

REGENERON PHARMACEUTICALS INC
 Form 4
 December 29, 2005

FORM 4 UNITED STATES SECURITIES AND EXCHANGE COMMISSION
 Washington, D.C. 20549

OMB APPROVAL
 OMB Number: 3235-0287
 Expires: January 31, 2005
 Estimated average burden hours per response... 0.5

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person *
 SCHLEIFER LEONARD S

(Last) (First) (Middle)

777 OLD SAW MILL RIVER ROAD

(Street)

TARRYTOWN, NY 10591

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol
 REGENERON
 PHARMACEUTICALS INC
 [REGN]

3. Date of Earliest Transaction (Month/Day/Year)
 12/27/2005

4. If Amendment, Date Original Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

Director 10% Owner
 Officer (give title below) Other (specify below)
 Chief Exec Officer & President

6. Individual or Joint/Group Filing(Check Applicable Line)
 Form filed by One Reporting Person
 Form filed by More than One Reporting Person

Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Ownership (Instr. 4)		
			Code	V	Amount	(A) or (D)	Price		
Common Stock	12/27/2005		M ⁽¹⁾		80,000	A	\$ 12.75		
Common Stock	12/27/2005		F ⁽¹⁾		65,091	D	\$ 15.67		
Common Stock	12/27/2005		F ⁽¹⁾		5,165	D	\$ 15.67		
Common Stock							900		
							I	by Son	
							900	I	by Son 2

Common
Stock

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number. SEC 1474 (9-02)

Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned
(e.g., puts, calls, warrants, options, convertible securities)

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)	5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)	6. Date Exercisable and Expiration Date (Month/Day/Year)	7. Title and Amount of Underlying Security (Instr. 3 and 4)
Non-Qualified Stock Option (right to buy)	\$ 12.75	12/27/2005		M ⁽¹⁾	80,000	⁽²⁾ 01/02/2006	Common Stock 80,000

Reporting Owners

Reporting Owner Name / Address	Relationships			
	Director	10% Owner	Officer	Other
SCHLEIFER LEONARD S 777 OLD SAW MILL RIVER ROAD TARRYTOWN, NY 10591	X	X	Chief Exec Officer & President	

Signatures

/s/**Leonard S. Schleifer 12/29/2005

__Signature of Reporting Person Date

Explanation of Responses:

- * If the form is filed by more than one reporting person, see Instruction 4(b)(v).
- ** Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

- (1) Disposition/acquisition made pursuant to a plan intended to comply with Rule 10b5-1(c).
- (2) Exercisable date, exercise date, exercise price, purchase price, sales price, and/or expiration date is not applicable in this case.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number. VALIGN="bottom" ALIGN="right">10% 25%

Mediterranean ²⁾

35% 45% 16% 26% 38%

Middle East

45% 49% 13% 38% 41%

Sub Saharan Africa

29% 36% 13% 9% 26%

India

20% 17% 7% 10% 15%

North East Asia

42% 57% 1% 8% 37%

South East Asia & Oceania

16% 31% 4% 2% 3%

Other ^{1) 2)}

4% 3% 1% 44% 44%

Total

29% 28% 6% 4% 29%

1) Of which in Sweden

10% 22% 45% 57% 15%

2) Of which in EU

26% 31% 12% 4% 27% 2017 2016

Explanation of Responses:

Year-over-year change, percent

Q1 Q4 Q3 Q2 Q1

North America

10% 11% 8% 8% 8%

Latin America

29% 19% 22% 10% 12%

Northern Europe & Central Asia ^{1) 2)}

24% 5% 19% 18% 18%

Western & Central Europe ²⁾

17% 21% 21% 15% 17%

Mediterranean ²⁾

1% 4% 17% 7% 14%

Middle East

3% 5% 25% 24% 21%

Sub Saharan Africa

9% 4% 25% 13% 2%

India

10% 4% 28% 20% 24%

North East Asia

0% 8% 4% 13% 7%

South East Asia & Oceania

7% 25% 5% 8% 23%

Other ^{1) 2)}

40% 67% 6% 3% 54%

Explanation of Responses:

Total

11% 11% 14% 11% 2%

1) Of which in Sweden

17% 13% 39% 20% 2%

2) Of which in EU

11% 12% 20% 16% 15%

* Net sales by region has been restated. Broadcast services, previously reported in Region Other, is now reported per geographical region. In addition, part of the business related to former Telcordia has been transferred from the geographic regions to Region Other.

28 Ericsson | First Quarter Report 2017

Table of Contents

NET SALES BY REGION BY QUARTER, CONT.*

Year to date, SEK million	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
North America	11,811	54,534	39,683	26,505	13,147
Latin America	2,887	17,954	12,980	8,597	4,047
Northern Europe & Central Asia ^{1) 2)}	1,735	9,330	6,549	4,444	2,286
Western & Central Europe ²⁾	3,645	17,738	13,150	9,201	4,373
Mediterranean ²⁾	4,440	21,392	14,607	9,940	4,394
Middle East	3,487	19,188	12,791	8,505	3,579
Sub Saharan Africa	1,927	9,177	6,445	4,433	2,120
India	2,422	10,748	7,706	5,109	2,683
North East Asia	5,561	27,365	17,742	11,620	5,579
South East Asia & Oceania	5,587	22,283	15,607	10,526	5,222
Other ^{1) 2)}	2,867	12,899	10,133	7,437	4,779
Total	46,369	222,608	157,393	106,317	52,209
<i>¹⁾ Of which in Sweden</i>	<i>925</i>	<i>3,123</i>	<i>2,280</i>	<i>1,590</i>	<i>1,113</i>
<i>²⁾ Of which in EU</i>	<i>8,239</i>	<i>38,525</i>	<i>27,371</i>	<i>18,864</i>	<i>9,229</i>

Year to date, year-over-year change, percent	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
North America	10%	6%	3%	1%	8%
Latin America	29%	16%	15%	11%	12%
Northern Europe & Central Asia ^{1) 2)}	24%	15%	18%	18%	18%
Western & Central Europe ²⁾	17%	18%	17%	16%	17%
Mediterranean ²⁾	1%	10%	12%	10%	14%
Middle East	3%	16%	24%	23%	21%
Sub Saharan Africa	9%	11%	14%	8%	2%
India	10%	20%	25%	22%	24%
North East Asia	0%	3%	8%	10%	7%
South East Asia & Oceania	7%	15%	12%	15%	23%
Other ^{1) 2)}	40%	25%	16%	27%	54%
Total	11%	10%	9%	7%	2%
<i>¹⁾ Of which in Sweden</i>	<i>17%</i>	<i>18%</i>	<i>19%</i>	<i>6%</i>	<i>2%</i>
<i>²⁾ Of which in EU</i>	<i>11%</i>	<i>15%</i>	<i>17%</i>	<i>16%</i>	<i>15%</i>

* Net sales by region has been restated. Broadcast services, previously reported in Region Other, is now reported per geographical region. In addition, part of the business related to former Telcordia has been transferred from the geographic regions to Region Other.

TOP 5 COUNTRIES IN SALES

Country Percentage of Net sales	Q1		Jan-Dec
	2017	2016	2016
United States	26%	27%	25%
China	7%	9%	9%
India	5%	5%	5%
Japan	5%	4%	3%
Vietnam	4%	1%	1%

29 Ericsson | First Quarter Report 2017

Table of Contents

NET SALES BY REGION BY SEGMENT

SEK million	Q1 2017			Total
	Networks	IT & Cloud	Media	
North America	9,229	2,287	295	11,811
Latin America	2,015	845	27	2,887
Northern Europe & Central Asia	1,208	424	103	1,735
Western & Central Europe	2,519	690	436	3,645
Mediterranean	2,844	1,367	229	4,440
Middle East	2,397	1,015	75	3,487
Sub Saharan Africa	1,354	538	35	1,927
India	1,825	586	11	2,422
North East Asia	4,625	889	47	5,561
South East Asia & Oceania	4,828	692	67	5,587
Other	2,016	212	639	2,867
Total	34,860	9,545	1,964	46,369
Share of total	75%	21%	4%	100%

Sequential change, percent	Q1 2017			Total
	Networks	IT & Cloud	Media	
North America	22%	11%	42%	20%
Latin America	43%	35%	79%	42%
Northern Europe & Central Asia	39%	37%	20%	38%
Western & Central Europe	8%	47%	21%	21%
Mediterranean	25%	49%	27%	35%
Middle East	47%	42%	15%	45%
Sub Saharan Africa	36%	10%	775%	29%
India	28%	21%	39%	20%
North East Asia	35%	63%	18%	42%
South East Asia & Oceania	15%	21%	29%	16%
Other	9%	21%	2%	4%
Total	27%	36%	23%	29%

Year over year change, percent	Q1 2017			Total
	Networks	IT & Cloud	Media	
North America	15%	32%	44%	10%
Latin America	32%	19%	52%	29%

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

Northern Europe & Central Asia	31%	4%	18%	24%
Western & Central Europe	21%	6%	20%	17%
Mediterranean	4%	6%	8%	1%
Middle East	3%	1%	7%	3%
Sub Saharan Africa	8%	16%	150%	9%
India	15%	17%	52%	10%
North East Asia	8%	30%	4%	0%
South East Asia & Oceania	8%	3%	10%	7%
Other	44%	52%	15%	40%
Total	13%	3%	20%	11%

30 Ericsson | First Quarter Report 2017

Table of Contents

PROVISIONS

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Opening balance	6,357	3,245	3,387	3,532	3,838
Additions	6,365	4,349	666	839	492
Utilization/Cash out	2,085	976	716	794	667
<i>Of which restructuring</i>	<i>1,586</i>	<i>785</i>	<i>529</i>	<i>639</i>	<i>487</i>
Reversal of excess amounts	66	253	129	240	67
Reclassification, translation difference and other	11	8	37	50	64
Closing balance	10,560	6,357	3,245	3,387	3,532

Year to date, SEK million	2017		2016							
	Jan	Mar	Jan	Dec	Jan	Sep	Jan	Jun	Jan	Mar
Opening balance	6,357	3,838	3,838	3,838	3,838	3,838	3,838	3,838	3,838	3,838
Additions	6,365	6,346	1,997	1,331	492					
Utilization/Cash out	2,085	3,153	2,177	1,461	667					
<i>Of which restructuring</i>	<i>1,586</i>	<i>2,440</i>	<i>1,655</i>	<i>1,126</i>	<i>487</i>					
Reversal of excess amounts	66	689	436	307	67					
Reclassification, translation difference and other	11	15	23	14	64					
Closing balance	10,560	6,357	3,245	3,387	3,532					

INFORMATION ON INVESTMENTS

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

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Additions					
Property, plant and equipment	1,015	1,699	1,384	1,572	1,474
Capitalized development expenses ¹⁾	865	1,291	885	1,099	1,208
IPR, brands and other intangible assets	1	0	4	13	5
Total	1,881	2,990	2,265	2,684	2,687
Depreciation, amortization and impairment losses					
Property, plant and equipment	1,075	1,318	1,106	1,083	1,062

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

Capitalized development expenses	2,481	652	511	386	351
IPR, brands and other intangible assets	1,875	640	691	635	684
Total	5,431	2,610	2,308	2,104	2,097

1) Including reclassification

Year to date, SEK million	2017		2016						
	Jan	Mar	Jan	Dec	Jan	Sep	Jan	Jun	Jan

Additions

Property, plant and equipment	1,015	6,129	4,430	3,046	1,474
Capitalized development expenses ¹⁾	865	4,483	3,192	2,307	1,208
IPR, brands and other intangible assets	1	14	14	18	5
Total	1,881	10,626	7,636	5,371	2,687

Depreciation, amortization and impairment losses

Property, plant and equipment	1,075	4,569	3,251	2,145	1,062
Capitalized development expenses	2,481	1,900	1,248	737	351
IPR, brands and other intangible assets	1,875	2,650	2,010	1,319	684
Total	5,431	9,119	6,509	4,201	2,097

1) Including reclassification

Table of Contents

OTHER INFORMATION

SEK million	Jan 2017	Mar 2016	Jan Dec 2016
Number of shares and earnings per share			
Number of shares, end of period (million)	3,331	3,305	3,331
Of which class A-shares (million)	262	262	262
Of which class B-shares (million)	3,069	3,043	3,069
Number of treasury shares, end of period (million)	58	46	62
Number of shares outstanding, basic, end of period (million)	3,273	3,259	3,269
Numbers of shares outstanding, diluted, end of period (million)	3,314	3,293	3,309
Average number of treasury shares (million)	59	47	60
Average number of shares outstanding, basic (million)	3,272	3,258	3,263
Average number of shares outstanding, diluted (million) ¹⁾	3,313	3,292	3,303
Earnings per share, basic (SEK)	3.33	0.60	0.53
Earnings per share, diluted (SEK) ¹⁾	3.29	0.60	0.52
Earnings per share (Non IFRS), diluted (SEK ²)	2.42	0.87	2.66
Ratios			
Days sales outstanding	117	108	95
Inventory turnover days	73	80	69
Payable days	58	58	56
Equity ratio (%)	43.4%	52.0%	49.6%
Return on equity (%)	32.8%	5.4%	1.2%
Return on capital employed (%)	26.2%	6.9%	3.2%
Capital turnover (times)	1.0	1.1	1.2
Cash conversion (%)	16.7%	65.3%	175.0%
Exchange rates used in the consolidation ³⁾			
SEK/EUR closing rate	9.54	9.23	9.56
SEK/USD closing rate	8.93	8.11	9.06
Other			
Regional inventory, end of period	19,047	18,089	16,231
Export sales from Sweden			
	21,460	23,254	107,036

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

²⁾ Excluding amortizations and write downs of acquired intangibles and restructuring charges.

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

NUMBER OF EMPLOYEES

2017

2016

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

End of period	Mar 31	Dec 31	Sep 30	Jun 30	Mar 31
North America	11,253	11,547	12,229	13,838	14,081
Latin America	9,252	9,513	9,592	9,616	9,836
Northern Europe & Central Asia ¹⁾	18,534	19,136	19,759	20,177	20,167
Western & Central Europe	13,368	13,646	13,574	13,727	12,100
Mediterranean	13,040	12,578	13,110	12,957	12,906
Middle East	3,256	3,346	3,479	3,573	3,608
Sub Saharan Africa	2,012	2,086	2,167	2,347	2,377
India	23,253	22,552	22,340	22,541	22,424
North East Asia	12,962	13,042	13,434	13,547	13,623
South East Asia & Oceania	3,968	4,018	4,113	4,184	4,178
Total	110,898	111,464	113,797	116,507	115,300
<i>¹⁾ Of which in Sweden</i>	<i>14,712</i>	<i>15,303</i>	<i>15,872</i>	<i>16,190</i>	<i>16,290</i>

Table of Contents

ITEMS EXCLUDING

RESTRUCTURING CHARGES

RESTRUCTURING CHARGES BY FUNCTION

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Cost of sales	1,460	2,140	546	461	328
Research and development expenses	214	1,531	529	422	257
Selling and administrative expenses	69	978	190	138	47
Total	1,743	4,649	1,265	1,021	632

Year to date, SEK million	2017				2016					
	Jan	Mar	Jan	Dec	Jan	Sep	Jan	Jun	Jan	Mar
Cost of sales	1,460	3,475	1,335	789	328					
Research and development expenses	214	2,739	1,208	679	257					
Selling and administrative expenses	69	1,353	375	185	47					
Total	1,743	7,567	2,918	1,653	632					

RESTRUCTURING CHARGES BY SEGMENT

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Networks	1,447	2,430	557	472	434
<i>of which cost of sales</i>	<i>1,254</i>	<i>1,341</i>	<i>365</i>	<i>342</i>	<i>250</i>
<i>of which operating expenses</i>	<i>193</i>	<i>1,089</i>	<i>192</i>	<i>130</i>	<i>184</i>
IT & Cloud	241	1,810	604	478	191
<i>of which cost of sales</i>	<i>168</i>	<i>671</i>	<i>109</i>	<i>106</i>	<i>76</i>
<i>of which operating expenses</i>	<i>73</i>	<i>1,139</i>	<i>495</i>	<i>372</i>	<i>115</i>
Media	55	409	104	71	7
<i>of which cost of sales</i>	<i>38</i>	<i>128</i>	<i>72</i>	<i>13</i>	<i>2</i>
<i>of which operating expenses</i>	<i>17</i>	<i>281</i>	<i>32</i>	<i>58</i>	<i>5</i>
Total	1,743	4,649	1,265	1,021	632

Year to date, SEK million	2017				2016					
	Jan	Mar	Jan	Dec	Jan	Sep	Jan	Jun	Jan	Mar
Networks	1,447	3,893	1,463	906	434					

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

<i>of which cost of sales</i>	1,254	2,298	957	592	250
<i>of which operating expenses</i>	193	1,595	506	314	184
IT & Cloud	241	3,083	1,273	669	191
<i>of which cost of sales</i>	168	962	291	182	76
<i>of which operating expenses</i>	73	2,121	982	487	115
Media	55	591	182	78	7
<i>of which cost of sales</i>	38	215	87	15	2
<i>of which operating expenses</i>	17	376	95	63	5
Total	1,743	7,567	2,918	1,653	632

Table of Contents

GROSS INCOME AND GROSS MARGIN

EXCLUDING RESTRUCTURING BY SEGEMENT BY QUARTER

Isolated quarters,	2017		2016		
SEK million	Q1	Q4	Q3	Q2	Q1
Networks	9,234	13,124	10,232	12,864	13,261
IT & Cloud	1,932	5,347	3,942	4,167	3,357
Media	596	689	832	925	1,100
Total	7,898	19,160	15,006	17,956	17,718

As percentage of net sales,	2017		2016		
isolated quarters	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	26%	27%	28%	32%	33%
IT & Cloud	20%	36%	34%	36%	34%
Media	30%	27%	36%	39%	45%
Total	17%	29%	29%	33%	34%

Year to date,	2017		2016		
SEK million	Q1	Q4	Q3	Q2	Q1
Networks	9,234	49,481	36,357	26,125	13,261
IT & Cloud	1,932	16,813	11,466	7,524	3,357
Media	596	3,546	2,857	2,025	1,100
Total	7,898	69,840	50,680	35,674	17,718

As percentage of net sales,	2017		2016		
year to date	Jan Mar	Jan Dec	Jan Sep	Jan Jun	Jan Mar
Networks	26%	30%	31%	33%	33%
IT & Cloud	20%	35%	35%	35%	34%
Media	30%	37%	40%	42%	45%
Total	17%	31%	32%	34%	34%

OPERATING INCOME AND OPERATING MARGIN

EXCLUDING RESTRUCTURING BY SEGEMENT BY QUARTER

Isolated quarters,	2017		2016		
SEK million	Q1	Q4	Q3	Q2	Q1
Networks	909	4,810	3,396	5,261	6,196
IT & Cloud	8,756	9	1,136	1,068	1,786
Media	2,749	432	654	409	303
Total	10,596	4,369	1,606	3,784	4,107

As percentage of net sales,	2017		2016		
isolated quarters	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Networks	3%	10%	9%	13%	16%
IT & Cloud	92%	0%	10%	9%	18%
Media	140%	17%	28%	17%	12%
Total	23%	7%	3%	7%	8%

Year to date,	2017		2016		
SEK million	Q1	Q4	Q3	Q2	Q1
Networks	909	19,663	14,853	11,457	6,196
IT & Cloud	8,756	3,999	3,990	2,854	1,786
Media	2,749	1,798	1,366	712	303
Total	10,596	13,866	9,497	7,891	4,107

As percentage of net sales,	2017		2016		
year to date	Jan Mar	Jan Dec	Jan Sep	Jan Jun	Jan Mar
Networks	3%	12%	13%	14%	16%
IT & Cloud	92%	8%	12%	13%	18%
Media	140%	19%	19%	15%	12%
Total	23%	6%	6%	7%	8%

Table of Contents**ALTERNATIVE PERFORMANCE MEASURES**

This section includes a reconciliation of certain Alternative Performance Measures (APMs) to the most directly reconcilable line items in the financial statements. The presentation of APMs has limitations as analytical tools and should not be considered in isolation or as a substitute for related financial measures prepared in accordance with IFRS.

APMs are presented to enhance an investor's evaluation of ongoing operating results, to aid in forecasting future periods and to facilitate meaningful comparison of results between periods.

Management uses these APMs to, among other things, evaluate ongoing operations in relation to historical results, for internal planning and forecasting purposes and in the calculation of certain performance-based compensation.

The APMs presented in this report may differ from similarly titled measures used by other companies.

For additional information, see Alternative Performance Measures in the Ericsson Annual Report 2016.

SALES GROWTH ADJUSTED FOR COMPARABLE UNITS AND CURRENCY

Sales growth adjusted for the impact of acquisitions and divestments as well as the effects of foreign currency fluctuations.

Isolated quarter, sequential change	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Reported net sales	46,369	65,215	51,076	54,108	52,209
Acquired/divested business			63	35	
Net FX impact	234	2,446	1,924	1,221	766
Comparable net sales, excluding FX impact	46,603	62,769	49,089	55,294	52,975
Sales growth adjusted for comparable units and currency (%)	29%	23%	9%	6%	28%

Isolated quarter, year over year change	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Reported net sales	46,369	65,215	51,076	54,108	52,209
Acquired/divested business		49	96	95	73
Net FX impact	2,435	2,528	200	2,329	655
Comparable net sales, excluding FX impact	43,934	62,638	50,780	56,342	52,791
Sales growth adjusted for comparable units and currency (%)	16%	15%	14%	7%	1%

2017

2016

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

Year to date, year over year change	Jan	Mar	Jan	Dec	Jan	Sep	Jan	Jun	Jan	Mar
Reported net sales	46,369		222,608		157,393		106,317		52,209	
Acquired/divested business				313		264		168		73
Net FX impact		2,435		254		2,783		2,983		655
Comparable net sales, excluding FX impact	43,934		222,549		159,912		109,132		52,791	
Sales growth adjusted for comparable units and currency (%)		16%		10%		8%		4%		1%

35 Ericsson | First Quarter Report 2017

Table of Contents

ITEMS EXCLUDING RESTRUCTURING CHARGES

Gross income, operating expenses, and operating income are presented excluding restructuring charges and, for certain measures, as a percentage of net sales.

Isolated quarters, SEK million	2017		2016							
	Q1	Q4	Q3	Q2	Q1					
Gross income	6,438	17,020	14,460	17,495	17,390					
Net sales	46,369	65,215	51,076	54,108	52,209					
Gross margin (%)	13.9%	26.1%	28.3%	32.3%	33.3%					
Gross income	6,438	17,020	14,460	17,495	17,390					
Restructuring charges included in cost of sales	1,460	2,140	546	461	328					
Gross income, excluding restructuring charges	7,898	19,160	15,006	17,956	17,718					
Net sales	46,369	65,215	51,076	54,108	52,209					
Gross margin, excluding restructuring charges (%)	17.0%	29.4%	29.4%	33.2%	33.9%					
Operating expenses	18,929	17,689	14,093	14,514	14,205					
Restructuring charges included in R&D expenses	214	1,531	529	422	257					
Restructuring charges included in selling and administrative expenses	69	978	190	138	47					
Operating expenses, excluding restructuring charges	18,646	15,180	13,374	13,954	13,901					
Operating income	12,339	280	341	2,763	3,475					
Net sales	46,369	65,215	51,076	54,108	52,209					
Operating margin (%)	26.6%	0.4%	0.7%	5.1%	6.7%					
Operating income	12,339	280	341	2,763	3,475					
Total restructuring charges	1,743	4,649	1,265	1,021	632					
Operating income, excluding restructuring charges	10,596	4,369	1,606	3,784	4,107					
Net sales	46,369	65,215	51,076	54,108	52,209					
Operating margin, excluding restructuring charges (%)	22.9%	6.7%	3.1%	7.0%	7.9%					
Year to date, SEK million	2017		2016							
	Jan	Mar	Jan	Dec	Jan	Sep	Jan	Jun	Jan	Mar
Gross income	6,438	66,365	49,345	34,885	17,390					
Net sales	46,369	222,608	157,393	106,317	52,209					
Gross margin (%)	13.9%	29.8%	31.4%	32.8%	33.3%					

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

Gross income	6,438	66,365	49,345	34,885	17,390
Restructuring charges included in cost of sales	1,460	3,475	1,335	789	328
Gross income, excluding restructuring charges	7,898	69,840	50,680	35,674	17,718
Net sales	46,369	222,608	157,393	106,317	52,209
Gross margin, excluding restructuring charges (%)	17.0%	31.4%	32.2%	33.6%	33.9%
Operating expenses	18,929	60,501	42,812	28,719	14,205
Restructuring charges included in R&D expenses	214	2,739	1,208	679	257
Restructuring charges included in selling and administrative expenses	69	1,353	375	185	47
Operating expenses, excluding restructuring charges	18,646	56,409	41,229	27,855	13,901
Operating income	12,339	6,299	6,579	6,238	3,475
Net sales	46,369	222,608	157,393	106,317	52,209
Operating margin (%)	26.6%	2.8%	4.2%	5.9%	6.7%
Operating income	12,339	6,299	6,579	6,238	3,475
Total restructuring charges	1,743	7,567	2,918	1,653	632
Operating income, excluding restructuring charges	10,596	13,866	9,497	7,891	4,107
Net sales	46,369	222,608	157,393	106,317	52,209
Operating margin, excluding restructuring charges (%)	22.9%	6.2%	6.0%	7.4%	7.9%

Table of Contents**EBITA AND EBITA MARGIN**

Earnings before interest, taxes, amortization and write-downs of acquired intangibles, also expressed as a percentage of net sales.

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Net income	10,855	1,597	180	1,566	2,106
Taxes	1,916	634	76	670	903
Financial income and expenses	432	683	597	527	466
Amortization and write-downs of acquired intangibles	1,875	640	691	635	684
EBITA	10,464	360	1,032	3,398	4,159
Net sales	46,369	65,215	51,076	54,108	52,209
EBITA margin (%)	23%	1%	2%	6%	8%

Year to date, SEK million	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net income	10,855	1,895	3,492	3,672	2,106
Taxes	1,916	2,131	1,497	1,573	903
Financial income and expenses	432	2,273	1,590	993	466
Amortization and write-downs of acquired intangibles	1,875	2,650	2,010	1,319	684
EBITA	10,464	8,949	8,589	7,557	4,159
Net sales	46,369	222,608	157,393	106,317	52,209
EBITA margin (%)	23%	4%	5%	7%	8%

CASH CONVERSION

Cash flow from operating activities divided by the sum of net income and adjustments to reconcile net income to cash, expressed as a percentage.

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Net income	10,855	1,597	180	1,566	2,106
Net income reconciled to cash	9,249	1,557	1,498	1,321	3,631
Cash flow from operating activities	1,541	19,412	2,317	713	2,372
Cash conversion (%)	16.7%	1,246.8%	154.7%	54.0%	65.3%

Year to date, SEK million	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net income	10,855	1,895	3,492	3,672	2,106
Net income reconciled to cash	9,249	8,007	6,450	4,952	3,631

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

Cash flow from operating activities	1,541	14,010	5,402	3,085	2,372
Cash conversion (%)	16.7%	175.0%	83.8%	62.3%	65.3%
GROSS CASH AND NET CASH, END OF PERIOD					

Gross cash: Cash and cash equivalents plus interest bearing securities (current and non current).

Net cash: Cash and cash equivalents plus interest bearing securities (current and non current) less interest bearing liabilities (which include: non current borrowings and current borrowings).

SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Cash and cash equivalents	32,954	36,966	24,401	28,931	35,934
+ Interest-bearing securities, current	13,548	13,325	18,663	19,846	25,077
+ Interest-bearing securities, non-current	19,124	7,586	540		
Gross cash, end of period	65,626	57,877	43,604	48,777	61,011
Borrowings, current	9,514	8,033	9,007	9,653	2,414
Borrowings, non current	27,823	18,653	18,283	18,164	22,110
Net cash, end of period	28,289	31,191	16,314	20,960	36,487

Table of Contents**CAPITAL EMPLOYED**

Total assets less non interest bearing provisions and liabilities.

SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Total assets	292,207	283,347	275,718	277,387	280,325
Non-interest-bearing provisions and liabilities					
Provisions, non-current	4,867	946	170	245	158
Deferred tax liabilities	1,888	2,147	2,052	2,036	2,098
Other non-current liabilities	2,699	2,621	2,127	2,030	1,834
Provisions, current	5,694	5,411	3,075	3,142	3,374
Trade payables	25,814	25,318	21,633	23,709	21,549
Other current liabilities	63,293	56,003	52,896	54,394	55,429
Capital employed	187,952	190,901	193,765	191,831	195,883

CAPITAL TURNOVER

Annualized net sales divided by average capital employed.

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Net sales	46,369	65,215	51,076	54,108	52,209
Annualized net sales	185,476	260,860	204,304	216,432	208,836
Average capital employed					
Capital employed at beginning of period	190,901	193,765	191,831	195,883	195,150
Capital employed at end of period	187,952	190,901	193,765	191,831	195,883
Average capital employed	189,427	192,333	192,798	193,857	195,517
Capital turnover (times)	1.0	1.4	1.1	1.1	1.1

Year to date, SEK million	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net sales	46,369	222,608	157,393	106,317	52,209
Annualized net sales	185,476	222,608	209,857	212,634	208,836
Average capital employed					
Capital employed at beginning of period	190,901	195,150	195,150	195,150	195,150
Capital employed at end of period	187,952	190,901	193,765	191,831	195,883
Average capital employed	189,427	193,026	194,458	193,491	195,517
Capital turnover (times)	1.0	1.2	1.1	1.1	1.1

RETURN ON CAPITAL EMPLOYED

The annualized total of operating income plus financial income as a percentage of average capital employed.

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Operating income	12,339	280	341	2,763	3,475
Financial income	82	61	226	139	89
Annualized operating income + financial income	49,684	876	460	11,608	13,540
Average capital employed					
Capital employed at beginning of period	190,901	193,765	191,831	195,883	195,150
Capital employed at end of period	187,952	190,901	193,765	191,831	195,883
Average capital employed	189,427	192,333	192,798	193,857	195,517
Return on capital employed (%)	26.2%	0.5%	0.2%	6.0%	6.9%

Year to date, SEK million	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Operating income	12,339	6,299	6,579	6,238	3,475
Financial income	82	115	176	50	89
Annualized operating income + financial income	49,684	6,184	8,537	12,576	13,540
Average capital employed					
Capital employed at beginning of period	190,901	195,150	195,150	195,150	195,150
Capital employed at end of period	187,952	190,901	193,765	191,831	195,883
Average capital employed	189,427	193,026	194,458	193,491	195,517
Return on capital employed (%)	26.2%	3.2%	4.4%	6.5%	6.9%

Table of Contents**EQUITY RATIO**

Equity, expressed as a percentage of total assets.

SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Total equity	126,841	140,492	134,012	136,691	145,644
Total assets	292,207	283,347	275,718	277,387	280,325
Equity ratio (%)	43.4%	49.6%	48.6%	49.3%	52.0%

RETURN ON EQUITY

Annualized net income attributable to stockholders of the Parent Company as a percentage of average Stockholders equity.

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Net income attributable to stockholders of the parent company	10,897	1,604	233	1,587	1,966
Annualized	43,588	6,416	932	6,348	7,864
Average stockholders equity					
Stockholders equity, beginning of period	139,817	133,138	135,746	144,699	146,525
Stockholders equity, end of period	126,105	139,817	133,138	135,746	144,699
Average stockholders equity	132,961	136,478	134,442	140,223	145,612
Return on equity (%)	32.8%	4.7%	0.7%	4.5%	5.4%

Year to date, SEK million	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
Net income attributable to stockholders of the parent company	10,897	1,716	3,320	3,553	1,966
Annualized	43,588	1,716	4,427	7,106	7,864
Average stockholders equity					
Stockholders equity, beginning of period	139,817	146,525	146,525	146,525	146,525
Stockholders equity, end of period	126,105	139,817	133,138	135,746	144,699
Average stockholders equity	132,961	143,171	139,832	141,136	145,612
Return on equity (%)	32.8%	1.2%	3.2%	5.0%	5.4%

EARNINGS PER SHARE (NON IFRS)

EPS, diluted, excluding amortizations and write down of acquired intangible assets and excluding restructuring charges.

Edgar Filing: REGENERON PHARMACEUTICALS INC - Form 4

Isolated quarters, SEK	2017		2016		
	Q1	Q4	Q3	Q2	Q1
EPS diluted	3.29	0.48	0.07	0.48	0.60
Restructuring charges	0.45	0.97	0.27	0.22	0.13
Amortization and write-downs of acquired intangibles	0.42	0.13	0.14	0.13	0.14
EPS (Non-IFRS)	2.42	0.62	0.34	0.83	0.87

Year to date, SEK	2017		2016		
	Jan-Mar	Jan-Dec	Jan-Sep	Jan-Jun	Jan-Mar
EPS diluted	3.29	0.52	1.01	1.08	0.60
Restructuring charges	0.45	1.59	0.62	0.35	0.13
Amortization and write-downs of acquired intangibles	0.42	0.55	0.41	0.27	0.14
EPS (Non-IFRS)	2.42	2.66	2.04	1.70	0.87

Table of Contents

ITEMS EXCLUDING RESTRUCTURING, WRITE-DOWNS AS WELL AS

PROVISIONS AND ADJUSTMENTS RELATED TO CERTAIN CUSTOMER PROJECTS

Net sales, gross income, research and development expenses, selling and administrative expenses and operating income are presented excluding restructuring charges, write-down of assets as well as provisions and adjustments related to certain customer projects. Numbers excluding these items are referred to as *adjusted*. Certain measures are also expressed as a percentage of adjusted net sales.

Isolated quarters, SEK million	2017		2016		
	Q1	Q4	Q3	Q2	Q1
Net sales	46,369	65,215	51,076	54,108	52,209
Adjustments related to certain customer projects	1,420				
Adjusted net sales	47,789	65,215	51,076	54,108	52,209
Gross income	6,438	17,020	14,460	17,495	17,390
Restructuring charges included in cost of sales	1,460	2,140	546	461	328
Provisions and adjustments related to certain customer projects included in cost of sales	6,697				
Adjusted gross income	14,595	19,160	15,006	17,956	17,718
Adjusted net sales	47,789	65,215	51,076	54,108	52,209
Adjusted gross margin (%)	30.5%	29.4%	29.4%	33.2%	33.9%
Research and development expenses	9,068	8,890	7,855	7,405	7,485
Restructuring charges included in R&D expenses	214	1,531	529	422	257
Write-down of assets included in R&D expenses	1,934				
Provisions and adjustments related to certain customer projects included in R&D expenses	217				
Adjusted research and development expenses	6,703	7,359	7,326	6,983	7,228
Selling and administrative expenses	-9,861	8,799	6,238	7,109	6,720
Restructuring charges included in selling and administrative expenses	69	978	190	138	47
Write-down of assets included in selling and administrative expenses	1,362				
Provisions and adjustments related to certain customer projects included in selling and administrative expenses	1,479				
Adjusted selling and administrative expenses	-6,951	7,821	6,048	6,971	6,673
Operating income	12,339	280	341	2,763	3,475
Total restructuring charges	1,743	4,649	1,265	1,021	632
Total write-down of assets	3,296				

Total provisions and adjustments related to certain customer projects	8,393				
Adjusted operating income	1,093	4,369	1,606	3,784	4,107
Adjusted net sales	47,789	65,215	51,076	54,108	52,209
Adjusted operating margin (%)	2.3%	6.7%	3.1%	7.0%	7.9%

Table of Contents

ITEMS EXCLUDING RESTRUCTURING, WRITE-DOWNS AS WELL AS

PROVISIONS AND ADJUSTMENTS RELATED TO CERTAIN CUSTOMER PROJECTS

Net sales, gross income, research and development expenses, selling and administrative expenses and operating income are presented excluding restructuring charges, write-down of assets as well as provisions and adjustments related to certain customer projects. Numbers excluding these items are referred to as *adjusted*. Certain measures are also expressed as a percentage of adjusted net sales.

Year to date, SEK million	2017		2016	
	Jan	Mar	Jan	Jun
			Dec	Sep