

PLANNING ASSUMPTIONS

From the Q117 earnings report

- Industry trends and business mix in mobile broadband from 2016 are expected to prevail in 2017
- RAN equipment market in USD estimated to decline by -2% to -6% in 2017
- The renewed MS contract in North America will impact sales negatively YoY in Q2 and Q3 2017
- Addressing low-performing operations in MS and optimizing NRO offering expected to reduce FY19 sales up to SEK 10 b.
- Baseline for current IPR licensing contract portfolio is approx. SEK 7 b. on an annual basis
- Restructuring charges for 2017 are estimated to SEK 6-8 b.

Based on current visibility, assessments and FX rates