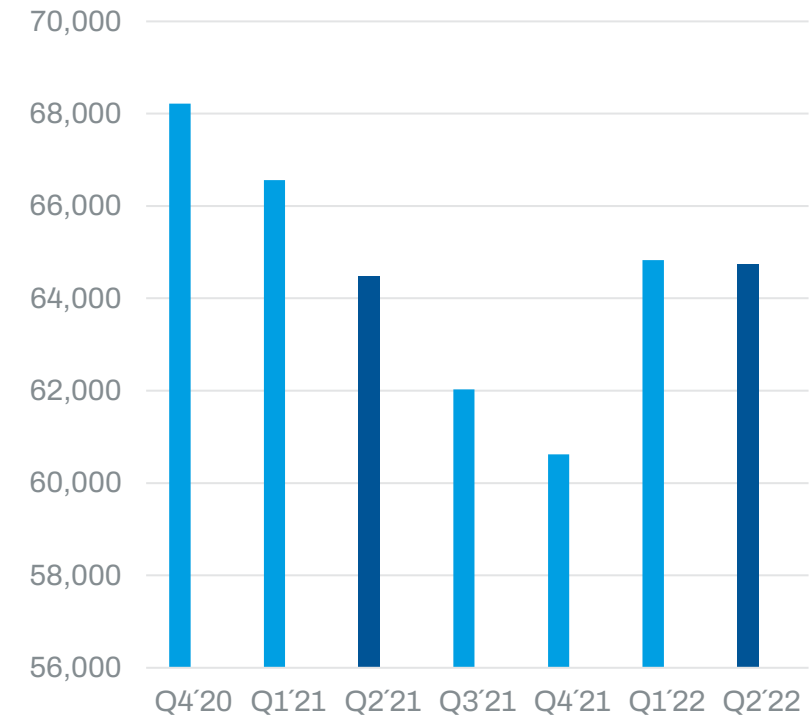


# Mitigating the Impact of the new Challenges

## Additional cost control measures

- **Margin Focus**
  - Y-o-Y headcount virtually unchanged despite higher sales
    - Reducing consultants and temporary employees
    - Direct Labor being adjusted to LVP levels
  - Cost saving and footprint initiatives according to strategic plan
    - Capacity alignment and footprint optimization activities ongoing in North America, Europe and Japan
    - Digitalization and automation projects deliver improvements
  - Reviewing and prioritizing certain projects
- **Capital Management**
  - Capital expenditure delays
  - Inventory management
  - Executing on the Capital Efficiency Program

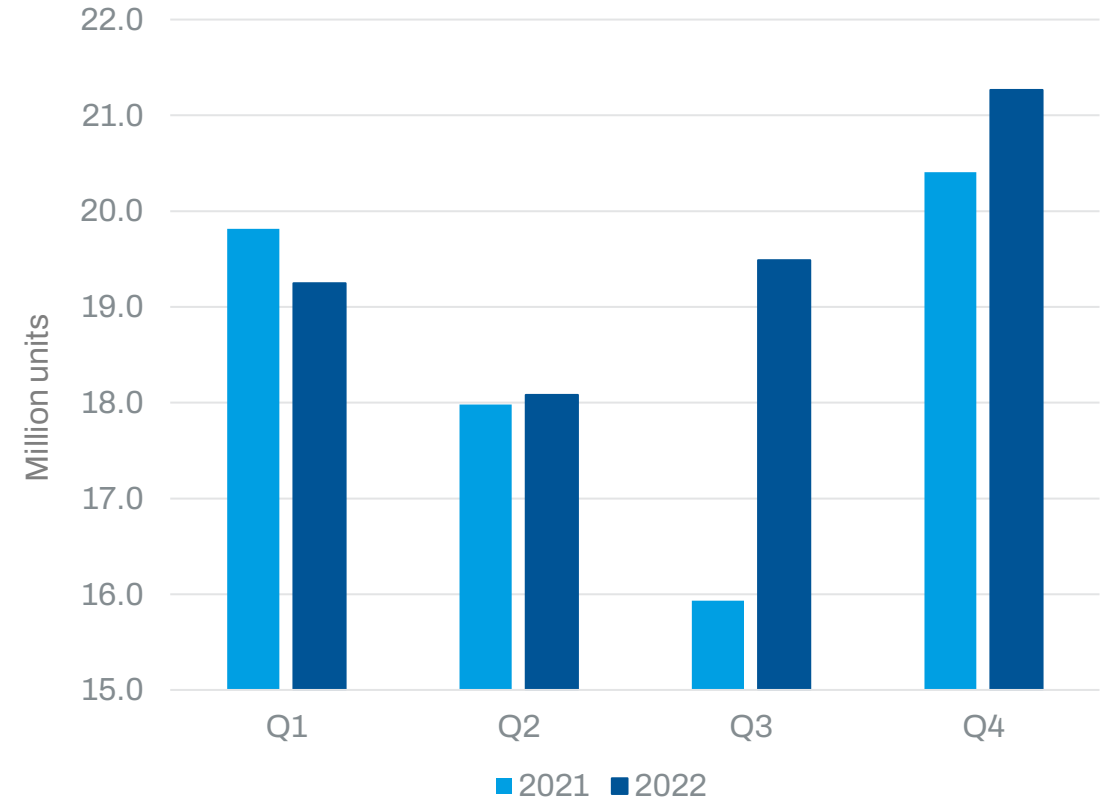
## Headcount development



# Expected LVP Recovery in H2'22

- Q2 seems to have been the low point
  - The lockdowns in China materially impacted the LVP
  - Continued headwinds from semi conductor shortages
  - Negative regional mix for Autoliv
- IHS Markit expects 3.4 million higher LVP in H2'22 compared to H1'22
- A more positive regional mix is expected in H2'22

Global LVP according to IHS Markit\*



(\* Light Vehicle Production (LVP) according to IHS Markit @ July 2022 Year over Year (Y-o-Y)



# Light Vehicle Production Outlook

Availability of automotive chips is expected to improve in second half of the year



**North America.** Sales of new vehicles remain well below demand, and well below sales a year ago.. The effects of the lockdowns in China, that affected production in the later part of the second quarter, are expected to improve gradually.



**Europe.** Volumes remain supply constrained with enough pent-up demand to buffer an affordability squeeze on the downside for 2022. We maintain an expectation for a recovery of volumes as supply constraints slowly start to ease.



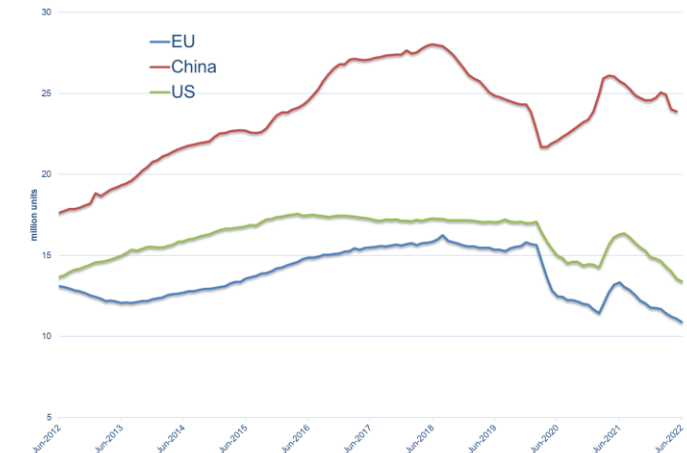
**China.** As lockdowns have lifted and demand stimulated by the purchase tax reductions, vehicle production is rapidly recovering. In fact, June light vehicle production for China were up over 30% year-over-year. However, continued supply chain challenges still exist limiting the level of growth.

The short-term production forecast continues to be based on the ability to produce vehicles not on the macro sentiment

(\* Light Vehicle Production (LVP) according to IHS Markit @ July 2022 Year over Year (Y-o-Y)

## Light Vehicle Sales LTM

(Million units)



### IHS Markit: Light Vehicle Production\*

Region	Q3'22	FY'22	
	YoY Chg.	Million Units	Y-o-Y Chg.
China	12.5%	23.8	2.0%
Japan	35.7%	7.5	2.8%
Rest of Asia	18.9%	12.1	7.9%
North America	27.4%	13.5	13.1%
South America	30.1%	2.8	7.3%
Europe	31.2%	16.2	2.8%
<b>Global</b>	<b>22.3%</b>	<b>78.1</b>	<b>5.3%</b>



# Business Outlook H2'22

- Continued strong outperformance vs LVP expected
  - Expect higher outperformance for the rest of the year
- Sequential margins improvement anticipated
  - Improved LVP volumes and stability
  - Price increases and other recoveries
  - Strict cost control
  - Gradually improved supply chain stability
- Higher investments to support growth and footprint optimization



# Full Year 2022 Indications

	Full year indication
LVP growth	2% to 5%
<b>Organic sales increase<sup>1</sup></b>	<b>Around 13% to 16%</b>
FX	Around -5%
<b>Adjusted Operating margin<sup>1</sup></b>	<b>Around 6.0% to 7.0%</b>
Tax rate <sup>2</sup>	Around 30%
<b>Operating Cash flow<sup>2</sup></b>	<b>Around \$750 to \$850 million</b>
Capex, net % of sales	Around 5.5%



(1) Non-US GAAP measures. Adjusted Operating margin excludes costs for capacity alignments, antitrust related matters and other discrete items, (2) Excluding unusual items

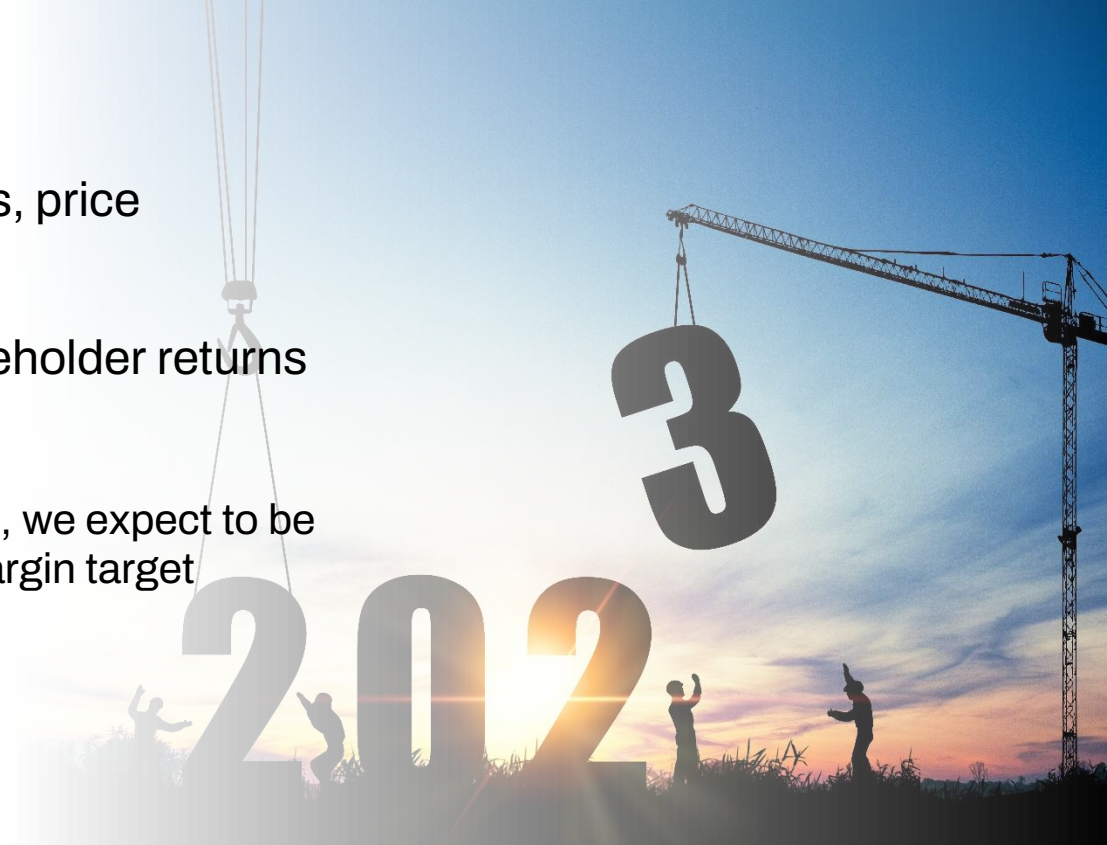
# Closing: Outlook Summary

- Continued strong outperformance vs LVP
- Sequential margins improvement mainly through higher sales, price increases and some level of market stabilization
- Balance sheet and cash flow should allow for continued shareholder returns
- Trajectory towards mid-term target
  - Based on our ongoing activities and current market assumptions, we expect to be back on a trajectory towards our mid-term adjusted operating margin target

No later than 2024

Adjusted Operating  
Margin\* Target  
~12%

- Stabilized GLVP >85 million
- Net RM headwind at FY2021 impact
- Strategic initiatives





# Saving More Lives

# Q2'22 Product Volumes

<b>Autoliv Quantities Delivered</b> (Millions unless specified)	<b>Q2'22</b>	<b>vs. PY** (%)</b>
<b>Seatbelts</b>	<b>31.1</b>	<b>0%</b>
▪ Pretensioners (of which)	19.6	8%
▪ Active Seatbelts (of which)	1.5	(2)%
<b>Frontal Airbags</b>	<b>13.1</b>	<b>4%</b>
▪ Knee Airbags (of which)	1.5	12%
<b>Side Airbags</b>	<b>23.1</b>	<b>6%</b>
▪ Chest (Thorax)	12.0	4%
▪ Head (Curtain)	10.7	7%
<b>Steering Wheels</b>	<b>4.4</b>	<b>3%</b>
<b>LVP* (Global)</b>	<b>18.1</b>	<b>1%</b>



# Definition of Symbols

 Driver and/or Passenger Airbags

 Seatbelts

 Side Airbags

 Head/Inflatable Curtain Airbags

 Knee Airbag

 Pyrotechnical Safety Switch

 Pedestrian Airbag

 Steering Wheel

 Front Center Airbag

 Bag-in-Belt

 EV / PHEV