

Appendix

Financial data for alternative key figures



Net sales

SEK m	Reported net sales Jul-Sep 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2018	Change	Reported net sales Full year 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2017	Change
The Group	1,270	-89	1,181	-7%	4,462	-27	4,435	-1%
Total	1,270	-89	1,181	-7%	4,462	-27	4,435	-1%

Net sales per product line

SEK m	Reported net sales Jul-Sep 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2018	Change	Reported net sales Full year 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2017	Change
Foundation Brake	745	-46	699	-6%	2,529	-13	2,516	-1%
Air Controls	525	-43	482	-8%	1,933	-14	1,919	-1%
Total	1,270	-89	1,181	-7%	4,462	-27	4,435	-1%

Net sales per customer category

SEK m	Reported net sales Jul-Sep 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2018	Change	Reported net sales Full year 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2017	Change
Truck (including buses)	317	-22	295	-7%	1,029	-5	1,024	0%
Trailer	377	-23	354	-6%	1,400	-7	1,393	-1%
Aftermarket	576	-44	532	-8%	2,033	-15	2,018	-1%
Total	1,270	-89	1,181	-7%	4,462	-27	4,435	-1%

Net sales per region

SEK m	Reported net sales Jul-Sep 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2018	Change	Reported net sales Full year 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2017	Change
Europe	440	-25	415	-6%	1,665	-20	1,645	-1%
North America	628	-58	570	-9%	2,202	1	2,203	0%
Asia & Middle East	158	-11	147	-7%	462	2	464	0%
South America	44	5	49	11%	133	-10	123	-8%
Total	1,270	-89	1,181	-7%	4,462	-27	4,435	-1%

Quarterly data

Financial data for alternative key figures

SEK m, if not otherwise stated	2018			2017				2016	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
One-off items:									
Restructuring costs	0	0	0	-11	-7	0	-1	-	-
Costs related to the bidding process	0	5	0	-22	-10	-12	-24	-3	-12
Others	0	0	0	0	0	0	0	-12	-1
Product related warranty	0	-5	0	0	-2	-35	-19	-59	-
Total one-off items	0	0	0	-33	-19	-47	-44	-74	-13
Research and development expenditure									
excl. depreciations:	-51	-54	-47	-47	-41	-45	-46	-37	-37
Net of interest and financial items:									
Interest income	0	1	1	1	1	2	0	2	0
Interest expenses	-2	-7	-5	-4	-2	-6	-5	-7	-4
Total net of interest	-2	-6	-4	-3	-1	-4	-5	-5	-4
Other financial items	-9	-6	-4	-4	-2	-13	12	-22	-8
Total financial items	-11	-12	-8	-7	-3	-17	7	-27	-12
Net debt:									
Interest-bearing assets	214	216	195	194	255	261	279	297	272
Interest-bearing liabilities including derivate instruments	-572	-554	-481	-335	-406	-313	-372	-365	-311
Pension liabilities	-458	-470	-460	-443	-421	-460	-448	-422	-468
Total net debt	-816	-808	-746	-584	-572	-512	-541	-490	-507
Capital employed:									
Total assets	3,733	3,769	3,531	3,078	3,126	3,155	3,104	3,057	2,904
Non interest-bearing liabilities and provisions	-1,124	-1,187	-1,081	-909	-913	-1,037	-893	-928	-783
Total capital employed	2,609	2,582	2,450	2,169	2,213	2,118	2,211	2,129	2,121
Average capital employed:									
	2,449	2,336	2,239	2,193	2,158	2,133	2,122	2,089	2,069
Net income attr. to owners of parent company:									
Net income	58	61	58	14	26	10	29	-56	37
Net income attributable to non-controlling interests	1	1	0	2	1	1	1	0	1
Total net income attr. to owners of parent company	57	60	58	12	25	9	28	-56	36
Equity attr. to owners of parent company:									
Equity	1,617	1,581	1,502	1,395	1,361	1,339	1,386	1,374	1,374
Equity attributable to non-controlling interests	24	27	25	25	23	24	25	23	22
Total equity attr. to owners of parent company	1,593	1,554	1,477	1,370	1,338	1,315	1,361	1,351	1,352
Average equity attributable to owners of parent company:									
	1,466	1,419	1,370	1,347	1,342	1,340	1,351	1,357	1,347
Average No. of share:									
	44,216	44,216	44,216	44,216	44,216	44,216	44,216	44,216	44,216