Agenda

Business Highlights
Market Update
Sales
Financials
Outlook
Q&A
Sales amounted to SEK 994 m compared to SEK 931 m in the corresponding period last year. Adjusted for exchange rate fluctuations, sales increased 9% compared to the same period prior year.

Operating income and operating margin excluding one-off items amounted to SEK 84 m (52) and 8.4% (5.6), respectively. Operating income and operating margin including one-off items amounted to SEK 89 m (32) and 9.0% (3.4) respectively.

Earnings after tax amounted to SEK 46 m (13). Earnings per share amounted to SEK 1.03 (0.26).

Cash-flow from operating activities amounted to SEK 94 m (41).

Haldex signed a new syndicated facility of USD 95 m in September 2013 which matures in September 2016. This replaces the previous EUR 75 m facility.

A facility in North America was divested during the quarter, resulting in a gain of SEK 5 m.
Creating a stable platform for profitable growth

Past
• Focus on footprint consolidation

Present
• Improving and stabilizing the Platform

Future
• Profitable growth
Current phase
- Improving and Stabilizing the Platform

- Haldex Way – Lean operations
- CSR
- New Quality organization
- New Sourcing structure – Global category teams
- Product management
- Restructuring program
Build Rates Heavy Truck
North America & Europe

- North America official build rates increased 4% Q3 2013 compared to Q3 2012. Official build rates are indicating 10% reduction 2013 compared to 2012.

- Europe official build rates increased 1% Q3 2013 compared to Q3 2012. Official build rates are indicating 1% reduction 2013 compared to 2012.

Note: JDP data – official statistics per September 2013
Build Rates Trailer
North America & Europe

North America

- North America trailer official build rates indicating a increase of 6% Q3 2013 compared to Q3 2012. The market is expected to grow 1% for the full year 2013.

Europe

- In Europe the official build rates 2013 indicate no growth compared to 2012. European build rates are 2% higher in Q3 2013 compared to Q3 2012.

Note: ACT data and CLEAR – official statistics per September 2013
Build Rates Heavy Truck & Trailer
Emerging Markets

Brazil, China & India

Brazil

China

India

Note: JDP and Haldex data – official statistics per September 2013
## Regional Demand
### Q3 2013

<table>
<thead>
<tr>
<th>Share of sales 2012</th>
<th>Regions</th>
<th>Trend vs. Last Q*</th>
<th>Trend y-o-y**</th>
</tr>
</thead>
<tbody>
<tr>
<td>55%</td>
<td>North America</td>
<td>↘</td>
<td>+</td>
</tr>
<tr>
<td>33%</td>
<td>Europe</td>
<td>↗</td>
<td>++</td>
</tr>
<tr>
<td>8%</td>
<td>Asia and the Middle East</td>
<td>↘</td>
<td>+/-</td>
</tr>
<tr>
<td>4%</td>
<td>South America</td>
<td>↓</td>
<td>+++</td>
</tr>
</tbody>
</table>

### Explanation

- **Relatively unchanged**:  
  - Trend vs. Last Q: ↘  
  - Trend y-o-y: +/-  
- **Slightly lower**:  
  - Trend vs. Last Q: ↘  
  - Trend y-o-y: -  
- **Lower**:  
  - Trend vs. Last Q: ↘ ↘  
  - Trend y-o-y: - -  
- **Significantly lower**:  
  - Trend vs. Last Q: ↓  
  - Trend y-o-y: - - -  
- **Slightly Higher**:  
  - Trend vs. Last Q: ↗  
  - Trend y-o-y: +  
- **Higher**:  
  - Trend vs. Last Q: ↗ ↗  
  - Trend y-o-y: ++  
- **Significantly higher**:  
  - Trend vs. Last Q: ↑  
  - Trend y-o-y: +++

* Trend vs. last Q = Q3/Q2
** Trend y-o-y = Q3 2013/2012
## Sales January – September 2013

### Product line and Region

<table>
<thead>
<tr>
<th>Product line, SEK m</th>
<th>Jan-Sept 2013</th>
<th>Jan-Sept 2012</th>
<th>Change, curr adj</th>
<th>July-Sept 2013</th>
<th>July-Sept 2012</th>
<th>Change, curr adj</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Controls</td>
<td>1,395</td>
<td>1,377</td>
<td>5%</td>
<td>465</td>
<td>427</td>
<td>10%</td>
</tr>
<tr>
<td>Foundation Brake</td>
<td>1,617</td>
<td>1,692</td>
<td>-1%</td>
<td>529</td>
<td>504</td>
<td>8%</td>
</tr>
<tr>
<td>Total</td>
<td>3,012</td>
<td>3,069</td>
<td>2%</td>
<td>994</td>
<td>931</td>
<td>9%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Region, SEK m</th>
<th>Jan-Sept 2013</th>
<th>Jan-Sept 2012</th>
<th>Change, Curr adj</th>
<th>July-Sept 2013</th>
<th>July-Sept 2012</th>
<th>Change, curr adj</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>1,573</td>
<td>1,710</td>
<td>-4%</td>
<td>527</td>
<td>510</td>
<td>7%</td>
</tr>
<tr>
<td>Europe</td>
<td>1,047</td>
<td>1,002</td>
<td>6%</td>
<td>345</td>
<td>299</td>
<td>13%</td>
</tr>
<tr>
<td>Asia and the Middle East</td>
<td>233</td>
<td>244</td>
<td>0%</td>
<td>75</td>
<td>80</td>
<td>-4%</td>
</tr>
<tr>
<td>South America</td>
<td>159</td>
<td>113</td>
<td>62%</td>
<td>47</td>
<td>42</td>
<td>31%</td>
</tr>
</tbody>
</table>
### Financial Summary
January – September 2013

<table>
<thead>
<tr>
<th>Amounts in SEK m</th>
<th>Jan - Sept 2013</th>
<th>Jan - Sept 2012</th>
<th>July - Sept 2013</th>
<th>July - Sept 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>3,012</td>
<td>3,069</td>
<td>994</td>
<td>931</td>
</tr>
<tr>
<td>Operating income *</td>
<td>215</td>
<td>176</td>
<td>84</td>
<td>52</td>
</tr>
<tr>
<td>Operating margin, %*</td>
<td>7.1</td>
<td>5.7</td>
<td>8.4</td>
<td>5.6</td>
</tr>
<tr>
<td>Earnings after tax</td>
<td>26</td>
<td>56</td>
<td>46</td>
<td>13</td>
</tr>
<tr>
<td>Earnings per share</td>
<td>0.54</td>
<td>1.17</td>
<td>1.03</td>
<td>0.26</td>
</tr>
</tbody>
</table>

- **Sales YTD of SEK 3,012 m (3,069), +2% adjusted for exchange rate movements.**
  - Sales in Q3 amounted to SEK 994 m (931), +9% currency adjusted.
- **Operating income YTD of SEK 215 m (176) with an operating margin of 7.1% (5.7).**
  - Operating income in Q3 of SEK 84 m (52) with an operating margin of 8.4% (5.6).
- **Earnings after tax YTD of SEK 26 m (56).**
  - Earnings after tax in Q3 of SEK 46 m (13).
- **Earnings per share YTD of SEK 0.54 (1.17).**
  - Earnings per share in Q3 of SEK 1.03 (0.26).

* Excluding one-off items.
Sales & Operating Margin
2010 - 2013

Sales, SEK m

Operating Margin

Q1-10  Q2-10  Q3-10  Q4-10  Q1-11  Q2-11  Q3-11  Q4-11  Q1-12  Q2-12  Q3-12  Q4-12  Q1-13  Q2-13  Q3-13

Sales
Operating Margin

Q1-10: 3.4%
Q2-10: 4.4%
Q3-10: 5.3%
Q4-10: 4.3%
Q1-11: 6.4%
Q2-11: 6.4%
Q3-11: 6.0%
Q4-11: 4.8%
Q1-12: 5.6%
Q2-12: 5.6%
Q3-12: 5.8%
Q4-12: 3.9%
Q1-13: 7.1%
Q2-13: 7.1%
Q3-13: 8.4%
## Balance Sheet
2013-09-30 vs. 2013-06-30

<table>
<thead>
<tr>
<th>Amounts in SEK m</th>
<th>Sept 30, 2013</th>
<th>June 30, 2013</th>
<th>Quarterly change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working Capital</td>
<td>521</td>
<td>576</td>
<td>-10%</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>442</td>
<td>451</td>
<td>-2%</td>
</tr>
<tr>
<td>Capital employed</td>
<td>1,836</td>
<td>1,983</td>
<td>-7%</td>
</tr>
<tr>
<td>Total assets</td>
<td>2,478</td>
<td>2,665</td>
<td>-7%</td>
</tr>
<tr>
<td>Equity</td>
<td>1,114</td>
<td>1,078</td>
<td>3%</td>
</tr>
<tr>
<td>Net debt</td>
<td>416</td>
<td>530</td>
<td>-22%</td>
</tr>
<tr>
<td>Equity ratio, %</td>
<td>45</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>Debt/Equity ratio, %</td>
<td>37</td>
<td>49</td>
<td></td>
</tr>
</tbody>
</table>
Cash Flow
Working Capital & Cash Conversion days

Amounts in SEK m

<table>
<thead>
<tr>
<th></th>
<th>Q1 2013</th>
<th>Q2 2013</th>
<th>Q3 2013</th>
<th>Q1 2012</th>
<th>Q2 2012</th>
<th>Q3 2012</th>
<th>Q4 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Cash Flow *</td>
<td>40</td>
<td>111</td>
<td>96</td>
<td>65</td>
<td>49</td>
<td>55</td>
<td>108</td>
</tr>
<tr>
<td>Cash Flow after net investments*</td>
<td>20</td>
<td>109</td>
<td>81</td>
<td>42</td>
<td>22</td>
<td>23</td>
<td>72</td>
</tr>
</tbody>
</table>

* Excluding restructuring
Outlook 2013

- The fourth quarter demand will most likely be more challenging in North America as we expect volumes to weaken at the end of the year.

- Expectation of stable sales in Europe during the fourth quarter.

- The market development in China is expected to be relatively flat in general for Q4, but Haldex can likely perform somewhat better than the market.
  In India, the market is still weak and currently we see no significant signs of improvement, due to the economic situation.

- In Brazil, we expect the strong development to continue into Q4 linked to the government funding incentives, safety legislation and the collaboration agreement signed during 2012 with Master.