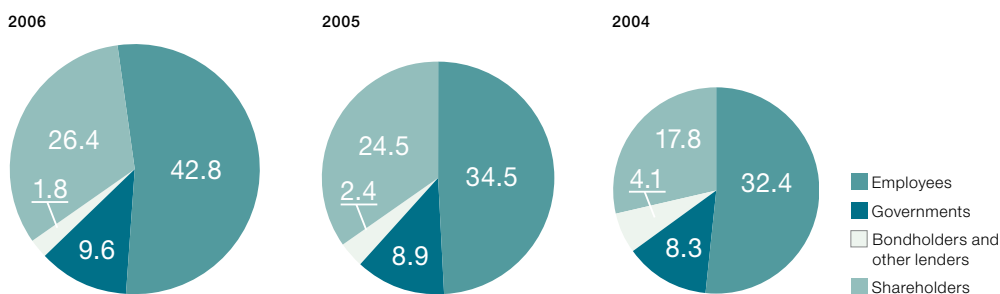


KEY PERFORMANCE INDICATORS: ECONOMIC

VALUE FLOW STATEMENT

	2006	2005	2004
Net Sales	177,783	151,821	131,972
Share in earnings of joint ventures and associated companies	5,934	2,395	2,323
Other operating income	5,941	2,491	2,617
Financial income	1,954	2,653	3,541
Total reported revenues	191,612	159,360	140,453
Amortization and depreciation	-7,516	-5,802	-7,004
Procurements and other operational expenses	-103,493	-83,363	-70,846
Value added	80,603	70,195	62,603
Of which allocated to:			
- Employees	42,821	34,458	35,356
- Government (taxes)	9,557	8,875	8,330
- Bondholders and other lenders	1,789	2,402	4,081
- Shareholders	26,436	24,460	17,836
of which paid out as cash dividend	8,066	7,260	4,033
	80,603	70,195	62,603
Increase in value add	15%	12%	

DISTRIBUTION OF VALUE 2006, 2005 AND 2004



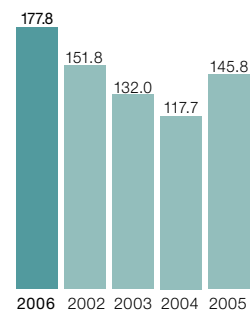
KEY PERFORMANCE INDICATORS: ECONOMIC (continued)

OPERATIONAL PERFORMANCE

	2006	2005 ¹⁾	2004
Net Sales (SEK billion)	177.8	151.8	132.0
Operating income (SEK billion)	35.8	33.1	28.9
Operating margin (as percent of sales)	20.2%	21.8%	21.9%
Return on equity (percent)	23.7%	26.7%	27.6%
Net cash (SEK billion)	40.7	50.6	42.9

¹⁾ 2005 has been restated; Ericsson adopted the new option in IAS 19 as from January 1, 2006.

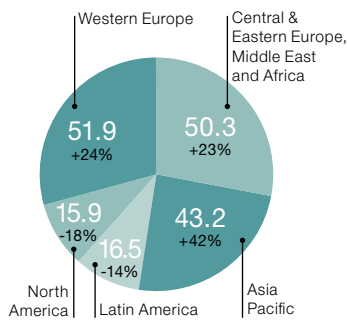
NET SALES (SEK billion)



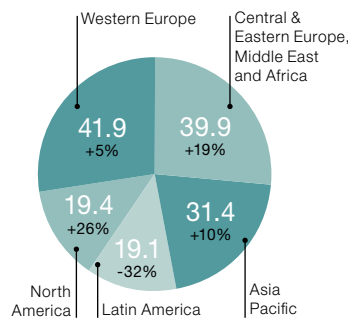
SALES BY REGION

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

2006

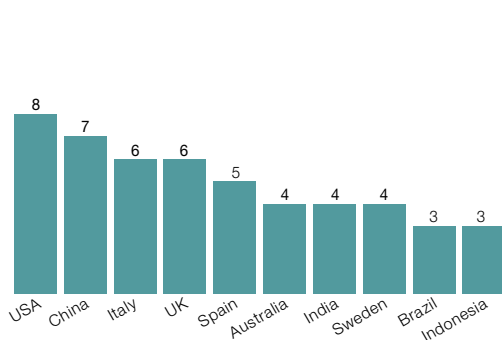


2005



OUR 10 LARGEST MARKETS 2006

% of total sales



OUR 10 LARGEST MARKETS 2005

% of total sales

