

Appendix

Financial data for alternative key figures



Net sales

SEK m	Reported net sales Jul-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2016	Change	Reported net sales Jan-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2016	Change
The Group	1,076	-7	1,069	-10%	3,320	36	3,356	-10%
Total	1,076	-7	1,069	-10%	3,320	36	3,356	-10%

Net sales per product line

SEK m	Reported net sales Jul-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2016	Change	Reported net sales Jan-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2016	Change
Foundation Brake	580	-2	578	-15%	1,843	24	1,867	-13%
Air Controls	496	-5	491	-4%	1,477	12	1,489	-6%
Total	1,076	-7	1,069	-10%	3,320	36	3,356	-10%

Net sales per customer category

SEK m	Reported net sales Jul-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2016	Change	Reported net sales Jan-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2016	Change
Truck (including buses)	233	-1	232	-28%	770	17	787	-22%
Trailer	343	-2	341	2%	1,049	6	1,055	-3%
Aftermarket	500	-4	496	-7%	1,501	13	1,514	-7%
Total	1,076	-7	1,069	-10%	3,320	36	3,356	-10%

Net sales per region

SEK m	Reported net sales Jul-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2016	Change	Reported net sales Jan-Sep 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2016	Change
Europe	372	-2	370	-2%	1,180	0	1,180	-3%
North America	573	-4	569	-16%	1,731	9	1,740	-16%
Asia & Middle East	96	2	98	-9%	314	16	330	3%
South America	35	-3	32	14%	95	11	106	-1%
Total	1,076	-7	1,069	-10%	3,320	36	3,356	-10%

Quarterly data

Financial data for alternative key figures

SEK m, if not otherwise stated	2016			2015			2014		
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
One-off items:									
Restructuring costs	-	-	-	-7	-12	-3	-1	-4	-46
Acquisition costs	-12	-	-	-	-	-	-	-	-
Impairment of non-current assets	-	-	-	-	-	-	-	-	-52
Product related warranty	-	-	-	-	-96	-	-	-65	-
Total one-off items	-12	-	-	-7	-108	-3	-1	-69	-98
Research and development costs excl. depreciations:	-37	-42	-39	-41	-42	-45	-44	-39	-37
Net of interest and financial items:									
Interest income	0	0	0	0	0	0	0	0	0
Interest expenses	-4	-5	-5	-9	-5	-6	-6	-7	-6
Total net of interest	-4	-5	-5	-9	-5	-6	-6	-7	-6
Other financial items	-8	8	0	2	-23	0	-7	-1	-1
Total financial items	-12	3	-5	-7	-28	-6	-13	-8	-7
Net debt:									
Interest-bearing assets	272	256	277	304	277	195	418	437	292
Interest-bearing liabilities including derivate instruments	-311	-317	-257	-271	-292	-290	-309	-309	-332
Pension liabilities	-468	-443	-397	-368	-422	-394	-456	-400	-373
Total net debt	-507	-504	-377	-335	-437	-489	-347	-272	-413
Capital employed:									
Total assets	2,904	2,922	2,885	2,885	2,952	3,019	3,273	2,936	2,747
Non interest-bearing liabilities and provisions	-783	-835	-824	-837	-922	-976	-1,120	-973	-855
Total capital employed	2,121	2,087	2,061	2,048	2,030	2,043	2,153	1,963	1,892
Average capital employed:	2,069	2,054	2,067	2,047	2,016	1,992	1,963	1,904	1,881
Net income attr. to owners of parent company:									
Net income	37	62	48	48	-22	86	79	17	-22
Net income attributable to non-controlling interests	1	1	0	0	0	1	1	0	1
Total net income attr. to owners of parent company	36	61	48	48	-22	85	78	17	-23
Equity attr. to owners of parent company:									
Equity	1,374	1340	1,389	1,407	1,325	1,368	1,416	1,278	1,199
Equity attributable to non-controlling interests	22	19	18	19	20	22	23	19	19
Total equity attr. to owners of parent company	1,352	1,321	1,371	1,388	1,305	1,346	1,393	1,259	1,180
Average equity attributable to owners of parent company:	1,367	1,346	1,361	1,338	1,297	1,269	1,232	1,180	1,148
Average No. of share:	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204