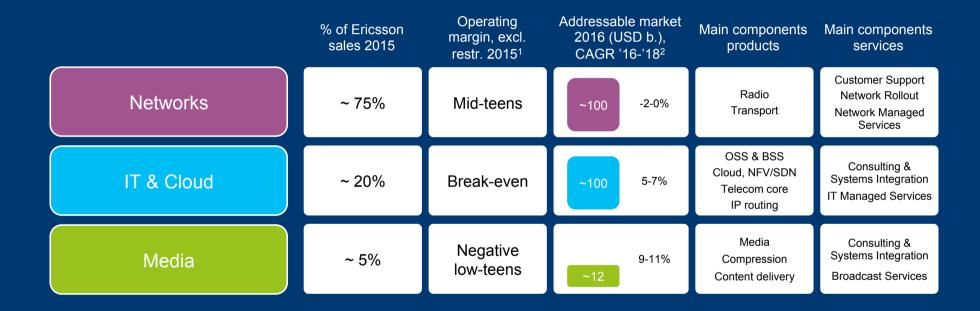


OVERVIEW OF NEW SEGMENTS





New simplified structure optimized for different customer needs and accountability

^{1.} Preliminary and un-audited estimate.

^{2.} Excluding Industry & Society markets and IPR

2017 REPORTING STRUCTURE



	Net sales	Profitability	Market dimension
Networks	Total net sales - of which products - of which services	Gross income Operating income EBITA	Sales breakdown by market area and "Other"
IT & Cloud	Total net sales - of which products - of which services	Gross income Operating income EBITA	Sales breakdown by market area and "Other"
Media	Total net sales	Gross income Operating income EBITA	Sales breakdown by market area and "Other"

Q1 2017 actuals first reporting according to new structure 2015 and 2016 restated numbers will be communicated well in advance of Q1 2017 reporting