Interim Report Q1 2016 27 April 2016

ASSA ABLOY

The global leader in door opening solutions

A good start to the year for ASSA ABLOY

First quarter

- Net sales amounted to SEK 15,891 M (15,252), an increase of 4%, of which 3% (5) was organic growth and 3% (3) was acquired growth.
- Strong growth in Americas and good growth in EMEA and Entrance Systems.
- Growth in Global Technologies and continued negative growth in Asia Pacific because of China.
- Contracts have been signed for the acquisition of three companies with combined expected annual sales of about SEK 750 M. A contract has also been signed for the divestment of the Group's Car Locks business, which has annual sales of about SEK 550 M.
- Operating income (EBIT) amounted to SEK 2,411 M (2,329). The operating margin was 15.2% (15.3).
- Net income amounted to SEK 1,638 M (1,616).
- Earnings per share increased by 1% and amounted to SEK 1.47 (1.45).
- Cash flow was normal for the season and amounted to SEK 498 M (520).

Organic growth



Operating income



Earnings per share



Sales and income

	F	ull year		Firs	st quarter	
	2014	2015	Δ	2015	2016	Δ
Sales, SEK M	56,843	68,099	20%	15,252	15,891	4%
of which,						
Organic growth	1,510	2,634	4%	680	448	3%
Acquisitions	4,714	2,078	3%	376	490	3%
Exchange-rate effects	2,138	6,544	13%	1,892	-299	-2%
Operating income (EBIT), SEK M	9,257	11,079	20%	2,329	2,411	4%
Operating margin (EBIT), %	16.3%	16.3%		15.3%	15.2%	
Income before tax, SEK M	8,698	10,382	19%	2,184	2,209	1%
Net income, SEK M	6,436	7,693	20%	1,616	1,638	1%
Operating cash flow, SEK M	8,238	9,952	21%	520	498	-4%
Earnings per share (EPS), SEK ¹⁾	5.79	6.93	20%	1.45	1.47	1%

1) Earnings per share has been recalculated for all historical periods as a result of the 3:1 stock split carried out in 2015.

Comments by the President and CEO

"The first quarter of the year showed stable demand for ASSA ABLOY, with increased sales of 4% during the quarter," says Johan Molin, President and CEO. "The operating income increased in line with sales and also improved by 4%.

"Organic growth was good, with a 3% increase for the quarter despite the negative effect of Easter falling in the first quarter this year. The strong sales trend on the US market continued, while Europe and Entrance Systems showed good growth. Sales by Global Technologies were weakly positive, but the downward trend in Asia Pacific continued because of the market situation in China. The emerging markets also remained weak, but with a few bright spots that included eastern Europe and Latin America.

"ASSA ABLOY has once again won recognition for its strength in innovation by winning no fewer than six first prizes for Best Product Innovations at one of the industry's most important exhibitions, ISC West in the USA. There is a clear market trend towards an ever more digitized world in which locks are to an increasing extent connected online. This change is occurring both on the commercial and residential markets. For ASSA ABLOY it is a very beneficial trend since we have consistently built up a technological leadership.

"During the quarter Lighthouse and ADAEZ were acquired. The acquisition of Lighthouse was especially exciting as a first step in the strategic development of direct sales and service of industrial doors in the American market. Lighthouse is the basis for a new business unit in Entrance Systems which is expected to grow significantly. During the quarter, ADAEZ was also acquired and will be an excellent complement for our range of energy-efficient products directed towards the rapidly rising demand for 'net zero buildings'.

Operating income for the quarter increased by 4%. The underlying marginal growth remained good as a result of organic growth of 3% together with lower raw-material costs, savings made and price compensation for exchange-rate effects. The operating margin remained at virtually the same level as in the first quarter of 2015 despite negative effects from both exchange-rate effects and dilution due to acquisitions.

"My judgment is that the global economic trend remains weak, with a positive trend in America but low growth in Europe. In addition many of the emerging markets are stagnating. However, our strategy of expanding on the emerging markets remains unchanged, since in the long term they are expected to achieve very good economic growth. We are also continuing our investments in new products, especially in the growth area of electromechanics."









First quarter

The Group's sales totaled SEK 15,891 M (15,252). Organic growth for comparable units was 3% (5). Acquired units contributed 3% (3). Exchange-rate effects had an impact of SEK -299 M (1,892) on sales, that is -2% (16). Operating income before depreciation and amortization, EBITDA, amounted to SEK 2,787 M (2,659). The corresponding EBITDA margin was 17.5% (17.4). The Group's operating income, EBIT, amounted to SEK 2,411 M (2,329). The operating margin was 15.2% (15.3).

Net financial items amounted to SEK -201 M (-145). The Group's income before tax was SEK 2,209 M (2,184), an improvement of 1% compared with last year. Exchange-rate effects had an impact of SEK -73 M (226) on income before tax. The profit margin was 13.9% (14.3). The estimated underlying effective tax rate on an annual basis was 26% (26). Earnings per share amounted to SEK 1.47 (1.45).

Restructuring measures

Payments related to all existing restructuring programs amounted to SEK 95 M in the quarter. The restructuring programs proceeded according to plan and led to a reduction in personnel of 457 people during the quarter and 11,207 people since the projects began.

At the end of the year, provisions of SEK 457 M remained in the balance sheet for carrying out the programs.

Comments by division

EMEA

Sales for the quarter in EMEA division totaled SEK 4,004 M (3,944), with organic growth of 3% (3). The markets in Scandinavia and eastern Europe showed strong growth. Finland, Benelux, France and Italy showed good growth. Germany and Israel showed growth while sales in Britain and Iberia were stable. Acquired growth amounted to 2% (2). Operating income totaled SEK 634 M (626) and the corresponding operating margin (EBIT) was 15.8% (15.9). Return on capital employed amounted to 18.6% (19.1). Operating cash flow before interest paid totaled SEK 188 M (217).

Americas

Sales for the quarter in Americas division totaled SEK 3,969 M (3,664), with organic growth of 6% (8). Growth was strong for traditional lock products, Electromechanical products, the residential market, Canada and Mexico. Security doors showed good development and High-security products showed growth. Acquired growth amounted to 3% (2). Operating income totaled SEK 824 M (772) and the operating margin (EBIT) was 20.8% (21.1). Return on capital employed amounted to 23.0% (22.1). Operating cash flow before interest paid totaled SEK 271 M (156).



Asia Pacific

Sales for the quarter in Asia Pacific division totaled SEK 1,758 M (1,847), with organic growth of -3% (-3). New Zealand and South-East Asia showed strong growth. Sales levels weakened in Australia and South Korea. China continued to show a negative sales trend due to low domestic demand. Acquired growth amounted to 2% (10). Operating income totaled SEK 174 M (189), and the corresponding operating margin (EBIT) was 9.9% (10.2). Return on capital employed amounted to 5.7% (7.1). Operating cash flow before interest paid totaled SEK -221 M (-212).

Global Technologies

Sales for the quarter in Global Technologies division totaled SEK 2,147 M (2,071), with organic growth of 1% (12). Quantum Secure, AdvanIDe and Identification Technology (IDT) showed strong growth within HID Global. Access Control (PACS) showed growth while Government ID recorded weakening sales. Hospitality showed growth and continued good earnings performance. Acquired growth amounted to 4% (2). The division's operating income amounted to SEK 363 M (360), with an operating margin (EBIT) of 16.9% (17.4). Return on capital employed amounted to 14.7% (16.3). Operating cash flow before interest paid totaled SEK 110 M (130).

Entrance Systems

Sales for the quarter in Entrance Systems division totaled SEK 4,291 M (4,041), with organic growth of 3% (5). Sales for 4Front and Amarr increased strongly while growth for Door automation and High-speed doors was good. European industrial doors showed a stable sales level. Sales weakened for Ditec and for the residential market in Europe. Acquired growth amounted to 5% (0). Operating income totaled SEK 529 M (486), with an operating margin (EBIT) was 12.3% (12.0). Return on capital employed amounted to 12.3% (11.6). Operating cash flow before interest paid totaled SEK 403 M (462).

Acquisitions and disposals

A total of three acquisitions were consolidated during the quarter. The combined acquisition price for the companies acquired this year amounted to SEK 1,094 M, and preliminary acquisition analyses indicate that goodwill and other intangible assets with indefinite useful life amount to SEK 785 M. The acquisition price is adjusted for acquired net debt and estimated deferred considerations. Estimated deferred considerations amount to SEK 123 M.

A decision has been taken to initiate the selling of the Group's Car Locks business. A contract for the sale was signed with the Japanese company Alpha Corporation in March. The transaction is expected to be completed in the second quarter of 2016 and is dependent on approval by the appropriate authorities. From 1 January the business has been reclassified under 'Assets held for sale' in accordance with IFRS 5. As a result of the reclassification, the quarter's sales fell by SEK 144 M compared with the corresponding quarter last year.

Sustainable development

ASSA ABLOY's Sustainability Report for 2015 was published on 23 March 2016. The majority of the key indicators are continuing to move in a positive direction. During the year, the number of certified Environmental Product Declarations increased to 250. In relation to the size of the entire business, the energy and water consumption showed significant improvements compared with last year. The Group's total emissions of greenhouse gases fell by 13%, mostly related to the introduction of new production technology in China.

The number of units certified in accordance with ISO 14001 and equivalent environmental certification systems increased during the year to 119 (111). 890 sustainability reviews were carried out in low-cost countries during 2015. By the end of the year, 1,362 active suppliers had achieved minimum requirements in the areas of sustainability and quality and were classed as Approved.

Parent company

Other operating income for the Parent company ASSA ABLOY AB totaled SEK 401 M (244) for the first quarter. Operating income amounted to SEK -116 M (-232). Investments in tangible and intangible assets totaled SEK 2 M (2). Liquidity is good and the equity ratio was 45.4% (45.2).

Accounting principles

ASSA ABLOY applies International Financial Reporting Standards (IFRS) as endorsed by the European Union. Significant accounting and valuation principles are detailed on pages 92-97 of the 2015 Annual Report.

This Interim Report was prepared in accordance with IAS 34 'Interim Financial Reporting' and the Annual Accounts Act. The Interim Report for the Parent company was prepared in accordance with the Annual Accounts Act and RFR 2 'Reporting by a Legal Entity'.

The total amount in tables and statements might not always summarize as there are rounding differences. The aim is to have each line item corresponding to the source and it might therefore be rounding differences in the total.

Transactions with related parties

No transactions that significantly affected the company's position and income have taken place between ASSA ABLOY and related parties.

Risks and uncertainty factors

As an international group with a wide geographic spread, ASSA ABLOY is exposed to a number of business, financial and tax-related risks. The business risks can be divided into strategic, operational and legal risks. The financial risks are related to such factors as exchange rates, interest rates, liquidity, the giving of credit, raw materials and financial instruments. Risk management in ASSA ABLOY aims to identify, control and reduce risks. This work begins with an assessment of the probability of risks occurring and their potential effect on the Group. For a more detailed description of particular risks and risk management, see the 2015 Annual Report.

Review

The Company's Auditors have not carried out any review of this Report for the first quarter of 2016.

Stockholm, 27 April 2016

Johan Molin President and CEO



Financial information

The Interim Report for the second quarter will be published on 19 July 2016.

The Interim Report for the third quarter will be published on 21 October 2016.

A capital markets day will be held on 16 November 2016 in Stockholm, Sweden.

Further information can be obtained from:

Johan Molin, President and CEO, Tel: +46 8 506 485 42

Carolina Dybeck Happe, Chief Financial Officer, Tel: +46 8 506 485 72

ASSA ABLOY is holding an **analysts' meeting at 10.00 today** at Operaterrassen in Stockholm, Sweden.

The analysts' meeting can also be followed on the Internet at www.assaabloy.com. It is possible to submit questions by telephone on: +46 8 5055 6476, +44 203 364 5371 or +1 877 679 2993.

ASSA ABLOY discloses the information provided herein pursuant to the Securities Markets Act and/or the Swedish Financial Instruments Trading Act. The information was submitted for publication at 08.00 CET on 27 April.

 ASSA ABLOY AB (publ)
 Tel +46 (0)8 506 485 00

 Box 703 40
 Fax +46 (0)8 506 485 85

 107 23 Stockholm
 www.assaabloy.com

 Visiting address
 Klarabergsviadukten 90, Stockholm, Sweden

No. 6/2016

Financial information – Group

CONSOLIDATED INCOME STATEMENT	Year	Q1	
SEK M	2015	2015	2016
Sales	68,099	15,252	15,891
Cost of goods sold	-41,704	-9,283	-9,596
Gross income	26,395	5,969	6,295
Selling, administrative and R&D costs	-15,449	-3,664	-3,917
Share of earnings in associates	134	23	33
Operating income	11,079	2,329	2,411
Financial items	-697	-145	-201
Income before tax	10,382	2,184	2,209
Tax on income	-2,689	-568	-574
Net income of disposal group classified as held for sale	-	-	3
Net income for the period	7,693	1,616	1,638
Net income attributable to:	7 (00		4 (0 0
Parent company's shareholders	7,693	1,616	1,638
Non-controlling interest	0	0	0
Earnings per share ¹⁾			
before dilution, SEK	6.93	1.45	1.47
after dilution, SEK	6.93	1.45	1.47
STATEMENT OF COMPREHENSIVE INCOME	Year	Q1	
SEK M	2015	2015	2016
Net income	7,693	1,616	1,638
Other comprehensive income: I tems that will not be reclassified to profit or loss			
Actuarial gain/loss on post-employment benefit obligations, net after tax	117	-111	-149
Total	117	-111	-149
Items that may be reclassified subsequently to profit or loss			
Share of other comprehensive income of associates	-28	8	33
Net investment and cashflow hedges	96	15	5
Exchange rate differences	75	1,965	-507
Total	143	1,988	-469
Total comprehensive income for the period	7,953	3,493	1,020
Total comprehensive income attributable to:			
Total comprehensive income attributable to: Parent company's shareholders	7,953	3,493	1,020

¹⁾ Earnings per share has been restated for all historical periods reflecting the stock split (3:1) in 2015.

Financial information – Group

CONSOLIDATED BALANCE SHEET	31 Dec	31	/lar
SEK M	2015	2015	2016
ASSETS			
Non-current assets			
Intangible assets	51,863	51,317	52,054
Property, plant and equipment	7,562	8,100	7,657
Investments in associates	1,910	1,890	1,970
Other financial assets	77	75	80
Deferred tax assets	1,434	1,634	1,535
Total non-current assets	62,847	63,015	63,297
Current assets			
Inventories	8,348	8,775	8,731
Trade receivables	11,775	11,399	11,725
Other current receivables and investments	2,707	3,154	3,253
Cash and cash equivalents	501	515	578
Asset of disposal group classified as held for sale	-	-	218
Total current assets	23,330	23,844	24,504
TOTAL ASSETS	86,177	86,859	87,801
EQUITY AND LIABILITIES			
Equity			
Parent company's shareholders	41,575	39,513	42,551
Non-controlling interest	4	2	4
Total equity	41,579	39,515	42,554
Non-current liabilities			
Long-term loans	15,568	16,497	15,668
Deferred tax liabilities	2,031	1,578	2,036
Other non-current liabilities and provisions	6,567	8,775	6,001
Total non-current liabilities	24,166	26,849	23,705
Current liabilities			
Short-term loans	4,574	5,752	6,760
Trade payables	6,553	5,517	5,828
Other current liabilities and provisions	9,305	9,225	8,847
Liabilities of disposal group classified as held for sale	-	-	107
Total current liabilities	20,432	20,494	21,542
TOTAL EQUITY AND LIABILITIES	86,177	86,859	87,801

CHANGES IN CONSOLIDATED EQUITY	Equity att	ributable to:	
	Parent	Non-	
	company's	controlling	Total
SEK M	shareholders	interest	equity
Opening balance 1 January 2015	36,096	2	36,098
Net income	1,616	0	1,616
Other comprehensive income	1,877	0	1,877
Total comprehensive income	3,493	0	3,493
Stock purchase plans	-76	_	-76
Total transactions with parent company's shareholders	-76	0	-76
Closing balance 31 March 2015	39,513	2	39,515

Opening balance 1 January 2016	41,575	4	41,579
Net income	1,638	0	1,638
Other comprehensive income	-618	0	-618
Total comprehensive income	1,020	0	1,020
Stock purchase plans	-44	-	-44
Total transactions with parent company's shareholders	-44	-	-44
Closing balance 31 March 2016	42,551	4	42,554

Financial information – Group

CONSOLIDATED CASH FLOW STATEMENT	Year	Q	1
SEK M	2015	2015	2016
OPERATING ACTIVITIES			
Operating income	11,079	2,329	2,411
Depreciation and amortization	1,433	331	376
Restructuring payments	-375	-90	-95
Other non-cash items	-269	-2	-17
Cash flow before interest and tax	11,869	2,567	2,674
Interest paid and received	-548	-71	-94
Tax paid on income	-2,247	-711	-1,298
Cash flow before changes in working capital	9,073	1,785	1,282
Changes in working capital	-502	-1,722	-1,836
Cash flow from operating activities	8,572	63	-554
INVESTING ACTIVITIES			
Net investments in intangible assets and property, plant and equipment	-1,241	-344	-342
Investments in subsidiaries	-3,171	-978	-977
Investments in associates	-1	-	-1
Other investments and disposals	0	-	-
Cash flow from investing activities	-4,412	-1,322	-1,320
FINANCING ACTIVITIES			
Dividends	-2,407	-	-
Acquisition of non-controlling interest	-990	-	-
Net cash effect of changes in borrowings	-938	1,071	1,958
Cash flow from financing activities	-4,335	1,071	1,958
CASH FLOW	-175	-188	85
CASH AND CASH EQUIVALENTS			
Cash and cash equivalents at beginning of period	667	667	501
Cash flow	-175	-188	85
Effect of exchange rate differences	9	36	-8
Cash and cash equivalents in disposal group held for sale	-	-	0
Cash and cash equivalents at end of period	501	515	578

KEY RATIOS	Year	0	21
	2015	2015	2016
Return on capital employed, %	17.8	14.9	14.5
Return on shareholders' equity, %	19.8	17.1	15.6
Equity ratio, %	48.2	45.5	48.5
Interest coverage ratio, times	16.7	15.7	13.5
Total number of shares at the end of period, thousands	1,112,576	1,112,576	1,112,576
Number of shares outstanding at the end of period, thousands	1,110,776	1,110,776	1,110,776
Weighted average number of outstanding shares, thousands	1,110,776	1,110,776	1,110,776
Weighted average number of outstanding shares after dilution, thousands	1,110,776	1,110,776	1,110,776
Average number of employees	45,994	45,199	46,796

Financial information – Parent company

INCOME STATEMENT	Year	0	1
SEK M	2015	2015	2016
Operating income	1,351	-232	-116
Income before appropriations and tax	2,193	-300	-70
Net income	2,725	-291	-35

Non-current assets Current assets Total assets Equity Provisions	31 Dec	31 Mar		
SEK M	2015	2015	2016	
Non-current assets	35,138	35,596	35,789	
Current assets	9,410	8,008	9,288	
Total assets	44,548	43,604	45,077	
Equity	20,553	19,691	20,474	
Provisions	-	0	-	
Non-current liabilities	8,153	8,318	8,266	
Current liabilities	15,842	15,594	16,337	
Total equity and liabilities	44,548	43,604	45,077	

Quarterly information – Group

alses 15.22 17.02 17.45 16.301 60.09 44 30 00 44 00 00 44 00 00 44 00 00 44 00 00 44 00 00 44 00 00 44 00 <t< th=""><th>THE GROUP IN SUMMARY SEK M</th><th>Q1 2015</th><th>Q2 2015</th><th>Q3 2015</th><th>Q4 2015</th><th>Year 2015</th><th>Q1 2016</th><th>Last 12 month</th></t<>	THE GROUP IN SUMMARY SEK M	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Year 2015	Q1 2016	Last 12 month
Spin granth 50% 4.4% 3.8% 5.8% 6.2% 7.8% 7.8% 6.2% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7% 7.8% 7.7%	Sales							68,73
inces margin 39.7% 38.7%	Organic growth							
perates may any lineame before days. A summary lineame before days. A	Bross income	5,969	6,623	6,758	7,046	26,395	6,295	26,72
pertating margin (ERIIDA) 11.4% 18.2% 19.1% 18.4% 18.4% 17.5% 18.4% 18.5% 17.5% 18.4% 18.5% 17.5% 18.4% 15.5% 16.5% 16.5% 16								38.9%
-321 -321 -324 -340 -360 -368 1.029 2.320 1.11								12,64
peratory magnetizes 2,239 2,742 2,970 3,038 1,079 2,411 1,11,6 1,05 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>								
iperating (kit) 15.3% 17.0% 16.4% 1.6.3% 17.0% 1.6.4% 1.6.3% 17.0% 1.6.3% 1.6.3% 1.7.0% 1.6.3% 1.6.3% 1.7.0% 1.6.3% 1.6.3% 1.7.0% 1.6.3% 1.6.3% 1.7.2% 1.6.3% 1.6.3% 1.7.2% 1.6.3% 1.6.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7.2% 1.7.3% 1.7								
eit handbilling 1-45 1-19 1-74 1-72 1.72 0.72 2.209 10.04 role mode before SL(BT) 14.35 14.394 16.094 15.82 13.994 15.73 role mode before SL(BT) 14.35 14.494 16.094 15.925 13.994 15.73 role mode before SL(BT) 1.416 1.888 2.069 2.120 7.693 1.638 role mode stribulation 1.616 1.988 2.069 2.120 7.692 1.631 role commode stribulation 0								
neome before tax (EBT) 2,164 2,551 2,776 2,876 10,382 2,209 10,42 ax on meam -568 -603 -727 -73 2,669 377 2,669 377 2,669 377 2,669 378 773 2,669 378 773 2,669 378 773 2,669 2,120 7,693 1,638 7,673 1,638 7,77 3,660 1,637 7,693 1,638 7,77 1,638 7,71 -7,693 1,638 7,71 -7,693 1,638 7,71 -7,693 1,638 7,71 -7,693 1,638 7,71 -7,693 1,638 7,71 -7,693 1,631 7,71 -7,693 1,631 7,71 -7,693 1,631 7,71 -7,693 1,631 7,71 -7,693 1,631 7,71 -7,693 1,631 7,71 -7,643 1,72 -7,74 2,81 1,71 -7,74 -7,643 1,73 7,74 1,71 -7,24 2,81 1,813								
raft margin (EBT) 14.3% 14.9% 16.0% 15.2% 18.9% 15.7% 15.2% 18.9% 15.7% 15.2% 18.9% 15.7% 15.2% 18.9% 7.77 et income of the period 16.66 1.988 2.062 2.120 7.693 1.638 7.77 income for the period 16.66 1.988 2.009 2.120 7.693 1.638 7.77 concording starbalders 1.616 1.888 2.009 2.120 7.693 0 1.638 7.77 concording starbalders 1.616 1.888 2.009 2.121 7.693 2.01 2.011 1.101 period starbalders 1.61 1.888 2.012 2.012 7.031 2.011 1.101 period starbalders 1.61 1.888 2.012 2.013 0.01 2.011 1.111 period starbalders 2.121 2.014 3.014 1.01 1.02 2.016 1.011 1.02 1.01 1.02 1.01 1.02 1.01 1.02 1.01 1.02 1.01 1.01 1.0								
arg on mome sea								
et Income of disposal group classified as held for sale -								
Lei Income for the period 1.616 1.888 2.069 2.120 7.693 1.638 7.71 tel Income attributable to: arent companys abraholdsers 1.616 1.888 2.069 2.120 7.693 1.635 7.71 or controlling interest 0				-	-	_,		_/= .
arent company's shareholders 1,616 1.888 2.069 2,120 7,693 1,638 7,71 one-controlling interest 0 <t< td=""><td>let income for the period</td><td>1,616</td><td>1,888</td><td>2,069</td><td>2,120</td><td>7,693</td><td></td><td>7,71</td></t<>	let income for the period	1,616	1,888	2,069	2,120	7,693		7,71
arent company's shareholders 1.616 1.888 2.069 2.120 7.693 1.638 7.71 an-controlling interest 2015 2016 7.71 7.71 7.84 327 1.31 1.342 1.32 2.32 2.22 2.30 2.32 2.22 2.30 2.32 2.22 2.30 2.22 2.30 2.22 2.30 2.22 2.30 2.22 2.30 2.22 <td>let income attributable to:</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	let income attributable to:							
on-controlling interest 0 0 0 0 0 0 PPERATING CASH FLOW 2015 2015 2015 2015 2016 116 126 2016 2017 221 2016 126 2015 2017 2017 221 2016 126 2017 2215 2015 2015 2015 2015 2015 2016 2015 2015 2016 2017 2216 2015 2017 2017 2016 2015 2015 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017	arent company's shareholders	1,616	1,888	2,069	2,120	7,693	1,638	7,71
EK M 2015 2016 2015 2015 2015 2015 2016 70011 eperating income (EIT) 3.23 3.74 3.60 3.88 1.433 3.74 3.60 3.88 1.433 3.74 3.60 3.88 1.433 3.74 1.24 3.32 1.24 3.32 1.24 1.25 1.25 1.15 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.016 4.625 9.922 4.93 4.94 4.94 4.94 4.94 4.94 4.94 </td <td></td> <td></td> <td></td> <td></td> <td>0</td> <td></td> <td></td> <td></td>					0			
EK M 2015 2016 2015 2015 2015 2015 2016 70011 eperating income (EBT) 3.23 3.44 3.24 2.77 3.03 11.079 2.11 11.14 exaptical expanding 3.31 3.44 -3.27 -3.44 -3.27 -3.44 -3.24 -1.24 hange in working capital -1.722 -2.56 -118 -5.02 -118 -5.02 -118 -5.02 -118 -5.02 -117 -2.00 -2.21 -2.20 -121 -2.20 -121 -2.20 -11 -2.21 -2.20 -11 -2.21 -2.20 -2.21 -2.200 -11 -2.21 -2.200 -11 -2.21 -2.200 -9.72 -1.81 -0.02 -2.23 -2.016 -0.21 -0.23 Col 4 -0.72 Col 4 -2.72 2.260 -0.11 -2.260 -9.72 -1.91 -2.21 -2.260 -0.22 -0.23 Col 4 -2.47 1.33 -3.14 -3.22 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
perating income (EBIT) 2,329 2,742 2,700 3.038 11.079 2,411 11.11 percelation and martization 331 3374 360 366 1.433 376 1.41 et capital capenditure -334 -327 -344 -327 -1.241 -342 -1.24 -1.24 -342 -1.24 -344 -227 -1.241 -344 -55 interest paid and received -711 -200 -84 -195 -548 -64 -55 on-cash lems -2 -24 28 -221 -206 426 9952 498 -973 perating Cash flow 0.24 0.78 1.01 1.02 0.45 0.51 2015 2015 2015 2015 2015 2015 2015 2015 2015 2016 4.625 -9.952 -4.98 estructuring payments -0.04 8.0 4.161 1.345 -5.5 4.64 2.277 -1.22 4.07 -1.25 -1.50 2.164 4.625 -9.952 -4.98 estructuring payments -0.06 8.0 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
imprediation and imoritation imprediation imprediatio								month
ei capital expenditure -344 -327 -1.241 -342 -1.27 hange in working capital -7.72 -262 -115 1.836 -610 non-cash items -2 7.4 28 -221 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -2.21 -2.26 -0.95 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.015 2.016 2.427 -2.460 -4.425 -9.952 -4.498 -4.44 -2.44 -1.22 -4.44 -4.44 -2.44 -1.42 -4.47 -1.22 -2.460 -2.47 -1.52 -1.01 2.24 -2.46 -2.46 -2.46 -2.47 -1.52 -1.01 -2.460 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
hange in working capital -1,722 -526 -15 1,861 -502 11,836 -64 m-cash items -2 -74 28 -221 -299 17 -22 perating Cash flow 520 1.991 2,816 4625 9,852 0,952 0,95 0,23 0,35 perating Cash flow/Income before tax 0.24 0.791 2,816 4,625 9,552 0,15 20,16 20,16 20,16 20,16 20,16 20,15 20,16 20,16 20,17 21,12,12,99 22,46 1,10 1,34 24,94 24,94 24,94 24,94	•							
nter-set paid and received -71 -200 -84 -195 -548 904 -57. opcrafting Cash flow 520 1.971 2.281 -221 -220 -174 28 perating Cash flow 520 1.971 2.016 4.625 9.952 498 9.95 HANGE IN NET DEBT 01 02 03 04 Year 01 et debt at beginning of period 2.2,327 25.184 26.577 25.131 22.327 22.409 estructuring payments 90 60 80 1.452 .952 .448 equidations and disposals 718 1.331 6.88 959 .4.161 1.345 et debt at estimations and obsposals 717 1.31 21.7 72.64 .2.69								
on-cash flow -2 -7.4 28 -221 -209 -17 -28 perating Cash flow/income before tax 0.24 0.78 1.01 1.62 0.96 0.23 0.3 HANCE IN NET DEBT Q1 Q2 C3 Q4 Year Q11 22,37 22,15 2015 2015 2015 2016 2016 2015 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 <t< td=""><td>· · · ·</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	· · · ·							
perating Cash flow 520 1.991 2.816 4.625 9.552 4.98 9.93 9.03 Perating Cash flow/Income before tax 0.24 0.78 1.01 1.62 0.96 0.33 0.4 PANGE IN NET DEBT C01 202 203 204 Vear 0.11 2015 2016 2015 2016 2015 2016								
Instruction period 0.24 0.78 1.01 1.62 0.96 0.23 0.5 HANGE IN NET DEBT 01 02 03 04 Year 01 EK M 2015 2015 2015 2015 2015 2015 2017 2016 EK M 2015 2017 1.52 2017 2.249 2.249 2.249 1.53 688 599 4.161 1.345 1.54 1.55 6.55 2.017 2.017 2.017 2.017 2.017 2.017 2.017 2.017 2.016 2.017 2.018 2.016 2.017 2.018 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 2.016 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
HANGE IN NET DEBT O1 O2 O3 O4 Year O1 EK M 2015 2015 2015 2015 2015 2015 2016 2016 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2016 2017 2017 2016 2017 2017 2018 2017 2017 2018 2017 2017 2018 2017 <td< td=""><td></td><td></td><td></td><td></td><td></td><td>•</td><td></td><td></td></td<>						•		
EK.M 2015 2015 2015 2015 2015 2015 2015 2015 2016 berating cash flow -520 -1991 -2,816 -4,625 -9,952 -498 beratucturing parments -90 60 80 145 375 95 ax paid 711 371 217 948 2,247 1,298 coustions and disposals 978 1,536 688 959 4,161 1,345 vachang cract differences and other - - - - 0 vachang cract differences and other 1,345 445.79 25,131 22,269 24,661 let debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.58 let debt/Equity ratio 0.64 25,184 26,579 25,131 22,269 24,661 discret/equity ratio 0.64 0.70 0.63 0.54 0.54 et debt/Equity ratio 0.64 2015 2015 2015 2	perating dash new meone before tax	0.24	0.70	1.01	1.02	0.70	0.23	0.7
EK 2015 2015 2015 2015 2015 2015 2015 2015 2016 et dob at beginning of period 22,327 25,184 26,579 25,131 22,229 parating cash flow -520 -1991 -2,816 -4,625 -9,952 -498 ax paid 711 371 217 948 2,247 1,298 coulding agenetis 978 1,536 688 999 4,161 1,345 vidend - 2,407 - - - 0 chanage rate differances and other 1,342 -713 313 -136 855 -49 et debt/Equity ratio 0.64 0.64 0.63 0.54 0.54 0.58 et debt/Equity ratio 0.64 2015 2015 2015 2016 0.016 0.54 0.58 et debt/Equity ratio 0.1 0.22 0.3 0.44 0.1 0.51 2.66 1.82 2.70 2.70 2.70 </td <td>HANGE IN NET DEBT</td> <td>01</td> <td>02</td> <td>03</td> <td>04</td> <td>Year</td> <td>01</td> <td></td>	HANGE IN NET DEBT	01	02	03	04	Year	01	
ef debt at beginning of period 22.327 25.142 26.579 25.131 22.227 22.269 parating cash how .520 -1.991 .2816 .46.25 .9552 .211 .232269 .24.607 . .2407 . .2155 .211 .22.697 .24.601 .952 .952 .131 .22.269 .24.601 .954 .952 .131 .22.269 .24.601 .954 .954 .955 .495 .495 .461 .954 .951 .22.269 .24.601 .954 .954 .216 .952 .952 .952 .131 .22.269 .24.601 .954 .956 .955 .496 .956 .957								
parating cash flow -520 -1,991 -2,816 -4,625 -9,952 -4,498 ax paid 711 371 217 948 2,247 1,296 ax paid 711 371 217 948 2,247 1,296 cusitions and disposals 978 1,536 668 959 4,161 1,345 vidend - 2,407 - - 2,407 - - 2,407 et debt of disposal group classified as held for sale - - 2,407 - 1.32 -136 885 -40 et debt of disposal group classified as held for sale - - - 1.33 - - 2,407 - - 2,407 et debt of disposal group classified as held for sale - - - 1.31 -206 -215 216 0.54 0.58 et debt of dights and or period 25,184 26,579 25,131 22,2269 22,401 0.58 et debt debt dend tend of period - - - 1 - - - - <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>								
estructuring payments 90 60 80 145 375 95 ax paid 711 371 371 277 948 2,247 1,296 cquistions and disposals 978 1,536 688 959 4,161 1,345 cquistions and disposal group classified as held for sale - - - 0 et debt of disposal group classified as held for sale - - - 0 et debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.54 et debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.55 et debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.54 et debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.55 et debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.54 et debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.54 et debt/Equity ratio 0.64 0.70 0.2 0.3 0.4								
cquistions and disposals 978 1,536 688 959 4,161 1,345 ctuarial gain/loss on post-employment benefit obligations 206 -274 70 -152 -150 221 et deb of disposal group classified as held for sale - - - - - 0 et deb of disposal group classified as held for sale - - - - - 0 et deb of disposal group classified as held for sale - - - - 0 0.54 0.54 0.54 et debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.58 ET DEBT Q1 Q2 Q3 Q4 Q1 0 0.54 0.51 2015 2015 2016 0.58 - 0.58 - 0.58 - 3.34 0.58 - 0.58 - 0.58 - 0.51 515 646 .648 .501 .578 3.002 - 3.002 2.944 2.954 2.761 3.002 0.94 0.953 0.61 0.658 0.693 0.6		90	60	80	145	375	95	
Invidend - 2.407 - - 2.407 - - 2.407 ctuariat gain/loss on post-employment benefit obligations 206 -274 70 -152 -150 221 et debt of fisposal group classified as held for sale 1.392 -713 313 -136 855 -49 et debt at differences and other 1.392 -713 313 -2269 22.69 24.681 et debt at differences and other 0.64 0.70 0.63 0.54 0.54 0.58 ET DEBT 01 02 03 04 01 01 02 03 04 01 EK M 2015 2015 2015 2016 -32 -30 -34 urrent interest-bearing investments including derivatives -263 -217 -266 -279 -588 15.668 15.668 15.668 ension provisions 3.200 2.984 2.954 2.954 2.461 -300 oract rent interest-bearing liabilities including derivatives 6.437 16.495 17.453 15.568 15.668	ax paid	711	371	217	948	2,247	1,298	
ctuarial gain/loss on post-employment benefit obligations 206 -274 70 -152 -150 221 let debt of disposal group classified as held for sale - - - - 0 vachange rate differences and other 1,392 -713 313 -136 855 -49 let debt at end of period 25,184 26,579 25,131 22,269 22,669 24,681 let debt/Equity ratio 0.64 0.70 0.63 0.54 0.58 0.58 IET DEBT 01 022 03 04 01 00 -34 onc-current interest-bearing receivables -31 -27 -32 -30 -34 ourrent interest-bearing linebuilties -646 -648 -501 -578 ash and cash equivalents -1649 1/495 1/435 15.668 urrent interest-bearing liabilities 16.497 1/451 15.668 15.668 urrent interest-bearing liabilities 25/184 26/579 25/131 22.269 24,681 APITAL EMPLOYED AND FINANCING 01 02 03 04 </td <td>cquistions and disposals</td> <td>978</td> <td>1,536</td> <td>688</td> <td>959</td> <td>4,161</td> <td>1,345</td> <td></td>	cquistions and disposals	978	1,536	688	959	4,161	1,345	
Let deb of disposal group classified as held for sale - - - - - - 0 xchange rate differences and other 1,392 -713 313 -136 855 -49 let deb t are not of period 25,184 26,579 25,131 22,269 22,265 24,681 let deb t are not of period 0.64 0.70 0.63 0.54 0.54 0.58 let deb t are not of period 0.64 0.70 0.63 0.54 0.54 0.54 let deb t are not of period 0.64 0.70 0.63 0.54 0.54 0.55 let deb t are not of period 0.64 0.70 0.63 0.54 0.54 0.55 variant interest-bearing investments including derivatives -31 -29 -32 -30 -34 urrent interest-bearing liabilities 16,497 16,495 17,453 15,568 15,668 urrent interest-bearing liabilities including derivatives 6,235 7,92 5,669 4,653 6,893 lotal 2015 2015 2015 2016 2016 2016	Dividend	-	2,407	-	-	2,407	-	
Achange rate differences and other 1.392 -713 313 -136 855 -49 Let debt at end of period 25,184 26,579 25,131 22,269 22,269 24,681 Let debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.54 Let debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.54 Let debt/Equity ratio 0.64 0.70 0.63 0.44 01 02 03 04 01 Let debt/Equity ratio 2015 2015 2015 2015 2015 2016 let debt/Equity ratio -31 -29 -32 -30 -34 urrent interest-bearing invostments including derivatives -263 -217 -266 -182 -270 ash and cash equivalents -16,495 16,613 16,648 61,7124	ctuarial gain/loss on post-employment benefit obligations	206	-274	70	-152	-150		
Let debt at end of period 25,184 26,579 25,131 22,269 22,691 24,681 Let debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.58 HET DEBT 01 02 03 04 01 LEK M 2015 2015 2015 2015 2015 2016 Lorn-current interest-bearing investments including derivatives -263 -217 -265 -182 -270 ash and cash equivalents -2515 -646 -648 -501 -578 ension provisions 3,260 2,984 2,761 3,002 04 01 API TAL EMPLOYED AND FI NANCING 01 02 03 04 01 02 API TAL EMPLOYED AND FI NANCING 01 02 03 04 01 02 03 04 01 Vield of which goodwill 43,092 41,818 42,404 42,777 43,098 04 01 0,970 1,970 1,970 1,970 1,970 1,970 1,970 1,970 1,970 1,970 1,970 1,970<	let debt of disposal group classified as held for sale	-	-	-		-		
let debt/Equity ratio 0.64 0.70 0.63 0.54 0.54 0.58 IET DEBT 2015 2015 2015 2015 2015 2016 Ion-current interest-bearing receivables -31 -29 -32 -30 -34 urrent interest-bearing investments including derivatives -261 -270 -265 -182 -270 ash and cash equivalents -515 -646 -648 -501 -578 ension provisions 3,260 2,984 2,954 2,761 3,002 there non-current interest-bearing liabilities 16,497 16,495 1,7453 15,568 15,668 urrent interest-bearing liabilities 0,218 26,797 25,131 22,269 24,681 viter on-current 2015 2015 2015 2015 2016 2016 otal 22 03 04 2017 24,681 26,79 25,131 22,269 24,681 otal 022 03 04 2016 2016 2016 2016 2016 2016 2016 2016	xchange rate differences and other							
IET DEBT O1 O2 O3 O4 O1 IEE M 2015 2015 2015 2015 2015 2015 2015 2016 IDE M 2015 2015 2015 2015 2015 2015 2015 2015 2016 IDE Concurrent Interest-bearing investments including derivatives -263 -217 -265 -182 -270 ash and cash equivalents -515 -646 -648 -501 -578 ension provisions 3.260 2.984 2.954 2.761 3.002 ther non-current interest-bearing liabilities 16,497 16,495 17,453 15,568 115,668 urrent interest-bearing liabilities 16,497 16,495 17,453 15,568 16,668 otal 25,184 26,579 25,131 22,269 24,681 24,681 API TAL EMPLOYED AND FINANCING 01 02 03 04 01 12 diptial employed 64,699 64,699 65,070 63,848 67,124 67,124 of which obre intangible assets and <	-							
KEK M 2015 2015 2015 2015 2015 2015 2015 2015 2016 Ion-current interest-bearing investments including derivatives -31 -29 -32 -30 -34 ash and cash equivalents -515 -646 -648 -501 -578 ension provisions 3,260 2,984 2,954 2,761 3,002 ther non-current interest-bearing liabilities 16,477 16,465 17,435 15,568 15,668 turrent interest-bearing liabilities 16,477 16,465 17,472 2,569 2,663 6,893 otal 25,184 26,579 25,131 22,269 24,681 AptTAL EMPLOYED AND FINANCING 01 Q2 Q3 Q4 Q1 aptial employed 64,699 64,699 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 1,900 1,934 1,910 1,970 <t< td=""><td>let debt/Equity ratio</td><td>0.64</td><td>0.70</td><td>0.63</td><td>0.54</td><td>0.54</td><td>0.58</td><td></td></t<>	let debt/Equity ratio	0.64	0.70	0.63	0.54	0.54	0.58	
KEK M 2015 2015 2015 2015 2015 2015 2015 2015 2016 Ion-current interest-bearing investments including derivatives -31 -29 -32 -30 -34 ash and cash equivalents -515 -646 -648 -501 -578 ension provisions 3,260 2,984 2,954 2,761 3,002 ther non-current interest-bearing liabilities 16,477 16,465 17,435 15,568 15,668 turrent interest-bearing liabilities 16,477 16,465 17,472 2,569 2,663 6,893 otal 25,184 26,579 25,131 22,269 24,681 AptTAL EMPLOYED AND FINANCING 01 Q2 Q3 Q4 Q1 aptial employed 64,699 64,699 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 1,900 1,934 1,910 1,970 <t< td=""><td></td><td>01</td><td>02</td><td>03</td><td>04</td><td></td><td>01</td><td></td></t<>		01	02	03	04		01	
urrent interest-bearing investments including derivatives -263 -217 -265 -182 -270 ash and cash equivalents -515 -646 -648 -501 -578 ension provisions 3,260 2,984 2,984 2,761 3,002 ther non-current interest-bearing liabilities 16,497 17,453 15,568 15,668 urrent interest-bearing liabilities including derivatives 6,235 7,992 5,669 4,653 6,893 otal 25,184 26,579 25,131 22,269 24,681 APITAL EMPLOYED AND FINANCING ctf 2015 2015 2015 2015 2015 2016 apital employed 64,699 64,699 64,689 65,070 63,848 67,124 of which diver intangible assets and 16,324 16,512 16,693 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 sets and liabilities of disposal group classified 2,184 26,579 25,131 22,269 24,681 of which investme								
ash and cash equivalents -515 -646 -648 -501 -578 ension provisions 3,260 2,984 2,954 2,761 3,002 ther non-current interest-bearing liabilities 16,495 16,495 15,568 15,568 urrent interest-bearing liabilities 6,235 7,992 5,669 4,653 6,893 otal 25,184 26,579 25,131 22,269 24,681 APITAL EMPLOYED AND FINANCING EK M 2015 2015 2015 2015 2016 apital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 16,324 16,512 16,693 16,649 16,613 property, plant and equipment 16,324 16,512 16,693 16,649 1,970 sets and liabilities of disposal group classified 1,890 1,901 1,934 1,910 1,970 sheld for sale - - - - 1111 e	on-current interest-bearing receivables	-31	-29		-30			
ension provisions 3,260 2,984 2,954 2,761 3,002 ther non-current interest-bearing liabilities 16,497 16,495 17,453 15,568 15,668 urrent interest-bearing liabilities 6,235 7,992 5,669 4,653 6,893 API TAL EMPLOYED AND FINANCING 01 02 03 04 01 EK M 2015 2015 2015 2015 2016 apital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 16,512 16,693 16,649 16,613 of which other intangible assets and 18,900 1,901 1,970 1,970 seste and liabilities of disposal group classified 5 5 211 2,269 24,681 of which investments in associates 1,890 1,901 1,970 1,970 setel for sale - - - 111 et debt 0 2,5184 26,579 25,131 22,	-	-263	-217	-265	-182		-270	
ther non-current interest-bearing liabilities 16,497 16,495 17,453 15,568 15,668 urrent interest-bearing liabilities including derivatives 6,235 7,992 5,669 4,653 6,893 otal 25,184 26,579 25,131 22,269 24,681 APITAL EMPLOYED AND FINANCING 01 02 03 04 01 EK M 2015 2015 2015 2015 2016 apital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 16,324 16,512 16,693 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 setal diabilities of disposal group classified - - - - 111 et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 hareholders' equity 39,513 38,105	ash and cash equivalents	-515	-646		-501			
urrent interest-bearing liabilities including derivatives 6,235 7,992 5,669 4,653 6,893 otal 25,184 26,579 25,131 22,269 24,681 APITAL EMPLOYED AND FINANCING Q1 Q2 Q3 Q4 Q1 EK M 2015 2015 2015 2015 2016 apital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which investments in associates 1,890 1,901 1,910 1,970 sets and liabilities of disposal group classified - - - 111 et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 VATA PER SHARE Q1 Q2 Q3 Q4 Year Q1 EK 2015 2015 2015 2015 2016 arnings p		3,260			2,761		3,002	
Otal 25,184 26,579 25,131 22,269 24,681 APITAL EMPLOYED AND FINANCING 01 02 03 04 01 EK M 2015 2015 2015 2015 2016 apital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 16,324 16,512 16,693 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 ssets and liabilities of disposal group classified - - - 111 let debt 25,184 26,579 25,131 22,269 24,681 ion-controlling interest 2 4 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 ATA PER SHARE 01 02 03 04 Year 01 EK 2015 2015 2015 2015 2016 2016								
APITAL EMPLOYED AND FINANCING Q1 Q2 Q3 Q4 Q1 apital employed 64,699 64,689 65,070 63,848 67,124 apital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and property, plant and equipment 16,612 16,669 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 ssets and liabilities of disposal group classified so held for sale - - - 111 let debt 25,184 26,579 25,131 22,269 24,681 ion-controlling interest 2 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 VATA PER SHARE Q1 Q2 Q3 Q4 Year Q1 EK 2015 2015 2015 2016 2016 arnings per share after tax and before dilution 1.45 1.70 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>								
EK M 2015 2015 2015 2015 2015 2015 2016 apital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,040 42,777 43,098 of which other intangible assets and - - - - property, plant and equipment 16,324 16,512 16,693 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 ssets and liabilities of disposal group classified - - - - 111 let debt 25,184 26,579 25,131 22,269 24,681 ton-controlling interest 2 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 ANTA PER SHARE 2015 2015 2015 2016 2016 rarnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.4	otal	25,184	26,579	25,131	22,269		24,681	
EEK M 2015 2015 2015 2015 2015 2015 2015 2016 apital employed 64,699 64,689 65,070 63,848 67,124 of which odwell 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and - - - - - property, plant and equipment 16,324 16,512 16,693 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 ssets and liabilities of disposal group classified - - - - 111 let debt 25,184 26,579 25,131 22,269 24,681 lon-controlling interest 2 4 4 4 whareholders' equity 39,513 38,105 39,935 41,575 42,551 OATA PER SHARE Q1 Q2 Q3 Q4 Year Q1 exities 2015 2015 2015		-	00	0.2	~		01	
Sapital employed 64,699 64,689 65,070 63,848 67,124 of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 16,324 16,512 16,693 16,613 property, plant and equipment 16,324 16,512 16,693 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 ssets and liabilities of disposal group classified 2 - - - 111 let debt 25,184 26,579 25,131 22,269 24,681 lon-controlling interest 2 4 4 4 4 whareholders' equity 39,513 38,105 39,935 41,575 42,551 OATA PER SHARE C1 C2 C3 C4 Year C1 EK 2015 2015 2015 2015 2016 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47								
of which goodwill 43,092 41,818 42,404 42,777 43,098 of which other intangible assets and 16,324 16,512 16,693 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 sests and liabilities of disposal group classified 1,890 1,901 1,934 1,910 1,970 s held for sale - - - 111 let debt 25,184 26,579 25,131 22,269 24,681 lon-controlling interest 2 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 VATA PER SHARE C1 C2 Q3 Q4 Year C1 EK 2015 2015 2015 2015 2016 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47								
of which other intangible assets and 16,324 16,512 16,693 16,649 16,613 property, plant and equipment 1,890 1,901 1,901 1,901 1,901 1,901 1,900 of which investments in associates 1,890 1,901 1,901 1,901 1,901 1,900 1,970 sets and liabilities of disposal group classified - - - - 111 et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 4 hareholders' equity _39,513 38,105 39,935 41,575 42,551								
property, plant and equipment 16,324 16,512 16,693 16,649 16,613 of which investments in associates 1,890 1,901 1,934 1,910 1,970 ssets and liabilities of disposal group classified - - - - 111 et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551		43,092	010,17	72,404	72,111		43,076	
of which investments in associates 1,890 1,901 1,934 1,910 1,970 sets and liabilities of disposal group classified - - - 111 et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 VATA PER SHARE Q1 Q2 Q3 Q4 Year Q1 EK 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47		16.324	16.512	16,693	16.649		16 613	
ssets and liabilities of disposal group classified - - - - 111 et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 VATA PER SHARE EK 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47								
s held for sale - - - 111 et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 ATA PER SHARE O1 O2 O3 O4 Year O1 EK 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47		1,370	.,,,,,,,	.,,,,,,	.,,10		.,,,,	
et debt 25,184 26,579 25,131 22,269 24,681 on-controlling interest 2 4 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 VATA PER SHARE Q1 Q2 Q3 Q4 Year Q1 EK 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47		-	-	-	-		111	
on-controlling interest 2 4 4 4 hareholders' equity 39,513 38,105 39,935 41,575 42,551 VATA PER SHARE Q1 Q2 Q3 Q4 Year Q1 EK 2015 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47		25.184	26,579	25,131	22,269			
hareholders' equity 39,513 38,105 39,935 41,575 42,551 AATA PER SHARE Q1 Q2 Q3 Q4 Year Q1 EK 2015 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47								
EK 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47								
EK 2015 2015 2015 2015 2015 2016 arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47								
arnings per share after tax and before dilution 1.45 1.70 1.86 1.91 6.93 1.47 arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47	DATA PER SHARE							
arnings per share after tax and dilution 1.45 1.70 1.86 1.91 6.93 1.47	ER							
	arnings per share after tay and before dilution							

Reporting by division

Q1 and 31 Mar

Q1 and 31 Mar							Glo	hal	Entr	ance				
	E	MEA	An	nericas	Asia I	Pacific	Techno		Syst		Oth	er	То	tal
SEK M	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
Sales, external	3,872	3,938	3,644	3,944	1,670	1,614	2,054	2,132	4,012	4,263	0	0	15,252	15,891
Sales, internal	72	66	20	25	176	143	17	15	30	28	-315	-278	-	-
Sales	3,944	4,004	3,664	3,969	1,847	1,758	2,071	2,147	4,041	4,291	-315	-278	15,252	15,891
Organic growth	3%	3%	8%	6%	-3%	-3%	12%	1%	5%	3%	-	-	5%	3%
Share of earnings in associates	-	-	-	-	6	4	-	-	18	28	-	-	23	33
Operating income (EBIT)	626	634	772	824	189	174	360	363	486	529	-103	-112	2,329	2,411
Operating margin (EBIT)	15.9%	15.8%	21.1%	20.8%	10.2%	9.9%	17.4%	16.9%	12.0%	12.3%	-	-	15.3%	15.2%
Capital employed	12,790	13,122	14,708	14,304	11,305	12,145	9,942	9,964	16,402	17,204	-448	385	64,699	67,124
- of which goodwill	7,356	7,756	9,829	9,830	8,266	7,580	7,907	7,282	9,735	10,649	-	-	43,092	43,098
- of which other intangible assets and														
property, plant and equipment	3,087	3,137	3,229	3,137	3,980	3,849	1,901	2,230	4,039	4,153	89	108	16,324	16,613
- of which investments in associates	8	8	-	-	459	477	-	-	1,422	1,485	-	-	1,890	1,970
Return on capital employed	19.1%	18.6%	22.1%	23.0%	7.1%	5.7%	16.3%	14.7%	11.6%	12.3%	-	-	14.9%	14.5%
Operating income (EBIT)	626	634	772	824	189	174	360	363	486	529	-103	-112	2,329	2,411
Depreciation and amortization	93	99	73	77	65	68	46	67	54	64	0	2	331	376
Net capital expenditure	-124	-92	-59	-93	-57	-68	-83	-40	-19	-47	-2	-2	-344	-342
Change in working capital	-377	-453	-629	-538	-409	-394	-194	-280	-59	-142	-55	-29	-1,722	-1,836
Cash flow ¹⁾	217	188	156	271	-212	-221	130	110	462	403	-160	-142	593	609
Non-cash items											-2	-17	-2	-17
Interest paid and received											-71	-94	-71	-94
Operating cash flow ¹⁾													520	498
Average number of employees	10,630	10,840	7,786	8,960	13,749	12,856	3,381	3,800	9,426	10,103	228	237	45,199	46,796

Year and 31 Dec

							Glo		Entr	ance				
	EN	IEA	Ame	ricas	Asia F	Pacific	Techno	ologies	Syst	ems	Oth	ner	То	otal
SEK M	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015
Sales, external	14,519	16,220	12,096	15,588	7,755	9,401	7,147	9,031	15,325	17,858	0	0	56,843	68,099
Sales, internal	233	304	60	76	581	770	59	69	84	98	-1,017	-1,317	-	-
Sales	14,753	16,524	12,156	15,665	8,336	10,171	7,207	9,100	15,409	17,957	-1,017	-1,317	56,843	68,099
Organic growth	3%	4%	4%	7%	1%	-3%	1%	7%	4%	5%	-	-	3%	4%
Share of earnings in associates	-	-	-	-	23	16	-	-	109	118	-	-	132	134
Operating income (EBIT)	2,432	2,620	2,613	3,363	1,187	1,436	1,368	1,647	2,054	2,436	-398	-422	9,257	11,079
Operating margin (EBIT)	16.5%	15.9%	21.5%	21.5%	14.2%	14.1%	19.0%	18.1%	13.3%	13.6%	-	-	16.3%	16.3%
Capital employed	12,299	12,916	12,909	13,908	9,810	11,689	8,239	9,815	16,245	16,030	-1,077	-509	58,425	63,848
- of which goodwill	7,247	7,857	9,000	9,903	7,931	7,690	5,984	7,437	9,615	9,891	-	-	39,778	42,777
 of which other intangible and 														
property, plant and equipement	3,051	3,210	2,982	3,184	3,137	3,908	1,711	2,300	4,021	3,939	87	107	14,990	16,649
- of which investments in associates	9	8	-	0	414	452	-	-	1,438	1,450	-	-	1,861	1,910
Return on capital employed	21.0%	20.4%	23.1%	24.1%	14.2%	12.6%	19.6%	18.8%	13.1%	14.9%	-	-	16.9%	17.8%
Operating income (EBIT)	2,432	2,620	2,613	3,363	1,187	1,436	1,368	1,647	2,054	2,436	-398	-422	9,257	11,079
Depreciation and amortization	351	398	237	300	183	268	182	232	212	231	-2	4	1,163	1,433
Net capital expenditure	-397	-349	-243	-326	-275	-238	-204	-212	-141	-94	-11	-24	-1,271	-1,241
Change in working capital	-98	-47	31	-120	-164	-231	-63	-110	-118	63	109	-57	-303	-502
Cash flow ¹⁾	2,288	2,622	2,637	3,217	931	1,235	1,282	1,557	2,007	2,637	-302	-499	8,845	10,770
Non-cash items											-150	-269	-150	-269
Interest paid and received											-457	-548	-457	-548
Operating cash flow ¹⁾													8,238	9,952
Average number of employees	10,678	10,886	7,193	7,957	13,439	13,651	3,331	3,583	9,420	9,686	208	231	44,269	45,994

¹⁾ Excluding restructuring payments.

Financial information - Notes

NOTE 1 SALES BY CONTINENT

NOTE 1 SALES BY CONTINENT		Q	Q1	
SEK M	2015	2015	2016	
Europe	25,443	6,076	6,256	
North America	26,331	5,893	6,338	
Central- and South America	1,524	374	441	
Africa	846	198	191	
Asia	11,484	2,130	2,118	
Pacific	2,470	581	547	
Total	68,099	15,252	15,891	

NOTE 2 BUSINESS COMBINATIONS

		Q1	l
SEK M	2015	2015	2016
Purchase prices			
Cash paid for acquisitions during the period	2,690	758	844
Holdbacks and deferred considerations for acquisitions during the period	1,155	727	123
Adjustment of purchase prices for acquisitions in prior years	-10	0	-91
Total	3,835	1,484	877
Acquired assets and liabilities at fair value			
Intangible assets	1,305	511	1
Property, plant and equipment	229	4	240
Financial assets	44	6	57
Inventories	385	42	59
Current receivables and investments	673	62	58
Cash and cash equivalents	155	21	112
Non-controlling interests	-3	-	-
Non-current liabilities	-543	-128	-239
Current liabilities	-895	-78	-248
Total	1,350	440	39
Goodwill	2,485	1,044	838
Change in cash and cash equivalents due to acquisitions			
Cash paid for acquisitions during the period	2.690	758	844
Cash and cash equivalents in acquired subsidiaries	-155	-21	-112
Paid holdbacks and deferred considerations for acquisitions in previous years	635	241	246
Total	3,171	978	977

Fair value adjustments of acquired net assets from acquisitions made in previous periods are included in the above table.

NOTE 3 FAIR VALUE AND CARRYING AMOUNT ON FINANCIAL ASSETS AND LIABILITIES

31 March 2016			Financial instruments at fair value		
	Carrying	Fair			
SEK M	amount	value	Level 1	Level 2	Level 3
Financial assets					
Financial assets at fair value through profit and loss	116	116		116	
Available-for-sale financial assets	11	11			
Loans and other receivables	14,276	14,276			
Derivative instruments - hedge accounting	151	151		151	
Financial liabilities					
Financial liabilities at fair value through profit and loss	2,471	2,471		97	2,374
Financial liabilities at amortized cost	28,256	28,544			
Derivative instruments - hedge accounting	37	37		37	

31 December 2015 SEK M			Financial instruments at fair value		
	Carrying amount	Fair value	Level 1		Level 3
Financial assets					
Financial assets at fair value through profit and loss	27	27		27	
Available-for-sale financial assets	11	11			
Loans and other receivables	14,219	14,219			
Derivative instruments - hedge accounting	121	121		121	
Financial liabilities					
Financial liabilities at fair value through profit and loss	2,695	2,695		55	2,640
Financial liabilities at amortized cost	26,695	26,890			
Derivative instruments - hedge accounting	25	25		25	