

# Appendix

Financial data for alternative key figures



## Net sales

SEK m	Reported net sales Jul-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2017	Change	Reported net sales Jan-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2017	Change
The Group	1,081	28	1,109	3%	3,413	-79	3,334	-2%
Total	1,081	28	1,109	3%	3,413	-79	3,334	-2%

## Net sales per product line

SEK m	Reported net sales Jul-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2017	Change	Reported net sales Jan-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2017	Change
Foundation Brake	614	16	630	3%	1,931	-42	1,889	-2%
Air Controls	467	12	479	3%	1,482	-37	1,445	-2%
Total	1,081	28	1,109	3%	3,413	-79	3,334	-2%

## Net sales per customer category

SEK m	Reported net sales Jul-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2017	Change	Reported net sales Jan-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2017	Change
Truck (including buses)	247	8	255	3%	765	-20	745	-3%
Trailer	335	6	341	2%	1,091	-17	1,074	-2%
Aftermarket	499	14	513	3%	1,557	-42	1,515	-3%
Total	1,081	28	1,109	3%	3,413	-79	3,334	-2%

## Net sales per region

SEK m	Reported net sales Jul-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jul-Sep 2017	Change	Reported net sales Jan-Sep 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Sep 2017	Change
Europe	377	-1	376	0%	1,260	-19	1,241	-2%
North America	552	25	577	5%	1,728	-44	1,684	-3%
Asia & Middle East	115	4	119	3%	323	-3	320	-1%
South America	37	0	37	0%	102	-13	89	-13%
Total	1,081	28	1,109	3%	3,413	-79	3,334	-2%

## Quarterly data

Financial data for alternative key figures

SEK m, if not otherwise stated	2017			2016				2015	
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
<b>One-off items:</b>									
Restructuring costs	-7	0	-1	-	-	-	-	-7	-12
Costs related to the bidding process	-10	-12	-24	-3	-12	-	-	-	-
Others	0	0	0	-11	0	-	-	-	-
Product related warranty	-2	-35	-19	-59	-	-	-	-	-96
<b>Total one-off items</b>	-19	-47	-44	-73	-12	-	-	-7	-108
<b>Research and development costs excl. depreciations:</b>	-41	-45	-46	-37	-37	-42	-39	-41	-42
<b>Net of interest and financial items:</b>									
Interest income	4	0	13	2	0	0	0	0	0
Interest expenses	-7	-17	-6	-7	-4	-5	-5	-9	-5
<b>Total net of interest</b>	-3	-17	7	-5	-4	-5	-5	-9	-5
Other financial items				-22	-8	8	0	2	-23
<b>Total financial items</b>	-3	-17	7	-27	-12	3	-5	-7	-28
<b>Net debt:</b>									
Interest-bearing assets	255	261	279	297	272	256	277	304	277
Interest-bearing liabilities including derivate instruments	-406	-313	-372	-365	-311	-317	-257	-271	-292
Pension liabilities	-421	-460	-448	-422	-468	-443	-397	-368	-422
<b>Total net debt</b>	-572	-512	-541	-490	-507	-504	-377	-335	-437
<b>Capital employed:</b>									
Total assets	3,120	3,155	3,104	3,057	2,904	2,922	2,885	2,885	2,952
Non interest-bearing liabilities and provisions	-913	-1,037	-893	-928	-783	-835	-824	-837	-922
<b>Total capital employed</b>	2,207	2,118	2,211	2,129	2,121	2,087	2,061	2,048	2,030
<b>Average capital employed:</b>	2,157	2,133	2,122	2,089	2,069	2,054	2,067	2,047	2,016
<b>Net income attr. to owners of parent company:</b>									
Net income	26	10	29	-56	37	62	48	48	-22
Net income attributable to non-controlling interests	1	1	1	0	1	1	0	0	0
<b>Total net income attr. to owners of parent company</b>	25	9	28	-56	36	61	48	48	-22
<b>Equity attr. to owners of parent company:</b>									
Equity	1,361	1,339	1,386	1,374	1,374	1,340	1,389	1,407	1,325
Equity attributable to non-controlling interests	23	24	25	23	22	19	18	19	20
<b>Total equity attr. to owners of parent company</b>	1,338	1,315	1,361	1,351	1,352	1,321	1,371	1,388	1,305
<b>Average equity attributable to owners of parent company:</b>	1,343	1,340	1,351	1,357	1,347	1,346	1,361	1,338	1,297
<b>Average No. of share:</b>	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204