

NET SALES BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	30 300	31 685	29 796	42 078	31 047	34 108	33 751
Of which Products	20 248	21 316	20 004	28 219	19 812	23 501	23 325
Of which Services	10 052	10 369	9 792	13 859	11 235	10 607	10 426
Digital Services	9 329	10 007	8 780	14 079	11 032	10 794	9 393
Of which Products	5 074	5 476	4 446	7 289	6 102	5 691	5 438
Of which Services	4 255	4 531	4 334	6 790	4 930	5 103	3 955
Managed Services	6 138	6 192	5 979	6 662	6 862	7 015	6 962
Other	2 029	2 055	1 814	2 396	2 135	2 191	2 103
Total	47 796	49 939	46 369	65 215	51 076	54 108	52 209

Sequential change, percent	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	-4%	6%	-29%	36%	-9%	1%	-
Of which Products	-5%	7%	-29%	42%	-16%	1%	-
Of which Services	-3%	6%	-29%	23%	6%	2%	-
Digital Services	-7%	14%	-38%	28%	2%	15%	-
Of which Products	-7%	23%	-39%	19%	7%	5%	-
Of which Services	-6%	5%	-36%	38%	-3%	29%	-
Managed Services	-1%	4%	-10%	-3%	-2%	1%	-
Other	-1%	13%	-24%	12%	-3%	4%	-
Total	-4%	8%	-29%	28%	-6%	4%	-

Year over year change, percent	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	-2%	-7%	-12%	-	-	-	-
Of which Products	2%	-9%	-14%	-	-	-	-
Of which Services	-11%	-2%	-6%	-	-	-	-
Digital Services	-15%	-7%	-7%	-	-	-	-
Of which Products	-17%	-4%	-18%	-	-	-	-
Of which Services	-14%	-11%	10%	-	-	-	-
Managed Services	-11%	-12%	-14%	-	-	-	-
Other	-5%	-6%	-14%	-	-	-	-
Total	-6%	-8%	-11%	-	-	-	-

Year to date, SEK million	2017			2016			2015	
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	91 781	61 481	29 796	140 984	98 906	67 859	33 751	157 791
Of which Products	61 568	41 320	20 004	94 857	66 638	46 826	23 325	108 902
Of which Services	30 213	20 161	9 792	46 127	32 268	21 033	10 426	48 889
Digital Services	28 116	18 787	8 780	45 298	31 219	20 187	9 393	49 443
Of which Products	14 996	9 922	4 446	24 520	17 231	11 129	5 438	29 000
Of which Services	13 120	8 865	4 334	20 778	13 988	9 058	3 955	20 443
Managed Services	18 309	12 171	5 979	27 501	20 839	13 977	6 962	30 597
Other	5 898	3 869	1 814	8 825	6 429	4 294	2 103	9 089
Total	144 104	96 308	46 369	222 608	157 393	106 317	52 209	246 920

Year over year change, percent	2017			2016			
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	-7%	-9%	-12%	-11%	-	-	-
Of which Products	-8%	-12%	-14%	-13%	-	-	-
Of which Services	-6%	-4%	-6%	-6%	-	-	-
Digital Services	-10%	-7%	-7%	-8%	-	-	-
Of which Products	-13%	-11%	-18%	-15%	-	-	-
Of which Services	-6%	-2%	10%	2%	-	-	-
Managed Services	-12%	-13%	-14%	-10%	-	-	-
Other	-8%	-10%	-14%	-3%	-	-	-
Total	-8%	-9%	-11%	-10%	-	-	-

GROSS INCOME AND GROSS MARGIN BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	9 765	10 644	8 679	12 194	9 750	12 196	12 959
Digital Services	2 469	2 940	-2 019	4 564	3 975	4 074	3 468
Managed Services	-456	-65	-547	-64	233	599	294
Other	357	414	325	326	502	626	669
Total	12 135	13 933	6 438	17 020	14 460	17 495	17 390

As percentage of net sales, isolated quarters	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	32%	34%	29%	29%	31%	36%	38%
Digital Services	26%	29%	-23%	32%	36%	38%	37%
Managed Services	-7%	-1%	-9%	-1%	3%	9%	4%
Other	18%	20%	18%	14%	24%	29%	32%
Total	25%	28%	14%	26%	28%	32%	33%

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	29 088	19 323	8 679	47 099	34 905	25 155	12 959	59 653
Digital Services	3 390	921	-2 019	16 081	11 517	7 542	3 468	21 264
Managed Services	-1 068	-612	-547	1 062	1 126	893	294	1 655
Other	1 096	739	325	2 123	1 797	1 295	669	3 246
Total	32 506	20 371	6 438	66 365	49 345	34 885	17 390	85 818

As percentage of net sales, year to date	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	31%	31%	29%	33%	35%	37%	38%	38%
Digital Services	12%	5%	-23%	36%	37%	37%	37%	43%
Managed Services	-5%	-5%	-9%	4%	5%	6%	4%	5%
Other	20%	19%	18%	24%	28%	30%	32%	36%
Total	22%	21%	14%	30%	31%	33%	33%	35%

OPERATING INCOME AND OPERATING MARGIN BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	1 485	3 173	1 359	3 447	3 136	4 908	6 079
Digital Services	-3 931	-2 590	-8 711	-2 029	-1 479	-1 416	-1 739
Managed Services	-813	-337	-1 822	-492	-177	182	-20
Other	-1 539	-1 479	-3 165	-1 206	-1 139	-911	-845
Total	-4 798	-1 233	-12 339	-280	341	2 763	3 475

As percentage of net sales, isolated quarters	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	5%	10%	5%	8%	10%	14%	18%
Digital Services	-42%	-26%	-99%	-14%	-13%	-13%	-19%
Managed Services	-13%	-5%	-30%	-7%	-3%	3%	0%
Other	-76%	-72%	-174%	-50%	-53%	-42%	-40%
Total	-10%	-2%	-27%	0%	1%	5%	7%

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	6 017	4 532	1 359	17 570	14 123	10 987	6 079	28 290
Digital Services	-15 232	-11 301	-8 711	-6 663	-4 634	-3 155	-1 739	-3 389
Managed Services	-2 972	-2 159	-1 822	-507	-15	162	-20	-19
Other	-6 183	-4 644	-3 165	-4 101	-2 895	-1 756	-845	-3 077
Total	-18 370	-13 572	-12 339	6 299	6 579	6 238	3 475	21 805

As percentage of net sales, year to date	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	5%	7%	5%	12%	14%	16%	18%	18%
Digital Services	-51%	-60%	-99%	-15%	-15%	-16%	-19%	-7%
Managed Services	-11%	-18%	-30%	-2%	0%	1%	0%	0%
Other	-83%	-120%	-174%	-46%	-45%	-41%	-40%	-34%
Total	-12%	-14%	-27%	3%	4%	6%	7%	9%

EBITA AND EBITA MARGIN BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	1 570	3 258	1 540	3 647	3 334	5 107	6 282
Digital Services	-3 738	-2 387	-7 953	-1 784	-1 184	-1 177	-1 478
Managed Services	-812	-338	-1 818	-488	-174	185	-16
Other	-1 439	-1 321	-2 233	-1 015	-944	-717	-629
Total	-4 419	-788	-10 464	360	1 032	3 398	4 159

As percentage of net sales, isolated quarters	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	5%	10%	5%	9%	11%	15%	19%
Digital Services	-40%	-24%	-91%	-13%	-11%	-11%	-16%
Managed Services	-13%	-5%	-30%	-7%	-3%	3%	0%
Other	-71%	-64%	--	-42%	-44%	-33%	--
Total	-9%	-2%	-23%	1%	2%	6%	8%

Year to date, SEK million	2017			2016			2015	
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	6 368	4 798	1 540	18 370	14 723	11 389	6 282	29 423
Digital Services	-14 078	-10 340	-7 953	-5 623	-3 839	-2 655	-1 478	-1 213
Managed Services	-2 968	-2 156	-1 818	-493	-5	169	-16	28
Other	-4 993	-3 554	-2 233	-3 305	-2 290	-1 346	-629	-2 294
Total	-15 671	-11 252	-10 464	8 949	8 589	7 557	4 159	25 944

As percentage of net sales, year to date	2017			2016			2015	
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	5%	8%	5%	13%	15%	17%	19%	19%
Digital Services	-47%	-55%	-91%	-12%	-12%	-13%	-16%	-2%
Managed Services	-11%	-18%	-30%	-2%	0%	1%	0%	0%
Other	-65%	-92%	-123%	-37%	-36%	-31%	-30%	-25%
Total	-10%	-12%	-23%	4%	5%	7%	8%	11%

NET SALES BY MARKET AREA BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia Oceania & India	7 391	7 608	7 935	9 607	7 548	7 620	7 822
North East Asia	5 517	5 811	5 514	9 566	6 079	6 006	5 534
North America	11 597	12 022	11 516	14 245	12 571	12 645	12 542
Europe & Latin America ^{1) 2)}	13 334	14 381	11 915	18 020	14 209	16 152	14 162
Middle East & Africa	6 189	5 971	5 335	9 047	6 241	7 208	5 608
Other ^{1) 2)}	3 768	4 146	4 154	4 730	4 428	4 477	6 541
Total	47 796	49 939	46 369	65 215	51 076	54 108	52 209
¹⁾ Of which in Sweden	568	701	925	843	690	477	1 113
²⁾ Of which in EU	8 459	8 840	8 239	11 154	8 507	9 635	9 229

Sequential change, percent	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia Oceania & India	-3%	-4%	-17%	27%	-1%	-3%	-
North East Asia	-5%	5%	-42%	57%	1%	9%	-
North America	-4%	4%	-19%	13%	-1%	1%	-
Europe & Latin America ^{1) 2)}	-7%	21%	-34%	27%	-12%	14%	-
Middle East & Africa	4%	12%	-41%	45%	-13%	29%	-
Other ^{1) 2)}	-9%	0%	-12%	7%	-1%	-32%	-
Total	-4%	8%	-29%	28%	-6%	4%	-
¹⁾ Of which in Sweden	-19%	-24%	10%	22%	45%	-57%	-
²⁾ Of which in EU	-4%	7%	-26%	31%	-12%	4%	-

Year over year change, percent	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia Oceania & India	-2%	0%	1%	-	-	-	-
North East Asia	-9%	-3%	0%	-	-	-	-
North America	-8%	-5%	-8%	-	-	-	-
Europe & Latin America ^{1) 2)}	-6%	-11%	-16%	-	-	-	-
Middle East & Africa	-1%	-17%	-5%	-	-	-	-
Other ^{1) 2)}	-15%	-7%	-36%	-	-	-	-
Total	-6%	-8%	-11%	-	-	-	-
¹⁾ Of which in Sweden	-18%	47%	-17%	-	-	-	-
²⁾ Of which in EU	-1%	-8%	-11%	-	-	-	-

Year to date, SEK million	2017			2016			2015	
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
South East Asia Oceania & India	22 934	15 543	7 935	32 597	22 990	15 442	7 822	32 155
North East Asia	16 842	11 325	5 514	27 185	17 619	11 540	5 534	28 106
North America	35 135	23 538	11 516	52 003	37 758	25 187	12 542	55 063
Europe & Latin America ^{1) 2)}	39 630	26 296	11 915	62 543	44 523	30 314	14 162	73 603
Middle East & Africa	17 495	11 306	5 335	28 104	19 057	12 816	5 608	33 002
Other ^{1) 2)}	12 068	8 300	4 154	20 176	15 446	11 018	6 541	24 991
Total	144 104	96 308	46 369	222 608	157 393	106 317	52 209	246 920
¹⁾ Of which in Sweden	2 194	1 626	925	3 123	2 280	1 590	1 113	3 796
²⁾ Of which in EU	25 538	17 079	8 239	38 525	27 371	18 864	9 229	45 585

Year over year change, percent	2017			2016			
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
South East Asia Oceania & India	0%	1%	1%	1%	-	-	-
North East Asia	-4%	-2%	0%	-3%	-	-	-
North America	-7%	-7%	-8%	-6%	-	-	-
Europe & Latin America ^{1) 2)}	-11%	-13%	-16%	-15%	-	-	-
Middle East & Africa	-8%	-12%	-5%	-15%	-	-	-
Other ^{1) 2)}	-22%	-25%	-36%	-19%	-	-	-
Total	-8%	-9%	-11%	-10%	-	-	-
¹⁾ Of which in Sweden	-4%	2%	-17%	-18%	-	-	-
²⁾ Of which in EU	-7%	-9%	-11%	-15%	-	-	-

IPR LICENSING REVENUES BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	1 564	1 601	1 649	1 653	1 649	1 768	3 141
Digital Services	344	351	362	363	363	388	689
Total	1 908	1 952	2 011	2 016	2 012	2 156	3 830

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	4 814	3 250	1 649	8 211	6 558	4 909	3 141	11 805
Digital Services	1 057	713	362	1 803	1 440	1 077	689	2 591
Total	5 871	3 963	2 011	10 014	7 998	5 986	3 830	14 396

RESTRUCTURING CHARGES BY FUNCTION

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Cost of sales	-817	-927	-1 460	-2 140	-546	-461	-328
Research and development expenses	-1 896	-344	-214	-1 531	-529	-422	-257
Selling and administrative expenses	-106	-243	-69	-978	-190	-138	-47
Total	-2 819	-1 514	-1 743	-4 649	-1 265	-1 021	-632

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Cost of sales	-3 204	-2 387	-1 460	-3 475	-1 335	-789	-328	-2 274
Research and development expenses	-2 454	-558	-214	-2 739	-1 208	-679	-257	-2 021
Selling and administrative expenses	-418	-312	-69	-1 353	-375	-185	-47	-745
Total	-6 076	-3 257	-1 743	-7 567	-2 918	-1 653	-632	-5 040

RESTRUCTURING CHARGES BY SEGMENT

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	-1 409	-816	-1 343	-2 139	-492	-380	-402
of which cost of sales	-430	-512	-1 153	-1 096	-325	-275	-228
of which operating expenses	-979	-304	-190	-1 043	-167	-105	-174
Digital Services	-1 103	-454	-270	-1 849	-598	-529	-200
of which cost of sales	-241	-242	-195	-724	-84	-136	-76
of which operating expenses	-862	-212	-75	-1 125	-514	-393	-124
Managed Services	-99	-115	-85	-246	-71	-41	-24
of which cost of sales	-94	-113	-83	-196	-65	-37	-23
of which operating expenses	-5	-2	-2	-50	-6	-4	-1
Other	-208	-129	-45	-415	-104	-71	-6
of which cost of sales	-52	-60	-29	-124	-72	-13	-1
of which operating expenses	-156	-69	-16	-291	-32	-58	-5
Total	-2 819	-1 514	-1 743	-4 649	-1 265	-1 021	-632
of which cost of sales	-817	-927	-1 460	-2 140	-546	-461	-328
of which operating expenses	-2 002	-587	-283	-2 509	-719	-560	-304

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	-3 568	-2 159	-1 343	-3 413	-1 274	-782	-402	-2 765
of which cost of sales	-2 095	-1 665	-1 153	-1 924	-828	-503	-228	-1 579
of which operating expenses	-1 473	-494	-190	-1 489	-446	-279	-174	-1 186
Digital Services	-1 827	-724	-270	-3 176	-1 327	-729	-200	-1 875
of which cost of sales	-678	-437	-195	-1 020	-296	-212	-76	-479
of which operating expenses	-1 149	-287	-75	-2 156	-1 031	-517	-124	-1 396
Managed Services	-299	-200	-85	-382	-136	-65	-24	-238
of which cost of sales	-290	-196	-83	-321	-125	-60	-23	-211
of which operating expenses	-9	-4	-2	-61	-11	-5	-1	-27
Other	-382	-174	-45	-596	-181	-77	-6	-162
of which cost of sales	-141	-89	-29	-210	-86	-14	-1	-5
of which operating expenses	-241	-85	-16	-386	-95	-63	-5	-157
Total	-6 076	-3 257	-1 743	-7 567	-2 918	-1 653	-632	-5 040
of which cost of sales	-3 204	-2 387	-1 460	-3 475	-1 335	-789	-328	-2 274
of which operating expenses	-2 872	-870	-283	-4 092	-1 583	-864	-304	-2 766

GROSS INCOME AND GROSS MARGIN EXCLUDING RESTRUCTURING CHARGES BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	10 195	11 156	9 832	13 290	10 075	12 471	13 187
Digital Services	2 710	3 182	-1 824	5 288	4 059	4 210	3 544
Managed Services	-362	48	-464	132	298	636	317
Other	409	474	354	450	574	639	670
Total	12 952	14 860	7 898	19 160	15 006	17 956	17 718

As percentage of net sales, isolated quarters	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	34%	35%	33%	32%	32%	37%	39%
Digital Services	29%	32%	-21%	38%	37%	39%	38%
Managed Services	-6%	1%	-8%	2%	4%	9%	5%
Other	20%	23%	20%	19%	27%	29%	32%
Total	27%	30%	17%	29%	29%	33%	34%

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	31 183	20 988	9 832	49 023	35 733	25 658	13 187	61 232
Digital Services	4 068	1 358	-1 824	17 101	11 813	7 754	3 544	21 743
Managed Services	-778	-416	-464	1 383	1 251	953	317	1 866
Other	1 237	828	354	2 333	1 883	1 309	670	3 251
Total	35 710	22 758	7 898	69 840	50 680	35 674	17 718	88 092

As percentage of net sales, year to date	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	33%	34%	33%	35%	36%	38%	39%	39%
Digital Services	15%	7%	-21%	38%	38%	38%	38%	44%
Managed Services	-4%	-3%	-8%	5%	6%	7%	5%	6%
Other	22%	21%	20%	26%	29%	30%	32%	36%
Total	24%	24%	17%	31%	32%	34%	34%	36%

OPERATING INCOME AND OPERATING MARGIN EXCLUDING RESTRUCTURING BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	2 894	3 989	2 702	5 586	3 628	5 288	6 481
Digital Services	-2 828	-2 136	-8 441	-180	-881	-887	-1 539
Managed Services	-714	-222	-1 737	-246	-106	223	4
Other	-1 331	-1 350	-3 120	-791	-1 035	-840	-839
Total	-1 979	281	-10 596	4 369	1 606	3 784	4 107

As percentage of net sales, isolated quarters	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	10%	13%	9%	13%	12%	16%	19%
Digital Services	-30%	-21%	-96%	-1%	-8%	-8%	-16%
Managed Services	-12%	-4%	-29%	-4%	-2%	3%	0%
Other	-66%	-66%	-172%	-33%	-48%	-38%	-40%
Total	-4%	1%	-23%	7%	3%	7%	8%

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	9 585	6 691	2 702	20 983	15 397	11 769	6 481	31 055
Digital Services	-13 405	-10 577	-8 441	-3 487	-3 307	-2 426	-1 539	-1 514
Managed Services	-2 673	-1 959	-1 737	-125	121	227	4	219
Other	-5 801	-4 470	-3 120	-3 505	-2 714	-1 679	-839	-2 915
Total	-12 294	-10 315	-10 596	13 866	9 497	7 891	4 107	26 845

As percentage of net sales, year to date	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	7%	11%	9%	15%	16%	17%	19%	20%
Digital Services	-45%	-56%	-96%	-8%	-11%	-12%	-16%	-3%
Managed Services	-10%	-16%	-29%	0%	1%	2%	0%	1%
Other	-77%	-116%	-172%	-40%	-42%	-39%	-40%	-32%
Total	-9%	-11%	-23%	6%	6%	7%	8%	11%

ADJUSTED* GROSS INCOME AND GROSS MARGIN BY SEGMENT BY QUARTER

*excluding restructuring charges and certain other items affecting comparability in 2017. See 2017 quarterly earnings reports for more details

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	10 924	11 156	11 466	13 290	10 075	12 471	13 187
Digital Services	2 758	3 182	2 825	5 288	4 059	4 210	3 544
Managed Services	193	48	-64	132	298	636	317
Other	409	474	368	450	574	639	670
Total	14 284	14 860	14 595	19 160	15 006	17 956	17 718

As percentage of net sales, isolated quarters	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	36%	35%	37%	32%	32%	37%	39%
Digital Services	30%	32%	32%	38%	37%	39%	38%
Managed Services	3%	1%	-1%	2%	4%	9%	5%
Other	20%	23%	20%	19%	27%	29%	32%
Total	30%	30%	31%	29%	29%	33%	34%

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	33 546	22 622	11 466	49 023	35 733	25 658	13 187	61 232
Digital Services	8 765	6 007	2 825	17 101	11 813	7 754	3 544	21 743
Managed Services	177	-16	-64	1 383	1 251	953	317	1 866
Other	1 251	842	368	2 333	1 883	1 309	670	3 251
Total	43 739	29 455	14 595	69 840	50 680	35 674	17 718	88 092

As percentage of net sales, year to date	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	34%	36%	37%	35%	36%	38%	39%	39%
Digital Services	28%	32%	32%	38%	38%	38%	38%	44%
Managed Services	0%	0%	-1%	5%	6%	7%	5%	6%
Other	22%	22%	20%	26%	29%	30%	32%	36%
Total	28%	30%	31%	31%	32%	34%	34%	36%

ADJUSTED* OPERATING INCOME AND OPERATING MARGIN BY SEGMENT BY QUARTER

*excluding restructuring charges and certain other items affecting comparability in 2017. See 2017 quarterly earnings reports for more details

Isolated quarters, SEK million	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	4 226	3 989	4 777	5 586	3 628	5 288	6 481
Digital Services	-2 791	-2 136	-1 927	-180	-881	-887	-1 539
Managed Services	-144	-222	-386	-246	-106	223	4
Other	-1 331	-1 350	-1 371	-791	-1 035	-840	-839
Total	-40	281	1 093	4 369	1 606	3 784	4 107

As percentage of net sales, isolated quarters	2017			2016			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Networks	14%	13%	15%	13%	12%	16%	19%
Digital Services	-30%	-21%	-22%	-1%	-8%	-8%	-16%
Managed Services	-2%	-4%	-6%	-4%	-2%	3%	0%
Other	-66%	-66%	-75%	-33%	-48%	-38%	-40%
Total	0%	1%	2%	7%	3%	7%	8%

Year to date, SEK million	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	12 992	8 766	4 777	20 983	15 397	11 769	6 481	31 055
Digital Services	-6 854	-4 063	-1 927	-3 487	-3 307	-2 426	-1 539	-1 514
Managed Services	-752	-608	-386	-125	121	227	4	219
Other	-4 052	-2 721	-1 371	-3 505	-2 714	-1 679	-839	-2 915
Total	1 334	1 374	1 093	13 866	9 497	7 891	4 107	26 845

As percentage of net sales, year to date	2017			2016				2015
	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar	Jan-Dec
Networks	10%	14%	15%	15%	16%	17%	19%	20%
Digital Services	-25%	-22%	-22%	-8%	-11%	-12%	-16%	-3%
Managed Services	-2%	-5%	-6%	0%	1%	2%	0%	1%
Other	-52%	-70%	-75%	-40%	-42%	-39%	-40%	-32%
Total	-1%	1%	2%	6%	6%	7%	8%	11%