

ERICSSON LM TELEPHONE CO

Form 6-K

July 18, 2018

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**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 6-K**

**REPORT OF FOREIGN ISSUER**

**Pursuant to Rule 13a-16 or 15d-16 of**

**the Securities Exchange Act of 1934**

**July 18, 2018**

**Commission File Number**

**000-12033**

**LM ERICSSON TELEPHONE COMPANY**

**(Translation of registrant's name into English)**

**Torshamnsgatan 21, Kista**

**SE-164 83, Stockholm, Sweden**

**(Address of principal executive offices)**

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.  
Form 20-F    Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Announcement of LM Ericsson Telephone Company, July 18, 2018 regarding Ericsson reports second quarter results 2018 .

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

TELEFONAKTIEBOLAGET LM ERICSSON (publ)

By: /s/ XAVIER DEDULLEN  
**Xavier Dedullen**  
**Senior Vice President, Chief Legal  
Officer**

By: /s/ CARL MELLANDER  
**Carl Mellander**  
**Senior Vice President, Chief Financial  
Officer**

Date: **July 18, 2018**

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Second quarter report 2018

**Stockholm, July 18, 2018****Second quarter highlights**

Sales as reported and sales adjusted for comparable units and currency both decreased by -1% YoY. Segment Networks showed a sales growth of 2% YoY, both in reported sales and sales adjusted for comparable units and currency, with strong sales growth in North America.

Gross margin was 34.8% (29.1%). Gross margin excluding restructuring charges improved to 36.7% (30.9%), driven mainly by cost reductions and the continued ramp-up of Ericsson Radio System (ERS).

Operating expenses were SEK 17.2 (15.4) b. Operating expenses excluding restructuring charges increased to SEK 16.3 (14.8) b. Cost reductions in SG&A were offset by increased investments in R&D, higher provision for variable compensation and an increase in provision for overdue trade receivables.

Operating income was SEK 0.2 (-0.5) b. Operating income excluding restructuring charges was SEK 2.0 (1.0) b.

Networks operating margin excluding restructuring charges was 13.3% (13.4%), with an improved gross margin offset by increased investments in R&D.

Digital Services operating income (loss) excluding restructuring charges improved to SEK -1.5 (-1.8) b. due to improved gross margin to 42.6% (35.7%), mainly driven by cost reductions.

Managed Services operating margin excluding restructuring charges improved to 6.5% (-2.1%) as a result of cost reductions and customer contract reviews.

Cash flow from operating activities was SEK 1.4 (0.0) b. and free cash flow was SEK -0.6 (-1.3) b. Net cash increased to SEK 33.1 (24.0) b.

SEK b.	Q2 2018	Q2 2017	YoY change	Q1 2018	QoQ change	6 months 2018	6 months 2017
Net sales	49.8	50.3	-1%	43.4	15%	93.2	98.1
<i>Sales growth adj. for comparable units and currency</i>			-1%		9%		
Gross margin	34.8%	29.1%		34.2%		34.5%	22.6%
Operating income (loss)	0.2	-0.5		-0.3		-0.1	-11.8
Operating margin	0.3%	-1.1%		-0.7%		-0.2%	-12.0%
Net income (loss)	-1.8	-0.5		-0.7		-2.5	-10.5
EPS diluted, SEK	-0.58	-0.14		-0.25		-0.83	-3.22
EPS (non-IFRS), SEK <sup>1)</sup>	-0.09	0.33		0.11		0.02	-1.86
Cash flow from operating activities	1.4	0.0		1.6	-8%	3.0	-1.5
Free cash flow <sup>2)</sup>	-0.6	-1.3	-54%	0.3		-0.3	-4.6
Net cash, end of period	33.1	24.0	38%	35.6	-7%	33.1	24.0
<i>Gross margin excluding restructuring charges</i>	36.7%	30.9%		35.9%		36.3%	25.0%
	2.0	1.0	109%	0.9	138%	2.9	-8.6

<i>Operating income (loss) excluding restructuring charges</i>					
<i>Operating margin excluding restructuring charges</i>	4.1%	1.9%	2.0%	3.1%	-8.7%

- 1) EPS diluted, excl. amortizations and write-downs of acquired intangible assets, and excluding restructuring charges. When a company reports a loss, the number of shares used for calculating earnings diluted per share shall be the same as for basic calculation.
- 2) Free cash flow: Cash flow from operating activities less net capital expenditures and other investments, see Alternative Performance Measures (APM) at the end of the report.

Non-IFRS financial measures are reconciled to the most directly reconcilable line items in the financial statements at the end of this report.

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### CEO comments

We continue to execute on our focused business strategy and are tracking well towards our 2020 target of an operating margin<sup>1)</sup> of at least 10%. The investments in technology leadership have resulted in increased gross margin<sup>1)</sup> to 37% (31%) and growth in segment Networks.

Customers turn to new technology in order to manage growing demand for data with sustained quality and without increasing costs. This, together with fixed wireless access, represent the first business cases for 5G. We will continue to invest in securing leadership in 5G. This includes further investments in R&D, to solidify our complete 5G portfolio, and investments in field trials. We also intend to selectively capture new business opportunities, through our 5G-ready 4G portfolio, to extend our footprint as operators prepare for 5G. We provide solutions for all frequency bands for 5G, which strengthens our global competitiveness.

We have good market traction in Networks, with a sales growth of 2%, particularly in North America where all major operators are preparing for 5G. Networks gross margin<sup>1)</sup> improved to 40% (36%). Digital Services is tracking towards a turnaround and gross margin<sup>1)</sup> improved to 43% (36%) YoY, and was stable QoQ. However, while losses decreased both YoY and QoQ, we still have a lot of work to do. The top priority is to turn around performance in the segment, but we are in parallel accelerating investments to make the portfolio 5G ready and cloud native. In Managed Services, gross margin<sup>1)</sup> improved to 14% (2%) supported by continued efficiency gains and customer contract reviews, resulting in a positive operating income. We have also on-boarded several new contracts in the quarter.

In segment Emerging Business and Other, we invest in strategic future growth areas such as Internet of Things (IoT). We see increasing momentum with several important customer wins with our connectivity platform in the quarter. However, sales are still low. Our media business generated a loss of SEK -0.4 b. in the quarter. We expect to close the announced divestment of Media Solutions, recently renamed MediaKind, by the end of the third quarter.

The SEK 10 b. cost reduction program, launched in Q2 2017, has been successfully completed. We reduced the total workforce by more than 2,000 in the quarter and by 20,500 in total as part of the program. These are tough but necessary actions to ensure competitiveness. Run-rate savings to date amount to more than SEK 10 b., and the effect is gradually becoming visible in the earnings, mainly through lower service delivery costs and common costs. Even though the cost reduction program is completed, our estimate for restructuring charges of SEK 5-7 b. for the full year remains, as we will continue our efficiency activities throughout the year.

Free cash flow improved to SEK -0.6 (-1.3) b. and our cash position remains strong. Our work to further strengthen the balance sheet continues.

We see strengthened momentum for 5G in the quarter and it is clear that our 5G-ready portfolio is attractive and competitive in the market. We have gradually improved the cost position and will continue to have a strict cost focus in order to further increase competitiveness and efficiency. We are confident in reaching our long-term target of at least 12% operating margin<sup>1)</sup> beyond 2020.

### **Börje Ekholm**

President and CEO

## 1) Excluding restructuring charges

**Planning assumptions going forward****Market related**

The Radio Access Network (RAN) equipment market is estimated to decline by -2% for full-year 2018 with 2% CAGR for 2017-2022. In 2018, the Chinese market is expected to decline due to reduced LTE investments, while there is positive momentum in North America.

**Currency exposure**

Rule of thumb: A weakening by 10% of USD to SEK would have a negative impact of approximately -5% on net sales and approximately -1 percentage point on operating margin (based on 2017 full-year currency exposure).

For historical rates, see [www.ericsson.com/en/investors](http://www.ericsson.com/en/investors)

**Ericsson related, 2018**

Sales: Seasonality (5-year average sales) is -2% between Q2 and Q3 and 23% between Q3 and Q4.

The current annual revenue baseline of the IPR licensing contract portfolio is approximately SEK 7 b. Restructuring charges for full-year 2018 are estimated to be SEK 5-7 b.

Actual and estimated net impact from amortization and capitalization of development expenses and from recognition and deferral of hardware costs:

	Q2	Q3	Q3	FY	FY	FY
SEK b.	2018	2018	2017	2017	2018	2019
	Actual	Estimate	Actual	Actual	Estimate	Estimate
Cost of sales	-0.2	-0.2	-0.9	-2.6	-1	
R&D expenses	-0.3	-0.3	-0.6	-0.3	-1	
<b>Total impact</b>	<b>-0.5</b>	<b>-0.5</b>	<b>-1.5</b>	<b>-2.9</b>	<b>-2</b>	<b>-1 to -2</b>

The divestment of Media Solutions is expected to be closed by the end of Q3 2018 with estimated additional expenses of SEK -0.3 b. in Q3, related to the divestment. Results after the divestment will be reported as share of earnings according to the equity method. Ericsson's holding will be 49% of the shares. Media Solutions sales were SEK 3.2 b. in 2017.

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CEO comments

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## Financial highlights

SEK b.	Q2 2018	Q2 2017	YoY change	Q1 2018	QoQ change	6 months 2018	6 months 2017
Net sales	49.8	50.3	-1%	43.4	15%	93.2	98.1
<i>Sales growth adj. for comparable units and currency</i>			-1%		9%		
Gross income	17.3	14.6	18%	14.9	17%	32.2	22.1
Gross margin (%)	34.8%	29.1%		34.2%		34.5%	22.6%
Research and development expenses	-9.8	-8.4	17%	-9.1	8%	-18.9	-17.4
Selling and administrative expenses	-7.1	-6.8	3%	-6.2	15%	-13.2	-15.0
Impairment losses on trade receivables	-0.4	-0.2	57%	0.0		-0.4	-1.9
Other operating income and expenses	0.0	0.2	-95%	0.1	-87%	0.1	0.4
Operating income (loss)	0.2	-0.5		-0.3		-0.1	-11.8
Operating margin (%)	0.3%	-1.1%		-0.7%		-0.2%	-12.0%
Financial net	-0.8	0.1		-0.5	50%	-1.4	-0.4
Taxes	-1.2	0.0		0.1		-1.0	1.7
Net income (loss)	-1.8	-0.5		-0.7		-2.5	-10.5
Restructuring charges	-1.9	-1.5	24%	-1.2	60%	-3.1	-3.3
<i>Gross income excluding restructuring charges</i>	18.3	15.6	17%	15.6	17%	33.9	24.5
<i>Gross margin excluding restructuring charges</i>	36.7%	30.9%		35.9%		36.3%	25.0%
<i>Operating expenses excluding restructuring charges</i>	-16.3	-14.8	10%	-14.8	10%	-31.1	-33.5
<i>Operating income (loss) excl. restructuring charges</i>	2.0	1.0	109%	0.9	138%	2.9	-8.6
<i>Operating margin excluding restructuring charges</i>	4.1%	1.9%		2.0%		3.1%	-8.7%

**Net sales**

Sales as reported decreased by -1 % YoY. Sales adjusted for comparable units and currency decreased by -1% YoY. Sales as reported in Networks increased by 2% YoY, driven by strong sales growth in North America. Digital Services sales declined by -11% YoY, mainly due to continued decline in legacy product sales and lower telecom core sales in North East Asia. Managed Services sales declined by -2% YoY, mainly as a result of customer contract reviews. Sales in Emerging Business and Other increased by 2% YoY, mainly driven by growth in iconectiv and IoT partly offset by lower sales in the media solutions business.

Sequential sales increased by 15%. Sales adjusted for comparable units and currency increased by 9% QoQ.

**IPR licensing revenues**

IPR licensing revenues declined to SEK 1.8 (2.0) b. YoY and decreased sequentially from SEK 1.9 b.



## **Gross margin**

Gross margin improved to 34.8% (29.1%). Gross margin excluding restructuring charges increased to 36.7% (30.9%) with significant improvements in all segments. Key drivers of the improvement were cost reductions, ramp-up of Ericsson Radio System (ERS) product platform, market mix and good progress in addressing non-strategic contracts in Managed Services. Completion in 2017 of the amortization of software release development expenses had a positive effect on gross margin YoY.

Sequentially, gross margin increased to 34.8% from 34.2%. Gross margin excluding restructuring charges improved sequentially to 36.7% from 35.9%.

## **Operating expenses**

Operating expenses increased to SEK 17.2 (15.4) b. Operating expenses excluding restructuring charges increased to SEK 16.3 (14.8) b., mainly due to increased R&D expenses while selling and administrative expenses (SG&A) were stable YoY.

R&D expenses were SEK 9.8 (8.4) b. R&D expenses excluding restructuring charges increased to SEK 9.3 (8.0) b., mainly due to increased 4G and 5G investments in Networks, in line with the strategy. The net effect of higher amortized than capitalized R&D expenses was SEK -0.3 (0.1) b.

SG&A increased YoY due to higher restructuring charges. SG&A excluding restructuring charges were flat at SEK 6.6 b. YoY. Cost reductions of SEK 0.7 b. YoY were offset by costs related to revaluation of customer financing of SEK -0.2 b. and higher provision for variable compensation.

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Each quarter, 25% of the anticipated full year variable compensation is provisioned for. In Q2 2017, SG&A were positively impacted as provisions were reversed following the weak company results.

Impairment losses on trade receivables increased to SEK -0.4 (-0.2) b. Impairment testing is made continuously using a methodology where country and customer risks are assessed.

Operating expenses increased sequentially following increased investments in Networks R&D, impacted by seasonality and currency effects. Operating expenses increased by approximately SEK -0.3 b. QoQ, due to currency effects.

**Other operating income and expenses**

Other operating income and expenses, which comprises several minor items, were SEK 0.0 (0.2) b. Other operating income and expenses in Q1 2018 were SEK 0.1 b.

**Consequences of technology and portfolio shifts**

Due to technology and portfolio shifts, the company is reducing the capitalization of development expenses for product platforms and software releases as well as the deferral of hardware costs. As a consequence, higher amortization than capitalization of development expenses and higher recognition than deferral of hardware costs had a negative impact on operating income YoY. The amounts related to capitalized software releases were fully amortized in 2017.

Net impact from amortization and capitalization of development expenses and from recognition and deferral of hardware costs

SEK b.	Q2 2018	Q2 2017	Q1 2018
Cost of sales	-0.2	-0.4	-0.3
R&D expenses	-0.3	0.1	-0.4
<b>Total impact</b>	<b>-0.5</b>	<b>-0.3</b>	<b>-0.7</b>

**Restructuring charges**

Restructuring charges were SEK -1.9 (-1.5) b. Restructuring charges in Q1 2018 were SEK -1.2 b.

**Operating income and margin**

Operating income increased to SEK 0.2 (-0.5) b. YoY. Operating income excluding restructuring charges increased to 2.0 (1.0) b. driven by increased gross margin partly offset by increased R&D expenses. Operating margin excluding restructuring charges improved to 4.1% (1.9%).

Operating income improved sequentially to SEK 0.2 b. from -0.3 b. Operating income excluding restructuring charges improved to SEK 2.0 b. from SEK 0.9 b., driven by higher sales and increased gross margin. This was partly offset by increased operating expenses.

**Financial net**

Financial net was SEK -0.8 (0.1) b. mainly due to negative revaluation and realization effects of foreign exchange forecast hedging at SEK -0.3 (0.3) b. and negative return on assets. The financial net declined sequentially from SEK -0.5 b. In Q1 2018 the revaluation and realization effects of foreign exchange forecast hedging was SEK -0.1 b.

**Taxes**

Taxes amounted to SEK -1.2 (0.0) b. in the quarter and were impacted by SEK -0.7 b. as a result of revaluation of deferred tax assets due to a change in Swedish corporate tax rate. Certain profits realized in foreign jurisdictions and adjustments for taxes related to prior periods also impacted taxes negatively.

**Net income (loss) and EPS**

The losses in net income and the negative EPS diluted increased both YoY and QoQ, following increased taxes and negative financial net, partly offset by improved operating income.

**Employees**

The number of employees on June 30, 2018, was 95,260 a net reduction of 2,321 employees in the quarter and of 13,867 employees compared with June 30, 2017. The decrease is mainly a result of activities under the cost reduction program.

**Focused strategy execution**

The following four measures are indicators of the progress of strategy execution.

Area	Activity	Status Q2 2018
Networks	Transition to new Ericsson Radio System	84% (2017: 61%) YTD accumulated (ERS radio unit deliveries out of total radio unit deliveries)
Digital Services	- Growth in sales of new product portfolio - Addressing critical customer contracts	- Net sales 12 months rolling -14% - Out of 45 contracts identified, in total 16 have been addressed (8 in Q218 isolated)
Managed Services	Addressing low-performing customer contracts	Out of a total of 42 contracts identified, 33 (2 in Q218 isolated) have been addressed to result in an annualized profit improvement of SEK 0.8 b. (Q1 2018: SEK 0.7 b.)

**Changes in segment reporting**

As of Q2 2018, sales related to Application Development and Maintenance (ADM) and certain sales related to Business Support Solutions (BSS) were moved between the segments Managed Services and Digital Services, with a sales increase in Managed Services and a corresponding sales decrease in Digital Services (net effect of SEK 1.9 b in 2017). The corresponding impact on 2017 gross income was SEK 0.2 b. (positive for Managed Services, negative for Digital Services). Historical data have been restated to reflect the organizational change.



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## Market area sales

SEK b.	Second quarter 2018				Total	Change	
	Digital Networks	Digital Services	Managed Services	Emerging Business and Other		YoY	QoQ
South East Asia, Oceania and India	5.0	1.1	0.9	0.0	7.0	-3%	9%
North East Asia	3.6	0.8	0.4	0.0	4.8	-19%	41%
North America	11.4	2.1	0.8	0.0	14.3	11%	27%
Europe and Latin America	7.8	2.9	3.4	0.1	14.2	0%	9%
Middle East and Africa	3.0	1.6	1.0	0.0	5.6	-2%	-2%
Other <sup>1)</sup>	1.7	0.3	0.0	1.9	3.9	-7%	12%
<b>Total</b>	<b>32.4</b>	<b>8.8</b>	<b>6.5</b>	<b>2.1</b>	<b>49.8</b>	<b>-1%</b>	<b>15%</b>

<sup>1)</sup> Market Area Other includes primarily licensing revenues and the major part of segment Emerging Business and Other

**South East Asia, Oceania and India**

Sales declined YoY. Large 4G deployments are ongoing, however timing of orders impacted Networks sales negatively YoY. Digital Services sales declined slightly YoY, due to timing of project milestones. Managed Services sales increased, partly driven by a newly signed contract.

**North East Asia**

Sales declined YoY due to lower Networks sales in Mainland China as a consequence of reduced LTE investments. Digital Services sales declined YoY, due to a telecom core contract delay. Sales in Japan recovered after finalization of spectrum allocations.

**North America**

Sales increased YoY, primarily in Networks, driven by investments in 5G readiness across all major customers. Digital Services sales declined slightly YoY, due to timing of project milestones.

**Europe and Latin America**

Sales were stable YoY. Continued sales growth in parts of Europe and Latin America was offset by a decline in certain markets. In addition, Managed Services sales declined YoY as a consequence of addressing non-strategic contracts.

**Middle East and Africa**

Sales declined slightly YoY. Networks sales were negatively impacted by monetary restrictions in a few markets in the Middle East. The decline was partly offset by growth in Digital Services.

**Other**

Sales declined YoY, mainly in Media Solutions. IPR licensing revenues amounted to SEK 1.8 (2.0) b.

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Segment results

**Networks**

SEK b.	Q2 2018	Q2 2017	YoY change	Q1 2018	QoQ change	6 months 2018	6 months 2017
Net sales	32.4	31.7	2%	28.6	13%	61.0	63.3
<i>Of which products</i>	22.3	21.3	5%	19.5	15%	41.8	43.1
<i>Of which IPR licensing revenues</i>	1.5	1.7	-11%	1.5	-2%	3.0	3.4
<i>Of which services</i>	10.1	10.4	-3%	9.1	10%	19.2	20.2
<i>Sales growth adjusted for comparable units and currency</i>			2%		7%		
Gross income	12.6	10.9	15%	11.1	13%	23.7	20.9
Gross margin	38.8%	34.4%		38.9%		38.8%	33.0%
Operating income	3.5	3.4	4%	3.4	5%	6.9	6.1
Operating margin	10.9%	10.8%		11.8%		11.3%	9.7%
Restructuring charges	-0.7	-0.8	-8%	-0.5	56%	-1.2	-2.2
<i>Gross income excl. restructuring charges</i>	13.0	11.4	14%	11.5	13%	24.6	22.6
<i>Gross margin excl. restructuring charges</i>	40.2%	36.0%		40.4%		40.3%	35.7%
<i>Operating income excl. restructuring charges</i>	4.3	4.2	1%	3.9	12%	8.1	8.3
<i>Operating margin excl. restructuring charges</i>	13.3%	13.4%		13.5%		13.4%	13.1%

**Net sales**

Sales as reported and sales adjusted for comparable units and currency increased by 2% YoY. The increase is mainly due to strong growth in North America, driven by investments in 5G readiness. This was partly offset by lower sales in South East Asia, Oceania and India and in the Middle East and North East Asia.

Sales increased by 13% QoQ. Sales adjusted for comparable units and currency increased by 7% QoQ.

**Gross margin**

Gross margin increased to 38.8% (34.4%) YoY. Gross margin excluding restructuring charges increased to 40.2% (36.0%) due to improved margins of hardware and services, driven by cost reductions, a successful shift of the radio platform and favorable market mix.

Gross margin was flat QoQ at 38.8%. Gross margin excluding restructuring charges was 40.2%, compared with 40.4% in Q1 2018. Higher recognition than deferral of hardware costs impacted gross margin negatively by SEK -0.1 b. QoQ.

**Operating margin**

Operating margin was flat YoY at 10.9% (10.8%). Operating margin excluding restructuring charges was 13.3% (13.4%), with improved gross margin offset by increased R&D expenses. Restructuring charges were SEK -0.7 (-0.8) b.

Operating margin declined QoQ to 10.9% from 11.8%. Operating margin excluding restructuring charges decreased to 13.3% from 13.5% due to increased R&D expenses, partly compensated by higher sales. The change in net impact from amortization and capitalization of development expenses and from recognition and deferral of hardware costs was SEK 0.2 b. QoQ.

#### Net impact from amortization and capitalization of development expenses and from recognition and deferral of hardware costs

SEK b.	Q2 2018	Q2 2017	Q1 2018
Cost of Sales	-0.2	-0.1	-0.3
R&D expenses	0.2	0.1	0.1
<b>Total impact</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.2</b>

#### Strategy execution

As presented at the 2017 Capital Markets Day, the target for Networks is to improve the operating margin to 15%-17% by 2020. Three important activities for profitability improvements are to

- invest in R&D to safeguard a leading portfolio
- fully transition the radio unit deliveries to Ericsson Radio System (ERS) for increased competitiveness
- continue to make savings in service delivery and common costs.

The ERS, which was introduced to the market in 2015, has proven to be competitive as well as creating a strong market position. For the first half of 2018, ERS accounted for 84% of total radio unit deliveries. The plan is to have fully transitioned the radio unit deliveries to ERS by the end of 2018.

In the quarter, a divestment of a Spanish fiber service operations, with approximately 600 service engineers, was completed.



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## Digital Services

SEK b.	Q2 2018	Q2 2017	YoY change	Q1 2018	QoQ change	6 months 2018	6 months 2017
Net sales	8.8	9.9	-11%	7.3	22%	16.1	18.0
<i>Of which products</i>	4.5	5.4	-17%	3.9	13%	8.4	9.7
<i>Of which IPR licensing revenues</i>	0.3	0.4	-11%	0.3	-2%	0.7	0.7
<i>Of which services</i>	4.4	4.5	-4%	3.3	32%	7.7	8.3
<i>Sales growth adjusted for comparable units and currency</i>			-12%		16%		
Gross income	3.5	3.3	5%	2.9	20%	6.4	1.0
Gross margin	39.1%	33.2%		39.8%		39.5%	5.4%
Operating income (loss)	-2.4	-2.2	6%	-2.6	-9%	-5.0	-11.2
Operating margin	-26.9%	-22.6%		-35.9%		-30.9%	-62.4%
Restructuring charges	-0.9	-0.5	94%	-0.6	52%	-1.5	-0.7
<i>Gross income excl. restructuring charges</i>	3.8	3.5	7%	3.1	21%	6.9	1.4
<i>Gross margin excl. restructuring charges</i>	42.6%	35.7%		42.9%		42.7%	7.8%
<i>Operating income (loss) excl. restructuring charges</i>	-1.5	-1.8	-16%	-2.0	-26%	-3.5	-10.5
<i>Operating margin excl. restructuring charges</i>	-16.9%	-18.0%		-27.9%		-21.9%	-58.4%

**Net sales**

Sales as reported declined by -11% YoY. Sales adjusted for comparable units and currency decreased by -12% YoY. Legacy product sales continued to decline in the quarter. New product sales declined YoY, mainly due to lower telecom core sales in North East Asia as a consequence of a contract delay. The demand for our 5G-ready and cloud-native products remains strong with several signed contracts in the quarter.

Sales increased by 22% QoQ driven by software and services, following a seasonally weaker Q1, and by increased sales in large transformation projects. Sales adjusted for comparable units and currency increased by 16% QoQ.

**Gross margin**

Gross margin improved to 39.1% (33.2%). Gross margin excluding restructuring charges increased to 42.6% (35.7%), supported by improved software margins and cost reductions in services. Reduced amortization of software release development expenses had a positive impact of SEK 0.3 b. on gross income YoY.

Gross margin declined QoQ to 39.1% from 39.8%. Gross margin excluding restructuring charges declined slightly QoQ to 42.6% from 42.9%, due to reduced services margins and an increased services share, driven by increased sales in large transformation contracts. This was partly compensated by continued cost reductions and improved software margins.

**Operating income (loss)**

Operating income (loss) decreased YoY to SEK -2.4 (-2.2) b. Operating income (loss) excluding restructuring charges improved to SEK -1.5 (-1.8) b., due to improved gross margin and reduced operating expenses partly offset by lower sales. Operating expenses decreased despite an impact from higher amortized than capitalized development expenses of SEK -0.4 (0.1) b. and impairment losses on trade receivables of SEK -0.2 (0.0) b. Total restructuring charges of SEK -0.9 (-0.5) b. had a negative impact on operating income YoY.

Operating income (loss) improved QoQ to SEK -2.4 b. from -2.6 b. Operating income excluding restructuring charges improved to SEK -1.5 b. from -2.0 b., driven by increased sales.

### Net impact from amortization and capitalization of development expenses

	Q2 2018	Q2 2017	Q1 2018
SEK b.			
Cost of Sales	0.0	-0.3	0.0
R&D expenses	-0.4	0.1	-0.4
<b>Total impact</b>	<b>-0.4</b>	<b>-0.2</b>	<b>-0.4</b>

### Strategy execution

As presented at the Capital Markets Day 2017, the target is to turn around Digital Services into low single-digit operating margin by 2020. Cost reduction activities were intensified in the quarter across the areas of service delivery, selling and administrative expenses and R&D. These activities will continue, aiming for simplicity and efficiency. While new ways of working are improving R&D efficiency, at the same time investments continue in a portfolio of 5G-ready and cloud-native products in order to defend current market position and prepare Digital Services for future growth.

A key activity for the turnaround is to manage and complete 34 identified critical multi-year customer contracts and to either exit or complete 11 identified non-strategic contracts. The plan is to complete or exit approximately 50% of the 45 contracts in 2018. 16 contracts have been addressed at the end of Q2 2018.

The ongoing digitalization drives opportunities for operators to reduce costs and be more agile by; automating operations, digitally serving and engaging with customers and building programmable core networks. Consequently, operators increasingly invest in the areas where Digital Services provide solutions. Rolling 12 months, however, sales of the new portfolio declined by -14%, mainly due to lower telecom core sales as a consequence of a contract delay in North East Asia. It is not unusual that such sales vary between quarters.

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## Managed Services

	Q2 2018	Q2 2017	YoY change	Q1 2018	QoQ change	6 months 2018	6 months 2017
SEK b.							
Net sales	6.5	6.7	-2%	5.9	11%	12.4	13.0
<i>Sales growth adjusted for comparable units and currency</i>			-3%		6%		
Gross income (loss)	0.8	0.0		0.5	65%	1.3	-0.5
Gross margin	12.4%	0.3%		8.3%		10.5%	-4.0%
Operating income (loss)	0.3	-0.3	216%	0.1	199%	0.4	-2.1
Operating margin	4.6%	-3.9%		1.7%		3.2%	-16.1%
Restructuring charges	-0.1	-0.1	7%	-0.1	141%	-0.2	-0.2
<i>Gross income (loss) excl. restructuring charges</i>	0.9	0.1		0.5	69%	1.5	-0.3
<i>Gross margin excl. restructuring charges</i>	14.0%	2.0%		9.1%		11.7%	-2.5%
<i>Operating income (loss) excl. restructuring charges</i>	0.4	-0.1		0.2	179%	0.6	-1.9
<i>Operating margin excl. restructuring charges</i>	6.5%	-2.1%		2.6%		4.6%	-14.6%

**Net sales**

Sales as reported decreased by -2% YoY, mainly as a result of contract reviews. Sales in Managed Services IT showed good growth. Sales adjusted for comparable units and currency decreased by -3% YoY.

Sales as reported increased by 11% QoQ. Sales adjusted for comparable units and currency increased by 6% QoQ.

**Gross margin**

Gross margin increased to 12.4% (0.3%) YoY, and sequentially from 8.3%, supported by results of efficiency measures and by reviewed and addressed contracts. In the quarter, positive adjustments of SEK 0.1 b. were made, related to reversal of earlier provisions.

**Operating income**

Operating income increased to SEK 0.3 (-0.3) b. YoY, due to higher gross margin. Restructuring charges were SEK -0.1 (-0.1) b.

Sequentially, operating income increased due to higher gross margin and higher net sales.

**Strategy execution**

As part of the focused business strategy, Managed Services has its full attention on turning the business around through addressing low-performing operations and non-strategic contracts as well as improving efficiency in the service delivery process. Investments continue in machine intelligence, automation and analytics in order to further

enhance user experience, improve efficiency and better manage the increasingly complex networks of tomorrow.

As presented at the 2017 Capital Markets Day, the ambition for Managed Services is to improve the operating margin to 4%-6% in 2020. In order to focus the business and improve profitability, 42 managed services contracts (out of >300) have been identified for exit, renegotiation or transformation. At the end of Q2 2018, 33 of the 42 contracts have been addressed resulting in an annualized profit improvement of approximately SEK 0.8 b., already fully impacting gross margin.

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Emerging Business and Other (includes Emerging Business, Media Solutions, Red Bee Media and iconectiv)

SEK b.	Q2 2018	Q2 2017	YoY change	Q1 2018	QoQ change	6 months 2018	6 months 2017
Net sales	2.1	2.0	2%	1.7	24%	3.7	3.8
<i>Sales growth adjusted for comparable units and currency</i>			1%		18%		
Gross income	0.5	0.4	17%	0.3	44%	0.8	0.8
Gross margin	24.4%	21.3%		21.1%		22.9%	20.1%
Operating income (loss)	-1.3	-1.5	-11%	-1.2	11%	-2.5	-4.6
Operating margin	-63.5%	-73.0%		-71.2%		-66.9%	-121.9%
Restructuring charges	-0.1	-0.1	-2%	-0.1	107%	-0.2	-0.2
<i>Gross income excl. restructuring charges</i>	0.6	0.5	15%	0.4	40%	1.0	0.9
<i>Gross margin excl. restructuring charges</i>	27.4%	24.3%		24.3%		26.0%	22.5%
<i>Operating income (loss) excl. restructuring charges</i>	-1.2	-1.3	-12%	-1.1	6%	-2.3	-4.4
<i>Operating margin excl. restructuring charges</i>	-57.4%	-66.6%		-67.5%		-61.9%	-117.3%

**Net sales**

Sales as reported increased by 2% YoY. Sales adjusted for comparable units and currency increased by 1%, driven by growth in the iconectiv business. Sales and deliveries started, in the quarter, on a multi-year number portability contract in United States. This contract was awarded to iconectiv in 2015. Sales in Emerging Business continued to grow, driven by IoT.

Sales in the media business (Media Solutions and Red Bee Media) were SEK 1.3 (1.5) b. Media Solutions sales declined YoY, mainly due to lower sales in the discontinued portfolio. Red Bee Media sales declined slightly, mainly due to scope changes in contracts.

Sales increased by 24% QoQ, mainly due to growth in iconectiv, Media Solutions and Red Bee Media. Sales adjusted for comparable units and currency increased by 18% QoQ.

**Gross margin**

Gross margin increased YoY to 24.4% (21.3%). Gross margin excluding restructuring charges increased to 27.4% (24.3%), supported by improvements in IoT, Media Solutions and Red Bee Media.

Gross margin increased QoQ to 24.4% from 21.1%. Gross margin excluding restructuring charges increased to 27.4% from 24.3%, with a positive impact from operational improvements in Red Bee Media.

**Operating income (loss)**

Operating income improved YoY to SEK -1.3 (-1.5) b. Operating income excluding restructuring charges improved to SEK -1.2 (-1.3) b. driven by improved results in Media Solutions and iconectiv. Emerging Business operating income declined YoY, driven by increased investments in line with the strategy.

Media Solutions and Red Bee Media combined operating income excluding restructuring charges and corporate allocations was SEK -0.4 (-0.7) b. Results in Media Solutions improved YoY, driven by operational efficiencies, partly offset by costs related to the planned transaction for Media Solutions in Q3 2018.

Operating income declined QoQ to SEK -1.3 from -1.2 b. Operating income excluding restructuring charges declined to SEK -1.2 from -1.1 b. due to increased investments in Emerging Business in line with the strategy.

#### Net impact from amortization and capitalization of development expenses

	Q2 2018	Q2 2017	Q1 2018
<b>SEK b.</b>			
Cost of Sales	0.0	0.0	0.0
R&D expenses	-0.1	-0.1	-0.1
<b>Total impact</b>	<b>-0.1</b>	<b>-0.1</b>	<b>-0.1</b>

#### Strategy execution

As outlined at the Capital Markets Day in 2017, the target for segment Emerging Business and Other, including iconectiv, is a break-even result by 2020.

Selective investments will continue in Emerging Business to build a position and grow sales in new areas. Main investments are on IoT, UDN (Unified Delivery Network) and Emodo (mobile advertising and data monetization platform) business. Parts of the portfolio are still in an early phase, with focus on generating sales and scale the business, and do not yet cover the required investments, hence resulting in a negative bottom-line. The acquisition of Vidscale, a subcontractor to the Ericsson UDN business, was completed in the quarter and will lower the operational cost for the business.

For the media solutions business, Ericsson is partnering with One Equity Partners (OEP) and retaining a 49% ownership stake. This allows Ericsson to capture the upside of the business while at the same time taking an active part in the expected consolidation of the industry. Activities are accelerated to complete the transaction as planned during Q3 2018. Additional expenses related to the divestment of the media solutions business is estimated to be SEK -0.3 b. in Q3.

For Red Bee Media, the target is to achieve a sustainable profitable business, by continuing to develop and manage the business as an independent and focused media services entity within Ericsson. Operations and services propositions will be further developed, in line with the Red Bee Media tactical and transformational strategic execution plans.

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## Cash flow

	Q2 2018	Q2 2017	Q1 2018
SEK b.			
Net income reconciled to cash	-0.3	-0.1	-1.0
Changes in operating net assets	1.7	0.1	2.6
Cash flow from operating activities	1.4	0.0	1.6
Cash flow from investing activities	1.6	-2.0	-1.8
Cash flow from financing activities	-3.7	-8.9	-0.1
Effect of exchange rate changes on cash	1.0	-0.6	1.1
Net change in cash and cash equivalents	0.4	-11.5	0.8
<i>Free cash flow: Cash flow from operating activities less net capital expenditures and other investments</i>	<i>-0.6</i>	<i>-1.3</i>	<i>0.3</i>

**Operating activities**

Cash flow from operating activities was SEK 1.4 (0.0) b., driven by SEK 1.7 b. of positive change in net operating assets. Trade receivables were reduced, mainly due to good collection. Sales of trade receivables continued to trend downwards and were reduced both QoQ and YoY. Trade payables increased, mainly due to seasonal inventory build-up. Cash outlays related to restructuring charges were SEK -0.8 (-1.1) b. in the quarter.

**Investing activities**

Cash flow from investing activities excluding interest-bearing securities was SEK -2.1 (-1.3) b. M&A activities were SEK -0.4 (0.0) b., related to an acquisition in Emerging Business. Cash flow from investments in property, plant and equipment was SEK -1.0 (-1.0) b. and capitalized development expenses were SEK -0.3 (-0.3) b. Cash flow from interest-bearing securities was SEK 3.7 (-0.7) b. Together, the above items generated a positive cash flow from investing activities of SEK 1.6 (-2.0) b.

**Financing activities**

Cash flow from financing activities was negative at SEK -3.7 (-8.9) b. Dividends of SEK 3.3 (3.3) b. were paid out. Net change in cash and cash equivalents was SEK 0.4 (-11.5) b.

**Free cash flow**

Free cash flow improved to SEK -0.6 (-1.3) b. due to increased cash flow from operating activities partly offset by increased acquisitions.

Free cash flow decreased QoQ from SEK 0.3 b. to SEK -0.6 b. mainly due to negative effects of currency fluctuations and lower cash flow from operating activities.





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## Financial position

	Jun 30 2018	Jun 30 2017	Mar 31 2018
SEK b.			
+ Cash and cash equivalents	37.0	21.4	36.7
+ Interest-bearing securities, current	8.3	10.8	5.5
+ Interest-bearing securities, non-current	21.5	22.1	27.1
<b>Gross cash</b>	<b>66.9</b>	<b>54.3</b>	<b>69.3</b>
Borrowings, current	2.6	3.2	2.6
Borrowings, non-current	31.1	27.1	31.1
<b>Net cash</b>	<b>33.1</b>	<b>24.0</b>	<b>35.6</b>
Equity	93.6	119.9	93.5
Total assets	265.3	275.2	260.7
Capital turnover (times)	1.2	1.1	1.1
Return on capital employed (%)	0.1%	-13.3%	-1.0%
Equity ratio (%)	35.3%	43.6%	35.9%
Return on equity (%)	-5.7%	-16.6%	-3.5%

Gross cash decreased by SEK -2.4 b. and net cash decreased by SEK -2.5 b. in the quarter, due to payment of dividends of SEK 3.3 b. Gross cash was SEK 66.9 b. and net cash was SEK 33.1 b.

Post-employments benefits increased in the quarter, to SEK 27.3 b. from SEK 25.6 b., due to decreased interest rates in Sweden and normal service and interest costs partly offset by return on pension assets and higher interest rates in the UK.

The Swedish defined benefit obligation (DBO) has been calculated using a discount rate based on the yields of Swedish government bonds. If the discount rate had been based on Swedish covered mortgage bonds, the DBO would have been approximately SEK 8.5 b. lower as of June 30, 2018.

The average maturity of long-term borrowings as of June 30, 2018, was 3.9 years, a decrease from 4.5 years 12 months earlier.

A credit facility agreement of EUR 250 million was signed with the European Investment Bank (EIB) in the quarter but has not yet been disbursed. The credit facility will mature five years after disbursement.

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Parent Company

Income after financial items was SEK 1.7 (2.3) b. The decrease was mainly due to lower recognized dividends from subsidiaries.

At the end of the quarter, gross cash (cash, cash equivalents, short-term investments and interest-bearing securities non-current) amounted to SEK 53.6 (41.1) b.

The dividend of SEK 3.3 b. was paid out in the first week of April after decision by the Annual General Meeting on the 28th of March.

There has been a decrease in intercompany lending of SEK 6.4 b. and a decrease in intercompany borrowing of SEK 4.6 b. in the second quarter.

In accordance with the conditions of the long-term variable compensation program (LTV) for Ericsson employees, 3,447,302 shares from treasury stock were sold or distributed to employees during the second quarter. The holding of treasury stock at June 30, 2018, was 43,381,932 Class B shares.

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Other information

**Ericsson's Nomination Committee appointed**

On April 26, 2018, Ericsson announced that the Nomination Committee for the Annual General Meeting 2019 had been appointed in accordance with the Instruction for the Nomination Committee, resolved by the Annual General Meeting 2012. The Nomination Committee consists of: Johan Forssell, Investor AB; Bengt Kjell, AB Industrivärden and Svenska Handelsbankens Pensionsstiftelse; Christer Gardell, Cevian Capital Partners Limited; Anders Oscarsson, AMF Försäkring och Fonder and Ronnie Leten, the Chairman of the Board of Directors. Johan Forssell is the Chairman of the Nomination Committee.

**Ericsson signs credit facility agreement with the European Investment Bank**

On May 31, 2018, Ericsson announced that it has signed a credit facility of EUR 250 million with the European Investment Bank (EIB). The funding will support research and development activities for 5G and is in line with Ericsson's focused business strategy. The credit facility will mature five years after disbursement.

**POST-CLOSING EVENTS**

**Ericsson to divest its field services business in Sweden to Transtema Group**

On July 11, 2018, Ericsson announced that it has signed an agreement with the Swedish company Transtema Group AB to divest Ericsson Local Services AB (LSS), a subsidiary of Ericsson supplying field service operations and maintenance of fixed and mobile networks in Sweden. This divestment is in line with Ericsson's business strategy. The transaction is expected to close in the third quarter of 2018 and is subject to customary closing conditions, including regulatory approvals.

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Risk factors

Ericsson's operational and financial risk factors and uncertainties are described in our Annual Report 2017. Risk factors and uncertainties in focus short term for the Parent Company and the Ericsson Group include, but are not limited to:

Potential negative effects on operators' willingness to invest in network development due to uncertainty in the financial markets and a weak economic business environment, or reduced consumer telecom spending, or increased pressure on Ericsson to provide financing, or delayed auctions of spectrum

Intense competition from existing competitors as well as new entrants, including IT companies entering the telecommunications market, which could have a material adverse effect on the results

Uncertainty regarding the financial stability of suppliers, for example due to lack of financing

Effects on gross margins and/or working capital of the business mix in the Networks segment between capacity sales and new coverage build-outs

Effects on gross margins of the business mix including new network build-outs and new managed services or digital transformation deals with initial transition costs

Effects of the ongoing industry consolidation among our customers as well as between our largest competitors, e.g. with postponed investments and intensified price competition as a consequence

New and ongoing partnerships which may not be successful and expose us to future costs

Changes in foreign exchange rates, in particular USD

Political unrest and uncertainty in certain markets, as well as escalating trade disputes and sanctions  
Effects on production and sales from restrictions with respect to timely and adequate supply of materials, components and production capacity and other vital services on competitive terms

No guarantees that strategy execution, specific restructuring or cost-savings initiatives, profitability restoring efforts and/or organizational changes will be sufficient, successful or executed in time to deliver any improvements in earnings

Cybersecurity incidents, which may have a material negative impact

Rapidly changing technologies and the ways these are brought to the market, which could be disruptive to the business

Ericsson is subject to risks associated with the development and implementation of new solutions or technologies under existing customer contracts. The company may not be successful or incur delays in developing or implementing such solutions or technologies, which could result in damage claims and loss of customers which may have an adverse impact on liquidity and results of operations.

Ericsson stringently monitors the compliance with all relevant trade regulations and trade embargoes applicable to dealings with customers operating in countries where there are trade restrictions or trade restrictions are discussed. Ericsson operates globally in accordance with Group policies and directives for business ethics and conduct and has a dedicated anti-corruption program. However, in some of the countries where the company operates, corruption risks can be high and compliance failure could have a material adverse impact on our business, financial condition and brand.

This report has not been reviewed by Telefonaktiebolaget LM Ericsson's auditors.

Date for next report: October 18, 2018

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Board Assurance

The Board of Directors and the CEO certify that the financial report for the six months gives a fair view of the performance of the business, position and profit or loss of the Company and the Group, and describes the principal risks and uncertainties that the Company and the companies in the Group face.

Stockholm, July 18, 2018

Telefonaktiebolaget LM Ericsson (publ)

Org. Nr. 556016-0680

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*Deputy Chairman*

Ronnie Leten  
*Chairman*

Jacob Wallenberg  
*Deputy Chairman*

Jon Fredrik Baksaas  
*Member of the Board*

Jan Carlson  
*Member of the Board*

Nora Denzel  
*Member of the Board*

Eric A. Elzvik  
*Member of the Board*

Kurt Jofs  
*Member of the Board*  
Börje Ekholm

Kristin S. Rinne  
*Member of the Board*

*President, CEO and member of the Board*

Torbjörn Nyman  
*Member of the Board*

Kjell-Åke Soting  
*Member of the Board*

Roger Svensson  
*Member of the Board*

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Editor's note

Ericsson invites media, investors and analysts to conference calls on July 18, 2018; one starting at 09.00 (CET) and the other at 14.00 (CET).

Live audio webcasts of the conference calls as well as supporting slides will be available at: [www.ericsson.com/press](http://www.ericsson.com/press) and [www.ericsson.com/investors](http://www.ericsson.com/investors) Replay of the conference calls will be available approximately one hour after each call has ended and will remain available for seven days.

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Forward-looking statements

This report includes forward-looking statements, including statements reflecting management's current views relating to the growth of the market, future market conditions, future events, financial condition, and expected operational and financial performance, including, in particular the following:

Our goals, strategies, planning assumptions and operational or financial performance expectations

Industry trends, future characteristics and development of the markets in which we operate

Our future liquidity, capital resources, capital expenditures, cost savings and profitability

The expected demand for our existing and new products and services as well as plans to launch new products and services including research and development expenditures

The ability to deliver on future plans and to realize potential for future growth

The expected operational or financial performance of strategic cooperation activities and joint ventures

The time until acquired entities and businesses will be integrated and accretive to income

Technology and industry trends including the regulatory and standardization environment in which we operate, competition and our customer structure.

The words believe, expect, foresee, anticipate, assume, intend, likely, projects, may, could, plan, will, should, would, predict, aim, ambition, seek, potential, target, might, continue, or, in each of the foregoing variations, and similar words or expressions are used to identify forward-looking statements. Any statement that refers to expectations, projections or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements.

We caution investors that these statements are subject to risks and uncertainties many of which are difficult to predict and generally beyond our control that could cause actual results to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements.

Important factors that could affect whether and to what extent any of our forward-looking statements materialize include, but are not limited to, the factors described in the section Risk Factors, and in Risk Factors in the Annual Report 2017.

These forward-looking statements also represent our estimates and assumptions only as of the date that they were made. We expressly disclaim a duty to provide updates to these forward-looking statements, and the estimates and assumptions associated with them, after the date of this report, to reflect events or changes in circumstances or changes in expectations or the occurrence of anticipated events, whether as a result of new information, future events or otherwise, except as required by applicable law or stock exchange regulation.

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Consolidated income statement

SEK million	2018	Apr-Jun 2017	Change	2018	Jan-Jun 2017	Change
Net sales	49,808	50,281	-1%	93,219	98,084	-5%
Cost of sales	-32,475	-35,652	-9%	-61,028	-75,954	-20%
<b>Gross income</b>	<b>17,333</b>	<b>14,629</b>	<b>18%</b>	<b>32,191</b>	<b>22,130</b>	<b>45%</b>
Gross margin (%)	34.8%	29.1%		34.5%	22.6%	
Research and development expenses	-9,783	-8,364	17%	-18,856	-17,430	8%
Selling and administrative expenses	-7,053	-6,818	3%	-13,209	-15,041	-12%
Impairment losses on trade receivables <sup>1)</sup>	-369	-235	57%	-397	-1,875	-79%
<b>Operating expenses</b>	<b>-17,205</b>	<b>-15,417</b>	<b>12%</b>	<b>-32,462</b>	<b>-34,346</b>	<b>-5%</b>
Other operating income and expenses	11	239		95	380	
Shares in earnings of JV and associated companies	26	12		29	23	
<b>Operating income (loss)</b>	<b>165</b>	<b>-537</b>	<b>-131%</b>	<b>-147</b>	<b>-11,813</b>	<b>-99%</b>
Financial income	275	-27		203	-109	
Financial expenses	-1,085	83		-1,554	-267	
<b>Income after financial items</b>	<b>-645</b>	<b>-481</b>	<b>34%</b>	<b>-1,498</b>	<b>-12,189</b>	<b>-88%</b>
Taxes	-1,157	24		-1,029	1,706	
<b>Net income (loss)</b>	<b>-1,802</b>	<b>-457</b>	<b>294%</b>	<b>-2,527</b>	<b>-10,483</b>	<b>-76%</b>
Net income (loss) attributable to:						
Stockholders of the Parent Company	-1,885	-471		-2,722	-10,539	
Non-controlling interests	83	14		195	56	
Other information						
Average number of shares, basic (million)	3,290	3,275		3,288	3,273	
Earnings (loss) per share, basic (SEK) <sup>2)</sup>	-0.58	-0.14		-0.83	-3.22	
Earnings (loss) per share, diluted (SEK) <sup>3)</sup>	-0.58	-0.14		-0.83	-3.22	

<sup>1)</sup> Impairment of trade receivables has been calculated according to IFRS 9 in 2018 and according to IAS 39 in 2017. Previously, these losses have been reported as selling and administrative expenses.

<sup>2)</sup> Based on net income (loss) attributable to stockholders of the Parent Company.

<sup>3)</sup> Potential ordinary shares are not considered when their conversion to ordinary shares would increase earnings per

share.

## Statement of comprehensive income (loss)

SEK million	Apr-Jun		Jan-Jun	
	2018	2017	2018	2017
<b>Net income (loss)</b>	<b>-1,802</b>	<b>-457</b>	<b>-2,527</b>	<b>-10,483</b>
<b>Other comprehensive income (loss)</b>				
<b>Items that will not be reclassified to profit or loss</b>				
Remeasurements of defined benefits pension plans incl. asset ceiling	123	574	-726	972
Revaluation of borrowings due to change in credit risk	8		66	
Tax on items that will not be reclassified to profit or loss	-186	-160	-53	-329
<b>Items that may be reclassified to profit or loss</b>				
Available-for-sale financial assets				
Gains/losses arising during the period		41		73
Reclassification adjustments on gains/losses included in profit or loss		2		5
Revaluation of other investments in shares and participations				
Fair value remeasurement				2
Changes in cumulative translation adjustments	1,742	-2,773	3,041	-2,795
Share of other comprehensive income on JV and associated companies	9	-9	20	1
Tax on items that may be reclassified to profit or loss		-9		-18
<b>Total other comprehensive income (loss), net of tax</b>	<b>1,696</b>	<b>-2,334</b>	<b>2,348</b>	<b>-2,089</b>
<b>Total comprehensive income (loss)</b>	<b>-106</b>	<b>-2,791</b>	<b>-179</b>	<b>-12,572</b>
Total comprehensive income (loss) attributable to:				
Stockholders of the Parent Company	-216	-2,766	-416	-12,612
Non-controlling interest	110	-25	237	40

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Consolidated balance sheet

SEK million	Jun 30 2018	Mar 31 2018	Dec 31 2017
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets			
Capitalized development expenses	5,458	4,229	4,593
Goodwill	30,145	28,777	27,815
Intellectual property rights, brands and other intangible assets	3,883	3,853	4,148
Property, plant and equipment	12,894	12,912	12,857
Financial assets			
Equity in JV and associated companies	658	630	624
Other investments in shares and participations	1,587	1,302	1,279
Customer finance, non-current	1,367	1,845	2,178
Interest-bearing securities, non-current	21,501	27,104	25,105
Other financial assets, non-current	6,805	5,192	5,897
Deferred tax assets	23,573	23,822	21,963
	<b>107,871</b>	<b>109,666</b>	<b>106,459</b>
<b>Current assets</b>			
Inventories	30,050	29,009	25,547
Contract assets	12,460	11,712	13,120
Trade receivables	41,580	42,455	48,105
Customer finance, current	1,664	1,709	1,753
Other current receivables	26,344	23,980	22,301
Interest-bearing securities, current	8,304	5,453	6,713
Cash and cash equivalents	37,049	36,697	35,884
	<b>157,451</b>	<b>151,015</b>	<b>153,423</b>
<b>Total assets</b>	<b>265,322</b>	<b>260,681</b>	<b>259,882</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Stockholders' equity	92,689	92,703	96,935
Non-controlling interest in equity of subsidiaries	871	763	636
	<b>93,560</b>	<b>93,466</b>	<b>97,571</b>
<b>Non-current liabilities</b>			
Post-employment benefits	27,306	25,646	25,009
Provisions, non-current	2,819	2,597	3,596

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Deferred tax liabilities	1,332	1,325	901
Borrowings, non-current	31,131	31,134	30,500
Other non-current liabilities	4,549	2,792	2,776
	<b>67,137</b>	<b>63,494</b>	<b>62,782</b>
<b>Current liabilities</b>			
Provisions, current	6,715	6,435	6,283
Borrowings, current	2,642	2,554	2,545
Contract liabilities	30,959	30,391	29,076
Trade payables	28,563	26,453	26,320
Other current liabilities	35,746	37,888	35,305
	<b>104,625</b>	<b>103,721</b>	<b>99,529</b>
<b>Total equity and liabilities</b>	<b>265,322</b>	<b>260,681</b>	<b>259,882</b>
<i>Of which interest-bearing liabilities</i>	33,773	33,688	33,045
Assets pledged as collateral	5,702	5,148	5,215
Contingent liabilities	1,363	1,412	1,561



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## Consolidated statement of cash flows

SEK million	Apr-Jun		Jan-Jun		Jan-Dec
	2018	2017	2018	2017	2017
<b>Operating activities</b>					
Net income (loss)	-1,802	-457	-2,527	-10,483	-32,433
Adjustments to reconcile net income to cash					
Taxes	-1,071	-1,826	-3,386	-5,938	-9,064
Earnings/dividends in JV and associated companies	-19	-8	-15	-15	56
Depreciation, amortization and impairment losses	2,065	2,197	3,956	7,628	27,892
Other	568	-48	708	479	440
<b>Net income reconciled to cash</b>	<b>-259</b>	<b>-142</b>	<b>-1,264</b>	<b>-8,329</b>	<b>-13,109</b>
<b>Changes in operating net assets</b>					
Inventories	-1,910	-1,492	-4,723	-4,698	4,719
Customer finance, current and non-current	547	1,140	947	306	798
Trade receivables and contract assets	1,661	184	8,977	3,002	1,379
Trade payables	1,252	19	654	382	1,886
Provisions and post-employment benefits	478	315	-369	4,951	4,755
Contract liabilities	-233	-573	524	4,234	5,024
Other operating assets and liabilities, net	-94	550	-1,731	-1,388	4,149
	<b>1,701</b>	<b>143</b>	<b>4,279</b>	<b>6,789</b>	<b>22,710</b>
<b>Cash flow from operating activities</b>	<b>1,442</b>	<b>1</b>	<b>3,015</b>	<b>-1,540</b>	<b>9,601</b>
<b>Investing activities</b>					
Investments in property, plant and equipment	-951	-1,018	-1,807	-2,033	-3,877
Sales of property, plant and equipment	52	37	175	106	1,016
Acquisitions/divestments of subsidiaries and other operations, net	-431	9	-880	12	276
Product development	-325	-315	-579	-1,180	-1,444
Other investing activities	-398	-42	-237	68	-463
Interest-bearing securities	3,656	-676	3,122	-12,562	-11,578
<b>Cash flow from investing activities</b>	<b>1,603</b>	<b>-2,005</b>	<b>-206</b>	<b>-15,589</b>	<b>-16,070</b>
<b>Cash flow before financing activities</b>	<b>3,045</b>	<b>-2,004</b>	<b>2,809</b>	<b>-17,129</b>	<b>-6,469</b>
<b>Financing activities</b>					
Dividends paid	-3,289	-3,274	-3,289	-3,278	-3,424
Other financing activities	-383	-5,636	-477	5,266	8,902
<b>Cash flow from financing activities</b>	<b>-3,672</b>	<b>-8,910</b>	<b>-3,766</b>	<b>1,988</b>	<b>5,478</b>
Effect of exchange rate changes on cash	980	-594	2,123	-379	-91

<b>Net change in cash and cash equivalents</b>	<b>353</b>	<b>-11,508</b>	<b>1,166</b>	<b>-15,520</b>	<b>-1,082</b>
<b>Cash and cash equivalents, beginning of period</b>	<b>36,697</b>	<b>32,954</b>	<b>35,884</b>	<b>36,966</b>	<b>36,966</b>
<b>Cash and cash equivalents, end of period</b>	<b>37,050</b>	<b>21,446</b>	<b>37,050</b>	<b>21,446</b>	<b>35,884</b>

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Consolidated statement  
of changes in equity

SEK million	Jan-Jun		Jan-Dec
	2018	2017	2017
<b>Opening balance <sup>1)</sup></b>	<b>97,571</b>	<b>135,257</b>	<b>135,257</b>
Opening balance adjustment due to IFRS 9	-983		
<b>Adjusted opening balance</b>	<b>96,588</b>	<b>135,257</b>	<b>135,257</b>
Total comprehensive income (loss)	-179	-12,572	-35,232
Sale/repurchase of own shares	49	34	-5
Stock issue (net)		15	15
Long-term variable compensation plans	391	431	885
Dividends paid	-3,289	-3,278	-3,424
Transactions with non-controlling interests			75
<b>Closing balance</b>	<b>93,560</b>	<b>119,887</b>	<b>97,571</b>

<sup>1)</sup> The opening balance adjustment for IFRS 15 on initial application date (January 1, 2016) was SEK -4,353 million. Opening balances of 2017 and 2018 have been restated for IFRS 15.

Consolidated income statement

- isolated quarters

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Net sales	49,808	43,411	57,881	49,413	50,281	47,803
Cost of sales	-32,475	-28,553	-45,365	-36,132	-35,652	-40,302
<b>Gross income</b>	<b>17,333</b>	<b>14,858</b>	<b>12,516</b>	<b>13,281</b>	<b>14,629</b>	<b>7,501</b>
Gross margin (%)	34.8%	34.2%	21.6%	26.9%	29.1%	15.7%
Research and development expenses	-9,783	-9,073	-9,938	-10,519	-8,364	-9,066
Selling and administrative expenses	-7,053	-6,156	-8,245	-5,741	-6,818	-8,223
Impairment losses on trade receivables <sup>1)</sup>	-369	-28	-680	-1,094	-235	-1,640
<b>Operating expenses</b>	<b>-17,205</b>	<b>-15,257</b>	<b>-18,863</b>	<b>-17,354</b>	<b>-15,417</b>	<b>-18,929</b>
Other operating income and expenses	11	84	-12,926 <sup>2)</sup>	415	239	141
Shares in earnings of JV and associated	26	3	-5	6	12	11

companies

<b>Operating income (loss)</b>	<b>165</b>	<b>-312</b>	<b>-19,278</b>	<b>-3,652</b>	<b>-537</b>	<b>-11,276</b>
Financial income	275	-72	-124	-139	-27	-82
Financial expenses	-1,085	-469	-394	-182	83	-350
<b>Income after financial items</b>	<b>-645</b>	<b>-853</b>	<b>-19,796</b>	<b>-3,973</b>	<b>-481</b>	<b>-11,708</b>
Taxes	-1,157	128	1,303	516	24	1,682
<b>Net income (loss)</b>	<b>-1,802</b>	<b>-725</b>	<b>-18,493</b>	<b>-3,457</b>	<b>-457</b>	<b>-10,026</b>
Net income (loss) attributable to:						
Stockholders of the Parent Company	-1,885	-837	-18,476	-3,561	-471	-10,068
Non-controlling interests	83	112	-17	104	14	42
Other information						
Average number of shares, basic (million)	3,290	3,286	3,283	3,279	3,275	3,272
Earnings (loss) per share, basic (SEK) <sup>3)</sup>	-0.58	-0.25	-5.63	-1.09	-0.14	-3.08
Earnings (loss) per share, diluted (SEK) <sup>4)</sup>	-0.58	-0.25	-5.63	-1.09	-0.14	-3.08

- 1) Impairment of trade receivables has been calculated according to IFRS 9 in 2018 and according to IAS 39 in 2017. Previously, these losses have been reported as selling and administrative expenses.
- 2) Includes write-down of goodwill of SEK -13.0 billion.
- 3) Based on net income (loss) attributable to stockholders of the Parent Company.
- 4) Potential ordinary shares are not considered when their conversion to ordinary shares would increase earnings per share.

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Consolidated statement

of cash flows - isolated quarters

Isolated quarters, SEK million	2018		Q4	2017		
	Q2	Q1		Q3	Q2	Q1
<b>Operating activities</b>						
Net income (loss)	-1,802	-725	-18,493	-3,457	-457	-10,026
Adjustments to reconcile net income to cash						
Taxes	-1,071	-2,315	-1,803	-1,323	-1,826	-4,112
Earnings/dividends in JV and associated companies	-19	4	-2	73	-8	-7
Depreciation, amortization and impairment losses	2,065	1,891	16,118	4,146	2,197	5,431
Other	568	140	179	-218	-48	527
<b>Net income reconciled to cash</b>	<b>-259</b>	<b>-1,005</b>	<b>-4,001</b>	<b>-779</b>	<b>-142</b>	<b>-8,187</b>
<b>Changes in operating net assets</b>						
Inventories	-1,910	-2,813	8,356	1,061	-1,492	-3,206
Customer finance, current and non-current	547	400	36	456	1,140	-834
Trade receivables and contract assets	1,661	7,316	-2,246	623	184	2,818
Trade payables	1,252	-598	2,565	-1,061	19	363
Provisions and post-employment benefits	478	-847	412	-608	315	4,636
Contract liabilities	-233	757	2,700	-1,910	-573	4,807
Other operating assets and liabilities, net	-94	-1,637	3,337	2,200	550	-1,938
	<b>1,701</b>	<b>2,578</b>	<b>15,160</b>	<b>761</b>	<b>143</b>	<b>6,646</b>
<b>Cash flow from operating activities</b>	<b>1,442</b>	<b>1,573</b>	<b>11,159</b>	<b>-18</b>	<b>1</b>	<b>-1,541</b>
<b>Investing activities</b>						
Investments in property, plant and equipment	-951	-856	-1,105	-739	-1,018	-1,015
Sales of property, plant and equipment	52	123	898	12	37	69
Acquisitions/divestments of subsidiaries and other operations, net	-431	-449	-107	371	9	3
Product development	-325	-254	-138	-126	-315	-865
Other investing activities	-398	161	-573	42	-42	110
Interest-bearing securities	3,656	-534	-2,772	3,756	-676	-11,886
<b>Cash flow from investing activities</b>	<b>1,603</b>	<b>-1,809</b>	<b>-3,797</b>	<b>3,316</b>	<b>-2,005</b>	<b>-13,584</b>
<b>Cash flow before financing activities</b>	<b>3,045</b>	<b>-236</b>	<b>7,362</b>	<b>3,298</b>	<b>-2,004</b>	<b>-15,125</b>
<b>Financing activities</b>						
Dividends paid	-3,289		-1	-145	-3,274	-4
Other financing activities	-383	-94	2,073	1,563	-5,636	10,902
<b>Cash flow from financing activities</b>	<b>-3,672</b>	<b>-94</b>	<b>2,072</b>	<b>1,418</b>	<b>-8,910</b>	<b>10,898</b>

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Effect of exchange rate changes on cash	980	1,143	240	48	-594	215
<b>Net change in cash and cash equivalents</b>	<b>353</b>	<b>813</b>	<b>9,674</b>	<b>4,764</b>	<b>-11,508</b>	<b>-4,012</b>
<b>Cash and cash equivalents, beginning of period</b>	<b>36,697</b>	<b>35,884</b>	<b>26,210</b>	<b>21,446</b>	<b>32,954</b>	<b>36,966</b>
<b>Cash and cash equivalents, end of period</b>	<b>37,050</b>	<b>36,697</b>	<b>35,884</b>	<b>26,210</b>	<b>21,446</b>	<b>32,954</b>

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## Parent Company income statement

SEK million	Apr-Jun		Jan-Jun		Jan-Dec
	2018	2017	2018	2017	2017
Net sales					
Cost of sales					
<b>Gross income</b>					
Operating expenses	-352	-355	-506	-644	-1,294
Other operating income and expenses	411	618	754	1,190	1,616
<b>Operating income</b>	<b>59</b>	<b>263</b>	<b>248</b>	<b>546</b>	<b>322</b>
Financial net	1,295	2,040	1,472	1,709	-2,297
<b>Income after financial items</b>	<b>1,354</b>	<b>2,303</b>	<b>1,720</b>	<b>2,255</b>	<b>-1,975</b>
Transfers to (-) / from untaxed reserves					-120
Taxes	-72	-98	-155	-108	-53
<b>Net income (loss)</b>	<b>1,282</b>	<b>2,205</b>	<b>1,565</b>	<b>2,147</b>	<b>-2,148</b>

## Parent company statement

## of comprehensive income (loss)

SEK million	Apr-Jun		Jan-Jun		Jan-Dec
	2018	2017	2018	2017	2017
<b>Net income (loss)</b>	<b>1,282</b>	<b>2,205</b>	<b>1,565</b>	<b>2,147</b>	<b>-2,148</b>
Revaluation of borrowings due to change in credit risk	-8		50		
Tax on items that will not be reclassified to profit or loss	2		-11		
Available-for-sale financial assets					
Gains/losses arising during the period		41		73	68
Reclassification adjustments on gains/losses included in profit or loss		2		5	5
Revaluation of other investments in shares and participations					
Fair value remeasurement					102
Tax on items that may be reclassified to profit or loss		-9		-17	-14
<b>Total other comprehensive income, net of tax</b>	<b>-6</b>	<b>34</b>	<b>39</b>	<b>61</b>	<b>161</b>
<b>Total comprehensive income (loss)</b>	<b>1,276</b>	<b>2,239</b>	<b>1,604</b>	<b>2,208</b>	<b>-1,987</b>





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Parent company balance sheet

SEK million	Jun 30 2018	Dec 31 2017
<b>ASSETS</b>		
<b>Fixed assets</b>		
Intangible assets	223	329
Tangible assets	292	346
Financial assets <sup>1) 2)</sup>	114,269	119,896
	<b>114,784</b>	<b>120,571</b>
<b>Current assets</b>		
Inventories		1
Receivables <sup>2)</sup>	42,362	41,173
Short-term investments	7,862	6,446
Cash and cash equivalents	24,219	18,715
	<b>74,443</b>	<b>66,335</b>
<b>Total assets</b>	<b>189,227</b>	<b>186,906</b>
<b>STOCKHOLDERS EQUITY, PROVISIONS AND LIABILITIES</b>		
<b>Equity</b>		
Restricted equity	48,164	48,164
Non-restricted equity <sup>2)</sup>	37,939	39,578
	<b>86,103</b>	<b>87,742</b>
<b>Provisions</b>	533	602
<b>Non-current liabilities<sup>2)</sup></b>	62,862	60,623
<b>Current liabilities</b>	39,729	37,939
<b>Total stockholders equity, provisions and liabilities</b>	<b>189,227</b>	<b>186,906</b>
<i><sup>1)</sup>Of which interest-bearing securities, non-current</i>	<i>21,501</i>	<i>25,105</i>

<sup>2)</sup> The following 2018 opening balances have been adjusted due to IFRS 9: financial assets increased by SEK 8 million, receivables decreased by SEK 4 million, non-restricted equity decreased by SEK 28 million, and non-current liabilities increased by SEK 31 million.



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Additional information

Accounting policies

### **The group**

This interim report is prepared in accordance with IAS 34. The term **IFRS** used in this document refers to the application of IAS and IFRS as well as interpretations of these standards as issued by IASB's Standards Interpretation Committee (SIC) and IFRS Interpretations Committee (IFRIC). The accounting policies adopted are consistent with those of the annual report for the year ended December 31, 2017 and should be read in conjunction with that annual report, with exception for the accounting policies described below.

New standards as from January 1, 2018

Two new IFRS standards are effective as from January 1, 2018, IFRS 9 **Financial instruments** and IFRS 15 **Revenue from Customer Contracts**.

Presentation in the financial statements

For IFRS 15 the Company has adopted the full retrospective method for transition, which mean that prior year comparatives have been restated and equity has been adjusted at the initial application date (January 1, 2016). The Company has applied IFRS 9 retrospectively on the required effective date, January 1, 2018. The 2018 opening balances have been adjusted, but the previous periods have not been restated.

Based on the new requirements under IFRS 15, contract assets and contract liabilities have been added as new lines in the consolidated balance sheet and statement of cash flow. Previously, contract assets were reported as trade receivables and contract liabilities were reported as deferred revenue and as advances from customers within other current liabilities. Due to IFRS 9, impairment losses on trade receivables are reported on a separate line in the consolidated income statement. Previously, these losses have been reported as Selling and administrative expenses. In the statement of comprehensive income, a new line has been added for revaluation of borrowings due to changes in credit risk. A new line has been added to the consolidated statement of equity showing the adjustment to the opening balance.

The prior periods financial statements and key ratios presented in this quarterly report have been restated to reflect adoption of these new standards.

Accounting policy **IFRS 9 Financial instruments**

Financial assets

The Company classifies its financial assets in the following categories: at amortized cost, at fair value through other comprehensive income (FVOCI), and at fair value through profit or loss (FVTPL). The classification depends on the characteristics of the asset and the business model in which it is held.

Financial assets at amortized cost

Financial assets are classified as amortized cost if the contractual terms give rise to payments that are solely payments of principal and interest on the principal amount outstanding and the financial asset is held in a business model whose objective is to hold financial assets in order to collect contractual cash flows. These assets are subsequently measured at amortized cost using the effective interest method, minus impairment allowances.

#### Financial assets at fair value through other comprehensive income (FVOCI)

Assets are classified as FVOCI if the contractual terms give rise to payments that are solely payments of principal and interest on the principal amount outstanding and the financial asset is held in a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets. These assets are subsequently measured at fair value with changes in fair value recognized in other comprehensive income (OCI), except for effective interest, impairment gains and losses and foreign exchange gains and losses recognized in the income statement. Upon derecognition, the cumulative gain or loss in OCI is reclassified to the income statement.

#### Financial assets at fair value through profit or loss (FVTPL)

All financial assets that are not classified as either amortized cost or FVOCI are classified as FVTPL. A financial asset is classified as held for trading if it is acquired principally for the purpose of selling in the near term. Derivatives are classified as held for trading, unless they are designated as hedging instruments for the purpose of hedge accounting. Assets held for trading are classified as current assets. Debt instruments classified as FVTPL, but not held for trading, are classified on the balance sheet based on their maturity date (i.e. those with a maturity longer than one year are classified as non-current). Investments in shares and participations are classified as FVTPL and classified as non-current financial assets.

Gains or losses arising from changes in the fair values of the Financial assets at fair value through profit or loss category (excluding derivatives and customer financing) are presented in the income statement within Financial income in the period in which they arise. Gains and losses on derivatives are presented in the income statement either as Cost of sales, Other operating income, Financial income or Financial expense, depending on the intent with the transaction. Gains and losses on customer financing are presented in the income statement as Selling expenses.

#### Impairment in relation to financial assets

At each balance sheet date, financial assets classified as either amortized cost or FVOCI and contract assets are assessed for impairment based on Expected Credit Losses (ECL). Allowances for trade receivables and contract assets are always equal to lifetime ECL. The loss is recognized in the income statement. When there is no reasonable expectation of collection, the asset is written off.

#### Borrowings

Borrowings by the Parent Company are designated FVTPL because they are managed and evaluated on a fair value basis. Changes in fair value are recognized in the income statement, except for changes in fair value due to change in credit risk which are recognized in Other comprehensive income.

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## Summary of changes to classification of financial assets and financial liabilities

Type of asset	IAS 39 classification	IFRS 9 classification	Reason for IFRS 9 classification
Cash equivalents, interest-bearing securities, and derivatives (held for trading)	FVTPL	FVTPL	Held for trading portfolios are classified as FVTPL (no change).
Cash equivalents (not held for trading)	Loans and receivables	Amortized cost	These assets are held to collect contractual cash flows.
Interest-bearing securities (not held for trading)	Available-for-sale	FVTPL	These assets are not held for trading but are managed and evaluated on a fair value basis.
Trade receivables	Loans and receivables	FVOCI	Trade receivables are managed in a business model whose objective is achieved through both collection of contractual cash flows and selling of assets.
Customer financing	Loans and receivables	FVTPL	Customer finance assets are managed in a business model with the objective to realize cash flows through the sale of assets.
Investments in shares and participations (equity instruments)	Available-for-sale	FVTPL	This is an accounting policy choice under IFRS 9.
Borrowings by parent company	Amortized cost	Designated FVTPL	These borrowings are managed and evaluated on a fair value basis.

## Fair value hedging and fair value hedge accounting

Fair value hedge accounting is no longer applied as of January 1, 2018.

## Financial guarantees

Financial guarantee contracts are initially recognized at fair value (i.e., usually the fee received). Subsequently, these contracts are measured at the higher of:

The expected credit losses.

The recognized contractual fee less cumulative amortization when amortized over the guarantee period, using the straight-line-method.

Accounting policy IFRS 15 Revenue from Contracts with Customers

IFRS 15, Revenue from Contracts with Customers establishes a new principle-based model of recognizing revenue from customer contracts. It introduces a five-step model that requires revenue to be recognized when control over goods and services are transferred to the customer.

The following paragraphs describes the types of contracts, when performance obligations are satisfied, and the timing of revenue recognition. They also describe the normal payment terms associated with such contracts and the resulting impact on the balance sheet over the duration of the contracts. The vast majority of Ericsson's business is for the sale of standard products and services.

#### Standard products and services

Products and services are classified as standard solutions if they do not require significant installation and integration services to be delivered. Installation and integration services are generally completed within a short period of time, from the delivery of the related products. These products and services are viewed as separate distinct performance obligations. This type of customer contract is usually signed as a frame agreement and the customer issues individual purchase orders to commit to purchases of products and services over the duration of the agreement.

Revenue for standard products shall be recognized when control over the equipment is transferred to the customer at a point in time. This assessment shall be viewed from a customer's perspective considering indicators such as transfer of titles and risks, customer acceptance, physical possession, and billing rights. For hardware sales, transfer of control is usually deemed to occur when the equipment arrives at the customer site and for software sales, when the licenses are made available to the customer. Contractual terms may vary, therefore judgment will be applied when assessing the indicators of transfer of control. Revenue for installation and integration services is recognized upon completion of the service.

Transaction prices under these contracts are mostly billed upon delivery of the hardware or software, and completion of installation services, although a proportion may be billed upon formal acceptance of the related installation services. This will result in a contract asset for the proportion of the transaction price that is not yet billed.

Revenue for recurring services such as customer support and managed services is recognized as the services are delivered, generally pro-rata over time. Transaction prices under these contracts are billed over time, often on a quarterly basis. Contract liabilities or receivables may arise depending on whether the quarterly billing is in advance or in arrears.

Contract for standard products and services applies to business in all segments.

#### Customized solution

Some products and services are sold together as part of a customized solution to the customer. This type of contract requires significant installation and integration services to be delivered within the solution, normally over a period of more than 1 year. These products and services are viewed together as a combined performance obligation. This type of contract is usually sold as a firm contract in which the scope of the solution and obligations of both parties are clearly defined for the duration of the contract.

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Revenue for the combined performance obligation shall be recognized over time if progress of completion can be reliably measured and enforceable right to payment exists over the duration of the contract. The progress of completion is estimated by reference to the output delivered such as achievement of contract milestones and customer acceptance. This method is considered appropriate as it reflects the nature of the customized solution and how integration service is delivered in these projects. Formal acceptance term is considered a key indicator of transfer of control for a customized solution and shall therefore be obtained prior to recognizing revenue. If the criteria above are not met, then all revenue shall be recognized upon the completion of the customized solution, when final acceptance is provided by the customer.

Transaction price under these contracts are represented by progress payments or billing milestones as defined in the contracts. In most cases, revenue recognized is limited to the progress payments or unconditional billing milestones over the duration of the contract, therefore no contract asset or contract liability arises on these contracts. In some contracts, revenue may be recognized in advance of billing milestones if enforceable payment rights exist at all times over the contract duration. This will result in a contract asset balance until billing milestones are reached.

Contract for customized solution applies to the Business Support Systems (BSS) business within the segment Digital Services and the Media Solutions business within the segment Emerging Business and Other.

**Intellectual Property Rights (IPR)**

This type of contract relates to the patent and licensing business. The Company has assessed that the nature of its IPR contracts is such that they provide customers a license with the right to access Ericsson intellectual properties over time, therefore revenue shall be recognized over the duration of the contract. Royalty revenue based on sales or usage is recognized when the sales and usage occurs.

The transaction price on these contracts is usually structured as a royalty fee based on sales or usage over the period, measured on a quarterly basis. This results in a receivable balance if the billing is performed the following quarter after measurement. Some contracts include lump sum amounts, payable either up front at commencement or on an annual basis. This results in a contract liability balance if payment is in advance of revenue, as revenue is recognized over time.

As described in Note C3 Segment Information of the Annual Report 2017, revenue from IPR licensing contracts are allocated to the segments Networks and Digital Services.

**Impact of IFRS 9 and IFRS 15 on balance sheet items**

	As reported at 31.12 2017	IFRS 15 restatement	Restated balance at 31.12.2017	IFRS 9 adjustment	Adjusted balance at 1.1.2018
<b>ASSETS</b>					
<b>Non-current assets</b>					
Deferred tax assets	21,228	735	21,963	288	22,251

**Current assets**

Inventories	24,960	587	25,547	25,547
Contract assets		13,120	13,120	13,120
Trade receivables	63,210	-15,105	48,105	-1,240

**EQUITY AND LIABILITIES****Equity**

Stockholder s equity	99,540	-2,605	96,935	-983
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**Non-current liabilities**

Borrowings, non-current	30,500		30,500	31
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**Current liabilities**

Provisions	6,350	-67	6,283	6,283
Contract liabilities		29,076	29,076	29,076
Other current liabilities	62,370	-27,065	35,305	35,305

Segment reporting

**Changes applied in Q1 2018**

As of Q1 2018, sales related to 3PP routing business are reported in Networks (earlier Digital Services). Comparative periods have been restated to reflect this change. In Q1 2018, these sales were SEK 151 (160) million.

**Changes applied in Q2 2018**

As of Q2 2018, sales related to Application Development and Maintenance (ADM) and certain sales related to Business Support Solution (BSS) was moved between segments Managed Services and Digital Services, with increased sales in Managed Services and a corresponding sales decrease in Digital Services (net effect of SEK 1.9 b in 2017). The corresponding impact on 2017 gross income was SEK 0.2 b (positive for Managed Services, negative for Digital Services). Historical data has been restated to reflect the organizational change.



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## Net sales by segment by quarter

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	32,393	28,602	37,077	31,871	31,699	31,638
<i>Of which Products</i>	22,319	19,473	25,404	21,734	21,281	21,858
<i>Of which Services</i>	10,074	9,129	11,673	10,137	10,418	9,780
Digital Services	8,833	7,262	11,820	8,930	9,901	8,101
<i>Of which Products</i>	4,467	3,947	6,452	4,859	5,370	4,327
<i>Of which Services</i>	4,366	3,315	5,368	4,071	4,531	3,774
Managed Services	6,528	5,896	6,898	6,618	6,673	6,283
Emerging Business and Other	2,054	1,651	2,086	1,994	2,008	1,781
<b>Total</b>	<b>49,808</b>	<b>43,411</b>	<b>57,881</b>	<b>49,413</b>	<b>50,281</b>	<b>47,803</b>

Sequential change, percent	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	13%	-23%	16%	1%	0%	
<i>Of which Products</i>	15%	-23%	17%	2%	-3%	
<i>Of which Services</i>	10%	-22%	15%	-3%	7%	
Digital Services	22%	-39%	32%	-10%	22%	
<i>Of which Products</i>	13%	-39%	33%	-10%	24%	
<i>Of which Services</i>	32%	-38%	32%	-10%	20%	
Managed Services	11%	-15%	4%	-1%	6%	
Emerging Business and Other	24%	-21%	5%	-1%	13%	
<b>Total</b>	<b>15%</b>	<b>-25%</b>	<b>17%</b>	<b>-2%</b>	<b>5%</b>	

Year over year change, percent	2018		2017			
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	2%	-10%				
<i>Of which Products</i>	5%	-11%				
<i>Of which Services</i>	-3%	-7%				
Digital Services	-11%	-10%				
<i>Of which Products</i>	-17%	-9%				
<i>Of which Services</i>	-4%	-12%				
Managed Services	-2%	-6%				
Emerging Business and Other	2%	-7%				
<b>Total</b>	<b>-1%</b>	<b>-9%</b>				

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	60,995	28,602	132,285	95,208	63,337	31,638

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<i>Of which Products</i>	41,792	19,473	90,277	64,873	43,139	21,858
<i>Of which Services</i>	19,203	9,129	42,008	30,335	20,198	9,780
Digital Services	16,095	7,262	38,752	26,932	18,002	8,101
<i>Of which Products</i>	8,414	3,947	21,008	14,556	9,697	4,327
<i>Of which Services</i>	7,681	3,315	17,744	12,376	8,305	3,774
Managed Services	12,424	5,896	26,472	19,574	12,956	6,283
Emerging Business and Other	3,705	1,651	7,869	5,783	3,789	1,781
<b>Total</b>	<b>93,219</b>	<b>43,411</b>	<b>205,378</b>	<b>147,497</b>	<b>98,084</b>	<b>47,803</b>

Year over year change, percent	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	-4%	-10%	-6%			
<i>Of which Products</i>	-3%	-11%	-4%			
<i>Of which Services</i>	-5%	-7%	-8%			
Digital Services	-11%	-10%	-9%			
<i>Of which Products</i>	-13%	-9%	-10%			
<i>Of which Services</i>	-8%	-12%	-8%			
Managed Services	-4%	-6%	-8%			
Emerging Business and Other	-2%	-7%	-9%			
<b>Total</b>	<b>-5%</b>	<b>-9%</b>	<b>-7%</b>			

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Sales growth adjusted for comparable units and currency\*

Sequential change, percent	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	7%	-22%				
Digital Services	16%	-38%				
Managed Services	6%	-11%				
Emerging Business and Other	18%	-20%				
<b>Total</b>	<b>9%</b>	<b>-24%</b>				

Isolated quarter, year over year change, percent	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	2%	-2%				
Digital Services	-12%	-3%				
Managed Services	-3%	-4%				
Emerging Business and Other	1%	-2%				
<b>Total</b>	<b>-1%</b>	<b>-2%</b>				

Year to date, year over year change, percent	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	0%	-2%				
Digital Services	-8%	-3%				
Managed Services	-3%	-4%				
Emerging Business and Other	-1%	-2%				
<b>Total</b>	<b>-2%</b>	<b>-2%</b>				

\* Sales growth adjusted for comparable units and currency has not been restated for 2017.

Gross income (loss) and gross margin by segment by quarter

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	12,565	11,127	11,849	10,654	10,894	10,031
Digital Services	3,458	2,892	1,114	2,620	3,289	-2,324
Managed Services	809	491	-691	-360	19	-542
Emerging Business and Other	501	348	245	367	427	336

<b>Total</b>	<b>17,333</b>	<b>14,858</b>	<b>12,517</b>	<b>13,281</b>	<b>14,629</b>	<b>7,501</b>
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Isolated quarters, As percentage of net sales	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	38.8%	38.9%	32.0%	33.4%	34.4%	31.7%
Digital Services	39.1%	39.8%	9.4%	29.3%	33.2%	-28.7%
Managed Services	12.4%	8.3%	-10.0%	-5.4%	0.3%	-8.6%
Emerging Business and Other	24.4%	21.1%	11.7%	18.4%	21.3%	18.9%
<b>Total</b>	<b>34.8%</b>	<b>34.2%</b>	<b>21.6%</b>	<b>26.9%</b>	<b>29.1%</b>	<b>15.7%</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	23,692	11,127	43,428	31,579	20,925	10,031
Digital Services	6,350	2,892	4,699	3,585	965	-2,324
Managed Services	1,300	491	-1,574	-883	-523	-542
Emerging Business and Other	849	348	1,375	1,130	763	336
<b>Total</b>	<b>32,191</b>	<b>14,858</b>	<b>47,928</b>	<b>35,411</b>	<b>22,130</b>	<b>7,501</b>

Year to date, As percentage of net sales	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	38.8%	38.9%	32.8%	33.2%	33.0%	31.7%
Digital Services	39.5%	39.8%	12.1%	13.3%	5.4%	-28.7%
Managed Services	10.5%	8.3%	-5.9%	-4.5%	-4.0%	-8.6%
Emerging Business and Other	22.9%	21.1%	17.5%	19.5%	20.1%	18.9%
<b>Total</b>	<b>34.5%</b>	<b>34.2%</b>	<b>23.3%</b>	<b>24.0%</b>	<b>22.6%</b>	<b>15.7%</b>

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## Operating income (loss) and operating margin by segment by quarter

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	3,544	3,371	1,945	2,375	3,424	2,711
Digital Services	-2,374	-2,607	-12,271	-3,770	-2,237	-9,004
Managed Services	299	100	-1,275	-727	-258	-1,829
Emerging Business and Other	-1,304	-1,176	-7,677	-1,530	-1,466	-3,154
<b>Total</b>	<b>165</b>	<b>-312</b>	<b>-19,278</b>	<b>-3,652</b>	<b>-537</b>	<b>-11,276</b>

Isolated quarters, As percentage of net sales	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	10.9%	11.8%	5.2%	7.5%	10.8%	8.6%
Digital Services	-26.9%	-35.9%	-103.8%	-42.2%	-22.6%	-111.1%
Managed Services	4.6%	1.7%	-18.5%	-11.0%	-3.9%	-29.1%
Emerging Business and Other	-63.5%	-71.2%	-368.0%	-76.7%	-73.0%	-177.1%
<b>Total</b>	<b>0.3%</b>	<b>-0.7%</b>	<b>-33.3%</b>	<b>-7.4%</b>	<b>-1.1%</b>	<b>-23.6%</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	6,915	3,371	10,455	8,510	6,135	2,711
Digital Services	-4,981	-2,607	-27,282	-15,011	-11,241	-9,004
Managed Services	399	100	-4,089	-2,814	-2,087	-1,829
Emerging Business and Other	-2,480	-1,176	-13,827	-6,150	-4,620	-3,154
<b>Total</b>	<b>-147</b>	<b>-312</b>	<b>-34,743</b>	<b>-15,465</b>	<b>-11,813</b>	<b>-11,276</b>

Year to date As percentage of net sales	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	11.3%	11.8%	7.9%	8.9%	9.7%	8.6%
Digital Services	-30.9%	-35.9%	-70.4%	-55.7%	-62.4%	-111.1%
Managed Services	3.2%	1.7%	-15.4%	-14.4%	-16.1%	-29.1%
Emerging Business and Other	-66.9%	-71.2%	-175.7%	-106.3%	-121.9%	-177.1%
<b>Total</b>	<b>-0.2%</b>	<b>-0.7%</b>	<b>-16.9%</b>	<b>-10.5%</b>	<b>-12.0%</b>	<b>-23.6%</b>

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## EBITA and EBITA margin by segment by quarter

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	3,618	3,461	2,032	2,460	3,509	2,892
Digital Services	-2,204	-2,443	-4,890	-3,577	-2,034	-8,246
Managed Services	303	105	-1,268	-726	-259	-1,825
Emerging Business and Other	-1,202	-1,088	-1,199	-1,430	-1,308	-2,222
<b>Total</b>	<b>515</b>	<b>35</b>	<b>-5,325</b>	<b>-3,273</b>	<b>-92</b>	<b>-9,401</b>

Isolated quarters As percentage of net sales	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	11.2%	12.1%	5.5%	7.7%	11.1%	9.1%
Digital Services	-25.0%	-33.6%	-41.4%	-40.1%	-20.5%	-101.8%
Managed Services	4.6%	1.8%	-18.4%	-11.0%	-3.9%	-29.0%
Emerging Business and Other	-58.5%	-65.9%	-57.5%	-71.7%	-65.1%	-124.8%
<b>Total</b>	<b>1.0%</b>	<b>0.1%</b>	<b>-9.2%</b>	<b>-6.6%</b>	<b>-0.2%</b>	<b>-19.7%</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	7,079	3,461	10,893	8,861	6,401	2,892
Digital Services	-4,647	-2,443	-18,747	-13,857	-10,280	-8,246
Managed Services	408	105	-4,078	-2,810	-2,084	-1,825
Emerging Business and Other	-2,290	-1,088	-6,159	-4,960	-3,530	-2,222
<b>Total</b>	<b>550</b>	<b>35</b>	<b>-18,091</b>	<b>-12,766</b>	<b>-9,493</b>	<b>-9,401</b>

Year to date As a percentage of net sales	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	11.6%	12.1%	8.2%	9.3%	10.1%	9.1%
Digital Services	-28.9%	-33.6%	-48.4%	-51.5%	-57.1%	-101.8%
Managed Services	3.3%	1.8%	-15.4%	-14.4%	-16.1%	-29.0%
Emerging Business and Other	-61.8%	-65.9%	-78.3%	-85.8%	-93.2%	-124.8%
<b>Total</b>	<b>0.6%</b>	<b>0.1%</b>	<b>-8.8%</b>	<b>-8.7%</b>	<b>-9.7%</b>	<b>-19.7%</b>



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## Net sales by market area by quarter

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia, Oceania and India	6,981	6,379	7,844	7,858	7,234	8,410
North East Asia	4,764	3,385	6,465	5,653	5,901	5,564
North America	14,337	11,317	14,685	12,319	12,970	12,027
Europe and Latin America <sup>1) 2)</sup>	14,174	13,061	16,939	13,430	14,231	12,201
Middle East and Africa	5,626	5,765	7,581	6,297	5,731	5,356
Other <sup>1) 2)</sup>	3,926	3,504	4,367	3,856	4,214	4,245
<b>Total</b>	<b>49,808</b>	<b>43,411</b>	<b>57,881</b>	<b>49,413</b>	<b>50,281</b>	<b>47,803</b>

<sup>1)</sup> Of which in Sweden 596 915 872 660 785 1,017

<sup>2)</sup> Of which in EU 8,619 8,522 10,822 8,635 8,687 8,328

Sequential change, percent	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia, Oceania and India	9%	-19%	0%	9%	-14%	
North East Asia	41%	-48%	14%	-4%	6%	
North America	27%	-23%	19%	-5%	8%	
Europe and Latin America <sup>1) 2)</sup>	9%	-23%	26%	-6%	17%	
Middle East and Africa	-2%	-24%	20%	10%	7%	
Other <sup>1) 2)</sup>	12%	-20%	13%	-8%	-1%	
<b>Total</b>	<b>15%</b>	<b>-25%</b>	<b>17%</b>	<b>-2%</b>	<b>5%</b>	

<sup>1)</sup> Of which in Sweden -35% 5% 32% -16% -23%

<sup>2)</sup> Of which in EU 1% -21% 25% -1% 4%

Year-over-year change, percent	2018		2017			
	Q2	Q1	Q4	Q3	Q2	Q1
South East Asia, Oceania and India	-3%	-24%				
North East Asia	-19%	-39%				
North America	11%	-6%				
Europe and Latin America <sup>1) 2)</sup>	0%	7%				
Middle East and Africa	-2%	8%				
Other <sup>1) 2)</sup>	-7%	-17%				
<b>Total</b>	<b>-1%</b>	<b>-9%</b>				

<sup>1)</sup> Of which in Sweden -24% -10%

<sup>2)</sup> Of which in EU -1% 2%

2018

2017



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Year to date, SEK million	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
South East Asia, Oceania and India	13,360	6,379	31,346	23,502	15,644	8,410
North East Asia	8,149	3,385	23,583	17,118	11,465	5,564
North America	25,654	11,317	52,001	37,316	24,997	12,027
Europe and Latin America <sup>1) 2)</sup>	27,235	13,061	56,801	39,862	26,432	12,201
Middle East and Africa	11,391	5,765	24,965	17,384	11,087	5,356
Other <sup>1) 2)</sup>	7,430	3,504	16,682	12,315	8,459	4,245
<b>Total</b>	<b>93,219</b>	<b>43,411</b>	<b>205,378</b>	<b>147,497</b>	<b>98,084</b>	<b>47,803</b>

<sup>1)</sup> Of which in Sweden 1,511 915 3,334 2,462 1,802 1,017

<sup>2)</sup> Of which in EU 17,141 8,522 36,472 25,650 17,015 8,328

Year to date, year-over-year change, percent	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
South East Asia, Oceania and India	-15%	-24%	0%			
North East Asia	-29%	-39%	-13%			
North America	3%	-6%	1%			
Europe and Latin America <sup>1) 2)</sup>	3%	7%	-9%			
Middle East and Africa	3%	8%	-9%			
Other <sup>1) 2)</sup>	-12%	-17%	-18%			
<b>Total</b>	<b>-5%</b>	<b>-9%</b>	<b>-7%</b>			

<sup>1)</sup> Of which in Sweden -16% -10% -1%

<sup>2)</sup> Of which in EU 1% 2% -6%

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## Top 5 countries in sales

Country	Q2		Jan-Jun	
	2018	2017	2018	2017
United States	30%	28%	29%	27%
China	6%	9%	5%	8%
India	5%	4%	5%	5%
Australia	3%	4%	3%	4%
Japan	3%	2%	3%	3%

## Net sales by market area by segment

SEK million	Q2 2018				Total	Jan-Jun 2018				Total
	Networks	Digital Services	Managed Services	Emerging Business and Other		Networks	Digital Services	Managed Services	Emerging Business and Other	
South East Asia, Oceania and India	4,987	1,077	915	2	6,981	9,406	2,304	1,640	10	13,360
North East Asia	3,596	792	368	8	4,764	5,839	1,524	754	32	8,149
North America	11,358	2,136	822	21	14,337	20,706	3,482	1,417	49	25,654
Europe and Latin America	7,753	2,908	3,434	79	14,174	15,203	5,207	6,678	147	27,235
Middle East and Africa	3,034	1,594	990	8	5,626	6,529	2,915	1,935	12	11,391
Other	1,665	326	-1	1,936	3,926	3,312	663		3,455	7,430
<b>Total</b>	<b>32,393</b>	<b>8,833</b>	<b>6,528</b>	<b>2,054</b>	<b>49,808</b>	<b>60,995</b>	<b>16,095</b>	<b>12,424</b>	<b>3,705</b>	<b>93,219</b>
Share of total	65%	18%	13%	4%	100%	66%	17%	13%	4%	100%

Sequential change, percent	Q2 2018				Total
	Networks	Digital Services	Managed Services	Emerging Business and Other	
South East Asia, Oceania and India	13%	-12%	26%	-75%	9%

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North East Asia	60%	8%	-5%	-67%	41%
North America	22%	59%	38%	-25%	27%
Europe and Latin America	4%	26%	6%	16%	9%
Middle East and Africa	-13%	21%	5%	100%	-2%
Other	1%	-3%		27%	12%
<b>Total</b>	<b>13%</b>	<b>22%</b>	<b>11%</b>	<b>24%</b>	<b>15%</b>

Year over year change, percent	Q2 2018 Emerging					Jan-Jun 2018 Emerging				
	Digital Networks	Digital Services	Managed Services	Business and Other	Total	Digital Networks	Digital Services	Managed Services	Business and Other	Total
South East Asia, Oceania and India	-5%	-12%	18%	-33%	-3%	-19%	-5%	6%	233%	-15%
North East Asia	-5%	-52%	-17%	700%	-19%	-28%	-39%	-11%	967%	-29%
North America	15%	-2%	-8%	-19%	11%	8%	-11%	-19%	-4%	3%
Europe and Latin America	1%	-1%	-3%	84%	0%	8%	-5%	-2%	116%	3%
Middle East and Africa	-5%	5%	-3%		-2%	5%	2%	-4%		3%
Other	-12%	-14%		0%	-7%	-18%	-13%		-6%	-12%
<b>Total</b>	<b>2%</b>	<b>-11%</b>	<b>-2%</b>	<b>2%</b>	<b>-1%</b>	<b>-4%</b>	<b>-11%</b>	<b>-4%</b>	<b>-2%</b>	<b>-5%</b>

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## IPR licensing revenues by segment by quarter

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	1,486	1,522	1,731	1,640	1,670	1,724
Digital Services	326	334	380	360	366	379
<b>Total</b>	<b>1,812</b>	<b>1,856</b>	<b>2,111</b>	<b>2,000</b>	<b>2,036</b>	<b>2,103</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	3,008	1,522	6,765	5,034	3,394	1,724
Digital Services	660	334	1,485	1,105	745	379
<b>Total</b>	<b>3,668</b>	<b>1,856</b>	<b>8,250</b>	<b>6,139</b>	<b>4,139</b>	<b>2,103</b>

## Provisions

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Opening balance	9,030	9,879	9,514	10,357	10,514	6,320
Additions	1,974	1,315	2,769	1,942	1,403	6,365
Utilization/Cash out	-1,486	-2,216	-2,186	-2,626	-1,324	-2,085
<i>Of which restructuring</i>	-832	-1,424	-1,204	-1,461	-1,075	-1,586
Reversal of excess amounts	-191	-117	-199	-32	-65	-66
Reclassification, translation difference and other	207	169	-19	-127	-171	-20
<b>Closing balance</b>	<b>9,534</b>	<b>9,030</b>	<b>9,879</b>	<b>9,514</b>	<b>10,357</b>	<b>10,514</b>

*Of which restructuring* 4,029 3,524 4,043 3,458 4,003 4,059

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Opening balance	9,879	9,879	6,320	6,320	6,320	6,320
Additions	3,289	1,315	12,479	9,710	7,768	6,365
Utilization/Cash out	-3,702	-2,216	-8,221	-6,035	-3,409	-2,085
<i>Of which restructuring</i>	-2,256	-1,424	-5,326	-4,122	-2,661	-1,586
Reversal of excess amounts	-308	-117	-362	-163	-131	-66
Reclassification, translation difference and other	376	169	-337	-318	-191	-20
<b>Closing balance</b>	<b>9,534</b>	<b>9,030</b>	<b>9,879</b>	<b>9,514</b>	<b>10,357</b>	<b>10,514</b>

<i>Of which restructuring</i>	4,029	3,524	4,043	3,458	4,003	4,059
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Additional information

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Information on investments

Investments in assets subject to depreciation, amortization, impairment and write-downs

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
<b>Additions</b>						
Property, plant and equipment	951	856	1,105	739	1,018	1,015
Capitalized development expenses	325	254	138	126	315	865
Goodwill, IPR, brands and other intangible assets	124	421	315	1	19	1
<b>Total</b>	<b>1,400</b>	<b>1,531</b>	<b>1,558</b>	<b>866</b>	<b>1,352</b>	<b>1,881</b>
<b>Depreciation, amortization and impairment losses</b>						
Property, plant and equipment	1,080	928	1,284	2,894	1,061	1,075
Capitalized development expenses	635	616	881	874	690	2,481
Goodwill, IPR, brands and other intangible assets	350	347	13,953	378	446	1,875
<b>Total</b>	<b>2,065</b>	<b>1,891</b>	<b>16,118</b>	<b>4,146</b>	<b>2,197</b>	<b>5,431</b>
<b>Year to date, SEK million</b>						
	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
<b>Additions</b>						
Property, plant and equipment	1,807	856	3,877	2,772	2,033	1,015
Capitalized development expenses	579	254	1,444	1,306	1,180	865
Goodwill, IPR, brands and other intangible assets	545	421	336	21	20	1
<b>Total</b>	<b>2,931</b>	<b>1,531</b>	<b>5,657</b>	<b>4,099</b>	<b>3,233</b>	<b>1,881</b>
<b>Depreciation, amortization and impairment losses</b>						
Property, plant and equipment	2,008	928	6,314	5,030	2,136	1,075
Capitalized development expenses	1,251	616	4,926	4,045	3,171	2,481
Goodwill, IPR, brands and other intangible assets	697	347	16,652	2,699	2,321	1,875
<b>Total</b>	<b>3,956</b>	<b>1,891</b>	<b>27,892</b>	<b>11,774</b>	<b>7,628</b>	<b>5,431</b>

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SEK million	Apr-Jun		Jan-Jun		Jan-Dec
	2018	2017	2018	2017	2017
<b>Number of shares and earnings per share</b>					
Number of shares, end of period (million)	3,334	3,334	3,334	3,334	3,334
Of which class A-shares (million)	262	262	262	262	262
Of which class B-shares (million)	3,072	3,072	3,072	3,072	3,072
Number of treasury shares, end of period (million)	43	58	43	58	50
Number of shares outstanding, basic, end of period (million)	3,291	3,276	3,291	3,276	3,284
Numbers of shares outstanding, diluted, end of period (million)	3,323	3,319	3,323	3,319	3,324
Average number of treasury shares (million)	44	58	46	59	56
Average number of shares outstanding, basic (million)	3,290	3,275	3,288	3,273	3,277
Average number of shares outstanding, diluted (million) <sup>1)</sup>	3,322	3,318	3,321	3,316	3,317
Earnings (loss) per share, basic (SEK)	-0.58	-0.14	-0.83	-3.22	-9.94
Earnings (loss) per share, diluted (SEK) <sup>1)</sup>	-0.58	-0.14	-0.83	-3.22	-9.94
Earnings (loss) per share (Non-IFRS), diluted (SEK) <sup>2)</sup>	-0.09	0.33	0.02	-1.86	-3.24
<b>Ratios</b>					
Days sales outstanding			99	109	96
Inventory turnover days	83	90	83	81	66
Payable days	77	66	82	61	60
<b>Alternative Performance Measures (APMs)</b>					
Equity ratio (%)			35.3%	43.6%	37.5%
Return on equity (%)	-8.1%	-1.6%	-5.7%	-16.6%	-28.1%
Return on capital employed (%)	1.1%	-1.3%	0.1%	-13.3%	-20.6%
Capital turnover (times)	1.3	1.1	1.2	1.1	1.2
Free cash flow	-611.0	-1,328	-313	-4,567	5,109
Cash conversion (%)	-556.8%	-0.7%	-238.5%	18.5%	-73.2%
<b>Exchange rates used in the consolidation</b>					
SEK/EUR- closing rate			10.44	9.65	9.83
SEK/USD- closing rate			8.97	8.46	8.20
<b>Other</b>					
Market area inventory, end of period	19,739	20,830	19,739	20,830	14,480
Export sales from Sweden	24,978	21,780	45,657	43,229	87,463

<sup>1)</sup> Potential ordinary shares are not considered when their conversion to ordinary shares would increase earnings per share.

<sup>2)</sup> Excluding amortizations and write-downs of acquired intangibles and restructuring charges.

Number of employees

2018

2017

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End of period	Jun 30	Mar 31	Dec 31	Sep 30	Jun 30	Mar 31
South East Asia, Oceania and India	23,516	23,623	24,495	26,396	26,748	27,221
North East Asia	12,303	12,321	12,456	12,945	12,972	12,962
North America	9,510	9,798	10,009	10,665	11,073	11,253
Europe and Latin America <sup>1)</sup>	45,743	47,528	49,231	50,832	53,173	54,194
Middle East and Africa	4,188	4,311	4,544	5,014	5,161	5,268
<b>Total</b>	<b>95,260</b>	<b>97,581</b>	<b>100,735</b>	<b>105,852</b>	<b>109,127</b>	<b>110,898</b>
<i><sup>1)</sup> Of which in Sweden</i>	<i>13,431</i>	<i>13,763</i>	<i>13,864</i>	<i>14,195</i>	<i>14,483</i>	<i>14,712</i>



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## Items excluding restructuring charges

## Restructuring charges by function

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Cost of sales	-937	-743	-2,038	-817	-927	-1,460
Research and development expenses	-502	-326	147	-1,896	-344	-214
Selling and administrative expenses	-441	-103	-534	-106	-243	-69
<b>Total</b>	<b>-1,880</b>	<b>-1,172</b>	<b>-2,425</b>	<b>-2,819</b>	<b>-1,514</b>	<b>-1,743</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Cost of sales	-1,680	-743	-5,242	-3,204	-2,387	-1,460
Research and development expenses	-828	-326	-2,307	-2,454	-558	-214
Selling and administrative expenses	-544	-103	-952	-418	-312	-69
<b>Total</b>	<b>-3,052</b>	<b>-1,172</b>	<b>-8,501</b>	<b>-6,076</b>	<b>-3,257</b>	<b>-1,743</b>

## Restructuring charges by segment

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	-749	-479	-1,260	-1,409	-816	-1,343
<i>of which cost of sales</i>	-469	-415	-1,052	-430	-512	-1,153
<i>of which operating expenses</i>	-280	-64	-208	-979	-304	-190
Digital Services	-882	-581	-686	-1,103	-454	-270
<i>of which cost of sales</i>	-303	-226	-609	-241	-242	-195
<i>of which operating expenses</i>	-579	-355	-77	-862	-212	-75
Managed Services	-123	-51	-376	-99	-115	-85
<i>of which cost of sales</i>	-103	-48	-326	-94	-113	-83
<i>of which operating expenses</i>	-20	-3	-50	-5	-2	-2
Emerging Business and Other	-126	-61	-103	-208	-129	-45
<i>of which cost of sales</i>	-62	-54	-51	-52	-60	-29
<i>of which operating expenses</i>	-64	-7	-52	-156	-69	-16
<b>Total</b>	<b>-1,880</b>	<b>-1,172</b>	<b>-2,425</b>	<b>-2,819</b>	<b>-1,514</b>	<b>-1,743</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	-1,228	-479	-4,828	-3,568	-2,159	-1,343

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<i>of which cost of sales</i>	-884	-415	-3,147	-2,095	-1,665	-1,153
<i>of which operating expenses</i>	-344	-64	-1,681	-1,473	-494	-190
Digital Services	-1,463	-581	-2,513	-1,827	-724	-270
<i>of which cost of sales</i>	-529	-226	-1,287	-678	-437	-195
<i>of which operating expenses</i>	-934	-355	-1,226	-1,149	-287	-75
Managed Services	-174	-51	-675	-299	-200	-85
<i>of which cost of sales</i>	-151	-48	-616	-290	-196	-83
<i>of which operating expenses</i>	-23	-3	-59	-9	-4	-2
Emerging Business and Other	-187	-61	-485	-382	-174	-45
<i>of which cost of sales</i>	-116	-54	-192	-141	-89	-29
<i>of which operating expenses</i>	-71	-7	-293	-241	-85	-16
<b>Total</b>	<b>-3,052</b>	<b>-1,172</b>	<b>-8,501</b>	<b>-6,076</b>	<b>-3,257</b>	<b>-1,743</b>

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Gross income (loss) and gross margin excluding restructuring charges by segment

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	13,034	11,542	12,901	11,084	11,406	11,184
Digital Services	3,761	3,118	1,724	2,860	3,531	-2,129
Managed Services	912	539	-365	-266	132	-459
Emerging Business and Other	563	402	295	420	488	364
<b>Total</b>	<b>18,270</b>	<b>15,601</b>	<b>14,555</b>	<b>14,098</b>	<b>15,557</b>	<b>8,960</b>

Isolated quarters, As percentage of net sales	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	40.2%	40.4%	34.8%	34.8%	36.0%	35.3%
Digital Services	42.6%	42.9%	14.6%	32.0%	35.7%	-26.3%
Managed Services	14.0%	9.1%	-5.3%	-4.0%	2.0%	-7.3%
Emerging Business and Other	27.4%	24.3%	14.1%	21.1%	24.3%	20.4%
<b>Total</b>	<b>36.7%</b>	<b>35.9%</b>	<b>25.1%</b>	<b>28.5%</b>	<b>30.9%</b>	<b>18.7%</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	24,576	11,542	46,575	33,674	22,590	11,184
Digital Services	6,879	3,118	5,986	4,262	1,402	-2,129
Managed Services	1,451	539	-958	-593	-327	-459
Emerging Business and Other	965	402	1,567	1,272	852	364
<b>Total</b>	<b>33,871</b>	<b>15,601</b>	<b>53,170</b>	<b>38,615</b>	<b>24,517</b>	<b>8,960</b>

Year to date, As percentage of net sales	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	40.3%	40.4%	35.2%	35.4%	35.7%	35.3%
Digital Services	42.7%	42.9%	15.4%	15.8%	7.8%	-26.3%
Managed Services	11.7%	9.1%	-3.6%	-3.0%	-2.5%	-7.3%
Emerging Business and Other	26.0%	24.3%	19.9%	22.0%	22.5%	20.4%
<b>Total</b>	<b>36.3%</b>	<b>35.9%</b>	<b>25.9%</b>	<b>26.2%</b>	<b>25.0%</b>	<b>18.7%</b>



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Operating income (loss) and operating margin excluding restructuring charges by segment

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	4,293	3,850	3,205	3,784	4,240	4,054
Digital Services	-1,492	-2,026	-11,585	-2,668	-1,783	-8,734
Managed Services	422	151	-898	-628	-143	-1,744
Emerging Business and Other	-1,178	-1,115	-7,575	-1,321	-1,337	-3,109
<b>Total</b>	<b>2,045</b>	<b>860</b>	<b>-16,853</b>	<b>-833</b>	<b>977</b>	<b>-9,533</b>

Isolated quarters, As percentage of net sales	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Networks	13.3%	13.5%	8.6%	11.9%	13.4%	12.8%
Digital Services	-16.9%	-27.9%	-98.0%	-29.9%	-18.0%	-107.8%
Managed Services	6.5%	2.6%	-13.0%	-9.5%	-2.1%	-27.8%
Emerging Business and Other	-57.4%	-67.5%	-363.1%	-66.2%	-66.6%	-174.6%
<b>Total</b>	<b>4.1%</b>	<b>2.0%</b>	<b>-29.1%</b>	<b>-1.7%</b>	<b>1.9%</b>	<b>-19.9%</b>

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	8,143	3,850	15,283	12,078	8,294	4,054
Digital Services	-3,518	-2,026	-24,770	-13,185	-10,517	-8,734
Managed Services	573	151	-3,413	-2,515	-1,887	-1,744
Emerging Business and Other	-2,293	-1,115	-13,342	-5,767	-4,446	-3,109
<b>Total</b>	<b>2,905</b>	<b>860</b>	<b>-26,242</b>	<b>-9,389</b>	<b>-8,556</b>	<b>-9,533</b>

Year to date, As percentage of net sales	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	13.4%	13.5%	11.6%	12.7%	13.1%	12.8%
Digital Services	-21.9%	-27.9%	-63.9%	-49.0%	-58.4%	-107.8%
Managed Services	4.6%	2.6%	-12.9%	-12.8%	-14.6%	-27.8%
Emerging Business and Other	-61.9%	-67.5%	-169.6%	-99.7%	-117.3%	-174.6%
<b>Total</b>	<b>3.1%</b>	<b>2.0%</b>	<b>-12.8%</b>	<b>-6.4%</b>	<b>-8.7%</b>	<b>-19.9%</b>

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## Alternative performance measures

This section includes a reconciliation of certain Alternative Performance Measures (APMs) to the most directly reconcilable line items in the financial statements. The presentation of APMs has limitations as analytical tools and should not be considered in isolation or as a substitute for related financial measures prepared in accordance with IFRS.

APMs are presented to enhance an investor's evaluation of ongoing operating results, to aid in forecasting future periods and to facilitate meaningful comparison of results between periods.

Management uses these APMs to, among other things, evaluate ongoing operations in relation to historical results, for internal planning and forecasting purposes and in the calculation of certain performance-based compensation.

The APMs presented in this report may differ from similarly titled measures used by other companies.

For additional information, see Alternative Performance Measures in the Ericsson Annual Report 2017.

## Sales growth adjusted for

## comparable units and currency

Sales growth adjusted for the impact of acquisitions and divestments as well as the effects of foreign currency fluctuations.

Isolated quarter, sequential change	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Reported net sales	49,808	43,411				
Acquired/divested business						
Net FX impact	-2,460	423				
Comparable net sales, excluding FX impact	47,348	43,834				
Sales growth adjusted for comparable units and currency (%)	9%	-24%				

Isolated quarter, year over year change	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Reported net sales	49,808	43,411				
Acquired/divested business						
Net FX impact	-263	3,328				
Comparable net sales, excluding FX impact	49,545	46,739				
Sales growth adjusted for comparable units and currency (%)	-1%	-2%				

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Year to date, year over year change	2018		2017	
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep
Reported net sales	93,219	43,411		
Acquired/divested business				
Net FX impact	3,065	3,328		
Comparable net sales, excluding FX impact	96,284	46,739		
Sales growth adjusted for comparable units and currency (%)	-2%	-2%		

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## Items excluding restructuring charges

Gross income, operating expenses, and operating income (loss) are presented excluding restructuring charges and, for certain measures, as a percentage of net sales.

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Gross income	17,333	14,858	12,516	13,281	14,629	7,501
Net sales	49,808	43,411	57,881	49,413	50,281	47,803
Gross margin (%)	34.8%	34.2%	21.6%	26.9%	29.1%	15.7%
Gross income	17,333	14,858	12,516	13,281	14,629	7,501
Restructuring charges included in cost of sales	937	743	2,038	817	927	1,460
Gross income, excluding restructuring charges	18,270	15,601	14,554	14,098	15,556	8,961
Net sales	49,808	43,411	57,881	49,413	50,281	47,803
Gross margin, excluding restructuring charges (%)	36.7%	35.9%	25.1%	28.5%	30.9%	18.7%
Operating expenses	-17,205	-15,257	-18,863	-17,354	-15,417	-18,929
Restructuring charges included in R&D expenses	502	326	-147	1,896	344	214
Restructuring charges included in selling and administrative expenses	441	103	534	106	243	69
Operating expenses, excluding restructuring charges	-16,262	-14,828	-18,476	-15,352	-14,830	-18,646
Operating income (loss)	165	-312	-19,278	-3,652	-537	-11,276
Net sales	49,808	43,411	57,881	49,413	50,281	47,803
Operating margin (%)	0.3%	-0.7%	-33.3%	-7.4%	-1.1%	-23.6%
Operating income (loss)	165	-312	-19,278	-3,652	-537	-11,276
Total restructuring charges	1,880	1,172	2,425	2,819	1,514	1,743
Operating income (loss), excluding restructuring charges	2,045	860	-16,853	-833	977	-9,533
Net sales	49,808	43,411	57,881	49,413	50,281	47,803
Operating margin, excluding restructuring charges (%)	4.1%	2.0%	-29.1%	-1.7%	1.9%	-19.9%
	2018			2017		
Year to date, SEK million	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Gross income	32,191	14,858	47,927	35,411	22,130	7,501
Net sales	93,219	43,411	205,378	147,497	98,084	47,803
Gross margin (%)	34.5%	34.2%	23.3%	24.0%	22.6%	15.7%
Gross income	32,191	14,858	47,927	35,411	22,130	7,501
	1,680	743	5,242	3,204	2,387	1,460



Restructuring charges included in cost of sales						
Gross income, excluding restructuring charges	33,871	15,601	53,169	38,615	24,517	8,961
Net sales	93,219	43,411	205,378	147,497	98,084	47,803
Gross margin, excluding restructuring charges (%)	36.3%	35.9%	25.9%	26.2%	25.0%	18.7%
Operating expenses	-32,462	-15,257	-70,563	-51,700	-34,346	-18,929
Restructuring charges included in R&D expenses	828	326	2,307	2,454	558	214
Restructuring charges included in selling and administrative expenses	544	103	952	418	312	69
Operating expenses, excluding restructuring charges	-31,090	-14,828	-67,304	-48,828	-33,476	-18,646
Operating income (loss)	-147	-312	-34,743	-15,465	-11,813	-11,276
Net sales	93,219	43,411	205,378	147,497	98,084	47,803
Operating margin (%)	-0.2%	-0.7%	-16.9%	-10.5%	-12.0%	-23.6%
Operating income (loss)	-147	-312	-34,743	-15,465	-11,813	-11,276
Total restructuring charges	3,052	1,172	8,501	6,076	3,257	1,743
Operating income (loss), excluding restructuring charges	2,905	860	-26,242	-9,389	-8,556	-9,533
Net sales	93,219	43,411	205,378	147,497	98,084	47,803
Operating margin, excluding restructuring charges (%)	3.1%	2.0%	-12.8%	-6.4%	-8.7%	-19.9%

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## EBITA and EBITA margin

Earnings (loss) before interest, taxes, amortization and write-downs of acquired intangibles, also expressed as a percentage of net sales.

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Net income (loss)	-1,802	-725	-18,493	-3,457	-457	-10,026
Taxes	1,157	-128	-1,303	-516	-24	-1,682
Financial income and expenses	810	541	518	321	-56	432
Amortization and write-downs of acquired intangibles	350	347	13,953	379	445	1,875
EBITA	515	35	-5,325	-3,273	-92	-9,401
Net sales	49,808	43,411	57,881	49,413	50,281	47,803
EBITA margin (%)	1%	0.1%	-9.2%	-6.6%	-0.2%	-19.7%

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net income (loss)	-2,527	-725	-32,433	-13,940	-10,483	-10,026
Taxes	1,029	-128	-3,525	-2,222	-1,706	-1,682
Financial income and expenses	1,351	541	1,215	697	376	432
Amortization and write-downs of acquired intangibles	697	347	16,652	2,699	2,320	1,875
EBITA	550	35	-18,091	-12,766	-9,493	-9,401
Net sales	93,219	43,411	205,378	147,497	98,084	47,803
EBITA margin (%)	1%	0.1%	-8.8%	-8.7%	-9.7%	-19.7%

## Cash conversion

Cash flow from operating activities divided by the sum of net income (loss) and adjustments to reconcile net income to cash, expressed as a percentage.

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Net income (loss)	-1,802	-725	-18,493	-3,457	-457	-10,026
Net income reconciled to cash	-259	-1,005	-4,001	-779	-142	-8,187
Cash flow from operating activities	1,442	1,573	11,159	-18	1	-1,541
Cash conversion (%)	-556.8%	-156.5%	-278.9%	2.3%	-0.7%	18.8%

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net income (loss)	-2,527	-725	-32,433	-13,940	-10,483	-10,026
Net income reconciled to cash	-1,264	-1,005	-13,109	-9,108	-8,329	-8,187

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Cash flow from operating activities	3,015	1,573	9,601	-1,558	-1,540	-1,541
Cash conversion (%)	-238.5%	-156.5%	-73.2%	17.1%	18.5%	18.8%
Gross cash and net cash, end of period						

Gross cash: Cash and cash equivalents plus interest-bearing securities (current and non-current).

Net cash: Cash and cash equivalents plus interest-bearing securities (current and non-current) less interest-bearing liabilities (which include: non-current borrowings and current borrowings).

SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Cash and cash equivalents	37,049	36,697	35,884	26,210	21,446	32,954
+ Interest-bearing securities, current	8,304	5,453	6,713	6,526	10,754	13,548
+ Interest-bearing securities, non-current	21,501	27,104	25,105	22,405	22,122	19,124
Gross cash, end of period	66,854	69,254	67,702	55,141	54,322	65,626
- Borrowings, current	2,642	2,554	2,545	3,004	3,230	9,514
- Borrowings, non-current	31,131	31,134	30,500	28,039	27,100	27,823
Net cash, end of period	33,081	35,566	34,657	24,098	23,992	28,289

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Capital employed

Total assets less non-interest-bearing provisions and liabilities.

SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Total assets	265,322	260,681	259,882	267,239	275,160	291,976
Non-interest-bearing provisions and liabilities						
Provisions, non-current	2,819	2,597	3,596	3,930	4,794	4,867
Deferred tax liabilities	1,332	1,325	901	1,736	1,838	1,888
Other non-current liabilities	4,549	2,792	2,776	2,563	2,602	2,699
Provisions, current	6,715	6,435	6,283	5,584	5,563	5,647
Contract liabilities	30,959	30,391	29,076	26,185	28,657	29,930
Trade payables	28,563	26,453	26,320	23,559	25,266	26,077
Other current liabilities	35,746	37,888	35,305	33,395	32,599	37,323
Capital employed	154,639	152,800	155,625	170,287	173,841	183,545
Capital turnover						

Annualized net sales divided by average capital employed.

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Net sales	49,808	43,411	57,881	49,413	50,281	47,803
Annualized net sales	199,232	173,644	231,524	197,652	201,124	191,212
Average capital employed						
Capital employed at beginning of period	152,800	155,625	170,287	173,841	183,545	185,667
Capital employed at end of period	154,639	152,800	155,625	170,287	173,841	183,545
Average capital employed	153,720	154,213	162,956	172,064	178,693	184,606
Capital turnover (times)	1.3	1.1	1.4	1.1	1.1	1.0

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net sales	93,219	43,411	205,378	147,497	98,084	47,803
Annualized net sales	186,438	173,644	205,378	196,663	196,168	191,212
Average capital employed						
Capital employed at beginning of period	155,625	155,625	185,667	185,667	185,667	185,667
Capital employed at end of period	154,639	152,800	155,625	170,287	173,841	183,545
Average capital employed	155,132	154,213	170,646	177,977	179,754	184,606
Capital turnover (times)	1.2	1.1	1.2	1.1	1.1	1.0



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## Return on capital employed

The annualized total of operating income (loss) plus financial income as a percentage of average capital employed.

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Operating income (loss)	165	-312	-19,278	-3,652	-537	-11,276
Financial income	275	-72	-124	-139	-27	-82
Annualized operating income (loss) + financial income	1,760	-1,536	-77,608	-15,164	-2,256	-45,432
Average capital employed						
Capital employed at beginning of period	152,800	155,625	170,287	173,841	183,545	185,667
Capital employed at end of period	154,639	152,800	155,625	170,287	173,841	183,545
Average capital employed	153,720	154,213	162,956	172,064	178,693	184,606
Return on capital employed (%)	1.1%	-1.0%	-47.6%	-8.8%	-1.3%	-24.6%

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Operating income (loss)	-147	-312	-34,743	-15,465	-11,813	-11,276
Financial income	203	-72	-372	-248	-109	-82
Annualized operating income (loss) + financial income	112	-1,536	-35,115	-20,951	-23,844	-45,432
Average capital employed						
Capital employed at beginning of period	155,625	155,625	185,667	185,667	185,667	185,667
Capital employed at end of period	154,639	152,800	155,625	170,287	173,841	183,545
Average capital employed	155,132	154,213	170,646	177,977	179,754	184,606
Return on capital employed (%)	0.1%	-1.0%	-20.6%	-11.8%	-13.3%	-24.6%
Equity ratio						

Equity, expressed as a percentage of total assets.

SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Total equity	93,560	93,466	97,571	112,710	119,887	122,434
Total assets	265,322	260,681	259,882	267,239	275,160	291,976
Equity ratio (%)	35.3%	35.9%	37.5%	42.2%	43.6%	41.9%
Return on equity						

Annualized net income (loss) attributable to stockholders of the Parent Company as a percentage of average Stockholders equity.

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Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Net income (loss) attributable to stockholders of the parent company	-1,885	-837	-18,476	-3,561	-471	-10,068
Annualized	-7,540	-3,348	-73,904	-14,244	-1,884	-40,272
Average stockholders' equity						
Stockholders' equity, beginning of period	92,703	96,935	112,095	119,177	121,698	134,582
Stockholders' equity, end of period	92,689	92,703	96,935	112,095	119,177	121,698
Average stockholders' equity	92,696	94,819	104,515	115,636	120,438	128,140
Return on equity (%)	-8.1%	-3.5%	-70.7%	-12.3%	-1.6%	-31.4%

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net income (loss) attributable to stockholders of the parent company	-2,722	-837	-32,576	-14,100	-10,539	-10,068
Annualized	-5,444	-3,348	-32,576	-18,800	-21,078	-40,272
Average stockholders' equity						
Stockholders' equity, beginning of period	96,935	96,935	134,582	134,582	134,582	134,582
Stockholders' equity, end of period	92,689	92,703	96,935	112,095	119,177	121,698
Average stockholders' equity	94,812	94,819	115,759	123,339	126,880	128,140
Return on equity (%)	-5.7%	-3.5%	-28.1%	-15.2%	-16.6%	-31.4%

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## Earnings (loss) per share (non-IFRS)

Earnings (loss) per share, diluted, excluding amortizations and write-down of acquired intangible assets and excluding restructuring charges.

Isolated quarters, SEK	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Earnings (loss) per share, diluted	-0.58	-0.25	-5.63	-1.09	-0.14	-3.08
Restructuring charges	0.41	0.30	0.37	0.73	0.38	0.46
Amortization and write-downs of acquired intangibles	0.08	0.06	4.17	0.07	0.09	0.43
Earnings (loss) per share (non-IFRS)	-0.09	0.11	-1.09	-0.29	0.33	-2.19

Year to date, SEK	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Earnings (loss) per share, diluted	-0.83	-0.25	-9.94	-4.31	-3.22	-3.08
Restructuring charges	0.71	0.30	1.93	1.57	0.84	0.46
Amortization and write-downs of acquired intangibles	0.14	0.06	4.77	0.59	0.52	0.43
Earnings (loss) per share (non-IFRS)	0.02	0.11	-3.24	-2.15	-1.86	-2.19
Free cash flow						

Cash flow from operating activities less net capital expenditures and other investments.

Isolated quarters, SEK million	2018			2017		
	Q2	Q1	Q4	Q3	Q2	Q1
Cash flow from operating activities	1,442	1,573	11,159	-18	1	-1,541
Net capital expenditures and other investments						
Investments in property, plant and equipment	-951	-856	-1,105	-739	-1,018	-1,015
Sales of property, plant and equipment	52	123	898	12	37	69
Acquisitions/divestments of subsidiaries and other operations, net	-431	-449	-107	371	9	3
Product development	-325	-254	-138	-126	-315	-865
Other investing activities	-398	161	-573	42	-42	110
Free cash flow	-611	298	10,134	-458	-1,328	-3,239

Year to date, SEK million	2018			2017		
	Jan-Jun	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Cash flow from operating activities	3,015	1,573	9,601	-1,558	-1,540	-1,541
Net capital expenditures and other investments						
Investments in property, plant and equipment	-1,807	-856	-3,877	-2,772	-2,033	-1,015
Sales of property, plant and equipment	175	123	1,016	118	106	69
Acquisitions/divestments of subsidiaries and other operations, net	-880	-449	276	383	12	3
Product development	-579	-254	-1,444	-1,306	-1,180	-865
Other investing activities	-237	161	-463	110	68	110



Free cash flow	-313	298	5,109	-5,025	-4,567	-3,239
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Alternative performance measures