

ERICSSON LM TELEPHONE CO

Form 6-K

April 23, 2018

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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 23, 2018

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 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. 333-223954) AND ON FORM S-8 (Nos. 333-196453,

333-161683, 333-161684 AND 333-167643) 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THEREOF FROM THE DATE ON WHICH THIS REPORT IS FURNISHED TO THE SECURITIES AND EXCHANGE COMMISSION, TO THE EXTENT NOT SUPERSEDED BY DOCUMENTS OR REPORTS SUBSEQUENTLY FILED WITH OR FURNISHED TO THE SECURITIES AND EXCHANGE COMMISSION.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/ XAVIER DEDULLEN
Xavier Dedullen
**Senior Vice President, Chief Legal
Officer**

By: /s/ CARL MELLANDER
Carl Mellander
Senior Vice President
**Senior Vice President, Chief Financial
Officer**

Date: **April 23, 2018**

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First quarter report 2018,

as adjusted for incorporation by reference

Stockholm, April 20, 2018

First quarter highlights (In 2017, certain items affecting comparability had a significant negative impact on the results.)

Reported sales decreased by -9% YoY.

Gross margin was 34.2% (15.7%) ¹⁾.

Operating income (loss) was SEK -0.3 (-11.3) b.

Cash flow from operating activities was SEK 1.6 (-1.5) b.

- 1) Write-down of assets as well as provisions and adjustments related to certain customer projects had a significant negative impact on the 2017 results. In addition, a restate of 2016 and 2017 numbers has been made following IFRS 15 introduction.

SEK b.	Q1 2018	Q1 2017	YoY change	Q4 2017	QoQ change
Net sales	43.4	47.8	-9%	57.9	-25%
Gross margin	34.2%	15.7%		21.6%	
Operating income (loss)	-0.3	-11.3		-19.3	
Operating margin	-0.7%	-23.6%		-33.3%	
Net income (loss)	-0.7	-10.0		-18.5	
EPS diluted, SEK	-0.25	-3.08		-5.63	
Cash flow from operating activities	1.6	-1.5		11.2	-86%

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CEO comments

We have continued to execute on our focused business strategy creating solutions that help our customers improve their business. Our efforts to improve efficiency in service delivery and common costs are starting to pay off.

A cornerstone in our strategy is to invest in R&D for both technology leadership and cost leadership, which will allow us to generate higher gross margins. We continue to increase our R&D investments in Networks to lead in 5G. In Digital Services we continue to increase investments into our new cloud-native portfolio as well as changing our ways of working for better R&D efficiency. In Managed Services we continue to focus on machine intelligence, automation and analytics to further enhance user experience, improve efficiency and better manage the increasingly complex networks of tomorrow.

In Networks we have seen the portfolio becoming more competitive in the last three quarters of 2017, resulting in market share gains, as reported by external sources. However, operating income in Digital Services remains challenging.

In segment Emerging Business and Other, we are gradually increasing investments in growth areas such as IoT and Unified Delivery Network (UDN). The combined operating income of Media Solutions and Red Bee Media improved YoY. We expect to close the announced Media Solutions divestment by the end of the third quarter.

In the quarter we reduced the total workforce by more than 3,000. Since the reduction activities were launched in July last year, we have reduced the total workforce by almost 18,000. The run-rate reduction does not yet fully impact the quarterly results.

The improvements in the quarter are encouraging. However, more work remains to be done. We have confidence in the strategic direction laid out and remain fully committed to our long-term targets. Looking ahead, we expect the rapidly increasing focus on 5G to continue, with initial business discussions focusing on enhanced mobile broadband. We continue to work closely with customers to define the optimal business models to enable them to tap into new revenue streams and capture the full value of 5G.

Börje Ekholm

President and CEO

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Financial highlights

SEK b.	Q1 2018	Q1 2017	YoY change	Q4 2017	QoQ change
Net sales	43.4	47.8	-9%	57.9	-25%
Gross income	14.9	7.5	98%	12.5	19%
Gross margin (%)	34.2%	15.7%		21.6%	
Research and development expenses	-9.1	-9.1	0%	-9.9	
Selling and administrative expenses	-6.2	-8.2		-8.2	
Impairment losses on trade receivables	0.0	-1.6		-0.7	
Other operating income and expenses	0.1	0.1	-40%	-12.9	
Operating income (loss)	-0.3	-11.3		-19.3	
Operating margin (%)	-0.7%	-23.6%		-33.3%	
Financial net	-0.5	-0.4		-0.5	
Taxes	0.1	1.7	-92%	1.3	-90%
Net income (loss)	-0.7	-10.0		-18.5	
Restructuring charges	-1.2	-1.7		-2.4	

Net sales

Sales as reported decreased by -9 % YoY. Sales as reported in Networks declined by -10% YoY, mainly due to lower mobile broadband investments in Mainland China and earlier completion of larger mobile broadband projects in market area South East Asia, Oceania and India. Digital Services sales declined by -9% YoY, mainly due to continued decline in legacy product sales and related services. Managed Services sales declined by -8% YoY as a result of customer contract reviews and reduced variable sales in certain large contracts. Sales in Emerging Business and Other (former segment Other) declined by -7% YoY due to lower sales in the media business.

Sequential sales decreased by -25%.

IPR licensing revenues

IPR licensing revenues declined YoY to SEK 1.9 (2.1) b. and from SEK 2.1 b. in Q4 2017, mainly due to currency effects.

Gross margin

Gross margin increased to 34.2% (15.7%) with significant improvements in Networks, Digital Services and Managed Services. Effects of cost reductions, a continued ramp-up of the Ericsson Radio System (ERS) product platform and good progress in addressing low-performing customer contracts in Managed Services were key drivers of the improvement. Write-down of assets, as well as provisions and adjustments related to certain customer projects had a significant negative impact on gross margin in 2017. Restructuring charges included in the gross margin amounted to SEK -1.2 (-1.7) b. Completion of amortization of software release development expenses had a positive effect on gross margin YoY and QoQ.

Sequentially, gross margin increased with significant improvements in all segments.

Operating expenses

Operating expenses decreased to SEK 15.3 (18.9) b. Write-down of assets as well as provisions and adjustments related to certain customer projects had a significant negative impact on the 2017 operating expenses.

Selling and administrative expenses decreased YoY.

R&D expenses were SEK -9.1 (-9.1) b. The net effect of higher amortized than capitalized R&D expenses was SEK -1.1 b. Investments in Networks R&D increased YoY in accordance with the strategy.

Operating expenses decreased sequentially, following normal seasonality.

Operating expenses were negatively impacted by restructuring charges of SEK -0.4 (-0.3) b. and were flat QoQ.

Other operating income and expenses

Other operating income and expenses were SEK 0.1 (0.1) b. compared with SEK -12.9 b. in Q4 2017, which included write-down of goodwill of SEK -13.0 b.

Consequences of technology and portfolio shifts

Due to technology and portfolio shifts, the company is reducing the capitalization of development expenses for product platforms and software releases as well as the deferral of hardware costs. As a consequence, higher amortization than capitalization of development expenses and higher recognition than deferral of hardware costs had a negative impact on operating income YoY. The amounts related to capitalized software releases were fully amortized in 2017, positively impacting gross income QoQ.

Table of Contents**Net impact from amortization and capitalization of development expenses and from recognition and deferral of hardware costs**

	Q1 2018	Q1 2017	Q4 2017
SEK b.			
Cost of sales	-0.3	-0.5	-0.8
R&D expenses	-0.4	0.7	-0.6
Total impact	-0.7	0.3	-1.4

Restructuring charges

Restructuring charges were SEK -1.2 (-1.7) b. Restructuring charges in Q4 2017 were SEK -2.4 b.

Operating income (loss)

Operating income (loss) increased YoY to SEK -0.3 (-11.3) b., supported by improved gross margin and reduced operating expenses, partly offset by lower sales.

The change in net impact from amortizations and capitalization of development expenses YoY was SEK -0.9 b.

Operating income (loss) improved sequentially, supported by improved gross margin, reduced operating expenses and reduced restructuring charges, partly offset by lower sales.

Write-down of assets as well as provisions and adjustments related to certain customer projects had a significant impact on the 2017 operating expenses.

Financial net

Financial net was SEK -0.5 (-0.4) b. Revaluation and realization effects of foreign exchange forecast hedging were negative at SEK -0.1 b. in the quarter. Financial net was stable sequentially.

Taxes

Taxes were positive in the quarter following the negative income.

Net income (loss) and EPS

Net income (loss) and EPS diluted increased significantly both YoY and QoQ, following the improved operating income.

Employees

The number of employees on March 31, 2018, was 97,581 a net reduction of 3,154 employees in the quarter and of 13,317 employees compared with March 31, 2017. The decrease is mainly a result of cost and efficiency activities.

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Financial highlights

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Market area sales

SEK b.	First quarter 2018				Total	Change	
	Digital Networks	Digital Services	Managed Services	Emerging Business and Other		YoY	QoQ
South East Asia, Oceania and India	4.4	1.2	0.7	0.0	6.4	-24%	-19%
North East Asia	2.2	0.7	0.4	0.0	3.4	-39%	-48%
North America	9.3	1.3	0.7	0.0	11.3	-6%	-23%
Europe and Latin America	7.5	2.7	2.9	0.1	13.1	7%	-23%
Middle East and Africa	3.5	1.4	0.9	0.0	5.8	8%	-24%
Other ¹⁾	1.6	0.3	0.0	1.5	3.5	-17%	-20%
Total	28.6	7.7	5.5	1.6	43.4	-9%	-25%

¹⁾ Market Area Other includes primarily licensing revenues and the major part of segment Emerging Business and Other

South East Asia, Oceania and India

Sales declined YoY due to completion of major projects in Networks. Digital Services sales increased slightly.

North East Asia

Sales declined YoY due to lower Networks sales in Mainland China as a consequence of reduced LTE investments. Operators in Mainland China and Japan were awaiting results of spectrum allocations, which impacted sales negatively in the quarter.

North America

Reported sales declined YoY. Digital Services sales declined YoY, due to timing of project milestones. Managed Services sales declined.

Europe and Latin America

Sales increased YoY, driven by higher Networks sales primarily in Latin America, positively impacted by project timing. Parts of Europe also contributed to Networks sales growth YoY. Growth was partly offset by lower sales in Digital Services. In line with the strategy, sales were negatively impacted by contract reviews in Digital Services and Managed Services.

Middle East and Africa

Sales grew YoY, positively impacted by deployment of network modernization and LTE contracts in parts of the Middle East.

Other

Sales declined YoY, mainly in Media Solutions and Red Bee Media. IPR licensing revenues amounted to SEK 1.9 (2.1) b.

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Market area sales

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Segment results

Networks

SEK b.	Q1 2018	Q1 2017	YoY change	Q4 2017	QoQ change
Net sales	28.6	31.6	-10%	37.1	-23%
<i>Of which products</i>	19.5	21.9	-11%	25.4	-23%
<i>Of which IPR licensing revenues</i>	1.5	1.7	-12%	1.7	-12%
<i>Of which services</i>	9.1	9.8	-7%	11.7	-22%
Gross income	11.1	10.0	11%	11.8	-6%
Gross margin	38.9%	31.7%		32.0%	
Operating income	3.4	2.7	24%	1.9	73%
Operating margin	11.8%	8.6%		5.2%	
Restructuring charges	-0.5	-1.3		-1.3	

Net sales

Sales as reported declined by -10% YoY. The YoY decline is mainly due to lower LTE investments in Mainland China and completion of larger projects in market area South East Asia, Oceania and India. This decline was partly offset by strong growth in Europe and Latin America as well as in the Middle East and Africa. Investments in network expansions and 5G readiness in North America continued.

Sales decreased by -23% QoQ, in line with normal seasonality.

Gross margin

Gross margin increased to 38.9% (31.7%) YoY. Gross margin was positively impacted by improved margins of hardware and services, driven by cost reductions and a successful shift of the radio platform. The gross margin increase was partly offset by higher recognition than deferral of hardware costs.

Gross margin improved QoQ from 32.0%.

Write-down of assets as well as provisions and adjustments related to certain customer projects had a negative impact on gross margin in 2017.

Operating margin

Operating margin improved YoY to 11.8% (8.6%), due to improved gross margin and lower restructuring charges. The improvement was partly offset by lower sales and increased R&D expenses.

Operating margin improved significantly QoQ from 5.2%.

Write-down of assets as well as provisions and adjustments related to certain customer projects had a negative impact on operating margin in 2017.

Net impact from amortization and capitalization of development expenses and from recognition and deferral of hardware costs

SEK b.	Q1 2018	Q1 2017	Q4 2017
Cost of Sales	-0.3	-0.2	-0.5
R&D expenses	0.1	0.1	-0.1
Total impact	-0.2	-0.2	-0.6

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Digital Services

SEK b.	Q1 2018	Q1 2017	YoY change	Q4 2017	QoQ change
Net sales	7.7	8.4	-9%	12.5	-39%
<i>Of which products</i>	3.9	4.3	-9%	6.4	-39%
<i>Of which IPR licensing revenues</i>	0.3	0.4	-12%	0.4	-12%
<i>Of which services</i>	3.7	4.1	-9%	6.1	-39%
Gross income (loss)	2.9	-2.3		1.2	155%
Gross margin	38.5%	-27.8%		9.2%	
Operating income	-2.6	-9.0		-12.3	
Operating margin (loss)	-33.4%	-107.6%		-97.9%	
Restructuring charges	-0.6	-0.3		-0.7	

Net sales

Sales as reported declined by -9% YoY. The ongoing digitalization drives opportunities for operators to reduce costs and be more agile by: automating operations, serving and engaging with customers digitally and building programmable core networks. Consequently, operators increasingly invest in the areas where Digital Services provide solutions. The momentum is strong for the new portfolio of 5G-ready and cloud-native products, with several important customer wins in the quarter.

Sales declined by -39% QoQ following a seasonally strong Q4 and lower sales in large transformation projects.

Gross margin

Improved services margin had a positive impact on gross margin YoY and QoQ. The improvement was driven by cost reductions in service delivery. In addition, lower sales in large low-margin transformation projects had a positive impact. Completion of amortization of software release development expenses had a positive effect on gross margin YoY and QoQ.

Write-down of assets as well as provisions and adjustments related to certain customer projects had a significant negative impact on gross margin in 2017.

Operating income (loss)

Operating income (loss) improved YoY, driven by increased gross margin and reduced operating expenses. Operating expenses continued to decline, when excluding related restructuring charges and SEK -0.4 (0.6) b. in impact from capitalized development expenses. Activities to improve efficiencies have accelerated in the quarter and further cost reductions are planned for the remainder of 2018. Total restructuring charges of SEK -0.6 (-0.3) b. had a negative impact on operating income YoY.

Operating income (loss) improved QoQ driven by gross margin improvements and reduced operating expenses.

Write-down of assets, as well as provisions and adjustments related to certain customer projects had a significant negative impact on operating income in 2017.

Net impact from amortization and capitalization of development expenses

	Q1 2018	Q1 2017	Q4 2017
SEK b.			
Cost of Sales	0.0	-0.2	-0.3
R&D expenses	-0.4	0.6	-0.5
Total impact	-0.4	0.3	-0.7

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Managed Services

SEK b.	Q1 2018	Q1 2017	YoY change	Q4 2017	QoQ change
Net sales	5.5	6.0	-8%	6.2	-11%
Gross income (loss)	0.4	-0.5		-0.7	
Gross margin	7.9%	-8.9%		-11.8%	
Operating income (loss)	0.1	-1.8		-1.3	
Operating margin	1.0%	-30.1%		-20.7%	
Restructuring charges	-0.1	-0.1		-0.4	

Net sales

Sales as reported decreased by -8% YoY, as a result of contract reviews and reduced variable sales in certain large Managed Services Networks contracts. Sales in Managed Services IT showed good growth. Sales development is in line with the focused business strategy.

Sales as reported decreased by -11% QoQ.

Gross margin

Gross margin increased both YoY and QoQ, supported by results of efficiency measures as well as reviewed and addressed contracts. The QoQ gross margin increase was also supported by lower restructuring charges. Gross margin increased to 7.9% (-8.9%) YoY, and sequentially from -11.8%.

Write-down of assets as well as provisions and customer project adjustments had a significant negative impact on gross margin in 2017.

Operating income (loss)

Operating income (loss) increased to SEK 0.1 (-1.8) b. YoY, due to higher gross margin and lower operating expenses. Restructuring charges were SEK -0.1 (-0.1) b.

Sequentially, operating income (loss) increased, due to higher gross margin and lower operating expenses.

Write-down of assets as well as provisions and customer project adjustments had a significant negative impact on operating income in 2017.

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Emerging Business and Other (includes Emerging Business, Media Solutions, Red Bee Media and iconectiv)

SEK b.	Q1 2018	Q1 2017	YoY change	Q4 2017	QoQ change
Net sales	1.6	1.8	-7%	2.1	-21%
Gross income	0.3	0.3	3%	0.2	42%
Gross margin	21.1%	18.9%		11.7%	
Operating income (loss)	-1.2	-3.2		-7.7	
Operating margin	-71.4%	-177.1%		-369.2%	
Restructuring charges	-0.1	0.0		-0.1	

Net sales

Sales as reported declined by -7% YoY. Red Bee Media sales declined due to earlier renegotiations and scope changes of contracts. Media Solutions sales declined mainly due to lower sales in the discontinued portfolio including related services sales. Sales in Emerging Business and iconectiv grew YoY. In Emerging Business there was a continued YoY growth in IoT, while Unified Delivery Network (UDN) sales grew both YoY and QoQ.

Sales declined by -21% QoQ, mainly due to lower sales in Media Solutions and Red Bee Media, following a seasonally strong Q4.

Gross margin

Gross margin increased YoY, mainly driven by improved gross margins in iconectiv and Media Solutions.

Gross margin increased QoQ. Write-down of assets had a significant negative impact on gross margin in Q4 2017. Gross margin in Q1 2018 was negatively impacted by customer penalties of SEK -0.1 b.

Operating income (loss)

Operating income improved YoY. Write-down of assets had a significant negative impact on operating income (loss) in Q1 2017. Income for Media Solutions and iconectiv improved YoY. Red Bee Media income was negatively impacted by lower sales and actions are ongoing to improve operations and reduce costs.

In Q1 2018, sales for the media business (Media Solutions and Red Bee Media) were SEK 1.0 (1.3) b. Write-down of assets had a significant negative impact on operating income (loss) in Q1 2017.

Emerging Business operating income declined YoY, driven by increased investments in accordance with the strategy.

Operating income (loss) improved QoQ as write-down of assets had a significant negative impact on operating income in Q4 2017. Reduced sequential sales and customer penalties of SEK -0.1 b. had a negative impact on Q1 2018 operating income (loss). Media Solutions result declined QoQ partly due to lower sales and costs related to the planned transaction in Q3 2018.

Net impact from amortization and capitalization of development expenses

SEK b.	Q1 2018	Q1 2017	Q4 2017
Cost of Sales	0.0	0.0	0.0
R&D expenses	-0.1	0.1	-0.1
Total impact	-0.1	0.1	-0.1

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Cash flow

SEK b.	Q1 2018	Q1 2017	Q4 2017
Net income reconciled to cash	-1.0	-8.2	-4.0
Changes in operating net assets	2.6	6.6	15.2
Cash flow from operating activities	1.6	-1.5	11.2
Cash flow from investing activities	-1.8	-13.6	-3.8
Cash flow from financing activities	-0.1	10.9	2.1
Effect of exchange rate changes on cash	1.1	0.2	0.2
Net change in cash and cash equivalents	0.8	-4.0	9.7

Operating activities

Cash flow from operating activities was SEK 1.6 b., driven by decreased trade receivables following seasonally lower sales and good collection. Sale of trade receivables decreased compared with the same period last year. Inventory increased due to seasonally lower delivery volumes. Cash outlays related to restructuring charges were SEK -1.4 (-1.6) b. in the quarter.

Investing activities

Cash flow from investing activities was SEK -1.8 b., impacted by investments in property, plant and equipment of SEK -0.9 b. and capitalized development expenses of SEK -0.3 b. In addition, Ericsson acquired a company related to Emerging Business in the quarter.

Financing activities

Cash flow from financing activities was slightly negative at SEK -0.1 b. Net change in cash and cash equivalents was SEK 0.8 b.

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Financial position

	Mar 31 2018	Mar 31 2017	Dec 31 2017
SEK b.			
+ Cash and cash equivalents	36.7	33.0	35.9
+ Interest-bearing securities, current	5.5	13.5	6.7
+ Interest-bearing securities, non-current	27.1	19.1	25.1
Borrowings, current	2.6	9.5	2.5
Borrowings, non-current	31.1	27.8	30.5
Equity	93.5	122.4	97.6
Total assets	260.7	292.0	259.9

Post-employments benefits increased in the quarter, to SEK 25.6 b. from SEK 25.0 b. due to normal service and interest costs as well as negative returns on assets, partially offset by increased discount rate in the US.

The average maturity of long-term borrowings as of March 31, 2018, was 4.1 years, the same as 12 months earlier.

Debt maturity profile, Parent Company

SEK b.

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Other information

Changes to Ericsson s Executive Team and Group structure

On January 31, 2018, Ericsson announced changes to the Group structure and its Executive Team. A Business Area Technology and Emerging Business was created. Effective April 1, 2018, Åsa Tamsons was appointed Senior Vice President, Head of Business Area Technology and Emerging Business as well as member of the Executive Team.

The Company announced that it would simplify its group function structure, from six functions to four. The majority of current Group Function Technology & Emerging Business, including hosted group responsibilities such as Ericsson Research, would form part of Business Area Technology and Emerging Business.

Effective February 1, 2018, Group Function Marketing & Communications and Group Function Sustainability & Public Affairs would be merged into a new Group Function Marketing & Corporate Relations, headed by Helena Norrman, former Head of Group Function Marketing & Communications.

Ericsson reported restated financials for 2016 and 2017

On March 16, 2018, Ericsson reported restated consolidated income statement information for 2016 and 2017, in line with the new accounting standard IFRS 15, applied as of January 1, 2018.

Changes to Ericsson s Executive Team

On March 27, 2018, the Board of Directors of Ericsson appointed Xavier Dedullen Senior Vice President, Chief Legal Officer and Head of Legal Affairs & Compliance, effective April 1, 2018. Effective the same date he would take a place in the Executive Team.

In addition, Erik Ekudden, Chief Technology Officer, has been appointed Senior Vice President, Chief Technology Officer and member of Ericsson s Executive Team, reporting to Börje Ekholm.

Chief Legal Officer Nina Macpherson has decided, after a distinguished career, to leave the company to retire. Nina Macpherson has led the company s global legal affairs function and has been part of the Ericsson Executive Team since January 1, 2011.

Resolutions at the AGM

On March 28, 2018, Ericsson held its AGM in Kista, Stockholm. The proposed dividend of SEK 1.00 per share was approved by the AGM.

In accordance with the proposal of the Nomination Committee. Ronnie Leten was elected new Chairman of the Board. Jon Fredrik Baksaas, Jan Carlson, Eric A. Elzvik, Nora Denzel, Börje Ekholm, Kristin S. Rinne, Helena Stjernholm and Jacob Wallenberg were re-elected to the Board. Kurt Jofs and Ronnie Leten were elected new Board members. Leif Johansson, Kristin Skogen Lund and Sukhinder Singh Cassidy left the Board in connection with the AGM.

In accordance with the Board of Directors proposal, the AGM resolved to approve the Guidelines for remuneration to Group Management and the implementation of a Long-Term Variable Compensation Program 2018 for members of

the Executive Team.

Ongoing litigation with LG Electronics

In March 2018, Ericsson Inc and Telefonaktiebolaget LM Ericsson sued LG Electronics, Inc. and LG Electronics MobileComm U.S.A., in the U.S. District Court for the Eastern District of Texas, Civil Action No. 4:18-cv-186Inc. Ericsson is seeking a declaratory judgment that the global, reciprocal cross-license that Ericsson offered during its negotiations with LG complied with Ericsson's FRAND commitment. Ericsson also claims that LG is an unwilling licensee, failed to negotiate in good faith, and breached its contractual obligation to ETSI.

POST-CLOSING EVENTS

Putative class action suit

In April 2018, the present CEO and CFO of Ericsson as well as three former executives were named defendants in a putative class action filed in the United States District Court for the Southern District of New York. The complaint alleges violations of United States securities laws, principally in connection with service revenues and recognition of expenses on long-term service projects. Ericsson is evaluating the complaint.

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

During the first quarter of 2018, Ericsson made sales of communications infrastructure related products and services in Iran to Mobile Communication Company of Iran and MTN Irancell, which generated gross revenues (reported as net sales) of approximately SEK 607 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 2018 would be substantially lower than such gross revenues. During the first quarter of 2018, payment was made by Ericsson, via one of Ericsson's banks outside Iran, to Bank Mellat, under a previously issued performance bond.

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Risk factors

Ericsson's operational and financial risk factors and uncertainties are described in our Annual Report 2017.

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 Ericsson to provide financing, or delayed auctions of spectrums

Intense competition from existing competitors as well as new entrants, including IT companies entering the telecommunications market, which could have a material adverse effect on the results

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 including new network build-outs and new managed services or digital transformation 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 and ongoing partnerships which may not be successful and expose us to future costs

Changes in foreign exchange rates, in particular USD

Political unrest and uncertainty in certain markets, as well as escalating trade disputes

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 strategy execution, specific restructuring or cost-savings initiatives, profitability restoring efforts and/or organizational changes will be sufficient, successful or executed in time to deliver any improvements in earnings

Cybersecurity incidents, which may have a material negative impact.

Rapidly changing technologies and the ways these are brought to the market, which could be disruptive to the business.

Ericsson stringently monitors the compliance with all relevant trade regulations and trade embargoes applicable to dealings with customers operating in countries where there are trade restrictions or trade restrictions are discussed. Ericsson operates globally in accordance with Group policies and directives for business ethics and conduct and has a dedicated anti-corruption program. However, in some of the countries where the company operates, corruption risks can be high and compliance failure could have a material adverse impact on our business, financial condition and brand.

Stockholm, April 20, 2018

Telefonaktiebolaget LM Ericsson (publ)

Börje Ekholm, President and CEO

Org. No. 556016-0680

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Forward-looking statements

This report includes forward-looking statements, including statements reflecting management's current views relating to the growth of the market, future market conditions, future events, financial condition, and expected operational and financial performance, including, in particular the following:

Our goals, strategies, planning assumptions and operational or financial performance expectations

Industry trends, future characteristics and development of the markets in which we operate

Our future liquidity, capital resources, capital expenditures, cost savings and profitability

The expected demand for our existing and new products and services as well as plans to launch new products and services including research and development expenditures

The ability to deliver on future plans and to realize potential for future growth

The expected operational or financial performance of strategic cooperation activities and joint ventures

The time until acquired entities and businesses will be integrated and accretive to income

Technology and industry trends including the regulatory and standardization environment in which we operate, competition and our customer structure.

The words believe, expect, foresee, anticipate, assume, intend, likely, projects, may, could, plan, will, should, would, predict, aim, ambition, seek, potential, target, might, continue, or, in each of the foregoing variations, and similar words or expressions are used to identify forward-looking statements. Any statement that refers to expectations, projections or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements.

We caution investors that these statements are subject to risks and uncertainties many of which are difficult to predict and generally beyond our control that could cause actual results to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements.

Important factors that could affect whether and to what extent any of our forward-looking statements materialize include, but are not limited to, the factors described in the section Risk Factors, and in Risk Factors in the Annual Report 2017.

These forward-looking statements also represent our estimates and assumptions only as of the date that they were made. We expressly disclaim a duty to provide updates to these forward-looking statements, and the estimates and assumptions associated with them, after the date of this report, to reflect events or changes in circumstances or changes in expectations or the occurrence of anticipated events, whether as a result of new information, future events or otherwise, except as required by applicable law or stock exchange regulation.

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Financial statements

Consolidated income statement

SEK million	Jan-Mar		Jan-Dec	
	2018	2017	Change	2017
Net sales	43,411	47,803	9%	205,378
Cost of sales	-28,553	-40,302	-29%	-157,451
Gross income	14,858	7,501	98%	47,927
Gross margin (%)	34.2%	15.7%		23.3%
Research and development expenses	-9,073	-9,066	0%	-37,887
Selling and administrative expenses	-6,156	-8,223	-25%	-29,027
Impairment losses on trade receivables ¹⁾	-28	-1,640	-98%	-3,649
Operating expenses	-15,257	-18,929	-19%	-70,563
Other operating income and expenses	84	141		-12,131 ²⁾
Shares in earnings of JV and associated companies	3	11		24
Operating income (loss)	-312	-11,276	-97%	-34,743
Financial income	-72	-82		-372
Financial expenses	-469	-350		-843
Income after financial items	-853	-11,708	-93%	-35,958
Taxes	128	1,682		3,525
Net income (loss)	-725	-10,026	-93%	-32,433
Net income (loss) attributable to:				
Stockholders of the Parent Company	-837	-10,068		-32,576
Non-controlling interests	112	42		143
Other information				
Average number of shares, basic (million)	3,286	3,272		3,277
Earnings (loss) per share, basic (SEK) ³⁾	-0.25	-3.08		-9.94
Earnings (loss) per share, diluted (SEK) ⁴⁾	-0.25	-3.08		-9.94

1) Impairment of trade receivables has been calculated according to IFRS 9 in 2018 and according to IAS 39 in 2017. Previously, these losses have been reported as selling and administrative expenses.

2) Includes write-down of goodwill of SEK -13.0 billion.

3) Based on net income (loss) attributable to stockholders of the Parent Company.

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

Statement of comprehensive income (loss)

SEK million	Jan-Mar 2018	2017	Jan-Dec 2017
Net income (loss)	-725	-10,026	-32,433
Other comprehensive income (loss)			
Items that will not be reclassified to profit or loss			
Remeasurements of defined benefits pension plans incl. asset ceiling	-849	398	970
Revaluation of borrowings due to change in credit risk	58		
Tax on items that will not be reclassified to profit or loss	133	-169	-547
Items that may be reclassified to profit or loss			
Available-for-sale financial assets			
Gains/losses arising during the period		32	68
Reclassification adjustments on gains/losses included in profit or loss		3	5
Revaluation of other investments in shares and participations			
Fair value remeasurement		2	99
Changes in cumulative translation adjustments	1,299	-22	-3,378
Share of other comprehensive income on JV and associated companies	11	10	
Tax on items that may be reclassified to profit or loss		-9	-16
Total other comprehensive income (loss), net of tax	652	245	-2,799
Total comprehensive income (loss)	-73	-9,781	-35,232
Total comprehensive income (loss) attributable to:			
Stockholders of the Parent Company	-200	-9,846	-35,357
Non-controlling interest	127	65	125

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Consolidated balance sheet

SEK million	Mar 31 2018	Dec 31 2017
ASSETS		
Non-current assets		
Intangible assets		
Capitalized development expenses	4,229	4,593
Goodwill	28,777	27,815
Intellectual property rights, brands and other intangible assets	3,853	4,148
Property, plant and equipment	12,912	12,857
Financial assets		
Equity in JV and associated companies	630	624
Other investments in shares and participations	1,302	1,279
Customer finance, non-current	1,845	2,178
Interest-bearing securities, non-current	27,104	25,105
Other financial assets, non-current	5,192	5,897
Deferred tax assets	23,822	21,963
	109,666	106,459
Current assets		
Inventories	29,009	25,547
Contract assets	11,712	13,120
Trade receivables	42,455	48,105
Customer finance, current	1,709	1,753
Other current receivables	23,980	22,301
Interest-bearing securities, current	5,453	6,713
Cash and cash equivalents	36,697	35,884
	151,015	153,423
Total assets	260,681	259,882
EQUITY AND LIABILITIES		
Equity		
Stockholders' equity	92,703	96,935
Non-controlling interest in equity of subsidiaries	763	636
	93,466	97,571
Non-current liabilities		
Post-employment benefits	25,646	25,009
Provisions, non-current	2,597	3,596

Deferred tax liabilities	1,325	901
Borrowings, non-current	31,134	30,500
Other non-current liabilities	2,792	2,776
	63,494	62,782
Current liabilities		
Provisions, current	6,435	6,283
Borrowings, current	2,554	2,545
Contract liabilities	30,391	29,076
Trade payables	26,453	26,320
Other current liabilities	37,888	35,305
	103,721	99,529
Total equity and liabilities	260,681	259,882
<i>Of which interest-bearing liabilities</i>	33,688	33,045
Assets pledged as collateral	5,148	5,215
Contingent liabilities	1,412	1,561

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Consolidated statement of cash flows

SEK million	Jan-Mar 2018	2017	Jan-Dec 2017
Operating activities			
Net income (loss)	-725	-10,026	-32,433
Adjustments to reconcile net income to cash			
Taxes	-2,315	-4,112	-9,064
Earnings/dividends in JV and associated companies	4	-7	56
Depreciation, amortization and impairment losses	1,891	5,431	27,892
Other	140	527	440
Net income reconciled to cash	-1,005	-8,187	-13,109
Changes in operating net assets			
Inventories	-2,813	-3,206	4,719
Customer finance, current and non-current	400	-834	798
Trade receivables and contract assets	7,316	2,818	1,379
Trade payables	-598	363	1,886
Provisions and post-employment benefits	-847	4,636	4,755
Contract liabilities	757	4,807	5,024
Other operating assets and liabilities, net	-1,637	-1,938	4,149
	2,578	6,646	22,710
Cash flow from operating activities	1,573	-1,541	9,601
Investing activities			
Investments in property, plant and equipment	-856	-1,015	-3,877
Sales of property, plant and equipment	123	69	1,016
Acquisitions/divestments of subsidiaries and other operations, net	-449	3	276
Product development	-254	-865	-1,444
Other investing activities	161	110	-463
Interest-bearing securities	-534	-11,886	-11,578
Cash flow from investing activities	-1,809	-13,584	-16,070
Cash flow before financing activities	-236	-15,125	-6,469
Financing activities			
Dividends paid		-4	-3,424
Other financing activities	-94	10,902	8,902
Cash flow from financing activities	-94	10,898	5,478
Effect of exchange rate changes on cash	1,143	215	-91
Net change in cash and cash equivalents	813	-4,012	-1,082

Cash and cash equivalents, beginning of period	35,884	36,966	36,966
Cash and cash equivalents, end of period	36,697	32,954	35,884

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Consolidated statement of changes in equity

SEK million	Jan-Mar		Jan-Dec
	2018	2017	2017
Opening balance ¹⁾	97,571	135,257	135,257
Opening balance adjustment due to IFRS 9	-983		
Adjusted opening balance	96,588	135,257	135,257
Total comprehensive income (loss)	-73	-9,781	-35,232
Sale/repurchase of own shares	21	25	-5
Stock issue (net)			15
Stock purchase plan	217	210	885
Dividends paid	-3,287 ²⁾	-3,277 ²⁾	-3,424
Transactions with non-controlling interests			75
Closing balance	93,466	122,434	97,571

1) The opening balance adjustment for IFRS 15 on initial application date (January 1, 2016) was SEK -4,353 million. Opening balances of 2017 and 2018 have been restated for IFRS 15.

2) Includes accrual of SEK 3,287 (3,273) million for the dividend approved by the Annual General Meeting on March 28, 2018 (March 29, 2017).

Consolidated income statement - isolated quarters

Isolated quarters, SEK million	2018		2017		
	Q1	Q4	Q3	Q2	Q1
Net sales	43,411	57,881	49,413	50,281	47,803
Cost of sales	-28,553	-45,365	-36,132	-35,652	-40,302
Gross income	14,858	12,516	13,281	14,629	7,501
Gross margin (%)	34.2%	21.6%	26.9%	29.1%	15.7%
Research and development expenses	-9,073	-9,938	-10,519	-8,364	-9,066
Selling and administrative expenses	-6 156	-8 245	-5 741	-6 818	-8 223
Impairment losses on trade receivables ¹⁾	-28	-680	-1,094	-235	-1,640
Operating expenses	-15,257	-18,863	-17,354	-15,417	-18,929
Other operating income and expenses	84	-12,926 ²⁾	415	239	141
Shares in earnings of JV and associated companies	3	-5	6	12	11
Operating income (loss)	-312	-19,278	-3,652	-537	-11,276

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Financial income	-72	-124	-139	-27	-82
Financial expenses	-469	-394	-182	83	-350
Income after financial items	-853	-19,796	-3,973	-481	-11,708
Taxes	128	1,303	516	24	1,682
Net income (loss)	-725	-18,493	-3,457	-457	-10,026
Net income (loss) attributable to:					
Stockholders of the Parent Company	-837	-18,476	-3,561	-471	-10,068
Non-controlling interests	112				