

Appendix

Financial data for alternative key figures



Net sales

SEK m	Reported net sales Oct-Dec 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2016	Change	Reported net sales Full year 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2016	Change
The Group	1,054	-57	997	-5%	4,374	-20	4,354	-0.5%
Total	1,054	-57	997	-5%	4,374	-20	4,354	0%

Net sales per product line

SEK m	Reported net sales Oct-Dec 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2016	Change	Reported net sales Full year 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2016	Change
Foundation Brake	577	-28	549	-5%	2,420	-4	2,416	0%
Air Controls	477	-29	448	-6%	1,954	-16	1,938	-1%
Total	1,054	-57	997	-9%	4,374	-20	4,354	-10%

Net sales per customer category

SEK m	Reported net sales Oct-Dec 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2016	Change	Reported net sales Full year 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2016	Change
Truck (including buses)	236	-14	222	-6%	1,006	4	1,010	0%
Trailer	334	-13	321	-4%	1,383	-8	1,376	-1%
Aftermarket	484	-30	454	-6%	1,985	-17	1,968	-1%
Total	1,054	-57	997	-9%	4,374	-21	4,354	-10%

Net sales per region

SEK m	Reported net sales Oct-Dec 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2016	Change	Reported net sales Full year 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2016	Change
Europe	392	-13	379	-3%	1,571	-13	1,558	-1%
North America	506	-36	470	-7%	2,238	-26	2,212	-1%
Asia & Middle East	131	0	131	0%	445	15	460	3%
South America	25	-8	17	-32%	120	4	124	3%
Total	1,054	-57	997	-5%	4,374	-20	4,354	-10%

Quarterly data

Financial data for alternative key figures

SEK m, if not otherwise stated	2016				2015				2014
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
One-off items:									
Restructuring costs	-	-	-	-	-7	-12	-3	-1	-4
Acquisition costs	-3	-12	-	-	-	-	-	-	-
Others	-11	-1	-	-	-	-	-	-	-
Product related warranty	-59	-	-	-	-	-96	-	-	-65
Total one-off items	-73	-13	-	-	-7	-108	-3	-1	-69
Research and development costs									
excl. depreciations:	-37	-37	-42	-39	-41	-42	-45	-44	-39
Net of interest and financial items:									
Interest income	2	0	0	0	0	0	0	0	0
Interest expenses	-7	-4	-5	-5	-9	-5	-6	-6	-7
Total net of interest	-5	-4	-5	-5	-9	-5	-6	-6	-7
Other financial items	-22	-8	8	0	2	-23	0	-7	-1
Total financial items	-27	-12	3	-5	-7	-28	-6	-13	-8
Net debt:									
Interest-bearing assets	297	272	256	277	304	277	195	418	437
Interest-bearing liabilities including derivate instruments	-365	-311	-317	-257	-271	-292	-290	-309	-309
Pension liabilities	-422	-468	-443	-397	-368	-422	-394	-456	-400
Total net debt	-490	-507	-504	-377	-335	-437	-489	-347	-272
Capital employed:									
Total assets	3,057	2,904	2,922	2,885	2,885	2,952	3,019	3,273	2,936
Non interest-bearing liabilities and provisions	-928	-783	-835	-824	-837	-922	-976	-1,120	-973
Total capital employed	2,129	2,121	2,087	2,061	2,048	2,030	2,043	2,153	1,963
Average capital employed:									
	2,089	2,069	2,054	2,067	2,047	2,016	1,992	1,963	1,904
Net income attr. to owners of parent company:									
Net income	-56	37	62	48	48	-22	86	79	17
Net income attributable to non-controlling interests	0.2	1	1	0	0	0	1	1	0
Total net income attr. to owners of parent company	-56	36	61	48	48	-22	85	78	17
Equity attr. to owners of parent company:									
Equity	1,374	1,374	1,340	1,389	1,407	1,325	1,368	1,416	1,278
Equity attributable to non-controlling interests	23	22	19	18	19	20	22	23	19
Total equity attr. to owners of parent company	1,351	1,352	1,321	1,371	1,388	1,305	1,346	1,393	1,259
Average equity attributable to owners of parent company:									
	1,357	1,347	1,346	1,361	1,338	1,297	1,269	1,232	1,180
Average No. of share:									
	44,216	44,216	44,216	44,216	44,204	44,204	44,204	44,204	44,204