

Appendix

Financial data for alternative key figures



Net sales

SEK m	Reported net sales Oct-Dec 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2018	Change	Reported net sales Full year 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2018	Change
The Group	1,225	-64	1,161	-5%	5,119	-118	5,001	-2%
Total	1,225	-64	1,161	-5%	5,119	-118	5,001	-2%

Net sales per product line

SEK m	Reported net sales Oct-Dec 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2018	Change	Reported net sales Full year 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2018	Change
Foundation Brake	691	-31	660	-4%	3,008	-46	2,962	-2%
Air Controls	534	-33	501	-6%	2,111	-72	2,039	-3%
Total	1,225	-64	1,161	-5%	5,119	-118	5,001	-2%

Net sales per customer category

SEK m	Reported net sales Oct-Dec 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2018	Change	Reported net sales Full year 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2018	Change
Truck (including buses)	313	-15	298	-5%	1,295	-19	1,276	-1%
Trailer	350	-15	335	-4%	1,593	-41	1,552	-3%
Aftermarket	562	-34	528	-6%	2,231	-58	2,173	-3%
Total	1,225	-64	1,161	-5%	5,119	-118	5,001	-2%

Net sales per region

SEK m	Reported net sales Oct-Dec 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Oct-Dec 2018	Change	Reported net sales Full year 2018	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Full year 2018	Change
Europe	420	-14	406	-3%	1,811	-74	1,737	-4%
North America	615	-49	566	-8%	2,432	-43	2,389	-2%
Asia & Middle East	146	-5	141	-3%	708	-19	689	-3%
South America	44	4	48	9%	168	18	186	11%
Total	1,225	-64	1,161	-5%	5,119	-118	5,001	-2%

Quarterly data

Financial data for alternative key figures

SEK m, if not otherwise stated	2018				2017				2016
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4
One-off items:									
Restructuring costs	0	0	0	0	-11	-7	0	-1	-
Costs related to the bidding process	-1	0	5	0	-22	-10	-12	-24	-3
Others	0	0	0	0	0	0	0	0	-12
Product related warranty	-49	0	-5	0	0	-2	-35	-19	-59
Total one-off items	-50	0	0	0	-33	-19	-47	-44	-74
Research and development expenditure excl. depreciations:	-60	-51	-54	-47	-47	-41	-45	-46	-37
Net of interest and financial items:									
Interest income	5	0	1	1	1	1	2	0	2
Interest expenses	-7	-2	-8	-5	-4	-2	-6	-5	-7
Total net of interest	-2	-2	-7	-4	-3	-1	-4	-5	-5
Other financial items	-8	-9	-3	3	-4	-2	-13	12	-22
Total financial items	-10	-11	-11	-4	-7	-3	-17	7	-27
Net debt:									
Interest-bearing assets	305	214	216	195	194	255	261	279	297
Interest-bearing liabilities including derivate instruments	-582	-572	-554	-481	-335	-406	-313	-372	-365
Pension liabilities	-455	-458	-470	-460	-443	-421	-460	-448	-422
Total net debt	-732	-816	-808	-746	-584	-572	-512	-541	-490
Capital employed:									
Total assets	3,689	3,733	3,769	3,531	3,078	3,126	3,155	3,104	3,057
Non interest-bearing liabilities and provisions	-1,042	-1,124	-1,187	-1,081	-909	-913	-1,037	-893	-928
Total capital employed	2,647	2,609	2,582	2,450	2,169	2,213	2,118	2,211	2,129
Average capital employed¹:	2,571	2,449	2,336	2,239	2,193	2,158	2,133	2,122	2,089
Net income attr. to owners of parent company:									
Net income	-24	58	61	58	14	26	10	29	-56
Net income attributable to non-controlling interests	3	1	1	0	2	1	1	1	0
Total net income attr. to owners of parent company	-27	57	60	58	12	25	9	28	-56
Equity attr. to owners of parent company:									
Equity	1,611	1,617	1,581	1,502	1,395	1,361	1,339	1,386	1,374
Equity attributable to non-controlling interests	28	24	27	25	25	23	24	25	23
Total equity attr. to owners of parent company	1,583	1,593	1,554	1,477	1,370	1,338	1,315	1,361	1,351
Average equity attributable to owners of parent company:	1,515	1,466	1,419	1,370	1,347	1,342	1,340	1,351	1,357
Average No. of share:	44,216	44,216	44,216	44,216	44,216	44,216	44,216	44,216	44,216

¹ Rolling twelve months