

Interim Report Q3, 2013

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Agenda



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Sales

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Q&A



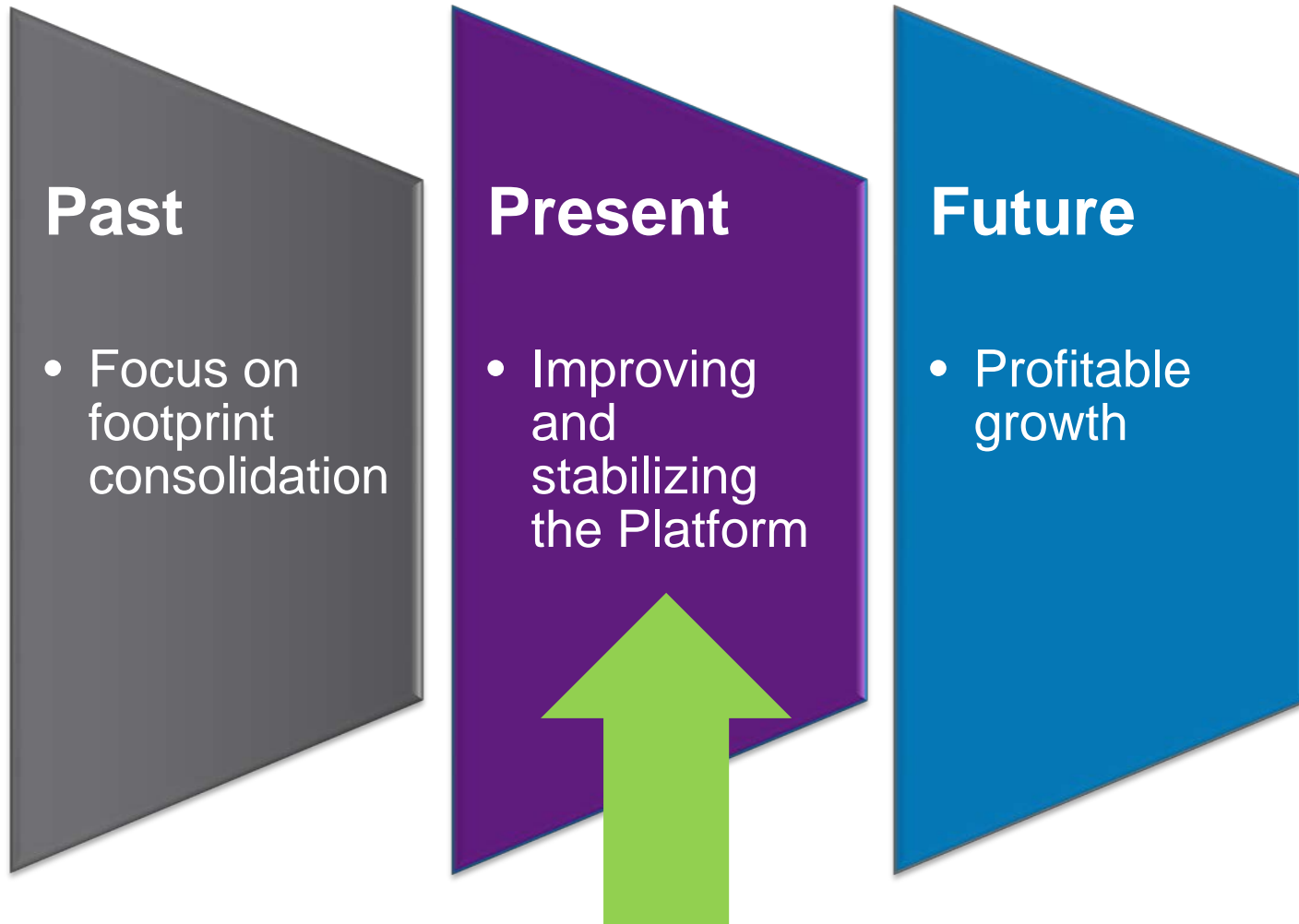
Business Highlights

Q3 2013



- 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





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



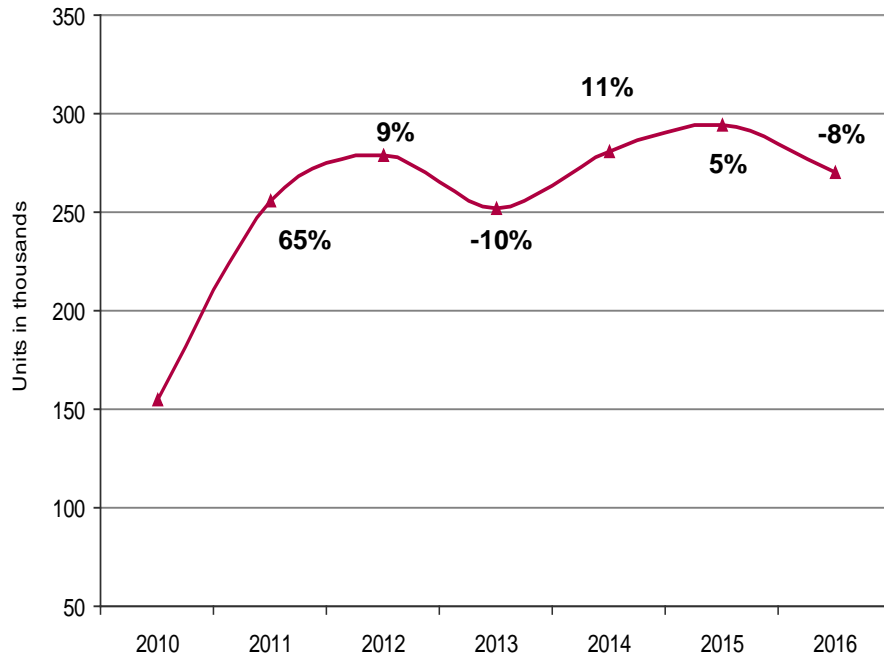
Market Update

Build Rates Heavy Truck

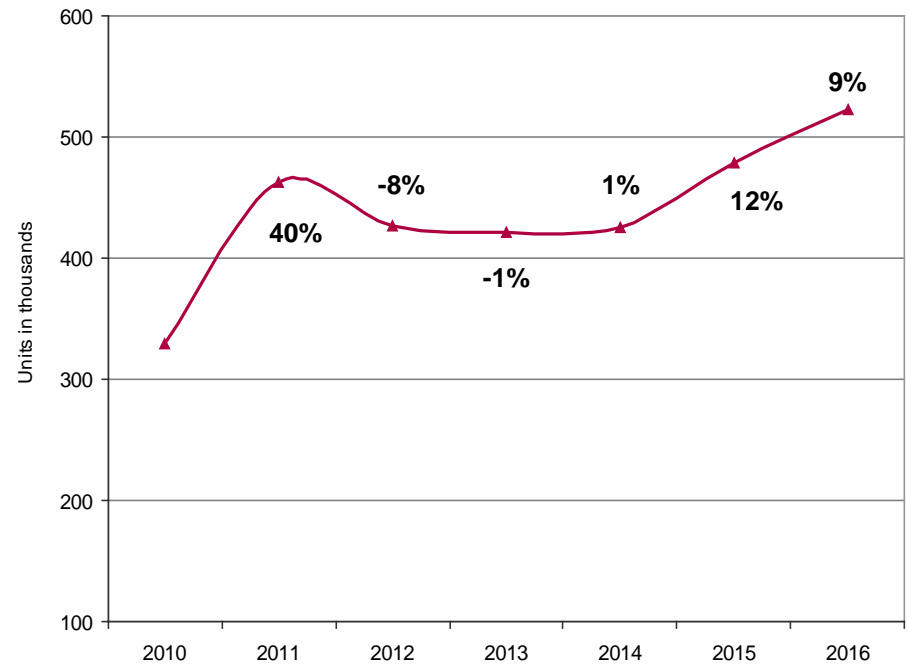
North America & Europe



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.

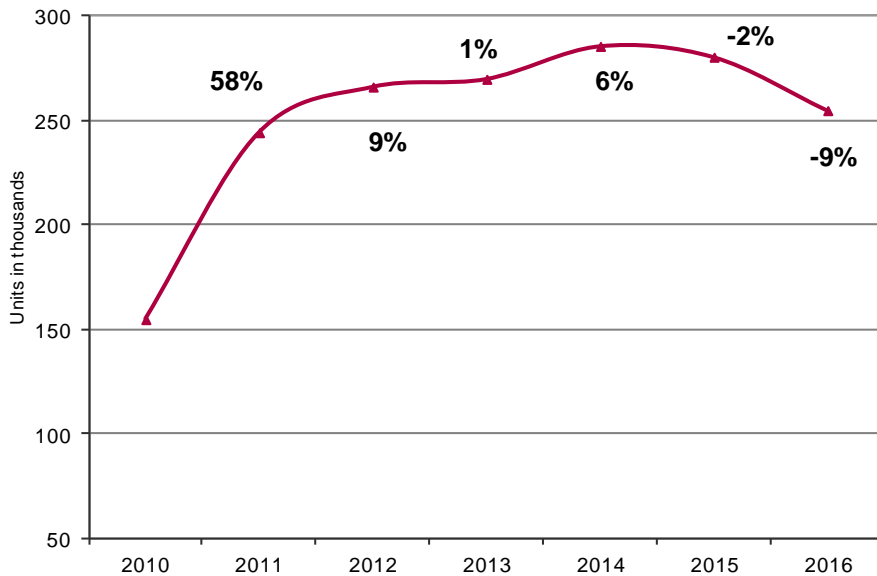
Note: JDP data – official statistics per September 2013

Build Rates Trailer

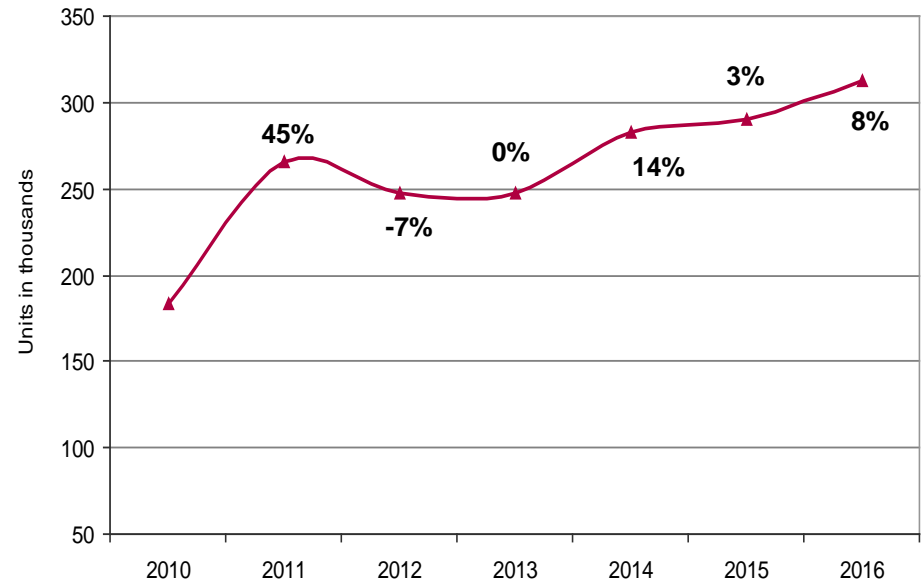
North America & Europe



North America



Europe



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

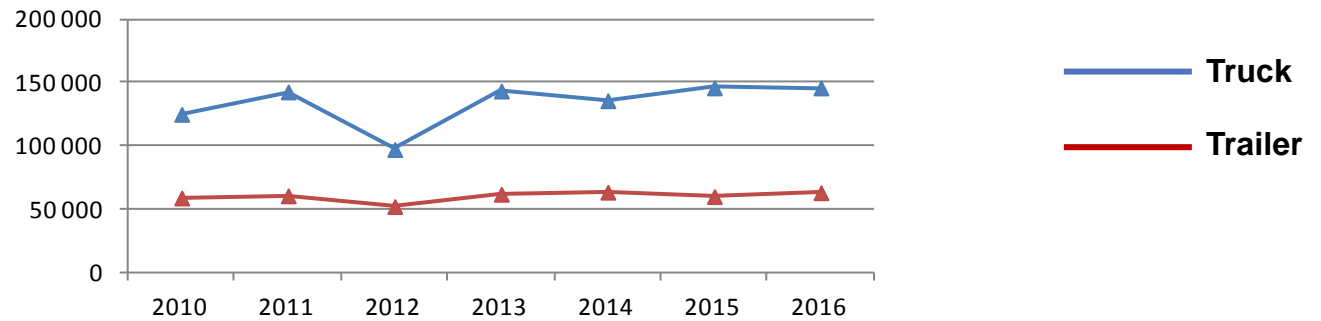
Build Rates Heavy Truck & Trailer

Emerging Markets

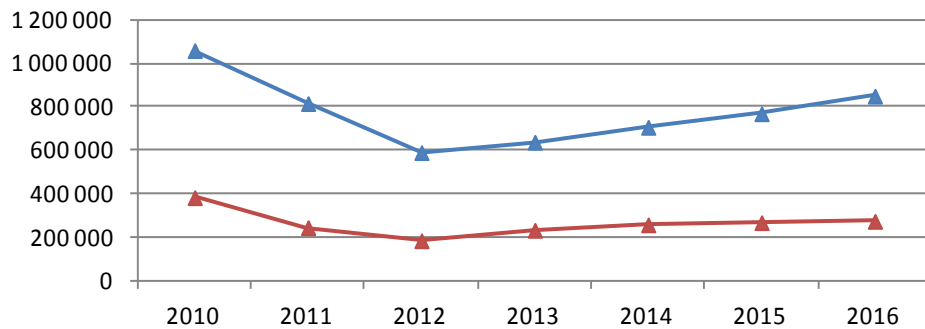


Brazil, China & India

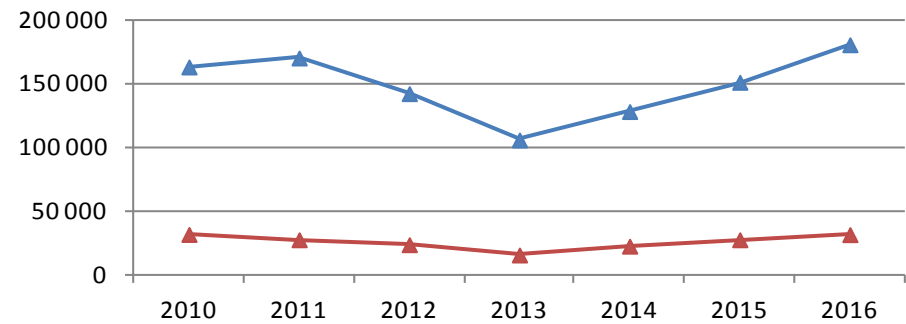
Brazil



China



India



Note: JDP and Haldex data – official statistics per September 2013



Sales

Regional Demand

Q3 2013



Share of sales 2012	Regions	Trend vs. Last Q*	Trend y-o-y**
55%	North America	↘	+
33%	Europe	⇒	++
8%	Asia and the Middle East	↘	+/-
4%	South America	↓	+++

Explanation

Relatively unchanged	⇒	+/-
Slightly lower	↘	-
Lower	↘↘	--
Significantly lower	↓	---
Slightly Higher	↗	+
Higher	↗↗	++
Significantly higher	↑	+++

* Trend vs. last Q = Q3/Q2


** Trend y-o-y = Q3 2013/2012

Sales January – September 2013

Product line and Region



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

Region, SEK m 	Jan-Sept 2013	Jan-Sept 2012	Change, Curr adj	July-Sept 2013	July-Sept 2012	Change, curr adj
North America	1,573	1,710	-4%	527	510	7%
Europe	1,047	1,002	6%	345	299	13%
Asia and the Middle East	233	244	0%	75	80	-4%
South America	159	113	62%	47	42	31%



Financials

Financial Summary

January – September 2013



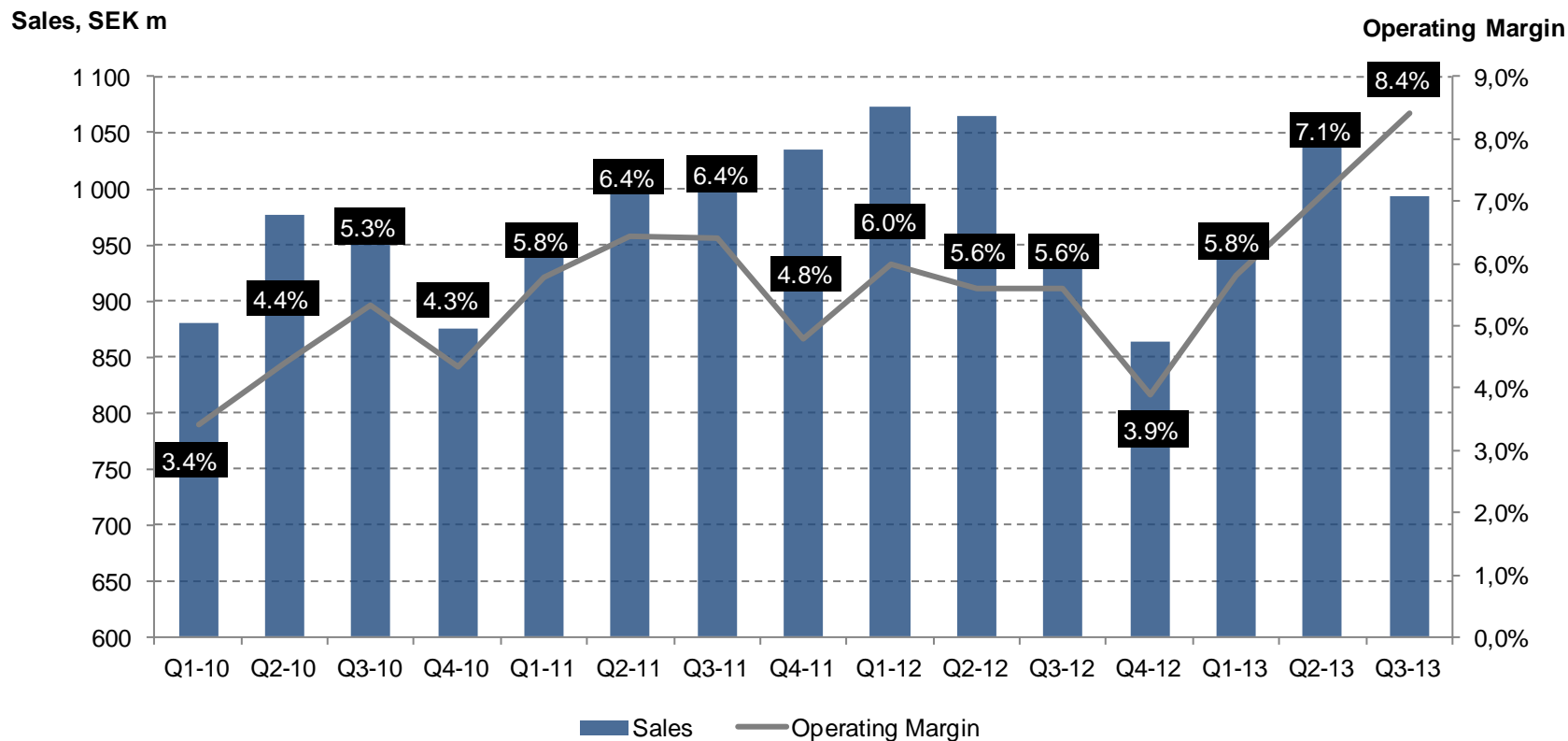
<i>Amounts in SEK m</i>	Jan - Sept 2013	Jan - Sept 2012	July - Sept 2013	July - Sept 2012
Net sales	3,012	3,069	994	931
Operating income *	215	176	84	52
Operating margin, %*	7.1	5.7	8.4	5.6
Earnings after tax	26	56	46	13
Earnings per share	0.54	1.17	1.03	0.26

- **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



Balance Sheet

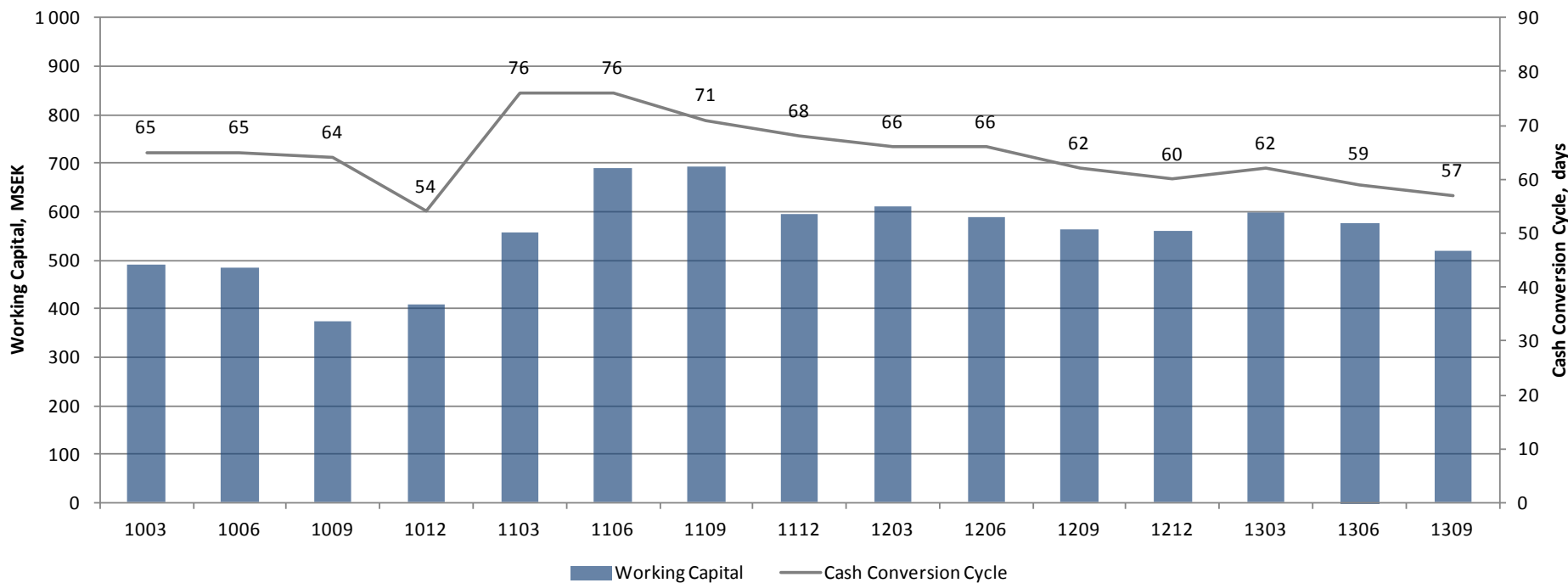
2013-09-30 vs. 2013-06-30



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

Cash Flow

Working Capital & Cash Conversion days



<i>Amounts in SEK m</i>	Q1	Q2	Q3	Q1	Q2	Q3	Q4
	2013	2013	2013	2012	2012	2012	2012
Operating Cash Flow *	40	111	96	65	49	55	108
Cash Flow after net investments*	20	109	81	42	22	23	72

* Excluding restructuring



Outlook

- 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.

