

Appendix

Financial data for alternative key figures



Net sales

SEK m	Reported net sales Oct-Dec 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2017	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	1,049	52	1,101	5%	4,462	-27	4,435	-1%
Total	1,049	52	1,101	5%	4,462	-27	4,435	-1%

Net sales per product line

SEK m	Reported net sales Oct-Dec 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2017	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	598	30	628	5%	2,529	-13	2,516	-1%
Air Controls	451	22	473	5%	1,933	-14	1,919	-1%
Total	1,049	52	1,101	5%	4,462	-27	4,435	-1%

Net sales per customer category

SEK m	Reported net sales Oct-Dec 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2017	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)	264	15	279	6%	1,029	-5	1,024	0%
Trailer	309	11	320	4%	1,400	-7	1,393	-1%
Aftermarket	476	26	502	5%	2,033	-15	2,018	-1%
Total	1,049	52	1,101	5%	4,462	-27	4,435	-1%

Net sales per region

SEK m	Reported net sales Oct-Dec 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2017	Change	Reported net sales Full year 2017	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2017	Change
Europe	403	-1	402	0%	1,665	-20	1,645	-1%
North America	479	46	525	10%	2,202	1	2,203	0%
Asia & Middle East	136	5	141	4%	462	2	464	0%
South America	31	2	33	6%	133	-10	123	-8%
Total	1,049	52	1,101	5%	4,462	-27	4,435	-1%

Quarterly data

Financial data for alternative key figures

SEK m, if not otherwise stated	2017				2016				2015
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
One-off items:									
Restructuring costs	-11	-7	0	-1	-	-	-	-	-7
Costs related to the bidding process	-22	-10	-12	-24	-3	-12	-	-	-
Others	0	0	0	0	-11	0	-	-	-
Product related warranty	0	-2	-35	-19	-59	-	-	-	-
Total one-off items	-33	-19	-47	-44	-73	-12	-	-	-7
Research and development costs excl. depreciations:	-47	-41	-45	-46	-37	-37	-42	-39	-41
Net of interest and financial items:									
Interest income	1	1	2	0	2	0	0	0	0
Interest expenses	-4	-2	-6	-5	-7	-4	-5	-5	-9
Total net of interest	-3	-1	-4	-5	-5	-4	-5	-5	-9
Other financial items	-4	-2	-13	12	-22	-8	8	0	2
Total financial items	-7	-3	-17	7	-27	-12	3	-5	-7
Net debt:									
Interest-bearing assets	194	255	261	279	297	272	256	277	304
Interest-bearing liabilities including derivate instruments	-335	-406	-313	-372	-365	-311	-317	-257	-271
Pension liabilities	-443	-421	-460	-448	-422	-468	-443	-397	-368
Total net debt	-584	-572	-512	-541	-490	-507	-504	-377	-335
Capital employed:									
Total assets	3,078	3,120	3,155	3,104	3,057	2,904	2,922	2,885	2,885
Non interest-bearing liabilities and provisions	-909	-913	-1,037	-893	-928	-783	-835	-824	-837
Total capital employed	2,169	2,207	2,118	2,211	2,129	2,121	2,087	2,061	2,048
Average capital employed:	2,193	2,157	2,133	2,122	2,089	2,069	2,054	2,067	2,047
Net income attr. to owners of parent company:									
Net income	14	26	10	29	-56	37	62	48	48
Net income attributable to non-controlling interests	2	1	1	1	0	1	1	0	0
Total net income attr. to owners of parent company	12	25	9	28	-56	36	61	48	48
Equity attr. to owners of parent company:									
Equity	1,395	1,361	1,339	1,386	1,374	1,374	1,340	1,389	1,407
Equity attributable to non-controlling interests	25	23	24	25	23	22	19	18	19
Total equity attr. to owners of parent company	1,370	1,338	1,315	1,361	1,351	1,352	1,321	1,371	1,388
Average equity attributable to owners of parent company:	1,347	1,343	1,340	1,351	1,357	1,347	1,346	1,361	1,338
Average No. of share:	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204