

## 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         |
| <b>Total</b>                   | <b>47 796</b> | <b>49 939</b> | <b>46 369</b> | <b>65 215</b> | <b>51 076</b> | <b>54 108</b> | <b>52 209</b> |

| 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%        | -        |
| <b>Total</b>               | <b>-4%</b> | <b>8%</b> | <b>-29%</b> | <b>28%</b> | <b>-6%</b> | <b>4%</b> | <b>-</b> |

| 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%        | -        | -        | -        | -        |
| <b>Total</b>                   | <b>-6%</b> | <b>-8%</b> | <b>-11%</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> |

| 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          |
| <b>Total</b>              | <b>144 104</b> | <b>96 308</b> | <b>46 369</b> | <b>222 608</b> | <b>157 393</b> | <b>106 317</b> | <b>52 209</b> | <b>246 920</b> |

| 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%         | -        | -        | -        |
| <b>Total</b>                   | <b>-8%</b> | <b>-9%</b> | <b>-11%</b> | <b>-10%</b> | <b>-</b> | <b>-</b> | <b>-</b> |

## 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           |
| <b>Total</b>                   | <b>12 135</b> | <b>13 933</b> | <b>6 438</b> | <b>17 020</b> | <b>14 460</b> | <b>17 495</b> | <b>17 390</b> |

| 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%        |
| <b>Total</b>                                  | <b>25%</b> | <b>28%</b> | <b>14%</b> | <b>26%</b> | <b>28%</b> | <b>32%</b> | <b>33%</b> |

| 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         |
| <b>Total</b>              | <b>32 506</b> | <b>20 371</b> | <b>6 438</b> | <b>66 365</b> | <b>49 345</b> | <b>34 885</b> | <b>17 390</b> | <b>85 818</b> |

| 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                                 | 32%        | 31%        | 29%        | 33%        | 35%        | 37%        | 38%        | 38%        |
| Digital Services                         | 12%        | 5%         | -23%       | 36%        | 37%        | 37%        | 37%        | 43%        |
| Managed Services                         | -6%        | -5%        | -9%        | 4%         | 5%         | 6%         | 4%         | 5%         |
| Other                                    | 19%        | 19%        | 18%        | 24%        | 28%        | 30%        | 32%        | 36%        |
| <b>Total</b>                             | <b>23%</b> | <b>21%</b> | <b>14%</b> | <b>30%</b> | <b>31%</b> | <b>33%</b> | <b>33%</b> | <b>35%</b> |

## 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         |
| <b>Total</b>                   | <b>-4 798</b> | <b>-1 233</b> | <b>-12 339</b> | <b>-280</b> | <b>341</b> | <b>2 763</b> | <b>3 475</b> |

| 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%      |
| <b>Total</b>                                  | <b>-10%</b> | <b>-2%</b> | <b>-27%</b> | <b>0%</b> | <b>1%</b> | <b>5%</b> | <b>7%</b> |

| 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        |
| <b>Total</b>              | <b>-18 370</b> | <b>-13 572</b> | <b>-12 339</b> | <b>6 299</b> | <b>6 579</b> | <b>6 238</b> | <b>3 475</b> | <b>21 805</b> |

| 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%          | 7%          | 5%          | 12%       | 14%       | 16%       | 18%       | 18%       |
| Digital Services                         | -54%        | -60%        | -99%        | -15%      | -15%      | -16%      | -19%      | -7%       |
| Managed Services                         | -16%        | -18%        | -30%        | -2%       | 0%        | 1%        | 0%        | 0%        |
| Other                                    | -105%       | -120%       | -174%       | -46%      | -45%      | -41%      | -40%      | -34%      |
| <b>Total</b>                             | <b>-13%</b> | <b>-14%</b> | <b>-27%</b> | <b>3%</b> | <b>4%</b> | <b>6%</b> | <b>7%</b> | <b>9%</b> |

## 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         |
| <b>Total</b>                   | <b>-4 419</b> | <b>-788</b> | <b>-10 464</b> | <b>360</b> | <b>1 032</b> | <b>3 398</b> | <b>4 159</b> |

| 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%      | --        |
| <b>Total</b>                                  | <b>-9%</b> | <b>-2%</b> | <b>-23%</b> | <b>1%</b> | <b>2%</b> | <b>6%</b> | <b>8%</b> |

| 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        |
| <b>Total</b>              | <b>-15 671</b> | <b>-11 252</b> | <b>-10 464</b> | <b>8 949</b> | <b>8 589</b> | <b>7 557</b> | <b>4 159</b> | <b>25 944</b> |

| 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%          | 8%          | 5%          | 13%       | 15%       | 17%       | 19%       | 19%        |
| Digital Services                         | -50%        | -55%        | -91%        | -12%      | -12%      | -13%      | -16%      | -2%        |
| Managed Services                         | -16%        | -18%        | -30%        | -2%       | 0%        | 1%        | 0%        | 0%         |
| Other                                    | -85%        | -92%        | -123%       | -37%      | -36%      | -31%      | -30%      | -25%       |
| <b>Total</b>                             | <b>-11%</b> | <b>-12%</b> | <b>-23%</b> | <b>4%</b> | <b>5%</b> | <b>7%</b> | <b>8%</b> | <b>11%</b> |

## 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 <sup>1)2)</sup> | 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 <sup>1)2)</sup>                  | 3 768         | 4 146         | 4 154         | 4 730         | 4 428         | 4 477         | 6 541         |
| <b>Total</b>                           | <b>47 796</b> | <b>49 939</b> | <b>46 369</b> | <b>65 215</b> | <b>51 076</b> | <b>54 108</b> | <b>52 209</b> |
| <sup>1)</sup> Of which in Sweden       | 568           | 701           | 925           | 843           | 690           | 477           | 1 113         |
| <sup>2)</sup> 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 <sup>1)2)</sup> | -7%        | 21%       | -34%        | 27%        | -12%       | 14%       | -        |
| Middle East & Africa                   | 4%         | 12%       | -41%        | 45%        | -13%       | 29%       | -        |
| Other <sup>1)2)</sup>                  | -9%        | 0%        | -12%        | 7%         | -1%        | -32%      | -        |
| <b>Total</b>                           | <b>-4%</b> | <b>8%</b> | <b>-29%</b> | <b>28%</b> | <b>-6%</b> | <b>4%</b> | <b>-</b> |
| <sup>1)</sup> Of which in Sweden       | -19%       | -24%      | 10%         | 22%        | 45%        | -57%      | -        |
| <sup>2)</sup> Of which in EU           | -4%        | 7%        | -26%        | 31%        | -12%       | 4%        | -        |

| Year over year change, percent         | 2017       |            |             |
|--|------------|------------|-------------|
|  | 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 <sup>1)2)</sup> | -6%        | -11%       | -16%        |
| Middle East & Africa                   | -1%        | -17%       | -5%         |
| Other <sup>1)2)</sup>                  | -15%       | -7%        | -36%        |
| <b>Total</b>                           | <b>-6%</b> | <b>-8%</b> | <b>-11%</b> |
| <sup>1)</sup> Of which in Sweden       | -18%       | 47%        | -17%        |
| <sup>2)</sup> 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 <sup>1)2)</sup> | 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 <sup>1)2)</sup>                  | 12 068         | 8 300         | 4 154         | 20 176         | 15 446         | 11 018         | 6 541         | 24 991         |
| <b>Total</b>                           | <b>144 104</b> | <b>96 308</b> | <b>46 369</b> | <b>222 608</b> | <b>157 393</b> | <b>106 317</b> | <b>52 209</b> | <b>246 920</b> |
| <sup>1)</sup> Of which in Sweden       | 2 194          | 1 626         | 925           | 3 123          | 2 280          | 1 590          | 1 113         | 3 796          |
| <sup>2)</sup> 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 <sup>1)2)</sup> | -11%       | -13%       | -16%        | -15%        | -        | -        | -        |
| Middle East & Africa                   | -8%        | -12%       | -5%         | -15%        | -        | -        | -        |
| Other <sup>1)2)</sup>                  | -22%       | -25%       | -36%        | -19%        | -        | -        | -        |
| <b>Total</b>                           | <b>-8%</b> | <b>-9%</b> | <b>-11%</b> | <b>-10%</b> | <b>-</b> | <b>-</b> | <b>-</b> |
| <sup>1)</sup> Of which in Sweden       | -4%        | 2%         | -17%        | -18%        | -        | -        | -        |
| <sup>2)</sup> Of which in EU           | -7%        | -9%        | -11%        | -15%        | -        | -        | -        |

NET SALES BY MARKET AREA AND SEGMENT BY QUARTER

ISOLATED QUARTER

| Isolated quarters, SEK million  | Q3 2017       |                  |                  |              |               | Q2 2017       |                  |                  |              |               | Q1 2017       |                  |                  |              |               | Q4 2016       |                  |                  |              |               | Q3 2016       |                  |                  |              |               | Q2 2016       |                  |                  |              |               | Q1 2016       |                  |                  |              |               |
|---------------------------------|---------------|------------------|------------------|--------------|---------------|---------------|------------------|------------------|--------------|---------------|---------------|------------------|------------------|--------------|---------------|---------------|------------------|------------------|--------------|---------------|---------------|------------------|------------------|--------------|---------------|---------------|------------------|------------------|--------------|---------------|---------------|------------------|------------------|--------------|---------------|
|                                 | Networks      | Digital Services | Managed Services | Other        | Total         | Networks      | Digital Services | Managed Services | Other        | Total         | Networks      | Digital Services | Managed Services | Other        | Total         | Networks      | Digital Services | Managed Services | Other        | Total         | Networks      | Digital Services | Managed Services | Other        | Total         | Networks      | Digital Services | Managed Services | Other        | Total         | Networks      | Digital Services | Managed Services | Other        | Total         |
| South East Asia Oceania & India | 5 324         | 1 044            | 1 023            | 0            | 7 391         | 5 592         | 1 251            | 764              | 1            | 7 608         | 5 931         | 1 243            | 761              | 0            | 7 935         | 7 539         | 1 312            | 755              | 1            | 9 607         | 5 715         | 873              | 959              | 1            | 7 548         | 5 639         | 1 161            | 816              | 4            | 7 620         | 5 883         | 1 139            | 800              | 0            | 7 822         |
| North East Asia                 | 3 653         | 1 427            | 430              | 7            | 5 517         | 3 688         | 1 690            | 432              | 1            | 5 811         | 4 224         | 884              | 404              | 2            | 5 514         | 6 673         | 2 389            | 502              | 2            | 9 566         | 3 558         | 2 143            | 373              | 5            | 6 079         | 4 328         | 1 344            | 334              | 0            | 6 006         | 3 971         | 1 266            | 295              | 2            | 5 534         |
| North America                   | 9 072         | 1 721            | 778              | 26           | 11 597        | 9 362         | 1 724            | 918              | 18           | 12 022        | 8 619         | 2 002            | 870              | 25           | 11 516        | 11 105        | 2 211            | 897              | 32           | 14 245        | 8 987         | 1 909            | 1 657            | 18           | 12 571        | 8 850         | 2 020            | 1 758            | 17           | 12 645        | 9 173         | 1 509            | 1 842            | 18           | 12 542        |
| Europe & Latin America          | 7 016         | 3 193            | 3 002            | 123          | 13 334        | 7 796         | 3 412            | 3 135            | 38           | 14 381        | 6 010         | 2 876            | 3 002            | 27           | 11 915        | 9 136         | 5 447            | 3 393            | 44           | 18 020        | 7 524         | 3 729            | 2 925            | 31           | 14 209        | 9 075         | 3 920            | 3 117            | 40           | 16 152        | 7 887         | 3 142            | 3 108            | 25           | 14 162        |
| Middle East & Africa            | 3 522         | 1 707            | 905              | 55           | 6 189         | 3 415         | 1 569            | 943              | 44           | 5 971         | 2 957         | 1 406            | 942              | 30           | 5 335         | 5 742         | 2 180            | 1 115            | 10           | 9 047         | 3 386         | 1 880            | 948              | 27           | 6 241         | 4 348         | 1 827            | 990              | 43           | 7 208         | 3 171         | 1 516            | 917              | 4            | 5 608         |
| Other                           | 1 713         | 237              | 0                | 1 818        | 3 768         | 1 832         | 361              | 0                | 1 953        | 4 146         | 2 055         | 369              | 0                | 1 730        | 4 154         | 1 863         | 540              | 0                | 2 307        | 4 730         | 1 677         | 498              | 0                | 2 053        | 4 428         | 1 868         | 522              | 0                | 2 087        | 4 477         | 3 666         | 821              | 0                | 2 054        | 6 541         |
| <b>Total</b>                    | <b>30 300</b> | <b>9 329</b>     | <b>6 138</b>     | <b>2 029</b> | <b>47 796</b> | <b>31 685</b> | <b>10 007</b>    | <b>6 192</b>     | <b>2 055</b> | <b>49 939</b> | <b>29 796</b> | <b>8 780</b>     | <b>5 979</b>     | <b>1 814</b> | <b>46 369</b> | <b>42 078</b> | <b>14 079</b>    | <b>6 662</b>     | <b>2 396</b> | <b>65 215</b> | <b>31 047</b> | <b>11 032</b>    | <b>6 862</b>     | <b>2 135</b> | <b>51 076</b> | <b>34 108</b> | <b>10 794</b>    | <b>7 015</b>     | <b>2 191</b> | <b>54 108</b> | <b>33 751</b> | <b>9 393</b>     | <b>6 962</b>     | <b>2 103</b> | <b>52 209</b> |
| Share of Total                  | 63%           | 20%              | 13%              | 4%           | 100%          | 64%           | 20%              | 12%              | 4%           | 100%          | 64%           | 19%              | 13%              | 4%           | 100%          | 64%           | 22%              | 10%              | 4%           | 100%          | 61%           | 22%              | 13%              | 4%           | 100%          | 63%           | 20%              | 13%              | 4%           | 100%          | 65%           | 18%              | 13%              | 4%           | 100%          |

| Sequential change (%)           | Q3 2017    |                  |                  |            |            | Q2 2017   |                  |                  |            |           | Q1 2017     |                  |                  |             |             | Q4 2016    |                  |                  |            |            | Q3 2016    |                  |                  |            |            | Q2 2016   |                  |                  |           |           |
|---------------------------------|------------|------------------|------------------|------------|------------|-----------|------------------|------------------|------------|-----------|-------------|------------------|------------------|-------------|-------------|------------|------------------|------------------|------------|------------|------------|------------------|------------------|------------|------------|-----------|------------------|------------------|-----------|-----------|
|                                 | Networks   | Digital Services | Managed Services | Other      | Total      | Networks  | Digital Services | Managed Services | Other      | Total     | Networks    | Digital Services | Managed Services | Other       | Total       | Networks   | Digital Services | Managed Services | Other      | Total      | Networks   | Digital Services | Managed Services | Other      | Total      | Networks  | Digital Services | Managed Services | Other     | Total     |
| South East Asia Oceania & India | -5%        | -17%             | 34%              | -100%      | -3%        | -6%       | 1%               | 0%               | -          | -4%       | -21%        | -5%              | 1%               | -100%       | -17%        | 32%        | 50%              | -21%             | 0%         | 27%        | 1%         | -25%             | 18%              | -75%       | -1%        | -4%       | 2%               | 2%               | -         | -3%       |
| North East Asia                 | -1%        | -16%             | 0%               | 600%       | -5%        | -13%      | 91%              | 7%               | -50%       | 5%        | -37%        | -63%             | -20%             | 0%          | -42%        | 88%        | 11%              | 35%              | -60%       | 57%        | -18%       | 59%              | 12%              | -          | 1%         | 9%        | 6%               | 13%              | -100%     | 9%        |
| North America                   | -3%        | 0%               | -15%             | 44%        | -4%        | 9%        | -14%             | 6%               | -28%       | 4%        | -22%        | -9%              | -3%              | -22%        | -19%        | 24%        | 16%              | -46%             | 78%        | 13%        | 2%         | -5%              | -6%              | 6%         | -1%        | -4%       | 34%              | -6%              | -6%       | 1%        |
| Europe & Latin America          | -10%       | -6%              | -4%              | 224%       | -7%        | 30%       | 19%              | 4%               | 41%        | 21%       | -34%        | -47%             | -12%             | -39%        | -34%        | 21%        | 46%              | 16%              | 42%        | 27%        | -17%       | -5%              | -6%              | -23%       | -12%       | 15%       | 25%              | 0%               | 60%       | 14%       |
| Middle East & Africa            | 3%         | 9%               | -4%              | 25%        | 4%         | 15%       | 12%              | 0%               | 47%        | 12%       | -49%        | -36%             | -16%             | 200%        | -41%        | 70%        | 16%              | 18%              | -63%       | 45%        | -22%       | 3%               | -4%              | -37%       | -13%       | 37%       | 21%              | 8%               | 975%      | 23%       |
| Other                           | -6%        | -34%             | -                | -7%        | -9%        | -11%      | -2%              | -                | 13%        | 0%        | 9%          | -32%             | -                | -25%        | -12%        | 0%         | 8%               | -                | 12%        | 7%         | 0%         | -5%              | -                | -2%        | -1%        | -49%      | -36%             | -                | 2%        | -32%      |
| <b>Total</b>                    | <b>-4%</b> | <b>-7%</b>       | <b>-1%</b>       | <b>-1%</b> | <b>-4%</b> | <b>6%</b> | <b>14%</b>       | <b>4%</b>        | <b>13%</b> | <b>8%</b> | <b>-29%</b> | <b>-38%</b>      | <b>-10%</b>      | <b>-24%</b> | <b>-29%</b> | <b>36%</b> | <b>28%</b>       | <b>-3%</b>       | <b>12%</b> | <b>28%</b> | <b>-9%</b> | <b>2%</b>        | <b>-2%</b>       | <b>-3%</b> | <b>-6%</b> | <b>1%</b> | <b>15%</b>       | <b>1%</b>        | <b>4%</b> | <b>4%</b> |

| Year over year change (%)       | Q3 2017    |                  |                  |            |            | Q2 2017    |                  |                  |            |            | Q1 2017     |                  |                  |             |             |
|---------------------------------|------------|------------------|------------------|------------|------------|------------|------------------|------------------|------------|------------|-------------|------------------|------------------|-------------|-------------|
|                                 | Networks   | Digital Services | Managed Services | Other      | Total      | Networks   | Digital Services | Managed Services | Other      | Total      | Networks    | Digital Services | Managed Services | Other       | Total       |
| South East Asia Oceania & India | -7%        | 20%              | 7%               | -100%      | -2%        | -1%        | 8%               | -6%              | -75%       | 0%         | 1%          | 9%               | -5%              | -           | 1%          |
| North East Asia                 | 3%         | -33%             | 15%              | 40%        | -9%        | -15%       | 26%              | 29%              | -          | -3%        | 6%          | -30%             | 37%              | 0%          | 0%          |
| North America                   | 1%         | -10%             | -53%             | 44%        | -8%        | 6%         | -15%             | -48%             | 6%         | -5%        | -6%         | 33%              | -53%             | 3%          | -8%         |
| Europe & Latin America          | -7%        | -14%             | 3%               | 297%       | -6%        | -14%       | -13%             | 1%               | -5%        | -11%       | -24%        | -8%              | -3%              | 8%          | -16%        |
| Middle East & Africa            | 4%         | -9%              | -5%              | 104%       | -1%        | -21%       | -14%             | -5%              | 2%         | -17%       | -7%         | -7%              | 3%               | 650%        | -5%         |
| Other                           | -9%        | -52%             | -                | -11%       | -15%       | -2%        | -31%             | -                | -6%        | -7%        | -44%        | -55%             | -                | -16%        | -36%        |
| <b>Total</b>                    | <b>-2%</b> | <b>-15%</b>      | <b>-11%</b>      | <b>-5%</b> | <b>-6%</b> | <b>-7%</b> | <b>-7%</b>       | <b>-12%</b>      | <b>-6%</b> | <b>-8%</b> | <b>-12%</b> | <b>-7%</b>       | <b>-14%</b>      | <b>-14%</b> | <b>-11%</b> |

YEAR TO DATE

| Year to date, SEK million       | Jan-Sep 2017  |                  |                  |              |                | Jan-Jun 2017  |                  |                  |              |               | Jan-Mar 2017  |                  |                  |              |               | Jan-Dec 2016   |                  |                  |              |                | Jan-Sep 2016  |                  |                  |              |                | Jan-Jun 2016  |                  |                  |              |                | Jan-Mar 2016  |                  |                  |              |               | Jan-Dec 2015   |               |               |              |                |
|---------------------------------|---------------|------------------|------------------|--------------|----------------|---------------|------------------|------------------|--------------|---------------|---------------|------------------|------------------|--------------|---------------|----------------|------------------|------------------|--------------|----------------|---------------|------------------|------------------|--------------|----------------|---------------|------------------|------------------|--------------|----------------|---------------|------------------|------------------|--------------|---------------|----------------|---------------|---------------|--------------|----------------|
|                                 | Networks      | Digital Services | Managed Services | Other        | Total          | Networks      | Digital Services | Managed Services | Other        | Total         | Networks      | Digital Services | Managed Services | Other        | Total         | Networks       | Digital Services | Managed Services | Other        | Total          | Networks      | Digital Services | Managed Services | Other        | Total          | Networks      | Digital Services | Managed Services | Other        | Total          | Networks      | Digital Services | Managed Services | Other        | Total         |                |               |               |              |                |
| South East Asia Oceania & India | 16 847        | 3 538            | 2 548            | 1            | 22 934         | 11 523        | 2 494            | 1 525            | 1            | 15 543        | 5 931         | 1 243            | 761              | 0            | 7 935         | 24 776         | 4 485            | 3 330            | 6            | 32 597         | 17 237        | 3 173            | 2 575            | 5            | 22 990         | 11 522        | 2 300            | 1 616            | 4            | 15 442         | 5 883         | 1 139            | 800              | 0            | 7 822         | 24 361         | 4 915         | 2 876         | 3            | 32 155         |
| North East Asia                 | 11 565        | 4 001            | 1 266            | 10           | 16 842         | 7 912         | 2 574            | 836              | 3            | 11 325        | 4 224         | 884              | 404              | 2            | 5 514         | 18 530         | 7 142            | 1 504            | 7            | 27 185         | 11 857        | 4 753            | 1 002            | 7            | 17 619         | 8 299         | 2 610            | 629              | 2            | 11 540         | 3 971         | 1 266            | 295              | 2            | 5 534         | 19 693         | 6 864         | 1 549         | 0            | 28 106         |
| North America                   | 27 053        | 5 447            | 2 566            | 69           | 35 135         | 17 891        | 3 726            | 1 789            | 43           | 23 538        | 8 619         | 2 002            | 870              | 25           | 11 516        | 38 115         | 7 649            | 6 154            | 85           | 52 003         | 27 010        | 5 438            | 5 257            | 53           | 37 758         | 18 023        | 3 529            | 3 600            | 35           | 25 187         | 9 173         | 1 509            | 1 842            | 18           | 12 542        | 36 852         | 9 338         | 8 748         | 125          | 55 063         |
| Europe & Latin America          | 20 822        | 9 481            | 9 139            | 188          | 39 630         | 13 806        | 6 288            | 6 137            | 65           | 26 296        | 6 010         | 2 876            | 3 002            | 27           | 11 915        | 33 622         | 16 238           | 12 543           | 140          | 62 543         | 24 486        | 10 791           | 9 150            | 96           | 44 523         | 16 862        | 7 062            | 6 225            | 65           | 30 314         | 7 887         | 3 142            | 3 108            | 25           | 14 162        | 43 358         | 16 774        | 13 357        | 114          | 73 603         |
| Middle East & Africa            | 9 894         | 4 682            | 2 790            | 129          | 17 495         | 6 372         | 2 975            | 1 885            | 74           | 11 306        | 2 957         | 1 406            | 942              | 30           | 5 335         | 16 647         | 7 403            | 3 970            | 84           | 28 104         | 10 905        | 5 223            | 2 655            | 74           | 19 657         | 7 519         | 3 343            | 1 907            | 47           | 12 816         | 3 171         | 1 516            | 917              | 4            | 5 608         | 20 339         | 8 544         | 4 067         | 52           | 33 002         |
| Other                           | 5 600         | 967              | 0                | 5 501        | 12 068         | 3 887         | 730              | 0                | 3 683        | 8 300         | 2 055         | 369              | 0                | 1 730        | 4 154         | 9 294          | 2 381            | 0                | 8 501        | 20 176         | 7 411         | 1 841            | 0                | 6 194        | 15 446         | 5 534         | 1 343            | 0                | 4 141        | 11 018         | 3 666         | 821              | 0                | 2 054        | 6 541         | 13 188         | 3 008         | 0             | 8 795        | 24 991         |
| <b>Total</b>                    | <b>91 781</b> | <b>28 116</b>    | <b>18 309</b>    | <b>5 898</b> | <b>144 104</b> | <b>61 481</b> | <b>18 787</b>    | <b>12 171</b>    | <b>3 869</b> | <b>96 308</b> | <b>29 796</b> | <b>8 780</b>     | <b>5 979</b>     | <b>1 814</b> | <b>46 369</b> | <b>140 984</b> | <b>45 298</b>    | <b>27 501</b>    | <b>8 825</b> | <b>222 608</b> | <b>98 906</b> | <b>31 219</b>    | <b>20 839</b>    | <b>6 429</b> | <b>157 393</b> | <b>67 859</b> | <b>20 187</b>    | <b>13 977</b>    | <b>4 294</b> | <b>106 317</b> | <b>33 751</b> | <b>9 393</b>     | <b>6 962</b>     | <b>2 103</b> | <b>52 209</b> | <b>157 791</b> | <b>49 443</b> | <b>30 597</b> | <b>9 089</b> | <b>246 920</b> |
| Share of Total                  | 64%           | 19%              | 13%              | 4%           | 100%           | 64%           | 19%              | 13%              | 4%           | 100%          | 64%           | 19%              | 13%              | 4%           | 100%          | 63%            | 20%              | 13%              | 4%           | 100%           | 63%           | 20%              | 13%              | 4%           | 100%           | 64%           | 19%              | 13%              | 4%           | 100%           | 65%           | 18%              | 13%              | 4%           | 100%          | 64%            | 20%           | 12%           | 4%           | 100%           |

| Year over year change (%)       | Jan-Sep 2017 |                  |                  |            |            | Jan-Jun 2017 |                  |                  |             |            | Jan-Mar 2017 |                  |                  |             |             | Jan-Dec 2016 |                  |                  |            |             |
|---------------------------------|--------------|------------------|------------------|------------|------------|--------------|------------------|------------------|-------------|------------|--------------|------------------|------------------|-------------|-------------|--------------|------------------|------------------|------------|-------------|
|                                 | Networks     | Digital Services | Managed Services | Other      | Total      | Networks     | Digital Services | Managed Services | Other       | Total      | Networks     | Digital Services | Managed Services | Other       | Total       | Networks     | Digital Services | Managed Services | Other      | Total       |
| South East Asia Oceania & India | -2%          | 12%              | -1%              | -90%       | 0%         | 0%           | 8%               | -6%              | -75%        | 1%         | 1%           | 9%               | -5%              | -           | 1%          | 2%           | -9%              | 16%              | 100%       | 1%          |
| North East Asia                 | -2%          | -16%             | 26%              | 43%        | -4%        | -5%          | -1%              | 33%              | 50%         | -2%        | 6%           | -30%             | 37%              | 0%          | 0%          | -6%          | 4%               | -3%              | -          | -3%         |
| North America                   | 0%           | 0%               | -51%             | 30%        | -7%        | 0%           | 6%               | -50%             | 23%         | -7%        | -6%          | 33%              | -53%             | 39%         | -6%         | 3%           | -18%             | -30%             | -32%       | -6%         |
| Europe & Latin America          | -15%         | -12%             | 0%               | 96%        | -11%       | -15%         | -11%             | -1%              | 0%          | -13%       | -24%         | -8%              | -3%              | 8%          | -16%        | -22%         | -3%              | -6%              | 23%        | -1%         |
| Middle East & Africa            | -9%          | -10%             | -2%              | 74%        | -8%        | -15%         | -11%             | -1%              | 57%         | -12%       | -7%          | -7%              | 3%               | 650%        | -5%         | -18%         | -13%             | -2%              | 62%        | -15%        |
| Other                           | -24%         | -47%             | -                | -11%       | -22%       | -30%         | -46%             | -                | -11%        | -25%       | -44%         | -55%             | -                | -16%        | -36%        | -30%         | -21%             | -                | -3%        | -19%        |
| <b>Total</b>                    | <b>-7%</b>   | <b>-10%</b>      | <b>-12%</b>      | <b>-8%</b> | <b>-8%</b> | <b>-9%</b>   | <b>-7%</b>       | <b>-13%</b>      | <b>-10%</b> | <b>-9%</b> | <b>-12%</b>  | <b>-7%</b>       | <b>-14%</b>      | <b>-14%</b> | <b>-11%</b> | <b>-11%</b>  | <b>-8%</b>       | <b>-10%</b>      | <b>-3%</b> | <b>-10%</b> |

## 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          |
| <b>Total</b>                   | <b>1 908</b> | <b>1 952</b> | <b>2 011</b> | <b>2 016</b> | <b>2 012</b> | <b>2 156</b> | <b>3 830</b> |

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

|                |
|----------------|
| <b>2015</b>    |
| <b>Jan-Dec</b> |
| 11 805         |
| 2 591          |
| <b>14 396</b>  |



## 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         |
| <b>Total</b>                        | <b>-2 819</b> | <b>-1 514</b> | <b>-1 743</b> | <b>-4 649</b> | <b>-1 265</b> | <b>-1 021</b> | <b>-632</b> |

| 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          |
| <b>Total</b>                        | <b>-6 076</b> | <b>-3 257</b> | <b>-1 743</b> | <b>-7 567</b> | <b>-2 918</b> | <b>-1 653</b> | <b>-632</b> | <b>-5 040</b> |

## 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          |
| <b>Total</b>                   | <b>-2 819</b> | <b>-1 514</b> | <b>-1 743</b> | <b>-4 649</b> | <b>-1 265</b> | <b>-1 021</b> | <b>-632</b> |
| 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          |
| <b>Total</b>                | <b>-6 076</b> | <b>-3 257</b> | <b>-1 743</b> | <b>-7 567</b> | <b>-2 918</b> | <b>-1 653</b> | <b>-632</b> | <b>-5 040</b> |
| 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           |
| <b>Total</b>                   | <b>12 952</b> | <b>14 860</b> | <b>7 898</b> | <b>19 160</b> | <b>15 006</b> | <b>17 956</b> | <b>17 718</b> |

| 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%        |
| <b>Total</b>                                  | <b>27%</b> | <b>30%</b> | <b>17%</b> | <b>29%</b> | <b>29%</b> | <b>33%</b> | <b>34%</b> |

| 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         |
| <b>Total</b>              | <b>35 710</b> | <b>22 758</b> | <b>7 898</b> | <b>69 840</b> | <b>50 680</b> | <b>35 674</b> | <b>17 718</b> | <b>88 092</b> |

| 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%        | 34%        | 33%        | 35%        | 36%        | 38%        | 39%        | 39%        |
| Digital Services                         | 14%        | 7%         | -21%       | 38%        | 38%        | 38%        | 38%        | 44%        |
| Managed Services                         | -4%        | -3%        | -8%        | 5%         | 6%         | 7%         | 5%         | 6%         |
| Other                                    | 21%        | 21%        | 20%        | 26%        | 29%        | 30%        | 32%        | 36%        |
| <b>Total</b>                             | <b>25%</b> | <b>24%</b> | <b>17%</b> | <b>31%</b> | <b>32%</b> | <b>34%</b> | <b>34%</b> | <b>36%</b> |

**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         |
| <b>Total</b>                   | <b>-1 979</b> | <b>281</b> | <b>-10 596</b> | <b>4 369</b> | <b>1 606</b> | <b>3 784</b> | <b>4 107</b> |

| 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%      |
| <b>Total</b>                                  | <b>-4%</b> | <b>1%</b> | <b>-23%</b> | <b>7%</b> | <b>3%</b> | <b>7%</b> | <b>8%</b> |

| 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        |
| <b>Total</b>              | <b>-12 294</b> | <b>-10 315</b> | <b>-10 596</b> | <b>13 866</b> | <b>9 497</b> | <b>7 891</b> | <b>4 107</b> | <b>26 845</b> |

| 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%        | 11%         | 9%          | 15%       | 16%       | 17%       | 19%       | 20%        |
| Digital Services                         | -48%       | -56%        | -96%        | -8%       | -11%      | -12%      | -16%      | -3%        |
| Managed Services                         | -15%       | -16%        | -29%        | 0%        | 1%        | 2%        | 0%        | 1%         |
| Other                                    | -98%       | -116%       | -172%       | -40%      | -42%      | -39%      | -40%      | -32%       |
| <b>Total</b>                             | <b>-9%</b> | <b>-11%</b> | <b>-23%</b> | <b>6%</b> | <b>6%</b> | <b>7%</b> | <b>8%</b> | <b>11%</b> |

## 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           |
| <b>Total</b>                   | <b>14 284</b> | <b>14 860</b> | <b>14 595</b> | <b>19 160</b> | <b>15 006</b> | <b>17 956</b> | <b>17 718</b> |

| 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%        |
| <b>Total</b>                                  | <b>30%</b> | <b>30%</b> | <b>31%</b> | <b>29%</b> | <b>29%</b> | <b>33%</b> | <b>34%</b> |

| 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         |
| <b>Total</b>              | <b>43 739</b> | <b>29 455</b> | <b>14 595</b> | <b>69 840</b> | <b>50 680</b> | <b>35 674</b> | <b>17 718</b> | <b>88 092</b> |

| 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                                 | 36%        | 36%        | 37%        | 35%        | 36%        | 38%        | 39%        | 39%        |
| Digital Services                         | 31%        | 32%        | 32%        | 38%        | 38%        | 38%        | 38%        | 44%        |
| Managed Services                         | 1%         | 0%         | -1%        | 5%         | 6%         | 7%         | 5%         | 6%         |
| Other                                    | 21%        | 22%        | 20%        | 26%        | 29%        | 30%        | 32%        | 36%        |
| <b>Total</b>                             | <b>30%</b> | <b>30%</b> | <b>31%</b> | <b>31%</b> | <b>32%</b> | <b>34%</b> | <b>34%</b> | <b>36%</b> |

## 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         |
| <b>Total</b>                   | <b>-40</b> | <b>281</b> | <b>1 093</b> | <b>4 369</b> | <b>1 606</b> | <b>3 784</b> | <b>4 107</b> |

| 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%      |
| <b>Total</b>                                  | <b>0%</b> | <b>1%</b> | <b>2%</b> | <b>7%</b> | <b>3%</b> | <b>7%</b> | <b>8%</b> |

| 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        |
| <b>Total</b>              | <b>1 334</b> | <b>1 374</b> | <b>1 093</b> | <b>13 866</b> | <b>9 497</b> | <b>7 891</b> | <b>4 107</b> | <b>26 845</b> |

| 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                                 | 14%       | 14%       | 15%       | 15%       | 16%       | 17%       | 19%       | 20%        |
| Digital Services                         | -24%      | -22%      | -22%      | -8%       | -11%      | -12%      | -16%      | -3%        |
| Managed Services                         | -4%       | -5%       | -6%       | 0%        | 1%        | 2%        | 0%        | 1%         |
| Other                                    | -69%      | -70%      | -75%      | -40%      | -42%      | -39%      | -40%      | -32%       |
| <b>Total</b>                             | <b>1%</b> | <b>1%</b> | <b>2%</b> | <b>6%</b> | <b>6%</b> | <b>7%</b> | <b>8%</b> | <b>11%</b> |