



Saving More Lives

Earnings Conference call Webcast

3rd Quarter Financial Results
October 27, 2016



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

Q3'16 Highlights

Solid performance

■ Financial Performance

- Organic sales* growth ~6%, in-line with guidance
- Operating margin* 8.1%, better than expected
- EPS* \$1.63, ~7% better YoY**
- RoCE* ~18%, RoE* ~14%
- Operating cash flow \$271M

■ Capital Structure

- \$51M returned to shareholders through dividends

■ Electronics

- Signed LOI** to form a Joint Venture with Volvo Cars
- Segment sales growth ~45%
- Active Safety sales growth ~12%

🔗 Q3'16 total sales growth of close to 13%, including acquisitions

(*) 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), (**) Year over Year (YoY), Letter of Intent (LOI).

Active Safety Update

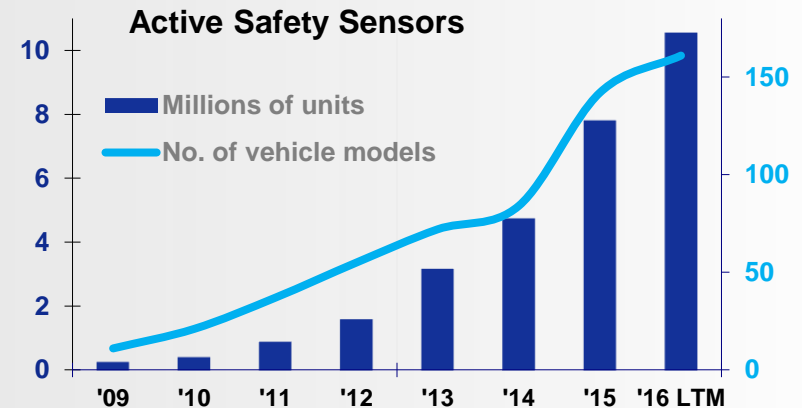
Lower organic sales* growth as indicated earlier

■ Factors affecting Organic Sales* Growth

- Phase-out of incumbent Brake Control programs
- Take rates on certain GPS programs ramping down sooner than expected
- Timing of programs phasing-out with new program launches on certain radar contracts
- Lower order intake earlier due to the change in our vision strategy from 2014

■ End of Decade Sales Target

- Now likely to be achieved about one year later, slightly later than previously anticipated



📌 Active Safety organic sales* growth ~24% for Q3'16 YTD

(*) Non-US GAAP measure.

Looking ahead

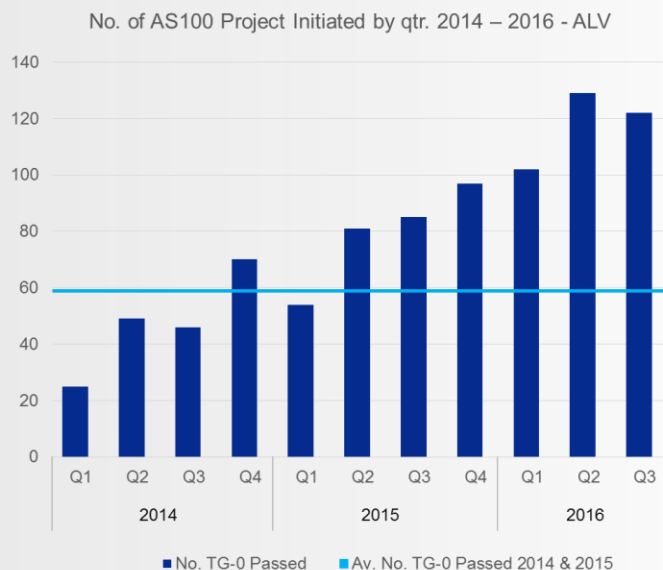
Strong order intake has continued throughout 2016

■ Growth

- Ramp-up of new business awards is accelerating in Passive Safety
- Further market opportunities are available
- Positive development to surpass our end of decade Sales target of \$12B for FY'19 which implies a Sales CAGR of more than 7% from 2015 to 2019

■ Company Transformation continues

- Additional engineering resources required in 2016 and 2017 to deliver on growth opportunities and support new projects
- ~60% increase YoY in the engineering projects initiated YTD through Q3'16
- Hiring plan is on track with roughly one-third of the 1,000 engineers onboard in Q3'16
- RD&E, net in the range of 6.5 to 7% of sales for 2016 and 2017



📌 YTD Q3'16 RD&E, net is 6.7% of sales

Unit Volume

Growth exceeds LVP* in most product areas

Autoliv Quantities Delivered (Millions unless specified)	Q3'16	vs. PY
Seatbelts	34.2	3%
• Pretensioners (of which)	16.1	6%
• Active Seatbelts (of which)	1.0	27%
Frontal Airbags	11.7	5%
• Knee Airbags (of which)	1.4	1%
Side Airbags	22.6	5%
• Chest (Thorax)	12.2	6%
• Head (Curtain)	10.4	4%
Steering Wheels	4.1	6%
Electronic Control Units	4.7	18%
Brake Control Units***	1.3	n/a
Active Safety Sensors**	2.5	18%
LVP* TRIAD	9.6	0.7%
LVP* GLOBAL	21.0	5.5%

🔑 Strong mix in high-value added seatbelts

(*) Light Vehicle Production (LVP) according to IHS @ October 17, 2016, TRIAD (WEU, North America, Japan), (**) Includes acquisitions, (***) Includes ANBS only.

Strong Performing Models

Contributing to our overall organic sales* growth in Q3'16



🚗 Q3'16 organic sales* growth ~6%, all of these models include our Electronics products except the Prius and Tipo

(*) Non-US GAAP measure.

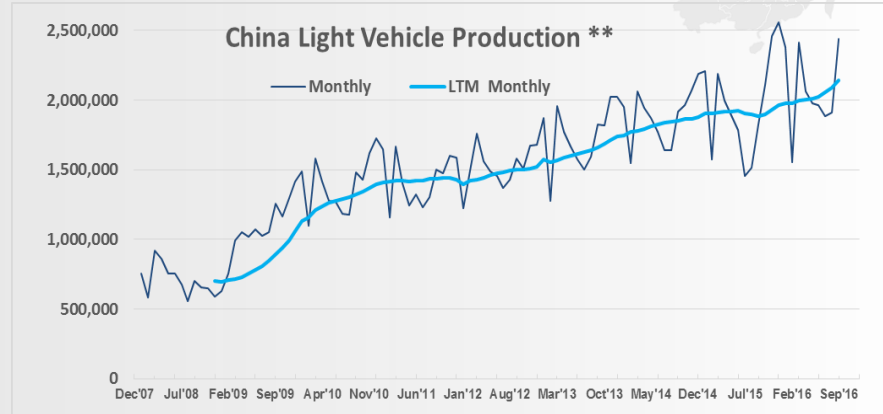
China Update

Light vehicle production remains volatile



Market

- Strong Q3'16 with an increase in LVP** and LV sales** ~24%, both following the low levels in Q3'15
- LV Inventories** continued to improve in Q3'16
- Monthly fluctuations remain volatile and difficult to forecast



Autoliv

- Strong organic sales* growth in Q3'16 of ~21% driven by several local Chinese and multiple global OEMs**
- Organic sales* growth is expected to out-perform LVP** for FY'16
- Stable market share
- China NCAP** update expected by mid-2017 with implementation commencing by mid-2018



Long-term growth prospects for China remain intact for increasing the safety content per vehicle

(*) Non US GAAP measure. (**) Light vehicle production (LVP) according to IHS @ October 17, 2016, Original Equipment Manufacturer's (OEMs), According to CAAM and CADA, New Car Assessment program (NCAP).

Overall Market Conditions

Macro environment remains mixed and uncertain

■ Asia

- China volume is strong despite LVP* decline of ~2% YoY* for Q4'16 (tough comps vs. last year)
- Japan and RoA show a slight decline in LVP* YoY* for Q4'16

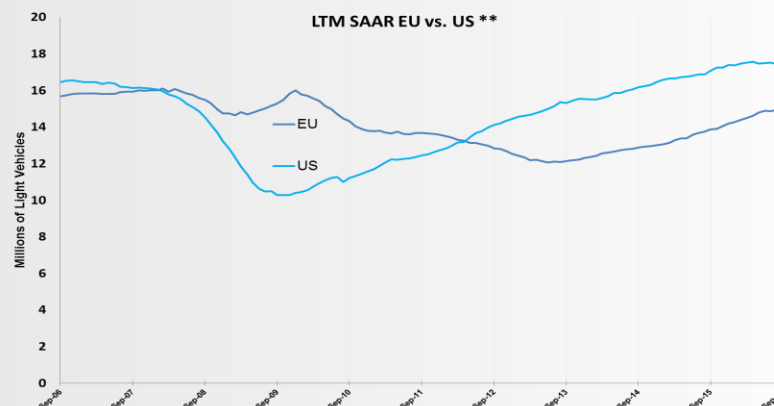
■ Americas

- US SAAR** LTM* plateau continues, with mixed inventories** ~65 days as of Sep.'16
- North America LVP* increase ~1% YoY* for Q4'16
- South America may be showing signs of stabilization, LVP* increase ~1% YoY* for Q4'16

■ Europe

- EU27** vehicle registrations, a continued steady recovery
- LVP* is expected to increase ~1% YoY* for Q4'16 whereof WEU* is expected to increase ~1%

FY'16 LVP*		
Region	Vehicles (Mil's)	YoY Chg.
China	24.5	+7%
Japan	8.5	(1)%
RoA	12.3	(0.5)%
North America	16.7	+2%
South America	2.7	(12)%
Europe	21.4	+2%
Global	88.3	+2.7%



🔴 In Q4'16 the LVP* is expected to increase ~1% vs. prior year and increase sequentially by ~8% from Q3'16

(*) Light Vehicle Production (LVP) according to IHS @ October 17, 2016, Last Twelve Months (LTM), Year over Year (YoY), Western Europe (WEU),

(**) Source: ACEA, Ward's Auto, CAAM

Q3 Financial Overview

Record sales and gross profit for a 3rd quarter

(US\$ Millions unless specified)

	2016	2015
Sales	\$2,461	\$2,185
Gross Profit	\$495 20.1%	\$440 20.1%
Operating Income*	\$199 8.1%	\$205 9.4%
EPS* (assuming dilution)	\$1.63	\$1.53
RoCE*	18%	22%
RoE*	14%	16%
Operating Cash flow	\$271	\$191
Dividend per share	\$0.58	\$0.56
GLVP** (annual run rate)	84.1M	79.7M

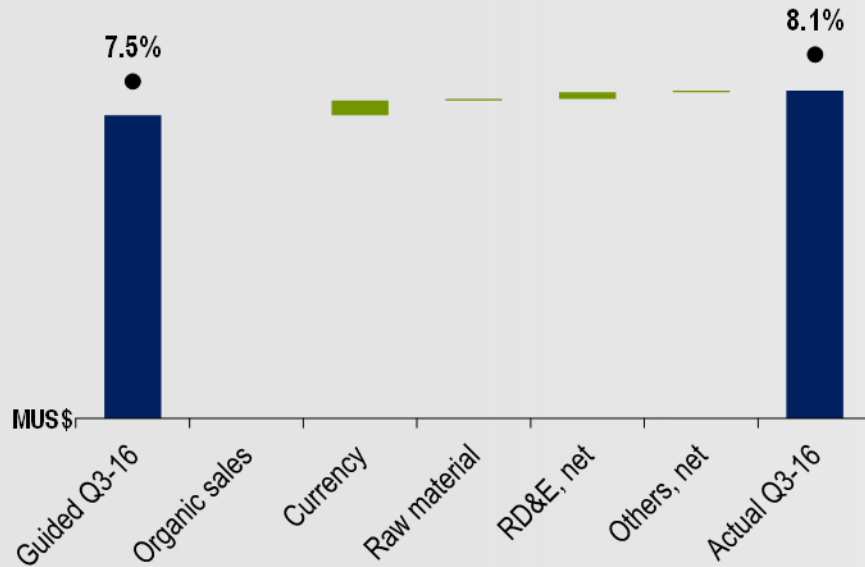
🔍 Acquisitions added \$144M to Sales during the 3rd quarter while the currency translation effect was nil

(*) 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 @ October 17, 2016.

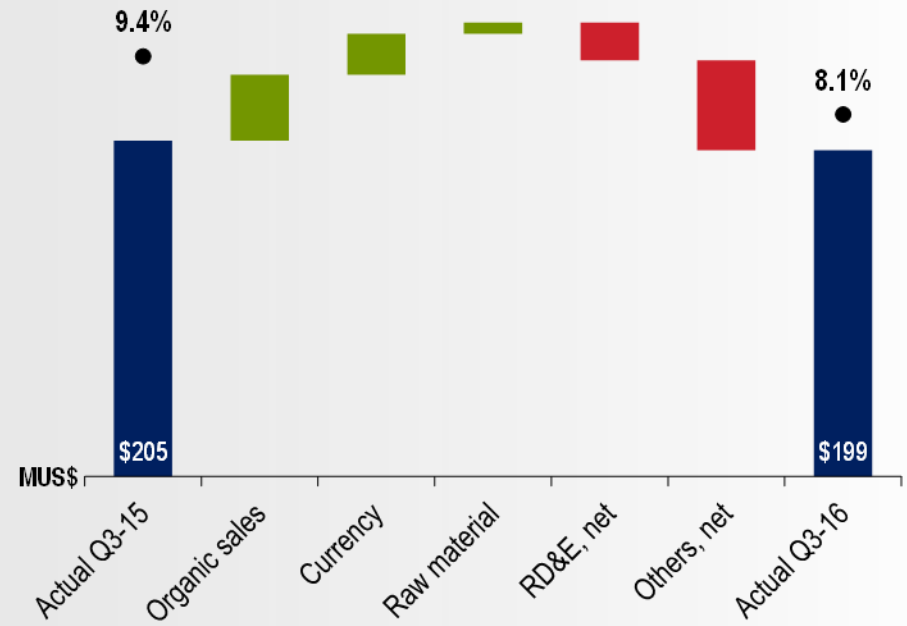
Operating Income and Margin* Bridge

Q3'16 vs. Guidance and Prior Year

Q3'16 vs. Guidance (60 bps better)



Q3'16 vs. Prior Year (130 bps lower)



Operating margin* of 8.1% includes ~90 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.

Cash Flow

Investments for growth and shareholder returns

(US\$ Millions unless specified)

	Q3 2016	Q3 2015	LTM*	FY 2015	FY 2014	FY 2013	FY 2012
Net Income	136	99	603	458	469	490	486
Depreciation & Amortization	98	80	369	319	305	286	273
Other, net	13	2	31	0	42	43	10
Change in operating WC **	24	10	(107)	(26)	(103)	19	(80)
Operating cash flow	271	191	896	751	713	838	689
Capital Expenditures, net	(118)	(96)	(455)	(450)	(453)	(379)	(360)
Free cash flow ***	153	95	441	301	260	459	329
Acquisitions, net	0	0	228	142	(1)	2	(3)
Dividends paid	51	49	201	196	195	191	178
Shares repurchased	0	0	0	104	616	148	0

🔍 Acquisitions, CapEx for growth and Shareholder returns ~\$0.9B over the LTM*

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

Q3 Segment Reporting

Strong growth in all product areas

	Organic Sales* Growth (%)	<u>Operating Margin (%)</u>		<u>CapEx (%)</u>		<u>D&A (%)</u>	
		2016	2015	2016	2015	2016	2015
Passive Safety ***	5.8	10.0	8.1	5.1	4.7	3.6	3.7
Airbags	5.1						
Seatbelts	6.8						
Electronics ***	8.0	0.9	2.9	3.9	3.1	4.5	3.0
Passive Safety Electronics	8.0						
Active Safety Products	8.6						
Brake Control Systems	n/a						
Autoliv Group	6.1	7.8	7.2	4.8	4.4	4.0	3.7
GLVP **	5.5						

Passive Safety operating margin includes antitrust related settlements and capacity alignments

(*) Non-US GAAP measure, (**) Global Light Vehicle Production (GLVP) according to IHS @ October 17, 2016,

(***) Segment reporting, organic growth refers to net sales for the segments and external sales for product groups.

Looking Ahead

Q4'16 Guidance

■ Sales

- **YoY** organic sales* change ~0%**
 - Mainly related to working day effect from Q1'16 and lower inflator replacement volumes, strong underlying organic sales* growth of ~5% mainly due to Europe, Japan and RoA
- **YoY** acquisition effect ~6%**
- **Sequential consolidated sales increase ~8%**
 - Mainly due to the normal seasonal effects

■ Operating Margin* >9%

- **YoY****
 - Positive effects from underlying organic sales* and currencies are more than off-set by increased RD&E, net and costs related to the ramp-up of capacity and new technologies for growth along with integration costs and the impact from acquisitions
- **Sequential**
 - Higher consolidated sales net effect

🔍 RD&E, net 70 bps higher YoY**

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

Looking Ahead

FY'16 Guidance remains unchanged

■ Sales

- **YoY** organic sales* increase ~7%**

- Mainly related to strong growth in Europe, China, Japan, North America and Active Safety

- **YoY** acquisition effect ~5%**

- **YoY** currency translation effect >(1)%**

- Primarily due to the continued strong US\$

■ Operating Margin* >8.5%

- **YoY****

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

🔍 The FY'16 Guidance is for an operating margin* of more than 8.5% mainly due to increased RD&E, net for future growth

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

Financial Outlook

	Q4'16	FY'16
<u>Sales</u>		
Organic*	~0%	~7%
Acquisitions	~6%	~5%
Fx**	<(1)%	>(1)%
Consolidated Sales, net	>5%	>10%
Operating Margin*	>9%	>8.5%

Exchange rates**	<u>Q4'16</u>	<u>FY'16</u>
EUR / US\$	1.1007	1.1135
US\$ / JPY	103.88	106.82
US\$ / KRW	1135	1150
US\$ / MXN	19.05	18.50
US\$ / CNY	6.73	6.62

🔗 Strong organic sales* growth and operating margin* for FY'16 despite a significant step-up in investments for growth

(*) Non-US GAAP measures exclude costs for capacity alignments and antitrust related matters, (**) Mid-October 2016 exchange rates.

Thank You!

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

and prevent ten times
as many severe injuries