

Five-Year Summary

SEK million	2008	2007	2006	2005	2004
Income statement items					
Net sales	208,930	187,780	179,821	153,222	131,972
Operating income	16,252	30,646	35,828	33,084	26,706
Financial net	974	83	165	251	-540
Net income	11,667	22,135	26,436	24,460	17,836
Year-end position					
Total assets	285,684	245,117	214,940	209,336	186,186
Working capital	99,951	86,327	82,926	86,184	69,268
Capital employed	182,439	168,456	142,447	133,332	115,144
Net cash	34,651	24,312	40,728	50,645	42,911
Property, plant and equipment	9,995	9,304	7,881	6,966	5,845
Stockholders' equity	140,823	134,112	120,113	101,622	80,445
Minority interests	1,261	940	782	850	1,057
Interest-bearing liabilities and post-employment benefits	40,354	33,404	21,552	30,860	33,643
Other information					
Earnings, per share, basic, SEK	3.54	6.87	8.27	7.67	5.54
Earnings, per share, diluted, SEK	3.52	6.84	8.23	7.64	5.54
Cash dividends per share, SEK	1.85 ¹⁾	2.50	2.50	2.25	1.25
Stockholders' equity per share, SEK	44.21	42.17	37.82	32.03	25.40
Number of shares outstanding (in millions)					
– at end of period, basic	3,185	3,180	3,176	3,173	3,167
– average, basic	3,183	3,178	3,174	3,169	3,166
– average, diluted	3,202	3,193	3,189	3,181	3,179
Additions to property, plant and equipment	4,133	4,319	3,827	3,365	2,452
Depreciation of property, plant and equipment	3,108	3,121	3,007	2,804	2,434
Acquisitions/capitalization of intangible assets	1,287	29,838	18,319	2,250	1,950
Amortization of intangible assets	5,006	5,433	4,237	3,269	4,452
Research and development expenses	33,584	28,842	27,533	24,059	23,421
– as percentage of net sales	16.1%	15.4%	15.3%	15.7%	17.7%
Ratios					
Operating margin	7.8%	16.3%	19.9%	21.6%	20.2%
Operating margin excluding Sony Ericsson	8.0%	12.5%	16.7%	20.1%	18.6%
EBITDA margin	11.9%	20.8%	24.1%	25.4%	25.5%
Cash conversion	92%	66%	57%	47%	80%
Return on equity	8.2%	17.2%	23.7%	26.7%	24.2%
Return on capital employed	11.3%	20.9%	27.4%	28.7%	26.4%
Equity ratio	49.7%	55.1%	56.2%	49.0%	43.8%
Capital turnover	1.2	1.2	1.3	1.2	1.2
Inventory turnover	5.4	5.2	5.2	5.1	5.7
Trade receivables turnover	3.1	3.4	3.9	4.1	4.1
Payment readiness, SEK million	84,917	64,678	67,454	78,647	81,447
– as percentage of net sales	40.6%	34.4%	37.5%	51.3%	61.7%
Statistical data, year-end					
Number of employees	78,740	74,011	63,781	56,055	50,534
– of which in Sweden	20,155	19,781	19,094	21,178	21,296
Export sales from Sweden, SEK million	109,254	102,486	98,694	93,879	86,510

¹⁾ For 2008, as proposed by the Board of Directors.
For definitions of the financial terms used, see Financial Terminology.