

# Appendix

Financial data for alternative key figures



## Net sales

SEK m	Reported net sales Apr-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Apr-Jun 2016	Change	Reported net sales Jan-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Jun 2016	Change
The Group	1,147	31	1,178	-9%	2,244	43	2,287	-10%
Total	1,147	31	1,178	-9%	2,244	43	2,287	-10%

## Net sales per product line

SEK m	Reported net sales Apr-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Apr-Jun 2016	Change	Reported net sales Jan-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Jun 2016	Change
Foundation Brake	652	19	671	-10%	1,263	26	1,289	-11%
Air Controls	495	12	507	-7%	981	17	998	-8%
Total	1,147	31	1,178	-9%	2,244	43	2,287	-10%

## Net sales per customer category

SEK m	Reported net sales Apr-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Apr-Jun 2016	Change	Reported net sales Jan-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Jun 2016	Change
Truck (including buses)	278	12	290	-17%	537	18	555	-19%
Trailer	362	6	368	-2%	706	8	714	-5%
Aftermarket	507	13	520	-8%	1,001	17	1,018	-7%
Total	1,147	31	1,178	-9%	2,244	43	2,287	-10%

## Net sales per region

SEK m	Reported net sales Apr-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Apr-Jun 2016	Change	Reported net sales Jan-Jun 2016	Currency adj. to prev. year's exchange rates	Currency adjusted net sales Jan-Jun 2016	Change
Europe	405	0	405	-3%	808	2	810	-4%
North America	586	20	606	-17%	1,155	16	1,171	-17%
Asia & Middle East	124	6	130	23%	221	10	231	11%
South America	32	5	37	4%	60	15	75	-6%
Total	1,147	31	1,178	-9%	2,244	43	2,287	-10%

## Quarterly data

Financial data for alternative key figures

SEK m, if not otherwise stated	2016		2015				2014		
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<b>One-off items:</b>									
Restructuring costs	-	-	-7	-12	-3	-1	-4	-46	-7
Impairment of non-current assets	-	-	-	-	-	-	-	-52	-
Product related warranty	-	-	-	-96	-	-	-65	-	-
<b>Total one-off items</b>	-	-	-7	-108	-3	-1	-69	-98	-7
<b>Research and development costs</b>									
<b>excl. depreciations:</b>	-42	-39	-41	-42	-45	-44	-39	-37	-36
<b>Net of interest and financial items:</b>									
Interest income	0	0	0	0	0	0	0	0	0
Interest expenses	-5	-5	-9	-5	-6	-6	-7	-6	-6
<b>Total net of interest</b>	-5	-5	-9	-5	-6	-6	-7	-6	-6
Other financial items	8	0	2	-23	0	-7	-1	-1	1
<b>Total financial items</b>	3	-5	-7	-28	-6	-13	-8	-7	-5
<b>Net debt:</b>									
Interest-bearing assets	256	277	304	277	195	418	437	292	288
Interest-bearing liabilities including derivate instruments	-317	-257	-271	-292	-290	-309	-309	-332	-390
Pension liabilities	-443	-397	-368	-422	-394	-456	-400	-373	-340
<b>Total net debt</b>	-504	-377	-335	-437	-489	-347	-272	-413	-442
<b>Capital employed:</b>									
Total assets	2,922	2,885	2,885	2,952	3,019	3,273	2,936	2,747	2,683
Non interest-bearing liabilities and provisions	-835	-824	-837	-922	-976	-1,120	-973	-855	-776
<b>Total capital employed</b>	2,087	2,061	2,048	2,030	2,043	2,153	1,963	1,892	1,907
<b>Average capital employed:</b>									
	2,054	2,067	2,047	2,016	1,992	1,963	1,904	1,881	1,897
<b>Net income attr. to owners of parent company:</b>									
Net income	62	48	48	-22	86	79	17	-22	64
Net income attributable to non-controlling interests	1	0	0	0	1	1	0	1	1
<b>Total net income attr. to owners of parent company</b>	61	48	48	-22	85	78	17	-23	63
<b>Equity attr. to owners of parent company:</b>									
Equity	1,340	1,389	1,407	1,325	1,368	1,416	1,278	1,199	1,183
Equity attributable to non-controlling interests	19	18	19	20	22	23	19	19	17
<b>Total equity attr. to owners of parent company</b>	1,321	1,371	1,388	1,305	1,346	1,393	1,259	1,180	1,166
<b>Average equity attributable to owners of parent company:</b>									
	1,346	1,361	1,338	1,297	1,269	1,232	1,180	1,148	1,125
<b>Average No. of share:</b>									
	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204	44,204