



Earnings Conference Call and Webcast

3rd Quarter 2017 Financial Results

October 26, 2017

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

Q3'17 Highlights

Strengthening our market position and preparing for our step-up in growth

▪ Financial Performance

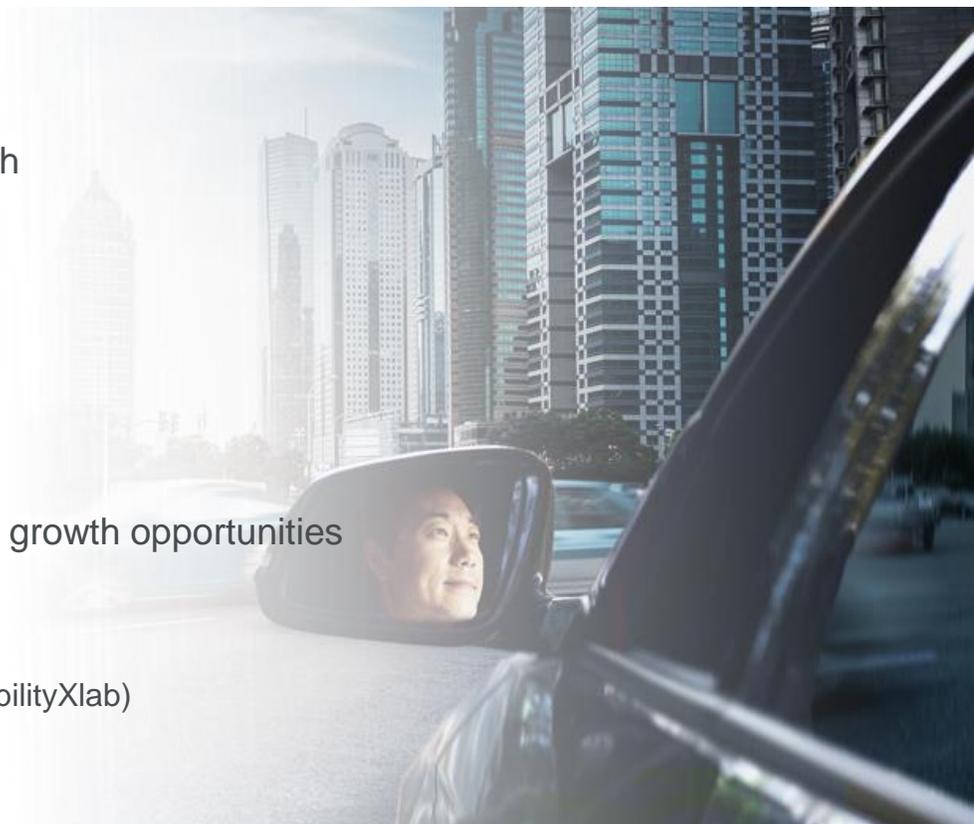
- Organic Sales* growth 0.5%, lower than the LVP**
- Operating Margin* 7.9%, in-line with our guidance with lower organic sales* growth
- Operating cash flow \$218M and EPS* \$1.47

▪ Capital Structure

- Returned \$52M in dividends to shareholders
- Leverage ratio* 0.7 times, RoCE* ~16%, RoE* ~12%

▪ Positioning for Long-Term Growth

- Improving operating leverage on gross margin while investing in RD&E to support growth opportunities
 - RD&E, net 7.3% of sales for Q3'17, FY'17 is expected to be more than 7%
- Product Portfolio:
 - Five new Technology collaborations (Seeing Machines, Ericsson, MIT AgeLab, Adient, MobilityXlab)
 - Signed agreement to acquire Optics* expertise in a “carve-out” of Fotonic



Maintained the higher-end of our guided Operating Margin range with Organic Sales* growth in the lower-end of our guided range*

(*) 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), Optics (includes LiDAR and Time of Flight Cameras), (**) Global Light Vehicle Production (LVP) according to IHS @ October 17, 2017.

Q3'17 Strong Performing Models

Contributing to our overall Organic Sales* growth



Strong Organic Sales growth on these models were mitigated by lower inflator replacement sales and model mix had a combined effect of ~1.5pp*

(*) Non-US GAAP measure.

Q3'17 Product Volumes

Strong volume growth in high value-added Seatbelts

Autoliv Quantities Delivered (Millions unless specified)	Q3'17	vs. PY** (%)
Seatbelts	35.6	4%
▪ Pre-tensioners (of which)	16.8	5%
▪ Active Seatbelts (of which)	1.2	12%
Frontal Airbags	12.4	5%
▪ Knee Airbags (of which)	1.4	1%
Side Airbags	23.3	3%
▪ Chest (Thorax)	12.7	4%
▪ Head (Curtain)	10.6	1%
Steering Wheels	4.0	(2)%
Restraint Control Units	4.4	(6)%
Brake Systems Units	0.5	(4)%
Active Safety Units	2.5	1%
LVP* (Triad)	9.3	(3)%
LVP* (Global)	21.8	2%



Unit volume growth slightly above global LVP in most Passive Safety product areas*

(*) Light Vehicle Production (LVP) according to IHS @ October 17, 2017, TRIAD (Western Europe, North America, Japan), (**) Prior Year (PY).

Technology Collaborations and Acquisition

Recently announced

 DRIVER MONITORING Collaboration to develop driver monitoring systems	 CLOUD SOLUTIONS Collaboration with Zenuity to develop Connected Cloud	 OPTICS EXPERTISE** Acquisition in the product area of LiDAR and Time of Flight Cameras
 HUMAN CENTERED AI* EXPERTISE Collaboration to support LIV “Learning Intelligent Vehicle”	 SEATING EXPERTISE Collaboration in the areas of safety, comfort and convenience of future cars	 INNOVATION CONSORTIUM Collaborating with start-ups to develop and demonstrate safer and more efficient transportation for tomorrow’s world

Expanding our capabilities in secular growth trends through a blend of collaborations and acquisition

(*) Artificial Intelligence (AI), (**) the acquisition is pending and subject to customary closing conditions.

Business Outlook

Strong momentum continues in both segments

▪ Passive Safety growth is ramping up

- Focus on flawless launch execution on new programs awarded in 2015 while maintaining flexibility to adapt to underlying market fluctuations and uncertainties
- RD&E net as a % of sales peaked during H1'17
- Order intake remains strong

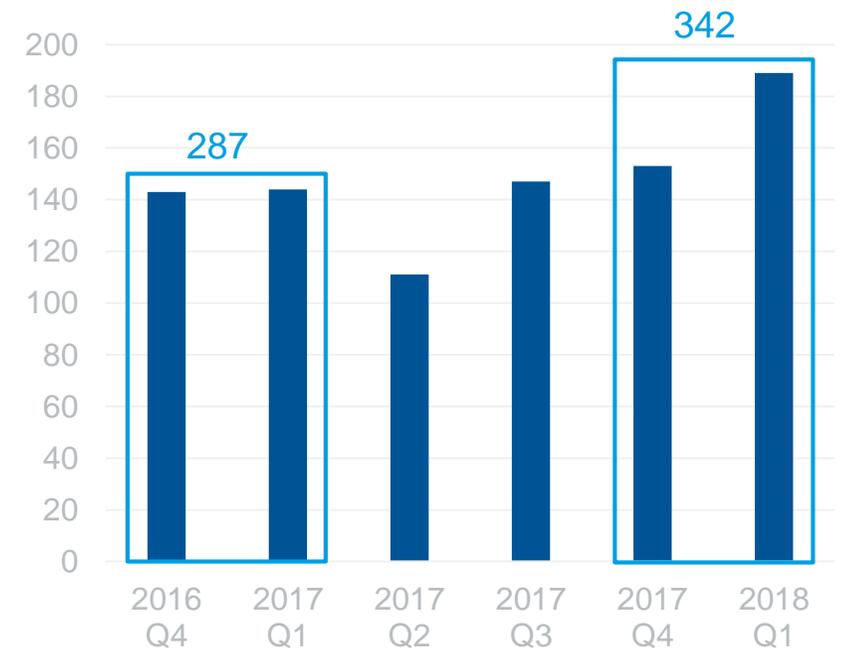
▪ Electronics growth opportunities are driving RD&E

- Lower growth in RCS* and BS* due to temporary timing of new customer program launches
- Lower Active Safety growth reflects timing of radar contracts and lower order intake in previous years due to a change in our vision strategy in 2014
- Strong customer RFQ* activity in all product areas

▪ Zenuity

- ~470 employees and consultants, target is to reach 600 during 2018
- Development targets remain on track, positive customer feedback beyond VCC*
- ALV net cost in Q3'17 ~\$10M, ALV net cost estimate in the range of \$30-\$35M for FY'17

New Program Launches
Passive Safety

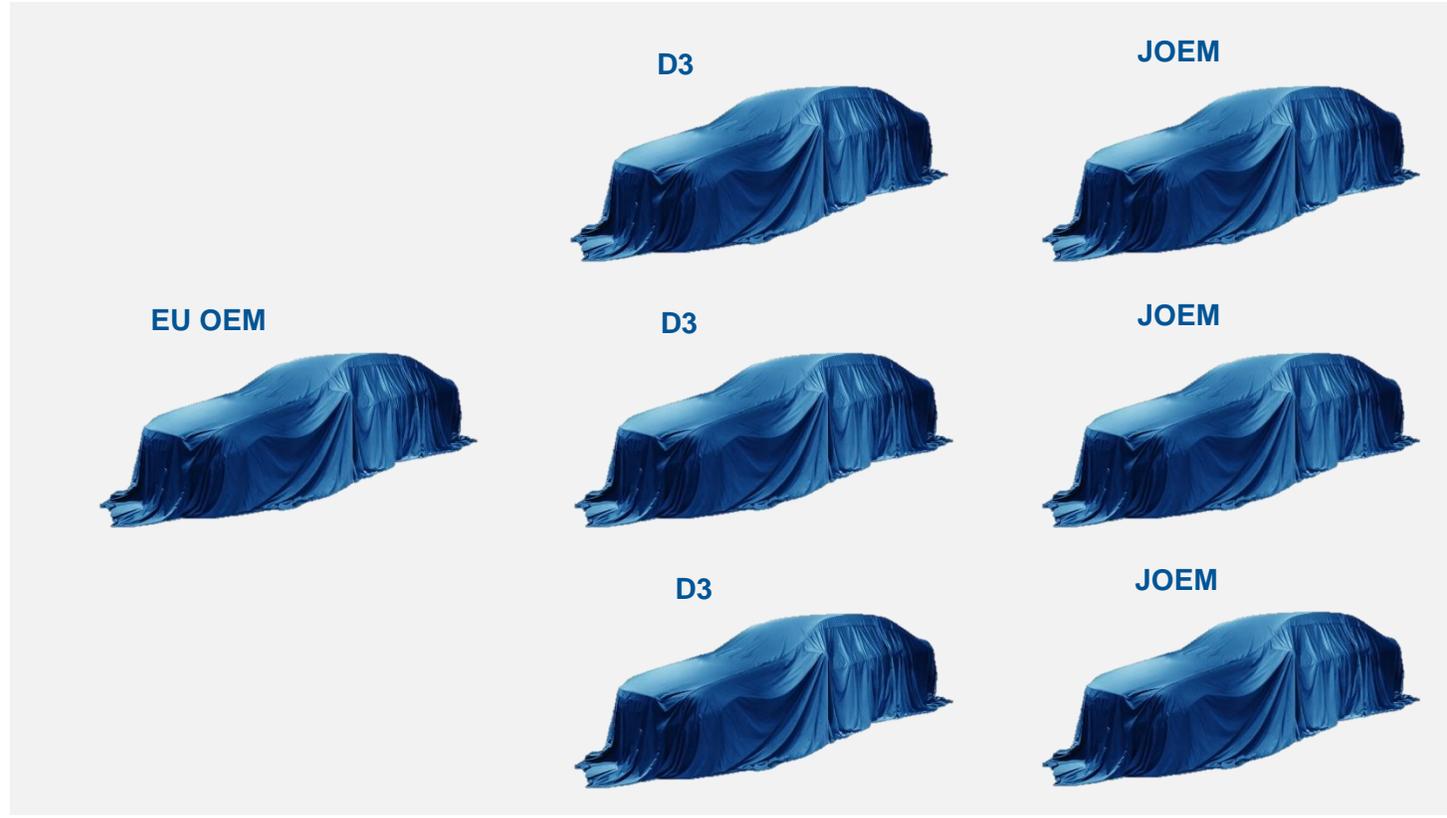


End of Decade (FY'19) Sales target remains more than \$12B for ALV where we expect Passive Safety will be >\$9.5B and Electronics ~\$2.5B

() Passive Safety (PAS), Volvo Car Corporation (VCC), Restraint Control Systems (RCS), Brake Systems (BS), Request for Quote (RFQ).*

Key Launches in Passive Safety

Contributing to the ramp-up of our expected organic sales* growth



These new program launches are anticipated to contribute ~\$500M towards our expected Organic Sales growth in 2018*

(*) Non-US GAAP measure.

Overall Market Conditions

Remains mixed with some uncertainties

■ Asia

- LTM* LVP* in China is relatively flat while inventories** declined during Q3'17
- The Q4'17 LVP is expected to increase YoY* in Japan ~5% while the LVP in China and RoA is expected to decline ~2% and ~1%, respectively

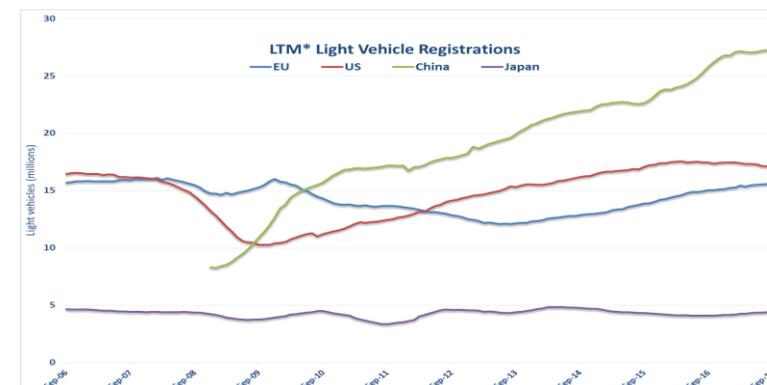
■ Americas

- US SAAR** remains relatively flat on a LTM basis while inventories declined during Q3'17 to ~3.8M vehicles (~64 days).
- US consumer confidence remains strong
- Q4'17 LVP in North America is expected to decline ~3% YoY while South America continues to recover and is expected to increase ~20% YoY

■ Europe

- EU27** LTM vehicle registrations are approaching “pre-crisis” levels
- Q4'17 LVP in Europe is expected to increase ~7% YoY whereof WEU* is expected to increase ~7% and EEU* is expected to increase ~6%

FY 2017 LVP*			
Region	Vehicles (Millions)	YoY Chg. @ Oct. 17	YoY Chg. @ Jul. 17
China	26.4	+1%	+1%
Japan	9.1	+6%	+5%
RoA*	12.8	+3%	+3%
North America	16.0	(4)%	(3)%
South America	3.3	+21%	+15%
Europe	22.2	+4%	+3%
Global	92.2	+2.3%	+1.9%



In Q4'17 the global LVP* is expected to increase ~1% YoY* and increase sequentially by ~13% from Q3'17

(*) Light Vehicle Production (LVP) according to IHS @ October 17, 2017, Year over Year (YoY), Rest of Asia (RoA), Western Europe (WEU), Eastern Europe (EEU), Last Twelve Months (LTM), (**) Source: ACEA, Ward's Auto, CAAM.

Q3 Financial Overview

Record Sales and Gross Profit for a 3rd quarter

(US \$ Millions unless specified)	2017	2016
Sales	\$2,500	\$2,461
Gross Profit	\$504 20.2%	\$495 20.1%
Operating Income*	\$196 7.9%	\$199 8.1%
EPS* (assuming dilution)	\$1.47	\$1.63
RoCE*	16%	18%
RoE*	12%	14%
Operating cash flow	\$218	\$271
Dividend per share	\$0.60	\$0.58
LVP** (Global annual run rate)	87.0	85.3

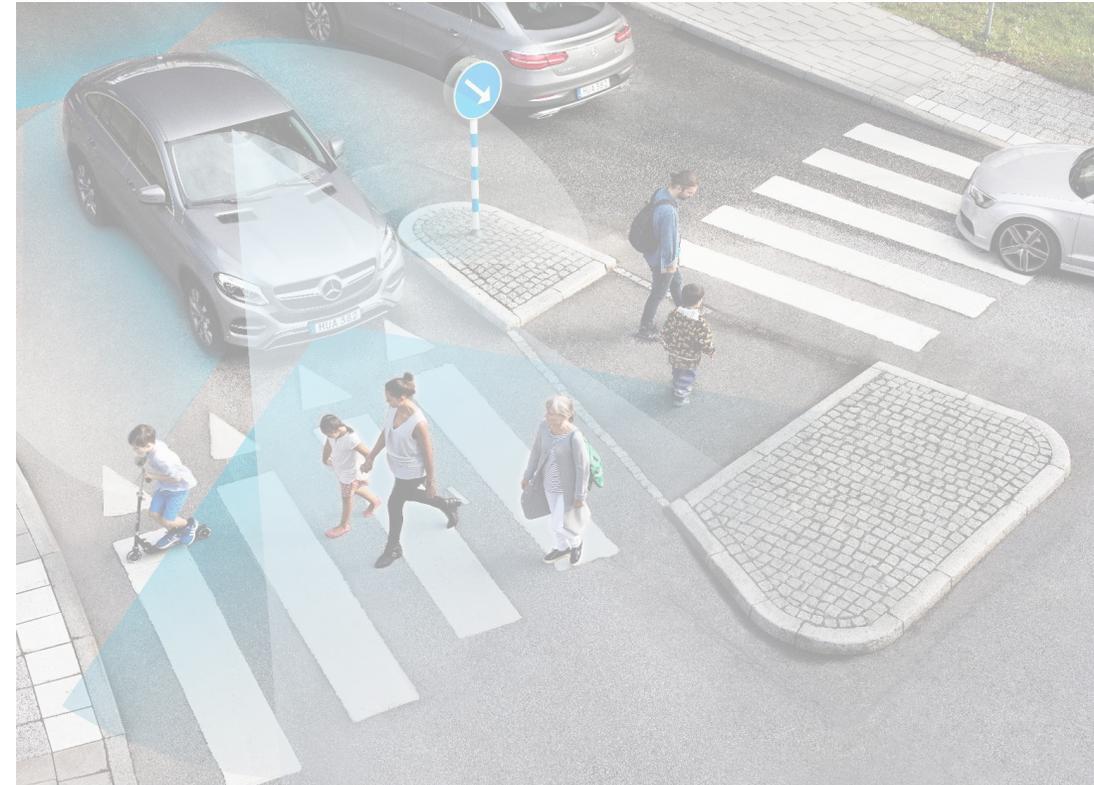
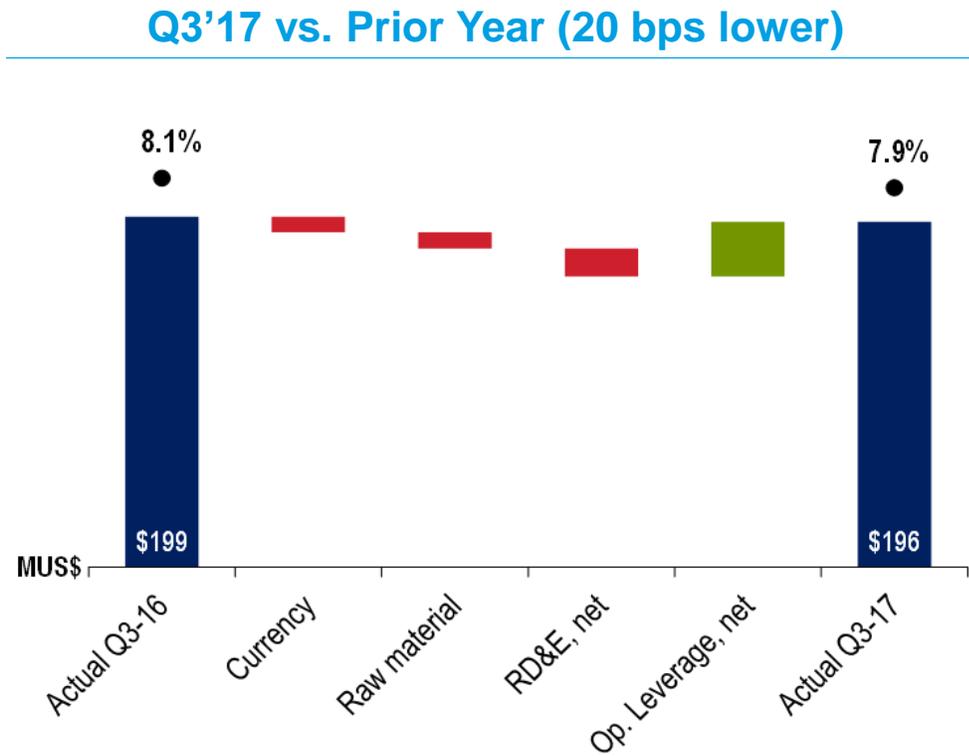


Sales and Operating Margin both within our guidance ranges*

(*) 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), (**) Light Vehicle Production (LVP) according to IHS @ October 17, 2017.

Operating Income* and Margin* Bridge

Q3'17 vs. Prior Year



Operating Margin* of 7.9% includes ~60 bps increase in RD&E, net vs. Prior Year

(* 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)	Q3'17	Q3'16	LTM**	2016	2015	2014	2013	2012
Net Income	88	136	503	562	458	469	490	486
Depreciation & Amortization	104	98	422	383	319	305	286	273
Other, net	(6)	13	(38)	1	0	42	43	10
Change in operating WC*	32	24	(46)	(78)	(26)	(103)	19	(80)
Operating cash flow	218	271	841	868	751	713	838	689
Capital Expenditures, net	(142)	(118)	(561)	(499)	(450)	(453)	(379)	(360)
Free cash flow*	76	153	280	369	301	260	459	329
Acquisitions, net	2	0	113	227	128	(1)	2	(3)
Dividends paid	52	51	208	203	196	195	191	178
Shares repurchased	0	0	157	0	104	616	148	0

Acquisitions and CapEx for growth along with Shareholder returns are ~\$1.0B during the LTM

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

Q3 Segment Reporting

Strong operational performance in Passive Safety driving group profitability

	Organic Sales* Growth (%)	Sales (US\$ Millions)		Operating Margin (%)		CapEx (%)		D&A (%)		Headcount	
		2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Passive Safety ***	1.3%	1,952	1,899	8.3	10.0	6.3	5.1	3.9	3.6	62,841	61,820
▪ Airbags (incl. Steering Wheels)	(0.4)%										
▪ Seatbelts	4.7%										
Electronics ***	(1.9)%	567	577	1.5	0.9	3.5	3.9	4.4	4.5	7,124	6,588
▪ Restraint Control Systems	(3.3)%										
▪ Active Safety	6.2%										
▪ Brake Systems	(12.1)%										
Autoliv	0.5%	2,500	2,461	6.3	7.8	5.8	4.9	4.2	4.0	70,390	68,778
LVP ** (Global)	2.1%										

Passive Safety Segment Operating Margin includes 190 bps related to capacity alignments and antitrust related matters

(*) Non-US GAAP measure, (**) Light Vehicle Production (LVP) according to IHS @ October 17, 2017,

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

Looking Ahead

Q4'17 Guidance

▪ Sales

- **Organic Sales* growth ~0% YoY****
 - Strong growth in Europe, Japan and South America is essentially offset by a decline North America, South Korea, China and lower inflator replacement sales
- **Currency translation ~4% YoY**
 - Continued weakening of the US\$

▪ Operating Margin* >9%

- **YoY**
 - Improved operating efficiencies on gross margin is offset by higher RD&E net and commodity costs
- **Sequential**
 - In-line with the higher consolidated sales and considering normal seasonality effects

Q4'17 Operating Margin will be negatively impacted by investments for growth in RD&E net vs. prior year*

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

Looking Ahead

FY'17 Guidance

▪ Sales

- **Organic Sales* growth >1% YoY****

- Mainly related to strong growth in Europe, Japan, India, South America including Active Safety which is partially offset by lower Restraint Controls and Brake Systems, inflator replacement sales and a weaker North America

- **Acquisition effects >1% YoY**

- Related to the ANBS JV in Q1'17

- **Currency translation ~0.5% YoY**

- Mainly due to the weakening of the US\$ during 2017

▪ Operating Margin* ~8.5%

- YoY

- Positive effect from organic sales growth and improved operating leverage and efficiencies is more than offset by the negative impact from higher RD&E net and commodity costs

FY'17 Guidance for Operating Margin remains unchanged despite lower Organic Sales* growth and higher than expected RD&E net*

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

Financial Outlook

Consolidated sales, net and operating margin* remain unchanged for FY'17

	Q4'17	FY'17
Sales		
Organic*	~0%	>1%
Acquisitions	-	>1%
Fx**	~4%	~0.5%
Consolidated Sales, net	~4%	~3%
Operating Margin*	>9%	~8.5%

Exchange rates**	Q4'17	FY'17
EUR / US\$	1.1863	1.1295
US\$ / JPY	112.23	112.03
US\$ / KRW	1132	1137
US\$ / MXN	18.71	18.79
US\$ / CNY	6.58	6.76

Solid Operating Margin for FY'17 despite a step-up in RD&E net to support future growth*

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

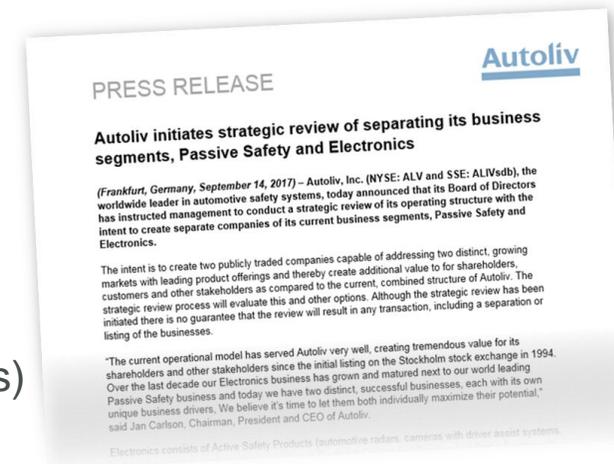
Initiates Strategic Review Process

Intent is to create two Publicly Traded Companies



■ Passive Safety and Electronics are two distinct businesses:

- The pace of technology advancement two businesses
- Different market needs driving investments for growth and innovation (RD&E)
- Different Sales growth rates over the near and long-term with limited customer or operational synergies
- Skill set and talent of people throughout the organizations (leadership, engineering, sales)
- Potentially a different shareholder profile due to the timing of returns



“The speed of change in our market and environment is unprecedented”

To provide greater value to stakeholders by allowing the two entities to maximize their potential

Targets Stand Alone Passive Safety and Electronics

Financial Target Update



	2020 Target	2022 Target
Autoliv Passive Safety	<ul style="list-style-type: none">▪ Sales >\$10B▪ Adj. Operating margin* ~13%	<ul style="list-style-type: none">▪ Sales – at least hold market share and at least grow LVP plus 1%▪ Adj. Operating Margin* – at least maintain margins from 2020 levels
Autoliv Electronics	<ul style="list-style-type: none">▪ Sales ~\$3B with AS** >\$1B▪ Adj. Operating Margin* 0-5%	<ul style="list-style-type: none">▪ Sales ~\$4B with AS** ~\$2B▪ Adj. Operating Margin* improve vs. 2020

(* Non-US GAAP measures exclude cost for capacity alignments and antitrust related matters, (**) Active Safety.



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products save over
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