

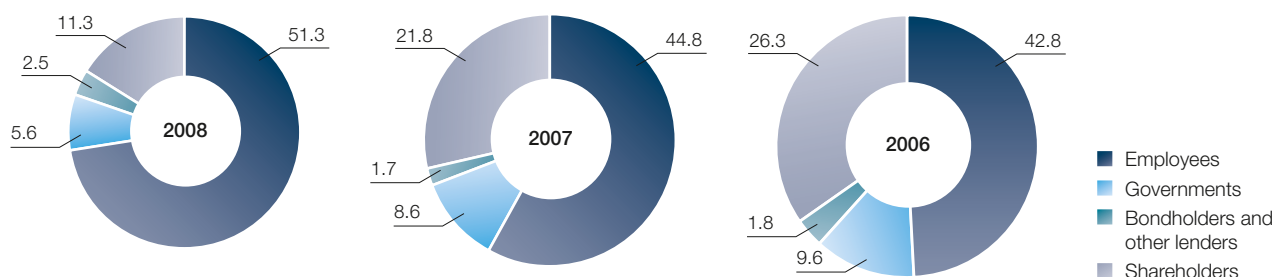
# Key Performance Indicators: Economic

VALUE FLOW STATEMENT			
SEK million	2008	2007	2006 <sup>1)</sup>
Net Sales	208,930	187,780	179,821
Share in earnings of joint ventures and associated companies	-436	7,232	5,934
Other operating income	3,305	1,854	4,154
Financial income	3,458	1,778	1,954
Total reported revenues	215,257	198,644	191,863
Amortization and depreciation	-8,674	-8,363	-7,516
Procurements and other operational expenses	-135,97	-113,385	-103,929
Value added	70,613	76,896	80,418
Of which allocated to:			
– Employees	51,297	44,771	42,821
– Government (taxes)	5,559	8,594	9,557
– Bondholders and other lenders	2,484	1,695	1,789
– Shareholders	11,273	21,836	26,251
of which cash dividend paid related to previous year <sup>2)</sup>	7,954	7,943	7,141
	70,613	76,896	80,418
Year-over-year change in value add	-8%	-4%	15%

<sup>1)</sup> Royalty revenues for intellectual property rights (IPR) related to products is included in Net Sales instead of other operating income. In 2006, SEK 2,038 million (SEK 1,400 million in 2005) of the income was reclassified.

<sup>2)</sup> Actual amounts paid to shareholders related to previous year, excluding Class B treasury shares held by the Parent company.

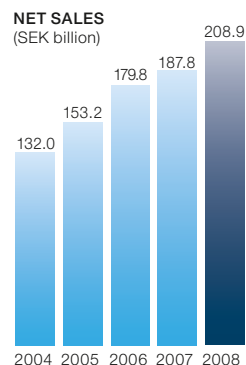
## DISTRIBUTION OF VALUE 2008, 2007 AND 2006 (SEK BILLION)



# Key Performance Indicators: Economic (continued)

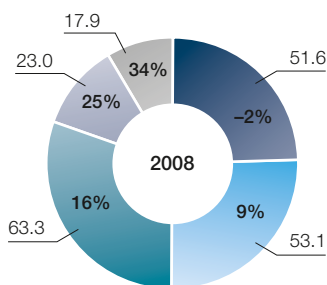
## OPERATIONAL PERFORMANCE

	2008	2007	2006
Net sales (SEK million)	208,930	187,780	179,821
Operating income (SEK million)	16,252	30,646	35,828
Operating margin (as percent of sales)	7.8%	16.3%	19.9%
Return on equity (percent)	8.2%	17.2%	23.7%
Net cash (SEK million)	34,651	24,312	40,728

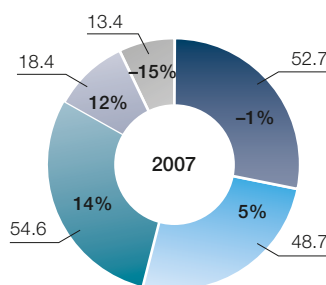


## SALES BY REGION 2008, 2007 AND 2006

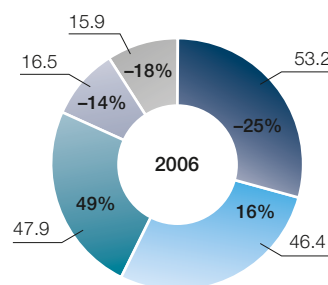
Ericsson net sales (SEK billion) and change (percent) year-over-year



- Western Europe
- Central & Eastern Europe, Middle East and Africa
- Asia Pacific
- Latin America
- North America



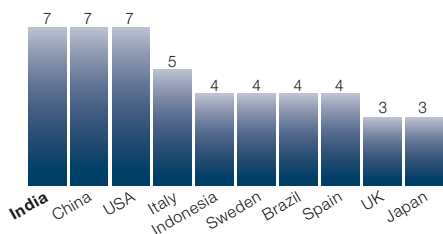
- Western Europe
- Central & Eastern Europe, Middle East and Africa
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- Western Europe
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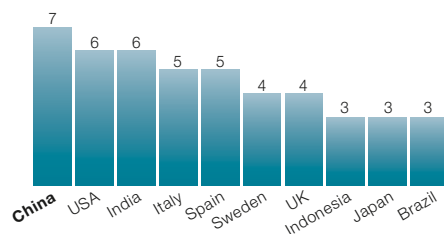
## OUR 10 LARGEST MARKETS 2008

Percent of total sales



## OUR 10 LARGEST MARKETS 2007

Percent of total sales



## OUR 10 LARGEST MARKETS 2006

Percent of total sales

