

NET SALES BY MARKET AREA BY QUARTER

Isolated quarters, SEK million	2017					2016			
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia Oceania & India	8 009	9 718	7 678	7 730	7 905	8 534	8 463	7 953	7 790
North East Asia	5 561	9 623	6 122	6 041	5 579	8 915	6 350	6 943	6 030
North America	11 811	14 851	13 178	13 358	13 147	16 729	14 277	14 521	12 191
Europe & Latin America ^{1) 2)}	12 707	19 128	15 104	17 082	15 100	21 935	18 790	19 331	17 731
Middle East & Africa	5 414	9 129	6 298	7 239	5 699	8 947	8 422	9 175	6 675
Other ^{1) 2)}	2 867	2 766	2 696	2 658	4 779	8 508	2 859	2 748	3 103
Total	46 369	65 215	51 076	54 108	52 209	73 568	59 161	60 671	53 520
¹⁾ Of which in Sweden	925	843	690	477	1 113	972	1 135	598	1 091
²⁾ Of which in EU	8 239	11 154	8 507	9 635	9 229	12 644	10 584	11 453	10 904

Sequential change, percent	2016					2015			
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia Oceania & India	-18%	27%	-1%	-2%	-7%	1%	6%	2%	
North East Asia	-42%	57%	1%	8%	-37%	40%	-9%	15%	
North America	-20%	13%	-1%	2%	-21%	17%	-2%	19%	
Europe & Latin America ^{1) 2)}	-34%	27%	-12%	13%	-31%	17%	-3%	9%	
Middle East & Africa	-41%	45%	-13%	27%	-36%	6%	-8%	37%	
Other ^{1) 2)}	4%	3%	1%	-44%	-44%	198%	4%	-11%	
Total	-29%	28%	-6%	4%	-29%	24%	-2%	13%	
¹⁾ Of which in Sweden	10%	22%	45%	-57%	15%	-14%	90%	-45%	
²⁾ Of which in EU	-26%	31%	-12%	4%	-27%	19%	-8%	5%	

Year over year change, percent	2017					2016			
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia Oceania & India	1%	14%	-9%	-3%	1%				
North East Asia	0%	8%	-4%	-13%	-7%				
North America	-10%	-11%	-8%	-8%	8%				
Europe & Latin America ^{1) 2)}	-16%	-13%	-20%	-12%	-15%				
Middle East & Africa	-5%	2%	-25%	-21%	-15%				
Other ^{1) 2)}	-40%	-67%	-6%	-3%	54%				
Total	-11%	-11%	-14%	-11%	-2%				
¹⁾ Of which in Sweden	-17%	-13%	-39%	-20%	2%				
²⁾ Of which in EU	-11%	-12%	-20%	-16%	-15%				

Year to date, SEK million	2017					2016			
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
South East Asia Oceania & India	8 009	33 031	23 313	15 635	7 905	32 740	24 206	15 743	7 790
North East Asia	5 561	27 365	17 742	11 620	5 579	28 238	19 323	12 973	6 030
North America	11 811	54 534	39 683	26 505	13 147	57 718	40 989	26 712	12 191
Europe & Latin America ^{1) 2)}	12 707	66 414	47 286	32 182	15 100	77 787	55 852	37 062	17 731
Middle East & Africa	5 414	28 365	19 236	12 938	5 699	33 219	24 272	15 850	6 675
Other ^{1) 2)}	2 867	12 899	10 133	7 437	4 779	17 218	8 710	5 851	3 103
Total	46 369	222 608	157 393	106 317	52 209	246 920	173 352	114 191	53 520
¹⁾ Of which in Sweden	925	3 123	2 280	1 590	1 113	3 796	2 824	1 689	1 091
²⁾ Of which in EU	8 239	38 525	27 371	18 864	9 229	45 585	32 941	22 357	10 904

Year to date, year over year change, percent	2017					2016			
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
South East Asia Oceania & India	1%	1%	-4%	-1%	1%				
North East Asia	0%	-3%	-8%	-10%	-7%				
North America	-10%	-6%	-3%	-1%	8%				
Europe & Latin America ^{1) 2)}	-16%	-15%	-15%	-13%	-15%				
Middle East & Africa	-5%	-15%	-21%	-18%	-15%				
Other ^{1) 2)}	-40%	-25%	16%	27%	54%				
Total	-11%	-10%	-9%	-7%	-2%				
¹⁾ Of which in Sweden	-17%	-18%	-19%	-6%	2%				
²⁾ Of which in EU	-11%	-15%	-17%	-16%	-15%				

NET SALES BY MARKET AREA AND SEGMENT BY QUARTER

ISOLATED QUARTER

Isolated quarters, SEK million	Q1 2017				Q4 2016				Q3 2016				Q2 2016				Q1 2016				2015 Isolated quarters			
	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Q4	Q3	Q2	Q1
South East Asia Oceania & India	6 653	1 278	78	8 009	8 247	1 358	113	9 718	6 636	912	130	7 678	6 415	1 204	111	7 730	6 646	1 175	84	7 905	8 534	8 463	7 953	7 790
North East Asia	4 625	889	47	5 561	7 169	2 397	57	9 623	3 926	2 153	43	6 122	4 655	1 351	35	6 041	4 265	1 269	45	5 579	8 915	6 350	6 943	6 030
North America	9 229	2 287	295	11 811	11 787	2 556	508	14 851	10 436	2 183	559	13 178	10 478	2 295	585	13 358	10 888	1 730	529	13 147	16 729	14 277	14 521	12 191
Europe & Latin America	8 586	3 326	795	12 707	12 066	5 944	1 118	19 128	10 032	4 175	897	15 104	11 752	4 385	945	17 082	10 602	3 558	940	15 100	21 935	18 790	19 331	17 731
Middle East & Africa	3 751	1 553	110	5 414	6 678	2 359	92	9 129	4 154	2 047	97	6 298	5 150	2 015	74	7 239	3 945	1 659	95	5 699	8 947	8 422	9 175	6 675
Other	2 016	212	639	2 867	1 844	270	652	2 766	1 836	246	614	2 696	1 795	250	613	2 658	3 589	439	751	4 779	8 508	2 859	2 748	3 103
Total	34 860	9 545	1 964	46 369	47 791	14 884	2 540	65 215	37 020	11 716	2 340	51 076	40 245	11 500	2 363	54 108	39 935	9 830	2 444	52 209	73 568	59 161	60 671	53 520

Sequential change (%)	Q1 2017				Q4 2016				Q3 2016				Q2 2016				Q1 2016				2015 Isolated quarters			
	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Q4	Q3	Q2	Q1
South East Asia Oceania & India	-19%	-6%	-31%	-18%	24%	49%	-13%	27%	3%	-24%	17%	-1%	-3%	2%	32%	-2%	-	-	-	-7%	1%	6%	2%	
North East Asia	-35%	-63%	-18%	-42%	83%	11%	33%	57%	-16%	59%	23%	1%	9%	6%	-22%	8%	-	-	-	-37%	40%	-9%	15%	
North America	-22%	-11%	-42%	-20%	13%	17%	-9%	13%	0%	-5%	-4%	-1%	-4%	33%	11%	2%	-	-	-	-21%	17%	-2%	19%	
Europe & Latin America	-29%	-44%	-29%	-34%	20%	42%	25%	27%	-15%	-5%	-5%	-12%	11%	23%	1%	13%	-	-	-	-31%	17%	-3%	9%	
Middle East & Africa	-44%	-34%	20%	-41%	61%	15%	-5%	45%	-19%	2%	31%	-13%	31%	21%	-22%	27%	-	-	-	-36%	6%	-8%	37%	
Other	9%	-21%	-2%	4%	0%	10%	6%	3%	2%	-2%	0%	1%	-50%	-43%	-18%	-44%	-	-	-	-44%	198%	4%	-11%	
Total	-27%	-36%	-23%	-29%	29%	27%	9%	28%	-8%	2%	-1%	-6%	1%	17%	-3%	4%	-	-	-	-29%	24%	-2%	13%	

Year over year change (%)	Q1 2017				Q4 2016				Q3 2016				Q2 2016				Q1 2016							
	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total				
South East Asia Oceania & India	0%	9%	-7%	1%	-	-	-	14%	-	-	-	-9%	-	-	-	-3%	-	-	-	-	1%			
North East Asia	8%	-30%	4%	0%	-	-	-	8%	-	-	-	-4%	-	-	-	-13%	-	-	-	-	-7%			
North America	-15%	32%	-44%	-10%	-	-	-	-11%	-	-	-	-8%	-	-	-	-8%	-	-	-	-	8%			
Europe & Latin America	-19%	-7%	-15%	-16%	-	-	-	-13%	-	-	-	-20%	-	-	-	-12%	-	-	-	-	-15%			
Middle East & Africa	-5%	-6%	16%	-5%	-	-	-	2%	-	-	-	-25%	-	-	-	-21%	-	-	-	-	-15%			
Other	-44%	-52%	-15%	-40%	-	-	-	-67%	-	-	-	-6%	-	-	-	-3%	-	-	-	-	54%			
Total	-13%	-3%	-20%	-11%	-	-	-	-11%	-	-	-	-14%	-	-	-	-11%	-	-	-	-2%				

YEAR TO DATE

Year to date, SEK million	Jan-Mar 2017				Jan-Dec 2016				Jan-Sep 2016				Jan-Jun 2016				Jan-Mar 2016				Jan-Dec 2015			
	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total
South East Asia Oceania & India	6 653	1 278	78	8 009	27 944	4 649	438	33 031	19 697	3 291	325	23 313	13 061	2 379	195	15 635	6 646	1 175	84	7 905	26 953	5 188	599	32 740
North East Asia	4 625	889	47	5 561	20 015	7 170	180	27 365	12 846	4 773	123	17 742	8 920	2 620	80	11 620	4 265	1 269	45	5 579	21 210	6 896	132	28 238
North America	9 229	2 287	295	11 811	43 589	8 764	2 181	54 534	31 802	6 208	1 673	39 683	21 366	4 025	1 114	26 505	10 888	1 730	529	13 147	45 018	10 361	2 339	57 718
Europe & Latin America	8 586	3 326	795	12 707	44 452	18 062	3 900	66 414	32 386	12 118	2 782	47 286	22 354	7 943	1 885	32 182	10 602	3 558	940	15 100	54 762	18 707	4 318	77 787
Middle East & Africa	3 751	1 553	110	5 414	19 927	8 080	358	28 365	13 249	5 721	266	19 236	9 095	3 674	169	12 938	3 945	1 659	95	5 699	23 852	9 102	265	33 219
Other	2 016	212	639	2 867	9 064	1 205	2 630	12 899	7 220	935	1 978	10 133	5 384	689	1 364	7 437	3 589	439	751	4 779	12 977	1 517	2 724	17 218
Total	34 860	9 545	1 964	46 369	164 991	47 930	9 687	222 608	117 200	33 046	7 147	157 393	80 180	21 330	4 807	106 317	39 935	9 830	2 444	52 209	184 772	51 771	10 377	246 920

Year over year change (%)	Jan-Mar 2017				Jan-Dec 2016				Jan-Sep 2016				Jan-Jun 2016				Jan-Mar 2016							
	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total	Networks	IT & Cloud	Other	Total				
South East Asia Oceania & India	0%	9%	-7%	1%	4%	-10%	-27%	1%	-	-	-	-4%	-	-	-	-1%	-	-	-	-	1%			
North East Asia	8%	-30%	4%	0%	-6%	4%	36%	-3%	-	-	-	-8%	-	-	-	-10%	-	-	-	-	-7%			
North America	-15%	32%	-44%	-10%	-3%	-15%	-7%	-6%	-	-	-	-3%	-	-	-	-1%	-	-	-	-	8%			
Europe & Latin America	-19%	-7%	-15%	-16%	-19%	-3%	-10%	-15%	-	-	-	-13%	-	-	-	-15%	-	-	-	-	-15%			
Middle East & Africa	-5%	-6%	16%	-5%	-16%	-11%	35%	-15%	-	-	-	-21%	-	-	-	-18%	-	-	-	-	-15%			
Other	-44%	-52%	-15%	-40%	-30%	-21%	-3%	-25%	-	-	-	16%	-	-	-	27%	-	-	-	-	54%			
Total	-13%	-3%	-20%	-11%	-11%	-7%	-7%	-10%	-	-	-	-9%	-	-	-	-7%	-	-	-	-2%				