# Innovation for Profitable Growth

Jordi Lombarte Incoming Chief Technology Officer





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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 forwardlooking statements, including without limitation, statements related to the completion and timing of the proposed spin-off; the future performance of the Passive Safety business on a standalone basis if the spin-off is completed; the expected strategic, operational and competitive benefits of the proposed spin-off and the effect of the separation on the Company and its stakeholders; 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, market trends, cash flow 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, higher than anticipated tax and other costs associated with the spin-off; disputes or operational difficulties resulting from the spin-off; expected benefits of the spin-off taking longer than anticipated to realize; 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; 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; 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.





# **Uniquely Positioned to Save More Lives**

Continuous innovation to reduce global traffic fatalities



### Focus on Real Life Safety



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More sophisticated safety solutions for future autonomous and electric vehicles





# The Road to Saving More Lives

Going Beyond Standardized Test Scenarios Towards Real Life Situations and Benefits

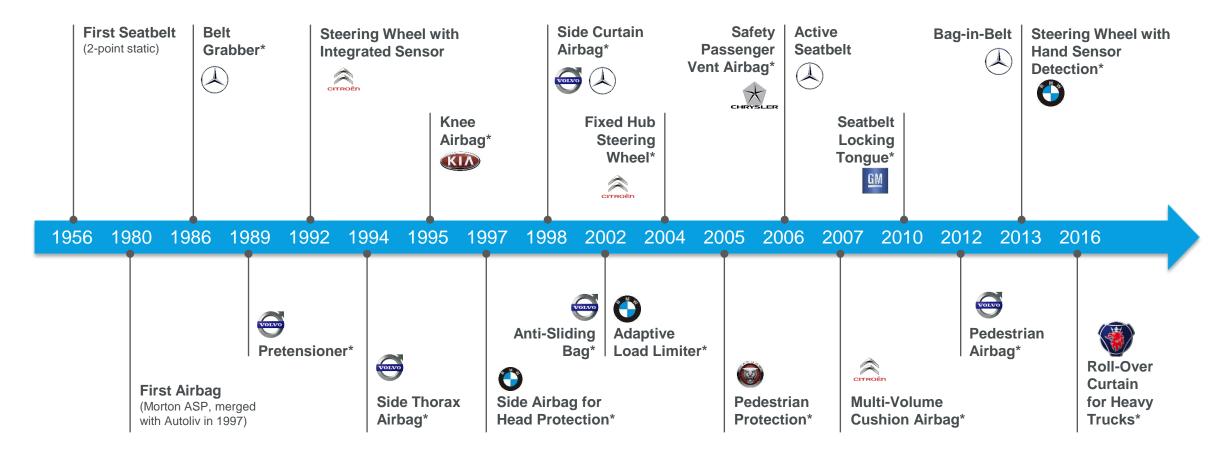






# Long Track-Record of Commercializing Industry Firsts

Deeply Integrated R&D Dialogue With Global Customer Base



\* Industry firsts

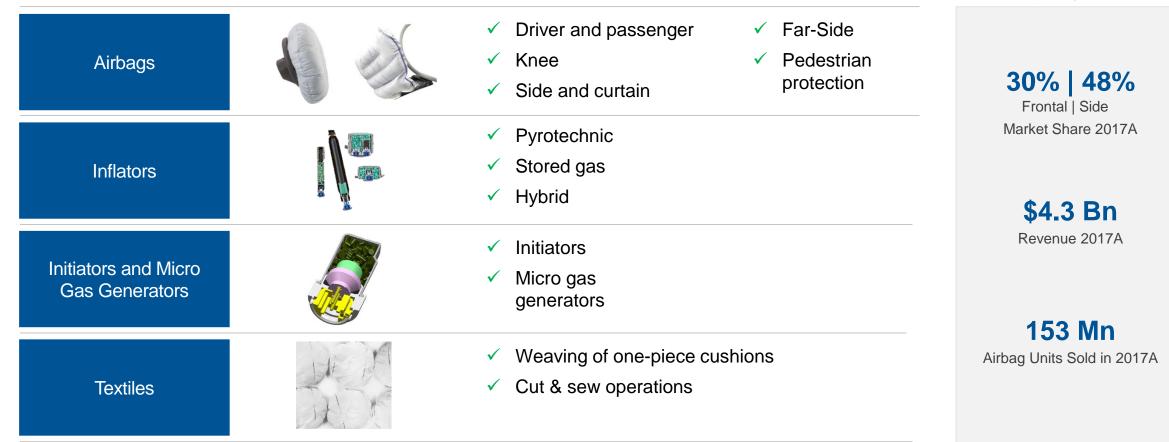




# **Market-Leading Full-Suite Product Offering**

Airbags – Snapshot

### **Product Portfolio Overview**





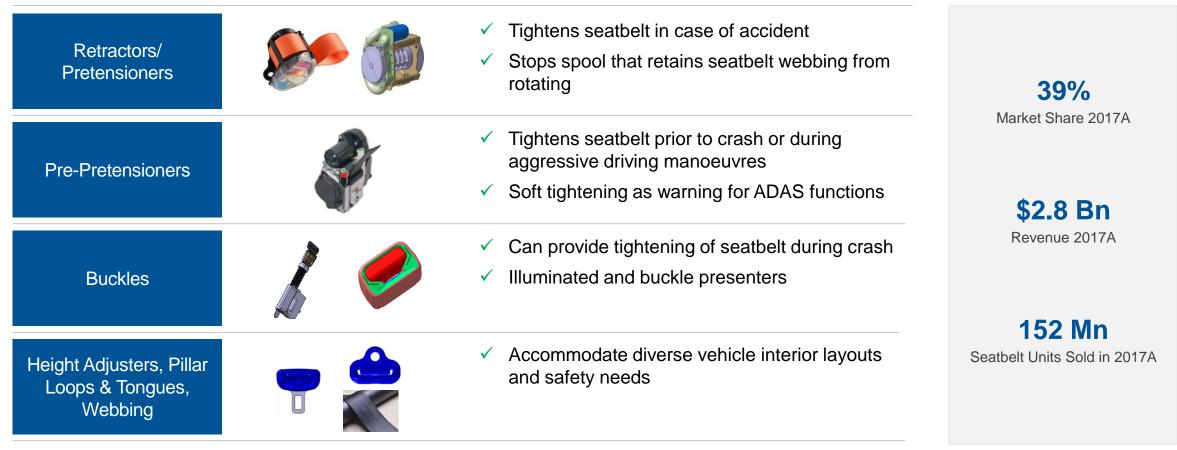
**Key Figures** 

# Market-Leading Full-Suite Product Offering (Cont'd)

Seatbelts – Snapshot

### **Product Portfolio Overview**

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**Key Figures** 

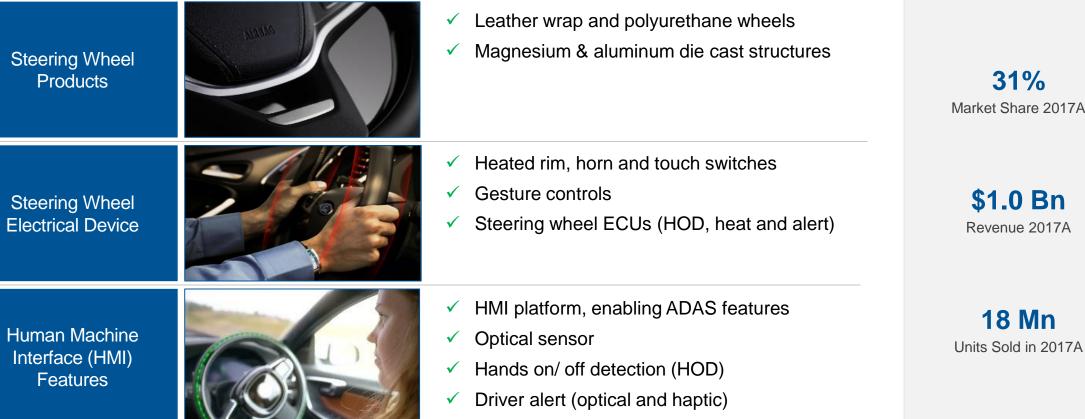
# Market-Leading Full-Suite Product Offering (Cont'd)

Steering Wheels – Snapshot

### **Product Portfolio Overview**

### **Key Figures**

Market Share 2017A



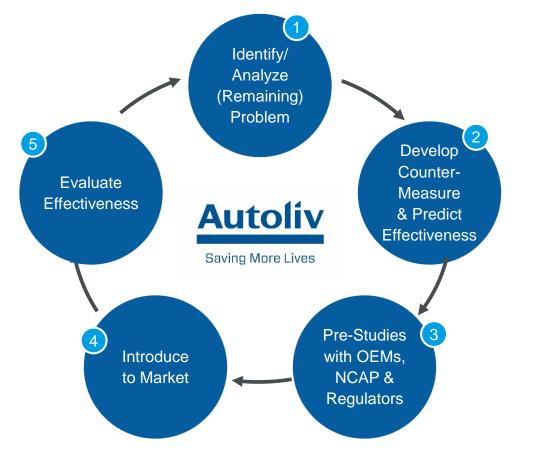
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# **Close Co-operation With Regulators for Higher Safety Standards**

Autoliv's Innovation Cycle Deeply Integrated With NCAP & Regulators

### Innovation Cycle & Path to Commercialization



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# **Case Study: Pop-Up Hood Market Introduction** 2001-2005<sup>(1)</sup>

- 1 Pedestrians: 20% of all traffic fatalities
- 2 Autoliv introduced Pop-Up Hood protection system in 2001
  - Decreases severity of head-to-bonnet impacts
- 3 NCAP initiated pedestrian tests from 2002
  - Pedestrian protection regulations introduced in 2005
- 4 Customer introduction to market in 2005
- 5 Significant reduction identified in pedestrian fatalities

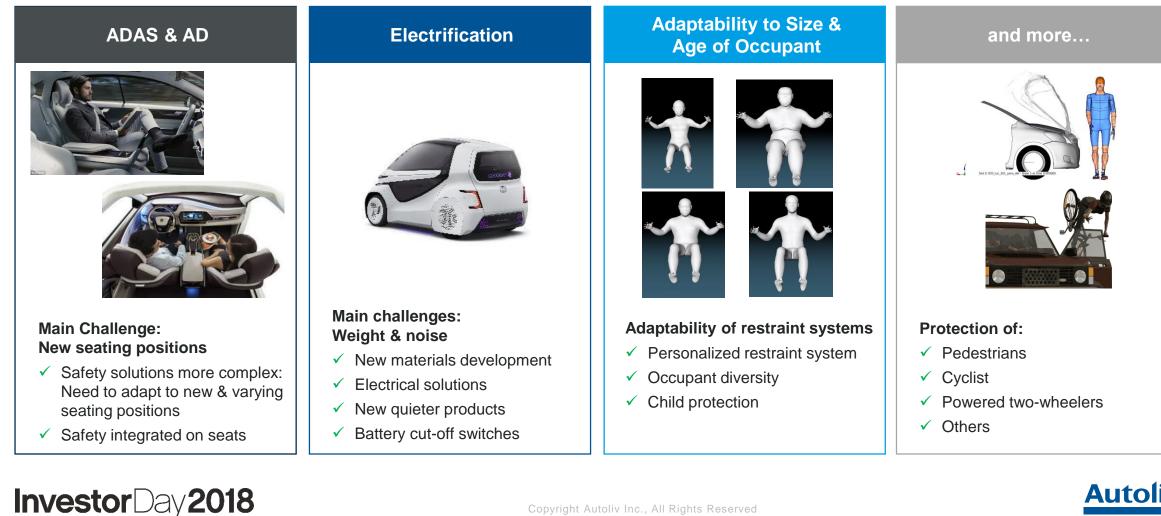
(1) Sources: NHTSA, Euro NCAP

Pedestrian protection is mandatory on all vehicles sold in the EU



# **Future Cars Requires New Safety Solutions**

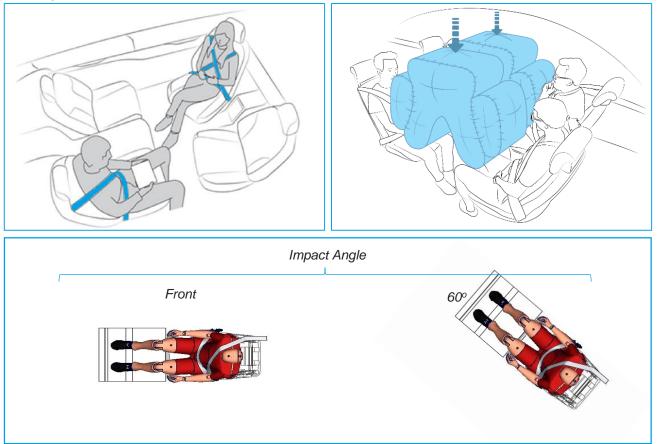
New Restraint Considerations = Current Occupant Safety Requirements + More



# **Autonomous Vehicles Require New Safety Concepts**

New Occupant Safety Considerations = Current Occupant Safety Requirements + More

### **Conceptual Illustration**



- New seat layouts and positions require a development of the product portfolio
- Higher level of autonomy allows more flexibility of vehicle interior layout
  - Flexible seating
  - "Living room" concept
- Increasing customer demand for comfort and convenience
  - More space between seats





# **Strong Product Pipeline at Forefront of Industry Innovations**

L0/L1 Solutions Remain Critical for All Autonomy Levels

### **Market Leading Product Safety Portfolio**

Selected Innovations





5-Star Safety Systems



Rear Seat Safety



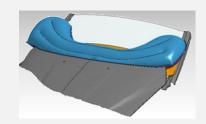
HMI: Steering Wheel and Seatbelts



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Smaller/ Lighter Retractors & Inflators



Pedestrian & Cyclist Protection



# **Strong Product Pipeline at Forefront of Industry Innovations**

L2/L3 Concepts Require Higher Level of Conformity & Electrification

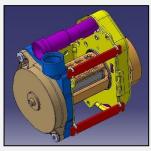
### L2/L3 Solutions Ready to be Launched

Selected Innovations





100% Electric Seatbelt Tensioning



Personalized Restraints (Adaptive Load Limiter)





Innovative Steering Wheel Design

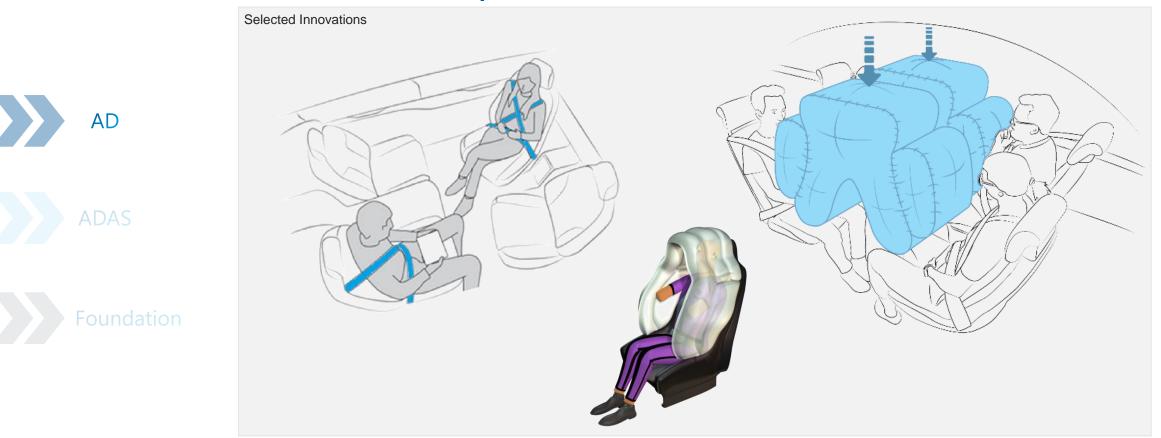




# **Strong Product Pipeline at Forefront of Industry Innovations**

L4/ L5 Concepts Require New Crash Safety Systems

### L4/L5 Solutions in Pipeline







Electrification

# **Reducing Noise Through Retractor Electrification**

Case Study – Reduction of Car Sensor Noise

### **Retractor Car Sensor**



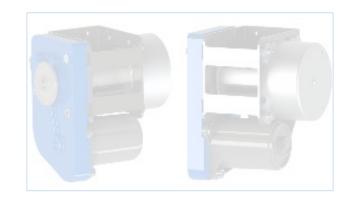
**EVs - Absent of Engine Noise** 

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Improves Noise Level





No Noise	



### Electrification

# **Continuous Efforts to Maximize Efficiency**

### Innovation Within Current Portfolio

### Reducing Weight...



### **Pre-Pretensioner**

- Mechatronics integration
- ✓ 15% mass reduction
- ✓ 20% package reduction

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### New Passenger Single Stage Inflator

- Modular design
- Lower temperature and less aggressive behavior
- ✓ Simpler cushion design
- ✓ Overall system cost reduction



### New Rollover Inflatable Curtain Inflator

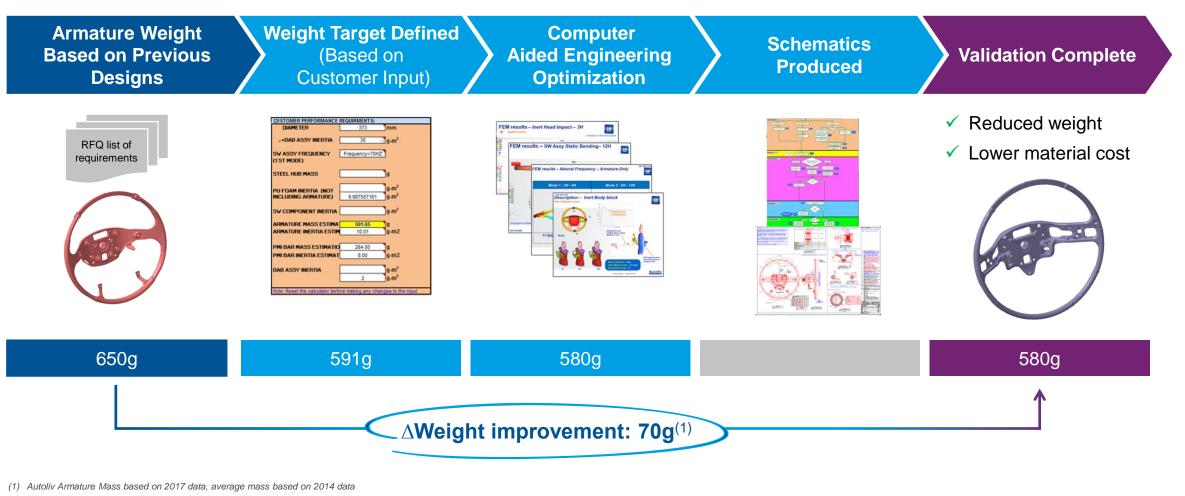
- ✓ Able to fill 50-100L cushions
- Smaller diameter than existing inflator, enabling improved module packaging
- ✓ 10% Diameter reduction
- Weight savings: 130g per module, 260g per vehicle



Electrification

# **Relentless Engineering Efforts for Weight Reduction**

Case Study – Weight Reduced Through Systematic Design Control & Material Usage Optimization

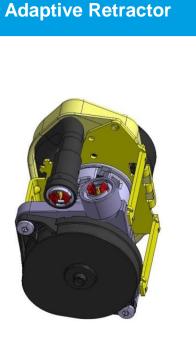




Adaptability to Size & Age of Occupant

# **Adaptivity Enabling Optimized Protection for All Occupants**

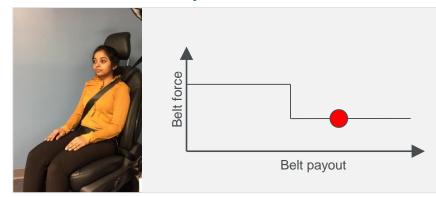
Case Study – Adaptive Belt Restraints Adjusting for Occupant's Size



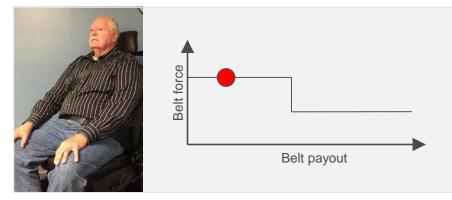
### Two load levels available

✓ Activated by electrical signal

### Shoulder Force Adapts to Small...



### ...and Large Occupants



### Protection optimized for

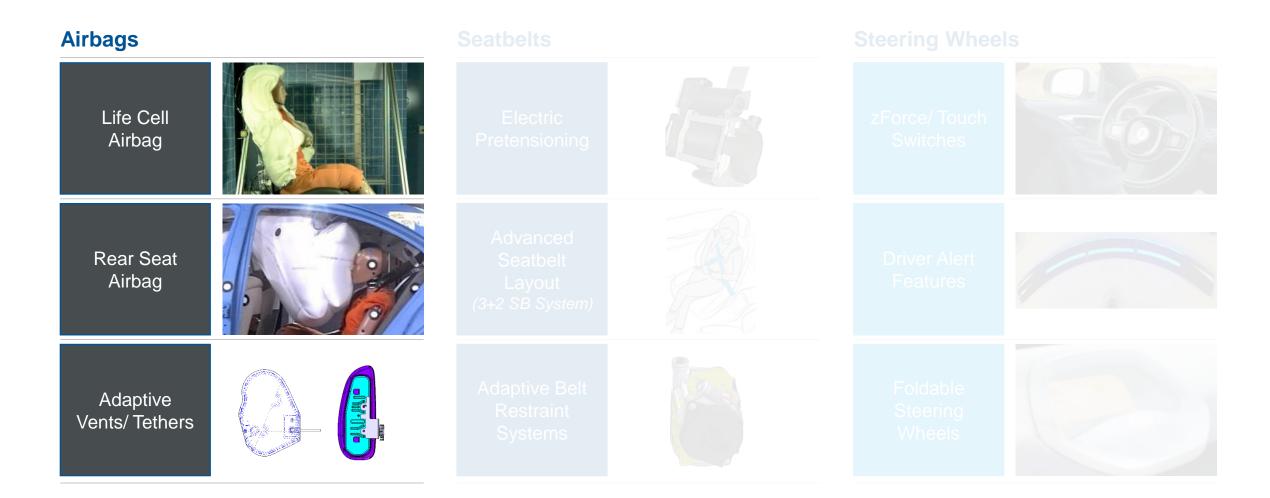
- Anthropometry
- Fragility
- Crash severity







# **Autoliv Drives Industry Innovations Across Product Portfolio**







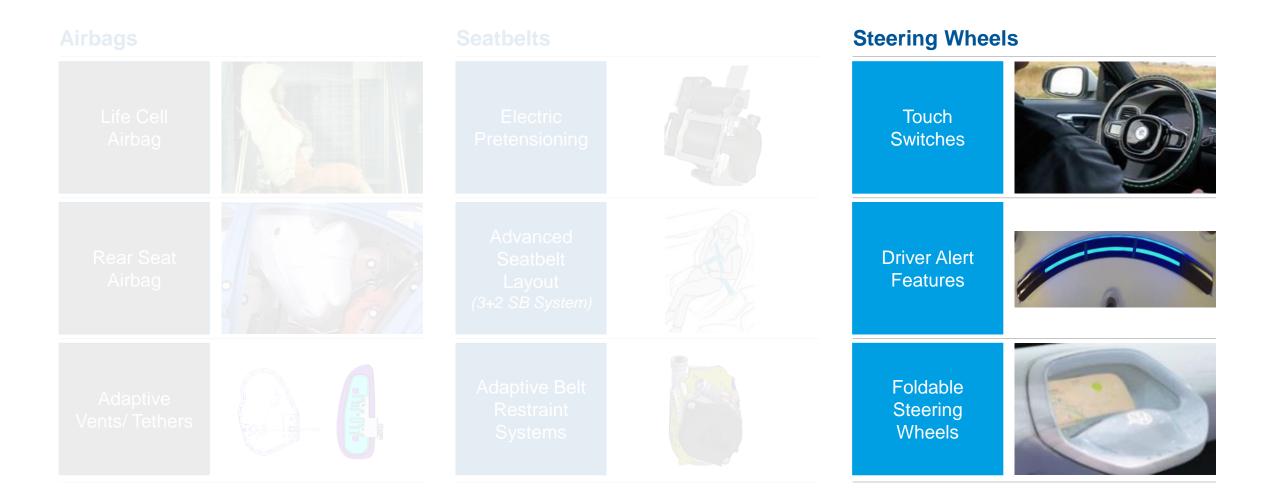
# **Autoliv Drives Industry Innovations Across Product Portfolio**

# **Seatbelts** Electric Pretensioning Advanced Seatbelt Layout (3+2 SB System) Adaptive Belt Restraint Systems





# **Autoliv Drives Industry Innovations Across Product Portfolio**



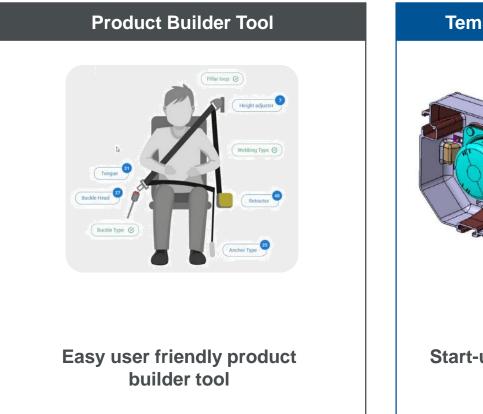
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# **Road to Excellence: Engineering 4.0**

Automated Engineering Processes to Reduce Development Costs

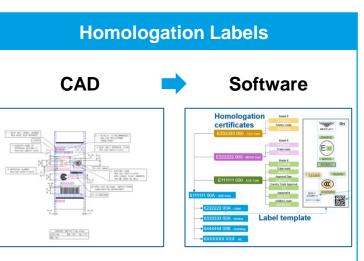
Ambition to significantly reduce engineering efforts and time-to-market for application projects



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Start-up template models for new products



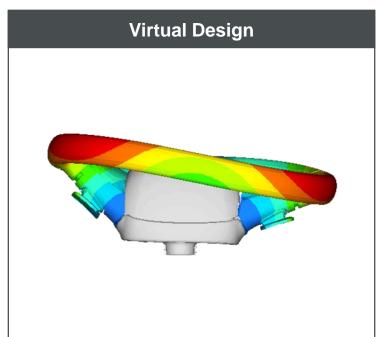
Today 10% of parts created are labels

Automatization of label creation using templates & homologation certificates



# **Selected Engineering 4.0 Solutions**

Assisted Engineering Design to Virtual Digital Validation



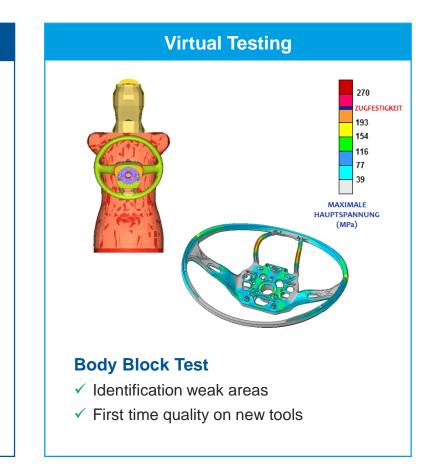
### **Virtual Natural Frequency Calculation**

- ✓ 15% mass reduction
- Design iteration loops replaced with virtual design optimization



### **Virtual Process Optimization**

- ✓ Identification of welding areas
- ✓ First time quality on new tools



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

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