

## NET SALES BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	47 791	37 020	40 245	39 935
<i>of which Services</i>	20 272	17 771	17 208	17 140
<i>of which Products</i>	27 519	19 249	23 037	22 795
IT & Cloud	14 884	11 716	11 500	9 830
<i>of which Services</i>	8 202	6 237	6 202	5 057
<i>of which Products</i>	6 682	5 479	5 298	4 773
Media	2 540	2 340	2 363	2 444
<b>Total</b>	<b>65 215</b>	<b>51 076</b>	<b>54 108</b>	<b>52 209</b>

Sequential change, percent	2016			
	Q4	Q3	Q2	Q1
Networks	29%	-8%	1%	-
<i>of which Services</i>	14%	3%	0%	-
<i>of which Products</i>	43%	-16%	1%	-
IT & Cloud	27%	2%	17%	-
<i>of which Services</i>	32%	1%	23%	-
<i>of which Products</i>	22%	3%	11%	-
Media	9%	-1%	-3%	-
<b>Total</b>	<b>28%</b>	<b>-6%</b>	<b>4%</b>	<b>-</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	164 991	117 200	80 180	39 935	184 772
<i>of which Services</i>	72 391	52 119	34 348	17 140	78 958
<i>of which Products</i>	92 600	65 081	45 832	22 795	105 814
IT & Cloud	47 930	33 046	21 330	9 830	51 771
<i>of which Services</i>	25 698	17 496	11 259	5 057	25 373
<i>of which Products</i>	22 232	15 550	10 071	4 773	26 398
Media	9 687	7 147	4 807	2 444	10 377
<b>Total</b>	<b>222 608</b>	<b>157 393</b>	<b>106 317</b>	<b>52 209</b>	<b>246 920</b>

Year to date, year over year change, percent	2016
	Jan-Dec
Networks	-11%
<i>of which Services</i>	-8%
<i>of which Products</i>	-12%
IT & Cloud	-7%
<i>of which Services</i>	1%
<i>of which Products</i>	-16%
Media	-7%
<b>Total</b>	<b>-10%</b>

## OPERATING INCOME BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	2 380	2 839	4 789	5 762
IT & Cloud	-1 819	-1 740	-1 546	-1 977
Media	-841	-758	-480	-310
<b>Total</b>	<b>-280</b>	<b>341</b>	<b>2 763</b>	<b>3 475</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	15 770	13 390	10 551	5 762	26 832
IT & Cloud	-7 082	-5 263	-3 523	-1 977	-3 873
Media	-2 389	-1 548	-790	-310	-1 154
<b>Total</b>	<b>6 299</b>	<b>6 579</b>	<b>6 238</b>	<b>3 475</b>	<b>21 805</b>

## OPERATING MARGIN BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	5%	8%	12%	14%
IT & Cloud	-12%	-15%	-13%	-20%
Media	-33%	-32%	-20%	-13%
<b>Total</b>	<b>0%</b>	<b>1%</b>	<b>5%</b>	<b>7%</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	10%	11%	13%	14%	15%
IT & Cloud	-15%	-16%	-17%	-20%	-7%
Media	-25%	-22%	-16%	-13%	-11%
<b>Total</b>	<b>3%</b>	<b>4%</b>	<b>6%</b>	<b>7%</b>	<b>9%</b>

## GROSS INCOME BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	11 783	9 867	12 522	13 011
IT & Cloud	4 676	3 833	4 061	3 281
Media	561	760	912	1 098
<b>Total</b>	<b>17 020</b>	<b>14 460</b>	<b>17 495</b>	<b>17 390</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	47 183	35 400	25 533	13 011	59 816
IT & Cloud	15 851	11 175	7 342	3 281	21 290
Media	3 331	2 770	2 010	1 098	4 713
<b>Total</b>	<b>66 365</b>	<b>49 345</b>	<b>34 885</b>	<b>17 390</b>	<b>85 819</b>

## GROSS MARGIN BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	25%	27%	31%	33%
IT & Cloud	31%	33%	35%	33%
Media	22%	32%	39%	45%
<b>Total</b>	<b>26%</b>	<b>28%</b>	<b>32%</b>	<b>33%</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	29%	30%	32%	33%	32%
IT & Cloud	33%	34%	34%	33%	41%
Media	34%	39%	42%	45%	45%
<b>Total</b>	<b>30%</b>	<b>31%</b>	<b>33%</b>	<b>33%</b>	<b>35%</b>

## EBITA BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	2 586	3 042	4 994	5 970
IT & Cloud	-1 571	-1 443	-1 306	-1 713
Media	-655	-567	-290	-98
<b>Total</b>	<b>360</b>	<b>1 032</b>	<b>3 398</b>	<b>4 159</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	16 592	14 006	10 964	5 970	28 016
IT & Cloud	-6 033	-4 462	-3 019	-1 713	-1 690
Media	-1 610	-955	-388	-98	-382
<b>Total</b>	<b>8 949</b>	<b>8 589</b>	<b>7 557</b>	<b>4 159</b>	<b>25 944</b>

## EBITA BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	5%	8%	12%	15%
IT & Cloud	-11%	-12%	-11%	-17%
Media	-26%	-24%	-12%	-4%
<b>Total</b>	<b>1%</b>	<b>2%</b>	<b>6%</b>	<b>8%</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	10%	12%	14%	15%	15%
IT & Cloud	-13%	-14%	-14%	-17%	-3%
Media	-17%	-13%	-8%	-4%	-4%
<b>Total</b>	<b>4%</b>	<b>5%</b>	<b>7%</b>	<b>8%</b>	<b>11%</b>

## NET SALES BY REGION BY QUARTER

Isolated quarters, SEK million	2016				2015			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
North America	14 851	13 178	13 358	13 147	16 729	14 277	14 521	12 191
Latin America	4 974	4 383	4 550	4 047	6 109	5 612	5 068	4 576
Northern Europe & Central Asia <sup>1) 2)</sup>	2 781	2 105	2 158	2 286	2 932	2 592	2 623	2 790
Western & Central Europe <sup>2)</sup>	4 588	3 949	4 828	4 373	5 808	4 990	5 656	5 277
Mediterranean <sup>2)</sup>	6 785	4 667	5 546	4 394	7 086	5 596	5 984	5 088
Middle East	6 397	4 286	4 926	3 579	6 100	5 731	6 522	4 517
Sub Saharan Africa	2 732	2 012	2 313	2 120	2 847	2 691	2 653	2 158
India	3 042	2 597	2 426	2 683	3 172	3 629	3 049	3 531
North East Asia	9 623	6 122	6 041	5 579	8 915	6 350	6 943	6 030
South East Asia & Oceania	6 676	5 081	5 304	5 222	5 362	4 834	4 904	4 259
Other <sup>1) 2)</sup>	2 766	2 696	2 658	4 779	8 508	2 859	2 748	3 103
<b>Total</b>	<b>65 215</b>	<b>51 076</b>	<b>54 108</b>	<b>52 209</b>	<b>73 568</b>	<b>59 161</b>	<b>60 671</b>	<b>53 520</b>
<sup>1)</sup> Of which in Sweden	843	690	477	1 113	972	1 135	598	1 091
<sup>2)</sup> Of which in EU	11 154	8 507	9 635	9 229	12 644	10 584	11 453	10 904

Sequential change, percent	2016				2015			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
North America	13%	-1%	2%	-21%	17%	-2%	19%	
Latin America	13%	-4%	12%	-34%	9%	11%	11%	
Northern Europe & Central Asia <sup>1) 2)</sup>	32%	-2%	-6%	-22%	13%	-1%	-6%	
Western & Central Europe <sup>2)</sup>	16%	-18%	10%	-25%	16%	-12%	7%	
Mediterranean <sup>2)</sup>	45%	-16%	26%	-38%	27%	-6%	18%	
Middle East	49%	-13%	38%	-41%	6%	-12%	44%	
Sub Saharan Africa	36%	-13%	9%	-26%	6%	1%	23%	
India	17%	7%	-10%	-15%	-13%	19%	-14%	
North East Asia	57%	1%	8%	-37%	40%	-9%	15%	
South East Asia & Oceania	31%	-4%	2%	-3%	11%	-1%	15%	
Other <sup>1) 2)</sup>	3%	1%	-44%	-44%	198%	4%	-11%	
<b>Total</b>	<b>28%</b>	<b>-6%</b>	<b>4%</b>	<b>-29%</b>	<b>24%</b>	<b>-2%</b>	<b>13%</b>	
<sup>1)</sup> Of which in Sweden	22%	45%	-57%	15%	-14%	90%	-45%	
<sup>2)</sup> Of which in EU	31%	-12%	4%	-27%	19%	-8%	5%	

Year over year change, percent	2016			
	Q4	Q3	Q2	Q1
North America	-11%	-8%	-8%	8%
Latin America	-19%	-22%	-10%	-12%
Northern Europe & Central Asia <sup>1) 2)</sup>	-5%	-19%	-18%	-18%
Western & Central Europe <sup>2)</sup>	-21%	-21%	-15%	-17%
Mediterranean <sup>2)</sup>	-4%	-17%	-7%	-14%
Middle East	5%	-25%	-24%	-21%
Sub Saharan Africa	-4%	-25%	-13%	-2%
India	-4%	-28%	-20%	-24%
North East Asia	8%	-4%	-13%	-7%
South East Asia & Oceania	25%	5%	8%	23%
Other <sup>1) 2)</sup>	-67%	-6%	-3%	54%
<b>Total</b>	<b>-11%</b>	<b>-14%</b>	<b>-11%</b>	<b>-2%</b>
<sup>1)</sup> Of which in Sweden	-13%	-39%	-20%	2%
<sup>2)</sup> Of which in EU	-12%	-20%	-16%	-15%

Year to date, SEK million	2016				2015			
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
North America	54 534	39 683	26 505	13 147	57 718	40 989	26 712	12 191
Latin America	17 954	12 980	8 597	4 047	21 365	15 256	9 644	4 576
Northern Europe & Central Asia <sup>1) 2)</sup>	9 330	6 549	4 444	2 286	10 937	8 005	5 413	2 790
Western & Central Europe <sup>2)</sup>	17 738	13 150	9 201	4 373	21 731	15 923	10 933	5 277
Mediterranean <sup>2)</sup>	21 392	14 607	9 940	4 394	23 754	16 668	11 072	5 088
Middle East	19 188	12 791	8 505	3 579	22 870	16 770	11 039	4 517
Sub Saharan Africa	9 177	6 445	4 433	2 120	10 349	7 502	4 811	2 158
India	10 748	7 706	5 109	2 683	13 381	10 209	6 580	3 531
North East Asia	27 365	17 742	11 620	5 579	28 238	19 323	12 973	6 030
South East Asia & Oceania	22 283	15 607	10 526	5 222	19 359	13 997	9 163	4 259
Other <sup>1) 2)</sup>	12 899	10 133	7 437	4 779	17 218	8 710	5 851	3 103
<b>Total</b>	<b>222 608</b>	<b>157 393</b>	<b>106 317</b>	<b>52 209</b>	<b>246 920</b>	<b>173 352</b>	<b>114 191</b>	<b>53 520</b>
<sup>1)</sup> Of which in Sweden	3 123	2 280	1 590	1 113	3 796	2 824	1 689	1 091
<sup>2)</sup> Of which in EU	38 525	27 371	18 864	9 229	45 585	32 941	22 357	10 904

Year to date, year over year change, percent	2016			
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
North America	-6%	-3%	-1%	8%
Latin America	-16%	-15%	-11%	-12%
Northern Europe & Central Asia <sup>1) 2)</sup>	-15%	-18%	-18%	-18%
Western & Central Europe <sup>2)</sup>	-18%	-17%	-16%	-17%
Mediterranean <sup>2)</sup>	-10%	-12%	-10%	-14%
Middle East	-16%	-24%	-23%	-21%
Sub Saharan Africa	-11%	-14%	-8%	-2%
India	-20%	-25%	-22%	-24%
North East Asia	-3%	-8%	-10%	-7%
South East Asia & Oceania	15%	12%	15%	23%
Other <sup>1) 2)</sup>	-25%	16%	27%	54%
<b>Total</b>	<b>-10%</b>	<b>-9%</b>	<b>-7%</b>	<b>-2%</b>
<sup>1)</sup> Of which in Sweden	-18%	-19%	-6%	2%
<sup>2)</sup> Of which in EU	-15%	-17%	-16%	-15%

NET SALES BY MARKET AREA AND SEGMENT BY QUARTER

2016 BY QUARTER

Isolated quarters, SEK million	Networks				IT & Cloud				Media				Total			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
North America	11 787	10 436	10 479	10 888	2 556	2 183	2 295	1 730	508	559	585	529	14 851	13 178	13 358	13 147
Latin America	3 541	3 145	3 263	2 945	1 306	1 174	1 197	1 046	126	66	89	56	4 974	4 383	4 550	4 047
Northern Europe & Central Asia	1 977	1 501	1 547	1 753	675	507	506	408	128	97	105	125	2 781	2 105	2 158	2 286
Western & Central Europe	2 741	2 614	3 477	3 176	1 297	851	900	651	549	484	451	546	4 588	3 949	4 828	4 373
Mediterranean	3 804	2 774	3 464	2 728	2 666	1 643	1 782	1 453	315	250	300	213	6 785	4 667	5 546	4 394
Middle East	4 549	2 853	3 385	2 476	1 761	1 359	1 509	1 022	88	73	32	81	6 397	4 286	4 926	3 579
Sub Saharan Africa	2 131	1 299	1 766	1 469	598	688	506	637	4	24	42	14	2 732	2 012	2 313	2 120
India	2 539	2 319	1 968	2 157	486	226	423	503	18	52	35	23	3 042	2 597	2 426	2 683
North East Asia	7 168	3 927	4 653	4 266	2 397	2 153	1 351	1 269	57	43	35	45	9 623	6 122	6 041	5 579
South East Asia & Oceania	5 709	4 317	4 447	4 489	872	686	781	672	95	78	76	61	6 676	5 081	5 304	5 222
Other	1 845	1 835	1 796	3 588	270	246	250	439	652	614	613	751	2 766	2 696	2 658	4 779
<b>Total</b>	<b>47 791</b>	<b>37 020</b>	<b>40 245</b>	<b>39 935</b>	<b>14 884</b>	<b>11 716</b>	<b>11 500</b>	<b>9 830</b>	<b>2 540</b>	<b>2 340</b>	<b>2 363</b>	<b>2 444</b>	<b>65 215</b>	<b>51 076</b>	<b>54 108</b>	<b>52 209</b>

Sequential change (%)	Networks				IT & Cloud				Media				Total			
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
North America	13%	0%	-4%	-	17%	-5%	33%	-	-9%	-4%	11%	-	13%	-1%	2%	-
Latin America	13%	-4%	11%	-	11%	-2%	14%	-	91%	-26%	59%	-	13%	-4%	12%	-
Northern Europe & Central Asia	32%	-3%	-12%	-	33%	0%	24%	-	32%	-8%	-16%	-	32%	-2%	-6%	-
Western & Central Europe	5%	-25%	9%	-	52%	-5%	38%	-	13%	7%	-17%	-	16%	-18%	10%	-
Mediterranean	37%	-20%	27%	-	62%	-8%	23%	-	26%	-17%	41%	-	45%	-16%	26%	-
Middle East	59%	-16%	37%	-	30%	-10%	48%	-	21%	128%	-60%	-	49%	-13%	38%	-
Sub Saharan Africa	64%	-26%	20%	-	-13%	36%	-21%	-	-83%	-43%	200%	-	36%	-13%	9%	-
India	9%	18%	-9%	-	115%	-47%	-16%	-	-65%	49%	52%	-	17%	7%	-10%	-
North East Asia	83%	-16%	9%	-	11%	59%	6%	-	33%	23%	-22%	-	57%	1%	8%	-
South East Asia & Oceania	32%	-3%	-1%	-	27%	-12%	16%	-	22%	3%	25%	-	31%	-4%	2%	-
Other	1%	2%	-50%	-	10%	-2%	-43%	-	6%	0%	-18%	-	3%	1%	-44%	-
<b>Total</b>	<b>29%</b>	<b>-8%</b>	<b>1%</b>	-	<b>27%</b>	<b>2%</b>	<b>17%</b>	-	<b>9%</b>	<b>-1%</b>	<b>-3%</b>	-	<b>28%</b>	<b>-6%</b>	<b>4%</b>	-

2016 YEAR TO DATE

Year to date, SEK million	Networks				IT & Cloud				Media				Total			
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
North America	43 590	31 803	21 367	10 888	8 764	6 208	4 025	1 730	2 181	1 673	1 114	529	54 534	39 683	26 505	13 147
Latin America	12 894	9 353	6 208	2 945	4 723	3 417	2 243	1 046	337	211	145	56	17 954	12 980	8 597	4 047
Northern Europe & Central Asia	6 778	4 801	3 300	1 753	2 096	1 421	914	408	455	327	230	125	9 330	6 549	4 444	2 286
Western & Central Europe	12 008	9 267	6 653	3 176	3 699	2 402	1 551	651	2 030	1 481	997	546	17 738	13 150	9 201	4 373
Mediterranean	12 770	8 966	6 192	2 728	7 544	4 878	3 235	1 453	1 078	763	513	213	21 392	14 607	9 940	4 394
Middle East	13 263	8 714	5 861	2 476	5 651	3 890	2 531	1 022	274	186	113	81	19 188	12 791	8 505	3 579
Sub Saharan Africa	6 665	4 534	3 235	1 469	2 429	1 831	1 143	637	84	80	56	14	9 177	6 445	4 433	2 120
India	8 983	6 444	4 125	2 157	1 638	1 152	926	503	128	110	58	23	10 748	7 706	5 109	2 683
North East Asia	20 014	12 846	8 919	4 266	7 170	4 773	2 620	1 269	180	123	80	45	27 365	17 742	11 620	5 579
South East Asia & Oceania	18 962	13 253	8 936	4 489	3 011	2 139	1 453	672	310	215	137	61	22 283	15 607	10 526	5 222
Other	9 064	7 219	5 384	3 588	1 205	935	689	439	2 630	1 978	1 364	751	12 899	10 133	7 437	4 779
<b>Total</b>	<b>164 991</b>	<b>117 200</b>	<b>80 180</b>	<b>39 935</b>	<b>47 930</b>	<b>33 046</b>	<b>21 330</b>	<b>9 830</b>	<b>9 687</b>	<b>7 147</b>	<b>4 807</b>	<b>2 444</b>	<b>222 608</b>	<b>157 393</b>	<b>106 317</b>	<b>52 209</b>

2015 YEAR TO DATE

Year to date, SEK million	Networks				IT & Cloud				Media				Total			
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
North America	45 018				10 361				2 339				57 718			
Latin America	15 864				5 237				264				21 365			
Northern Europe & Central Asia	7 954				2 462				520				10 937			
Western & Central Europe	15 340				3 812				2 579				21 731			
Mediterranean	15 604				7 196				955				23 754			
Middle East	16 227				6 444				199				22 870			
Sub Saharan Africa	7 626				2 658				66				10 349			
India	10 794				2 453				135				13 381			
North East Asia	21 211				6 896				132				28 238			
South East Asia & Oceania	16 161				2 735				464				19 359			
Other	12 973				1 517				2 724				17 218			
<b>Total</b>	<b>184 772</b>				<b>51 771</b>				<b>10 377</b>				<b>246 920</b>			

Year over year change (%)	Networks				IT & Cloud				Media				Total			
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
North America	-3%	-	-	-	-15%	-	-	-	-7%	-	-	-	-6%	-	-	-
Latin America	-19%	-	-	-	-10%	-	-	-	28%	-	-	-	-16%	-	-	-
Northern Europe & Central Asia	-15%	-	-	-	-15%	-	-	-	-13%	-	-	-	-15%	-	-	-
Western & Central Europe	-22%	-	-	-	-3%	-	-	-	-21%	-	-	-	-18%	-	-	-
Mediterranean	-18%	-	-	-	5%	-	-	-	13%	-	-	-	-10%	-	-	-
Middle East	-18%	-	-	-	-12%	-	-	-	38%	-	-	-	-16%	-	-	-
Sub Saharan Africa	-13%	-	-	-	-9%	-	-	-	27%	-	-	-	-11%	-	-	-
India	-17%	-	-	-	-33%	-	-	-	-5%	-	-	-	-20%	-	-	-
North East Asia	-6%	-	-	-	4%	-	-	-	36%	-	-	-	-3%	-	-	-
South East Asia & Oceania	17%	-	-	-	10%	-	-	-	-33%	-	-	-	15%	-	-	-
Other	-30%	-	-	-	-21%	-	-	-	-3%	-	-	-	-25%	-	-	-
<b>Total</b>	<b>-11%</b>	-	-	-	<b>-7%</b>	-	-	-	<b>-7%</b>	-	-	-	<b>-10%</b>	-	-	-

## RESTRUCTURING COSTS BY SEGMENT BY QUARTER

### COST OF SALES

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	-1 341	-365	-342	-250
IT & Cloud	-671	-109	-106	-76
Media	-128	-72	-13	-2
<b>Total</b>	<b>-2 140</b>	<b>-546</b>	<b>-461</b>	<b>-328</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	-2 298	-957	-592	-250	-1 732
IT & Cloud	-962	-291	-182	-76	-535
Media	-215	-87	-15	-2	-7
<b>Total</b>	<b>-3 475</b>	<b>-1 335</b>	<b>-789</b>	<b>-328</b>	<b>-2 274</b>

### OPEX

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	-1 089	-192	-130	-184
IT & Cloud	-1 139	-495	-372	-115
Media	-281	-32	-58	-5
<b>Total</b>	<b>-2 509</b>	<b>-719</b>	<b>-560</b>	<b>-304</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	-1 595	-506	-314	-184	-1 289
IT & Cloud	-2 121	-982	-487	-115	-1 323
Media	-376	-95	-63	-5	-154
<b>Total</b>	<b>-4 092</b>	<b>-1 583</b>	<b>-864</b>	<b>-304</b>	<b>-2 766</b>

### TOTAL

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	-2 430	-557	-472	-434
IT & Cloud	-1 810	-604	-478	-191
Media	-409	-104	-71	-7
<b>Total</b>	<b>-4 649</b>	<b>-1 265</b>	<b>-1 021</b>	<b>-632</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	-3 893	-1 463	-906	-434	-3 021
IT & Cloud	-3 083	-1 273	-669	-191	-1 858
Media	-591	-182	-78	-7	-161
<b>Total</b>	<b>-7 567</b>	<b>-2 918</b>	<b>-1 653</b>	<b>-632</b>	<b>-5 040</b>

## OPERATING INCOME EXCL. RESTRUCTURING BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	4 810	3 396	5 261	6 196
IT & Cloud	-9	-1 136	-1 068	-1 786
Media	-432	-654	-409	-303
<b>Total</b>	<b>4 369</b>	<b>1 606</b>	<b>3 784</b>	<b>4 107</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	19 663	14 853	11 457	6 196	29 853
IT & Cloud	-3 999	-3 990	-2 854	-1 786	-2 015
Media	-1 798	-1 366	-712	-303	-993
<b>Total</b>	<b>13 866</b>	<b>9 497</b>	<b>7 891</b>	<b>4 107</b>	<b>26 845</b>

## OPERATING MARGIN, EXCL. RESTRUCTURING, BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	10%	9%	13%	16%
IT & Cloud	0%	-10%	-9%	-18%
Media	-17%	-28%	-17%	-12%
<b>Total</b>	<b>7%</b>	<b>3%</b>	<b>7%</b>	<b>8%</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	12%	13%	14%	16%	16%
IT & Cloud	-8%	-12%	-13%	-18%	-4%
Media	-19%	-19%	-15%	-12%	-10%
<b>Total</b>	<b>6%</b>	<b>6%</b>	<b>7%</b>	<b>8%</b>	<b>11%</b>

## GROSS INCOME, EXCL. RESTRUCTURING, BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	13 124	10 232	12 864	13 261
IT & Cloud	5 347	3 942	4 167	3 357
Media	689	832	925	1 100
<b>Total</b>	<b>19 160</b>	<b>15 006</b>	<b>17 956</b>	<b>17 718</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	49 481	36 357	26 125	13 261	61 548
IT & Cloud	16 813	11 466	7 524	3 357	21 825
Media	3 546	2 857	2 025	1 100	4 720
<b>Total</b>	<b>69 840</b>	<b>50 680</b>	<b>35 674</b>	<b>17 718</b>	<b>88 093</b>

## GROSS MARGIN, EXCL. RESTRUCTURING, BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	27%	28%	32%	33%
IT & Cloud	36%	34%	36%	34%
Media	27%	36%	39%	45%
<b>Total</b>	<b>29%</b>	<b>29%</b>	<b>33%</b>	<b>34%</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	30%	31%	33%	33%	33%
IT & Cloud	35%	35%	35%	34%	42%
Media	37%	40%	42%	45%	45%
<b>Total</b>	<b>31%</b>	<b>32%</b>	<b>34%</b>	<b>34%</b>	<b>36%</b>



EBITA, EXCL. RESTRUCTURING, BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	5 016	3 599	5 466	6 404
IT & Cloud	239	-839	-828	-1 522
Media	-246	-463	-219	-91
<b>Total</b>	<b>5 009</b>	<b>2 297</b>	<b>4 419</b>	<b>4 791</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	20 485	15 469	11 870	6 404	31 037
IT & Cloud	-2 950	-3 189	-2 350	-1 522	168
Media	-1 019	-773	-310	-91	-221
<b>Total</b>	<b>16 516</b>	<b>11 507</b>	<b>9 210</b>	<b>4 791</b>	<b>30 984</b>

EBITA, EXCL. RESTRUCTURING, BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016			
	Q4	Q3	Q2	Q1
Networks	10%	10%	14%	16%
IT & Cloud	2%	-7%	-7%	-15%
Media	-10%	-20%	-9%	-4%
<b>Total</b>	<b>8%</b>	<b>4%</b>	<b>8%</b>	<b>9%</b>

Year to date, SEK million	2016				2015
	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	12%	13%	15%	16%	17%
IT & Cloud	-6%	-10%	-11%	-15%	0%
Media	-11%	-11%	-6%	-4%	-2%
<b>Total</b>	<b>7%</b>	<b>7%</b>	<b>9%</b>	<b>9%</b>	<b>13%</b>