ERICSSON LM TELEPHONE CO
Form 6-K
April 22, 2016
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SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6-K

REPORT OF FOREIGN ISSUER

Pursuant to Rule 13a-16 or 15d-16 of

the Securities Exchange Act of 1934

April 22, 2016

Commission File Number

000-12033

LM ERICSSON TELEPHONE COMPANY

(Translation of registrant s name into English)

Torshamnsgatan 21, Kista

SE-164 83, Stockholm, Sweden

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.
Form 20-F x Form 40-F ¨

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): ¨

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): ¨

THIS REPORT ON FORM 6-K SHALL BE DEEMED TO BE INCORPORATED BY REFERENCE IN THE REGISTRATION STATEMENTS ON FORM F-3 (NO. 333-203977) AND ON FORM S-8 (Nos. 333-196453, 333-161683 AND 333-161684) OF TELEFONAKTIEBOLAGET LM ERICSSON (PUBL.) AND TO BE A PART THEREOF FROM THE DATE ON WHICH THIS REPORT IS FURNISHED TO THE SECURITIES AND EXCHANGE COMMISSION, TO THE EXTENT NOT SUPERSEDED BY DOCUMENTS OR REPORTS SUBSEQUENTLY FILED WITH OR FURNISHED TO THE SECURITIES AND EXCHANGE COMMISSION.

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

TELEFONAKTIEBOLAGET LM ERICSSON (publ)

By: /s/ NINA MACPHERSON
Nina Macpherson
Senior Vice President and
General Counsel

By: /s/ HELENA NORRMAN
Helena Norrman
Senior Vice President
Corporate Communications

Date: **April 22, 2016**

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FIRST QUARTER

REPORT 2016

AS ADJUSTED FOR INCORPORATION BY REFERENCE

Stockholm, April 21, 2016

Read more

FIRST QUARTER HIGHLIGHTS **(page)**

- Sales as reported decreased by -2% YoY. **3**
- Sales declined following weak development in Europe and a weak macro-economic environment in some emerging markets. **3**
- Sales grew in North America, Mainland China and in South East Asia. **3**
- IPR licensing revenues grew YoY, mainly driven by recently signed contracts which included certain one-time items. **3**
- Gross margin declined to 33.3% (35.4%), mainly due to lower margins in Global Services, higher share of mobile broadband coverage projects in parts of Asia and lower software sales in IP and core networks. **3**
- Operating margin increased to 6.7% (4.0%) YoY, driven by improvements in Networks, partly offset by lower profitability in Global Services. **4**
- In addition to the SEK 9 b. global cost and efficiency program, measures were started in the quarter to adapt the operations to current mobile broadband project volumes. Therefore, the estimate for 2016 restructuring charges increases to SEK 4-5 b. from previous SEK 3-4 b. **3**
- The company today announces structural changes to further accelerate strategy execution and drive efficiency and growth harder across the company. **2**
- Cash flow from operating activities was SEK -2.4 (-5.9) b. **9**

SEK b.	Q1 2016	Q1 2015	YoY change	Q4 2015	QoQ change
Net sales	52.2	53.5	-2%	73.6	-29%
Gross margin	33.3%	35.4%		36.3%	
Operating income	3.5	2.1	63%	11.0	-69%
Operating margin	6.7%	4.0%		15.0%	
Net income	2.1	1.5	45%	7.0	-70%
EPS diluted, SEK	0.60	0.40	50%	2.15	-72%
Cash flow from operating activities	-2.4	-5.9	-60%	21.9	-111%
Net cash, end of period [1) 2)]	36.5	39.7	-8%	41.2	-11%

1) Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures can be found on page 28
2) The definition of Net cash is changed to exclude post-employment benefits, see accounting policies page 21.

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CEO COMMENTS

Growth in North America, Mainland China and South East Asia was offset by weak development in Europe and some emerging markets. Profitability increased YoY, driven by improvements in Networks while Global Services had a challenging quarter.

Business

Segment Networks sales declined slightly YoY. A continued weak macro-economic environment impacted sales negatively in some emerging markets in the Middle East and Latin America. In addition, sales in Europe were down primarily driven by completion of mobile broadband projects in 2015. Mobile broadband sales in North America and South East Asia grew and the fast pace of 4G deployments in Mainland China continued. IPR licensing revenues grew YoY, mainly driven by recently signed contracts which included certain one-time items. Software sales in IP and core networks declined.

Sales in segment Global Services declined YoY. This was mainly due to lower Network Rollout activities in Europe and Latin America. Professional Services sales were stable with growth in Consulting and Systems Integration driven by transformation projects and stable Managed Services sales with 21 contracts signed in the quarter.

Sales in Support Solutions increased YoY due to higher IPR licensing revenues. The underlying demand remains strong in OSS and BSS as data growth and increased focus on customer experience drives operators to transform their OSS and BSS solutions.

Profitability

Gross margin declined despite higher IPR licensing revenues. The main reasons were lower margins in Global Services, a higher share of mobile broadband coverage projects in parts of Asia and lower software sales in IP and core networks. Operating margin increased YoY to 6.7% (4.0%), driven by reduced operating expenses and a positive currency effect.

Segment Networks operating margin improved through higher profitability in Radio supported by growth in IPR licensing revenues. Global Services had a challenging quarter partly due to lower mobile broadband coverage activities, leading to temporarily larger losses in Network Rollout. In addition, Professional Services margin declined as a large number of systems integration transformation projects are in a start-up phase.

Cash flow

We ended the quarter with a negative cash flow from operating activities of SEK -2.4 b. which is a significant improvement compared with a year ago. As cash flow is volatile between quarters it should be viewed on a full-year basis. Our full-year cash conversion target of more than 70% remains.

Focus 2016

When announcing the year-end results 2015, we presented three focus areas for 2016. The first focus area relates to our Core business where we will capture business opportunities in 4G and extend our leadership in 5G. At the Mobile World Congress (MWC) in Barcelona in March, we demonstrated our 5G leadership both technically and

commercially through 21 customer contracts as well as industry and academia research cooperation.

The second focus area for 2016 is to improve profitability in the targeted growth areas. Sales in these areas showed growth mainly driven by professional services. We will continue to put stronger focus on software sales and recurring business to increase profitability.

The third focus area for 2016 is to improve cost and efficiency in order to stay competitive across the entire business.

The global cost and efficiency program is progressing according to plan and contributed with savings of SEK 0.5 b. in operating expenses in the quarter. We are confident in our ability to achieve net annual savings of SEK 9 b. during 2017 compared with 2014.

In the quarter, we began to take additional measures beyond the SEK 9 b. cost and efficiency program. Hence, we are adapting our operations to current mobile broadband project volumes, which primarily impacts service delivery. The additional measures are reflected in an increased estimate for the 2016 restructuring charges.

Structural changes

We are today announcing structural changes to further accelerate strategy execution and drive efficiency and growth even harder across the company. We will create a leaner, more fit for purpose, organization to cater to the needs of different customer segments and to faster capture market opportunities. As 5G, the Internet of Things and Cloud drive the next phase of industry development, the time is right to make this change.

The new structure will have five business units and one dedicated customer group for Industry & Society, in line with the company focus on core business, targeted growth areas and cost and efficiency. The changes will make it easier for our customers to do business with us, whether they are operators, media companies or other industries.

We are not satisfied with our overall growth and profitability development over the past years and I am convinced this will make us more competitive and enable us to grow both our company and our earnings.

Hans Vestberg

President and CEO

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FINANCIAL HIGHLIGHTS

SEK b.	Q1 2016	Q1 2015	YoY change	Q4 2015	QoQ change
Net sales	52.2	53.5	-2%	73.6	-29%
Of which Networks	*25.8*	*26.4*	*-2%*	*37.3*	*-31%*
Of which Global Services	*23.0*	*23.9*	*-4%*	*30.7*	*-25%*
Of which Support Solutions	*3.4*	*3.1*	*10%*	*5.6*	*-40%*
Of which Modems		*0.1*			
Gross income	17.4	19.0	-8%	26.7	-35%
Gross margin (%)	33.3%	35.4%		36.3%	
Research and development expenses	-7.5	-8.5	-12%	-7.9	-6%
Selling and administrative expenses	-6.7	-7.1	-6%	-8.0	-16%
Other operating income and expenses	0.3	-1.2		0.3	7%
Operating income	3.5	2.1	63%	11.0	-69%
Operating margin	6.7%	4.0%		15.0%	
for Networks	*11%*	*2%*		*19%*	
for Global Services	*3%*	*7%*		*8%*	
for Support Solutions	*7%*	*3%*		*30%*	
for Modems		*0%*			
Financial net	-0.5	-0.1		-0.7	-36%
Taxes	-0.9	-0.6	45%	-3.3	-73%
Net income	2.1	1.5	45%	7.0	-70%
Restructuring charges	*-0.6*	*-0.6*	*3%*	*-0.7*	*-10%*

FIRST QUARTER COMMENTS

Net sales

Sales as reported decreased by -2% YoY.

Segment Networks sales declined slightly YoY. A weak macro-economic environment impacted sales negatively in some emerging markets in the Middle East and Latin America. In addition, sales in Europe were down primarily driven by completion of mobile broadband projects in 2015. Mobile broadband sales in North America grew and the fast pace of 4G deployments in Mainland China continued. IPR licensing revenues grew YoY, mainly driven by recently signed contracts which included certain one-time items. Software sales in IP and core networks declined.

Sales dropped in segment Global Services YoY. This was mainly due to lower Network Rollout activities in Europe and Latin America. Professional Services sales were stable with growth in Consulting and Systems Integration driven by transformation projects. Managed Services sales were stable with 21 contracts signed in the quarter.

Sales in Support Solutions increased YoY due to higher IPR licensing revenues. Software sales in OSS and BSS declined. However, the underlying demand remains strong in OSS and BSS as data growth and increased focus on customer experience drives operators to transform their OSS and BSS solutions.

Group sales as reported decreased by -29% QoQ following a seasonally strong Q4 and lower IPR licensing revenues.

Gross margin

Gross margin declined YoY despite higher IPR licensing revenues and increased capacity sales in North America. Lower margin in Global Services, higher share of mobile broadband coverage projects in parts of Asia and lower software sales in IP and core networks impacted gross margin negatively.

Gross margin declined sequentially, mainly due to lower IPR licensing revenues, higher share of services sales and lower margin in Global Services.

Restructuring charges and cost and efficiency program

Restructuring charges were stable YoY and declined QoQ.

The global cost and efficiency program is progressing according to plan. The target remains, to achieve net annual savings of SEK 9 b. during 2017 relative to 2014.

In the quarter, the company began to take additional measures beyond the cost and efficiency program, impacting primarily service delivery. With current visibility, total restructuring charges for 2016 are estimated to be SEK 4-5 b. compared with previous estimate of SEK 3-4 b.

Operating expenses

Operating expenses decreased to SEK 14.2 (15.6) b. due to increased capitalization of development expenses, savings related to the cost and efficiency program and reduced amortizations of intangible assets. Savings related to the cost and efficiency program were SEK 0.5 b. YoY.

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Other operating income and expenses

Other operating income and expenses improved YoY. The revaluation and realization effects of currency hedge contracts were SEK 0.2 b. This is to be compared with SEK -0.1 b. in Q4 2015 and SEK -1.4 b. in Q1 2015.

The main part of the currency hedge contract balance is in USD. The SEK strengthened against the USD between Dec 31, 2015 (SEK/USD rate 8.40) and March 31, 2016 (SEK/USD rate 8.10).

Operating income

Operating income increased YoY, supported by reduced operating expenses, a positive effect from currency hedge contracts and increased IPR licensing revenues. The increase in operating income was partly offset by a lower gross income.

Operating income decreased QoQ due to lower sales, lower IPR licensing revenues and lower gross margin. The decrease in operating income was partly offset by reduced operating expenses.

Financial net

Financial net decreased YoY mainly due to negative revaluation effects of foreign currency. Financial net improved QoQ following lower financial expenses.

Taxes

The tax rate was stable YoY and declined slightly QoQ.

Net income and EPS

Net income and EPS diluted increased YoY following higher operating income and decreased QoQ. EPS diluted was SEK 0.60 (0.40).

Employees

The number of employees on March 31, 2016 was 115,300 compared with 116,281 on Dec 31, 2015. Reductions as part of the global cost and efficiency program continued. However, the number of Ericsson services professionals remained unchanged at 66,000 on March 31, 2016.

Modems

The discontinuation of the modems business was completed in Q3 2015.

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REGIONAL SALES

	First quarter 2016				Change	
SEK b.	Networks	Global Services	Support Solutions	Total	YoY	QoQ
North America	6.3	6.1	0.8	13.2	8%	-23%
Latin America	2.0	1.8	0.2	4.0	-12%	-34%
Northern Europe and Central Asia	1.3	0.8	0.1	2.2	-18%	-22%
Western and Central Europe	1.3	2.5	0.1	4.0	-17%	-26%
Mediterranean	1.5	2.7	0.1	4.3	-14%	-38%
Middle East	1.4	1.9	0.3	3.6	-21%	-41%
Sub-Saharan Africa	0.9	1.1	0.2	2.1	-2%	-26%
India	1.3	1.2	0.2	2.7	-24%	-15%
North East Asia	3.5	1.9	0.1	5.6	-7%	-37%
South East Asia and Oceania	3.2	1.9	0.1	5.2	22%	-2%
Other [1)]	3.1	1.1	1.2	5.4	43%	-40%
Total	**25.8**	**23.0**	**3.4**	**52.2**	**-2%**	**-29%**

1) Region Other includes licensing revenues, broadcast services, power modules, mobile broadband modules, Ericsson-LG Enterprise and other businesses.

North America

Sales grew in comparison with a weak first quarter 2015, driven by increased mobile broadband capacity investments to cater to mobile data traffic growth. The need for ICT transformation remains and is creating opportunities in Support Solutions and Professional Services.

Latin America

Mobile broadband investments continued to decline, impacted by local currency depreciation. However, mobile broadband investments in Mexico increased YoY.

Northern Europe and Central Asia

The mobile broadband investments in Russia continued to be weak. Professional Services grew, primarily in the Nordics, where managed services and ICT transformation were the main drivers.

Western and Central Europe

After a period of significant investments in network build-out, operators are moving focus to invest in capacity and quality in order to improve end-user experience. This resulted in a mobile broadband sales decline compared with last year. Professional services sales remained stable.

Mediterranean

Sales declined due to lower investments in mobile broadband infrastructure as major projects were completed. ICT transformation for TV & Media developed favorably.

Middle East

Networks sales declined due to lower infrastructure investments, driven by a challenging macro-economic environment partly linked to lower oil prices.

Sub-Saharan Africa

Mobile broadband sales increased somewhat as certain markets are investing in network modernization and introduction of 4G. Global Services sales decreased, mainly as a result of de-scoping of managed services contracts in a few markets.

India

4G deployments started at the end of 2015, however, overall mobile broadband sales slowed as a result of delays in spectrum auctions and spectrum trading deals between operators. The positive development in Professional Services continued.

North East Asia

4G deployments in Mainland China continued as projected, while core network deployments were slower than a year ago. Japan had a strong quarter mainly due to fiscal year-end investments. In Korea, investments slowed further due to delayed spectrum auctions.

South East Asia and Oceania

Sales growth was primarily driven by mobile broadband expansion in Bangladesh. Professional Services developed favorably, mainly driven by Managed Services. Support Solutions developed positively, driven by OSS and BSS transformation projects, primarily in Australia.

Other

IPR licensing revenues grew YoY, mainly driven by recently signed contracts which included certain one-time items.

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SEGMENT RESULTS

NETWORKS

SEK b.	Q1 2016	Q1 2015	YoY change	Q4 2015	QoQ change
Net sales	25.8	26.4	-2%	37.3	-31%
Operating income	2.7	0.6	362%	7.2	-62%
Operating margin	11%	2%		19%	
Restructuring charges	*-0.3*	*-0.2*	*71%*	*-0.3*	*14%*

Net sales

Sales as reported decreased by -2% YoY mainly due to lower software sales in IP and core networks as well as lower mobile broadband investments in India following a delayed spectrum auction. In North America, mobile broadband sales grew driven by capacity investments. 4G deployments in Mainland China continued at a fast pace. IPR licensing revenue grew YoY.

Sales growth was strong in some emerging markets such as Mexico and Bangladesh. Other emerging markets, such as Brazil and parts of the Middle East, remained weak, negatively impacted by a weak macro-economic environment. Sales in Europe declined YoY as major projects were completed in 2015.

Sales decreased QoQ, following a seasonally strong Q4 2015. The decrease was mainly due to lower IPR licensing revenues and lower sales in Mainland China and in North America. Sequentially, the business mix was unchanged, with a large share of hardware sales.

In the quarter, Ericsson announced the acquisition of NodePrime, a software platform development company. The acquisition aims to strengthen Ericsson s leadership in next- generation software-defined infrastructure.

Deliveries of Ericsson Radio System started at the end of 2015 and will scale to address all regions and ramp to larger volumes during the latter part of this year.

Operating income and margin

Operating income and margin increased YoY mainly due to higher IPR licensing revenues, lower operating expenses, higher mobile broadband capacity sales in North America and a positive effect from currency hedge contracts. This was partly offset by lower software sales in IP and core networks and a higher share of coverage business in emerging markets.

Sequentially, operating income and margin decreased due to lower sales and lower IPR licensing revenues.

The effect of currency hedge contracts was positive at SEK 0.2 (-1.1) b. in the quarter. In Q4 2015, the effect of currency hedge contracts was negative at SEK -0.2 b.

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GLOBAL SERVICES

SEK b.	Q1 2016	Q1 2015	YoY change	Q4 2015	QoQ change
Net sales	23.0	23.9	-4%	30.7	-25%
Of which Professional Services	*17.9*	*18.1*	*-1%*	*23.1*	*-22%*
Of which Managed Services	*7.4*	*7.5*	*-2%*	*8.2*	*-10%*
Of which Network Rollout	*5.1*	*5.8*	*-12%*	*7.6*	*-33%*
Operating income	0.6	1.7	-62%	2.5	-75%
Of which Professional Services	*1.3*	*2.1*	*-39%*	*2.7*	*-52%*
Of which Network Rollout	*-0.6*	*-0.4*	*52%*	*-0.2*	*257%*
Operating margin	3%	7%		8%	
for Professional Services	*7%*	*12%*		*12%*	
for Network Rollout	*-13%*	*-7%*		*-2%*	
Restructuring charges	*-0.3*	*-0.4*	*-25%*	*-0.2*	*48%*

Net sales

Sales as reported decreased -4% YoY, with a decline in Network Rollout due to lower mobile broadband coverage activities in Europe and Latin America. Professional Services sales were stable with growth in Consulting and Systems Integration driven by transformation projects. Managed Services sales were stable with 21 contracts signed in the quarter.

Sales decreased by -25% QoQ following a strong Q4.

Operating income and margin

Operating income decreased YoY in Global Services with reduced profitability in both Network Rollout and Professional Services.

While the underlying profitability in Network Rollout remained stable, lower volumes in mobile broadband rollout led to temporary losses due to under-absorption of resources.

Professional Services margin declined as a large number of systems integration transformation projects are in a start-up phase.

To improve profitability, additional measures are being taken to adapt the service delivery operations to current mobile broadband project volumes.

	Q1 2016	Q1 2015	Full year 2015

Number of signed Managed Services contracts	21	27	101
Number of signed significant consulting & systems integration contracts [1)]	13	13	66

1) In the areas of OSS and BSS, IP, Service Delivery Platforms and data center build projects.

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SUPPORT SOLUTIONS

SEK b.	Q1 2016	Q1 2015	YoY change	Q4 2015	QoQ change
Net sales	3.4	3.1	10%	5.6	-40%
Operating income	0.2	0.1	190%	1.7	-86%
Operating margin	7%	3%		30%	
Restructuring charges	*0.0*	*0.0*	*16%*	*-0.2*	*-90%*

Net sales

Sales as reported increased 10% YoY, due to higher IPR licensing revenues. Software sales in OSS and BSS declined due to lower software licenses sales in the quarter. The overall transition of business models, from traditional telecom software licenses to recurrent license revenue deals, continues. The underlying demand remains strong in OSS and BSS as data growth and increased focus on customer experience drives operators to transform their OSS and BSS solutions.

TV & Media sales were flat YoY with contribution from the recent acquisition of Envivio, a global leader in software-based video encoding. In the IP transformation of the media industry there is a high level of engagement around next-generation TV and Media platforms. Ericsson is well positioned through the cloud-based video storage and TV platform solutions.

Sales, adjusted for comparable units and currency, increased by 5%.

Sales declined QoQ following a seasonally strong Q4.

Operating income and margin

Operating income and margin improved YoY, mainly driven by increased IPR licensing revenues.

The effect of currency hedge contracts was SEK 0.0 (-0.1) b.

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CASH FLOW

SEK b.	Q1 2016	Q1 2015	Q4 2015
Net income reconciled to cash	3.6	3.1	11.0
Changes in operating net assets	-6.0	-9.0	10.9
Cash flow from operating activities	-2.4	-5.9	21.9
Cash flow from investing activities	-1.0	-2.1	-12.8
Cash flow from financing activities	0.1	0.9	-0.7
Net change in cash and cash equivalents	**-4.3**	**-5.7**	**6.3**
Cash conversion (%) 1)	*-65%*	*-188%*	*200%*

1) Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures can be found on page 28

Cash flow from operating activities was SEK -2.4 (-5.9) b. Compared with last year, cash flow from operating activities has improved despite payouts of short-term variable compensation (such payouts were made in the second quarter last year). The improvement is mainly related to stable pace of deployments in Mainland China, capacity sales in North America and higher IPR licensing payments.

Cash outlays of SEK 0.5 b. related to restructuring charges were made in the quarter.

Cash flow from investing activities was impacted by investments in property, plant and equipment of SEK -1.5 b., related to continued investments in Global ICT centers. In addition capitalized development expenses of SEK -1.2 b. were made. Cash flow from financing activities amounted to SEK 0.1 b in the quarter.

Working capital KPIs, number of days	Jan-Mar 2016	Jan-Dec 2015	Jan-Sep 2015	Jan-Jun 2015	Jan-Mar 2015
Sales outstanding (target: <90)	108	87	113	112	125
Inventory (target:<65)	80	64	72	74	82
Payable (target:>60)	58	53	55	57	64

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FINANCIAL POSITION

SEK b.	Mar 31 2016	Mar 31 2015	Dec 31 2015
+ Short-term investments	25.1	30.8	26.0
+ Cash and cash equivalents	35.9	35.3	40.2
Gross cash	**61.0**	**66.1**	**66.3**
- Interest bearing liabilities	24.5	26.3	25.1
Net cash 1)	**36.5**	**39.7**	**41.2**
Equity	145.6	149.1	147.4
Total assets	280.3	303.0	284.4
Capital turnover (times)	1.1	1.1	1.3
Equity ratio (%)	52.0%	49.2%	51.8%

1) Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures can be found on page 28

Net cash decreased by SEK 4.7 b. in the quarter as a result of increased working capital and investing activities. Total net cash position was SEK 36.5 b.

The definition of Net cash was changed to exclude post- employment benefits. For a definition, see accounting policies page 21. Post-employment benefits were SEK 25.7 b. compared with SEK 22.7 b. Dec 31, 2015, following lower discount rates.

The average maturity of long-term borrowings as of March 31, 2016, was 4.5 years, compared with 5.6 years 12 months earlier.

Debt maturity profile, Parent Company

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OTHER INFORMATION

Ericsson and Adaptix have reached a settlement agreement resolving all of the remaining pending litigations

As disclosed in the 2015 Annual Report, Ericsson is involved in several patent infringement lawsuits against Adaptix Inc. who has filed several suits in the Eastern District of Texas in the US and the Tokyo District Court in Japan, alleging that Ericsson infringe patents assigned to Adaptix.

In January 2016, the Tokyo District Court found that Ericsson did not infringe the asserted patent. As Adaptix did not appeal within the term for appeal to the High Court, the judgment became final. In March 2016, Adaptix and Ericsson reached a settlement agreement, resolving all of the remaining pending litigations.

Patent infringement lawsuit against Micromax

As previously reported, Ericsson filed in 2013 a patent infringement lawsuit in the Delhi High Court against Indian handset company Micromax. As part of its defense, Micromax filed a complaint with the Competition Commission of India (CCI) which the CCI referred to the Director General s Office for an in-depth investigation. In January 2014, the CCI opened another investigation against Ericsson based on claims made by Intex Technologies (India) Limited. Ericsson has challenged CCI´s jurisdiction in these cases before the Delhi High Court. On March 30, 2016, the Delhi High Court issued an order finding that the CCI has jurisdiction. Ericsson is appealing that order to the Division Bench of the Delhi High Court.

DISCLOSURE PURSUANT TO SECTION 219 OF THE IRAN THREAT REDUCTION AND SYRIA HUMAN RIGHTS ACT OF 2012 (ITRA)

During the first quarter of 2016, Ericsson made sales of telecommunications infrastructure related products and services in Iran to MTNIrancell, Mobile Communication Company of Iran and to Hiweb, which generated gross revenues (reported as net sales) of approximately SEK 368 million. Ericsson does not normally allocate quarterly net profit (reported as net income) on a country-by-country or activity-by-activity basis, other than as set forth in Ericsson s consolidated financial statements prepared in accordance with IFRS as issued by the IASB. However, Ericsson has estimated that its operating income (income before taxes and financial net) from such sales, after internal cost allocation, during the first quarter of 2016 would be substantially lower than such gross revenues.

POST-CLOSING EVENTS

Ericsson to acquire NodePrime to accelerate software- defined infrastructure

On April 5, 2016, Ericsson announced its intention to further invest in NodePrime to acquire 100% of its operations and talents based in San Francisco. NodePrime s platform is already integrated in Ericsson Hyperscale Datacenter System 8000. The platform enables data-driven automated decisions, driving complex, massive-scale configuration. The acquisition is strategic to Ericsson s cloud offering.

Resolutions at the AGM

On April 13, 2016, Ericsson held its AGM in Stockholm. The proposed dividend of SEK 3.70 per share was approved by the AGM. In accordance with the proposal of the Nomination Committee, Leif Johansson was reelected Chairman

of the Board of Directors.

Nora Denzel, Börje Ekholm, Ulf J. Johansson, Kristin Skogen Lund, Sukhinder Singh Cassidy, Hans Vestberg and Jacob Wallenberg were re-elected to the Board and Kristin S. Rinne and Helena Stjernholm were elected new Board members.

In accordance with the Board of Directors proposal, the AGM resolved to approve the Guidelines for remuneration to Group management.

Ericsson completed acquisition of Ericpol

On April 20, 2016, Ericsson completed the acquisition of Ericpol s operations in Poland and Ukraine. Ericpol has been a supplier to Ericsson for over 20 years in the area of software development, during which time Ericsson has been Ericpol s largest customer. Approximately 2,300 employees in Poland and Ukraine will join Ericsson. The closing follows the announcement on October 15, 2015 that Ericsson was entering into an agreement to purchase Ericpol s Polish and Ukrainian operations.

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RISK FACTORS

Ericsson s operational and financial risk factors and uncertainties are described in our Annual Report 2015.

Risk factors and uncertainties in focus short-term for the Parent Company and the Ericsson Group include, but are not limited to:

- Potential negative effects on operators willingness to invest in network development due to uncertainty in the financial markets and a weak economic business environment, or reduced consumer telecom spending, or increased pressure on us to provide financing, or delayed auctions of spectrums;
- Uncertainty regarding the financial stability of suppliers, for example due to lack of financing;
- Effects on gross margins and/or working capital of the business mix in the Networks segment between capacity sales and new coverage build-outs;
- Effects on gross margins of the business mix in the Global Services segment including proportion of new network build-outs and share of new managed services deals with initial transition costs;
- Effects of the ongoing industry consolidation among our customers as well as between our largest competitors, e.g. with postponed investments and intensified price competition as a consequence;
- New JV arrangements or partnerships which may not be successful and expose us to future costs;
- Changes in foreign exchange rates, in particular USD;
- Political unrest or instability in certain markets;
- Effects on production and sales from restrictions with respect to timely and adequate supply of materials, components and production capacity and other vital services on competitive terms;
- No guarantees that specific restructuring or cost-savings initiatives will be sufficient, successful or executed in time to deliver any improvements in short-term earnings;
- Cyber security incidents, which may have material negative impact.

Ericsson stringently monitors the compliance with all relevant trade regulations and trade embargos applicable to dealings with customers operating in countries where there are trade restrictions or trade restrictions are discussed. Moreover, Ericsson operates globally in accordance with Group policies and directives for business ethics and conduct.

Stockholm, April 21, 2016

Telefonaktiebolaget LM Ericsson

Hans Vestberg, President and CEO

Org. Nr 556016-0680

This report has not been reviewed by Telefonaktiebolaget LM Ericsson s auditors.

Date for next report: July 19, 2016

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SAFE HARBOR STATEMENT

All statements made or incorporated by reference in this release, other than statements or characterizations of historical facts, are forward-looking statements. These forward-looking statements are based on our current expectations, estimates and projections about our industry, management s beliefs and certain assumptions made by us. Forward-looking statements can often be identified by words such as anticipates , expects , intends , plans , predicts believes , seeks , estimates , may , will , should , would , potential , continue , and variations or negatives and include, among others, statements regarding: (i) strategies, outlook and growth prospects; (ii) positioning to deliver future plans and to realize potential for future growth; (iii) liquidity and capital resources and expenditure, and our credit ratings; (iv) growth in demand for our products and services; (v) our joint venture activities; (vi) economic outlook and industry trends; (vii) developments of our markets; (viii) the impact of regulatory initiatives; (ix) research and development expenditures; (x) the strength of our competitors; (xi) future cost savings; (xii) plans to launch new products and services; (xiii) assessments of risks; (xiv) integration of acquired businesses; (xv) compliance with rules and regulations and (xvi) infringements of intellectual property rights of others.

In addition, any statements that refer to expectations, projections or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements. These forward-looking statements speak only as of the date hereof and are based upon the information available to us at this time. Such information is subject to change, and we will not necessarily inform you of such changes. These statements are not guarantees of future performance and are subject to risks, uncertainties and assumptions that are difficult to predict. Therefore, our actual results could differ materially and adversely from those expressed in any forward-looking statements as a result of various factors. Important factors that may cause such a difference for Ericsson include, but are not limited to: (i) material adverse changes in the markets in which we operate or in global economic conditions; (ii) increased product and price competition; (iii) reductions in capital expenditure by network operators; (iv) the cost of technological innovation and increased expenditure to improve quality of service; (v) significant changes in market share for our principal products and services; (vi) foreign exchange rate or interest rate fluctuations; and (vii) the successful implementation of our business and operational initiatives.

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CONSOLIDATED INCOME STATEMENT

SEK million	2016	Jan-Mar 2015	Change	Jan-Dec 2015
Net sales	52,209	53,520	-2%	246,920
Cost of sales	-34,819	-34,556	1%	-161,101
Gross income	**17,390**	**18,964**	**-8%**	**85,819**
Gross margin (%)	33.3%	35.4%		34.8%
Research and development expenses	-7,485	-8,487	-12%	-34,844
Selling and administrative expenses	-6,720	-7,131	-6%	-29,285
Operating expenses	**-14,205**	**-15,618**	**-9%**	**-64,129**
Other operating income and expenses	273	-1,240		153
Shares in earnings of JV and associated companies	17	27		-38
Operating income	**3,475**	**2,133**	**63%**	**21,805**
Financial income	-89	684		525
Financial expenses	-377	-740		-2,458
Income after financial items	**3,009**	**2,077**	**45%**	**19,872**
Taxes	-903	-623		-6,199
Net income	**2,106**	**1,454**	**45%**	**13,673**
Net income attributable to:				
Stockholders of the Parent Company	1,966	1,319		13,549
Non-controlling interests	140	135		124
Other information				
Average number of shares, basic (million)	3,258	3,244		3,249
Earnings per share, basic (SEK) [1)]	0.60	0.41		4.17
Earnings per share, diluted (SEK) [1)]	0.60	0.40		4.13

[1)] Based on Net income attributable to stockholders of the Parent Company.

STATEMENT OF COMPREHENSIVE INCOME

SEK million	Jan-Mar 2016	Jan-Mar 2015	Jan-Dec 2015
Net income	**2,106**	**1,454**	**13,673**

Other comprehensive income

Items that will not be reclassified to profit or loss			
Remeasurements of defined benefits pension plans incl. asset ceiling	-3,502	-3,211	-2,026
Tax on items that will not be reclassified to profit or loss	953	694	721
Items that may be reclassified to profit or loss			
Cash flow hedges			
Gains/losses arising during the period			
Reclassification adjustments for gains/losses included in profit or loss			
Revaluation of other investments in shares and participations			
Fair value remeasurement	-4	181	457
Changes in cumulative translation adjustments	-1,133	4,409	-604
Share of other comprehensive income on JV and associated companies	-376	-4	141
Tax on items that may be reclassified to profit or loss			
Total other comprehensive income, net of tax	**-4,062**	**2,069**	**-1,311**
Total comprehensive income	**-1,956**	**3,523**	**12,362**
Total comprehensive income attributable to:			
Stockholders of the Parent Company	-2,093	3,305	12,218
Non-controlling interest	137	218	144

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CONSOLIDATED BALANCE SHEET

SEK million	Mar 31 2016	Dec 31 2015
ASSETS		
Non-current assets		
Intangible assets		
Capitalized development expenses	6,349	5,493
Goodwill	40,316	41,087
Intellectual property rights, brands and other intangible assets	8,400	9,316
Property, plant and equipment	16,127	15,901
Financial assets		
Equity in JV and associated companies	851	1,210
Other investments in shares and participations	1,090	1,275
Customer finance, non-current	1,663	1,739
Other financial assets, non-current	4,997	5,634
Deferred tax assets	14,117	13,183
	93,910	**94,838**
Current assets		
Inventories	32,252	28,436
Trade receivables	66,701	71,069
Customer finance, current	2,346	2,041
Other current receivables	24,105	21,709
Short-term investments	25,077	26,046
Cash and cash equivalents	35,934	40,224
	186,415	**189,525**
Total assets	**280,325**	**284,363**
EQUITY AND LIABILITIES		
Equity		
Stockholders equity	144,699	146,525
Non-controlling interest in equity of subsidiaries	945	841
	145,644	**147,366**
Non-current liabilities		
Post-employment benefits	25,715	22,664
Provisions, non-current	158	176
Deferred tax liabilities	2,098	2,472
Borrowings, non-current	22,110	22,744

Other non-current liabilities	1,834	1,851
	51,915	**49,907**
Current liabilities		
Provisions, current	3,374	3,662
Borrowings, current	2,414	2,376
Trade payables	21,549	22,389
Other current liabilities	55,429	58,663
	82,766	**87,090**
Total equity and liabilities	**280,325**	**284,363**
Of which interest-bearing liabilities	*24,524*	*25,120*
Of which net cash 1)	*36,487*	*41,150*
Assets pledged as collateral	2,513	2,526
Contingent liabilities	918	922

1) Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures can be found on page 28

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CONSOLIDATED STATEMENT

OF CASH FLOWS

SEK million	Jan-Mar 2016	Jan-Mar 2015	Jan-Dec 2015
Operating activities			
Net income	2,106	1,454	13,673
Adjustments to reconcile net income to cash			
Taxes	-1,208	-1,921	-2,835
Earnings/dividends in JV and associated companies	-16	-22	130
Depreciation, amortization and impairment losses	2,097	2,681	10,206
Other	652	944	3,110
	3,631	**3,136**	**24,284**
Changes in operating net assets			
Inventories	-4,212	-4,019	-366
Customer finance, current and non-current	-251	-258	824
Trade receivables	3,408	2,037	7,000
Trade payables	-617	-1,668	-2,676
Provisions and post-employment benefits	-14	-166	544
Other operating assets and liabilities, net	-4,317	-4,962	-9,013
	-6,003	**-9,036**	**-3,687**
Cash flow from operating activities	**-2,372**	**-5,900**	**20,597**
Investing activities			
Investments in property, plant and equipment	-1,474	-2,367	-8,338
Sales of property, plant and equipment	44	75	1,301
Acquisitions/divestments of subsidiaries and other operations, net	-108	-58	-2,200
Product development	-1,208	-294	-3,302
Other investing activities	735	118	-543
Short-term investments	1,013	399	5,095
Cash flow from investing activities	**-998**	**-2,127**	**-7,987**
Cash flow before financing activities	**-3,370**	**-8,027**	**12,610**
Financing activities			
Dividends paid	-33	-25	-11,337
Other financing activities	94	899	627
Cash flow from financing activities	**61**	**874**	**-10,710**
Effect of exchange rate changes on cash	-981	1,476	-2,664

Net change in cash and cash equivalents	**-4,290**	**-5,677**	**-764**
Cash and cash equivalents, beginning of period	**40,224**	**40,988**	**40,988**
Cash and cash equivalents, end of period	**35,934**	**35,311**	**40,224**

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CONSOLIDATED STATEMENT

OF CHANGES IN EQUITY

SEK million	Jan-Mar 2016	Jan-Mar 2015	Jan-Dec 2015
Opening balance	**147,366**	**145,309**	**145,309**
Total comprehensive income	-1,956	3,523	12,362
Sale/repurchase of own shares	29	46	169
Stock purchase plan	238	198	865
Dividends paid	-33	-25	-11,337
Transactions with non-controlling interests			-2
Closing balance	**145,644**	**149,051**	**147,366**

CONSOLIDATED INCOME STATEMENT

- ISOLATED QUARTERS

Isolated quarters, SEK million	2016 Q1	2015 Q4	2015 Q3	2015 Q2	2015 Q1
Net sales	52,209	73,568	59,161	60,671	53,520
Cost of sales	-34,819	-46,899	-39,110	-40,536	-34,556
Gross income	**17,390**	**26,669**	**20,051**	**20,135**	**18,964**
Gross margin (%)	33.3%	36.3%	33.9%	33.2%	35.4%
Research and development expenses	-7,485	-7,921	-8,540	-9,896	-8,487
Selling and administrative expenses	-6,720	-7,996	-6,393	-7,765	-7,131
Operating expenses	**-14,205**	**-15,917**	**-14,933**	**-17,661**	**-15,618**
Other operating income and expenses	273	254	80	1,059	-1,240
Shares in earnings of JV and associated companies	17	29	-121	27	27
Operating income	**3,475**	**11,035**	**5,077**	**3,560**	**2,133**
Financial income	-89	-109	188	-238	684
Financial expenses	-377	-619	-809	-290	-740
Income after financial items	**3,009**	**10,307**	**4,456**	**3,032**	**2,077**
Taxes	-903	-3,329	-1,338	-909	-623
Net income	**2,106**	**6,978**	**3,118**	**2,123**	**1,454**

Net income attributable to:					
Stockholders of the Parent Company	1,966	7,056	3,080	2,094	1,319
Non-controlling interests	140	-78	38	29	135
Other information					
Average number of shares, basic (million)	3,258	3,254	3,251	3,247	3,244
Earnings per share, basic (SEK) [1)]	0.60	2.17	0.95	0.64	0.41
Earnings per share, diluted (SEK) [1)]	0.60	2.15	0.94	0.64	0.40

1) Based on Net income attributable to stockholders of the Parent Company.

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CONSOLIDATED STATEMENT

OF CASH FLOWS - ISOLATED QUARTERS

Isolated quarters, SEK million	2016 Q1	2015 Q4	Q3	Q2	Q1
Operating activities					
Net income	2,106	6,978	3,118	2,123	1,454
Adjustments to reconcile net income to cash					
Taxes	-1,208	395	51	-1,360	-1,921
Earnings/dividends in JV and associated companies	-16	-33	136	49	-22
Depreciation, amortization and impairment losses	2,097	2,521	2,425	2,579	2,681
Other	652	1,092	1,052	22	944
	3,631	**10,953**	**6,782**	**3,413**	**3,136**
Changes in operating net assets					
Inventories	-4,212	3,496	-226	383	-4,019
Customer finance, current and non-current	-251	302	375	405	-258
Trade receivables	3,408	2,754	-1,421	3,630	2,037
Trade payables	-617	886	-494	-1,400	-1,668
Provisions and post-employment benefits	-14	-673	-302	1,685	-166
Other operating assets and liabilities, net	-4,317	4,141	-3,154	-5,038	-4,962
	-6,003	**10,906**	**-5,222**	**-335**	**-9,036**
Cash flow from operating activities	**-2,372**	**21,859**	**1,560**	**3,078**	**-5,900**
Investing activities					
Investments in property, plant and equipment	-1,474	-1,740	-1,807	-2,424	-2,367
Sales of property, plant and equipment	44	92	59	1,075	75
Acquisitions/divestments of subsidiaries and other operations, net	-108	-945	-1,028	-169	-58
Product development	-1,208	-1,183	-982	-843	-294
Other investing activities	735	-418	37	-280	118
Short-term investments	1,013	-8,613	3,631	9,678	399
Cash flow from investing activities	**-998**	**-12,807**	**-90**	**7,037**	**-2,127**
Cash flow before financing activities	**-3,370**	**9,052**	**1,470**	**10,115**	**-8,027**
Financing activities					
Dividends paid	-33		-277	-11,035	-25
Other financing activities	94	-669	-34	431	899
Cash flow from financing activities	**61**	**-669**	**-311**	**-10,604**	**874**
Effect of exchange rate changes on cash	-981	-2,109	-171	-1,860	1,476

Net change in cash and cash equivalents	**-4,290**	**6,274**	**988**	**-2,349**	**-5,677**
Cash and cash equivalents, beginning of period	**40,224**	**33,950**	**32,962**	**35,311**	**40,988**
Cash and cash equivalents, end of period	**35,934**	**40,224**	**33,950**	**32,962**	**35,311**

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ACCOUNTING POLICIES

THE GROUP

This interim report is prepared in accordance with IAS 34. The term IFRS used in this document refers to the application of IAS and IFRS as well as interpretations of these standards as issued by IASB s Standards Interpretation Committee (SIC) and IFRS Interpretations Committee (IFRIC). The accounting policies adopted are consistent with those of the annual report for the year ended December 31, 2015, and should be read in conjunction with that annual report.

There is no significant difference between IFRS effective as per March 31, 2016 and IFRS as endorsed by the EU.

Net Cash

The definition of Net Cash has been adjusted in order to more clearly represent Ericsson s ability to meet financial obligations. Post-employment benefits will no longer be included in the calculation of Net Cash. Net Cash for prior periods has been recalculated using the new definition. The revised definition is as follows:

Net Cash: Cash and cash equivalents plus short-term investments less interest-bearing liabilities (which include: non-current borrowings and current borrowings).

Accounting for bonds

Due to the conditions in the market for government and mortgage bonds in Sweden, Ericsson now intends to hold bonds purchased in its Asset management portfolio until maturity instead of intending to hold them for trading. Bonds purchased in this portfolio after January 1, 2016 will be classified as available-for-sale. There were no purchases made in Q1 2016. The impact of this change on the financial statements will be disclosed in the interim report following the first purchase of bonds.

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NET SALES BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016 Q1	2015 Q4	Q3	Q2	Q1
Networks	25,820	37,304	28,817	31,163	26,436
Global Services	23,018	30,670	27,055	26,392	23,901
Of which Professional Services	*17,932*	*23,072*	*20,545*	*20,001*	*18,131*
Of which Managed Services	*7,352*	*8,214*	*7,976*	*8,150*	*7,501*
Of which Network Rollout	*5,086*	*7,598*	*6,510*	*6,391*	*5,770*
Support Solutions	3,371	5,594	3,289	3,092	3,074
Modems				24	109
Total	**52,209**	**73,568**	**59,161**	**60,671**	**53,520**

Sequential change, percent	2016 Q1	2015 Q4	Q3	Q2	Q1
Networks	-31%	29%	-8%	18%	-22%
Global Services	-25%	13%	3%	10%	-20%
Of which Professional Services	*-22%*	*12%*	*3%*	*10%*	*-15%*
Of which Managed Services	*-10%*	*3%*	*-2%*	*9%*	*-3%*
Of which Network Rollout	*-33%*	*17%*	*2%*	*11%*	*-31%*
Support Solutions	-40%	70%	6%	1%	-23%
Modems					
Total	**-29%**	**24%**	**-2%**	**13%**	**-21%**

Year over year change, percent	2016 Q1	2015 Q4	Q3	Q2	Q1
Networks	-2%	9%	-4%	8%	8%
Global Services	-4%	3%	11%	14%	17%
Of which Professional Services	*-1%*	*8%*	*15%*	*21%*	*20%*
Of which Managed Services	*-2%*	*6%*	*11%*	*26%*	*30%*
Of which Network Rollout	*-12%*	*-9%*	*-2%*	*-2%*	*9%*
Support Solutions	10%	40%	8%	9%	11%
Modems					
Total	**-2%**	**8%**	**3%**	**11%**	**13%**

Year to date, SEK million	2016 Jan-Mar	2015 Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	25,820	123,720	86,416	57,599	26,436

Global Services	23,018	108,018	77,348	50,293	23,901
Of which Professional Services	*17,932*	*81,749*	*58,677*	*38,132*	*18,131*
Of which Managed Services	*7,352*	*31,841*	*23,627*	*15,651*	*7,501*
Of which Network Rollout	*5,086*	*26,269*	*18,671*	*12,161*	*5,770*
Support Solutions	3,371	15,049	9,455	6,166	3,074
Modems		133	133	133	109
Total	**52,209**	**246,920**	**173,352**	**114,191**	**53,520**

	2016	2015			
Year to date, year over year change, percent	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	-2%	5%	4%	8%	8%
Global Services	-4%	11%	14%	16%	17%
Of which Professional Services	*-1%*	*15%*	*19%*	*21%*	*20%*
Of which Managed Services	*-2%*	*17%*	*22%*	*28%*	*30%*
Of which Network Rollout	*-12%*	*-2%*	*1%*	*3%*	*9%*
Support Solutions	10%	19%	9%	10%	11%
Modems					
Total	**-2%**	**8%**	**8%**	**12%**	**13%**

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OPERATING INCOME

BY SEGMENT BY QUARTER

Isolated quarters, SEK million	2016 Q1	2015 Q4	Q3	Q2	Q1
Networks	2,724	7,154	2,764	2,435	590
Global Services	644	2,530	2,364	1,640	1,681
Of which Professional Services	*1,293*	*2,712*	*2,386*	*2,403*	*2,109*
Of which Network Rollout	*-649*	*-182*	*-22*	*-763*	*-428*
Support Solutions	238	1,668	-6	-240	82
Modems		1	-1	7	0
Unallocated [1)]	-131	-318	-44	-282	-220
Total	**3,475**	**11,035**	**5,077**	**3,560**	**2,133**

Year to date, SEK million	2016 Jan-Mar	2015 Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	2,724	12,943	5,789	3,025	590
Global Services	644	8,215	5,685	3,321	1,681
Of which Professional Services	*1,293*	*9,610*	*6,898*	*4,512*	*2,109*
Of which Network Rollout	*-649*	*-1,395*	*-1,213*	*-1,191*	*-428*
Support Solutions	238	1,504	-164	-158	82
Modems		7	6	7	0
Unallocated [1)]	-131	-864	-546	-502	-220
Total	**3,475**	**21,805**	**10,770**	**5,693**	**2,133**

[1)] Unallocated consists mainly of costs for corporate staff, non-operational capital gains and losses.

OPERATING MARGIN

BY SEGMENT BY QUARTER

As percentage of net sales, isolated quarters	2016 Q1	2015 Q4	Q3	Q2	Q1
Networks	11%	19%	10%	8%	2%
Global Services	3%	8%	9%	6%	7%
Of which Professional Services	*7%*	*12%*	*12%*	*12%*	*12%*
Of which Network Rollout	*-13%*	*-2%*	*0%*	*-12%*	*-7%*

Support Solutions	7%	30%	0%	-8%	3%
Modems					
Total	**7%**	**15%**	**9%**	**6%**	**4%**

	2016	2015			
As percentage of net sales, year to date	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	11%	10%	7%	5%	2%
Global Services	3%	8%	7%	7%	7%
Of which Professional Services	*7%*	*12%*	*12%*	*12%*	*12%*
Of which Network Rollout	*-13%*	*-5%*	*-6%*	*-10%*	*-7%*
Support Solutions	7%	10%	-2%	-3%	3%
Modems					
Total	**7%**	**9%**	**6%**	**5%**	**4%**

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NET SALES

BY REGION BY QUARTER

Isolated quarters, SEK million	2016 Q1	2015 Q4	Q3	Q2	Q1
North America	13,182	17,082	14,355	14,578	12,246
Latin America	4,040	6,106	5,610	5,067	4,574
Northern Europe & Central Asia [1) 2)]	2,222	2,847	2,520	2,556	2,726
Western & Central Europe [2)]	3,953	5,320	4,540	5,131	4,741
Mediterranean [2)]	4,296	6,971	5,470	5,887	4,982
Middle East	3,567	6,089	5,728	6,515	4,517
Sub Saharan Africa	2,120	2,847	2,691	2,653	2,158
India	2,683	3,172	3,629	3,049	3,531
North East Asia	5,579	8,916	6,348	6,943	6,030
South East Asia & Oceania	5,199	5,329	4,750	4,897	4,259
Other [1) 2)]	5,368	8,889	3,520	3,395	3,756
Total	**52,209**	**73,568**	**59,161**	**60,671**	**53,520**
[1)] Of which in Sweden	*1,113*	*972*	*1,135*	*598*	*1,091*
[2)] Of which in EU	*9,229*	*12,644*	*10,584*	*11,453*	*10,904*

Sequential change, percent	2016 Q1	2015 Q4	Q3	Q2	Q1
North America	-23%	19%	-2%	19%	-6%
Latin America	-34%	9%	11%	11%	-30%
Northern Europe & Central Asia [1) 2)]	-22%	13%	-1%	-6%	-33%
Western & Central Europe [2)]	-26%	17%	-12%	8%	-22%
Mediterranean [2)]	-38%	27%	-7%	18%	-34%
Middle East	-41%	6%	-12%	44%	-34%
Sub Saharan Africa	-26%	6%	1%	23%	-17%
India	-15%	-13%	19%	-14%	49%
North East Asia	-37%	40%	-9%	15%	-35%
South East Asia & Oceania	-2%	12%	-3%	15%	-14%
Other [1) 2)]	-40%	153%	4%	-10%	-19%
Total	**-29%**	**24%**	**-2%**	**13%**	**-21%**
[1)] Of which in Sweden	*15%*	*-14%*	*90%*	*-45%*	*4%*
[2)] Of which in EU	*-27%*	*19%*	*-8%*	*5%*	*-24%*

Year-over-year change, percent	2016 Q1	2015 Q4	Q3	Q2	Q1

North America	8%	31%	2%	-4%	0%
Latin America	-12%	-7%	-5%	-6%	-3%
Northern Europe & Central Asia [1) 2)]	-18%	-30%	-20%	-6%	12%
Western & Central Europe [2)]	-17%	-13%	-2%	12%	8%
Mediterranean [2)]	-14%	-7%	5%	7%	4%
Middle East	-21%	-11%	-5%	44%	17%
Sub Saharan Africa	-2%	9%	10%	41%	19%
India	-24%	34%	81%	85%	108%
North East Asia	-7%	-3%	-10%	8%	23%
South East Asia & Oceania	22%	8%	25%	34%	24%
Other [1) 2)]	43%	91%	4%	1%	15%
Total	**-2%**	**8%**	**3%**	**11%**	**13%**
[1)] Of which in Sweden	*2%*	*-7%*	*4%*	*-41%*	*9%*
[2)] Of which in EU	*-15%*	*-12%*	*-1%*	*11%*	*12%*

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NET SALES

BY REGION BY QUARTER, CONT.

Year to date, SEK million	2016 Jan-Mar	2015 Jan-Dec	2015 Jan-Sep	2015 Jan-Jun	2015 Jan-Mar
North America	13,182	58,261	41,179	26,824	12,246
Latin America	4,040	21,357	15,251	9,641	4,574
Northern Europe & Central Asia [1) 2)]	2,222	10,649	7,802	5,282	2,726
Western & Central Europe [2)]	3,953	19,732	14,412	9,872	4,741
Mediterranean [2)]	4,296	23,310	16,339	10,869	4,982
Middle East	3,567	22,849	16,760	11,032	4,517
Sub Saharan Africa	2,120	10,349	7,502	4,811	2,158
India	2,683	13,381	10,209	6,580	3,531
North East Asia	5,579	28,237	19,321	12,973	6,030
South East Asia & Oceania	5,199	19,235	13,906	9,156	4,259
Other [1) 2)]	5,368	19,560	10,671	7,151	3,756
Total	**52,209**	**246,920**	**173,352**	**114,191**	**53,520**
[1)] Of which in Sweden	*1,113*	*3,796*	*2,824*	*1,689*	*1,091*
[2)] Of which in EU	*9,229*	*45,585*	*32,941*	*22,357*	*10,904*

Year to date, year-over-year change, percent	2016 Jan-Mar	2015 Jan-Dec	2015 Jan-Sep	2015 Jan-Jun	2015 Jan-Mar
North America	8%	7%	-1%	-2%	0%
Latin America	-12%	-5%	-5%	-5%	-3%
Northern Europe & Central Asia [1) 2)]	-18%	-14%	-6%	3%	12%
Western & Central Europe [2)]	-17%	0%	6%	10%	8%
Mediterranean [2)]	-14%	1%	5%	6%	4%
Middle East	-21%	7%	16%	32%	17%
Sub Saharan Africa	-2%	18%	22%	30%	19%
India	-24%	74%	91%	97%	108%
North East Asia	-7%	2%	5%	15%	23%
South East Asia & Oceania	22%	21%	28%	29%	24%
Other [1) 2)]	43%	33%	7%	8%	15%
Total	**-2%**	**8%**	**8%**	**12%**	**13%**
[1)] Of which in Sweden	*2%*	*-8%*	*-9%*	*-16%*	*9%*
[2)] Of which in EU	*-15%*	*1%*	*7%*	*12%*	*12%*

TOP 5 COUNTRIES IN SALES

Country	Q1 2016	Q1 2015	Jan-Dec 2015
United States	27%	23%	26%
China	9%	8%	8%
India	5%	7%	5%
Japan	4%	3%	3%
Italy	3%	3%	3%

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NET SALES

BY REGION BY SEGMENT

	Q1 2016			
SEK million	Networks	Global Services	Support Solutions	Total
North America	6,341	6,078	763	13,182
Latin America	2,023	1,815	202	4,040
Northern Europe & Central Asia	1,342	807	73	2,222
Western & Central Europe	1,295	2,522	136	3,953
Mediterranean	1,459	2,690	147	4,296
Middle East	1,407	1,896	264	3,567
Sub Saharan Africa	869	1,087	164	2,120
India	1,279	1,228	176	2,683
North East Asia	3,544	1,917	118	5,579
South East Asia & Oceania	3,185	1,928	86	5,199
Other	3,076	1,050	1,242	5,368
Total	**25,820**	**23,018**	**3,371**	**52,209**
Share of Total	50%	44%	6%	100%

	Q1 2016			
Sequential change, percent	Networks	Global Services	Support Solutions	Total
North America	-20%	-20%	-50%	-23%
Latin America	-29%	-39%	-23%	-34%
Northern Europe & Central Asia	-6%	-39%	-25%	-22%
Western & Central Europe	-30%	-22%	-45%	-26%
Mediterranean	-45%	-33%	-42%	-38%
Middle East	-49%	-37%	-21%	-41%
Sub Saharan Africa	-45%	-4%	23%	-26%
India	-26%	-7%	31%	-15%
North East Asia	-39%	-33%	-50%	-37%
South East Asia & Oceania	21%	-21%	-67%	-2%
Other	-49%	43%	-41%	-40%
Total	**-31%**	**-25%**	**-40%**	**-29%**

	Q1 2016			
Year over year change, percent	Networks	Global Services	Support Solutions	Total

North America	23%	-4%	-4%	8%
Latin America	-6%	-18%	-7%	-12%
Northern Europe & Central Asia	-26%	-4%	-1%	-18%
Western & Central Europe	-21%	-14%	-19%	-17%
Mediterranean	-24%	-8%	0%	-14%
Middle East	-41%	-2%	44%	-21%
Sub Saharan Africa	15%	-7%	-31%	-2%
India	-39%	11%	-46%	-24%
North East Asia	-11%	-5%	97%	-7%
South East Asia & Oceania	32%	9%	8%	22%
Other	44%	47%	57%	43%
Total	**-2%**	**-4%**	**10%**	**-2%**

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PROVISIONS

Isolated quarters, SEK million	2016 Q1	2015 Q4	Q3	Q2	Q1
Opening balance	**3,838**	**4,331**	**5,354**	**4,056**	**4,427**
Additions	492	589	695	2,777	915
Utilization/Cash out	-667	-1,096	-1,545	-1,217	-1,204
Of which restructuring	*-487*	*-754*	*-1,103*	*-472*	*-437*
Reversal of excess amounts	-67	87	-168	-161	-236
Reclassification, translation difference and other	-64	-73	-5	-101	154
Closing balance	**3,532**	**3,838**	**4,331**	**5,354**	**4,056**

Year to date, SEK million	2016 Jan-Mar	Jan-Dec	2015 Jan-Sep	Jan-Jun	Jan-Mar
Opening balance	**3,838**	**4,427**	**4,427**	**4,427**	**4,427**
Additions	492	4,976	4,387	3,692	915
Utilization/Cash out	-667	-5,062	-3,966	-2,421	-1,204
Of which restructuring	*-487*	*-2,766*	*-2,012*	*-909*	*-437*
Reversal of excess amounts	-67	-478	-565	-397	-236
Reclassification, translation difference and other	-64	-25	48	53	154
Closing balance	**3,532**	**3,838**	**4,331**	**5,354**	**4,056**

INFORMATION ON INVESTMENTS

Investments in assets subject to depreciation, amortization, impairment and write-downs

Isolated quarters, SEK million	2016 Q1	2015 Q4	Q3	Q2	Q1
Additions					
Property, plant and equipment	1 474	1,739	1,807	2,424	2,367
Capitalized development expenses [1)]	1 208	1,183	982	843	294
IPR, brands and other intangible assets	5	23	10	26	11
Total	**2 687**	**2,945**	**2,799**	**3,293**	**2,672**
Depreciation, amortization and impairment losses					
Property, plant and equipment	1 062	1,194	1,129	1,152	1,214
Capitalized development expenses	351	349	354	333	342
IPR, brands and other intangible assets, etc.	684	978	942	1,094	1,125

Total	**2 097**	**2,521**	**2,425**	**2,579**	**2,681**

1) Including reclassification

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RECONCILIATION TABLES, NON-IFRS

MEASURES

CASH CONVERSION

	2016	2015			
Isolated quarters, SEK million	Q1	Q4	Q3	Q2	Q1
Net income	2,106	6,978	3,118	2,123	1,454
Net income reconciled to cash	3,631	10,953	6,782	3,413	3,136
Cash flow from operating activities	-2,372	21,859	1,560	3,078	-5,900
Cash conversion	-65.3%	199.6%	23.0%	90.2%	-188.1%

NET CASH - END OF PERIOD

SEK million	Mar 31 2016	Dec 31 2015
Cash and cash equivalents	35,934	40,224
+ Short term investments	25,077	26,046
- Borrowings, non-current	22,110	22,744
- Borrowings, current	2,414	2,376
Net cash, end of period	36,487	41,150

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OTHER INFORMATION

SEK million	Jan-Mar 2016	Jan-Mar 2015	Jan-Dec 2015
Number of shares and earnings per share			
Number of shares, end of period (million)	3,305	3,305	3,305
Of which class A-shares (million)	262	262	262
Of which class B-shares (million)	3,043	3,043	3,043
Number of treasury shares, end of period (million)	46	60	49
Number of shares outstanding, basic, end of period (million)	3,259	3,245	3,256
Numbers of shares outstanding, diluted, end of period (million)	3,293	3,277	3,289
Average number of treasury shares (million)	47	61	56
Average number of shares outstanding, basic (million)	3,258	3,244	3,249
Average number of shares outstanding, diluted (million) [1)]	3,292	3,276	3,282
Earnings per share, basic (SEK)	0.60	0.41	4.17
Earnings per share, diluted (SEK) [1)]	0.60	0.40	4.13
Ratios			
Days sales outstanding	108	125	87
Inventory turnover days	80	82	64
Payable days	58	64	53
Equity ratio (%)	52.0%	49.2%	51.8%
Capital turnover (times)	1.1	1.1	1.3
Cash conversion % [2)]	-65.3%	-188.1%	84.8%
Exchange rates used in the consolidation [3)]			
SEK/EUR- closing rate	9.23	9.29	9.17
SEK/USD- closing rate	8.11	8.64	8.40
Other			
Regional inventory, end of period	18,089	20,000	15,453
Export sales from Sweden	23,254	26,151	117,486

1) Potential ordinary shares are not considered when their conversion to ordinary shares would increase earnings per share.

2) Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures can be found on page XX

3) Translation method changed from 2015. Monthly rates used to translate transactions are available on www.ericsson.com/thecompany/investors

NUMBER OF EMPLOYEES

End of period	2016 Mar 31	2015 Dec 31	2015 Sep 30	2015 Jun 30	2015 Mar 31

North America	14 081	14,548	14,669	14,975	15,156
Latin America	9 836	10,412	10,754	10,823	10,970
Northern Europe & Central Asia [1)]	20 167	20,700	20,953	21,441	21,556
Western & Central Europe	12 100	12,220	12,042	12,400	12,575
Mediterranean	12 906	12,702	12,748	12,925	13,363
Middle East	3 608	3,639	3,634	3,717	3,813
Sub Saharan Africa	2 377	2,301	2,306	2,389	2,442
India	22 424	21,999	21,343	21,353	21,215
North East Asia	13 623	13,706	13,782	13,104	13,488
South East Asia & Oceania	4 178	4,054	4,009	4,056	4,128
Total	**115 300**	**116,281**	**116,240**	**117,183**	**118,706**
[1)] Of which in Sweden	*16 290*	*17,041*	*17,242*	*17,560*	*17,569*

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RESTRUCTURING CHARGES BY FUNCTION

	2016	2015			
Isolated quarters, SEK million	Q1	Q4	Q3	Q2	Q1
Cost of sales	-328	-282	-351	-1,157	-484
Research and development expenses	-257	-305	-547	-1,118	-51
Selling and administrative expenses	-47	-117	-80	-469	-79
Total	**-632**	**-704**	**-978**	**-2,744**	**-614**

	2016	2015			
Year to date, SEK million	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Cost of sales	-328	-2,274	-1,992	-1,641	-484
Research and development expenses	-257	-2,021	-1,716	-1,169	-51
Selling and administrative expenses	-47	-745	-628	-548	-79
Total	**-632**	**-5,040**	**-4,336**	**-3,358**	**-614**

RESTRUCTURING CHARGES BY SEGMENT

	2016	2015			
Isolated quarters, SEK million	Q1	Q4	Q3	Q2	Q1
Networks	-295	-259	-565	-1,842	-173
Global Services	-315	-213	-358	-691	-419
Of which Professional Services	*-237*	*-60*	*-316*	*-175*	*-140*
Of which Network Rollout	*-78*	*-153*	*-42*	*-516*	*-279*
Support Solutions	-22	-230	-37	-194	-19
Modems		1	-1	-12	-3
Unallocated		-3	-17	-5	
Total	**-632**	**-704**	**-978**	**-2,744**	**-614**

	2016	2015			
Year to date, SEK million	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	-295	-2,839	-2,580	-2,015	-173
Global Services	-315	-1,681	-1,468	-1,110	-419
Of which Professional Services	*-237*	*-691*	*-631*	*-315*	*-140*
Of which Network Rollout	*-78*	*-990*	*-837*	*-795*	*-279*
Support Solutions	-22	-480	-250	-213	-19
Modems		-15	-16	-15	-3

Unallocated		-25	-22	-5	
Total	**-632**	**-5,040**	**-4,336**	**-3,358**	**-614**