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#### Press Release 05/2017

### **JLT Mobile Computers Continues International Expansion by Signing New Partners to its Global Partner Program**

*New partners in Europe and Asia open new market opportunities and provide local support and expertise to JLT's expanding customer base*

**Växjö, Sweden, 10 April 2017** \* \* \* **JLT Mobile Computers**, a leading developer and manufacturer of reliable computers for demanding environments, is expanding its global presence with the addition of five new partners to its JLT Global Sales Partner Program.

Off the back of a year-on-year revenue increase of more than 50 percent and a fivefold growth in operating profit in 2016, these additions will further cement JLT's position as a world-leading supplier of rugged computers. Strengthening and expanding the worldwide sales partner network is part of JLT's long-term strategy for continued growth in new and existing markets.

As well as having direct access to JLT's market leading rugged vehicle-mounted computer products – recognized around the world for their outstanding performance and reliability in a compact form factor – the new partners will also benefit from easy access to technical information, joint marketing programs, regular updates, training opportunities and quick turn around on technical and commercial questions.

The new partners are:

- **Anixandra Systemy AutoID**, JLT Authorized Reseller, Poland  
The well-established Polish systems integrator, Anixandra Systemy AutoID specializes in logistics, warehouse management and production solutions.
- **East Link Engineering**, JLT Authorized Reseller, Sri Lanka  
Located in Sri Lanka, East Link Engineering supplies a full range of active and passive LAN-based products as well as fiber optic and rack solutions to the Southeast Asian market.
- **IDentPrint**, JLT Authorized Reseller, Portugal  
IDentPrint specializes in identification and automatic data collection in logistics, industrial, sales operations and engineering.
- **Kaprio**, JLT Solution Partner, Morocco  
Kaprio was founded in 1998 and is based in Casablanca. The company specializes in Auto-Id and barcode solutions for all kind of customers. As a full service provider Kaprio also manages a network of resellers in Morocco and neighboring countries.
- **SEDNA**, JLT Authorized Reseller, Turkey  
Founded in 2006, SEDNA is a distributor of barcode readers and printers, portable handheld terminals, touch point systems and forklift terminals, among others.

The JLT Global Sales Partner Program unifies its global network of value-add resellers, solution providers and technical centers, and supplies partners with the tools and support necessary to win in the competitive market of rugged vehicle-mounted terminals (VMTs). Indeed, the worldwide partner network is seen as a key part of JLT's global expansion and continued growth strategy and according to Per Holmberg, CEO of JLT: "In 2017, we will continue to strengthen our market presence in the US and EMEA, launch new products and develop our organization. Backed by expectations for continued strong market demand from new and existing customers, JLT has ample means for continued long-term growth."

## **About JLT Mobile Computers**

JLT Mobile Computers is a leading developer of rugged mobile computers for demanding environments. These PC-type computers are developed and manufactured in Sweden for professional use and are characterized by very high reliability in the face of moisture, dust, vibration, electromagnetic fields or extreme temperature – reliability that is required for use in areas such as transportation, warehousing / logistics, forestry, mining, automation, military and rescue vehicles. JLT operates globally with offices in Sweden and the US, complemented by a network of sales partners that provide complete solutions and local support. JLT has delivered over 90,000 PCs since its inception and the company's turnover in 2016 was SEK 126.9 million. The headquarters in Växjö, Sweden houses the development, service and administration departments. The company was founded in 1994 and since 2002 has been listed on the NASDAQ OMX, First North, under the symbol JLT by Remium as Certified Advisor. For additional information, please visit [www.jltmobile.com](http://www.jltmobile.com).